# SKYLINE INVESTMENTS INC. CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEARS ENDED December 31, 2017 and 2016

# SKYLINE INVESTMENTS INC. CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEARS ENDED DECEMBER 31, 2017 and 2016

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#### **Independent Auditors' Report**

To the shareholders of Skyline Investments Inc. (formerly: Skyline International Development Inc.)

We have audited the accompanying consolidated financial statements of Skyline Investments Inc. (formerly Skyline International Development Inc.), which comprise the consolidated statement of financial position as at December 31, 2017, and the consolidated statement of income, consolidated statement of comprehensive income, consolidated statement of changes in shareholders' equity and consolidated statement of cash for the year then ended and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

| Jerusalem<br>3 Kiryat Ha'Mada<br>Har Hotzvim Tower<br>Jerusalem, 914510<br>D. BOX 45396 | Haifa<br>5 Ma'aleh Hashichrur<br>P.O.B, 5648<br>Haifa, 3105502               | Beer Sheva<br>12 Alumot<br>Omer Industrial park<br>P.O.B. 1369<br>Omer, 8496500   | Eilat<br>The City Center<br>P.O.B. 583<br>Eilat, 8810402                      | Petah Tikva<br>Deloitte Analytics<br>7 Hasivim<br>P.O.B. 6712<br>Petah Tikva, 4959368 | Netanya<br>Seker - Deloitte<br>7 Giborey Israel St.<br>P.O.B. 8458<br>Netanya, 4250407 | Nazareth<br>9 Marj Ibn Amer St.<br>Nazareth, 16100                              |
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#### **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Skyline Investments Inc. as at December 31, 2017 and its financial performance and its cash flows for the year ended December 31, 2017 in accordance with International Financial Reporting Standards.

#### Other matter

The financial statements of Skyline Investments Inc. (formerly: Skyline International Development Inc.) as of December 31, 2016 and for each of the years in the two year period ended December 31, 2016 were audited by another auditor who expressed an unmodified audit report on those financial statements on March 23, 2017

Brightman Almagor Zohar & Co.
Certified Public Accountants
Member of Deloitte Touche Tohmatsu Limited

Tel Aviv, 23 March, 2018

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# SKYLINE INVESTMENTS INC. CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(in thousands of Canadian Dollars) As at December 31, December 31, 2017 **Notes** 2016 **ASSETS** Current Cash and cash equivalents 3 25,897 29,837 Trade receivables 4 17,264 6.159 5 12,113 Other receivables 8,898 \*\*) 3,288 Prepayments 2,331 Inventories 7 2,027 1,780 Real estate inventory 8 61,008 58,651 Property held for sale 9 18,357 Loans to purchasers - current maturity 14 7,287 5,565 \*\*) Restricted bank deposits 6 5,175 3,054 Total current assets 122,954 145,737 Non-current Financial derivative 3,675 Investment properties 10 92,983 90,783 Property, plant and equipment, at cost 3,235 3,920 11 Property, plant and equipment, at fair value 11 443,355 271,612 Loans to purchasers 32,968 14 Other assets 12 2,544 381 Deferred tax 13 7,832 6,368 Restricted bank deposits 6 4,593 952 Total non-current assets 591,185 374,016 **Total Assets** 714.139 519,753 **LIABILITIES AND EQUITY** Current 33,919 Loans payable 17 26,449 Bonds - current maturities 15 2,450 1,105 Trade payables 10,456 8,025 Other payables and credit balances 16 20,730 15,485 6,910 Deferred revenue 7,519 972 \*) Income taxes payable Purchasers' deposits 9,930 6,698 85,004 Total current liabilities 65,644 Non-current Loans payable 17 174,816 61,125 **Bonds** 15 105,277 42,306 Other liabilities 1,189 2,577 51,856 60,729 Deferred tax 13 166,737 Total non-current liabilities Total liabilities 232,381 418,142 **Equity** 20 Equity attributable to Shareholders of the Company 255,020 245,968 Non-controlling interest 20 40,977 41,404 295,997 287,372 **Equity Total Liabilities and Equity** 714,139 519,753

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

On Behalf of the Board of Directors:

| Gil Blutrich   | Blake Lyon |   | Vadim Shub |
|----------------|------------|---|------------|
| Chairman       | CEO        |   | CFO        |
| March 23, 2018 |            |   |            |
| Date           |            | 4 |            |

<sup>\*)</sup> See note 2

<sup>\*\*)</sup> Reclassified

# SKYLINE INVESTMENTS INC. CONSOLIDATED STATEMENTS OF INCOME

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

|  | Notes    | FOR THE YEAR ENDED  December 31,  2017 | FOR THE YEAR ENDED  December 31,  2016 | FOR THE YEAR ENDED December 31, 2015 |
|--|----------|--|--|--------------------------------------|
| REVENUE  | 110103   | 2017                                   | 2010                                   | 2010                                 |
| Hospitality income   | 22       | 118,123                                | 118,502                                | 87,535                               |
| Income from investment properties  |          | 3,671                                  | 3,695                                  | 3,538                                |
| Sale of residential real estate  |          | 30,694                                 | 25,551                                 | 276                                  |
| Commissions and fees   | 11(a)    |  |  | 4,620                                |
| Other operating income   |          | 75                                     | 246                                    | 694                                  |
|  |          | 152,563                                | 147,994                                | 96,663                               |
| EXPENSES AND COSTS   |          |  |  |                                      |
| Hospitality operating expenses   | 23       | 98,709                                 | 99,799                                 | 74,174                               |
| Operating expenses of investment properties                                  |          | 1,079                                  | 1,577                                  | 1,329                                |
| Cost of sale of residential real estate                                      | 24       | 26,403                                 | 27,991                                 | 1,314                                |
| Other operating expense  |          | 113                                    | 85                                     | 901                                  |
|  |          | 126,304                                | 129,452                                | 77,718                               |
|  |          | 26,259                                 | 18,542                                 | 18,945                               |
| Selling and marketing expenses   |          | 480                                    | 1,463                                  | 1,863                                |
| Administrative and general expenses  | 26       | 5,572                                  | 4,895                                  | 4,399                                |
| OPERATING INCOME BEFORE DEPRECIATION, VALUATION ADJUSTMENTS AND OTHER INCOME |          | 20,207                                 | 12,184                                 | 12,683                               |
| Depreciation   | 25       | 11,415                                 | 6,635                                  | 5,326                                |
| Gain from fair value adjustments   | 10       | (6,715)                                | (7,095)                                | (1,045)                              |
| Gain on bargain purchase   | 11(a)    |  |  | (8,274)                              |
| Loss (gain) on sale of investments   | 11(c)    | 17                                     | (8,574)                                | (3,768)                              |
| Other expense  |          | 1,111                                  | 869                                    | 560                                  |
| PROFIT FROM OPERATIONS   | 07       | 14,379                                 | 20,349                                 | 19,884                               |
| Financial expense Financial income   | 27<br>27 | 11,089<br>(3,119)                      | 10,332<br>(211)                        | 7,082<br>(33)                        |
| PROFIT BEFORE INCOME TAXES   | 21       | 6,409                                  | 10,228                                 | 12,835                               |
| Income tax (recovery) expense  | 28 & 13  | (2,212)                                | 2,191                                  | 3,229                                |
| PROFIT FOR THE PERIOD  |          | 8,621                                  | 8,037                                  | 9,606                                |
| Attributable to:   |          |  |  |                                      |
| Shareholders of the Company  |          | 6,066                                  | 3,910                                  | 4,669                                |
| Non-controlling interest   | 20       | 2,555                                  | 4,127                                  | 4,937                                |
|  |          | 8,621                                  | 8,037                                  | 9,606                                |
| BASIC EARNINGS PER SHARE   | 20       | 0.37                                   | 0.23                                   | 0.28                                 |
| DILUTED EARNINGS PER SHARE   |          | 0.36                                   | 0.23                                   | 0.28                                 |

<sup>\*)</sup> See note 2

# **SKYLINE INVESTMENTS INC.**

# **CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

(in thousands of Canadian Dollars)

|   | FOR THE YEAR ENDED December 31, 2017 | FOR THE YEAR ENDED December 31, 2016 | FOR THE<br>YEAR ENDED<br>December 31,<br>2015 |
|---|--------------------------------------|--------------------------------------|---|
| PROFIT FOR THE PERIOD   | 8,621                                | 8,037 *)                             | 9,606 *)                                      |
| OTHER COMPREHENSIVE INCOME  |                                      |                                      |   |
| Items that will not be reclassified subsequently to profit or loss:<br>Revaluation surplus (loss) of property, plant and equipment, before<br>income taxes                              | (1,801)                              | 132,221                              | 123   |
| Income taxes  | 6,116                                | (27,769) *)                          | (32)  |
| Items that will or may be reclassified subsequently to profit or loss:  Exchange differences on translation of foreign operations  OTHER COMPREHENSIVE INCOME FOR THE YEAR net of taxes | (3,017)                              | (306)<br>104,146                     | 3,569<br>3,660                                |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR, net of taxes   | 9,919                                | 112,183                              | 13,266  |
| Attributable to: Shareholders of the Company Non-controlling interest   | 10,346<br>(427)<br><b>9,919</b>      | 87,277<br>24,906 *)<br>112,183       | 8,110<br>5,156<br>*)                          |

<sup>\*) |</sup> See note 2

# SKYLINE INVESTMENTS INC. CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(in thousands of Canadian Dollars)

|   | Share<br>Capital and                 | Warrant      | Re-valuation | Share based<br>Compensation | Related<br>Party | Foreign<br>Exchange | Retained | Total<br>shareholders' | Non-<br>controlling |         |
|---|--------------------------------------|--------------|--------------|-----------------------------|------------------|---------------------|----------|------------------------|---------------------|---------|
|   | Premium                              | Certificates | Surplus      | Surplus                     | Surplus          | translation         | Earnings | equity                 | Interest            | Total   |
|   | FOR THE YEAR ENDED December 31, 2017 |              |              |                             |                  |                     |          |                        |                     |         |
| Balance at the beginning of the   | 77,900                               | 519          | 83,749       | 1,014                       | 125              | 4,827               | 77,834   | 245,968                | 41,404              | 287,372 |
| year  |                                      |              |              |                             |                  |                     |          |                        |                     |         |
| Options that expired  | 879                                  |              |              | (879)                       |                  |                     |          |                        |                     |         |
| Profit for the year   |                                      |              |              |                             |                  |                     | 6,066    | 6,066                  | 2,555               | 8,621   |
| Other comprehensive income for the year   |                                      |              | 5,720        |                             |                  | (1,440)             |          | 4,280                  | (2,982)             | 1,298   |
| Total comprehensive income for the year   |                                      |              | 5,720        |                             |                  | (1,440)             | 6,066    | 10,346                 | (427)               | 9,919   |
| Dividend  |                                      |              |              |                             |                  |                     | (1,829)  | (1,829)                |                     | (1,829) |
| Recognition of revaluation surplus of property plant and equipment, net of taxes to retained earnings |                                      |              | (1,687)      |                             |                  |                     | 1,687    |                        |                     |         |
| Recognition of Share-based payment  |                                      |              |              | 535                         |                  |                     |          | 535                    |                     | 535     |
| Balance at the end of the year  | 78,779                               | 519          | 87,782       | 670                         | 125              | 3,387               | 83,758   | 255,020                | 40,977              | 295,997 |

|  | Share<br>Capital and<br>Premium | Warrant<br>Certificates | Re-valuation<br>Surplus | Share based<br>Compensation<br>Surplus | Related<br>Party<br>Surplus | Foreign<br>Exchange<br>translation | Retained<br>Earnings | Total<br>shareholders'<br>equity | Non-<br>controlling<br>Interest *) | Total    |
|--|---------------------------------|-------------------------|-------------------------|--|-----------------------------|------------------------------------|----------------------|----------------------------------|------------------------------------|----------|
|  |                                 |                         |                         | FOR THE \                              | EAR END                     | ED Decembe                         | r 31, 2016           | ı                                |                                    |          |
| Balance at the beginning of the year         | 77,900                          | 519                     | 2,804                   | 874                                    | 125                         | 5,209                              | 71,120               | 158,551                          | 12,744                             | 171,295  |
| Investment in subsidiary                     |                                 |                         |                         |  |                             |                                    |                      |                                  | 5,045                              | 5,045    |
| Profit for the year                          |                                 |                         |                         |  |                             |                                    | 3,910                | 3,910                            | 4,127 *)                           | 8,037 *) |
| Other comprehensive income for the year      |                                 |                         | 83,749                  |  |                             | (382)                              |                      | 83,367                           | 20,779                             | 104,146  |
| Total comprehensive Income for the year      |                                 |                         | 83,749                  |  |                             | (382)                              | 3,910                | 87,277                           | 24,906                             | 112,183  |
| Distribution                                 |                                 |                         |                         |  |                             |                                    |                      |                                  | (1,291)                            | (1,291)  |
| Revaluation surplus, recognized net of taxes |                                 |                         | (2,804)                 |  |                             |                                    | 2,804                |                                  |                                    |          |
| Recognition of Share-based payment           |                                 |                         |                         | 140                                    |                             |                                    |                      | 140                              |                                    | 140      |
| Balance at the end of the year               | 77,900                          | 519                     | 83,749                  | 1.014                                  | 125                         | 4,827                              | 77,834               | 245,968                          | 41,404                             | 287,372  |

<sup>\*) |</sup>See note 2

# SKYLINE INVESTMENTS INC. CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(in thousands of Canadian Dollars)

|  | Share<br>Capital and<br>Premium      | Warrant<br>Certificates | Re-valuation<br>Surplus | Share based<br>Compensation<br>Surplus | Related<br>Party<br>Surplus | Foreign<br>Exchange<br>translation | Retained<br>Earnings | Total<br>shareholders'<br>equity | Non-<br>controlling<br>Interest *) | Total    |
|--|--------------------------------------|-------------------------|-------------------------|--|-----------------------------|------------------------------------|----------------------|----------------------------------|------------------------------------|----------|
|  | FOR THE YEAR ENDED December 31, 2015 |                         |                         |  |                             |                                    |                      |                                  |                                    |          |
| Balance at the beginning of the year         | 77,182                               | 519                     | 4,155                   | 1,538                                  | 125                         | 1,859                              | 65,009               | 150,387                          | 7,588                              | 157,975  |
| Issuance of shares                           | 718                                  |                         |                         | (718)                                  |                             |                                    |                      |                                  |                                    |          |
| Profit for the year                          |                                      |                         |                         |  |                             |                                    | 4,669                | 4,669                            | 4,937 *)                           | 9,606 *) |
| Other comprehensive income for the year      |                                      |                         | 91                      |  |                             | 3,350                              |                      | 3,441                            | 219                                | 3,660    |
| Total comprehensive Income for the year      |                                      |                         | 91                      |  |                             | 3,350                              | 4,669                | 8,110                            | 5,156                              | 13,266   |
| Revaluation surplus, recognized net of taxes |                                      |                         | (1,442)                 |  |                             |                                    | 1,442                |                                  |                                    |          |
| Recognition of Share-based payment           |                                      |                         |                         | 54                                     |                             |                                    |                      | 54                               |                                    | 54       |
| Balance at the end of the year               | 77,900                               | 519                     | 2,804                   | 874                                    | 125                         | 5,209                              | 71,120               | 158,551                          | 12,744                             | 171,295  |

<sup>\*) |</sup>See note 2

# SKYLINE INVESTMENTS INC. CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands of Canadian Dollars)

|  | FOR THE YEAR<br>ENDED | FOR THE<br>YEAR ENDED | FOR THE YEAR ENDED  | <u>)                                    </u> |
|--|-----------------------|-----------------------|---------------------|--|
|  | December 31,<br>2017  | December 31,<br>2016  | December 31<br>2015 | ,  |
| NET INFLOW (OUTFLOW) OF CASH                                 | 2017                  | 2016                  | 2015                |  |
| RELATED TO THE FOLLOWING ACTIVITIES                          |                       |                       |                     |  |
| Cash Flow from Operating Activities                          |                       |                       |                     |  |
| Profit for the year  Add (deduct) items not involving cash:  | 8,621                 | 8,037                 | *) 9,600            | S *)   |
| Depreciation and amortization                                | 13,190                | 7,552                 | 5,789               | 9  |
| Gain from fair value adjustments                             | (6,715)               | (7,095)               | (1,04               |  |
| Gain on sale of investment and other property                | <del></del>           | (8,574)               | (4,21;              | •  |
| Gain on bargain purchase, before tax                         |                       |                       | (8,27               | 4)   |
| Financing costs from bonds including foreign exchange        | 6,674                 | 3,040                 |                     |  |
| Financing income from financial derivative                   | (3,675)               |                       |                     |  |
| Deferred tax, net  | (1,784)               | 207                   | *) 3,945            | 5 *)   |
| Write-down (up) of real estate inventory to net              | (355)                 | 2,993                 |                     | ,  |
| realizable value   |                       |                       |                     |  |
| Share based compensation                                     | 535                   | 140                   | 54                  | 1  |
| Changes in non-cash working capital                          |                       |                       |                     |  |
| Trade receivables  | 11,540                | (12,709)              | 469                 |  |
| Other receivables, prepayments and others                    | (3,048)               | (6,975)               | (2,64               |  |
| Restricted bank deposits Inventories                         | (2,512)<br>(218)      | 2,386<br>152          | (1,818<br>(494)     | •  |
| Real Estate Inventory  | (14,615)              | 8,817                 | (11,68              |  |
| Trade and other payables and credit balances                 | 2,944                 | (1,905)               | 8,418               | •  |
| Income taxes payable   | (972)                 | 1,556                 | 7:                  |  |
| Purchasers' deposits   | 3,232                 | 319                   | 2,47                |  |
|  | 12,842                | (2,059)               | 65                  | 5  |
| Cash Flow from Investing Activities Proceeds from asset sold | 3,447                 | 460                   |                     |  |
| Additions to investment properties                           | (2,371)               | (671)                 | (1,85               | 5)   |
| Investment in restricted long term deposit                   | (3,250)               |                       |                     | -,   |
| Additions to property, plant and equipment                   | (22,043)              | (12,509)              | (3,704              | •  |
| Proceeds from sale of property, plant and equipment          | 76                    | 30,847                | 12,962              |  |
| Disposition of available-for-sale Investment                 | (470,440)             |                       | 5,164               |  |
| Net cash used in a business acquisition (Schedule A)         | (176,443) (200,584)   | 18,127                | (24,225)            |  |
| Cash Flow from Financing Activities                          | (200,000.)            |                       |                     | <u>-1</u>                                    |
| Bank credit and other short-term loans                       | 3,816                 | 8,792                 | 8,77                | 1  |
| Issuance of bonds payable                                    | 62,731                | 41,461                |                     |  |
| Repayment of bonds payable                                   | (1,133)               | <br>20.710            | <br>38,56           |  |
| Proceeds on loans payable Repayments of loans payable        | 138,566<br>(18,158)   | 29,719<br>(72,385)    | (24,742             |  |
| Distribution by a subsidiary to its non-controlling          |                       | (1,291)               | (24,142             | -,   |
| shareholders   |                       | ,                     |                     |  |
| Dividend Distribution  | (1,829)               |                       |                     |  |
| Repayments of loans payable to related parties               |                       | (6,739)               | (11,600             | •  |
| Change in other liabilities                                  | (460)<br>183,533      | (453)<br>(896)        | 10,84               |  |
| Foreign Exchange translation of foreign operations           | 269                   | 461                   | (580                |  |
| NET INCREASE (DECREASE) IN CASH AND CASH                     | 200                   | 101                   | (00)                | ,  |
| EQUIVALENTS DURING THE YEAR                                  | (3,940)               | 15,633                | (738                | 3)   |
| Cash and cash equivalents, beginning of the year             | 29,837                | 14,204                | 14,942              |  |
| CASH AND CASH EQUIVALENTS, END OF YEAR                       | 25,897                | 29,837                | 14,20               | <u> </u>                                     |
| SUPPLEMENTAL CASH FLOW INFORMATION                           |                       |                       |                     | _  |
| Interest paid  | 7,057                 | 6,564                 | 6,719               |  |
| Interest received  | 307                   | 211                   | 3:                  |  |
| Income taxes paid  | 1,706                 | 248                   | (446                | 0)   |
| Significant non-cash transactions                            |                       |                       |                     |  |
| Conversion of third party loan to equity (non-controlling    |                       | 5,045                 |                     |  |
| interest)<br>Loans to Purchasers                             | 33,915                |                       |                     |  |
|  | 33,813                |                       |                     |  |
| *) See note 2  |                       |                       |                     |  |

<sup>, ----</sup>

# SKYLINE INVESTMENTS INC. CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands of Canadian Dollars)

# Schedule A - Net cash used in the acquisition of the assets and liabilities of the 13 Courtyard Hotels Portfolio in 2017 and the Renaissance Hotel in 2015

|   | FOR THE YEAR<br>ENDED<br>December 31, | FOR THE<br>YEAR ENDED<br>December 31, | FOR THE YEAR ENDED December 31, |
|---|---------------------------------------|---------------------------------------|---------------------------------|
|   | 2017                                  | 2016                                  | 2015                            |
| Working capital, net of cash and cash equivalents | (4,337)                               |                                       | 942                             |
| Inventory   | (29)                                  |                                       | (109)                           |
| Property, plant and equipment                     | (172,077)                             |                                       | (33,401)                        |
| Deferred revenue                                  |                                       |                                       | 67                              |
| Deferred taxes                                    |                                       |                                       | 2,830                           |
| Gain on bargain purchase, net of tax              |                                       |                                       | 5,446                           |
| Net assets acquired                               | (176,443)                             |                                       | (24,225)                        |
| Net cash used in acquisition                      | (176,443)                             |                                       | (24,225)                        |



# SKYLINE INVESTMENTS INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS DECEMBER 31, 2017 AND 2016

(in thousands of Canadian Dollars)

#### **1 NATURE OF OPERATIONS**

Skyline Investments Inc. (formerly Skyline International Development Inc.) (the "Company") was incorporated on December 4, 1998 under the Ontario Business Corporations Act, and its registered office is located at 150 King Street West, Suite 2108, Toronto, Ontario, Canada.

The Company and its subsidiaries are involved in the acquisition, ownership and development of hospitality and destination communities in Ontario and the United States. The Company's normal operating cycle is twelve months except for the development activities, which are in excess of twelve months and typically range between three to four years.

The Company is 66.13% owned by Skyline Canada-Israel Ltd, a majority of shares of which are owned by Mishorim Real Estate Investments Ltd (former: Mishorim Development Corporation Ltd.), a public company whose shares are traded on the Tel-Aviv Stock Exchange.

On March 13, 2014 the Company listed its shares on the Tel Aviv Stock Exchange. See note 20 (c).

On May 14, 2014, following the filing of the non-offering prospectus, the Company obtained a Receipt from the Ontario Securities Commission, and became a reporting issuer in Ontario, Canada.

On February 26, 2018, the Company published a shelf prospectus on the Tel Aviv Stock Exchange.

#### **2 SIGNIFICANT ACCOUNTING POLICIES**

#### A. The basis for the presentation of the financial statements:

#### (1) The format for the preparation of the financial statements:

These financial statements have been prepared in accordance with the International Financial Reporting Standards as issued by IASB (hereinafter - "The IFRS standards). These standards include:

- a. International Financial Reporting Standards (IFRS).
- b. International Accounting Standards (IAS).
- c. Clarifications to the International Financial Reporting Standards (IFRIC) and to the International Accounting Standards (SIC).

Furthermore, the financial statements have been prepared in accordance with the provisions of the Securities Regulations (Annual financial statements) – 2010.

In December 2017 the Company has changed retrospectively its income statement presentation to a more relevant and useful manner due to complexity of analysts and user of the financial statements to understand and analyze the results of operations, specifically after the company's change in accounting policy regarding revaluation model of fixed assets in December 2016

The management's opinion that the new presentation manner is more relevant and useful and also aligning with other companies which are implementing the revaluation model of IAS 16. The updated manner of presentation is also consistent with the method of reviewing the operational results by the CODM.

### B. The principal considerations, estimates and assumptions in the preparation of the financial statements:

### (1) The principle considerations in the preparation of the financial statements:

In the process of the implementation of the principal accounting policies in the financial statements, the Company has exercised judgment and has considered considerations in respect of the following matters, which have the most significant impact on the amounts that have been recognized in the financial statements:

#### The testing of the acquisition of a "Business" or "Investment Property":

When buying an asset, the Company exercises discretion in assessing whether it comes to purchasing a business or asset for the purpose of determining the accounting treatment of the transaction. To determine whether a company is a business asset, the Company is examining, among other things, the nature of the processes that exist at the company, including the extent and nature management, security, cleaning and maintenance services provided to renters. Transactions in which the acquired company is a business, the transaction is accounted for as business combinations as described in note 2D.

By contrast, transactions in which the acquired company is not a business are accounted as a group of assets and liabilities, such transactions cost of acquisition, including transaction costs, is allocated in proportion to the identifiable assets and liabilities acquired, based on their relative fair values at the acquisition date. In the latter case, no goodwill is recognized at the date of acquisition.

### (2) Estimates and assumptions in the preparation of the financial statements:

When preparing the financial statements, the management is required to make use of estimates, assessments and assumptions, which affect the implementation of the accounting policies and the reported amounts of assets, liabilities, revenues and expenses. The estimates and the assumptions on which they are based are reviewed routinely. Changes in the accounting estimates are reflected in the period in which the change is made in the estimate.

The following are the principal assumptions that have been made in the financial statements in connection with uncertainties at the reporting date and the critical estimates that have been made by the Company where a significant change in the estimates and the assumptions could change the values at which assets and liabilities are stated in the financial statements in the coming reporting year:



#### (2) Estimates and assumptions in the preparation of the financial statements (Cont.):

#### i. Investment property:

The Company follows the principles of IAS 40 - "Investment properties". Investment properties are land or buildings held to earn rental income or for capital appreciation or both. The initial cost of investment properties is their purchase cost, together with any incidental costs of acquisition. External costs and internal costs are capitalized to the extent they enhance the future economic benefit of the asset.

After initial recognition, the Company measures all of the investment properties at their fair values. A gain or loss arising from a change in the fair value is recognized in profit or loss for the period in which it arises. The fair value of investment property reflects market conditions at the Statement of Financial Position date.

The fair value of investment property is based on a valuation by an independent valuator who holds a recognized and relevant professional qualification and has recent experience in the location and category of the investment property being valued.

In the case of mixed use investment property and property held for use in production of goods or services ("Owner-occupied property"), the Company classifies the leased component as investment property, and the owner-occupied portion at cost, as property, plant and equipment.

#### ii. Provisions and contingent liabilities

Considerable judgement is used in measuring and recognizing provisions and the exposure to contingent liabilities. Judgement is necessary to determine the likelihood that a pending litigation or other claim will succeed, or a liability will arise and to quantify the possible range of the final settlement. In case of legal claims, the Company relies on its legal advisors to determine the likelihood of the outcome

#### iii. Stock options

Assumptions, such as volatility, expected life of an award, risk free interest rate, forfeiture rate, and dividend yield, are used in the underlying calculation of fair values of the Company's stock options. Fair value is determined using the i) the OPTIONS XL Binomial and Trinomial Lattice with Exercise Behavior model (for Directors and Employees), and ii) OPTIONS XL Trinomial Lattice with Exercise Behavior model: Vesting Tranche Fair Value (for Executives).

#### iv. Income taxes:

Income tax liabilities must be estimated for the Company, including an assessment of the accounting for temporary differences. Any temporary differences will generally result in the recognition of deferred tax assets and liabilities in the financial statements. Management's judgement is required for the calculation of current and deferred taxes. See note 13 and 28.

### (3) Revaluation of property plant and equipment:

The Company accounts for its hotels and resorts using the IAS 16.31 Revaluation model, as the management believes it would provide a more relevant information to the reader, and the values of these properties can be measured reliably. The changes in revaluation are recognized through other comprehensive income. The fair values of the above mentioned assets, are based on valuations by independent valuators who hold recognized and relevant professional qualifications and have recent experience in the location and category of the property, plant and equipment being valued. The fair value of the hotels is estimated based on the estimated cash flows from the property and the comparison approach. Hotels are revalued on the basis of the evidence available in the market, using comparable prices adjusted to specific market factors such as property type, location and condition.

Items of Property, Plant and Equipment other than the above mentioned assets, are measured at cost net of accumulated amortization.

#### C. Consolidated financial statements:

The consolidated financial statements include the financial statements of the companies in which the Company has control (subsidiary companies). Control exists where the Company has the power to influence the investee entity, exposure or rights to variable yields as a result of its involvement in the investee entity as well as the ability to use its power in order to influence the amount of the yields that will derive from the investee entity. The impact of potential voting rights is only taken into account in the testing for control if they are substantive. The consolidation of the financial statements is performed as from the time at which control is achieved and up to the time at which the control ceases.

Significant mutual balances and transactions and the incomes and losses deriving from transactions between the Company and the subsidiary companies have been eliminated in full in the consolidated financial statements.

The non-controlling interests in respect of subsidiary companies represent the equity in the subsidiary companies that cannot be attributed directly or indirectly to the parent company. The non-controlling interests are presented separately under the Company's equity. The profit or loss and each component of other comprehensive income are attributed to the Company and to the non-controlling interests.



#### C. Consolidated financial statements (Cont.):

The acquisition of non-controlling interests by the Company is recorded against a decrease / increase in equity (a capital reserve in respect of transactions with non-controlling interests), which is calculated as the difference between the consideration that has been paid by the Company and the amount of the portion of the non-controlling interests that have been acquired, which was derecognized at the time of the acquisition (where the non-controlling interests included part of the other comprehensive income, the Company re-attributes the cumulative amounts that have been recognized under other comprehensive income between the shareholders in the Company and the non-controlling interests).

Losses are attributed to non-controlling interests even if as a result of this the balance of the non-controlling interests in the consolidated statement of financial position is negative.

When subsidiary company, under the contractual arrangements, generates losses, the losses are divide between the Company and the non-controlling interests according to their holdings in subsidiary.

#### D. Business combinations:

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred by the Company, liabilities incurred by the Company to the former owners of the acquire and the equity interests issued by the Company in exchange for control of the acquire. Acquisition-related costs are generally recognized in profit or loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognized at their fair value (In accordance with IFRS 3), except for certain types of assets measured in accordance with the relevant standards.

Non-controlling interests that are present ownership interests and entitle their holders to a proportionate share of the entity's net assets in the event of liquidation may be initially measured either at fair value or at the non-controlling interests' proportionate share of the recognized amounts of the acquirer's identifiable net assets. The choice of measurement basis is made on a transaction-by-transaction basis. Other types of non-controlling interests are measured at fair value or, when applicable, on the basis specified in another IFRS.

When the consideration transferred by the Company in a business combination includes assets or liabilities resulting from a contingent consideration arrangement, the contingent consideration is measured at its acquisition-date fair value and included as part of the consideration transferred in a business combination. Changes in the fair value of the contingent consideration that qualify as measurement period adjustments are adjusted retrospectively, with corresponding adjustments against goodwill. Measurement period adjustments are adjustments that arise from additional information obtained during the 'measurement period' (which cannot exceed one year from the acquisition date) about facts and circumstances that existed at the acquisition date.

When a business combination is achieved in stages, the Company's previously held equity interest in the acquire is remeasured to its acquisition-date fair value and the resulting gain or loss, if any, is recognized in profit or loss. Amounts arising from interests in the acquire prior to the acquisition date that have previously been recognized in other comprehensive income are reclassified to profit or loss where such treatment would be appropriate if that interest were disposed of.

#### E. Foreign currency:

In preparing the financial statements of each individual Company entity, transactions in currencies other than the entity's functional currency (foreign currencies) are recognized at the rates of exchange on the dates of the transactions. The functional currency for the Company and its Canadian subsidiaries is Canadian dollars.

The functional currency of the Company's US subsidiaries is the US dollar. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated. Exchange differences on monetary items are recognized in in the statement of profit and loss in the period for which they arise.

For the purposes of presenting these consolidated financial statements, the assets and liabilities of the Company's foreign operations are translated into Canadian dollars, the presentation currency, using exchange rates prevailing at the end of each reporting period (1 USD = 1.2545 CAD). Income and expense items are translated at the average exchange rates for that period (1 USD = 1.2986 CAD). Exchange differences are recognized in other comprehensive income, accumulated in equity and attributed to non-controlling interests as appropriate.

#### F. Cash and cash equivalents:

Cash and cash equivalents on the consolidated statements of cash flows includes cash on hand, deposits held at call with financial institutions, other short-term highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash which are subject to an insignificant risk of changes in value, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the consolidated statements of financial position.

Cash whose use has been restricted by the Company in respect of credit agreements, or whose use has been restricted to a specific use under another agreement, are classified by the Company as restricted cash in the statement of financial position.



#### G. Short-term deposits:

Short-term deposits in financial entities, whose original period exceeds three months at the time of the investment in them or in respect of which a restriction applies in respect of their use and which do not meet the definition of cash equivalents. The deposits are presented in accordance with the terms under which they were deposited and their expected redemption times.

#### H. The period of the operating cycle:

The Company's normal operating cycle is twelve months except for the development activities, which are in excess of twelve months and typically range between three to four years

#### I. Financial instruments:

A financial asset or a financial liability is recognized when the Company becomes a party to the contractual provisions of a financial instrument. Financial assets are derecognized when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and the control is transferred. A financial liability is derecognized when the Company's obligations are extinguished, discharged, cancelled or expired. Financial assets and financial liabilities are measured initially at fair value adjusted by transactions costs, except for financial assets and financial liabilities carried at fair value through profit or loss, which are measured initially at fair value. Financial assets and financial liabilities are measured subsequently as described below.

#### **Fair Value of Financial Instruments**

Management uses valuation techniques in measuring the fair value of financial instruments, where active market quotes are not available. Details of the assumptions used are given in the notes regarding financial assets and liabilities. In applying the valuation techniques management makes maximum use of market inputs, and uses estimates and assumptions that are, as far as possible, consistent with observable data that market participants would use in pricing the instrument. Where applicable data is not observable, management uses its best estimate about the assumptions that market participants would make. These estimates may vary from the actual prices that could be achieved in an arm's length transaction at the reporting date

#### (1) Financial assets:

For the purpose of subsequent measurement, financial assets other than those designated and effective as hedging instruments are classified into the following categories upon initial recognition:

- · loans and receivables;
- financial assets at fair value through profit or loss;
- held to maturity investments; and
- · available-for-sale financial assets.

The category determines subsequent measurement and whether any resulting income and expense is recognized in profit or loss or in other comprehensive income.

All financial assets except for those at fair value through profit or loss are subject to review for impairment at least at each reporting date. Financial assets are impaired when there is any objective evidence that a financial asset or a Company of financial assets is impaired. Different criteria to determine impairment are applied for each category of financial assets, which are described below.

All income and expenses relating to financial assets that are recognized in profit or loss are presented within 'Finance expenses', 'Finance income' or 'other expense', except for impairment of trade receivables which is presented within 'administrative and general expenses'.

### Loans and Receivables:

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition, these are measured at amortized cost using the effective interest method, less any provision for impairment. Discounting is omitted where the effect of discounting is immaterial. The Company's trade and most other receivables fall into this category of financial instruments.

Significant receivables are considered for impairment individually when they are past due or when other objective evidence is received that a specific counterparty will default. Receivables that are not considered to be individually impaired are reviewed for impairment in Companys, which are determined by reference to the industry and region of a counterparty and other available features of shared credit risk characteristics. The percentage of the write down is then based on recent historical counterparty default rates for each identified Company. Impairment of trade receivables are presented within 'administrative and general expenses'.



#### Financial Assets at Fair Value Through Profit or Loss:

Financial assets at fair value through profit or loss include financial assets that are either classified as held for trading or that meet certain conditions and are designated as at fair value through profit or loss upon initial recognition. All derivative financial instruments fall into this category, except for those designated and effective as hedging instruments, for which hedge accounting requirements apply.

Assets in this category are measured at fair value with any gains or losses arising from remeasurement are recognized in profit or loss. Gains or losses on derivative financial instruments are based on changes in fair value determined by reference to active market transactions or using a valuation technique where no active market exists.

#### **Held-to-Maturity Investments:**

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity dates other than loans and receivables. Investments are classified as held-to-maturity if the Company has the intention and ability to hold them until maturity.

Subsequent to initial recognition, held-to-maturity investments are measured at amortized cost using the effective interest method. If there is objective evidence that the investment is impaired, determined by reference to external credit ratings, the financial asset is measured at the present value of estimated future cash flows. Any changes to the carrying amount of the investment, including impairment losses, are recognized in profit or loss.

#### Available-For-Sale Financial Assets:

Available-for-sale financial assets are non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets.

Available-for-sale financial assets are measured at fair value or at cost less any impairment charges, if their fair value cannot be estimated reliably. Gains and losses are recognized in other comprehensive income and reported within the available-for-sale reserve within equity, except for impairment losses and foreign exchange differences on monetary assets, which are recognized in profit or loss. When the asset is disposed of or is determined to be impaired the cumulative gain or loss recognized in other comprehensive income is reclassified from the equity reserve to profit or loss and presented as a reclassification adjustment within other comprehensive income. Interest calculated using the effective interest method and dividends are recognized in profit or loss within 'finance income'. Reversals of impairment losses are recognized in other comprehensive income, except for financial assets that are debt securities which are recognized in profit or loss only if the reversal can be objectively related to an event occurring after the impairment loss was recognized.

#### **Derivative Financial Instruments:**

A specific accounting treatment is required for derivatives designated as hedging instruments in cash flow hedge relationships. To qualify for hedge accounting, the hedging relationship must meet several strict conditions with respect to documentation, probability of occurrence of the hedged transaction and hedge effectiveness. All other derivative financial instruments are accounted for at fair value through profit or loss.

#### (2) Financial Liabilities

The Company's financial liabilities include loans payable, bonds, trade and other payables and tenant deposits.

Financial liabilities are measured subsequently at amortized cost using the effective interest method, except for financial liabilities held for trading or designated at fair value through profit or loss, that are carried subsequently at fair value with any gains or losses arising on remeasurement recognized in profit or loss.

All derivative financial instruments that are not designated and effective as a hedging instruments are accounted for at fair value through profit or loss.

All interest-related charges and, if applicable, changes in an instrument's fair value that are reported in profit or loss are included within 'financial expense' or 'financial income'.

#### J. Trade Receivables:

Trade receivables are recognized initially at fair value and subsequently measured at amortized cost, less provision for doubtful debts. Trade receivables are due for settlement no more than 120 days from the date of recognition for land development and resale debtors and no more than 30 days for other debtors. Collectability of trade receivables is reviewed on an ongoing basis. Receivables that are known to be uncollectible are written off. An allowance for doubtful receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of debts receivable. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest rate. The amount of the provision is recognized in the consolidated statements income.



#### K. Inventory and Real Estate Inventory:

The Company follows the principles of IAS 2 - Inventories. Inventory comprises of serviced parcels of land, condominiums, land held for current development, food and beverage, and retail goods held for sale in the ordinary course of business of the Company. Inventory is measured at the lower of cost and net realizable value. Cost comprises of all costs of purchase and other costs incurred in bringing the property to its present location and condition, as well as the fair market value of investment property item transferred to inventory, on the transfer date. Net realizable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale. Net realizable value for inventory may not equal fair value less costs to sell.

Parcels of land are subdivided into lots, sellable on a standalone basis.

Serviced parcels of land sold to retail customers typically include full infrastructure such as connection to the utilities such as hydro, gas, sewage and water, and roads. Serviced lots allow buyers to construct custom houses on their own. Land not expected to be developed in the next operational cycle is included in non-current inventory.

#### L. Property, Plant and Equipment:

The Company follows the principles of IAS 16 - "Property, plant and equipment". The cost of property, plant and equipment is their purchase cost, together with any incidental costs of acquisition. External costs and internal costs are capitalized to the extent they enhance the future economic benefit of the asset.

Depreciation is calculated so as to write off the cost of property, plant and equipment, less their estimated residual values, which are adjusted, if appropriate, at each Statement of Financial Position date, on a straight-line basis over the expected useful lives of the assets concerned. The principal lives used for this purpose are:

Freehold buildings - 25-60 years
Furniture and equipment - 3 to 5 years
Computers and monitors - 3 to 5 years
Resort equipment - 10 to 39 years
Appliances in buildings - 10 years
Leasehold improvements - over the term of the lease

A write down or impairment charge is made against the carrying value of the property, plant and equipment where an impairment in value is deemed to have occurred.

As of December 31, 2016, the Company accounts for the Hotels and Resorts in Canada and US using the IAS 16.31 fair value model, as the management believes it would provide a more relevant information to the reader, and the values of these properties can be measured reliably. The difference between the fair market value and net book value, net of tax was recognized as a "revaluation surplus" in other comprehensive income. After initial recognition of the revaluation the assets are carried at the revalued amounts, being their fair values at the date of the revaluation, plus additions, less any subsequent accumulated depreciation and subsequent accumulated impairment losses. Periodic revaluations are made to ensure that the carrying amount does not differ materially from that which would be determined using fair values at the Statement of Financial Position date. If the assets' carrying amounts are increased as a result of a revaluation, the increases are credited directly to other comprehensive income, net of tax. However, the increases are recognized to the consolidate statement of income to the extent that it reverses a revaluation decrease of the same asset previously recognized in the income statement. If an asset's carrying amount is decreased as a result of a revaluation, the decrease shall be recognized, net of tax, in the income statement to the extent that it exceeds any amount previously accumulated in the revaluation surplus account relating to the same asset. The Company applied IAS 16.31 prospectively.

The fair values of the above mentioned assets, are based on valuations by independent valuators who hold recognized and relevant professional qualifications and have recent experience in the location and category of the property, plant and equipment being valued.

Items of Property, Plant and Equipment other than the above mentioned assets, are measured at cost net of accumulated amortization.

### M. Other Assets:

Leasing costs are capitalized and amortized on a straight-line basis over the terms of the lease to which they relate.

Major recoverable repair costs of commercial real estate assets are deferred and subsequently recovered from tenants over the estimated period of the repair usage.

#### N. Impairment of Non-Current Assets:

Assets with indefinite useful lives are tested at least annually for impairment and whenever there is an indication that the asset maybe impaired. Assets that are subject to amortization are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the greater of an asset's fair value less costs to sell and the value in use. For the purposes of assessing impairment, assets are Companyed at the lowest levels for which there are separately identifiable cash flows.



#### O. Investment property:

Investment property is property (land or a building or both of them), which is held by the owners (leased under an operating lease) or which is leased under a financial lease for the purpose of producing rental income or an increase in value, or both of these, and not for the purpose of use in production or the supply of goods or services or for administrative purposes, or for sale in the regular course of business.

Investment property is initially measured at cost, including directly attributable acquisition costs following the initial recognition, investment property is measured at fair value, which reflects the market terms at the reporting date. Gains or losses deriving from changes in the fair value of investment property are reflected in profit or loss at the time that they arise. Investment property is not depreciated systematically.

Investment property is de-recognized when it is disposed of or where its use is discontinued and not future economic benefits are expected from its disposal. The difference between the net consideration from the disposal of the property and the balance in the financial statements is recognized in profit or loss in the period in which the property is de-recognized.

For the purposes of determining the fair value of the investment property, the Company generally bases itself in an evaluation that has been performed by independent external appraisers who are experts in the appraisal of real estate and who have the requisite expertise and experience.

#### P. The recognition of revenues:

#### IFRS 15 Revenue from Contracts with Customers ("IFRS 15"):

In May 2014, IFRS 15 was issued which establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 will supersede the current revenue recognition guidance including IAS 18 Revenue, IAS 11 Construction Contracts and the related Interpretations when it becomes effective.

The core principle of IFRS 15 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

Under IFRS 15, an entity recognizes revenue when (or as) a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer. Far more prescriptive guidance has been added in IFRS 15 to deal with specific scenarios.

Specifically, the Standard introduces a 5-step approach to revenue recognition:

- Step 1: Identify the contract(s) with a customer
- Step 2: Identify the performance obligations in the contract
- Step 3: Determine the transaction price
- Step 4: Allocate the transaction price to the performance obligations in the contract
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

Furthermore, extensive disclosures are required by IFRS 15.

IFRS 15 will be mandatory effective for annual periods starting from 1st of January 2018 or after. Early implementation is possible. The Company had early implemented IFRS 15 since January 1st 2017. The implementation of IFRS 15 did not had an impact on the Company's financial statements. Revenue recognition from selling residential units will continue to recognized on "interim closing" (as described in note 2 of the annual financial statements) as the conditions of IFRS15.35c do not meet.

The Company's principal sources of revenues and recognition of these revenues for financial statement purposes are as follows:

Revenue from resort operations is recognized when services are provided.

Revenue from hotel and restaurant operations is recognized at the time the goods and services are delivered.

The sale of real estate property is recognized when all material requirements of the sale agreement have been met, the control of ownership have passed to the purchaser and an appropriate deposit has been received.

Revenue from membership and season passes is shown as deferred revenue and recognized over the period covered by the payment. Revenue from membership initiation fees are recognized when no significant uncertainty to its collectability exists. Revenue from monthly membership fees are recognized on a monthly basis.

Condominium unit sales are recognized as revenue when the amount due on first closing is received in cash. That amount usually constitutes 15% to 20% of the total consideration. The first closing date is the date at which the purchaser takes physical possession of the property. At that time, the purchaser is entitled to occupancy and provides a commitment to obtain a mortgage for the balance of the consideration, which secures collection of the entire consideration. The vendor, at that time, undertakes to transfer title on registration under the Condominium Act of the applicable jurisdiction. The Company considers, that at that time of first closing, substantially the control is transferred to the purchaser and managerial involvement to a degree usually associated with ownership or effective control over the unit is discontinued. In the interim period between first closing and title closing, typical duration of which is a few months, the purchaser assumes costs typical to ownership, such as insurance and asset related taxes.

Revenue from sales of services is recognized when the service is performed. Amounts received for which services have not been rendered are accounted for as deferred revenue and classified as a liability. Other revenue such as the sale of gift cards is recognized at the time of use.



#### P. The recognition of revenues (Cont.):

Income from investment properties include rents by tenants under lease agreements, percentage participation rents, property tax and operating cost recoveries, lease cancellation fees, leasing concessions, parking income and incidental income. Tenant deposits are reflected in other liabilities.

The Company accounts for step-up rents on a straight-line basis over the term of each relevant lease except for percentage participation rent.

Percentage participation rent is recognized after the minimum sales level has been achieved in accordance with each lease.

Interest income from a financial asset is recognized when it is probable that the economic benefit will flow to the Company and the amount of income can be reasonably measured. Interest income is accrued on a timely basis, by reference to the principal outstanding and at the effective interest rate applicable

#### Q. Provisions:

A provision in accordance with IAS 37 is recognized where the Company has an obligation in the present (legal or implicit) as the result of a past event and it is expected that the use of economic resources will be required in order to settle the obligation and it is possible to reliably estimate it. In the event that the impact is significant, provisions are measured whilst discounting the future cash flows that are expected, using a pre-tax interest rate that reflects the market's evaluation regarding the time value of the money, and in certain cases, also the specific risks that are connected to the commitment.

#### R. Fair value measurement:

Fair value is the price that would be received on the sale of an asset or the price that would be paid to transfer a liability in a regular transaction between market participants at the time of the measurement.

Fair value measurement is based on the assumption that the transactions occurs in the main market for the asset or the liability, or in the absence of a main market, in the most advantageous market.

The fair value of an asset or a liability is measured using assumptions that the market participants would use when pricing the asset or the liability, on the assumption that the market participants act to promote their economic interests.

The measurement of the fair value of a non-financial asset takes into account the ability of market participants to generate economic benefits by means of the asset at its optimal use or by selling it to another participant in the market who will use the asset at its optimal use.

The Company used evaluation techniques that are appropriate in the circumstances and for which sufficient obtainable data exists in order to measure the fair value, whilst maximizing the use of relevant data that are observable and minimizing the use of non-observable data.

#### S. Capitalization of borrowing costs:

The Company capitalizes borrowing costs related to the establishment of qualifying assets.

A qualifying asset is an asset that requires substantial period of time to get ready for intended use or sale and includes investment property, fixed assets and inventories that require substantial period of time to get ready for sale.

Capitalization of borrowing costs begin the date on which expenses in respect of the property itself been made, activities to prepare the asset began and borrowing costs incurred, and ceases when all the activities necessary to prepare the qualifying asset for its intended use or sale substantially completed.

In addition to specific costs, the borrowing costs capitalized during the reporting period includes also general borrowing costs on a weighted capitalization rate.

#### T. Financial lease:

Assets held under finance leases are initially recognized as assets of the Company at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability of the lessor is included in the consolidated statement of financial position as a finance lease obligation.

Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognized immediately in profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalize in accordance with Company's general policy on borrowing costs (see note 2S).



#### U. IFRS 5, "Assets held for sale":

Non-current asset and / or a Company of assets held for sale, as well as the liabilities related to these assets must be available for immediate sale in its present condition, the management must be committed to a plan to sell the asset, and an active program to locate a buyer and complete the plan must have been initiated. The sale should be expected to qualify for recognition as completed in one year from the date of classification and must be highly probable. These assets cease to be amortized from the date of such classification and presented separately as current assets at the lower of their carrying amount or fair value less costs to sell, except investment properties, which are measured at fair value and financial liabilities measured at amortized cost.

#### V. Employee Benefits

Short-term employee benefits are expensed in the period in which an employee renders services to the Company and they include items such as:

Wages, salaries and social security contributions;

Short term compensation absences;

Non-monetary benefits (such as medical and dental care, life insurance) for current employees;

Bonuses payable within twelve months after the end of the period for which the employees render the related service.

The Company offers RRSP (Registered Retirement Savings Plan) matching payments to some of its employees. RRSP is a tax deferred savings plan approved by the Government of Canada to individuals to save. This incentive is discretionary and the Company has no obligation to contribute to the plan once the employee leaves.

The Company does not offer any post termination benefits to its employees.

A liability for a payment in lieu of termination notice is recognized at the earlier of when the entity can no longer withdraw the offer of the termination benefit and when the entity recognizes any related restructuring costs.

#### W. Income tax

Deferred tax assets and liabilities are determined based on temporary differences between the financial reporting and tax bases of assets and liabilities and are measured using substantially enacted rates and laws that will be in effect when the differences are expected to reverse. The deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction that at the time of the transaction affects neither accounting nor taxable income or loss. The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred taxes arise from temporary differences on investments in subsidiaries, except where the timing of the reversal of the temporary difference is controlled by the Company and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets and liabilities arising in the same tax jurisdiction are offset.

As per the amendment to IAS 12, the deferred tax liability resulting from holding investment properties is measured based on the assumption that it will be realized from sale.

#### X. Earnings per Share

Earnings per share is calculated by dividing profit or loss attributable to shareholders' of the company (the numerator) by the weighted average number of common shares (the denominator).

Basic earnings per share is calculated by dividing profit or loss attributable to shareholders' of the company (the numerator) by the weighted average number of common shares outstanding (the denominator) during the period.

For the purpose of calculating diluted earnings per share, the Company adjusts profit or loss attributable to shareholders of the company, and the weighted average number of shares outstanding, for the effects of all dilutive potential ordinary shares.

#### Y. Immaterial adjustment:

The comparative figures as for the year ended on December 31, 2016, as well as for the year ended December 31, 2015 as presented in the current financial statements, include an immaterial adjustment to reflect the non-controlling interest share in tax liability of the Renaissance Hotel in United States:

#### **CONSOLIDATED STATMENTS OF FINANCIAL POSITION**

|                          | <u>December 31 2016</u>    |                         |                       |  |  |  |
|--------------------------|----------------------------|-------------------------|-----------------------|--|--|--|
|                          | As reported in<br>the past | reclassification effect | As reported currently |  |  |  |
| Income taxes payable     | 1,667                      | (695)                   | 972                   |  |  |  |
| Deferred tax (liability) | 69,417                     | (8,688)                 | 60,729                |  |  |  |
| Non-controlling interest | 32,021                     | 9,383                   | 41,404                |  |  |  |



#### Y. Immaterial adjustment (Cont.):

#### **CONSOLIDATED STATMENTS OF INCOME**

|   | For the year ended December 31 2016 |                         |                       |  |
|---|-------------------------------------|-------------------------|-----------------------|--|
|   | As reported in<br>the past          | reclassification effect | As reported currently |  |
| Income tax expense Non-controlling interest | 2,775<br>3,543                      | (584)<br>584            | 2,191<br>4,127        |  |

|                          | For the year  | For the year ended December 31 2015 |       |  |  |  |
|--------------------------|---|-------------------------------------|-------|--|--|--|
|                          | As reported in reclassification As report the past effect current |                                     |       |  |  |  |
| Income tax expense       | 4.740   | (1,511)                             | 3.229 |  |  |  |
| Non-controlling interest | 3,426   | 1,511                               | 4,937 |  |  |  |

#### **CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS):**

|                          | For the year ended December 31 2016 |                  |             |  |  |
|--------------------------|-------------------------------------|------------------|-------------|--|--|
|                          | As reported in                      | reclassification | As reported |  |  |
|                          | the past                            | effect           | currently   |  |  |
|                          |                                     |                  |             |  |  |
| Profit for the period    | 7,453                               | 584              | 8,037       |  |  |
| Income taxes             | (35,057)                            | 7,288            | (27,769)    |  |  |
| Non-controlling interest | 17,034 7,872                        |                  | 24,906      |  |  |
|                          | For the year                        | ar ended Decembe | er 31 2015  |  |  |
|                          | As reported in                      | reclassification | As reported |  |  |
|                          | the past                            | effect           | currently   |  |  |
| Profit for the period    | 8,095                               | 1,511            | 9,606       |  |  |
| Non-controlling interest | 3,645                               | 1,511            | 5,156       |  |  |

- Z. New and revised international financial reporting standards and interpretations that have been published
  - 1 Standards, interpretations and amendments published and not yet in effect and not been early adopted by the Company, which will or might have an effect on future periods:
    - IFRS 9 "Financial Instruments" :

### Effective date and early application possibilities

The standard will have effective obligation requirements for annual reporting periods beginning on or after January 1, 2018 .Earlier application is permitted. In general, the standard provisions regarding financial assets and liabilities be applied retrospectively, with certain exceptions prescribed in the transitional provisions of the standard. Also determined that despite the retroactive application, companies firstly implementing the standard will not be obligated to amend comparative figures for previous periods. Moreover, amendment of comparative figures will only be able when rectified, as stated does not use the information retrospectively (hindsight). Provisions relating to hedge will be implemented, in general, by way of a 'prospective basis', with limited retrospective application.

The Company believes, after examining the implications of implementing the new standard, its implementation is not expected to have a material effect on the Company's financial statements

#### AA. New and revised international financial reporting standards and interpretations that have been published (Cont.)

#### IFRS 16 "Leases"

The new standard that was issued in January 2016 cancel the IAS 17 "Leases" and the interpretations accompanying it, and sets the rules for recognition, measurement, presentation and disclosure of leases regard to the two parties to the transaction, i.e. the customer (lessee) and power ('lessor').

The new standard canceling the existing distinction regarding lessee, between finance leases and operating lease and provides a uniform accounting model with respect to all types of leases. According to the new model, with respect to any property leased, the lessee is required on the one hand recognize the asset in respect of the right to use and on the other hand recognize financial liability for the lease fees.

Recognition instructions of an asset or liability shall not apply in respect of assets leased for a period of up to 12 months and in relation lease of low-value assets (eg, personal computers).

The Standard does not change the current accounting treatment in the books of the lessor.

The Standard will become binding for annual reporting periods beginning on January 1, 2019 or thereafter. Early application is possible although this is conditional that IFRS 15 "Revenue from contracts with customers" is also applied. In general, the standard will be applied retroactively, but entities will be allowed to choose certain adjustments in the transitional provisions of the standard with regard to the implementation of previous reporting periods.

The Company is examining the implications of implementing the new standard.



(in thousands of Canadian Dollars)

| , ,                                       |                       | December | r 31,  |
|---|-----------------------|----------|--------|
|   |                       | 2017     | 2016   |
| 3 CASH AND CASH EQUIVALENTS               | Range of Interest     |          |        |
| Cash and cash equivalents                 | 0.2% - 0.50%          | 25,626   | 25,566 |
| Short-term bank deposits                  | 1.00%                 | 271      | 4,271  |
|   |                       | 25,897   | 29,837 |
| 4 TRADE RECEIVABLES                       |                       |          | _      |
| Due from hospitality guests and clients   |                       | 5,923    | 4,697  |
| Amount receivable on sales of condominium | units, due on closing | 288      | 12,597 |
| Less - Allowance for doubtful accounts    |                       | (52)     | (30)   |
|   |                       | 6,159    | 17,264 |
| 5 OTHER RECEIVABLES                       |                       |          |        |
| Government institutions                   |                       | 958      | 1,134  |
| Deposit receivables (a)                   |                       | 9,790    | 7,172  |
| Other receivables                         |                       | 1,365    | 592    |
|   |                       | 12,113   | 8,898  |
|   |                       |          |        |

All amounts are short-term. The net carrying value of other receivables is considered a reasonable approximation of fair value.

#### **6 RESTRICTED BANK DEPOSITS**

The deposits in bank institutions are subject to certain externally imposed restrictions with respect to the Company's use of these funds.

Restricted bank deposits as of December 31, 2017, also include \$543 (2016 - \$563) against which letters of guarantee have been issued in favour of local authorities of the Township where various land development activities are being conducted.

December 31

### **7 INVENTORIES**

|                 | Decembe | er 31, |
|-----------------|---------|--------|
|                 | 2017    | 2016   |
| Food & beverage | 839     | 721    |
| Retail          | 905     | 851    |
| Other inventory | 283     | 208    |
|                 | 2,027   | 1,780  |

#### **8 REAL ESTATE INVENTORY**

|                                    |                 | December 51, |        |
|------------------------------------|-----------------|--------------|--------|
|                                    |                 | 2017         | 2016   |
| Residential constructed inventory  | (c)             | 2,647        | 2,992  |
| Real estate under construction     | (b) & (c)       | 21,032       | 6,950  |
| Serviced parcels of land           | (a) & (b)       | 8,315        | 8,760  |
| Undeveloped land inventory         | (a)             | 1,802        | 22,655 |
| Parcels of land under construction | (b) & (c) & (d) | 27,212       | 17,294 |
|                                    |                 | 61,008       | 58,651 |
|                                    | •               |              |        |

# (a) Port McNicoll, Ontario

In July 2017 the Company completed the sale of the Port McNicoll Project lands for \$41,967. The buyer paid \$4,197 on closing. The Company provided Vendor's take back (VTB) secured by first mortgage on the project lands totaling \$37,769, bearing 2% annual interest payable in 71 monthly installments of \$350 and annual payment of interest. The balance is payable at the end of six years (see note 14 below). The Company can discharge all or portion of the VTB at the buyer's request subject to early payment of all or part of the outstanding balance. On July 19, 2017 the transaction was closed. The Company recorded a revenue \$23,026,equal to present value of the payments received and the VTB against the inventory component of the land sold, the sale of investment property component of the land is recognized in gain from sale of investments. The cost of sale is recorded at the amount similar to the revenue since the property was fair market valued. As a result of this transaction, there was no significant impact to the profit for the period. The value of the VTB mortgage was determined by a third party independent valuator and totaled \$35,499. The valuator used risk adjusted discount rate of approximately 4%. Most of the decrease in Undeveloped land inventory is due to the sale.

# (b) <u>Huntsville, Ontario - Deerhurst</u>

In 2016, the Company began construction of its new development condo project - the Lakeside Lodge at Deerhurst Resort. As of December 31, 2017, approximately 75% of the project was pre-sold (this pre-sale rate represents approximately \$42 million of the projected revenue). The revenue from the project was not recognized yet.

# (c) Barrie, Ontario - Horseshoe Valley

The first phase of Copeland house project was completed in 2016 and delivered to the purchasers. The balance of \$2,647 represent an undelivered inventory book value of 8 condo units

In December 2016 the Company launched a new conversion project comprising of 44 condominium units -The Slopeside. The project is expected to be delivered to the purchasers during the summer months of 2018. As of December 31, 2017 approximately 55% of the project was pre-sold (this pre-sale rate represents approximately \$10 million of the projected revenue).

On July 10, 2017 the Company conditionally sold lands at Horseshoe resort for a total consideration of \$6,250. The purchaser paid a \$650 non-refundable deposit to the Company and paid additional \$2,350 on closing. The remainder of \$3,250 is a 24 month VTB loan bearing an annual interest of 5% (see note 14 below). The transaction was closed on November 25, 2017.

# (d) Blue Mountain Lands

In 2016, a Company's subsidiary (60% ownership) executed a number of firm agreements to sell parcels of serviced land to unrelated third parties for a total consideration of \$21,000.

The inventory value of \$17,201 represent lands value classified from investment properties and the cost of servicing as for December 31, 2017 (\$7,263 in 2016).

| (e) | e) The real estate inventory is summarized as follows: | Decembe | December 31, |  |
|-----|--|---------|--------------|--|
|     |  | 2017    | 2016         |  |
|     | Port McNicoll (a)                                      | 2,347   | 24,492       |  |
|     | Deerhurst (b)  | 30,977  | 21,150       |  |
|     | Horseshoe Valley (c)                                   | 10,483  | 5,746        |  |
|     | Blue Mountain Lands (d)                                | 17,201  | 7,263        |  |
|     |  | 61,008  | 58,651       |  |

The sale of most lands of Port McNicoll was closed on July 19, 2017. As for December 31, 2016, the inventory of Port McNicoll project, valued at \$22,655 is carried at fair value less cost to sell. See note 9.

# (f) Charges

See note 21 (c) for additional details.

<sup>(</sup>a) Deposits from purchasers of various real estate projects of the Company. The deposits are held in trust by the lawyers of the company projects. This deposits are typically insured and bonded to comply with the Ontario residential construction laws.



(in thousands of Canadian Dollars)

#### 9 PROPERTY HELD FOR SALE

10

When the Management decides to divest the Company's properties, in accordance with IFRS 5, those properties became classified as "held for sale".

In June 2016, the Company's holdings in Port McNicoll project were classified as "property held for sale". The originally classified portion was sold in July 2017 - see also note 8(a) above.

| Property held for sale is allocated as follows:       | December 31, |         |  |
|---|--------------|---------|--|
|   | 2017         | 2016    |  |
| Horseshoe lands                                       | <del></del>  | 1,949   |  |
| Port McNicoll lands                                   | <del></del>  | 16,408  |  |
|   |              | 18,357  |  |
| INVESTMENT PROPERTIES                                 | Decembe      | r 31,   |  |
|   | 2017         | 2016    |  |
| Balance as at the beginning of the year               | 90,783       | 93,158  |  |
| Transfer from Property Plant and Equipment (a)        |              | 3,491   |  |
| Expenditures subsequent to acquisition                | 3,127        | 671     |  |
| Net gain from fair value adjustments                  | 6,715        | 7,095   |  |
| Transfer to property held for sale, subsequently sold | (257)        | (6,907) |  |
| Transfer to Inventory                                 | (6,889)      | (6,650) |  |
| Foreign Exchange translation and other                | (496)        | (75)    |  |
| Balance as at the end of the year                     | 92,983       | 90,783  |  |

The fair value model has been used for all the investment properties, and the valuations were performed in December 2017 and December 2016 by independent valuators, who have recent experience in the valuation of properties in the relevant locations. The valuators applied a combination of direct comparison approach and discounted cash flow method when applicable in determining the fair value of the investment properties.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an ordinary transaction between market participants at the measurement date.

(a) As from December 31, 2016, the Company's management decided to allocate several components of the Renaissance Hotel to be leased out to Retail and offices.

#### Information regarding the fair value of Investment Properties

the Company accounts for its Investment Properties at fair value. The fair values of the above mentioned assets, are based on valuations by independent valuators who hold recognized and relevant professional qualifications and have recent experience in the location and category of the Investment Property being valued.

The fair value of the income producing assets is determined based primarily on an estimated discounted future cash flows expected from each property on the stand-alone basis and overall capitalization method. In the calculation of fair value, the appraisers used a CAP Rate of 6.38% and discount rates of 7.38% for the majority of the properties.

The fair value of the lands is determined passed on primarily direct comparison approach, adjusting for size, location, improvements, etc.

All fair value measurements are at level 3 of the fair value hierarchy, as defined in IFRS 13.

Below are details of the principal non-observable data that were used by the appraisers in determining the fair value of the Company's hotels and resorts:

December 31

- (a) Forecast of the operating profit of the property for a period of up to 10 years as the basis for capitalization;
- (b) Specific capitalization rate for each asset according to its condition, location and risks specific to that asset,
- (c) Estimation of the renewal probability of the in place leases;
- (d) Estimations on the vacancy rates;
- (e) estimating the size, location, improvements adjustments;
- (f) Other factors such as building rights, planning and legal status and more

The effect of material factors that can not be observed at the fair value:

Decrease / (increase) in the discounted cash flow rate by 0.5% will have an estimated impact on the value of the assets of approximately \$2,800. Increase/ (decrease) in the comparable land values by 5% will have an estimated impact of approximately \$2,600 on the value of the lands.

# Fair Value of Investment property items:

|                                    | December 51, |        |  |
|------------------------------------|--------------|--------|--|
|                                    | 2017         | 2016   |  |
| Income producing retail components | 40,703       | 36,499 |  |
| Lands                              | 52,280       | 54,284 |  |
|                                    | 92,983       | 90,783 |  |

# 11 PROPERTY, PLANT AND EQUIPMENT

|  | Lands Buildings & improvements | Furniture,<br>equipment<br>and other | Total    | Lands<br>Buildings &<br>improvements | Furniture,<br>equipment<br>and other | Total    |
|--|--------------------------------|--------------------------------------|----------|--------------------------------------|--------------------------------------|----------|
|  |                                | rear ended December 3                |          | <u> </u>                             | r ended December 31,                 |          |
| Gross carrying amount as at the beginning of the year    | 255,416                        | 63,672                               | 319,088  | 137,325                              | 45,582                               | 182,907  |
| Accumulated depreciation as at the beginning of the year | (20,074)                       | (23,482)                             | (43,556) | (15,327)                             | (21,529)                             | (36,856) |
| •  | 235,342                        | 40,190                               | 275,532  | 121,998                              | 24,053                               | 146,051  |
| Acquisitions (a)   | 154,888                        | 17,189                               | 172,077  |                                      |                                      |          |
| Expenditures subsequent to acquisitions                  | 11,477                         | 10,566                               | 22,043   | 3,795                                | 8,714                                | 12,509   |
| Adjustment to fair value through revaluation surplus     | (1,513)                        | (288)                                | (1,801)  | 121,729                              | 10,492                               | 132,221  |
| Foreign Exchange translation                             | (10,419)                       | (2,134)                              | (12,553) | (1,860)                              | (555)                                | (2,415)  |
| Transfer to Investment properties                        |                                |                                      |          | (3,491)                              |                                      | (3,491)  |
| Transfer to property held for sale (c)                   |                                |                                      |          | (1,949)                              |                                      | (1,949)  |
| Retained earnings classification (intra equity)          | 2,357                          | 449                                  | 2,806    |                                      |                                      |          |
| Disposal, net of gain (loss)                             |                                | (70)                                 | (70)     | (133)                                | (561)                                | (694)    |
| Depreciation   | (5,529)                        | (5,915)                              | (11,444) | (4,747)                              | (1,953)                              | (6,700)  |
| Balance as at the end of the year                        | 386,603                        | 59,987                               | 446,590  | 235,342                              | 40,190                               | 275,532  |
| Carrying amount recognized if cost model was applied     | 266,380                        | 56,692                               | 323,072  | 117,104                              | 29,698                               | 146,802  |
| Balance as at the end of the year:                       |                                |                                      |          |                                      |                                      |          |
| For items measured at fair value                         | 386,603                        | 56,752                               | 443,355  | 235,342                              | 36,270                               | 271,612  |
| For items measured at cost                               |                                | 3,235                                | 3,235    |                                      | 3,920                                | 3,920    |



(in thousands of Canadian Dollars)

#### 11 PROPERTY, PLANT AND EQUIPMENT (continued)

#### (a) Acquisitions

#### 2017

On November 14, 2017, the Company closed the purchase of 13 fully managed Select-Service hotels in the US for US \$135 million (before transaction costs). The hotels are branded under the Courtyard by Marriott, ranging between 135 to 149 room each, with the combined room count of 1,913. Spread over 9 states in the USA, the properties bring significant geographical diversification, with strong locations in key Midwest, Southeast and Southwest markets. In addition to the acquisition of the properties, the company entered into 13 20-year franchise agreements with Marriott International securing the access to the Marriott's reservation and sales platforms, and replaced Marriott's management with a third party management company (one of the largest in the United States). For more information about the financing of the acquisition see note 17(e) below.

The allocation of the purchase price to the components of property plant and equipment is based on the Company's estimates, it is preliminary and might be updated during 2018.

#### 2016

There were no significant acquisitions in 2016

#### (b) Assets under finance lease

The net carrying amount of assets under finance lease, which are included in Furniture & Equipment as of December 31, 2017 is \$13,337 (\$6,543 in December 31, 2016).

### (c) Sold Property, plant and equipment (that were classified into property held for sale)

In 2017 the Company sold and closed most of the Port McNicoll project lands. In 2016 the Company sold and closed the sale of the Pantages Hotel.

### (d) Charges

Charges are written on substantially all the Company's Property Plant and Equipment, including all the land, building, improvements, movable and not-movable, equipment components, and excluding Bear Valley Resort.

Please see note 21(c).

#### (e) Information regarding the fair value of hotels and resorts

As of December 31, 2016, the Company accounts for its hotels and resorts using the IAS 16.31 Revaluation model, as the management believes it would provide a more relevant information to the reader, and the values of these properties can be measured reliably.

The fair values of the above mentioned assets, are based on valuations by independent valuators who hold recognized and relevant professional qualifications and have recent experience in the location and category of the property, plant and equipment being valued.

Items of Property, Plant and Equipment other than the above mentioned assets, are measured at cost net of accumulated amortization.

The fair value is determined based primarily on an estimated discounted future cash flows expected from each property on the stand-alone basis. In the calculation of fair value, the appraisers used discount rates of 10.5% for the majority of the properties, and terminal Cap Rates between 7.75% and 9.00%.

All fair value measurements are at level 3 of the fair value hierarchy, as defined in IFRS 13.

Below are details of the principal non-observable data that were used by the appraisers in determining the fair value of the Company's hotels and resorts:

- (a) Forecast of the operating profit of the property for a period of up to 10 years as the basis for capitalization;
- (b) Specific capitalization rate for each asset according to its condition, location and risks specific to that asset,
- (c) Required investments in renovations;
- (d) Estimations on the number of hospitality rooms to be rented from third parties
- (e) Other factors such as building rights, planning and legal status and more

The effect of material factors that can not be observed at the fair value:

Decrease / (increase) in the discounted cash flow rate by 0.5% will have an estimated impact on the value of the assets of approximately \$12,600.

Periodic revaluations are made to ensure that the carrying amount does not differ materially from that which would be determined using fair values at the Statement of Financial Position date. The Company has determined that the revaluation of the assets will be carried out once a year, or at longer periods if the value of the asset is not expected to change materially.

# 12 OTHER ASSETS

Long-term deposit (1) 2017 2016 2,544 381 2,544 381

(1) In 2017, the Long-term deposit includes a balance of \$2,404 represent a franchise fee paid to Marriott for the newly acquired 13 Courtyard Hotels. For more information see note 11(a) above.

December 31,

# 13 DEFERRED TAX

# (a) Taxation in Canada

The taxable income of the Canadian Group of companies is subject to effective corporate tax rate (combined Federal and Provincial) of 26.5%. A Canadian resident corporation is subject to tax on only one half of realized capital gains. Capital gains for this purpose is generally defined as a difference between the net proceeds and cost. In general, and subject to certain conditions, dividends received by a Canadian company from other Canadian companies and/or from foreign affiliate companies may not be subject to Canadian corporate income tax. Dividends between companies in the Canadian Group are not taxable to the recipient, and are not deductible to the payer. According to the FAPI (Foreign Accrual Property Income) rules, a Canadian resident company may be liable for tax in Canada on undistributed passive income of a foreign affiliate company, but can receive relief for foreign tax imposed on this income. Generally, dividends paid by a Canadian resident company to a foreign resident are subject to withholding tax of 25%. Reduced withholding tax rates may apply under the relevant tax treaty (if applicable). Effective January 1, 2017, under the new Canada-Israel Tax treaty, withholding tax on dividends and interest is limited to 15% and 10% for residents of the treaty country.(or 5% for dividends paid to a company that holds directly (or indirectly) at least 25% of the capital of the company that paid the dividends)

Non capital losses can be carried forward 20 years or back 3 years to apply against taxable income earned in those years. Allowable capital losses (i.e. one half of actual capital losses) can be carried back three years, but forward indefinitely to apply against capital gains in those years.

In general, once four years have passed from the date that a corporation's income tax return has been assessed by the Canada Revenue Agency, no adjustments to the return can be made by the CRA or by the company.



(in thousands of Canadian Dollars)

# 13 DEFERRED TAX (continued)

#### (b) Taxation in the U.S.

On December 22, 2017, the United States enacted tax reform legislation through the Tax Cuts and Jobs Act (the Tax Act). This significantly changed US tax laws in a number of ways including but not limited to reducing the corporate tax rate from 35% to 21% and moving from a worldwide tax system to a territorial system.

The Company's US deferred tax assets and liabilities have been remeasured using a tax rate of 21%. Included in deferred income tax expense for changes in tax rate is a \$3.7mil in recovery, as well as deferred income taxes in other comprehensive income through the revaluation surplus of \$5.9mil.

The Tax Act requires complex computations to be performed that were not previously required in US tax law, judgements to be made in interpretation of the provisions of the Tax Act, significant estimates in calculations, and the preparation and analysis of information not previously relevant or regularly produced. The US Treasury Department, the IRS, and other standard-setting bodies could interpret or issue guidance on how provisions of the Tax Act will be applied or otherwise administered that is different from the Company's interpretation. At this time, the Company made its best estimate on each aspect of the tax law changes. As the Company completes its analysis, collects and prepares necessary data, and interprets any additional guidance, the Company may make changes to its estimates on a prospective basis. In particular, estimates were used to determine the one-time transition tax and the remeasurement of deferred tax assets and liabilities.

#### (c) Deferred taxes, net:

Some income and expenses for accounting purposes may be recognized in earlier or later years for tax purposes. These timing differences result in deferred tax balances and reflect taxes that are expected to become payable, or recoverable, in future periods.

The composition and movement in deferred taxes are as follows:

|   | Investment Properties & Inventory | Property Plant and<br>Equipment | Carry forward<br>Losses | Depreciation temporary differences | Other   | Total    |
|---|-----------------------------------|---------------------------------|-------------------------|------------------------------------|---------|----------|
| Balance as of December 31, 2015                 | (20,670)                          | 566                             | 13,102                  | (19,377)                           | 294     | (26,085) |
| Carried to foreign currency translation reserve |                                   | (201)                           | (51)                    | 130                                |         | (122)    |
| Amounts carried to other comprehensive income   |                                   | (27,769)                        |                         |                                    |         | (27,769) |
| Amounts carried to income statement             | 65                                | 909                             | (242)                   | (453)                              | (664)   | (385)    |
| Balance as of December 31, 2016                 | (20,605)                          | (26,495)                        | 12,809                  | (19,700)                           | (370)   | (54,361) |
| Carried to foreign currency translation reserve | (666)                             | (346)                           | (62)                    | 2,437                              |         | 1,363    |
| Amounts carried to other comprehensive income   |                                   | 6,116                           |                         |                                    |         | 6,116    |
| Amounts carried to income statement             | 6,126                             |                                 | (1,251)                 | 2,981                              | (4,998) | 2,858    |
| Balance as of December 31, 2017                 | (15,145)                          | (20,725)                        | 11,496                  | (14,282)                           | (5,368) | (44,024) |
|   |                                   |                                 |                         |                                    |         |          |

The deferred taxes are calculated at tax rates ranging between 13.25% and 28.83% - see note d below. The realization of deferred tax assets is dependent on the existence of sufficient taxable income in the subsequent years.

December 21

Deferred taxes are presented as follows

|                                | December 31, |             |  |
|--------------------------------|--------------|-------------|--|
|                                | 2017         | 2016        |  |
| Within non-current assets      | 7,832        | 6,368       |  |
| Within non-current liabilities | (51,856)     | (60,729) *) |  |
|                                | (44,024)     | (54,361)    |  |

# \*) See note 2

# (d) Tax rates

Deferred Canadian and U.S. federal and provincial income tax is calculated based on the following combined tax rates:

| Non-capital profit tax rates        | 2018 and forward | 2017   | 2016   |
|-------------------------------------|------------------|--------|--------|
| Ontario                             | 26.50%           | 26.50% | 26.50% |
| Ohio, USA (1):                      | 23.37%           | 34.10% | 34.10% |
| California, USA (1):                | 27.98%           | 39.80% | 39.83% |
| Other states (on average), USA (1): | 25.85%           | 38.20% | N/A    |
| Capital gain tax rates              |                  |        |        |
| Ontario                             | 13.25%           | 13.25% | 13.25% |
| Ohio, USA (1):                      | 21.00%           | 34.10% | 34.10% |
| California, USA (1):                | 27.98%           | 39.80% | 39.83% |
| Other states (on average), USA (1): | 25.85%           | 38.20% | N/A    |

<sup>(1)</sup> Due to tax reform in the United States, the federal corporate taxes rate accross US were reduced. As a result the Company recorded income from tax due to the reduction of its future tax liability. Effective January 1, 2018 The new federal income rates are 21% vs 35% in 2017.

# (e) Non-capital losses

The Company has non-capital losses carried forward for US and Canadian tax purposes of \$43,349 as at December 31, 2017, which expire at various dates extending to December 31, 2036 (December 31, 2016 - \$45,441).

See also note 28

# **14 LOANS TO PURCHASERS**

# Port McNicoll VTB

The Company provided Vendor's take back (VTB) secured by first mortgage on the project lands totaling \$37,769, bearing 2% annual interest payable in 71 monthly installments of \$350 and annual payment of interest. The balance is payable at the end of six years. The Company can discharge all or portion of the VTB at the buyer's request subject to early payment of all or part of the outstanding balance. As of December 31, 2017 the remaining balance of the loan is \$33,915 (of it \$4,197 classified to current maturity)

# Golf lands sale at Horseshoe Resort VTB

On July 10, 2017 the Company conditionally sold lands at Horseshoe resort for a total consideration of \$6,250. The purchaser paid \$650 non-refundable deposit to the Company and paid additional \$2,350 on closing. The remainder of \$3,250 is a 24 month VTB loan bearing an annual interest of 5%

# **Blue Mountain lands sale VTB**

The remaining \$3,413 balance of the VTB to Blue Mountain Lands' purchasers classified into current maturity.



(in thousands of Canadian Dollars)

15 BONDS

#### **Bonds Series A:**

On July 14, 2016, following a shelf prospectus published in 2015, the Company raised approximately 123,222 Thousand New Israeli Shekel ("NIS"), net of expenditures related to the offering (approximately \$41,461) issuing bonds series A. The raised amount will bear an annual nominal interest of 5.2% payable semi-annually. The first interest payment is due on January 15, 2017. The principal is payable on semi-annual basis, while the first principal is due on July 15, 2017. Each principal payment is 2.5% of the nominal raised amount, while the last payment, due on January 15, 2023, will be the remaining 72.5% of the raised amount. The Deerhurst Resort (excluding the surrounding lands) is a collateral for the raised amount. Per the main covenants of the deed of trust, the Company to maintain a maximal loan to value ("LTV") of 72.5% and a minimum shareholders equity of \$100 mil, with minimum equity to asset value of 25%. There are restrictions to the amount of dividend that can be distributed and other restrictions. As of December 31, 2017, the Company complies with all covenants required in the deed of trust. The annual effective interest rate is approximately 7.30% (considering the cost of financial derivative see 15c below). The Company may, in its sole discretion, at any time, repay the bonds (Series A) in full or partially subject to premium.

#### **Bonds Series A - extension:**

On August 29, 2017, the Company closed a private bonds placement to institutional investors. The Company issued 20,000 bond units by extending the original Series A at a determined interest rate of 5.20% (fixed) and raised 20,750 New Israeli Shekels (raise with a premium), (approximately \$7,000). The annual effective interest rate is approximately 5%. The bonds issued are subject to the same covenants as the originally issued Series A and it will be repaid accordingly.

#### **Bonds Series B**

Pursuant to a shelf prospectus issued by the Company on February 23, 2015 and a supplementary Shelf Offering Report issued by the Company on September 24, 2017, the Company issued 164,464 units comprising of NIS 1,000 par value Debentures (Series B) at a fixed interest rate of 5.65% and raised 164,464 (\$57,786) thousand New Israeli Shekels. The Debentures (Series B) interest and principal is linked to the NIS/US dollar exchange rate. The Debentures (Series B) commenced trading on the Tel Aviv Stock Exchange on September 28, 2017.

The Debentures (Series B) are redeemable (principal) in 12 payments that shall be made on January 15 and July 15 in each of the years 2019 to 2023 (inclusive), and the last payment will be on January 15, 2024. Each payment shall redeem 3.25% of the par value of the principal of the Debentures (Series B) except the final payment, which shall be in the amount of the balance of the principal to be redeemed, at the rate of 64.25% of the par value of the principal of the Debentures (Series B).

The interest on the Debentures (Series B) shall be paid in semi-annual payments on January 15 and on July 15 of each of the years 2018 to 2024, with the first payment of interest to be made on January 15, 2018, and the last payment of interest to be made on January 15, 2024. The annual effective interest rate is approximately 6.60% As of December 31, 2017, the Company complies with all covenants required in the deed of trust.

#### a. Composition

| <u> Mariani</u>  | De    | cember 31, 2017                    | December 31, 2016 |                                    |  |
|------------------|-------|------------------------------------|-------------------|------------------------------------|--|
|                  | Total | Total excluding current maturities | Total             | Total excluding current maturities |  |
| Bonds (series A) | !     | 51,279 48,829                      | 43,411            | 42,306                             |  |
| Bonds (series B) |       | 56,448 56,448                      |                   | -                                  |  |
|                  | 10    | 07,727 105,277                     | 43,411            | 42,306                             |  |

Maturity dates subsequent to the date of the statements of financial position as of December 31, 2017:

|         | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | <u>Total</u> |
|---------|--------|--------|--------|--------|--------|--------|--------------|
| Bonds A | 2,450  | 2,448  | 2,453  | 2,451  | 2,453  | 39,024 | 51,279       |
| Bonds B | _      | 3 462  | 3 477  | 3 482  | 3 492  | 42 535 | 56 448       |

December 31,

# b. Additional information

|                    |                | December 31 |         |  | Nominal interest |
|--------------------|----------------|-------------|---------|--|------------------|
|                    | Issued F.V. *) | 2017        | 2016    | Denominated in                           | rate %           |
| Series A           | 128,240        | 125,034     | 128,240 | New Israeli<br>Shekel **)                | 5.20%            |
| Series A extension | 20,000         | 20,000      | -       | New Israeli<br>Shekel **)<br>New Israeli | 5.20%            |
| Series B           | 164,464        | 164,464     | -       | Shekel ***)                              | 5.65%            |

- \*) The Par value is in thousands NIS
- \*\*) The originally issued 128,240 were 100% hedged as from January 18, 2017. The extension of 20,000 units was not hedged.
- \*\*\*) Linked to US Dollar

# c. <u>Hedging</u>

To mitigate the exposure to New Israeli Shekel currency, on January 18, 2017 the Company purchased a financial instrument, to hedge its cash flow exposure to New Israeli Shekel due to its outstanding obligation for Series A bonds. As a result of this transaction, the Company will settle its bond obligations like they were borrowed in Canadian dollars at a nominal fixed interest rate in a range of 5.5%-6.5% instead of payment in New Israeli Shekel at 5.2%. This financial instrument covers 100% of expected future payments of the Company's bond obligation and interest for the originally issued Series A (excluding the extension). As per the agreement with the Bank, the Company invested \$3,250 in a long term restricted deposit. The revaluation of the financial instrument is recognized through the statement of income.

# 16 OTHER PAYABLES AND CREDIT BALANCES

|                                   |             | 2017   | 2016   |
|-----------------------------------|-------------|--------|--------|
| Provision for completion costs    |             | 2,635  | 1,691  |
| Government institutions           |             | 509    | 322    |
| Deferred revenue                  |             | 13     | 44     |
| Employees and payroll institution | ons         | 4,369  | 3,705  |
| Due to hotel unit owners          |             | 446    | 395    |
| Due to related parties            | see note 18 | 365    | 620    |
| Accrued expenses                  | (*)         | 10,534 | 7,347  |
| Other                             |             | 1,859  | 1,361  |
|                                   |             | 20,730 | 15,485 |
|                                   |             |        |        |

<sup>(\*)</sup> In 2017, the accrued expenses include accrual for property taxes of Company's US properties of \$3,294 and \$2,285 interest payable due to bonds. In 2016 the accrual for property tax of Company's US properties was \$1,285 and \$1,089 interest payable due to bonds.



(in thousands of Canadian Dollars)

#### 17 LOANS PAYABLE

(a) Loans payable consist of the following:
Mortgages, leases and vendor take backs

 December 31,

 2017
 2016

 Short term loans
 12,029
 18,074

 Current maturities of long term loans
 21,890
 8,375

 33,919
 26,449

December 31 2017 2016 Balance less **Balance less** Annual interest current **Annual** Balance interest rate **Balance** current maturities maturities Loan from financing institution in 5.84% 48,527 17,323 5.82% 45,265 20,732 Canadian dollar (\*) US dollar loan from financing 4.75% 153,147 152,733 37,063 36,409 4.61% institution in CAD (\*\*) Finance lease 4.30%-9.00% 11,036 4.20%-9.00% 6,543 5,281 181,092 88,871 62,422 Deferred financing cost (6,276)(1,297)Loans payable non-current 174,816 61,125

**(b)** Scheduled repayments of loans payable are due as follows:

| o consumer repayments on to | and payable are due de leneme. |         |
|-----------------------------|--------------------------------|---------|
| Period ending December 31,  | 2018                           | 29,476  |
|                             | 2019                           | 9,135   |
|                             | 2020                           | 18,660  |
|                             | 2021                           | 112,535 |
|                             | 2022                           | 3,096   |
|                             | 2023 and thereafter            | 35,833  |
|                             |                                | 208.735 |

**(c)** For charges, please see note 21(c).

The amount of \$260,014 of the loans are secured by charges registered to the Company's assets as a first mortgage. A total book value of real estate that are unencumbered by any mortgage charge as for December 31, 2017 is approximately \$30,661

(d) For contingent liabilities, please see note 21(b).

# (e) Marriott Courtyard 13 hotels portfolio

On November 14, 2017 the Company's wholly owned US subsidiary entered into a non-recourse loan agreement of \$89,500 USD financing 65% of the transaction costs at annual variable interest equal to libor + 345 points (approx. 4.75%). The loan is interest only and is issued for a total period of five years including three annual extensions, subject to various conditions, including the primary condition of maintaining particular levels of debt yield on the extension dates ranging between 10% to 11%. In addition to the acquisition financing, the bank also provided a \$31 million USD line of credit at the same terms that can be used for property improvements and upgrades as might be determined by Management in coordination with Marriott. The borrower would be required to invest 10% of the improvement costs as equity. The Company purchased a rate cap to insure against increase in Libor over 3.5% (currently 1.25%).

# (f) Line of Credit

In March 2017, the Company obtained a \$20 million line of credit secured by Horseshoe resort hospitality real estate.

# (g) <u>Lakeside Lodge Financing:</u>

In June 2016 the Company's subsidiary (100%) met all the conditions precedent and secured a \$32,000 construction financing for the Lakeside Lodge 162-condo project at its' Deerhurst resort. The loan bears annual interest of prime+1.75% (minimal interest rate of 4.45%) payable monthly. The Company provided a guarantee of \$35,000 for the loan. As per the agreement, the subsidiary's equity in the project is comprised of the project land valued at \$6,800 together with \$3,000 cash.

# (h) Renaissance Financing:

In March 2016, the Company obtained a 4-year interest only financing, with an option to extend the loan by an additional year for its acquisition and renovation of the Renaissance Hotel totaling \$29,150 US (\$38,000 CAD). \$12,350 US (\$16,100CAD) is used to fund the acquisition with the balance of the funds available to fund future renovation of the property, bearing annual interest of 2.50%-2.75% above 30 day LIBOR. During the extension period option (as described above, and if the Company will choose to exercise it), the principal repayment will begin based on the 25 year amortization. As part of the terms of this loan the property is subject to particular financial covenants, including debt service coverage ratio (DSCR) ranging between 1.30-1.40 : 1.00 with partial recourse in addition to the other terms as customary for this type of transactions, as well as a minimum \$7,950 USD (\$10,250CAD) of equity.

(i) The Company has other secured credit facilities: as part of the regular course of business the Company obtains and repays various loans to facilitate its business

# (j) Blue Mountain Retail

On April 15, 2013, the Company completed the partial acquisition of the retail complex at the Blue Mountain Village. The acquisition was financed with a ten-year first degree mortgage of \$15,000, bearing an annual interest rate of 6.75%. The loan is guaranteed by the Company and an unrelated 40% shareholder in The Village and is subject to a minimum of DSCR covenant of 1.20.

# (k) Hyatt Arcade, Cleveland, Ohio, USA

During March 2017, the Company's subsidiary refinanced one of its properties and obtained a new \$17,000 US 5-year loan, with an option to extend the loan by additional two years. The principal, amortized over 25 years, is to be repaid on a monthly basis as from May 5, 2019. The loan is bearing annual interest of 2.50% above 30 day libor (3.40%). The Company, as a 50% recourse guarantor, is required to maintain certain financial covenants, as customary for this type of transactions.

(I) As at December 31, 2017 the Company was in compliance with its covenant obligations, including maintaining capital and financing profitability ratios.

<sup>(\*)</sup> Annual weighted average interest rate for the years ended December 31, 2017 and 2016 respectively. The interest rate is mainly variable. The Prime rate in Canada, as of December 31, 2017 is 3.2% and in 2016 the rate was 2.7%.

<sup>(\*\*)</sup> Annual weighted average interest rate for the years ended December 31, 2017 and 2016 respectively. As for 2017 the interests rates are mainly variable. In 2016 the interest rate is fixed.



(in thousands of Canadian Dollars)

#### **18 RELATED PARTIES**

|     |  | December : | 31,  |
|-----|--|------------|------|
| (a) | <u>Liabilities</u>   | 2017       | 2016 |
|     | Bonus, consulting fees and salary due to a shareholder of a parent | 355        | 648  |
|     | company and a chariman - see note 16                               |            |      |
|     | Payments on account of loans, see note 16                          | (2)        | (12) |
|     | Other current balance, see note 16                                 | 12         | (16) |
|     | Short term liabilities   | 365        | 620  |

- **(b)** For Provisions, Contingencies and Related Party surplus., please see note 21(b).
- (c) The Chairman (and a joint- controlling shareholder), CEO and CFO (key management personnel) management fees, salary, bonus and benefits:

  Number related particular of the chairman (and a joint- controlling shareholder), CEO and CFO (key management related particular of the chairman (and a joint- controlling shareholder), CEO and CFO (key management related particular of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key management of the chairman (and a joint- controlling shareholder), CEO and CFO (key m

Number of related parties

For the years ended December 31,

1,301

140

2016

1,286

54

Compensation, bonus and benefits.

1,517

Employee stack ention expanse recognized on conditionally granted entions. See note 20.

Employee stock option expense recognized on conditionally granted options. See note 20 (d) for additional details.

(d) Management of the controlling person's real estate

In 2016 and 2015 the Company managed Toronto downtown hotels' assets include a number of the condo units owned by the President in exchange for a management fees varied between 14.5% and 25% of the revenue. In August 22, 2016 the last downtown hotel held by the Company was sold.

**(e)** Related party transactions are measured at the fair value.

### 19 FINANCIAL ASSETS AND LIABILITIES

#### Categories of financial assets and liabilities

The carrying amounts presented in the statement of financial position relate to the following categories of financial assets and liabilities:

The following table provides an analysis of financial instruments, grouped into Levels 1 to 3 based on the degree to which the fair value is observable.

Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

|  |          |         | . • . ,    |         |
|--|----------|---------|------------|---------|
| Financial assets   | Level    | 2017    | 2016       |         |
| Financial assets at fair value through profit or loss      |          |         |            |         |
| Financial derivative                                       | Level 2  | 3,235   |            |         |
| The estimated fair values of loans payable are as follows: |          |         |            |         |
| The estimated fair values of loans payable are as follows. |          |         |            |         |
|  | Fair val | ue      | Carrying a | mount   |
|  | Decembe  | r 31,   | Decembe    | r 31,   |
|  | 2017     | 2016    | 2017       | 2016    |
| Loans payable  | 209,003  | 87,253  | 208,735    | 87,574  |
| Bonds  | 120,601  | 46,801  | 107,727    | 43,411  |
|  | 329,604  | 134,054 | 316,462    | 130,985 |

The carrying value of loans payable to related parties approximate their fair values, since they bear interest at rates which approximate market rates.

Fair values of long-term financial liabilities have been determined by calculating their present values at the reporting date, using fixed effective market interest rates available to the Company. The carrying amount of the loans maturing during the next year is assumed to approximate their fair values.

The carrying amount of the variable interest loans approximates the fair values of these loans.

# Fair value of other financial assets and liabilities

The fair value of cash and cash equivalents and marketable securities and deposits approximates their carrying values.

Amounts receivable, accounts payable and accrued liabilities are also assumed to have a fair value that approximates their carrying values due to their short-term nature.

Non-current loans to purchasers approximate their fair values as the interest rates charged correspond to the market rates. In addition, the Company has taken adequate securities on those financial assets.



(in thousands of Canadian Dollars)

#### **20 SHARE CAPITAL**

(b)

(a) Authorized

1) Unlimited common shares, without par value.

Shareholders equity and issued and Paid-in

For the years ended

December 31,

|  | 2017    | 2016    |
|--|---------|---------|
| Share capital                                      | 78,779  | 77,900  |
| Warrant Certificates                               | 519     | 519     |
| Revaluation surplus                                | 87,782  | 83,749  |
| Related Party Surplus                              | 125     | 125     |
| Equity settled service reserve                     | 670     | 1,014   |
| Foreign exchange translation                       | 3,387   | 4,827   |
| Retained earnings                                  | 83,758  | 77,834  |
| Equity attributable to Shareholders of the Company | 255,020 | 245,968 |

16,536,780 \*) common shares at December 31, 2017 (2016 - 16,531,350)

The following table presents the calculation of basic and diluted earnings per common share.

|  |              | As at      |            |
|--|--------------|------------|------------|
|  | December 31, |            |            |
|  | 2017         | 2016       | 2015       |
| Profit for the period attributable to Shareholders of the Company          | 6,066        | 3,910      | 4,669      |
| Net earnings   | 6,066        | 3,910      | 4,669      |
| Weighted number of common shares - basic                                   | 16,536,423   | 16,531,350 | 16,530,121 |
| Weighted-average effect of dilutive securities: Employee stock option plan | 480,459      | 179,717    | 6,629      |
| Weighted-average number of common shares - diluted see note below          | 17,016,882   | 16,711,067 | 16,536,750 |
| Net earnings per common share (in Canadian dollars):                       |              |            |            |
| Basic  | 0.37         | 0.23       | 0.28       |
| Diluted  | 0.36         | 0.23       | 0.28       |
|  |              |            |            |

#### (c) Public Placement

On February 28, 2014, the company filed its prospectus and was issued a receipt to sell its securities to the public on the Tel Aviv Stock Exchange (TASE). On March 13, 2014 the Company concluded its Initial Public Offering (IPO) and listed its shares on TASE, issuing 1,759,250 common shares (10.65%) and 703,700 warrants in consideration of \$22,450 (69,754 New Israeli Shekels (NIS)) or net amount of approximately \$19,132 (after costs and underwriters fees) becoming a public reporting entity in the State of Israel. In May 2014 the Company became a reporting issuer in Ontario (Canada).

All unexercised Series 1 Warrants expired, on March 5, 2016. The unexercised Series 2 Warrants are due to expire on March 5, 2018.

# (d) Employees' Stock Options

The fair value of the options at the grant date was determined using two methods: i) The OPTIONS XL Binomial and Trinomial Lattice with Exercise Behavior model (for Directors and Employees), and ii) OPTIONS XL Trinomial Lattice with Exercise Behavior: Vesting Tranche Fair Value (for Executives).

Where relevant, the expected life used in the models has been adjusted based on management's best estimate for the effects of non-transferability, exercise restrictions, and behavioral considerations. Expected volatility is based on the historical share price volatility of similar companies including the Parent Company over the past 60 months, which management estimates to approximate the volatility in value of the Company's shares.

On March 23, 2016 the Board of Directors approved a private allotment of 200,000 shares to a company controlled by the CEO, for a total consideration of 4,793 NIS (approximately \$1,638) or 23.96 NIS (approximately \$8.2) per share, reflective of the average share price during 30 days prior to the appointment against a loan bearing 3% interest to be repaid in full until February 17, 2021.

The issuance of the shares is treated as share-based payment - options (IFRS 2). Upon repayment of the loans, the corresponding portion of the shares will be reported in the Share Capital. The average value of this share-based compensation was determined by an independent valuator to be 4.23NIS (approximately \$1.5) per share, assuming an average share volatility of 26.4% and the expected useful life of options is between 1-5 years. The valuator applied a Binominal model.

On November 14, 2016 the Board of Directors approved granting 290,000 employee options. The option plan was approved by Tel-Aviv Stock Exchange on March 16, 2017. The fair value of the options at the grant date was determined using Binomial model. Where relevant, the expected life used in the models has been adjusted based on management's best estimate for the effects of non-transferability, exercise restrictions, and behavioral considerations. Expected volatility is based on the historical share price volatility of similar companies including the Parent Company, which management estimates to approximate the volatility in value of the Company's shares.

In February 1, 2017 the Executive Options, that were issued in previous years, expired and the associated value of \$879 was classified from Equity Settled Service Reserve into Share Capital and Premium. In April 2017, 10,000 options were cancelled, as one of the employees has resigned. The remaining amount of executive options is 280,000.

<sup>\*) 200,000</sup> additional shares were issued to Company's CEO and are held in trust. See note 20d below.



(in thousands of Canadian Dollars)

20 SHARE CAPITAL (continued)

|  | <b>Employee</b> | <b>Employee Options</b> | <b>Executive</b>        | <b>Employee</b>      | <b>Executive</b>     | <u>Shares</u> |                |
|--|-----------------|-------------------------|-------------------------|----------------------|----------------------|---------------|----------------|
|  | <b>Options</b>  | <u>August 2012</u>      | <b>Options February</b> | Options 2016         | Options 2016         | treated under |                |
|  | <u>February</u> |                         | <u>2012</u>             | (approved by         | (approved by         | IFRS 2        |                |
|  | 2012            |                         |                         | <b>TASE in 2017)</b> | <b>TASE in 2017)</b> |               |                |
| # of Options granted                     | 6,170           | 6,960                   | 530,970                 | 180,000              | 110,000              | 200,000       |                |
| Grant date                               | 01-Feb-12       | 12-Aug-13               | 01-Feb-12               | 14-Nov-16            | 14-Nov-16            | 17-Feb-16     |                |
| Grant date share price                   | \$12.94         | \$12.94                 | \$12.94                 | \$8.63               | \$8.63               | \$8.48        |                |
| Exercise price                           | \$0.001         | \$0.001                 | \$12.94                 | \$9.37               | \$9.37               | \$8.20        |                |
| Expiration date                          | 01-Feb-17       | 12-Aug-17               | 01-Feb-17               | 14-Nov-21            | 14-Nov-21            | 17-Feb-21     |                |
| Dividend yield                           | 0%              | 0%                      | 0%                      | 0%                   | 0%                   | 0%            |                |
| Risk-free interest rate                  | 0.72%           | 0.72%                   | 0.72%                   | 1.40%                | 1.40%                | 0.09% - 1.00% |                |
| Exit rate post-vesting                   | 40%             | 40%                     | 40%                     | 10%                  | 10%                  | 100.00%       |                |
| Fair value per option at grant date      | \$8.28          | \$8.28                  | \$2.22                  | \$2.26               | \$2.20               | \$1.50        |                |
| Expected volatility                      | 54.10%          | 54.10%                  | 54.10%                  | 28.24%               | 28.24%               | 26.40%        |                |
| Vesting dates:                           |                 |                         |                         |                      |                      |               |                |
| Vested immediately                       | 100%            | 100%                    |                         |                      |                      |               |                |
| 1st Anniversary of Grant Date            |                 |                         | 25%                     | 25%                  | 25%                  | 25%           |                |
| 2nd Anniversary of Grant Date            |                 |                         | 25%                     | 25%                  | 25%                  | 25%           |                |
| 3rd Anniversary of Grant Date            |                 |                         | 25%                     | 25%                  | 25%                  | 25%           |                |
| 4th Anniversary of Grant Date            |                 |                         | 25%                     | 25%                  | 25%                  | 25%           |                |
|  | <b>Employee</b> | <b>Employee Options</b> | Executive               | <b>Employee</b>      | Executive            | <u>Shares</u> | <b>Balance</b> |
|  | Options         | August 2012             | <b>Options February</b> | Options 2016         | Options 2016         | treated under |                |
|  | February        |                         | 2012                    | (approved by         | (approved by         | IFRS 2        |                |
|  | <u>2012</u>     |                         |                         | <b>TASE in 2017)</b> | <b>TASE in 2017)</b> |               |                |
| Balance as for December 31, 2016         | 3,070           | 2,320                   | 367,650                 | -                    | -                    | 200,000       | 573,040        |
| Granted during the year                  |                 |                         |                         | 180,000              | 110,000              | -             | 290,000        |
| Exercised during the year                | (3,070)         | (2,320)                 | -                       | -                    | -                    | _             | (5,390)        |
| Expired during the year                  | -               | ( -, )<br>-             | (367,650)               | (10,000)             | -                    | _             | (377,650)      |
| Outstanding options at December 31, 2017 |                 | -                       | -                       | 170,000              | 110,000              | 200,000       | 480,000        |

Weighted Average Exercise Price December 31, 2017
Weighted Average Exercise Price December 31, 2016

Weighted Average Exercise Price December 31, 2016 \$11.16

The Company recognized \$535 stock compensation expense which is included in administrative and general expenses. (an expense of \$140 - 2016 and an income of \$54 recorded in 2015).

**Expiration of Options** 

On February 1, 2017, an amount of 367,650 options, that were held by Company's executives expired

\$8.88

# 21 COMMITMENTS, CONTINGENCIES AND CHARGES

# (a) Commitments

Future annual rental payments for office premises and equipment operating leases as well as operating leases that expire at various dates are payable as follows:

| 2018       | 578   |
|------------|-------|
| 2019       | 205   |
| 2020       | 168   |
| Thereafter | 184   |
|            | 1.135 |

On February 11, 2017 the Company signed a new lease agreement for its new Corporate office location. The agreement is for 2.5 years. The Company does not have an extension option for the lease.

In addition, the Company entered into operating agreements with third party condo owners at its resorts. Based on the terms of these agreements the resorts use these condos as additional room inventory for its guests, paying the owners a share of the room rental income. The agreements can be terminated by either party upon one year notice.

# (b) Contingencies and Related Party surplus.

The Company's compensation policy was approved during the general meeting of shareholders conducted on December 23, 2014 (as amended in 2016 and 2017). The policy sets compensation framework for:

a) Company's president or a company under his control is entitled to an annual compensation in the amount of \$350 and an annual bonus performance driven up to a maximum amount of \$375.

b) Senior Executive Management Team.

# (c) Charges

Charges are written on the Company's properties to secure the first mortgages received on their purchase. The total liabilities secured under these charges are as described in note 17. These charges include specific covenant requirements for the associated revenue producing properties.

# (d) Claims

In 2016 the Company was served claims totaling \$2,138 in relation to certain construction projects and issued a counterclaim of \$4,000. In addition, the Company was served with smaller several claims. As per the Company's legal advisors, at this stage it is not possible to estimate the Company's chances of success or the likely amount of recovery.

# (e) <u>Letters of Guarantee</u>

The company issued various letters of guarantee approximating \$4,031 as of December 31, 2017 (\$4,980 - 2016).



#### **SKYLINE INVESTMENTS INC.**

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(in thousands of Canadian Dollars)

### 21 COMMITMENTS, CONTINGENCIES AND CHARGES (continued)

#### (f) Material agreements

1 Franchise agreements with Marriott International Inc. (the "Marriott"):

On November 14, 2017, one of the Company's subsidiaries entered into 13, 20-year franchise agreements with Marriott for its Courtyard Hotels. As part of the terms of this agreement, the Company is entitled to access Marriott reservation system, as well as its sales platforms, in consideration for various payments, including franchise fees and other. Upon early termination of the agreements Marriott is entitled for various termination fees.

#### 2 Management agreements with Aimbridge Hospitality LLC (the "Aimbridge"):

On November 14, 2017, one of the Company's subsidiaries entered into 13, 5-year property management agreements with Aimbridge to operate and provide property management services to its Courtyard by Marriott hotels, in consideration for property management fees, and other payments, as customary for this type of agreements. The Company may terminate those agreements with 6 months of advanced notice.

3 The Company subsidiaries entered into agreements with third party real estate owners at its resorts to rent their condos for its hospitality operations in Canada. Upon the terms of these agreements the condo owners are entitled for a variable rental fees based on the lodging revenue from the hospitality guests.

These agreements can be terminated by the parties upon a twelve months notice.

|  | Fo      | or the years ended |        |
|--|---------|--------------------|--------|
| 22 HOSPITALITY INCOME                                  |         | December 31,       |        |
|  | 2017    | 2016               | 2015   |
| Room Revenue   | 57,967  | 58,145             | 38,608 |
| Food & beverage revenue                                | 32,987  | 32,810             | 24,181 |
| Ski Revenue  | 14,031  | 14,626             | 12,900 |
| Other Hospitality Revenue                              | 13,138  | 12,921             | 11,846 |
|  | 118,123 | 118,502            | 87,535 |
| 23 HOSPITALITY OPERATING EXPENSES                      |         |                    |        |
|  | Fo      | or the years ended |        |
|  |         | December 31,       |        |
|  | 2017    | 2016               | 2015   |
| Room department  | 15,216  | 16,689             | 12,028 |
| Cost of food & beverage                                | 22,140  | 23,446             | 17,459 |
| Hotels and Resorts administrative and general expenses | 15,979  | 13,130             | 9,512  |
| Hotels and Resorts marketing and sales                 | 8,880   | 8,992              | 6,235  |
| Hotels and Resorts maintenance and repairs             | 7,132   | 7,599              | 5,550  |
| Cost of Ski services                                   | 5,945   | 5,792              | 5,362  |
| Cost of Golf services                                  | 1,743   | 2,125              | 1,972  |

# 24 COST OF SALE OF RESIDENTIAL REAL ESTATE

Cost of Property tax, utilities, and Insurance

Hotels management and franchise fee

|  | December 31, |        |       |
|--|--------------|--------|-------|
|  | 2017         | 2016   | 2015  |
| Cost of sale of condominiums   | 500          | 16,231 |       |
| Development periodic costs   | 1,852        | 1,458  | 1,050 |
| Write-down (appreciation) of real estate inventory to net realizable value | (355)        | 2,993  |       |
| Cost of sale of land and development projects                              | 8,854        | 3,235  | 150   |
| Revaluation component included in cost of sale*                            | 15,552       | 4,074  | 114   |
|  | 26,403       | 27,991 | 1,314 |

<sup>\*)</sup> At time of transfer from Investment property to inventory

# 25 DEPRECIATION

Other

See note 2 Significant Accounting Policies under "Property, Plant and Equipment"

Depreciation expense includes depreciation of the Company's items of property plant and equipment.

# **26 ADMINISTRATIVE AND GENERAL EXPENSES**

| For th | ne vea | ars er | nded |
|--------|--------|--------|------|

11,237

2,742

8,047

99,799

For the years ended

8,494

7,010

74,174

552

10,884

2,878

7,912

98,709

|  | December 31, |                    |       |
|--|--------------|--------------------|-------|
|  | 2017         | 2016               | 2015  |
| Salaries   | 1,309        | 1,398              | 1,135 |
| Recognition of Share-based payment Note 20   | 535          | 140                | 54    |
| Compensation, benefits and bonus to key management personnel   | 1,517        | 1,301              | 1,286 |
| Office Rent and Insurance  | 164          | 148                | 293   |
| Legal, audit and consulting  | 1,424        | 1,267              | 1,186 |
| Office, travel expenses and others   | 594          | 577                | 411   |
| Depreciation of property, plant and equipment  | 29           | 64                 | 34    |
|  | 5,572        | 4,895              | 4,399 |
| 27 FINANCIAL EXPENSE AND INCOME  | Fc           | or the years ended |       |
|  |              | December 31,       |       |
| Expenses   | 2017         | 2016               | 2015  |
| Interest on long-term loans  | 4,837        | 5,871              | 6,111 |
| Interest on bonds  | 3,956        | 1,086              |       |
| Foreign exchange revaluation of bonds  | <del></del>  | 1,830              |       |
| Amortization of deferred financing charges   | 1,745        | 848                | 479   |
| Interest on short-term loans   | 387          | 444                | 347   |
| Bank charges   | 164          | 253                | 145   |
| Total expenses   | 11,089       | 10,332             | 7,082 |
| Income (*)   | (3,119)      | (211)              | (33)  |
| (*) In 2017, primarily due to the change in the fair value of foreign<br>exchange derivative. See note 15c |              |                    |       |
| Included in financial expense are balances related to:   |              |                    |       |
| Related parties  |              | 69                 | 363   |



(in thousands of Canadian Dollars)

#### **28 INCOME TAXES**

(a) Current Canadian and U.S. federal and provincial combined income tax was calculated based on the following tax rates (see also note 13):

|     |   | Fo      | r the years ended |          |
|-----|---|---------|-------------------|----------|
|     |   |         | December 31,      |          |
|     | ·   | 2017    | 2016              | 2015     |
|     | Ontario:  | 26.5%   | 26.5%             | 26.5%    |
|     | Alberta:  | N/A     | 26.0%             | 25.0%    |
|     | Ohio, USA (1):  | 34.1%   | 34.1%             | 34.1%    |
|     | California, USA (1):  | 39.8%   | 39.8%             | 39.8%    |
|     | Other states (on average), USA (1):                                       | 38.2%   | N/A               | N/A      |
|     | Income Tax expense (recovery) included in the Consolidated Income Statem  | nents:  |                   |          |
|     | Current Income Tax  | 613     | 1,558 *)          | (65) *)  |
|     | Deferred Income tax   | (2,858) | 385 *)            | 3,739 *) |
|     | Prior year taxes (recovery) and refunds                                   | 33      | 248               | (445)    |
|     | -   | (2,212) | 2,191             | 3,229    |
| (b) | Reconciliation between the statutory tax rate and the effective tax rate: |         |                   |          |
|     | Profit before income taxes  | 6,409   | 10,228            | 12,835   |
|     | Ontario Statutory tax rate  | 26.5%   | 26.5%             | 26.5%    |
|     | Tax calculated using statutory tax rate                                   | 1,698   | 2,710             | 3,401    |
|     | Increase (decrease) in taxes resulting from:                              |         |                   |          |
|     | Prior year taxes  | 33      | 429               | (36)     |
|     | Changes in tax rates (1)  | (3,711) |                   |          |
|     | Difference in tax rate applicable to income of foreign subsidiaries       | (278)   | 105 *)            | (13) *)  |
|     | Tax Transparent Entity (Minority tax)                                     | 437     | *)                | *)       |
|     | Allowance for tax loss non recoverability                                 | 97      | 260               |          |
|     | Difference in tax rate applicable on capital gain                         | (704)   | (1,333)           | (143)    |
|     | Difference in tax rate on fair value adjustments                          |         |                   | 19       |
|     | Non-Deductible expense (recovery)   | 249     | 43                | 21       |
|     | Other   | (33)    | (23)              | (20)     |
|     | Income tax expense  | (2,212) | 2,191             | 3,229    |

<sup>(1)</sup> Due to tax reform in the United States, the federal corporate taxes rate accross US were reduced. As a result the Company recorded income from tax due to the reduction of its future tax liability. Effective January 1, 2018 The new federal income rates are 21% vs 35% in 2017.

# **29 EMPLOYEE BENEFITS**

Employee benefits included in the functional expenses reported in note 23 amount to \$5,508 for the year ended December 31, 2017 (\$4,232 - 2016 and \$4,676 - 2015)

|   | For the years ended December 31, |        |        |  |  |
|---|----------------------------------|--------|--------|--|--|
| Wages, Salaries and benefits included in: | 2017                             | 2016   | 2015   |  |  |
| Hospitality operating expenses            | 42,806                           | 41,649 | 33,454 |  |  |
| Development periodic costs                | 668                              | 606    | 319    |  |  |
| Timeshare expenses                        |                                  | -      | 448    |  |  |
| Administrative and general expenses       | 3,361                            | 2,699  | 2,421  |  |  |
|   | 46,835                           | 44,954 | 36,642 |  |  |

# 30 RISKS AND CAPITAL MANAGEMENT OBJECTIVES AND POLICIES

The Company's operations are subject to a number of risks and uncertainties, including, but not limited to, risks associated with the development of future properties, competition, the real estate markets and general economic conditions in which the Company competes, the availability and cost of financing and fluctuations in interest rates.

The Company is exposed to various risks in relation to financial instruments. Its financial assets and liabilities by category are summarised in note 19.

The main types of risks the Company is exposed to, related to financial assets and liabilities are interest rate risk, credit risk, foreign exchange risk and liquidity risk.

The Company's risk management is coordinated by its management, in close co-operation with the board of directors, and focuses on actively securing the Company's short to medium-term cash flows by minimizing the exposure to financial markets.

The Company does not actively engage in the trading of financial assets for speculative purposes nor does it trade in options. The most significant financial risks to which the Company is exposed are described below.

The Company does not hold or issue derivative financial instruments for trading purposes.

# a) Interest rate risk

The Company's policy is to minimize interest rate risk exposures on long-term financing. Longer-term loans payable are therefore usually at fixed rates, subject to the financial market availability. On December 31, 2017 and 2016, the Company was exposed to changes in market interest rates through bank borrowings at variable interest rates. Other loans payable are at fixed interest rates. The Company's investments in bonds all pay fixed interest rates.

At December 31, 2017, 16% (2016: 56%) of the Company's indebtedness for borrowed money was issued at fixed rates.

The following table illustrates the sensitivity of profit and equity to a reasonably possible change in interest rates of +/- 1% at December 31, 2017 (2016: +/- 1%). These changes are considered to be reasonably possible based on observation of current market conditions. The calculations are based on a change in the average market interest rates for each period, and the financial instruments held at each reporting date that are sensitive to changes in interest rates. All other variables are held constant.

|                              | Pr    | Profit  |       | uity    |
|------------------------------|-------|---------|-------|---------|
|                              | +1%   | -1%     | +1%   | -1%     |
| Year ended December 31, 2017 | 1,288 | (1,288) | 1,288 | (1,288) |
| Year ended December 31, 2016 | 284   | (284)   | 284   | (284)   |



(in thousands of Canadian Dollars)

# 30 RISKS AND CAPITAL MANAGEMENT OBJECTIVES AND POLICIES (continued)

#### b) Credit risk

The Company operates as a developer of destination real estate assets, as well as a hospitality manager and owner. As a developer, the Company is exposed to credit risk to the extent that purchasers may fail to meet their obligations under the terms of purchase and sale agreements. This risk is alleviated by minimizing the amount of exposure the Company has to any single sales transaction by collecting sufficient deposits and obtaining confirmations from the purchasers bank on mortgage financing.

Credit risk on development projects is limited to the uncollected amount of all transactions that have not closed. As at December 31, 2017, this amount is limited to \$44,888

The Company is also exposed to credit risk on certain financial assets recognized at the reporting date, as summarized below:

|   | December | 31,      |
|---|----------|----------|
| Cash and cash equivalents Trade receivables Other receivables Loans to purchasers - current maturity Restricted bank deposits Loans to purchasers Long-term deposit | 2017     | 2016     |
| Cash and cash equivalents   | 25,897   | 29,837   |
| Trade receivables   | 6,159    | 17,264   |
| Other receivables   | 12,113   | 8,898 *) |
| Loans to purchasers - current maturity  | 7,287    | 5,565 *) |
| Restricted bank deposits  | 9,768    | 4,006    |
| Loans to purchasers   | 32,968   |          |
| Long-term deposit   | 2,544    | 381      |
|   | 96,736   | 65,951   |

The Company continuously monitors defaults of customers and other counterparties. Where available at reasonable cost, external credit ratings and/or reports on customers and other counterparties are obtained and used. The Company's policy is to deal only with creditworthy counterparties.

Some of the unimpaired trade receivables are past due as at the reporting date.

The Company's management considers that all the above financial assets that are not impaired or past due are of good credit quality.

None of the Group's financial assets are secured by collateral or other credit enhancements, except loans to purchasers and trade receivables from Copelnad House 1 purchasers. Please see note 4 and 5.

In respect of trade and other receivables, the Company is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Trade receivables consists of a large number of customers in various industries and geographical areas. Based on historical information about customer default rates management consider the credit quality of trade receivables that are not past due or impaired to be good.

The credit risk for cash and cash equivalents is considered negligible, since the counterparties are reputable banks with high quality external credit ratings.

### c) Liquidity risk

The Company manages its liquidity risks by ensuring that there is adequate cash resources to meet its obligations as they become due. Ultimate responsibility for liquidity risk management rests with the Board of Directors. The Company manages liquidity risk by maintaining adequate reserves and banking facilities, by continuously monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities.

As at December 31, 2017, the Company's liabilities have contractual maturities as summarized below:

|                   | <u>Current</u> | <u>year 2</u> | <u>year 3</u> | <u>year 4</u> | <u>year 5</u> | 6 years & later |
|-------------------|----------------|---------------|---------------|---------------|---------------|-----------------|
| Loans payable     | 29,476         | 9,135         | 18,660        | 112,535       | 3,096         | 35,833          |
| Bonds payable     | 2,450          | 5,910         | 5,930         | 5,933         | 5,945         | 81,559          |
| Trade payables    | 10,456         |               |               |               |               |                 |
| Other payables    |                |               |               |               |               |                 |
| and credit        | 20,221         |               |               |               |               |                 |
| balances          |                |               |               |               |               |                 |
| Purchasers'       | 9,649          | 281           |               |               |               |                 |
| deposits          | 3,043          | 201           |               |               |               |                 |
| Interest on loans | 10,024         | 8,807         | 8,082         | 7,234         | 1,996         | 1,669           |
| payable           | 10,024         | 0,007         | 0,002         | 7,204         | 1,550         | 1,000           |
| Interest on bonds | 5,345          | 5,804         | 5,464         | 5,094         | 4,740         | 5 F07           |
| payable           | 5,545          | 5,004         | 5,464         | 5,094         | 4,740         | 5,597           |
| Other liabilities | 154            | 154           | 154           | 154           | 154           | 419             |
|                   | 87,775         | 30,091        | 38,290        | 130,950       | 15,931        | 125,077         |

The above amounts reflect the contractual undiscounted cash flows, which may differ to the carrying values of the liabilities at the reporting date.

# d) Foreign Exchange currency risk

Foreign exchange risk arises when individual Group entities enter into transactions denominated in a currency other than their functional currency. The Group's policy is, where possible, to allow group entities to settle liabilities denominated in their functional currency (primarily Canadian Dollars and US Dollars) with the cash generated from their own operations in that currency.

In addition, the risk is raised when the reporting currency is different from the entity's functional currency.

Only New Israeli Shekel to CAD (Bonds Series A) exchange rate exposures is managed by forward foreign exchange contracts (see note 15(c)).

On December 31, 2017, \$155,454, or 28.4%, (2016: \$37,176, or 28.4%,) of the Company's indebtedness for borrowed money was denominated in US dollars.



(in thousands of Canadian Dollars)

30 RISKS AND CAPITAL MANAGEMENT OBJECTIVES AND POLICIES (continued)

Assets and liabilities of the Company by currency category:

|   |          | December 3  | 1. 2017   |           |
|---|----------|-------------|-----------|-----------|
|   | CAD      | NIS         | USD       | Total     |
| Assets:                                     |          |             |           |           |
| Cash and cash equivalents                   | 11,807   | 222         | 13,868    | 25,897    |
| Trade receivables                           | 2,877    |             | 3,282     | 6,159     |
| Other receivables                           | 11,941   |             | 172       | 12,113    |
| Restricted bank deposits                    | 4,673    | 3,709       | 1,386     | 9,768     |
| Financial derivative                        |          | 3,675       |           | 3,675     |
| Loans to purchasers                         | 40,255   |             |           | 40,255    |
| Other assets                                | 140      |             | 2,404     | 2,544     |
| Total Financial Assets                      | 71,693   | 7,606       | 21,112    | 100,411   |
| Non-Financial Assets                        | 289,830  |             | 323,898   | 613,728   |
| Total Assets                                | 361,523  | 7,606       | 345,010   | 714,139   |
|   | 001,020  | 7,000       | 040,010   | 7 14,100  |
| iabilities:                                 |          | 0.450       |           | 0.450     |
| Bonds - current maturities                  |          | 2,450       | 4.740     | 2,450     |
| Loans payable                               | 32,203   | <del></del> | 1,716     | 33,919    |
| Trade payables                              | 4,630    |             | 5,826     | 10,456    |
| Other payables and credit balances          | 12,487   |             | 8,243     | 20,730    |
| Purchasers' deposits                        | 9,930    |             |           | 9,930     |
| Bonds                                       |          | 48,829      | 56,448    | 105,277   |
| Loans payable                               | 21,078   |             | 153,738   | 174,816   |
| Other liabilities                           | 171      | _           | 1,018     | 1,189     |
|   |          | <br>        |           |           |
| Total Financial Liabilities                 | 68,146   | 51,279      | 239,342   | 358,767   |
| Non-Financial Liabilities                   | 40,947   |             | 18,428    | 59,375    |
| Total Liabilities                           | 109,093  | 51,279      | 257,770   | 418,142   |
|   |          | / \         | ,         | /         |
| nancial Assets net of Financial Liabilities | 3,547    | (43,673)    | (218,230) | (258,356) |
| otal Assets, net of Total Liabilities       | 252,430  | (43,673)    | 87,240    | 295,997   |
| evenue                                      | 81,645   |             | 70,918    | 152,563   |
|   |          | December 3  | 1, 2016   |           |
|   | CAD      | NIS         | USD       | Total     |
| ssets:                                      | 40.400   |             | 44.000    | 00.007    |
| Cash and cash equivalents                   | 18,439   |             | 11,398    | 29,837    |
| Trade receivables                           | 15,438   |             | 1,826     | 17,264    |
| Other receivables                           | 8,796    |             | 102       | 8,898     |
| Loans to purchasers - current maturity      | 5,565    |             |           | 5,565     |
| Restricted bank deposits                    | 3,304    |             | 702       | 4,006     |
| Other assets                                | 381      |             |           | 381       |
| Total Financial Assets                      | 51,923   |             | 14,028    | 65,951    |
| Non-Financial Assets                        | 299,686  |             | 154,116   | 453,802   |
| Non-i manda Assets                          | 299,000  | <del></del> | 134,110   | 433,002   |
| Total Assets                                | 351,609  |             | 168,144   | 519,753   |
| abilities:                                  |          |             |           |           |
| Bonds - current maturities                  |          | 1,105       |           | 1,105     |
| Loans payable                               | 25,588   |             | 861       | 26,449    |
| Trade payables                              | 5,627    |             | 2,398     | 8,025     |
| Other payables and credit balances          | 4,707    |             | 10,778    | 15,485    |
| Purchasers' deposits                        | 6,698    |             |           | 6,698     |
| Bonds                                       |          | 42,306      |           | 42,306    |
|   | 24,810   | 42,000      | 36,315    | •         |
| Loans payable Other liabilities             | ·        | <del></del> | •         | 61,125    |
| Other liabilities                           | 169      |             | 2,408     | 2,577     |
| Total Financial Liabilities                 | 67,599   | 43,411      | 52,760    | 163,770   |
| Non-Financial liabilities                   | 36,972   |             | 31,639    | 68,611    |
| Total Liabilities                           | 104,571  | 43,411      | 84,399    | 232,381   |
| nancial Assets net of Financial Liabilities | (15,676) | (43,411)    | (38,732)  | (97,819   |
| otal Assets, net of Total Liabilities       | 247,038  | (43,411)    | 83,745    | 287,372   |
|   |          | (43,411)    |           |           |
| evenue                                      | 76,943   |             | 71,051    | 147,994   |
|   |          |             |           |           |

The following table illustrates the sensitivity of profit and equity to a reasonably possible change in USD exchange rate of +/- 5% at December 31, 2017 (2016: +/- 5%). These changes are considered to be reasonably possible based on observation of current market conditions. The calculations are based on a change in the average foreign exchange rates for each period, and the financial assets and liabilities held at each reporting date that are sensitive to changes in exchange rates. All other variables are held constant.

|                     | December 31, 2017 |         | December | · 31, 2016 |
|---------------------|-------------------|---------|----------|------------|
|                     | +5%               | -5%     | +5%      | -5%        |
| Assets              | 1,056             | (1,056) | 701      | (701)      |
| Liabilities         | (11,967)          | 11,967  | (2,638)  | 2,638      |
| Equity              | (10,912)          | 10,912  | (1,937)  | 1,937      |
| Profit for the year | (368)             | 368     | (247)    | 247        |



(in thousands of Canadian Dollars)

### 30 RISKS AND CAPITAL MANAGEMENT OBJECTIVES AND POLICIES (continued)

#### e) Asset and liabilities of the Company by expected settlement or recovery period:

|   |               | December 31, 2017 |         |               | December 31, 2016 |          |  |
|---|---------------|-------------------|---------|---------------|-------------------|----------|--|
|   | Within twelve | More than twelve  |         | Within twelve | More than twelve  |          |  |
|   | months        | months            | Total   | months        | months            | Total    |  |
| Assets:                                   |               |                   |         |               |                   |          |  |
| Cash and cash equivalents                 | 25,897        | -                 | 25,897  | 29,837        |                   | 29,837   |  |
| Trade receivables                         | 6,159         | -                 | 6,159   | 17,264        |                   | 17,264   |  |
| Other receivables                         | 11,832        | 281               | 12,113  | 2,611         | 6,287             | 8,898 *  |  |
| Loans to purchasers                       | 7,287         | 32,968            | 40,255  | 5,565         |                   | 5,565 *  |  |
| Financial derivative                      | -             | 3,675             | 3,675   |               |                   | -        |  |
| Prepayments                               | 3,172         | 116               | 3,288   | 2,331         |                   | 2,331    |  |
| Inventories                               | 43,221        | 19,814            | 63,035  | 13,055        | 47,376            | 60,431   |  |
| Restricted bank deposits                  | 5,175         | 4,593             | 9,768   | 3,054         | 952               | 4,006    |  |
| Property held for sale                    | -             | -                 | -       | 3,591         | 14,766            | 18,357   |  |
| Investment properties                     | -             | 92,983            | 92,983  |               | 90,783            | 90,783   |  |
| Property, plant and equipment             | -             | 446,590           | 446,590 |               | 275,532           | 275,532  |  |
| Other assets                              | -             | 2,544             | 2,544   |               | 381               | 381      |  |
| Deferred tax                              | -             | 7,832             | 7,832   |               | 6,368             | 6,368    |  |
| Total Assets                              | 102,743       | 611,396           | 714,139 | 77,308        | 442,445           | 519,753  |  |
| Liabilities:                              |               |                   |         |               |                   |          |  |
| Loans payable                             | 29,476        | 4,443             | 33,919  | 19,664        | 6,785             | 26,449   |  |
| Bonds - current maturities                | 2,450         | · -               | 2,450   | 1,105         | ·                 | 1,105    |  |
| Trade payables                            | 10,456        | -                 | 10,456  | 8,025         |                   | 8,025    |  |
| Other payables and credit balances        | 20,730        | -                 | 20,730  | 15,485        |                   | 15,485   |  |
| Deferred revenue                          | 7,519         | -                 | 7,519   | 6,910         |                   | 6,910    |  |
| Income taxes payable                      | -             | -                 | -       | 972           |                   | 972 *    |  |
| Purchasers' deposits                      | 9,649         | 281               | 9,930   | 411           | 6,287             | 6,698    |  |
| Loans payable                             |               | 174,816           | 174,816 |               | 61,125            | 61,125   |  |
| Bonds                                     | _             | 105,277           | 105,277 |               | 42,306            | 42,306   |  |
| Other liabilities                         | 154           | 1,035             | 1,189   | 330           | 2,247             | 2,577    |  |
| Deferred tax                              | -             | 51,856            | 51,856  |               | 60,729            | 60,729 * |  |
| Total Liabilities                         | 80,434        | 337,708           | 418,142 | 52,902        | 179,479           | 232,381  |  |
| Total assets, net of total liabilities    | 22,309        | 273,688           | 295,997 | 24,406        | 262,966           | 287,372  |  |
| f) Canital Managament Policies and Proced |               |                   |         |               |                   |          |  |

### f) Capital Management Policies and Procedures

The Company's capital management objectives are:

- to ensure the Company's ability to continue as a going concern; and
- to provide an adequate return to shareholders by pricing products and services commensurately with the level of risk.

The Company monitors capital on the basis of the carrying amount of equity plus loans from related parties, less cash and cash equivalents as presented on the face of the consolidated balance sheets.

The Company's goal in capital management is to maintain a loan-to-overall financing ratio of 70%. This is in line with its parent company's requirement to meet its bond rating obligations.

The Company sets the amount of capital in proportion to its overall financing structure, i.e. equity and financial liabilities other than the loans payable to related parties. The Company manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, or sell assets to reduce debt.

# Capital for the reporting periods under review is summarized as follows:

|                                 | December 31, |          |  |
|---------------------------------|--------------|----------|--|
|                                 | 2017         | 2016     |  |
| Shareholders' equity            | 255,020      | 245,968  |  |
| Capital                         | 255,020      | 245,968  |  |
| Loans payable                   | 208,735      | 87,574   |  |
| Bonds payable                   | 107,727      | 43,411   |  |
| Cash and cash equivalents       | (25,897)     | (29,837) |  |
| Overall Financing               | 545,585      | 347,116  |  |
| Loan to overall financing ratio | 58%          | 38%      |  |

# 31 SEGMENTED INFORMATION

The Company operates within the commercial investment property business, land development business, and hospitality business. The following summary presents segmented financial information for the Company's principal areas of business by industry. All of the Company's operating segments operate in Ontario, Canada, California, USA and Ohio, USA.

<u>Hospitality segments:</u> the chief operation decision maker reviews and analyzes the US hospitality operations as separate segment, consisted of The Hyatt Regency Arcade and the Renaissance Hotel located in Cleveland, Ohio, The 13 Hotels branded Marriott Courtyard spreaded under 9 different states and the Bear Valley Resort located in California.

<u>Development and investment properties segments:</u> The management of the company manages the lands regardless of their accounting classification, as one operating segment. Therefore, chief operation decision maker reviews and analyzes all the lands (both accounted for IAS 40 and IAS 2) under the development segment.

# (a) General business segments

Hospitality USA Hospitality Canada -

management, acquisition, holding, improvement and general management of apartment hotels and resorts in the US management, acquisition, holding, improvement and general management of apartment hotels and resorts, including their subscriber clubs, in Canada

3. Investment properties -

acquisition, holding, operation, and management of income-producing real estate

4. Development -

acquisition, holding, and improvement of land for the long term and development, construction, and sale of real estate, mainly for residences, commercial, or hotels near resorts in Canada, including lands accounted as per IAS 40.

5. Other -

Other



(in thousands of Canadian Dollars)
31 SEGMENTED INFORMATION (continued).

**(b)** The following presents financial information for these segments:

|   | For the year ended December 31, 2017                         |  |   |   |                                       |   |
|---|--|--|---|---|---------------------------------------|---|
|   | Hospitality USA  | Hospitality Canada   | Investment properties   | Development   | Other                                 | Total   |
| REVENUE   | 70.404   | 47.000   |   |   |                                       | 440.400   |
| lospitality income<br>ncome from investment properties  | 70,124   | 47,999   | 3,671   |   | <del></del>                           | 118,123<br>3,671  |
| ale of residential real estate  |  |  |   | 30,694  |                                       | 30,694  |
| Other operation income  |  |  |   |   | 75                                    | 75  |
|   | 70,124   | 47,999   | 3,671   | 30,694  | 75                                    | 152,563   |
| XPENSES AND COSTS   |  |  |   |   |                                       |   |
| ospitality operating expenses   | 58,574   | 40,135   |   |   |                                       | 98,709  |
| perating expenses of investment properties ost of sale of residential real estate   |  |  | 1,079   | <br>26,403  |                                       | 1,079<br>26,403   |
| ther operation expense  |  |  | <br>  | 20,403  | 113                                   | 20,403  |
|   | 58,574   | 40,135   | 1,079   | 26,403  | 113                                   | 126,304   |
| EGMENTED RESULTS  | 11,550   | 7,864  | 2,592   | 4,291   | (38)                                  | 26,259  |
| nin from fair value adjustments<br>Iling and marketing expenses   |  |  | (1,883)   | (4,832)   |                                       | (6,715)<br>480  |
| dministrative and general expenses epreciation  |  |  |   |   |                                       | 5,572<br>11,415   |
| oss (gain) on sale of investments   |  |  |   |   |                                       | 17  |
| ther expense  |  |  |   |   |                                       | 1,111   |
| nancial expense   |  |  |   |   |                                       | 11,089  |
| nancial income  |  |  |   |   |                                       | (3,119)   |
| rofit before income taxes   |  |  | A   | 104.004=  |                                       | 6,409   |
|   | Line itelia di IOA   | Hamitality Oscarda   | As at Decem   |   | Ott                                   | Tatal   |
|   | Hospitality USA  | Hospitality Canada   | Investment properties   | Development   | Other                                 | Total   |
| ssets   | 337,056  | 167,298  | 39,537  | 170,079   | 169                                   | 714,139   |
| iabilities  | 247,119  | 92,177   | 20,912  | 57,856  | 78                                    | 418,142   |
|   | 89,937   | 75,121   | 18,625  | 112,223   | 91                                    | 295,997   |
|   |  |  | For the year  | ended December 31, 2  | 016                                   |   |
| EVENIJE   | Hospitality USA  | Hospitality Canada   | For the year  | ended December 31, 2  Development   | 016<br>Other                          | Total   |
| _   |  | Hospitality Canada<br>48,153   |   |   |                                       |   |
| ospitality income   | Hospitality USA 70,349                                       |  | Investment properties   | Development   | Other                                 | Total<br>118,502<br>3,695   |
| ospitality income come from investment properties   |  |  | Investment properties   | Development   | Other                                 | 118,502   |
| ospitality income<br>come from investment properties<br>ale of residential real estate  | 70,349<br><br><br>   | 48,153<br><br><br>   | Investment properties 3,695   | Development 25,551  | Other<br><br><br>246                  | 118,502<br>3,695<br>25,551<br>246   |
| ospitality income<br>come from investment properties<br>ale of residential real estate<br>ther operation income   | 70,349<br><br>   | 48,153<br><br>   | Investment properties 3,695   | Development 25,551  | Other<br><br>                         | 118,502<br>3,695<br>25,551  |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS   | 70,349<br><br><br><br>70,349                                 | 48,153<br><br><br><br>48,153   | Investment properties 3,695 3,695   | Development 25,551 25,551   | Other<br><br><br>246<br>246           | 118,502<br>3,695<br>25,551<br>246<br>147,994  |
| come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS pospitality operating expenses  | 70,349<br><br><br>   | 48,153<br><br><br>   | Investment properties 3,695 3,695   | Development 25,551 25,551   | Other 246 246                         | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799  |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties  | 70,349<br><br><br><br>70,349<br>55,875<br>                   | 48,153<br><br><br><br>48,153<br>43,924<br>                                   | Investment properties 3,695 3,695 1,577   | Development 25,551 25,551   | Other 246 246                         | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577   |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate   | 70,349<br><br><br><br>70,349                                 | 48,153<br><br><br><br>48,153   | Investment properties 3,695 3,695   | Development 25,551 25,551   | Other 246 246                         | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991   |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate   | 70,349<br><br><br><br>70,349<br>55,875<br>                   | 48,153<br><br><br><br>48,153<br>43,924<br>                                   | 3,695<br><br>3,695<br><br><br>1,577   | Development 25,551 25,551 27,991  | Other 246 246                         | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577   |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate ther operation expense  | 70,349<br><br><br><br>70,349<br>55,875<br><br>               | 48,153<br><br><br><br>48,153<br>43,924<br><br>                               | Investment properties  3,695 3,695  1,577   | Development  25,551 25,551 27,991   | Other 246 246 85                      | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85   |
| EVENUE ospitality income icome from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate ther operation expense  EGMENTED RESULTS ain from fair value adjustments  | 70,349<br><br><br><br>70,349<br>55,875<br><br><br><br>55,875 | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924                 | Investment properties  3,695 3,695  1,577 1,577   | Development  25,551 25,551 27,991 27,991  | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452  |
| come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS cospitality operating expenses perating expenses of investment properties cost of sale of residential real estate ther operation expense  EGMENTED RESULTS ain from fair value adjustments celling and marketing expenses   | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463  |
| come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS pospitality operating expenses perating expenses of investment properties post of sale of residential real estate ther operation expense  EGMENTED RESULTS ain from fair value adjustments telling and marketing expenses dministrative and general expenses  | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895   |
| espitality income come from investment properties ale of residential real estate ther operation income  KPENSES AND COSTS espitality operating expenses errating expenses of investment properties est of sale of residential real estate ther operation expense EGMENTED RESULTS ain from fair value adjustments elling and marketing expenses dministrative and general expenses expericiation  | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635  |
| pospitality income come from investment properties ale of residential real estate ther operation income  KPENSES AND COSTS pospitality operating expenses perating expenses of investment properties post of sale of residential real estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments telling and marketing expenses dministrative and general expenses depreciation uses (gain) on sale of investments  | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)                                     |
| come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS  ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments elling and marketing expenses dministrative and general expenses experication oss (gain) on sale of investments ther expense   | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869                              |
| come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS pospitality operating expenses perating expenses of investment properties as of sale of residential real estate ther operation expense  EGMENTED RESULTS ain from fair value adjustments elling and marketing expenses dministrative and general expenses expericiation ass (gain) on sale of investments ther expense mancial expense  | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332                    |
| pospitality income come from investment properties ale of residential real estate ther operation income  KPENSES AND COSTS pospitality operating expenses perating expenses of investment properties post of sale of residential real estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments elling and marketing expenses deministrative and general expenses depreciation less (gain) on sale of investments ther expense mancial expense mancial income                              | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  | Development  25,551 25,551  27,991 27,991 (2,440)   | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332<br>(211)           |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments elling and marketing expenses dministrative and general expenses epreciation oss (gain) on sale of investments ther expense nancial expense nancial income                                    | 70,349 70,349  55,875 55,875  14,474                         | 48,153<br><br><br><br>48,153<br>43,924<br><br><br><br>43,924<br><b>4,229</b> | Investment properties  3,695 3,695  1,577 1,577  2,118  (3,850)   | Development  25,551 25,551 27,991 27,991 (2,440) (3,245)                                    | Other 246 246 85 85                   | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332                    |
| come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS Dispitality operating expenses perating expenses of investment properties dots of sale of residential real estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments delling and marketing expenses deministrative and general expenses depreciation does (gain) on sale of investments ther expense nancial expense nancial income  | 70,349 70,349 55,875 55,875 14,474                           | 48,153<br><br><br><br>48,153<br>43,924<br><br><br>43,924<br><b>4,229</b>     | Investment properties  3,695 3,695  1,577 1,577  2,118  (3,850)  As at Decem                                | Development  25,551 25,551 27,991 27,991 (2,440) (3,245)                                    | Other  246 246  85 85 85              | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332<br>(211)<br>10,228 |
| espitality income come from investment properties alle of residential real estate ther operation income  KPENSES AND COSTS espitality operating expenses estating expenses of investment properties est of sale of residential real estate ther operation expense estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments elling and marketing expenses liministrative and general expenses expreciation est (gain) on sale of investments ther expense enancial expense enancial income | 70,349 70,349  55,875 55,875  14,474  Hospitality USA        | 48,153 48,153 43,924 43,924 4,229 Hospitality Canada                         | Investment properties  3,695 3,695  1,577 1,577  2,118  (3,850)  As at Decem  Investment properties         | Development  25,551 25,551 27,991 27,991 (2,440) (3,245)  ber 31, 2016  Development         | Other  246 246 85 85 161  Other       | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332<br>(211)<br>10,228 |
| espitality income come from investment properties ale of residential real estate ther operation income  KPENSES AND COSTS pospitality operating expenses perating expenses of investment properties test of sale of residential real estate ther operation expense  EGMENTED RESULTS  ain from fair value adjustments telling and marketing expenses deministrative and general expenses repreciation therefore income taxes  assets  | 70,349 70,349 55,875 55,875 14,474  Hospitality USA 160,625  | 48,153 48,153 43,924 43,924 4,229 Hospitality Canada 152,415                 | Investment properties  3,695 3,695  1,577 1,577  2,118  (3,850)  As at Decem  Investment properties  39,327 | Development  25,551 25,551 27,991 27,991 (2,440) (3,245)  ber 31, 2016  Development 167,238 | Other  246 246 246  85 85  Other  148 | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332<br>(211)<br>10,228 |
| ospitality income come from investment properties ale of residential real estate ther operation income  XPENSES AND COSTS ospitality operating expenses perating expenses of investment properties ost of sale of residential real estate ther operation expense  EGMENTED RESULTS  | 70,349 70,349  55,875 55,875  14,474  Hospitality USA        | 48,153 48,153 43,924 43,924 4,229 Hospitality Canada                         | Investment properties  3,695 3,695  1,577 1,577  2,118  (3,850)  As at Decem  Investment properties         | Development  25,551 25,551 27,991 27,991 (2,440) (3,245)  ber 31, 2016  Development         | Other  246 246 85 85 161  Other       | 118,502<br>3,695<br>25,551<br>246<br>147,994<br>99,799<br>1,577<br>27,991<br>85<br>129,452<br>(7,095)<br>1,463<br>4,895<br>6,635<br>(8,574)<br>869<br>10,332<br>(211)<br>10,228 |



433

(9)

210,563

171,295

# SKYLINE INVESTMENTS INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(in thousands of Canadian Dollars)

31 SEGMENTED INFORMATION (continued)

For the year ended December 31, 2015 Hospitality USA Hospitality Canada Investment properties Development Other Total **REVENUE** 32,943 54,592 87,535 Hospitality income Income from investment properties 3,538 3,538 Sale of residential real estate 276 276 4,598 22 4,620 Commissions and fees Other operation income 694 694 32,943 59,190 3,560 276 694 96,663 **EXPENSES AND COSTS** Hospitality operating expenses 74,174 28,500 45,674 ----Operating expenses of investment properties 1,329 --1,329 --Cost of sale of residential real estate 1,314 1,314 901 Other operation expense 901 28,500 45,674 1,329 1,314 901 77,718 (207) **SEGMENTED RESULTS** 13,516 2,231 (1,038)18,945 4,443 Gain from fair value adjustments (491)(554)(1,045)Selling and marketing expenses 1,863 4,399 Administrative and general expenses Depreciation 5,326 Gain on bargain purchase (8,274)Loss on sale of investment (3,768)560 Other expense Financial expense 7,082 Financial income (33)12,835 Profit before income taxes As at December 31, 2015 Investment properties Hospitality USA Hospitality Canada Other Development Total 95,057 101,737 34,458 150,182 424 381,858 Assets

48,171

53,566

20,276

14,182

73,925

76,257

### **32 SIGNIFICANT BUSINESS ACQUISITIONS**

### 2017 Acquisitions

Liabilities

- (a) For information regarding Courtyard Hotels acquisition please see note 11 (a) above.
- (b) The total consideration transferred included the following:

Cash paid \$\frac{\$}{176,443}\$\$
Cash used in acquisition of operation \$\frac{1}{176,443}\$\$

(c) Recognizedon November 14, 2017, of assets acquired and liabilities assumed (see schedule A in the Cash Flow report)

67,758

27,299

# (d) Pro forma

The recently acquired 13 Courtyard hotels were part of the seller's overall activity, which included 60 additional hotels. The seller did not prepare audited financial statements at the level of the acquired activity or at the level of the individual asset. Furthermore, as part of the acquisition transaction, the Company received from the seller partial financial data of the hotels, which are not audited or reviewed, and which include income, operating expenses, marketing expenses and general and administrative expenses.

As a result, the Company is unable to publish pro forma data

Revenue 5,836
Income before income taxes 13 Courtyard Hotels operation's contribution since November 14, 2017

(1,955)

# **33 SUBSEQUENT EVENTS**

On February 21, 2018 the Board of Directors approved grant of 135,000 new options to a senior employee which was approved by the Tel Aviv Stock exchange in March 2018.