ATRIUM MORTGAGE INVESTMENT CORPORATION

CANADA'S PREMIER NON-BANK LENDER™

MD&A

MANAGEMENT'S DISCUSSION AND ANALYSIS

THIRD QUARTER 2014

SEPTEMBER 30, 2014

ATRIUM

MORTGAGE INVESTMENT CORPORATION

Management's Discussion and Analysis

September 30, 2014

Our business

We are a mortgage lender that fills the lending gap caused by the limited number of financial institutions operating in Canada. We lend in major urban centres where the stability and liquidity of real estate are at the highest levels. We focus on loans that cannot be placed with financial institutions but which represent an acceptable underwriting risk. We invest in mortgages secured by all types of residential, multi-residential and commercial real property located in Canada, subject to compliance with our investment policies. Our strategy is to grow in a controlled manner by diversifying geographically, and focusing on those real estate sectors with the lowest risk profiles.

Our investment objectives are to preserve our shareholders' equity and to provide our shareholders with stable and secure dividends from our investments in mortgage loans within the criteria mandated for a Mortgage Investment Corporation (MIC). Working within conservative risk parameters, we endeavour to maximize income and dividends through the sourcing and efficient management of our mortgage investments.

Highlights

For the three months ended September 30, 2014, we earned $5.5 million ($0.23 per share, basic and diluted), compared to $4.6 million ($0.22 per share, basic and diluted) for the quarter ended September 30, 2013.

During this year we have actively managed the risk profile of our mortgage portfolio, and currently target commercial real estate, low-rise infill developments and single family mortgages.

We declared a regular dividend of $0.068333 per share for each month in the first three quarters of 2014, a total of $0.205 for each quarter and a rate of $0.82 per year.

We had $412 million of mortgages as at September 30, 2014, an increase of 46% from December 31, 2013. During the quarter, $73 million of new mortgages were advanced, and $43 million of mortgages were repaid.

Mortgage portfolio
$413 million

84.9%
first mortgages

Earned
23 cents per share;
9% return on book value

Five offices across central and western Canada

Investment portfolio

Our mortgage portfolio consists of 177 mortgage loans and aggregated $413 million at September 30, 2014, an increase of 46.2% from December 31, 2013.

(thousands of Canadian dollars)	September 30, 2014			December 31, 2013		
Mortgage category	**Number**	**Outstanding amount**	**% of Portfolio**	**Number**	**Outstanding amount**	**% of Portfolio**
Commercial/mixed use	31	$130,748	31.7%	27	$ 89,475	31.7%
Low-rise residential	20	79,746	19.3%	17	58,466	20.7%
House and apartment	78	77,990	18.9%	59	69,485	24.6%
High-rise residential	10	57,629	14.0%	5	32,967	11.7%
Construction	17	52,880	12.8%	9	22,093	7.8%
Mid-rise residential	8	10,509	2.5%	3	7,440	2.6%
Condominium corporation	13	3,318	0.8%	11	2,434	0.9%
Mortgage portfolio	**177**	412,820	**100%**	**131**	282,360	**100%**
Accrued interest receivable		2,162			1,562	
Mortgage discount		(360)			(339)	
Mortgage origination fees		(928)			(724)	
Provision for mortgage losses		(1,651)			(1,151)	
Mortgages receivable		**$412,043**			**$281,708**	

A summary of our mortgages by size is presented below.

(thousands of Canadian dollars)	September 30, 2014			December 31, 2013		
Mortgage amount	**Number**	**Outstanding amount**	**% of Portfolio**	**Number**	**Outstanding amount**	**% of Portfolio**
$0 - $2,500,000	131	$ 118,502	28.7%	95	$ 98,812	35.0%
$2,500,001 - $5,000,000	23	81,123	19.6%	24	81,090	28.7%
$5,000,001 - $7,500,000	7	43,204	10.5%	7	46,820	16.6%
$7,500,001 +	16	169,991	41.2%	5	55,638	19.7%
	177	**$ 412,820**	**100.0%**	**131**	**$282,360**	**100.0%**

As of September 30, 2014 the average outstanding mortgage balance was $2.3 million (December 31, 2013 – $2.2 million), and the median outstanding mortgage balance was $1.1 million (December 31, 2013 – $1.4 million).

Analyses of our mortgages as at September 30, 2014 by type of mortgage, nature of the underlying property, and location of the underlying property is set out on the next page. The table shows the weighted average interest rate excluding lender fees paid by the borrower, which reflects the yield to Atrium including mortgage discount or premium (if any).

Description (thousands of Canadian dollars)	Number of mortgages	Amount	Percentage	Weighted average interest rate
Type of mortgage				
First mortgages	151	$350,594	84.9%	8.48%
Second and third mortgages	26	62,226	15.1%	10.35%
	177	**$412,820**	**100%**	**8.77%**
Nature of underlying property				
Residential	146	$282,072	68.3%	8.84%
Commercial	31	130,748	31.7%	8.60%
	177	**$412,820**	**100%**	**8.77%**
Location of underlying property				
Greater Toronto Area	138	$307,092	74.4%	8.75%
Non-GTA Ontario	9	38,598	9.4%	8.50%
British Columbia	7	17,877	4.3%	9.81%
Alberta	22	47,506	11.5%	8.72%
Saskatchewan	1	1,747	0.4%	8.50%
	177	**$412,820**	**100%**	**8.77%**

We have an exceptionally high percentage of our portfolio invested in first mortgages (84.9%), which is a core strategy and is unmatched by our peer group.

The weighted average loan-to-value ratio in our mortgage portfolio is 64.4%, with 95.3% of the portfolio below 75% loan-to-value.

(thousands of Canadian dollars)	September 30 2014	%	December 31 2013	%	% change
Conventional first mortgages	$332,128	80.5%	$249,328	88.3%	33.2%
Conventional second and third mortgages	57,884	14.0%	25,711	9.1%	125.1%
Non-conventional mortgages	19,490	4.7%	4,887	1.7%	298.8%
Other	3,318	0.8%	2,434	0.9%	36.3%
	$412,820	**100%**	**$282,360**	**100%**	**46.2%**

Conventional mortgages are those mortgages with a loan-to-value of less than or equal to 75%. Seventy-five percent (75%) loan-to-value is the industry norm for determining a conventional versus non-conventional mortgage. Non-conventional mortgages are those mortgages with a loan-to-value in excess of 75%.

The weighted average term remaining for our mortgages receivable at September 30, 2014 is 13.4 months (December 31, 2013 – 13.5 months).

Our business

We are a mortgage lender that fills the lending gap caused by the limited number of financial institutions operating in Canada. We lend in major urban centres where the stability and liquidity of real estate are at the highest levels. We focus on loans that cannot be placed with financial institutions but which represent an acceptable underwriting risk. The weighted average loan-to-value ratio of our mortgage portfolio, as a whole, at the time of underwriting each loan in our portfolio, will not exceed 75%. A typical loan in our portfolio has an interest rate of 8% to 10% per annum, a one or two-year term and monthly interest-only mortgage payments.

Our lending parameters are as follows:

- First or second mortgages on income-producing real estate up to a maximum of 85% of appraised value.
- Mortgages on residential and commercial properties up to a maximum of 75% of appraised value.
- Loans on single family residences up to 75% of appraised value.
- Construction loans up to a maximum of 90% of cost.
- Loans to condominium corporations.

Mortgage loan amounts are generally $300,000 to a maximum of $20 million. The largest single mortgage in our mortgage portfolio as at September 30, 2014 was $13.7 million. For loan amounts in excess of $15 to $20 million, we generally co-lend with a financial institution or private lender. The parameters listed above are our maximum mortgage lending parameters. At September 30, 2014, the weighted average loan-to-value ratio of the mortgage portfolio was 65.8%, compared to 64.1% at December 31, 2013.

Our investment policies, which may be changed by our board of directors, are as follows:

- We invest only in residential mortgages, commercial mortgages, commercial mortgage backed securities and certain related investments.
- All investments must be in mortgages on the security of real property situated within Canada, or in certain permitted interim investments.
- Commercial mortgages may not constitute more than 50% of our total assets at any time.
- The term of the mortgage must be no greater than ten years.
- The maximum mortgage or portion of a mortgage is $20,000,000.
- No single borrower may account for more than 15% of our total assets. In addition, any loan or amendment that would result in an exposure to one borrower exceeding the lesser of $50 million or 10% of the portfolio requires approval of the board.
- All mortgages are supported by external appraisals by a qualified appraiser. All mortgages, except mortgages secured by one to six residential units, are supported by environmental audits.
- The maximum initial loan-to-value ratio of a mortgage is 85%, including any prior ranking encumbrances, and the maximum weighted average loan-to-value ratio of our mortgage portfolio, as a whole, at the time of underwriting each loan in our portfolio, is 75%.
- Our ratio of debt to equity must be less than 1:1.
- We do not invest directly in real property, although real property may be acquired through foreclosing on a mortgage.
- Any investment: (i) of $2,000,000 or more requires approval of the board; (ii) of between $1,000,000 and $2,000,000 requires approval of three members of the board, including at least two independent directors; (iii) of $1,000,000 or less requires approval of any one member of the board; and (iv) for loans previously approved, if the mortgage amount exceeds the amount approved by up to $200,000 and if the loan-to-value ratio increases by less than 5% where the ratio is 75% or less, requires the approval of one member of the board, otherwise the general limits apply. However, we may invest in interim investments that are guaranteed by the Government of Canada or of a province or territory of Canada or deposits or certificates of deposits, acceptances and other similar instruments issued, endorsed or guaranteed by a Schedule I Bank in any amount without prior board approval.
- We may not make unsecured loans to, nor invest in securities issued by, our manager or its affiliates, nor make loans to the directors or officers of the manager.
- We may not make any investment, or incur any indebtedness, that would result in our not qualifying as a MIC.

Our investment objectives are to preserve our shareholders' equity and to provide our shareholders with stable and secure dividends from our investments in mortgage loans within the criteria mandated for a MIC. Working within conservative risk parameters, we endeavour to maximize income and dividends through the sourcing and efficient management of our mortgage investments.

We are a non-bank lender and invest in mortgages secured by all types of residential, multi-residential and commercial real property located in Canada, subject to compliance with our investment policies. The types of properties that we finance include residential houses, small multi-family residential properties comprised of six or fewer units, residential apartment buildings, mixed-use residential apartments and store-front properties, commercial properties, residential and commercial land development sites and construction projects. We also invest in short-term bridge financing for real estate developers. Our strategy is to grow in a controlled manner by diversifying geographically, and focusing on real estate sectors with the lowest risk profiles.

We qualify as a MIC and are restricted from any activity that would result in us failing to qualify as a MIC. In order to qualify as a MIC, we must satisfy the requirements in subsection 130.1(6) of the ITA throughout the taxation year. Among the requirements are:

- We can only invest or manage funds and cannot manage or develop real property.
- We cannot own debts secured on real property situated outside Canada, debts owing by non-residents unless such debts were secured on real property situated in Canada, shares of the capital stock of corporations not resident in Canada, or real property situated outside of Canada or any leasehold interest in such property.
- No shareholder (together with related persons, as defined in the ITA) may at any time own, directly or indirectly, more than 25% of our common shares.
- The cost for tax purposes of cash on hand, debts secured on specified residential properties, and funds on deposit with a Canada Deposit Insurance Fund or Régie de l'assurance-dépôts du Québec-insured institution or credit union must constitute at least 50% of the cost of all of our property.
- The cost for tax purposes of any interests in real property (including leaseholds but excepting real or immovable property acquired by foreclosure after default by the mortgagor) may not exceed 25% of the cost of all of our property.
- There are certain restrictions as to our maximum debt-to-equity ratio.

We are managed by Canadian Mortgage Capital Corporation (the "manager" or "CMCC"), which is our exclusive manager and arranges and services our mortgage loans and otherwise directs our affairs and manages our business.

For explanations as to some of the terms used herein, please refer to our Annual Information Form for the year ended December 31, 2013, which is available at www.sedar.com.

Results of Operations

(In this section, dollars are in thousands of Canadian dollars, except per share amounts)

Financial summary (unaudited)

	Three months ended September 30 2014	*Three months ended September 30 2013*	*Nine months ended September 30 2014*	*Nine months ended September 30 2013*
Revenue	$9,096	$6,281	$25,037	$17,215
Mortgage servicing and management fees	916	662	2,459	1,790
Other expenses	213	188	679	614
Provision for mortgage losses	504	–	1,080	63
Income before financing costs	7,463	5,431	20,819	14,748
Financing costs	1,920	837	5,171	1,395
Earnings and total comprehensive income	$5,543	$4,594	$15,648	$13,353
Basic earnings per share	0.23	0.22	0.69	0.63
Diluted earnings per share	0.23	0.22	0.69	0.63
Dividends declared	4,994	4,230	14,124	12,673
Mortgages receivable, end of period	412,043	276,422	412,043	276,422
Total assets, end of period	412,145	276,486	412,145	276,486
Shareholders' equity, end of period	248,828	212,194	248,828	212,194

Summary of quarterly results (unaudited)

	Q3 2014	*Q2 2014*	*Q1 2014*	*Q4 2013*	*Q3 2013*	*Q2 2013*	*Q1 2013*	*Q4 2012*
Revenue	9,096	8,296	7,644	6,545	6,281	5,844	5,089	4,760
Mortgage servicing and management fees	916	826	717	678	662	610	518	453
Other expenses	213	207	258	233	188	171	253	153
Provision for mortgage losses	504	112	464	–	–	63	–	193
Income before financing costs	7,463	7,151	6,205	5,634	5,431	5,000	4,318	3,961
Financing costs	1,920	1,883	1,368	988	837	430	129	317
Earnings	5,543	5,268	4,837	4,646	4,594	4,570	4,189	3,644
Basic and diluted earnings per share	0.23	0.23	0.23	0.22	0.22	0.22	0.20	0.21
Dividends declared	4,994	4,777	4,352	5,298	4,230	4,224	4,219	3,858

Results of operations – Three months ended September 30, 2014

For the three months ended September 30, 2014, mortgage interest and fees aggregated $9,096, compared to $6,281 in the comparative period, an increase of 44.8%. The weighted average interest rate on our mortgage portfolio increased to 8.77% at September 30, 2014 compared to 8.72% at December 31, 2013.

Operating expenses, excluding the provision for mortgage losses, for the three months ended September 30, 2014 were $1,129, or 12.4% of revenues, compared to $850 or 13.5% of revenues in the comparative period. The provision for mortgage losses was $504 in the quarter to bring the total general provision to 40 basis points (0.4%) of the mortgage portfolio. Operating expenses include mortgage servicing and other fees paid to the manager (that is, the management fee plus HST) that aggregated $916 for the period ended September 30, 2014, compared with $662 in the prior year period, reflecting the growth of our mortgage portfolio.

Financing costs for the three months ended September 30, 2014 were $1,920, or 21.1% of revenues, compared to $837 or 13.3% of revenues in the comparative period. This increase is due to the increased use of our bank line of credit compared to the comparable period, and three convertible debentures, one issued during 2013, one during the first quarter of 2014 and one in the current quarter. Total bank debt (including the operating line) represented 16.1% of the total mortgage portfolio. Total debt (including bank debt, operating line and convertible debentures) remained modest at 38.8% of the total mortgage portfolio.

Net earnings for the three months ended September 30, 2014 were $5,543, an increase of 20.7% from net earnings of $4,594 in the same period in the prior year. Basic and diluted earnings per common share were $0.23, for the period ended September 30, 2014, compared with basic and diluted earnings of $0.22 per common share for the comparable period in the previous year. During the three months ended September 30, 2014, we funded gross mortgages aggregating $75,001. Of these advances, $61,807 were first mortgages, representing 82.4% of the total loans funded. Five of these advances were on properties in British Columbia, 16 were on properties in Alberta, two were non-GTA Ontario, one was on a property in Saskatchewan and the remaining 34 were made in the Greater Toronto Area. There were $44,419 of gross repayments during the period. The total mortgage portfolio increased from $382,238 to $412,820 during the period.

Results of operations – Nine months ended September 30, 2014

For the nine months ended September 30, 2014, mortgage interest and fees aggregated $25,037, compared to $17,215 in the comparative period, an increase of 45.4%. The weighted average interest rate on our mortgage portfolio increased to 8.77% at September 30, 2014, compared to 8.72% at December 31, 2013.

Operating expenses, excluding the provision for mortgage losses, for the nine months ended September 30, 2014 were $3,138, or 12.5% of revenues, compared to $2,401 or 13.9% of revenues in the comparative period. The provision for mortgage losses was $1,080 in the nine months ended September 30, 2014 to bring the total provision to 40 basis points (0.4%) of the mortgage portfolio. Operating expenses include mortgage servicing and other fees paid to the manager (that is, the management fee plus HST) that aggregated $2,459 for the nine months ended September 30, 2014, compared with $1,790 in the prior year period, reflecting the growth of our mortgage portfolio.

Financing costs for the nine months ended September 30, 2014 were $5,171, or 20.7% of revenues, compared to

$1,395 or 8.1% of revenues in the comparative period. This increase is due to the increased use of our bank line of credit compared to the comparable period, and three convertible debentures, one issued during 2013, one during the first quarter of 2014 and one in the current quarter.

Net earnings for the nine months ended September 30, 2014 aggregated $15,648, an increase of 17.2% from net earnings of $13,356 in the prior year. Basic and diluted earnings per common share were $0.69, for the nine months ended September 30, 2014, compared with basic and diluted earnings of $0.63 per common share for the comparable period in the previous year. During the nine months ended September 30, 2014, we funded mortgages aggregating $221,256. Of these advances, $176,202 were first mortgages, representing 82.1% of the total loans funded. Eight of these advances were on properties in British Columbia, 25 were on properties in Alberta, eight were non-GTA Ontario, one was on a property in Saskatchewan and the remaining 69 were made in the Greater Toronto Area.

Liquidity and capital resources

At September 30, 2014, we had bank indebtedness and operating line outstanding of $66,167. The operating line is provided by a syndicate of two major chartered banks drawn through a combination of banker acceptances and bank loans in order to minimize our borrowing costs. We are in compliance with the covenants required in our operating credit facility as at September 30, 2014, and we expect to remain in compliance with such covenants going forward. We have three convertible debentures outstanding, aggregating $94,046 of book value at September 30, 2014.

Growth in our mortgage portfolio has historically been financed by the issuance of common shares and by the issuance of convertible debt. We expect to be able to generate sufficient funds for future mortgage loan investments through a combination of common share issuances, convertible debt, and the operating credit facility.

Investing activities during the nine months ended September 30, 2014 consisted of advances on new mortgage loan investments of $214,625, less repayments received of $88,287, for net cash used for net new mortgage loan investments of $126,338.

Sources of cash from financing activities during the nine months ended September 30, 2014 consisted primarily of drawings under our bank operating line and the issuance of convertible debentures and common shares. Draws less repayments under our operating facility represented a $29,931 use of cash.

During the nine months ended September 30, 2014, we issued two convertible debentures which resulted in $63,619 of cash, net of issue costs. Net cash provided by financing activities was $113,295 after paying dividends of $14,931 for the nine months ended September 30, 2014. During the second quarter we issued 3,036,000 common shares in a public offering for gross proceeds of $34,610. Net proceeds after expenses of all common shares issued during the nine months ended September 30, 2014, including those issued under the dividend reinvestment plan and employee share purchase plan, were $34,547.

Changes in financial position

Bank indebtedness, bankers' acceptances and bank loans payable (under our operating credit facility) increased to a total of $66,167 at September 30, 2014, from $36,236 at December 31, 2013, reflecting our objective of using a prudent amount of leverage to improve shareholder returns. As at September 30, 2014, total debt (including bank debt, operating line and convertible debentures) remained modest at 38.8% of the total mortgage portfolio.

In September 2014, we completed a public offering of $35,000 of convertible debentures, the net proceeds of which were used to repay indebtedness under our operating credit facility. In addition, on October 2, 2014, the underwriters exercised in full their overallotment option resulting in the issue of a further $5,250 of convertible debentures. Accounts payable and accrued charges were $1,127 at September 30, 2014 compared to $460 at December 31, 2013. Dividends payable decreased to $1,666 at September 30, 2014 from $2,473 at December 31, 2013, and represent dividends declared on our common shares during the quarter and paid after each quarter-end. The decrease is because the December 31, 2013 figure reflected both the regular monthly and the special year-end dividend.

Share capital increased to $245,207 at September 30, 2014 from $210,659 at December 31, 2013 as a result of a common share issuance in the second quarter, our dividend reinvestment plan, and the employee share purchase plan.

Contractual obligations

Contractual obligations due at September 30, 2014 were as follows:

Obligations at September 30, 2014	Total	Less than 1 year	1-2 years	3-7 years
Bank indebtedness	$ 317	$ 317	$ –	$ –
Operating line	65,850	65,850		
Accounts payable and accrued liabilities	664	664	–	–
Accrued convertible debentures interest	463	463		
Dividends payable	1,666	1,666	–	–
Due to related party	311	311	–	–
Convertible debentures	94,046	–	–	94,046
Total	$ 163,317	$ 69,271	$ –	$ 94,046

We have commitments to advance additional funds under existing mortgages of $110,782 and for new mortgages of $23,191 at September 30, 2014 (December 31, 2013 – $51,437 and $46,728 respectively). Generally, outstanding commitments are expected to be funded within the next 24 months. However, our experience has been that a portion of the unfunded amounts on existing mortgages will never be drawn.

Off-balance sheet arrangements

As at September 30, 2014, we had $4,442 of letters of credit (LCs) outstanding which were issued under our operating credit facility. The LCs reduce the maximum available under our operating credit facility by the amount of the LCs. The maximum available by way of LCs under our operating credit facility is $10,000. LCs represent irrevocable assurances that our banks will make payments in the event that a customer cannot meet its obligations to third parties. LCs carry the same credit risk, recourse and collateral security requirements as mortgages extended to customers.

Share-based payments

	September 1, 2014 grant	August 30, 2013 grant	August 29, 2012 grant	Total
Deferred shares granted	22,000	23,000	21,500	66,500
Income deferred shares issuable	–	617	2,367	2,984
Value of grant	$ 252	$ 232	$ 236	$ 720

Share compensation expense:	Three months ended September 30		Nine months ended September 30	
	2014	2013	2014	2013
September 1, 2014 grant	$ 12	$ –	$ 12	$ –
August 30, 2013 grant	31	12	102	12
August 30, 2012 grant	17	30	56	102
	$ 60	$ 42	$ 170	$ 114

Grants are provided to certain directors and employees under our deferred share incentive plan. The deferred share units vest annually over three years. Common shares are issued to participants on the vesting date of each tranche of deferred share units, unless a participant elects to defer the issuance. In addition, income deferred share units are credited to holders of deferred share units based upon dividends paid on our common shares.

Transactions with related parties

Transactions with related parties are in the normal course of business and are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties, and are measured at fair value. The manager is responsible for our day-to-day activities. We incurred management and mortgage servicing fees from a subsidiary of the manager of $2,454 for the nine months ended September 30, 2014 (nine months ended September 30, 2013 – $1,780) and $916 for the three months ended September 30, 2014 (three months ended

September 30, 2013 – $659). Mr. Robert G. Goodall is a director and part of the key management personnel of the manager and received compensation from the manager and is also a director of Atrium. The management agreement between us and the manager contains provisions for the payment of termination fees to the manager in the event that the management agreement is terminated in certain circumstances. The manager also acts as broker for our mortgages. The manager receives origination fees from the borrowers of up to 1% of the amount being funded; origination fees in excess of 1% are split equally between the manager and Atrium. Guarantees aggregating $9,492 at September 30, 2014 (December 31, 2013 – $4,542) have been provided on mortgage loans made by us to a major development company of which one of our directors is an officer and director. All of these loans are in good standing.

Critical accounting estimates and policies

Our condensed interim financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and follow International Accounting Standard 34 *Interim Financial Reporting* (IAS 34) as issued by the International Accounting Standards Board (IASB). These condensed interim financial statements should be read in conjunction with our audited financial statements for the year ended December 31, 2013. Significant accounting policies as presented in Note 3 of the financial statements for the year ended December 31, 2013, have been consistently applied in the preparation of these condensed interim financial statements.

The most subjective of these estimates relates to the valuation of mortgages receivable, and the provision for mortgage losses, as well as the measurement of the liability and equity components of our 5.50%, 5.25% and 6.25% convertible debentures. Management believes that its estimates are appropriate; however, actual results could differ from the amounts estimated. Estimates and underlying assumptions are reviewed each quarter. The more significant accounting policies are set out below:

Revenue recognition
Mortgage interest and fees revenues are recognized in the statements of earnings and comprehensive income using the effective interest method. Mortgage interest and fees revenues include the company's share of any fees received, as well as the effect of any discount or premium on the mortgage.

The effective interest method derives the interest rate that discounts the estimated future cash payments and receipts during the expected life of the mortgage receivable (or, where appropriate, a shorter period) to its carrying amount. When calculating the effective interest rate, future cash flows are estimated considering all contractual terms of the financial instrument, but not future credit losses (see Note 3 (c)). The calculation of the effective interest rate includes all fees and transaction costs paid or received. Fees and transaction costs include incremental revenues and costs that are directly attributable to the acquisition or issuance of the mortgage.

Mortgages receivable
A mortgage receivable, carried at amortized cost, is considered impaired when there is objective evidence that there has been a deterioration of credit quality subsequent to its initial recognition to the extent that we no longer have reasonable assurance as to the timely collection of the full amount of principal and interest.

We assess mortgages receivable for objective evidence of impairment both individually and collectively each reporting period. The specific and general provisions for mortgage losses are determined by taking into account the following factors:

- Delays in the collection of interest and principal
- The point at which we consider a loan to be in default (which we define as 90 days for single family residence mortgages and 30 days for all other mortgages)
- Other known factors specific to the property, the borrower or the guarantor
- Economic and other real estate market conditions in the geographic area in which a borrower's project is located
- Our judgement as to whether current economic and credit conditions are such that the actual inchoate or potential losses at the reporting date are likely to be higher or lower than the amounts suggested by historic experience
- Any other factors that apply to a particular mortgage or group of mortgages

Several of these factors involve estimates and judgements on the part of management in determining the provisions for mortgage losses. The other key estimates used for quantifying the specific and general provisions for mortgage losses are:

- The period of time expected to elapse between the contractual maturity or interest and principal repayment dates and the date at which recovery is estimated
- The amount expected to be ultimately recovered on impaired loans, taking into account the probability of different outcomes, where necessary
- The value of underlying security, and whether Atrium expects to take possession of the property
- The amount of any legal and other third party costs estimated to be incurred

An impairment loss is calculated as the difference between the carrying amount of the mortgage receivable and the present value of the estimated future cash flows discounted at the original effective interest rate. Losses are charged to the statements of earnings and comprehensive income and are reflected in the provision for mortgage losses.

If there is no objective evidence of impairment for an individual mortgage receivable, it is included in a group of mortgages with similar credit risk characteristics and collectively assessed for impairment for losses incurred but not identified, and reported as a general provision. For the purpose of determining the group of mortgages with similar credit risk characteristic, mortgages are grouped by category: commercial/mixed use, house and apartment, low-rise residential, construction, high-rise residential, mid-rise residential, and condominium corporations.

Convertible debentures

The convertible debentures can be converted into our common shares at the option of the investor. They are compound financial instruments with two components: a financial liability, and a call option which is an equity instrument. The fair value of the liability component is measured as of the date that the debentures were issued, and the equity instrument is valued on that date based upon the difference between the fair value of the debenture and the fair value of the liability component. The measurement of the fair value of the liability component is based upon market rates of interest on similar debt instruments without the conversion feature. Expenses of issue are allocated between the two components on a *pro-rata* basis. The book value of the debt is accreted up to its face value over the life of the debentures using the effective interest method, which provides for the application of a constant interest rate over the life of the debenture. The value of the equity component is not re-measured subsequent to its initial measurement date.

Income taxes

We are and intend to maintain our status as a MIC, and as such are not taxed on income provided that it flows through to our shareholders as dividends during the year or within 90 days after December 31 each year. It is our policy to pay such dividends out to the shareholders to remain non-taxable. Accordingly, no provision for current or future income taxes is required.

Controls and procedures

Our Chief Executive Officer (CEO) and Chief Financial Officer (CFO) are responsible for establishing and maintaining disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as those terms are defined in National Instrument (NI) 52-109 – *Certification of Disclosure in Issuers' Annual and Interim Filings*.

We designed the DC&P and ICFR, the latter of which was using the framework in *Internal Control – Integrated Framework* (as revised in 2013) to provide reasonable assurance that material information relating to us is made known to our CEO and CFO during the reporting period; and information required to be disclosed by us in our filings under securities legislation is recorded, processed, summarized and reported within the required time periods; and provide reasonable assurance regarding the reliability of financial reporting and preparation of financial statements for external purposes in accordance with Canadian generally accepted accounting principles (GAAP).

Our CEO and CFO evaluated the design effectiveness of the DC&P and ICFR, as defined by NI 52-109, as of September 30, 2014. Based on this evaluation, they concluded that the designs of the DC&P and ICFR were effective as of September 30, 2014. NI 52-109 also requires Canadian public companies to disclose in their MD&A any change in ICFR during the most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, ICFR. No such change to ICFR has occurred during most recently completed quarter.

It should be noted that a control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected. These inherent limitations include, among other items: (i) that management's assumptions and judgments could ultimately prove to be incorrect under varying conditions and circumstances; (ii) the impact of any undetected errors; and (iii) controls may be circumvented by the unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any system of controls is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions.

Outstanding share data

Our authorized capital consists of an unlimited number of common shares, of which 24,377,860 are issued and outstanding at September 30, 2014, and 24,393,260 are issued and outstanding as at the date hereof. In addition, as at the date hereof, 2,407,407 common shares, 2,391,054 and 2,389,078 common shares are issuable upon conversion or redemption or in respect of repayment at maturity of the outstanding 5.25%, 6.25%, and the 5.50% convertible debentures (using the conversion price of $13.50, $13.30 and $14.65, respectively, for each common share). We also have the ESPP, a deferred share incentive plan and a dividend reinvestment plan pursuant to which common shares may be issued from time to time. These plans are each described elsewhere in this MD&A.

Risks and uncertainties

We are subject to many risks and uncertainties that may limit our ability to execute our strategies and achieve our objectives. We have processes and procedures in place in an attempt to control or mitigate certain risks, while others cannot be or are not mitigated. Material risks that cannot be mitigated include a significant decline in the general real estate market, interest rates changing markedly, being unable to make mortgage loans at rates consistent with rates historically achieved, not having adequate mortgage loan opportunities presented to us, and not having adequate sources of bank finance available.

Please also refer to "Forward-looking information," below, and the "Risk Factors" section of our Annual Information Form for the year ended December 31, 2013 which is incorporated herein by reference and is available at www.sedar.com.

Forward-looking information

Certain information included in this MD&A contains forward-looking statements within the meaning of applicable securities legislation, including statements with respect to management's beliefs, estimates, and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "expect", "intent", "estimate", "anticipate", "believe", "should", "plans" or "continue" or similar expressions suggesting future outcomes or events. Forward looking statements regarding earnings and mortgage portfolio growth are based upon the following assumptions: that other factors such as revenues and expenses continue to follow current trends, and that current trends in our mortgage portfolio growth continue.

All forward-looking statements reflect management's current beliefs and are based on information currently available to management. These statements are not guarantees of future performance and are based on our estimates and assumptions that are subject to risks and uncertainties which could cause our actual results to differ materially from the forward-looking statements contained in this MD&A. Those risks and uncertainties include risks associated with mortgage lending, competition for mortgage lending, real estate values, interest rate fluctuations, environmental matters and the general economic environment. For other risks and uncertainties, please refer to "Risks and uncertainties" above, and the "Risk Factors" section of our Annual Information Form for the year ended December 31, 2013 which is available at www.sedar.com. We caution that the foregoing list is not exhaustive, as other factors could adversely affect our results, performance or achievements. The reader is cautioned against undue reliance on any forward-looking statements.

Although the forward-looking information contained in this MD&A is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Except as required by applicable law, we undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Dividend Reinvestment Plan

A Dividend Reinvestment Plan (DRIP) is available to holders of our common shares. The DRIP allows participants to have their monthly cash dividends reinvested in additional common shares, at a discount of 2% from the market price. Shareholders who wish to enroll or who would like further information about the DRIP should contact their broker or our agent for the DRIP, Computershare Trust Company of Canada, at 1 (800) 564-6253 or www.computershare.com.

Employee share purchase plan

We have an employee share purchase plan under which participants may purchase our shares within certain limits, and the manager then matches 50% of their contribution. Thus, Atrium does not bear any of the cost of the ESPP, but issues shares from treasury upon receipt of the funds.

Environmental matters

Under various federal, provincial and municipal laws, an owner or operator of real property could become liable for the cost of removal or remediation of certain hazardous or toxic substances released on or in its properties or disposed of at other locations. We do not own any real property and thus would not attract environmental liability to which an owner would be exposed. In rare circumstances where a mortgage is in default, we may take possession of real property and may become liable for environmental issues as a mortgagee in possession. As part of the due diligence performed in respect of our mortgage loan investments, we obtain a Phase I environmental audit on the underlying real property provided as security for a mortgage, unless the manager has determined that a Phase I environmental audit is not necessary.

Responsibility of management and the board of directors

Management is responsible for the information disclosed in this MD&A, and has in place the appropriate information systems, procedures and controls to ensure that the information used internally by management and disclosed externally is materially complete and reliable. In addition, our audit committee and board of directors provide an oversight role with respect to our public financial disclosures, and have reviewed and approved this MD&A and the financial statements as at and for the quarter ended September 30, 2014.

Additional information

Additional information about Atrium, including our Annual Information Form for the year ended December 31, 2013, is available on SEDAR at www.sedar.com. You may also obtain further information about us from our website at www.atriummic.com.

BOARD OF DIRECTORS

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Atrium Mortgage Investment Corporation
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CEO and President
Atrium Mortgage Investment Corporation

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Carfinco Financial Group Inc.
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CEO and President

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CFO and Secretary

Michael Lovett
Managing Director – Ontario

Bram Rothman
Managing Director – Ontario

Phil Fiuza
Managing Director – Ontario, Residential

Daniel Stewart
Managing Director – Alberta and Saskatchewan

Marianne Dobslaw
Managing Director – British Columbia

TRANSFER AGENT

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1100 – 2 St. Clair Ave. E.
Toronto, ON M4T 2T5
T. (416) 964-7633

SHARE LISTING

Common shares,
TSX: AI

Convertible debentures 5.25%,
TSX: AI.DB

Convertible debentures 6.25%,
TSX: AI.DB.A

Convertible debentures 5.5%,
TSX: AI.DB.B

Atrium offers a dividend reinvestment plan (DRIP) so that shareholders may automatically reinvest their dividends in new shares of Atrium at a 2% discount from market price and with no commissions. This provides an easy way to realize the benefits of compound growth of their investment in Atrium. Shareholders can enroll in the DRIP program by contacting their investment advisor or Computershare.

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