

ATRIUM MORTGAGE  
INVESTMENT CORPORATION

CANADA'S PREMIER NON-BANK LENDER™

# THIRD QUARTER 2016

THREE MONTHS ENDED  
SEPTEMBER 30, 2016







**FOR IMMEDIATE RELEASE**

**ATRIUM MORTGAGE INVESTMENT CORPORATION  
ACHIEVES RECORD Q3 EARNINGS –  
11.9% INCREASE OVER PRIOR YEAR**

TORONTO: October 20, 2016 – Atrium Mortgage Investment Corporation (TSX: AI) today released its unaudited financial results for the three and nine month periods ended September 30, 2016.

**Highlights for the quarter**

- **Record earnings of \$6.8 million, up 11.9% from prior year**
- **Record \$0.72 basic earnings per share year-to-date**
- **\$0.25 earnings per share in third quarter**
- **Revenues of \$11.5 million, up 8.7% from prior year**
- **Portfolio of \$526 million, up 16.4% from prior year**
- **High quality mortgage portfolio**
  - **81% of portfolio in first mortgages**
  - **88% of portfolio is less than 75% loan to value; average loan-to-value is 64%**
  - **Exposure in Alberta reduced to 7.5% of portfolio, ahead of schedule**

Interested parties are invited to participate in a conference call with management on Wednesday, October 26, 2016 at 9:00 a.m. EDT. Please refer to the call-in information at the end of this news release.

**Results of operations**

Atrium achieved record results in the quarter, as its assets grew to \$523 million. For the three months ended September 30 2016, mortgage interest and fee revenue aggregated \$11.5 million, an increase of 8.7% from the prior year. For the nine months ended September 30, 2016, mortgage interest and fees revenue aggregated \$32.3 million, an increase of 8.8% from the prior year.

Net earnings for the three months ended September 30, 2016 were \$6.8 million, an increase of 11.9% from the prior year. Basic and diluted earnings per common share were \$0.25, for the three months ended September 30, 2016, compared with \$0.25 basic and \$0.24 diluted earnings per common share for the prior year. Net earnings for the nine months ended September 30, 2016 were \$19.4 million, an increase of 10.6% from the prior year. Basic and diluted earnings per common share were \$0.72 and \$0.71, respectively, for the nine months ended September 30, 2016, compared with \$0.71 basic and \$0.70 diluted earnings per common share for the comparable period in the previous year. Dividends paid to date aggregate \$0.645: any excess of earnings over dividends for the year will be paid in February 2017 to shareholders of record December 31, 2016.

The company had \$521 million of mortgages receivable as at September 30, 2016, an increase of 4.1% from the prior quarter and 16.4% from the prior year end. During the quarter, \$60 million of mortgages were advanced, and \$38 million of mortgages were repaid.

Atrium had previously indicated that it expected to reduce exposure in Alberta to 10% of its total mortgage portfolio by year-end; we are pleased that this objective has been achieved ahead of schedule. Atrium's exposure in Alberta has been reduced from 25 loans constituting 13.5% of the portfolio at December 31, 2015 to 13 loans and 7.5% of the portfolio at September 30, 2016.

In May, 2016, Atrium noted that it had three mortgage loans outstanding to Urbancorp and related parties of Urbancorp. Subsequent to September 30, 2016, all loans have been repaid in full.

The weighted average interest rate on the mortgage portfolio decreased slightly to 8.56% at September 30, 2016, compared with 8.66% at December 31, 2015 and 8.60% at June 30, 2016.

### Interim Consolidated Statements of Earnings and Comprehensive Income

*(Unaudited, 000s, except per share amounts)*

	<b>Three months ended</b>		<b>Nine months ended</b>	
	<b>September 30</b>		<b>September 30</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
Revenue	\$ 11,459	\$ 10,542	\$ 32,266	\$ 29,660
Mortgage servicing and management fees	(1,185)	(1,085)	(3,363)	(3,074)
Other expenses	(287)	(288)	(844)	(804)
Provision for mortgage losses	(350)	(600)	(969)	(1,212)
Income before financing costs	9,637	8,569	27,090	24,570
Financing costs	(2,832)	(2,488)	(7,730)	(7,067)
Earnings and total comprehensive income	<u>\$ 6,805</u>	<u>\$ 6,081</u>	<u>\$ 19,360</u>	<u>\$ 17,503</u>
Basic earnings per share	\$ 0.25	\$ 0.25	\$ 0.72	\$ 0.71
Diluted earnings per share	\$ 0.25	\$ 0.24	\$ 0.71	\$ 0.70
Dividends declared	\$ 5,809	\$ 5,163	\$ 17,384	\$ 15,452
Dividends declared per share	\$ 0.215	\$ 0.210	\$ 0.645	\$ 0.630
Mortgages receivable, end of period	\$ 521,405	\$ 459,033	\$ 521,405	\$ 459,033
Total assets, end of period	\$ 522,634	\$ 459,603	\$ 522,634	\$ 459,603
Shareholders' equity, end of period	\$ 279,499	\$ 252,566	\$ 279,499	\$ 252,566

### Analysis of mortgage portfolio

<b>Mortgage category</b>	<b>September 30, 2016</b>			<b>December 31, 2015</b>		
	<b>Number</b>	<b>Outstanding amount</b>	<b>% of Portfolio</b>	<b>Number</b>	<b>Outstanding amount</b>	<b>% of Portfolio</b>
(outstanding amounts in 000s)						
Low-rise residential	31	\$ 151,244	28.8%	23	\$ 110,034	24.3%
House and apartment	110	90,284	17.2%	110	84,755	18.8%
Construction	6	48,365	9.2%	9	44,701	9.9%
High-rise residential	7	46,608	8.9%	9	42,245	9.4%
Mid-rise residential	5	26,524	5.0%	7	14,662	3.2%
Condominium corporation	18	4,224	0.8%	18	4,111	0.9%
Residential portfolio	177	367,249	69.9%	176	300,508	66.5%
Commercial/mixed use	30	158,437	30.1%	31	151,083	33.5%
Mortgage portfolio	<u>207</u>	<u>525,686</u>	<u>100.0%</u>	<u>207</u>	<u>451,591</u>	<u>100.0%</u>

**September 30, 2016**

<b>Location of underlying property</b> (outstanding amounts in 000s)	<b>Number of mortgages</b>	<b>Outstanding amount</b>	<b>Percentage outstanding</b>	<b>Weighted average loan to value</b>	<b>Weighted average interest rate</b>
Greater Toronto Area	161	\$ 358,630	68.2%	64.9%	8.51%
Non-GTA Ontario	20	13,933	2.6%	66.0%	9.00%
Saskatchewan	1	11,810	2.3%	97.0%	8.50%
Alberta	13	39,297	7.5%	63.0%	9.28%
British Columbia	<u>12</u>	<u>102,016</u>	<u>19.4%</u>	<u>56.4%</u>	<u>8.45%</u>
	<u>207</u>	<u>\$ 525,686</u>	<u>100.0%</u>	<u>63.9%</u>	<u>8.56%</u>

**December 31, 2015**

<b>Location of underlying property</b> (outstanding amounts in 000s)	<b>Number of mortgages</b>	<b>Outstanding amount</b>	<b>Percentage outstanding</b>	<b>Weighted average loan to value</b>	<b>Weighted average interest rate</b>
Greater Toronto Area	152	\$ 292,547	64.8%	66.1%	8.61%
Non-GTA Ontario	15	11,436	2.5%	67.3%	8.99%
Saskatchewan	1	10,822	2.4%	71.1%	8.50%
Alberta	25	61,078	13.5%	59.7%	8.68%
British Columbia	<u>14</u>	<u>75,708</u>	<u>16.8%</u>	<u>62.6%</u>	<u>8.83%</u>
	<u>207</u>	<u>\$ 451,591</u>	<u>100.0%</u>	<u>64.7%</u>	<u>8.66%</u>

For further information on the financial results, and analysis of the company's mortgage portfolio in addition to that set out above, please refer to Atrium's unaudited interim financial statements and its management's discussion and analysis for the three and nine month periods ended September 30, 2016, available on SEDAR at [www.sedar.com](http://www.sedar.com), and on the company's website at [www.atriummic.com](http://www.atriummic.com).

**Conference call**

Interested parties are invited to participate in a conference call with management on Wednesday, October 26, 2016 at 9:00 a.m. EDT to discuss the results. To participate or listen to the conference call live, please call 1 (888) 241-0551 or (647) 427-3415. For a replay of the conference call (available until November 2, 2016) please call 1 (855) 859-2056, Conference ID 95334979.

**About Atrium**

***Canada's Premier Non-Bank Lender™***

Atrium is a non-bank provider of residential and commercial mortgages that lends in major urban centres in Canada where the stability and liquidity of real estate are high. Atrium's objectives are to provide its shareholders with stable and secure dividends and preserve shareholders' equity by lending within conservative risk parameters.

Atrium is a Mortgage Investment Corporation (MIC) as defined in the Canada *Income Tax Act*, so is not taxed on income provided that its taxable income is paid to its shareholders in the form of dividends within 90 days after December 31 each year. Such dividends are generally treated by shareholders as interest income, so that each shareholder is in the same position as if the mortgage investments made by the company had been made directly by the shareholder.

For further information about Atrium, please refer to regulatory filings available at [www.sedar.com](http://www.sedar.com) or investor information on Atrium's website at [www.atriummic.com](http://www.atriummic.com).

**For additional information, please contact**

Robert G. Goodall  
President and Chief Executive Officer

Jeffrey D. Sherman  
Chief Financial Officer

(416) 867-1053  
[info@atriummic.com](mailto:info@atriummic.com)  
[www.atriummic.com](http://www.atriummic.com)

ATRIUM MORTGAGE  
INVESTMENT CORPORATION

CANADA'S PREMIER NON-BANK LENDER™

# MD&A

MANAGEMENT'S DISCUSSION  
AND ANALYSIS

THIRD QUARTER  
SEPTEMBER 30, 2016







## Management's Discussion and Analysis

September 30, 2016

### Our business

Atrium is a mortgage lender filling the lending gap caused by the limited number of financial institutions operating in Canada. We lend in major urban centres and where the stability and liquidity of real estate is high. Our loan portfolio is of high quality but we are able to charge higher rates than the banks because we offer flexibility, creativity and excellent service. Our mortgages are secured by all types of residential, multi-residential and commercial real property located in Canada, and must all be in strict compliance with our investment policies. Atrium has a 15-year track record of success and consistently achieving its strategic objectives: namely, to grow in a controlled manner by diversifying geographically, and focusing on real estate sectors with the lowest risk profiles.

Our investment objectives are to preserve our shareholders' equity and provide our shareholders with stable and secure dividends from our investments in mortgage loans within the criteria permitted 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.

Information herein is current as of October 20, 2016.

### Highlights

Atrium continues to demonstrate strength and stability. For the three months ended September 30, 2016, we had record revenues of \$11.5 million, up 8.7% from the prior year. Earnings were a record \$6.8 million, or \$0.25 basic per share, compared with \$6.1 million, or \$0.25 basic per share a year earlier.

We declared a regular dividend of \$0.0717 per share for each month in the year to date, a total of \$0.645 per share and a rate of \$0.86 per year. As usual, we expect to pay a special dividend after the year-end to distribute the excess of what we earn over what we pay out through the regular monthly dividend, which aggregates \$0.07 per share for the year-to-date.

We had \$521 million of mortgages receivable as at September 30, 2016, an increase of 4.1% from the prior quarter and an increase of 16.4% from December 31, 2015. During the quarter, \$60 million of mortgages were advanced, and \$38 million of mortgages were repaid. Our focus continues to be on lending in the major metropolitan areas of Ontario and British Columbia. We previously indicated that we expected to reduce our exposure to Alberta to 10% by year-end, but this has already been achieved – and surpassed – by September 30, 2016. Our exposure to Alberta has been reduced from 25 loans constituting 13.5% of the portfolio at December 31, 2015 to 13 loans and 7.5% of the portfolio at September 30, 2016.

During the quarter –

Dividends  
\$0.215 per share

Earned  
\$0.25 basic per share

Strong, high quality  
mortgage portfolio

81%  
first mortgages

88%  
less than 75%  
loan-to-value

Mortgages receivable  
\$521 million,  
up 16%  
since year-end

Alberta exposure  
reduced to under 7.5%

We focus on  
first mortgages  
with high liquidity  
and low  
loan-to-value  
ratios

## Investment portfolio

Our mortgage portfolio consisted of 207 mortgage loans and aggregated \$525.7 million at September 30, 2016, an increase of 16.4% from December 31, 2015.

<b>Mortgage category</b> (outstanding amounts in 000s)	<b>September 30, 2016</b>			<b>December 31, 2015</b>		
	<b>Number</b>	<b>Outstanding amount</b>	<b>% of Portfolio</b>	<b>Number</b>	<b>Outstanding amount</b>	<b>% of Portfolio</b>
Low-rise residential	31	\$ 151,244	28.8%	23	\$ 110,034	24.3%
House and apartment	110	90,284	17.2%	110	84,755	18.8%
Construction	6	48,365	9.2%	9	44,701	9.9%
High-rise residential	7	46,608	8.9%	9	42,245	9.4%
Mid-rise residential	5	26,524	5.0%	7	14,662	3.2%
Condominium corporation	18	4,224	0.8%	18	4,111	0.9%
Residential portfolio	177	367,249	69.9%	176	300,508	66.5%
Commercial/mixed use	30	158,437	30.1%	31	151,083	33.5%
Mortgage portfolio	<u>207</u>	<u>525,686</u>	<u>100.0%</u>	<u>207</u>	<u>451,591</u>	<u>100.0%</u>
Accrued interest receivable		2,076			1,960	
Mortgage discount		(384)			(440)	
Mortgage origination fees		(723)			(712)	
Provision for mortgage losses		(5,250)			(4,300)	
Mortgages receivable		<u>\$ 521,405</u>			<u>\$ 448,099</u>	

A summary of our mortgages by size is presented below.

<b>Mortgage amount</b> (outstanding amounts in 000s)	<b>September 30, 2016</b>			<b>December 31, 2015</b>		
	<b>Number</b>	<b>Outstanding amount</b>	<b>% of Portfolio</b>	<b>Number</b>	<b>Outstanding amount</b>	<b>% of Portfolio</b>
\$0 - \$2,500,000	153	\$ 122,558	23.3%	154	\$ 118,170	26.2%
\$2,500,001 - \$5,000,000	27	99,392	18.9%	28	99,800	22.1%
\$5,000,001 - \$7,500,000	7	43,881	8.4%	13	83,259	18.4%
\$7,500,001 - \$10,000,000	9	78,906	15.0%	4	32,538	7.2%
\$10,000,001 +	11	180,949	34.4%	8	117,824	26.1%
	<u>207</u>	<u>\$ 525,686</u>	<u>100.0%</u>	<u>207</u>	<u>\$ 451,591</u>	<u>100.0%</u>

As of September 30, 2016, the average outstanding mortgage balance was \$2.5 million (December 31, 2015 – \$2.2 million), and the median outstanding mortgage balance was \$1.0 million (December 31, 2015 – \$1.0 million).

The tables below show our mortgage portfolio by location of the underlying property and type of mortgage. The weighted average interest rates shown exclude the lender fees paid by the borrower, which reflect the yield to Atrium including any mortgage discount or premium.

We are continuing to reduce our exposure in Alberta – from 25 loans constituting 13.5% of the portfolio at December 31, 2015 to 13 loans and 7.5% of the portfolio at September 30, 2016. 97% of the remaining Alberta loans are first mortgages. In that market our exposure is further mitigated by not lending to office, high-rise condominiums or to hotels.

<b>Location of underlying property</b> (outstanding amounts in 000s)	<b>September 30, 2016</b>				
	<b>Number of mortgages</b>	<b>Outstanding amount</b>	<b>Percentage outstanding</b>	<b>Weighted average loan to value</b>	<b>Weighted average interest rate</b>
Greater Toronto Area	161	\$ 358,630	68.2%	64.9%	8.51%
Non-GTA Ontario	20	13,933	2.6%	66.0%	9.00%
Saskatchewan	1	11,810	2.3%	97.0%	8.50%
Alberta	13	39,297	7.5%	63.0%	9.28%
British Columbia	12	102,016	19.4%	56.4%	8.45%
	<u>207</u>	<u>\$ 525,686</u>	<u>100.0%</u>	<u>63.9%</u>	<u>8.56%</u>

<b>December 31, 2015</b>					
<u>Location of underlying property</u>	<u>Number of mortgages</u>	<u>Outstanding amount</u>	<u>Percentage outstanding</u>	<u>Weighted average loan to value</u>	<u>Weighted average interest rate</u>
(outstanding amounts in 000s)					
Greater Toronto Area	152	\$ 292,547	64.8%	66.1%	8.61%
Non-GTA Ontario	15	11,436	2.5%	67.3%	8.99%
Saskatchewan	1	10,822	2.4%	71.1%	8.50%
Alberta	25	61,078	13.5%	59.7%	8.68%
British Columbia	14	75,708	16.8%	62.6%	8.83%
	<u>207</u>	<u>\$ 451,591</u>	<u>100.0%</u>	<u>64.7%</u>	<u>8.66%</u>

We have an exceptionally high proportion of our portfolio invested in first mortgages (81.3%), which is one of our core strategies.

At September 30, 2016, the weighted average loan-to-value ratio in our mortgage portfolio was 63.9%, with 88.5% of the portfolio below 75% loan-to-value. (At December 31, 2015, the weighted average loan-to-value ratio in our mortgage portfolio was 64.7%, with 96.2% of the portfolio below 75% loan-to-value.)

<b>September 30, 2016</b>				
<u>Type of mortgage</u>	<u>Number of mortgages</u>	<u>Outstanding amount</u>	<u>Percentage outstanding</u>	<u>Weighted average interest rate</u>
(outstanding amounts in 000s)				
First mortgages				
Conventional	144	\$ 387,382	73.7%	8.24%
Non-Conventional	10	36,058	6.8%	9.05%
Other	18	4,224	0.8%	7.41%
	<u>172</u>	<u>427,664</u>	<u>81.3%</u>	<u>8.30%</u>
Second and third mortgages				
Conventional	28	73,432	14.0%	9.37%
Non-conventional	7	24,590	4.7%	10.81%
	35	98,022	18.7%	9.73%
	<u>207</u>	<u>\$ 525,686</u>	<u>100.0%</u>	<u>8.56%</u>

<b>December 31, 2015</b>				
<u>Type of mortgage</u>	<u>Number of mortgages</u>	<u>Outstanding amount</u>	<u>Percentage outstanding</u>	<u>Weighted average interest rate</u>
(outstanding amounts in 000s)				
First mortgages				
Conventional	143	\$ 340,759	75.4%	8.34%
Non-Conventional	3	6,789	1.5%	9.68%
Other	18	4,111	0.9%	7.41%
	<u>164</u>	<u>351,659</u>	<u>77.8%</u>	<u>8.35%</u>
Second and third mortgages				
Conventional	33	89,619	19.9%	9.55%
Non-conventional	10	10,313	2.3%	11.35%
	43	99,932	22.2%	9.74%
	<u>207</u>	<u>\$ 451,591</u>	<u>100.0%</u>	<u>8.66%</u>

Conventional mortgages are those with a loan-to-value of less than or equal to 75%, which is the industry standard for determining that a mortgage is conventional. Non-conventional mortgages are those with a loan-to-value in excess of 75%.

The weighted average term remaining for our mortgage portfolio at September 30, 2016 is 12.2 months (December 31, 2015 – 11.1 months).

## Our business

We are a mortgage lender filling 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 is at the highest level. 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 \$20 million. The largest single mortgage in our mortgage portfolio as at September 30, 2016 was \$24.5 million (December 31, 2015 – \$20.4 million). For loan amounts in excess of \$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, 2016, the weighted average loan-to-value ratio of the mortgage portfolio remained conservative at 63.9%, compared to 64.7% at December 31, 2015.

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

- We may invest only in residential mortgages, commercial mortgages, commercial mortgage backed securities and certain related investments.
- All investments must be mortgages on the security of real property situated within Canada, loans to condominium corporations, or certain permitted interim investments.
- Commercial mortgages may not constitute more than 50% of our total assets at any time.
- The term of the mortgage may generally be no greater than ten years.
- No single borrower may account for more than 15% of our total assets.
- All mortgages are supported by external appraisals by a qualified appraiser. All mortgages, except mortgages secured by one to six residential units, are also supported by environmental audits.
- The maximum initial loan-to-value ratio of an individual mortgage is 85% including any prior ranking encumbrances, and the weighted average loan-to-value ratio of our mortgage portfolio at the time of underwriting each loan may not exceed 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.
- A mortgage 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; and (iii) of \$1,000,000 or less requires approval of any one member of the board. 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. 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 properties and store-front retail properties, commercial properties, residential and commercial land development sites and construction projects. We also provide 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, 2015, which is available at [www.sedar.com](http://www.sedar.com).

## Results of Operations

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

### Financial summary

	Three months ended		Nine months ended	
	September 30		September 30	
	2016	2015	2016	2015
Revenue	\$ 11,459	\$ 10,542	\$ 32,266	\$ 29,660
Mortgage servicing and management fees	(1,185)	(1,085)	(3,363)	(3,074)
Other expenses	(287)	(288)	(844)	(804)
Provision for mortgage losses	<u>(350)</u>	<u>(600)</u>	<u>(969)</u>	<u>(1,212)</u>
Income before financing costs	9,637	8,569	27,090	24,570
Financing costs	<u>(2,832)</u>	<u>(2,488)</u>	<u>(7,730)</u>	<u>(7,067)</u>
Earnings and total comprehensive income	<u>\$ 6,805</u>	<u>\$ 6,081</u>	<u>\$ 19,360</u>	<u>\$ 17,503</u>
Basic earnings per share	\$ 0.25	\$ 0.25	\$ 0.72	\$ 0.71
Diluted earnings per share	\$ 0.25	\$ 0.24	\$ 0.71	\$ 0.70
Dividends declared	\$ 5,809	\$ 5,163	\$ 17,384	\$ 15,452
Dividends declared per share	\$ 0.215	\$ 0.210	\$ 0.645	\$ 0.630
Mortgages receivable, end of period	\$ 521,405	\$ 459,033	\$ 521,405	\$ 459,033
Total assets, end of period	\$ 522,634	\$ 459,603	\$ 522,634	\$ 459,603
Shareholders' equity, end of period	\$ 279,499	\$ 252,566	\$ 279,499	\$ 252,566

**Summary of quarterly results (unaudited)**

	<u>Q3 2016</u>	<u>Q2 2016</u>	<u>Q1 2016</u>	<u>Q4 2015</u>	<u>Q3 2015</u>	<u>Q2 2015</u>	<u>Q1 2015</u>	<u>Q4 2014</u>
Revenue	11,459	10,691	10,116	\$ 10,546	\$ 10,542	\$ 9,626	\$ 9,492	\$ 9,919
Mortgage servicing and management fees	(1,185)	(1,112)	(1,066)	(1,099)	(1,085)	(1,005)	(984)	(1,094)
Other expenses	(287)	(286)	(271)	(383)	(288)	(245)	(271)	(334)
Provision for mortgage losses	<u>(350)</u>	<u>(319)</u>	<u>(300)</u>	<u>(700)</u>	<u>(600)</u>	<u>(250)</u>	<u>(362)</u>	<u>(737)</u>
Income before financing costs	9,637	8,974	8,479	8,364	8,569	8,126	7,875	7,754
Financing costs	<u>(2,832)</u>	<u>(2,541)</u>	<u>(2,357)</u>	<u>(2,530)</u>	<u>(2,488)</u>	<u>(2,306)</u>	<u>(2,273)</u>	<u>(2,364)</u>
Earnings and comprehensive income	<u>\$ 6,805</u>	<u>\$ 6,433</u>	<u>\$ 6,122</u>	<u>\$ 5,834</u>	<u>\$ 6,081</u>	<u>\$ 5,820</u>	<u>\$ 5,602</u>	<u>\$ 5,390</u>
Basic earnings per share	\$ 0.25	\$ 0.24	\$ 0.23	\$ 0.23	\$ 0.25	\$ 0.24	\$ 0.23	\$ 0.22
Diluted earnings per share	\$ 0.25	\$ 0.24	\$ 0.23	\$ 0.23	\$ 0.24	\$ 0.24	\$ 0.23	\$ 0.22
Dividends declared	\$ 5,809	\$ 5,794	\$ 5,781	\$ 7,894	\$ 5,163	\$ 5,151	\$ 5,138	\$ 6,714

**Results of operations – three months ended September 30, 2016**

For the three months ended September 30, 2016, mortgage interest and fees revenue aggregated \$11,459, compared to \$10,542 in the comparative period, an increase of 8.7%, as a result of growth of our mortgage portfolio. The weighted average interest rate on our mortgage portfolio was 8.56% at September 30, 2016, compared with 8.66% at the previous year end, December 31, 2015 and 8.77% at September 30, 2015.

Operating expenses, excluding the provision for mortgage losses, for the three months ended September 30, 2016 were \$1,472, compared to \$1,373 in the comparative period, an increase of 7.2%, due to the growth of the mortgage portfolio.

The provision for mortgage losses was \$350 in the quarter to bring the total reserve to \$5,250, or approximately 1% of the mortgage portfolio. Mortgage servicing and other fees paid to the manager (that is, the management fee plus HST) aggregated \$1,185 for the three months ended September 30, 2016, compared with \$1,085 in the prior year period. Financing costs for the three months ended September 30, 2016 were \$2,832, compared to \$2,488 in the same period of 2015, an increase of 13.8%. This increase is due to the increased use of our bank line of credit compared to the comparable period as we increased our balance sheet leverage, which was 46% at September 30, 2016 (December 31, 2015 – 37%).

Net earnings for the three months ended September 30, 2016 were \$6,805, an increase of 11.9% from net earnings of \$6,081 for the same period in the prior year. Basic and diluted earnings per common share was \$0.25 for the three months ended September 30, 2016, compared with \$0.25 and \$0.24, respectively, for the comparable period in the previous year.

During the three months ended September 30, 2016, we funded mortgages aggregating \$59,568. Of those advances, \$55,228 were first mortgages, representing 93% of the total loans funded. British Columbia advances were \$27,196, \$1,567 were on properties in Alberta, \$4,078 were non-GTA Ontario, \$84 were on properties in Saskatchewan and the remaining \$26,643 were for mortgages on properties located in the Greater Toronto Area. There were \$37,688 of repayments during the period. The total portfolio increased from \$504,985 to \$525,686 during the three month period.

**Results of operations – Nine months ended September 30, 2016**

For the nine months ended September 30, 2016, mortgage interest and fees revenue aggregated \$32,266, compared to \$29,660 in the comparative period, an increase of 8.8%. The weighted average interest rate on our mortgage portfolio was 8.56% at September 30, 2016, compared with 8.66% at the previous year end, December 31, 2015 and 8.77% at September 30, 2015.

Operating expenses, excluding the provision for mortgage losses, for the nine months ended September 30, 2016 were \$4,207 compared to \$3,878 in the comparative period, an increase of 8.5%, due to the increase in the mortgage portfolio.

The provision for mortgage losses was \$969 in the nine months ended September 30, 2016, to bring the total reserve to \$5,250. Mortgage servicing and other fees paid to the manager (that is, the management fee plus HST) aggregated \$3,363 for the nine months ended September 30, 2016, compared with \$3,074 in the prior year period. Financing costs for the nine months ended September 30, 2016 were \$7,730, compared to \$7,067 in the same period of 2015, an increase of 9.4%. This increase is due to the increased use of our bank line of credit compared to the comparable period as we increased our balance sheet leverage, which was 46% at September 30, 2016 (December 31, 2015 – 37%).

Net earnings for the nine months ended September 30, 2016 were \$19,360, an increase of 10.6% from net earnings of \$17,503 for the same period in the prior year. Earnings per common share were \$0.72 basic and \$0.71 diluted, for the nine months ended September 30, 2016, compared with \$0.71 basic and \$0.70 diluted earnings per common share for the comparable period in the previous year.

During the nine months ended September 30, 2016, we funded mortgages aggregating \$230,406. Of these advances, \$177,540 were first mortgages, representing 77% of the total loans funded. British Columbia advances were \$52,091, \$6,152 were on properties in Alberta, \$9,020 were non-GTA Ontario, \$1,251 were on properties in Saskatchewan and the remaining \$161,892 were made in the Greater Toronto Area. There were \$155,132 of repayments during the period. The total portfolio increased from \$451,591 to \$525,686 during the period.

## Liquidity and capital resources

At September 30, 2016, we had bank indebtedness and operating line outstanding of \$139,300. The credit facility of \$160 million is provided by a syndicate of three major chartered banks, drawn through a combination of bankers' acceptances and bank loans to minimize our borrowing costs. We are in compliance with the covenants in the credit facility as at September 30, 2016, and we expect to remain in compliance with such covenants going forward. We also have three series of convertible debentures outstanding, with a total book value of \$100,859 at September 30, 2016, and a face value (and maturity value) of \$104,516.

Growth in our mortgage portfolio has historically been financed by the issuance of common shares, of convertible debt, and through the operating credit facility. We expect to be able to generate sufficient funds for future growth in net mortgage loan investments by utilizing those three sources of funds.

Investing activities during the nine months ended September 30, 2016 consisted of advances on new mortgage loan investments of \$216,583, less repayments received of \$146,757, for net cash to new mortgage loan investments of \$69,926.

Cash provided by financing activities during the nine months ended September 30, 2016 consisted primarily of net advances of our bank line as a result of net funding of mortgages receivable. Draws less repayments under our operating facility provided cash of \$72,225.

## Changes in financial position

Bank indebtedness, bankers' acceptances and bank loans payable (all under our operating credit facility) increased to \$138,973 at September 30, 2016, from \$66,566 at December 31, 2015, reflecting our objective of using a prudent amount of leverage to improve shareholder returns. As at September 30, 2016, total debt (consisting of bank debt, operating line and convertible debentures) was 46.0% of total assets.

Accounts payable and accrued charges were \$524 at September 30, 2016 compared to \$677 at December 31, 2015. Dividends payable were \$1,938 at September 30, 2016 down from \$4,294 at December 31, 2015. The decrease was primarily due to the payment of the regular and special dividend from 2015 that was payable as at December 31, 2015.

Share capital increased slightly to \$275,053 at September 30, 2016 from \$272,698 at December 31, 2015 due to our dividend reinvestment plan and the employee share purchase plan.

## Contractual obligations

Contractual obligations due at September 30, 2016 were as follows:

<b>Obligations at September 30, 2016</b>	<b><u>Total</u></b>	<b><u>Within 1 year</u></b>	<b><u>Over 1 year to 3 years</u></b>	<b><u>Over 3 years to 5 years</u></b>	<b><u>More than 5 years</u></b>
Bank indebtedness	\$ 150	\$ –	\$ 150	\$ –	\$ –
Operating line	139,150	–	139,150	–	–
Accounts payable and accrued liabilities	524	524	–	–	–
Accrued convertible debentures interest	427	427	–	–	–
Dividends payable	1,938	1,938	–	–	–
Due to related party	414	414	–	–	–
Convertible debentures	<u>104,516</u>	<u>–</u>	<u>31,766</u>	<u>72,750</u>	<u>–</u>
Total	<u>\$ 247,119</u>	<u>\$ 3,303</u>	<u>\$ 171,066</u>	<u>\$ 72,750</u>	<u>\$ –</u>

We have commitments to advance additional funds under existing mortgages of \$54,996 and for new mortgages of \$4,170 at September 30, 2016 (December 31, 2015 – \$71,856 and \$300 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, 2016, we had \$3,404 (December 31, 2015 – \$2,616) of letters of credit (LCs) outstanding which were issued under our operating credit facility. The maximum available by way of LCs under our operating credit facility is \$10,000, and those drawn reduce that maximum. 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.

## 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 \$3,363 for the nine months ended September 30, 2016 (nine months ended September 30, 2015 – \$3,074). Mr. Robert G. Goodall is a director and part of the key management personnel of the manager, 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.

## Critical accounting estimates and policies

Our interim consolidated financial statements for the three and nine month periods ended September 30, 2016 have been prepared in accordance with International Financial Reporting Standards (IFRS) and follow International Accounting Standard 34 *Interim Financial Reporting* (IAS 34) issued by the International Accounting Standards Board (IASB). These interim consolidated financial statements should be read in conjunction with our audited financial statements for the year ended December 31, 2015. Accounting policies have been consistently applied in preparation of these interim consolidated financial statements.

The preparation of interim consolidated financial statements in accordance with IFRS requires us to make estimates, assumptions and judgements. The most subjective of these are the valuation of mortgages receivable including the provision for mortgage losses, as well as the measurement of the liability and equity components of our convertible debentures. We believe that our 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 our 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. 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 provision for mortgage losses is 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 residential 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 provision 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 a counterparty specific 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. For the purpose of determining the group of mortgages with similar credit risk characteristic, mortgages are grouped by the location of the underlying property and by other risk characteristics.

*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 to our 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* (published by COSO, 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, 2016. Based on this evaluation, they concluded that the designs of the DC&P and ICFR were effective as of that date. 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 the 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 its objectives are met. Because of the inherent limitations in any control system, no evaluation of control can provide absolute assurance that all control weaknesses including, for example, any instances of fraud, have been detected. Inherent limitations include: (i) that management's assumptions and judgements could ultimately prove to be incorrect as conditions and circumstances vary; (ii) the impact of any undetected errors; and (iii) controls may be circumvented through the unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any system of control is also based upon assumptions as to the likelihood of future events and there is no assurance that any design will succeed in achieving its goals under future conditions.

## **Outstanding share data**

Our authorized capital consists of an unlimited number of common shares, of which 27,042,842 were issued and outstanding at September 30, 2016, and 27,062,554 were issued and outstanding as at the date hereof. In addition, as at the date hereof, 2,407,408, 2,391,054 and 2,747,440 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 an employee share purchase plan, a deferred share incentive plan and a dividend reinvestment plan pursuant to which common shares are issued from time to time.

## **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.

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.

Please also refer to "Forward-looking information," below, and the "Risk Factors" section of our Annual Information Form for the year ended December 31, 2015 which is incorporated herein by reference and is available at [www.sedar.com](http://www.sedar.com) and at [www.atriummic.com](http://www.atriummic.com).

## Forward-looking information

From time to time in our public communications, including quarterly MD&As, we provide forward-looking statements. Such statements are disclosures regarding possible events, conditions, results of operations or changes in financial position that are based upon assumptions and expectations. These are not based upon historical facts but are with respect to management's beliefs, estimates, and intentions. 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, possible mortgage losses, and mortgage portfolio growth are based upon assumptions regarding performance of the economy in general and real estate markets in particular. Forward-looking statements generally assume that our 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, 2015 which is available at [www.sedar.com](http://www.sedar.com) and at [www.atriummic.com](http://www.atriummic.com). That 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. We will not publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, unless required to do so by law.

## 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 annual financial statements.

## 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](http://www.computershare.com).

## Additional information

Additional information about Atrium, including our Annual Information Form for the year ended December 31, 2015, is available on SEDAR at [www.sedar.com](http://www.sedar.com). You may also obtain further information about us from our website at [www.atriummic.com](http://www.atriummic.com), by telephone at (416) 607-4200, or by email at [info@atriummic.com](mailto:info@atriummic.com).



ATRIUM MORTGAGE  
INVESTMENT CORPORATION

CANADA'S PREMIER NON-BANK LENDER™

# INTERIM CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

THIRD QUARTER  
SEPTEMBER 30, 2016





**INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**(UNAUDITED)**

<b>(in thousands of Canadian dollars)</b>	<b>Notes</b>	<b>September 30</b> <b><u>2016</u></b>	<b>December 31</b> <b><u>2015</u></b>
<b>Assets</b>			
Mortgages receivable	5	\$ 521,405	\$ 448,099
Foreclosed properties	6	1,179	–
Prepaid expenses		<u>50</u>	<u>54</u>
		<u>\$ 522,634</u>	<u>\$ 448,153</u>
<b>Liabilities</b>			
Bank indebtedness	7	\$ 150	\$ 29
Operating line	7	138,823	66,537
Accounts payable and accrued liabilities		524	677
Accrued convertible debenture interest		427	1,050
Dividends payable		1,938	4,294
Due to related party	8	414	402
Convertible debentures	9	<u>100,859</u>	<u>100,180</u>
		<u>243,135</u>	<u>173,169</u>
<b>Shareholders' equity</b>			
Share capital		275,053	272,698
Contributed surplus and other equity		1,154	970
Equity component of convertible debentures		1,062	1,062
Retained earnings		<u>2,230</u>	<u>254</u>
		<u>279,499</u>	<u>274,984</u>
		<u>\$ 522,634</u>	<u>\$ 448,153</u>

*Commitments* 7, 13

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

Approved on behalf of the board of directors:

“Robert Goodall”  
Robert Goodall, Director

“Mark Silver”  
Mark Silver, Director

**INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY****(UNAUDITED)****(in thousands of Canadian dollars, except for number of common shares)**

	Notes	Common shares		Contributed surplus and other equity	Equity component of convertible debentures	Retained earnings	Total
		Number	Amount				
Balance, December 31, 2014		24,428,965	\$ 245,794	\$ 1,085	\$ 1,062	\$ 263	\$ 248,204
Shares issued under dividend reinvestment plan	10	166,853	1,970	–	–	–	1,970
Shares issued under employee share purchase plan	10	8,440	101	–	–	–	101
Share-based payments	11	–	–	240	–	–	240
Earnings and comprehensive income		–	–	–	–	17,503	17,503
Dividends declared		–	–	–	–	(15,452)	(15,452)
Balance, September 30, 2015		24,604,258	247,865	1,325	1,062	2,314	252,566
Shares issued by prospectus November 19, 2015		2,137,000	25,003	–	–	–	25,003
Shares issued under dividend reinvestment plan	10	49,834	562	–	–	–	562
Shares issued under employee share purchase plan	10	3,138	36	–	–	–	36
Shares issued under deferred share incentive plan	11	40,344	440	(440)	–	–	–
Issue costs		–	(1,208)	–	–	–	(1,208)
Share-based payments	11	–	–	85	–	–	85
Earnings and comprehensive income		–	–	–	–	5,834	5,834
Dividends declared		–	–	–	–	(7,894)	(7,894)
Balance, December 31, 2015		26,834,574	272,698	970	1,062	254	274,984
Shares issued under dividend reinvestment plan	10	189,554	2,154	–	–	–	2,154
Shares issued under employee share purchase plan	10	9,153	108	–	–	–	108
Shares issued under deferred share incentive plan	11	6,930	97	(97)	–	–	–
Shares converted	9	2,631	35	–	–	–	35
Issue costs		–	(39)	–	–	–	(39)
Share-based payments	11	–	–	281	–	–	281
Earnings and comprehensive income		–	–	–	–	19,360	19,360
Dividends declared		–	–	–	–	(17,384)	(17,384)
Balance, September 30, 2016		<u>27,042,842</u>	<u>\$ 275,053</u>	<u>\$ 1,154</u>	<u>\$ 1,062</u>	<u>\$ 2,230</u>	<u>\$ 279,499</u>

Dividends amounted to \$0.65 per share for the nine months ended September 30, 2016 (nine months ended September 30, 2015 – \$0.63, year ended December 31, 2015 – \$0.93)

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



**INTERIM CONSOLIDATED STATEMENTS OF EARNINGS  
AND COMPREHENSIVE INCOME  
(UNAUDITED)**

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

		<b>Three months ended</b>		<b>Nine months ended</b>	
		<b>September 30</b>		<b>September 30</b>	
	<b>Notes</b>	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
<b>Revenues</b>					
Mortgage interest and fees		\$ 11,459	\$ 10,542	\$ 32,266	\$ 29,660
<b>Operating expenses</b>					
Mortgage servicing and management fees	8	1,185	1,085	3,363	3,074
Transfer agent, regulatory fees and investor relations		42	92	162	218
Share-based payments	8, 11	115	76	281	240
Professional fees		46	34	123	97
Directors' expense	8	47	48	169	137
Administration and general		37	38	109	112
Provision for mortgage losses	5	350	600	969	1,212
		<u>1,822</u>	<u>1,973</u>	<u>5,176</u>	<u>5,090</u>
Income before financing costs		<u>9,637</u>	<u>8,569</u>	<u>27,090</u>	<u>24,570</u>
<b>Financing costs</b>					
Interest on convertible debentures		1,732	1,698	5,172	5,154
Interest and other bank charges		<u>1,100</u>	<u>790</u>	<u>2,558</u>	<u>1,913</u>
		<u>2,832</u>	<u>2,488</u>	<u>7,730</u>	<u>7,067</u>
Earnings and comprehensive income for the period		<u>\$ 6,805</u>	<u>\$ 6,081</u>	<u>\$ 19,360</u>	<u>\$ 17,503</u>
<b>Earnings per common share</b>					
Basic	12	<u>\$ 0.25</u>	<u>\$ 0.25</u>	<u>\$ 0.72</u>	<u>\$ 0.71</u>
Diluted	12	<u>\$ 0.25</u>	<u>\$ 0.24</u>	<u>\$ 0.71</u>	<u>\$ 0.70</u>

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

**INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS****(UNAUDITED)**

<b>(in thousands of Canadian dollars)</b>	<b>Three months ended</b>		<b>Nine months ended</b>	
	<b>September 30</b>		<b>September 30</b>	
	<b>2015</b>		<b>2015</b>	
	<b>2016</b>	<b>(Note 15)</b>	<b>2016</b>	<b>(Note 15)</b>
<b>Cash provided by (used in):</b>				
<b>Operating activities</b>				
Earnings and comprehensive income for the period	\$ 6,805	\$ 6,081	\$ 19,360	\$ 17,503
Adjustments to determine net cash flows				
from (used in) operating activities –				
Share-based payments	115	76	281	240
Mortgage interest and fees earned	(11,459)	(10,542)	(32,266)	(29,660)
Mortgage interest and fees received	9,241	9,542	26,026	26,350
Interest on convertible debentures expensed	1,732	1,698	5,172	5,154
Interest and other bank charges expensed	1,100	790	2,558	1,913
Provision for mortgage losses	350	600	969	1,212
	<u>7,884</u>	<u>8,245</u>	<u>22,100</u>	<u>22,712</u>
Changes in operating assets and liabilities –				
Cash held in trust	–	5,500	–	–
Prepaid expenses	21	3	4	(66)
Accounts payable and accrued liabilities	73	(15)	(135)	(277)
Additions to mortgage discount	15	40	15	133
Additions to mortgage origination fees	132	140	597	943
	<u>241</u>	<u>5,668</u>	<u>481</u>	<u>733</u>
Cash provided by operating activities	<u>8,125</u>	<u>13,913</u>	<u>22,581</u>	<u>23,445</u>
<b>Investing activities</b>				
Advances of mortgages receivable	(54,915)	(58,859)	(216,583)	(215,845)
Repayment of mortgages receivable	35,026	37,085	146,757	190,591
Cash used in investing activities	<u>(19,889)</u>	<u>(21,774)</u>	<u>(69,826)</u>	<u>(25,254)</u>
<b>Financing activities</b>				
Increase in bank indebtedness	42	296	121	53
Operating line advanced	88,100	92,550	285,030	431,315
Operating line repaid	(68,050)	(77,425)	(212,805)	(407,275)
Interest on convertible debentures paid	(2,116)	(2,084)	(5,081)	(5,112)
Interest and other bank charges paid	(1,049)	(998)	(2,515)	(2,119)
Increase (decrease) in due to related party	(27)	51	12	(15)
Issuance of common shares	707	630	2,262	2,071
Share capital issue costs	(39)	–	(39)	–
Dividends paid	(5,804)	(5,159)	(19,740)	(17,109)
Cash provided by financing activities	<u>11,764</u>	<u>7,861</u>	<u>47,245</u>	<u>1,809</u>
Increase (decrease) in cash	–	–	–	–
Cash, beginning of period	–	–	–	–
Cash, end of period	<u>\$ –</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ –</u>

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

## 1. NATURE OF OPERATIONS

Atrium Mortgage Investment Corporation is a corporation domiciled in Canada, incorporated under the Ontario *Business Corporations Act*. The address of the company's registered head office and principal place of business is Suite 900, 20 Adelaide Street East, Toronto, Ontario M5C 2T6.

The company is a Mortgage Investment Corporation (MIC) as defined in Section 130.1(6) of the Canada *Income Tax Act* (ITA). Accordingly, the company is not taxed on income provided that its taxable income is paid to its shareholders in the form of dividends within 90 days after December 31 each year. Such dividends are generally treated by shareholders as interest income, so that each shareholder is in the same position as if the mortgage investments made by the company had been made directly by the shareholder.

The company's common shares are listed on the Toronto Stock Exchange (TSX) under the symbol AI and its convertible debentures are listed under the symbols AI.DB, AI.DB.A and AI.DB.B.

## 2. BASIS OF PRESENTATION

### (a) Statement of compliance

These interim consolidated 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) as set out in Part I of the *CPA Canada Handbook – Accounting*. These interim consolidated financial statements should be read in conjunction with the company's audited financial statements for the year ended December 31, 2015. Significant accounting policies have been consistently applied in the preparation of these interim consolidated financial statements, which were authorized for issuance by the board of directors on October 20, 2016.

### (b) Basis of measurement

These interim consolidated financial statements are prepared on the historical cost basis.

### (c) Functional and presentation currency

These interim consolidated financial statements are presented in Canadian dollars, which is also the company's functional currency. Dollars are expressed in thousands except for per share amounts or where the context requires otherwise.

### (d) Principles of consolidation

These interim consolidated financial statements include the accounts of the company and its subsidiary. Consolidation commenced the date the company obtained control and continues until control ceases. Atrium has consolidated the subsidiary from August 5, 2016, the date of its formation. All transactions and balances between the company and the subsidiary have been eliminated, including unrealized gains and losses, if any.

### (e) Use of estimates and judgements

The preparation of interim consolidated financial statements in accordance with IFRS requires management to make estimates, assumptions and judgements that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the reporting date and the reported amounts of revenue and expenses during the reporting period. The most subjective of these estimates relates to: (a) valuation of mortgages receivable, which is affected primarily by the provision for mortgage losses, and (b) the measurement of the liability and equity components of the convertible debentures which depend upon the estimated market interest rates for a comparable debenture without the convertibility feature. Management believes that its estimates are appropriate; however, actual results could differ from the amounts estimated. Estimates and underlying assumptions are reviewed each quarter. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected.

### 3. SIGNIFICANT ACCOUNTING POLICIES

#### (a) Revenue recognition

Mortgage interest and fees revenues are recognized in the statement 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 (d)). 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.

#### (b) Financial assets – classification, initial recognition and measurement

Classification of financial assets depends upon the purpose for which the financial assets were acquired. Management determines the classification of financial assets at initial recognition. Mortgages receivable are classified as loans and receivables. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

Loans and receivables are initially recognized at fair value plus transaction costs and subsequently carried at amortized cost using the effective interest method.

All financial assets are reviewed for impairment quarterly, and written down when there is evidence of impairment.

#### (c) Financial assets – derecognition of financial assets and liabilities

Financial assets are derecognized when the contractual rights to receive cash flows from the asset expire. When the company exercises its security and takes title to the underlying real estate, a mortgage receivable is derecognized on the date of foreclosure. Financial liabilities are derecognized when the obligation under the liability is discharged, cancelled, or expires.

#### (d) Mortgages receivable

A mortgage receivable, carried at amortized cost, is considered impaired when there is objective evidence at the end of the reporting period that there has been a deterioration of credit quality subsequent to its initial recognition to the extent that the company no longer has reasonable assurance as to the timely collection of the full amount of principal and interest. The company assesses mortgages receivable for objective evidence of impairment both individually and collectively at each reporting period. The provision for mortgage losses is determined by taking into account the following factors:

- Delays in the collection of interest and principal
- The point at which management considers a loan to be in default (which is defined as 90 days for single family residential 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
- Management's judgement as to whether current economic and credit conditions are such that the 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

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### (d) Mortgages receivable (continued)

Several of these factors involve estimates and judgements on the part of management in determining provisions for mortgage losses. The other key estimates used for quantifying the provision 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 likelihood of different outcomes
- The value of underlying security, and whether the company 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 a counterparty specific 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. For the purpose of determining groups of mortgages with similar credit risk characteristics, mortgages are grouped by the location of the underlying property and by other risk characteristics.

#### (e) Foreclosed properties

Foreclosed properties are properties over which the company has taken title through exercise of its security interest. Such properties are accounted for under the cost model of IAS 40, Investment Property. A foreclosed property is initially recognized at cost on the date of foreclosure, which is the book value of the respective mortgage net of any related provision for mortgage loss. Any costs subsequently incurred to complete the construction or development of a foreclosed property are capitalized. Depreciation is recorded from the date the property is substantially complete. If the higher of the fair value and the value in use of a foreclosed property (its recoverable amount) is less than its carrying amount, then an impairment loss would be recognized for the excess. Any impairment loss, or gain or loss realized on disposal is recognized in the statement of earnings.

#### (f) Convertible debentures

Convertible debentures can be converted into common shares of the company 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 convertible 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 applies a constant interest rate over the life of each debenture. The value of the equity component is not remeasured subsequent to its initial measurement date.

### 3. SIGNIFICANT ACCOUNTING POLICIES (continued)

#### (g) Other financial liabilities

Other financial liabilities are non-derivative liabilities recognized initially at fair value, net of transaction costs, and are subsequently stated at amortized cost using the effective interest method. The company has classified bank indebtedness, operating line, accounts payable and accrued liabilities, dividends payable, due to related party and the liability component of convertible debentures as other financial liabilities.

#### (h) Income taxes

The company qualifies as a Mortgage Investment Corporation under the ITA, and as such is not taxed on income provided that its taxable income is distributed to its shareholders in the form of dividends within 90 days after December 31 each year. It is the company's policy to pay such dividends to remain non-taxable. Accordingly, no provision for current or future income taxes is required.

#### (i) Earnings per common share

Basic earnings per common share is calculated by dividing earnings during the period by the weighted average number of common shares outstanding during the period. Diluted earnings per share is calculated by adjusting the earnings attributable to common shareholders and the weighted average number of common shares outstanding for the effects of all dilutive items such as convertible debentures and deferred share incentive plans.

#### (j) Share-based payments

The company has an equity-settled share-based compensation plan for grants to eligible directors, officers, and senior management under its deferred share incentive plan. Grants are measured based upon the fair value of the awards granted, using the volume-weighted average trading share price for the five trading days prior to date of the grant.

### 4. RECENT ACCOUNTING PRONOUNCEMENTS

Various pronouncements have been issued by the IASB or IFRS Interpretations Committee (IFRIC) that will be effective for future accounting periods, most of which do not apply to the company; one that is applicable is summarized below.

IFRS 9 – Financial Instruments is a new standard on accounting for financial instruments that will replace IAS 39, Financial Instruments: Recognition and Measurement. The company intends to adopt IFRS 9 effective January 1, 2018. IFRS 9 has two measurement categories: amortized cost and fair value. All equity instruments are measured at fair value. A debt instrument is recorded at amortized cost only if the entity is holding the instrument to collect contractual cash flows and the cash flows represent principal and interest. Otherwise it is recorded at fair value through profit or loss. IFRS 9 requires an expected-loss impairment model (replacing the current incurred loss impairment model) that will require more timely recognition of expected losses and requires accounting for expected credit losses when financial instruments are first recognized and to accelerate the recognition of full lifetime expected losses. The potential impact of the new standard on the company's financial statements has not been determined.

## 5. MORTGAGES RECEIVABLE

(a) Mortgage portfolio	September 30, 2016			December 31, 2015		
	Number	Outstanding amount	% of Portfolio	Number	Outstanding amount	% of Portfolio
Low-rise residential	31	\$ 151,244	28.8%	23	\$ 110,034	24.3%
House and apartment	110	90,284	17.2%	110	84,755	18.8%
Construction	6	48,365	9.2%	9	44,701	9.9%
High-rise residential	7	46,608	8.9%	9	42,245	9.4%
Mid-rise residential	5	26,524	5.0%	7	14,662	3.2%
Condominium corporation	18	4,224	0.8%	18	4,111	0.9%
Residential portfolio	177	367,249	69.9%	176	300,508	66.5%
Commercial/mixed use	30	158,437	30.1%	31	151,083	33.5%
Mortgage portfolio	<u>207</u>	<u>525,686</u>	<u>100.0%</u>	<u>207</u>	<u>451,591</u>	<u>100.0%</u>
Accrued interest receivable		2,076			1,960	
Mortgage discount		(384)			(440)	
Mortgage origination fees		(723)			(712)	
Provision for mortgage losses		(5,250)			(4,300)	
Mortgages receivable		<u>\$ 521,405</u>			<u>\$ 448,099</u>	

The mortgage portfolio has maturity dates between 2016 and 2030 with a weighted average remaining term of 12.2 months at September 30, 2016 (December 31, 2015 – 11.1 months). The portfolio has a weighted average interest rate (which excludes lender fees earned by the company) of 8.56% as at September 30, 2016 (8.66% as at December 31, 2015, 8.77% as at September 30, 2015).

Within the mortgage portfolio, at September 30, 2016 there were 14 loans aggregating \$34,365 (6.5% of the mortgage portfolio) in which the company has a subordinate position in a syndicated mortgage (December 31, 2015 – 12 mortgages aggregating \$26,603, 5.9% of the portfolio).

Additional analysis of the mortgage portfolio, including by location of underlying property and type of mortgage, is set out in the “Investment Portfolio” section of the Management’s Discussion and Analysis for the quarter ended September 30, 2016.

Principal repayments based on contractual maturity dates are as follows:

Three months ended December 31, 2016	\$ 146,084	27.8%
Years ended December 31, 2017	189,919	36.1%
2018	157,807	30.0%
2019	7,873	1.5%
2020	–	0.0%
Thereafter	<u>24,003</u>	<u>4.6%</u>
	<u>\$ 525,686</u>	<u>100.0%</u>

### (a) Provision for mortgage losses

	Three months ended		Nine months ended	
	September 30		September 30	
	2016	2015	2016	2015
Balance, beginning of period	\$ 4,900	\$ 3,000	\$ 4,300	\$ 2,388
Mortgages settled during the period	–	–	(19)	–
Provision for mortgage losses	350	600	969	1,212
Balance, end of period	<u>\$ 5,250</u>	<u>\$ 3,600</u>	<u>\$ 5,250</u>	<u>\$ 3,600</u>

The increase in the provision for mortgage losses during the period is based upon assessment of the factors described in Note 3(c). Also, see Note 13(d).

## 6. FORECLOSED PROPERTIES

During the three months ended September 30, 2016, the company foreclosed on two properties which were the underlying security for mortgages receivable. The properties were recognized at cost of \$1,179 on the dates of foreclosure, and are still under development at September 30, 2016. At September 30, 2016, the fair value of the foreclosed properties was \$1,179.

## 7. CREDIT FACILITY

At September 30, 2016, the company had a credit facility from a syndicate of three Canadian financial institutions of \$160,000 (December 31, 2015 – \$130,000) at a formula rate that varies with bank prime and the market bankers' acceptance rate. Drawings under the credit facility may be by way of a bank loan (including bank indebtedness of up to \$500), bankers' acceptances or letters of credit (LCs). LCs represent irrevocable assurances that the company's 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. The committed credit facility was effective June 27, 2016, has a term to October 9, 2017, and is subject to certain conditions of drawdown and other covenants.

The credit facility is secured by a lien over all of the company's assets by means of a general security agreement. The amount that may be drawn down under the credit facility is determined by the aggregate value of mortgages that are acceptable to the lender. Under the terms of the credit facility, covenants must be met in respect of shareholders' equity, debt to total assets and interest coverage. At September 30, 2016 and December 31, 2015, the company was in compliance with these covenants.

	<b>September 30</b>	<b>December 31</b>
	<b>2016</b>	<b>2015</b>
<b>Credit facility</b>		
Bankers' acceptances	\$ 129,000	\$ 61,000
Bank loan	10,150	5,925
Unamortized finance costs	<u>(327)</u>	<u>(388)</u>
Operating line	138,823	66,537
Bank indebtedness	<u>150</u>	<u>29</u>
Total borrowing under credit facility	138,973	66,566
Letters of credit	<u>3,404</u>	<u>2,616</u>
Total credit facility utilization	<u>\$ 142,377</u>	<u>\$ 69,182</u>

## 8. RELATED PARTY TRANSACTIONS

The company pays management and mortgage servicing fees to Canadian Mortgage Capital Corporation (CMCC), which is the manager of the company, and responsible for its day-to-day management. The majority beneficial owner and Chief Executive Officer (CEO) of the manager is also CEO of the company. The company incurred management and mortgage servicing fees of \$3,363 for the nine months ended September 30, 2016 (nine months ended September 30, 2015 – \$3,074) and \$1,185 for the three months ended September 30, 2016 (three months ended September 30, 2015 – \$1,085). The management agreement between the company and CMCC contains provisions for the payment of termination fees to the manager in the event that the management agreement is terminated in certain circumstances. Amounts due to related party are due to CMCC, in the normal course of business, are non-interest bearing and due on demand, and are paid within 30 days of each period end.

Key management includes directors and officers of the company. Compensation expenses for key management personnel include:



**8. RELATED PARTY TRANSACTIONS (continued)**

	<b>Three months ended September 30</b>		<b>Nine months ended September 30</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
Directors' fees	\$ 45	\$ 44	\$ 135	\$ 132
Share-based payments to directors (Note 11)	45	29	108	91
Share-based payments to officers (Note 11)	28	21	66	85
	<u>\$ 118</u>	<u>\$ 94</u>	<u>\$ 309</u>	<u>\$ 308</u>

Related party transactions are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

**9. CONVERTIBLE DEBENTURES**

	<b>Nine months ended September 30, 2016</b>			<b>Total</b>
	<b>Convertible debenture 5.50% ALDB.B</b>	<b>Convertible debenture 6.25% ALDB.A</b>	<b>Convertible debenture 5.25% ALDB</b>	
Maturity date	Sept. 30, 2021	March 31, 2019	June 30, 2020	
Issued and outstanding				
Face value	<u>\$ 40,250</u>	<u>\$ 31,766</u>	<u>\$ 32,500</u>	<u>\$ 104,516</u>
Book value –				
Convertible debentures, beginning of period	\$ 38,295	\$ 30,705	\$ 31,180	\$ 100,180
Conversion to shares	–	(35)	–	(35)
Accretion for the period	<u>249</u>	<u>249</u>	<u>216</u>	<u>714</u>
Convertible debentures, end of period	<u>\$ 38,544</u>	<u>\$ 30,919</u>	<u>\$ 31,396</u>	<u>\$ 100,859</u>
	<b>Nine months ended September 30, 2015</b>			<b>Total</b>
	<b>Convertible debenture 5.50% ALDB.B</b>	<b>Convertible debenture 6.25% ALDB.A</b>	<b>Convertible debenture 5.25% ALDB</b>	
Maturity date	Sept. 30, 2021	March 31, 2019	June 30, 2020	
Issued and outstanding				
Face value	<u>\$ 40,250</u>	<u>\$ 31,801</u>	<u>\$ 32,500</u>	<u>\$ 104,551</u>
Book value				
Convertible debentures, beginning of period	\$ 37,967	\$ 30,374	\$ 30,894	\$ 99,235
Accretion for the period	<u>247</u>	<u>247</u>	<u>214</u>	<u>708</u>
Convertible debentures, end of period	<u>\$ 38,214</u>	<u>\$ 30,621</u>	<u>\$ 31,108</u>	<u>\$ 99,943</u>

**10. SHARE CAPITAL**

The company is authorized to issue an unlimited number of common shares without par value. Common shares rank equally with each other and have no preference, conversion, exchange or redemption rights. Common shares participate pro rata with respect to any dividends paid, including distributions upon termination and dissolution.

The company has an optional dividend reinvestment plan (DRIP) for shareholders, whereby participants may reinvest cash dividends in additional common shares of the company at the volume weighted average price for five days prior to distribution, less a 2% discount. Shares issued under the DRIP are issued by the company from treasury.

Under the employee share purchase plan (ESPP), each participant may contribute up to an annual maximum to the ESPP, and CMCC (the manager) will match 50% of the participant's contribution. Thus, the company does not bear any of the cost of the ESPP, as it is reimbursed by CMCC and the participants.

**11. SHARE-BASED PAYMENTS**

	<b>Nine months ended September 30, 2016</b>			<b>Year ended December 31, 2015</b>		
	Deferred share units	Income deferred share units	Total	Deferred share units	Income deferred share units	Total
Balance, beginning of period	52,417	4,426	56,843	61,500	6,155	67,655
Units granted	22,500	–	22,500	24,000	–	24,000
Units earned	–	3,584	3,584	–	5,532	5,532
Common shares issued	<u>(6,000)</u>	<u>(930)</u>	<u>(6,930)</u>	<u>(33,083)</u>	<u>(7,261)</u>	<u>(40,344)</u>
Balance, end of period	<u>68,917</u>	<u>7,080</u>	<u>75,997</u>	<u>52,417</u>	<u>4,426</u>	<u>56,843</u>

Share compensation expense:

	<b>Three months ended September 30</b>		<b>Nine months ended September 30</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
September 1, 2016 grant	\$ 14	\$ –	\$ 14	\$ –
September 1, 2015 grant	48	14	146	14
September 1, 2014 grant	29	40	78	142
August 30, 2013 grant	24	16	42	54
August 29, 2012 grant	–	6	1	30
	<u>\$ 115</u>	<u>\$ 76</u>	<u>\$ 281</u>	<u>\$ 240</u>

Grants are provided to certain directors and employees under the company's deferred share incentive plan ("DSIP"). 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 ("IDSU") are credited to holders of deferred share units based upon dividends paid on common shares. The fair value of share-based compensation was based upon the volume weighted average market price of the common shares five days prior to the grant date of September 1, 2016 (\$12.47) and September 1, 2015 (\$11.58).

**12. EARNINGS PER SHARE**

	<b>Three months ended</b>		<b>Nine months ended</b>	
	<b>September 30</b>		<b>September 30</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
Basic earnings per share –				
Numerator				
Earnings for the period	\$ 6,805	\$ 6,081	\$ 19,360	\$ 17,503
Denominator				
Weighted average common shares outstanding	27,008,969	24,577,527	26,942,114	24,520,227
Basic earnings per share	<u>\$ 0.25</u>	<u>\$ 0.25</u>	<u>\$ 0.72</u>	<u>\$ 0.71</u>
Diluted earnings per share –				
Numerator				
Earnings for the period	\$ 6,805	\$ 6,081	\$ 19,360	\$ 17,503
Interest on convertible debentures	1,732	1,698	5,172	5,154
Earnings for diluted earnings per share	<u>8,537</u>	<u>7,779</u>	<u>24,532</u>	<u>22,657</u>
Denominator				
Weighted average common shares outstanding	27,008,969	24,577,527	26,942,114	24,520,227
Convertible debentures	7,545,644	7,545,902	7,545,815	7,545,902
Deferred share incentive plan	50,425	71,326	48,254	66,137
Income deferred share units	12,625	7,358	11,496	6,065
Weighted average common shares outstanding – diluted basis	<u>34,617,663</u>	<u>32,202,113</u>	<u>34,547,679</u>	<u>32,138,331</u>
Diluted earnings per share	<u>\$ 0.25</u>	<u>\$ 0.24</u>	<u>\$ 0.71</u>	<u>\$ 0.70</u>

**13. FINANCIAL INSTRUMENTS****(a) Classification of financial instruments**

Financial assets comprise mortgages receivable. All financial assets are classified as loans and receivables. Financial liabilities comprise bank indebtedness, operating line, accounts payable and accrued liabilities, dividends payable, due to related party and the liability component of convertible debentures. All financial liabilities are classified as other financial liabilities.

**(b) Fair value**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between arm's length market participants at the measurement date. The fair value hierarchy establishes three levels to classify the inputs to valuation techniques used to measure fair value:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 inputs are quoted prices in markets that are not active, quoted prices for similar assets or liabilities in active markets, inputs other than quoted prices that are observable for the asset or liability, or inputs that are derived principally from or corroborated by observable market data or other means.
- Level 3 inputs are unobservable (supported by little or no market activity).

The fair value hierarchy gives the highest priority to Level 1 inputs and the lowest priority to Level 3 inputs. All financial assets are classified as loans and receivables and are recorded at amortized cost. Their carrying values approximate their fair value due to their relatively short-term maturities and because market interest rates have not fluctuated significantly since the date at which the loans were entered into. The fair value of the bank indebtedness and operating line approximates book value since it bears interest at floating rates. The accounts payable and accrued liabilities, dividends payable and due to related parties carrying value approximates their fair value due to the short term nature of the items. Mortgages receivable mature between 2016 and 2030 with a weighted average term to maturity at September 30, 2016 of 12.2 months (December 31, 2015 – 11.1 months). Fair value of mortgages receivable is established by Level 3 inputs.

**13. FINANCIAL INSTRUMENTS (continued)****(b) Fair value (continued)**

The fair value of convertible debentures at the time of issue is established using Level 2 inputs. The fair value of convertible debentures has been determined based on the closing prices of the convertible debentures on the TSX on the respective dates.

<b>Convertible debentures</b>	<b>September 30</b>	<b>December 31</b>
	<b><u>2016</u></b>	<b><u>2015</u></b>
Fair value	\$ 106,905	\$ 103,815
Less book value of equity component	<u>(1,062)</u>	<u>(1,062)</u>
	<u>\$ 105,843</u>	<u>\$ 102,753</u>
Book value of financial liability component	<u>\$ 100,859</u>	<u>\$ 100,180</u>

The fair value of all other financial liabilities is estimated using level 3 inputs.

**(c) Credit risk**

The following asset is exposed to credit risk: mortgages receivable. Credit risk is the risk that a counterparty to a financial instrument will fail to discharge its obligation or commitment, resulting in a financial loss to the company.

The company controls the credit risk of mortgages receivable by maintaining strict credit policies including due diligence processes, credit limits, documentation requirements, review and approval of new mortgages by the board of directors or a subgroup thereof, quarterly review of the entire portfolio by the board of directors, and other credit policies approved by the board of directors. Credit risk is approved by the board of directors. At September 30, 2016, the largest related borrower group accounted for no more than 10.0% of mortgages receivable (December 31, 2015 – 10.0%). See Note 5(a) for a breakdown of mortgages by category.

**(d) Liquidity risk**

Liquidity risk is the risk that the company will not be able to meet its obligations when due. The primary sources of liquidity risk are the requirements to fund commitments for new mortgages, advances on existing mortgages, as well as obligations under the company's credit facility. The company's liquidity risk is managed on an ongoing basis in accordance with the policies and procedures in place that reduce the risk to an acceptable level. Policies and procedures include continual monitoring of expected cash flows, reviewing credit requirements with the company's bankers, issuing convertible debentures or common shares in the public markets from time to time as required, and staggering the maturities of convertible debentures when they are issued. From time to time the company has arranged temporary increases in its credit facility with its banks in order to manage liquidity requirements, and expects to be able to continue to do so in the future if required. The company's significant financial liabilities include bank indebtedness, operating line, accounts payable and accrued liabilities, dividends payable, due to related party and the liability component of convertible debentures. The bank indebtedness and operating line are drawn upon as required to discharge accounts payable and accrued liabilities as well as to pay out dividends on a monthly basis. The company's agreement with the lender is that the operating line will not be called provided that all covenants are met and that any significant excess cash is used to pay down the bank loan and indebtedness.

As at September 30, 2016, management considers that it has adequate procedures in place to manage liquidity risk.

**13. FINANCIAL INSTRUMENTS (continued)****(d) Liquidity risk (continued)**

<b>Obligations at September 30, 2016</b>	<b><u>Total</u></b>	<b><u>Within 1 year</u></b>	<b><u>Over 1 year to 3 years</u></b>	<b><u>Over 3 years to 5 years</u></b>	<b><u>More than 5 years</u></b>
Bank indebtedness	\$ 150	\$ –	\$ 150	\$ –	\$ –
Operating line	139,150	–	139,150	–	–
Accounts payable and accrued liabilities	524	524	–	–	–
Accrued convertible debentures interest	427	427	–	–	–
Dividends payable	1,938	1,938	–	–	–
Due to related party	414	414	–	–	–
Convertible debentures	<u>104,516</u>	<u>–</u>	<u>31,766</u>	<u>72,750</u>	<u>–</u>
Total	<u>\$ 247,119</u>	<u>\$ 3,303</u>	<u>\$ 171,066</u>	<u>\$ 72,750</u>	<u>\$ –</u>

The company has commitments to advance additional funds under existing mortgages of \$54,996 and for new mortgages of \$4,170 at September 30, 2016 (December 31, 2015 – \$71,856 and \$300 respectively). Generally, outstanding commitments are expected to be funded within the next 24 months. However, the experience of the company has been that a portion of the unfunded amounts on existing mortgages will never be drawn.

**(e) Interest rate risk**

The company is exposed to interest rate risk in that an increase in interest rates will result in increased interest expense due to its operating line and indebtedness being set at a variable rate but all mortgages being set at fixed rates. The financial structure of the company results in relatively moderate interest rate risk because most of the company's financing is through common shares and convertible debentures, with a moderate amount of borrowings under the credit facility that bear floating interest rates.

If interest rates on debt had been one percentage point higher (lower) during the period ended September 30, 2016, earnings would have been reduced (increased) by approximately \$1,083 during the period, assuming that no changes had been made to the interest rates at which new mortgage loans were entered into. However, if new mortgage loans had been entered into at higher (lower) interest rates, the resulting reduction of earnings would have been less than (greater than) \$1,083.

**(f) Currency risk**

Currency risk is the risk that the value of financial assets and liabilities will fluctuate due to changes in foreign exchange rates. The company is not exposed to currency risk as all assets and liabilities are denominated in Canadian funds.

**14. CAPITAL MANAGEMENT**

The company defines capital as total debt plus shareholders' equity, as shown below:

	<b>September 30 2016</b>	<b>December 31 2015</b>
Bank indebtedness	\$ 150	\$ 29
Operating line	139,150	66,925
Unamortized finance costs	<u>(327)</u>	<u>(388)</u>
Total borrowing under credit facility	138,973	66,566
Convertible debentures	<u>100,859</u>	<u>100,180</u>
Total debt	239,832	166,746
Shareholders' equity	<u>279,499</u>	<u>274,984</u>
Capital employed	<u>\$ 519,331</u>	<u>\$ 441,730</u>

**14. CAPITAL MANAGEMENT (continued)**

The company's objectives for managing capital are to preserve shareholders' equity, provide shareholders with stable dividends, and to use leverage in a conservative manner to improve return to shareholders. The company finances growth of its portfolio by issuing common shares and debt. In addition, a small amount of equity is raised every month through a dividend reinvestment plan for shareholders.

As bank borrowings increase, the company could expect to raise further funds through public offerings of convertible debentures or common shares, and through private placements of debt. The company's bank indebtedness, bankers' acceptances and bank loan are subject to external covenants as set out in Note 7. There has been no change in the company's capital management objectives since the prior period.

**15. COMPARATIVE RECLASSIFICATION**

The presentation of the Interim Consolidated Statements of Cash Flows for the three and nine months ended September 30, 2015 has been changed in order to improve the usefulness of the information presented. Comparative figures have been restated to conform to the new presentation. Previously, only the non-cash portions of interest paid and interest received were added to or subtracted from cash flows from operating activities and cash flows from financing activities. Under the new disclosure, the entire amounts of both cash and non-cash items are adjusted. There was no change to cash from investing activities as previously reported.

The effect of the change on the comparative figures is as follows:

	<u>Three months ended September 30, 2015</u>		<u>Nine months ended September 30, 2015</u>	
	<u>As originally reported</u>	<u>As restated</u>	<u>As originally reported</u>	<u>As restated</u>
Cash provided by (used in):				
Operating activities	\$ 10,831	\$ 13,913	\$ 16,214	\$ 23,445
Investing activities	(21,774)	(21,774)	(25,254)	(25,254)
Financing activities	<u>10,943</u>	<u>7,861</u>	<u>9,040</u>	<u>1,809</u>
Increase in cash	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>

**16. SUBSEQUENT EVENTS**

On October 12, 2016, the company issued 19,712 common shares (\$233) to shareholders under its dividend reinvestment plan.

## BOARD OF DIRECTORS

---

### **Mark L. Silver**

Chair of the Board  
Atrium Mortgage Investment Corporation  
President  
Optus Capital Corporation

### **Robert G. Goodall**

CEO and President  
Atrium Mortgage Investment Corporation

### **Peter P. Cohos** <sup>2,4</sup>

President  
Copez Properties Ltd.

### **Robert H. DeGasperis**

President  
Metrus Properties Inc.

### **Andrew Grant** <sup>4</sup>

President  
PCI Group

### **Nancy H. O. Lockhart** <sup>2,3</sup>

Director  
Barrick Gold Corporation  
Director  
Gluskin Sheff + Associates  
Director  
Loblaw Companies Ltd.

### **David M. Prusky** <sup>1</sup>

Director  
Lonestar West Inc.

1. Chair of Audit Committee
2. Member of Audit Committee
3. Chair of Nominating and Governance Committee
4. Member of Nominating and Governance Committee

## MANAGEMENT

---

### **Robert G. Goodall**

CEO and President

### **Jeffrey D. Sherman**, FCPA, FCA

CFO and Secretary

### **Bram Rothman**

Managing Director – Ontario

### **Richard Munroe**

Managing Director – Ontario

### **Pete Ivanovic**

Managing Director – Ontario

### **Phil Fiuzza**

Managing Director –  
Ontario, Residential

### **Daniel Stewart**

Managing Director –  
Alberta and Saskatchewan

### **Marianne Dobslaw**

Managing Director –  
British Columbia

## TRANSFER AGENT

---

Computershare Trust Co. of Canada  
100 University Ave.  
9th Floor, North Tower  
Toronto, ON M5J 2Y1  
T. (800) 564-6253

## AUDITORS

---

Crowe Soberman LLP  
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<sup>®</sup> 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.

[www.AtriumMIC.com](http://www.AtriumMIC.com)

---

20 Adelaide Street East, Suite 900  
Toronto, ON M5C 2T6  
T. (416) 867-1053  
F. (416) 867-1303  
Email [info@atriummic.com](mailto:info@atriummic.com)