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# **INDEPENDENT AUDITORS' REPORT**

# To the Shareholders of AROI Mortgage Investment Corporation Inc.

We have audited the accompanying financial statements of AROI Mortgage Investment Corporation Inc., which comprise the balance sheet as at March 31, 2013 and the income statement and statement of retained earnings and cash flows for the year then ended and a summary of significant accounting policies and other explanatory information.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for private enterprises, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## Auditors' Responsibility

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

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

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

# **INDEPENDENT AUDITORS' REPORT**

# Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of AROI Mortgage Investment Corporation Inc. as at March 31, 2013 and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for private enterprises.

# WBLI [signed]

# **CHARTERED ACCOUNTANTS**

Dartmouth, Nova Scotia

May 16, 2013

These audited financial statements represent a true copy of the original signed audited financial statements dated May 16, 2013. A copy of the original signed audited financial statements can be obtained by request from AROI Mortgage Investment Corporation Inc.

# **AROI MORTGAGE INVESTMENT CORPORATION INC.**

# **BALANCE SHEET**

# AS AT MARCH 31, 2013

	2013 \$	2012 \$
ASSETS		
CURRENT ASSETS		
Cash	65,434	26,350
Cash held in trust	-	100,000
Short-term investment (note 3)	-	65,000
Accounts receivable	869	510
Prepaid expenses	6,439	6,100
Current portion of mortgages receivable	493,764	270,594
	566,506	468,554
MORTGAGES RECEIVABLE (note 5)		18,920
	566,506	487,474
LIABILITIES CURRENT LIABILITIES Accounts payable and accrued liabilities Due to related party (note 4) Deferred revenue Dividend payable	17,378 20,000 2,494 52,153	18,694 - - -
	92,025	18,694
SHAREHOLDERS' EQUITY		
COMMON SHARES (note 6) REDEEMABLE PREFERRED SHARES (Aggregate	200	200
redemption amount of \$521,330; 2012 - \$521,330) (note 7)	521,330	521,330
RETAINED EARNINGS (DEFICIT)	(47,049)	(52,750)
	474,481	468,780
	566,506	487,474

# COMMITMENTS (note 8)

APPROVED ON BEHALF OF THE BOARD

Director

Director

# AROI MORTGAGE INVESTMENT CORPORATION INC. INCOME STATEMENT AND STATEMENT OF RETAINED EARNINGS FOR THE YEAR ENDED MARCH 31, 2013

	2013 \$	2012 \$
REVENUE		
Commitment fees	51,042	29,575
Mortgage interest	59,554	14,810
Interest on short-term investment	1,124	1,493
Late fees	655	600
	112,375	46,478
EXPENSES		
Management fees	30,308	15,044
Accounting fees	16,385	6,363
Referral fees	1,820	3,891
Directors' fees	3,000	2,000
Interest and bank charges	510	412
	52,023	27,710
INCOME FOR THE YEAR BEFORE OTHER ITEMS	60,352	18,768
OTHER EXPENSES		
Legal fees	2,498	41,818
Finder's fee	- 0.408	11,500
	2,498	53,318
NET INCOME (LOSS) FOR THE YEAR	57,854	(34,550)
RETAINED EARNINGS - beginning of year	(52,750)	-
DIVIDENDS	(52,153)	(18,200)
	(47.040)	
RETAINED EARNINGS (DEFICIT) - end of year	(47,049)	(52,750)

# **AROI MORTGAGE INVESTMENT CORPORATION INC.**

# STATEMENT OF CASH FLOWS

# FOR THE YEAR ENDED MARCH 31, 2013

	2013 \$	2012 \$
CASH FLOWS PROVIDED FROM (USED IN) OPERATING ACTIVITIES:		
Cash provided from (used in) operations		
Net income (loss) for the year	57,854	(34,550)
Change in non-cash working capital balances	01,001	(01,000)
Accounts receivable	(359)	(510)
Prepaid expenses	(339)	(6,100)
Accounts payable and accrued liabilities	(1,318)	18,694
Deferred revenue	2,494	-
Due to related party	20,000	-
	78,332	(22,466)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Issuance of common shares	-	200
Issuance of preferred shares	-	554,790
Redemption of preferred shares	-	(51,660)
	-	503,330
CASH FLOWS USED IN INVESTING ACTIVITIES:		(050.000)
Purchase of short-term investment	-	(350,000)
Redemption of short term investment Advances of mortgages receivable	65,000 (554,662)	285,000 (292,034)
Receipt of mortgages receivable	(554,662)	(292,034) 2,520
neceipt of moligages receivable	(139,248)	(354,514)
	(139,240)	(334,314)
CHANGE IN CASH AND CASH EQUIVALENTS DURING THE YEAR	(60,916)	126,350
CASH AND CASH EQUIVALENTS - beginning of year	126,350	-
CASH AND CASH EQUIVALENTS - end of year	65,434	126,350

# 1. SIGNIFICANT ACCOUNTING POLICIES

The financial statements were prepared in accordance with Canadian accounting standards for private enterprises (ASPE) and include the following significant accounting policies:

## **Cash and Cash Equivalents**

The company's policy is to disclose bank balances under cash and cash equivalents including cash held in trust.

## **Short-term Investments**

Short-term investments are recorded at their market value. Interest income is recognized on these investments in the year it is earned.

## **Mortgages Receivable**

Mortgages receivable are valued at the lower of cost or net realizable value. When the net carrying amount of a mortgage receivable exceeds the estimated net recoverable amount, the asset is written down with a charge against income.

#### Impairment of Long-Lived Assets

A long-lived asset is tested for impairment whenever events or changes in circumstances indicate that its carrying amount may not be recoverable. An impairment loss is recognized when the carrying amount of the asset exceeds the sum of the undiscounted cash flows resulting from its use and eventual disposition. Any impairment loss is measured as the amount by which the carrying amount of the long-lived asset exceeds its fair value.

#### **Revenue Recognition**

The company recognizes revenue on its mortgages and short-term investment when the interest is earned. Commitment fees are recognized when the mortgage is signed and ultimate collection is reasonably assured.

#### **Income Taxes**

The company applies the ITA section 130.1 whereby the dividends declared are equated to bond interest and, therefore, deductible for tax purposes. As the company declares dividends on all income earned during the year there will be no taxes payable.

#### **Financial Instruments**

#### Measurement of financial instruments

The company initially measures its financial assets and liabilities at fair value, except for certain nonarm's length transactions.

The company subsequently measures all its financial assets and financial liabilities at amortized cost, except for the short-term investment, which is measured at fair value. Changes in fair value are recognized in net income.

Financial assets measured at amortized cost include cash, cash held in trust, accounts receivable and mortgages receivable. Financial liabilities measured at amortized cost include accounts payable and accrued liabilities, and the note payable.

# 1. SIGNIFICANT ACCOUNTING POLICIES (continued)

## **Financial Instruments (continued)**

## Impairment

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of any write-down is recognized in net income. Any previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of any reversal is recognized in net income.

## Transaction costs

The company recognizes its transaction costs in net income in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

## **Use of Estimates**

The preparation of financial statements in accordance with Canadian accounting standards for private enterprises requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the current period. These estimates are reviewed periodically and adjustments are made to income as appropriate in the year they become known.

# 2. FINANCIAL INSTRUMENTS

## **Risks and Concentrations**

The company is exposed to various risks through its financial instruments. The following analysis provides a measure of the company's risk exposure and concentrations at the balance sheet date.

## **Credit Risk**

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The company's main credit risks relate to its accounts receivable and mortgages receivable. The company provides mortgages to its clients in the normal course of its operations.

## Market Risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The company is mainly exposed to interest rate risk.

# 2. FINANCIAL INSTRUMENTS (continued)

#### **Interest Rate Risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The company is exposed to interest rate risk on its fixed interest rate financial instruments. The fixed-rate instruments subject the company to a fair value risk.

The carrying amount of all secured financial liabilities amounts to nil.

## 3. SHORT-TERM INVESTMENT

The company had a guaranteed investment certificate bearing interest at 1.25% which matured in September 2012.

## 4. RELATED PARTY TRANSACTIONS

The company paid management fees to AROI Management Incorporated, a company controlled by directors, of \$30,308 (2012 - \$15,044) of which \$7,347 is recorded as a payable at year end (2012 - \$2,211).

The company paid commissions to AROI Financial Services Inc., a company controlled by a director, of \$17,600 in the prior year of which \$6,100 is set up as a prepaid expense at year end.

During the year, the company entered into a promissory note agreement in the amount of \$20,000 at an interest rate of 10% per annum with a shareholder. The principal and accrued interest payable under this note is payable on or before July 1, 2013.

These transactions occurred in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

# 5. MORTGAGES RECEIVABLE

	2013	2012
	\$	\$
28% mortgage receivable, repayable in monthly principal plus interest payments, maturing in September 2014	13,126	20,190
12% mortgage receivable, with monthly interest payments, principal due at maturity, maturing in August 2012.	-	18,700
19% mortgages receivable, with monthly interest payments, principal due at maturity, maturing at various times during fiscal 2014.	59,000	-
15% mortgages receivable, with monthly interest payments, principal due at maturity, maturing at various times during fiscal 2014.	305,048	218,654
25% mortgages receivable, with monthly interest payments, principal due at maturity, maturing at various times during fiscal 2014.	116,590	4,490

# 5. MORTGAGES RECEIVABLE (continued)

		2013 \$	2012 \$
	s receivable, with monthly interest payments, principal due uring at various times during fiscal 2013.	-	پ 27,480
Less: current po	ortion	493,764 493,764	289,514 270,594
		-	18,920
COMMON SHA	RES		
Authorized Unlimited	Common shares without nominal or par value		
		2013 \$	2012 \$
lssued 20	Common shares	200	200
20		200	200

During the prior year, the company issued 20 common shares for cash consideration of \$200.

# 7. REDEEMABLE PREFERRED SHARES

The company has the following authorized redeemable preferred shares:

## Authorized

6.

Unlimited Class A non-voting, redeemable preferred shares without nominal or par value

The details of the preferred shares issued and the redemption amounts are as follows:

		2013		2012	
		Carrying Amount	Redemption Amount	Carrying Amount	Redemption Amount
		\$	\$	\$	\$
52,133	Class A Preferred Shares	521,330	521,330	521,330	521,330

During the prior year, the company issued 55,479 class A preferred shares for cash consideration of \$554,790. The company also declared a 4% stock dividend on the preferred and common shares in the prior year issuing an additional 1,820 class A preferred shares with a value attributed of \$18,200.

During the prior year, the company redeemed 5,166 class A preferred shares for \$51,660.

# 8. COMMITMENTS

The company has a commitment with a related party to pay management fees. Management fees include a basic fee, annual (bonus) fee and an earned commitment fee.

The basic fee is equal to 2% of the average mortgage balance and is determined by computing the annual average of monthly mortgage receivable balances.

The annual (bonus) fee is based on the following calculations:

- i) If yield is less than 12% no annual fee is paid;
- ii) If yield is more than 12% the annual fee is one quarter of the yield which exceeds the 12% portion;
- iii) If yield is more than 15% an amount equal to one quarter of the yield which exceeds 15% is also added to the annual fee.

The company shall pay 50% of all earned mortgage commitment fees paid by and not refunded to borrowers as the earned commitment fee.

Under ITA section 130.1, the company is also required to pay out all of its income in dividends to its shareholders to keep it from incurring income taxes.

# 9. EARNINGS PER SHARE

		2013		2012
		\$		\$
Revenue as a percentage of capital stock		21.50 %		8.90 %
Fixed expenses as a percentage of capital stock	3.70 %		1.60 %	
Variable expenses as a percentage of capital stock	6.70 %		13.90 %	
Expenses as a percentage of capital stock		10.40 %		15.50 %
Earnings as a percentage of capital stock		11.10 %		(6.60)%
Earnings per share	\$	1.11	\$	(0.66)
Dividends per share	\$	1.00	\$	0.40
Dividends as a percentage of share price		10.00 %		4.00 %