



Management's Discussion and Analysis

FOR THE THREE MONTHS ENDED MARCH 31, 2016

LETTER TO SHAREHOLDERS

Fellow Shareholders,

In 2016, we are focused on putting the foundation in place to drive additional revenue and growth in adjusted diluted earnings per share. Our primary focus for the year is on advancing our Schedule I bank application through to completion and supporting that application by adding to our platform in targeted areas. As a customer-centric and service-focused organization, it is our job to anticipate what the customers want, when they want it, and how they want it. We have built a substantial brand in the industry. With our 125,000 customers and strong key account mortgage broker relationships as a base, we see a bank platform as the optimal foundation to leverage our leading brand into a multi-product, multi-channel opportunity. Our strategic priorities for the year are as follows:

- *Advance our Schedule I bank application through to completion;*
- *Grow MUA and hold our market share steady in the mortgage broker channel; and*
- *Continue to generate renewal volumes of roughly 80% of loans eligible for renewal.*

We made progress on each of these priorities during Q1.

Advance our Schedule I bank application through to completion

We are committed to continuing to add to our platform in targeted areas to support the application. As we discussed at the time we reported our 2015 annual and fourth quarter results, OSFI's observations had required some adjustments to our underwriting process to align with new, industry-wide changes. As of the end of February, we had completed all of the changes required. Based on our best knowledge, in the summer OSFI will be conducting their follow-up on-site review to validate these changes. This timing supports our expectation of receiving approval in 2016.

We are operating in a bank-ready state now and do not expect to add any material additional operating costs, prior to launch. We expect to be in a position to operate as a Schedule I bank in 2017, at which point we will continue to invest in a measured fashion in areas such as people, infrastructure and technology, to drive revenue growth.

Grow MUA and hold our market share steady in the mortgage broker channel

Our share in the mortgage broker channel dipped to 7.6% in Q1, as our underwriters adjusted to some of the changes we put in place during the quarter in preparation to become a Schedule I bank. As a result, we were sixth in the channel, which compares to our third-place position in fiscal 2015. We are targeting to regain the number three or number four position in this channel.

We also maintained solid credit quality during the quarter, with a serious arrears rate of 13 basis points, well below the Canadian Bankers Association average.

Continue to generate renewal volumes of roughly 80% of loans eligible for renewal

The majority of our mid- and long-term growth will come from our bank platform; however, we still have significant earnings power as the proportion of renewals as a percentage of loans sold grows. By continuing to add to our MUA year-after-year, we are filling the pipeline with future high profitability renewals, in addition to customers that we can access as we become a diversified financial institution.

During Q1, we successfully renewed more than 75% of the loans available for renewal. Moving into 2017, we will drive solid growth in adjusted diluted earnings per share as loans underwritten in past years come up for renewal. A key indicator of renewal volume is new origination volume in prior years. Five years ago, in 2012, we grew mortgages sold by 62% compared to 2011. We have had resounding success thus far in generating renewal business, given our strong customer relationships and retention strategy. We are confident that 2017 will be a strong year for renewals, and thus for profitability.

In March, we announced the initiation of a normal course issuer bid. We have been active in the market buying back our own stock and will continue to do so. We fully expect that as we continue to execute on our priorities this year, the market will see the value in this business.

We would also like to thank our shareholders for their ongoing commitment to Street Capital. We are aligned with common shareholders. Street Capital's senior management team and Board own more than 25% of the shares outstanding. We have generated outstanding operating performance since inception, and we look forward to using the foundation we have established to drive sustainable earnings growth and shareholder value in the years to come.



W.E. Gettings
Chief Executive Officer



Lazaro DaRocha
President

**STREET CAPITAL GROUP INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS
FOR THE THREE MONTHS ENDED MARCH 31, 2016**

INTRODUCTION

This Management's Discussion and Analysis ("MD&A") of the results of operations of Street Capital Group Inc. ("Street Capital" or "the Company") for the three months ended March 31, 2016, and its financial condition as at March 31, 2016, is based on the Company's condensed consolidated interim financial statements prepared in accordance with accounting principles generally accepted in Canada ("Canadian GAAP"), which incorporate International Financial Reporting Standards ("IFRS"). This MD&A should be read in conjunction with the audited consolidated financial statements and accompanying notes for the year ended December 31, 2015. The effective date of this MD&A is May 10, 2016. This MD&A contains non-GAAP measures. These non-GAAP measures, and a glossary of terms used in this MD&A and the condensed consolidated interim financial statements, are presented in the last section of this MD&A.

Additional information about the Company, including the Annual Information Form, can be found on www.sedar.com. As of April 30, 2016 the Company had 122,064,310 common shares issued and outstanding.

Forward-looking Information

This MD&A contains certain forward-looking statements that are based on management's exercise of business judgment as well as assumptions made by, and information currently available to, management. When used in this document, the words "may", "will", "anticipate", "believe", "estimate", "expect", "intend", and words of similar import, are intended to identify any forward-looking statements. You should not place undue reliance on these forward-looking statements. These statements reflect our current view of future events and are subject to certain risks and uncertainties as outlined in this MD&A and in the Company's Annual Information Form and other filings made with securities regulators, which are available on SEDAR (www.sedar.com). These factors include, without limitation: timing and results of bank application process, expansion opportunities, technological changes, regulatory changes, and changes to the business and economic environment, including, but not limited to, Canadian housing market conditions and activity, interest rates, mortgage backed securities markets, and employment conditions that may impact the Company, its mortgage origination volumes, investments, and capital expenditures, and competitive factors that may impact revenue and operating costs. Any of these factors, amongst others, could cause actual results to vary materially from current results or from the Company's currently anticipated future results and financial condition. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, our actual results could differ materially from those anticipated in these forward-looking statements. We undertake no obligation, and do not intend, to update, revise or otherwise publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of any unanticipated events. Although we believe that our expectations are based on reasonable assumptions, we can give no assurance that our expectations will materialize.

BUSINESS PROFILE

Street Capital (TSX: SCB) was founded in 1979, and has been publicly traded for more than a quarter century. Its goal is to create shareholder value by building a substantial, diversified financial services company. The Company's operations are currently concentrated in residential mortgage lending through its wholly owned subsidiary, Street Capital Financial Corporation (www.streetcapital.ca, "Street Capital Financial"), which was acquired by the Company on May 31, 2011. Street Capital Financial was founded by several members of its current senior management team, who all have extensive experience in the mortgage and consumer lending industry and have previously occupied senior management positions at large Canadian financial institutions. Street Capital Financial is one of the largest non-bank mortgage lenders in Canada, in third position among mortgage brokers during 2015 and the sixth position in Q1 2016.

Residential Lending ***Business Overview***

Street Capital Financial originates both high ratio and conventional prime residential mortgages at competitive interest rates in all provinces of Canada, with the current exception of Quebec. Mortgages are originated primarily through its network of high quality independent mortgage brokers. The majority of the mortgages that it underwrites are sold on a whole loan basis to top-tier regulated financial institutions. The remaining mortgages are either securitized or held directly. By selling the majority of its originated mortgages, Street Capital Financial transfers substantially all of the risks of ownership to the purchaser and/or party insuring the mortgage. However, Street Capital Financial maintains stringent underwriting and robust quality assurance processes in order to maintain the strong wholesale demand for its mortgages from institutional purchasers. This has resulted in a high quality portfolio of mortgages under administration ("MUA").

At the point of commitment, Street Capital Financial sells the majority of mortgages to regulated financial institutions in return for a cash premium, a servicing fee over the life of the mortgage and, in some cases, an excess interest rate spread over the life of the mortgage. By not accumulating ("warehousing") material amounts of mortgages for a period of time prior to sale, Street Capital Financial mitigates both interest rate and liquidity risk. As an approved issuer of National Housing Act Mortgage Backed Securities ("NHA MBS") and an approved seller under the Canada Mortgage Bonds ("CMB") program, Street Capital Financial can access the securitization market as a secondary source of liquidity; however, the Company does not intend to make mortgage securitization a major part of its business model.

Although the Company outsources servicing of the related mortgages to third parties, it continues to administer them, and therefore remains the face of all direct communication with borrowers throughout the mortgage term. This ongoing customer relationship is a key part of the long term growth, profitability and recognition of the Street Capital Financial brand, since it promotes renewals. Since acquisition costs of renewed mortgages are much less than that of new ones, renewals are particularly important. Street Capital Financial targets a renewal rate of approximately 75 - 80% for mortgages it has originated, which is in line with the industry norm, and expects to achieve higher overall margins as mortgage renewals become a greater part of its mix of business.

Bank Application

In September 2012, Street Capital Financial announced its intention to apply to Canada's Minister of Finance for approval to operate as a federally regulated Schedule I bank, with its banking business primarily focused on residential mortgage lending, although also providing other consumer lending and related services. As discussed in the Company's 2015 Fourth Quarter and Annual Report, Street Capital Financial is in the Pre-Commencement Review phase of its application to the Minister of Finance to continue as a Schedule I bank. This phase, which is one of the last stages of the continuation process, has included an on-site review by the Office of the Superintendent of Financial Institutions Canada ("OSFI") to determine whether Street Capital Financial is sufficiently prepared to commence business operations as a federally regulated financial institution.

The Company has implemented various operational changes in order to address OSFI observations and is now awaiting confirmation that these changes have been adequately implemented. Once this process is completed, the Company anticipates that OSFI would make a recommendation to the Minister of Finance for Letters Patent of Continuation and to

the Superintendent of Financial Institutions for an Order to Commence and Carry on Business. While Street Capital Financial remains confident that it has the appropriate structure, processes, leadership, maturity and scale to complete this application process and subsequently operate as a bank, it cannot provide assurances that it will be successful. While the exact timing continues to be uncertain given the nature of the review process, the Company is confident that it will receive approval before the end of calendar year 2016. In the meantime, the Company will continue to grow its core insured mortgage lending business and generate highly profitable renewals, which are expected to drive earnings growth in 2017 and beyond.

Legacy Business

In the first quarter of 2013, the Company's Board of Directors approved a plan to dispose of the Company's non-core operating business segments. The disposition plan, which is discussed in more detail in Note 25 of the Company's audited consolidated financial statements, reflected the Company's strategy to focus on financial services through Street Capital Financial. By the end of the first quarter of 2014, the Company had completed these dispositions, although it has retained some Real Estate assets and liabilities that in aggregate are immaterial to the Company's financial position and operations.

As part of the plan described above, the Company also began winding down its private equity business ("Private Equity"). Private Equity is carried on through the Company's wholly-owned subsidiary, Knight's Bridge Capital Partners Inc. ("Knight's Bridge"), which manages the Company's portfolio investment opportunities. At the end of 2015 the Company had successfully divested most of its core holdings, and retained only two investments, only one of which was material. This investment was partially exited during the current quarter ended March 31, 2016, and the Company anticipates completing the exit during the current year or in 2017.

Q1 2016 SUMMARY AND HIGHLIGHTS

The following tables set out certain financial highlights for the three months ending March 31, 2016. These tables contain non-GAAP measures, which are intended to provide a view of the core operating business of the Company by removing non-recurring restructuring costs or recoveries, and items associated with the Company's legacy businesses. Please see the section *Non-GAAP Measures* for further detail and numerical reconciliations of these non-GAAP measures to the most directly comparable measure specified, defined or determined under the GAAP presented in the Company's financial statements.

Table 1 – Financial Highlights

(in thousands of \$, except where defined)

	For the three months ended or as at			% Change
	March 31, 2016	December 31, 2015	March 31, 2015	March 2015 to March 2016
<u>Financial performance</u>				
Shareholders' net income (loss)	\$ 3,003	\$ (2,795)	\$ 3,750	(19.9%)
Adjusted shareholders' net income (i)	\$ 2,444	\$ 4,792	\$ 3,305	(26.0%)
Shareholders' diluted earnings (loss) per share	\$ 0.02	\$ (0.02)	\$ 0.04	(50.0%)
Adjusted shareholders' diluted earnings per share (i)	\$ 0.02	\$ 0.04	\$ 0.03	(33.3%)
Return on equity	10.0%	(9.4%)	13.3%	(24.8%)
Adjusted return on equity (i)	8.1%	16.0%	11.7%	(30.8%)
<u>Mortgages sold and assets under administration</u>				
Mortgages sold	\$ 1,518,423	\$ 2,140,617	\$ 1,617,090	(6.1%)
Mortgages under administration <i>(in billions of \$)</i>	\$ 25.02	\$ 24.75	\$ 22.16	12.9%
Gain on sale of mortgages	\$ 26,883	\$ 35,729	\$ 31,121	(13.6%)
Gain as a % of mortgages sold	1.77%	1.67%	1.92%	(7.8%)
Acquisition expenses	\$ 14,286	\$ 19,313	\$ 16,877	(15.4%)
Acquisition expenses as % of mortgages sold	0.94%	0.90%	1.04%	(9.6%)
Net gain on sale of mortgages	\$ 12,597	\$ 16,416	\$ 14,244	(11.6%)
Net gain as a % of mortgages sold	0.83%	0.77%	0.88%	(5.7%)
Operating expenses (ii)	\$ 9,885	\$ 11,434	\$ 9,976	(0.9%)
Operating expenses as % of mortgages sold	0.65%	0.53%	0.62%	4.8%
<u>Credit quality</u>				
Total portfolio serious arrears rate (iv)	0.13%	0.14%	0.21%	(38.1%)
Average beacon (iii)	743	742	739	0.5%
Average loan to value ratio (iii)	81.4%	81.7%	82.4%	(1.2%)
Average total debt service ratio (iii)	36.2%	36.2%	36.1%	0.3%
<u>Equity and share performance</u>				
Shareholders' equity	\$ 121,998	\$ 118,245	\$ 115,024	6.1%
Number of shares outstanding end of period	122,154	121,226	99,903	22.3%
Share price at close of market	\$ 1.29	\$ 1.34	\$ 2.11	(38.9%)
Market capitalization	\$ 157,579	\$ 162,443	\$ 210,795	(25.2%)
Book value per share	\$ 1.00	\$ 0.98	\$ 1.15	(13.0%)

- (i) Non-GAAP measure the Company uses to measure its performance from continuing and recurring income from its core business. Please see the section *Non-GAAP Measures* for a reconciliation of amounts to GAAP measures.
- (ii) Operating expenses are net of any restructuring costs or recoveries.
- (iii) Calculated on a weighted average basis at origination. Please see the section *Non-GAAP Measures* for more detailed definitions of these metrics.
- (iv) Defined as the number of mortgages that are greater than 90 days in arrears, plus the number of mortgages involved in legal action due to non-payment, divided by the number of mortgages under administration.

Q1 2016 Highlights

Items of Note

The Company's results were affected by the following items of note in Q1 2016:

- Based on actual and expected payments, the Company recorded a recovery of \$0.8 million of the \$50.2 million of non-recurring restructuring costs that were recorded in Q2 2015 in connection with the Company's corporate realignment.
- The Company recorded a gain on sale of \$0.5 million in connection with the sale of a key man insurance policy on a former officer of the Company.
- The Company recorded fair value losses of \$0.4 million in connection with its portfolio investments, which are part of its legacy businesses, of which approximately \$0.3 million was allocated to the Company's non-controlling interests.

The Company's results were affected by the following items of note in Q4 2015:

- The Company recorded a credit allowance of \$1.7 million against a non-trade receivable from Fleetwood, which is part of its legacy businesses, of which approximately \$0.5 million was allocated to the Company's non-controlling interests.
- The Company recorded a one-time reversal of \$0.9 million in Harmonized Sales Tax ("HST") input tax credits ("ITCs").
- The Company recorded a negative fair value adjustment of \$6.0 million on its portfolio investment in Fleetwood, of which \$1.7 million was allocated to the non-controlling interests.
- The Company recorded net fair value losses of \$6.0 million connected with its portfolio investments, of which approximately \$4.2 million was allocated to the Company's non-controlling interests.

The Company's results were affected by the following items of note in Q1 2015:

- The Company recorded net fair value losses of \$2.7 million in connection with its Private Equity business, in connection with which approximately \$2.9 million was allocated to the Company's non-controlling interests.
- The Company incurred a net loss from discontinued operations of \$0.3 million, the majority of which was also attributed to the Company's non-controlling interest. This was associated with Fleetwood.

Financial and Performance Highlights

- Shareholders' net income was \$3.0 million in Q1 2016, compared to net income of \$3.8 million in Q1 2015, and a net loss of \$2.8 million in Q4 2015. The year over year decrease in net income was largely due to a \$1.6 million decline in net gain on mortgage sales, as discussed below. The increase from Q4 2015 is primarily due to lower losses in Q1 2016 relating to the Company's legacy businesses.
- Adjusted shareholders' net income¹ of \$2.4 million in Q1 2016 was down from \$3.3 million in Q1 2015, on lower loan sales and tighter spreads. Adjusted shareholders' net income was down from \$4.8 million in Q4 2015 on seasonally lower new and renewal loan sale volumes.
- Mortgage sales in Q1 2016 were \$1.52 billion, down from \$1.62 billion in Q1 2015 and down seasonally from \$2.14 billion in Q4 2015.
- New mortgage origination volumes in Q1 2016 were \$1.19 billion, down from \$1.32 billion in Q1 2015, and down seasonally from \$1.62 billion in Q4 2015. Current quarter new originations were affected by operational changes the Company made in connection with the bank license application that temporarily slowed the completion of some

¹ Please see the section *Non-GAAP Measures* for a definition of adjusted shareholder's net income and related non-GAAP measures.

mortgage origination processes. The Q1 2016 volume placed the Company in sixth position among mortgage underwriters by market share within the broker channel in Canada during the quarter, down from fourth in Q4 2015. The Company is targeting to regain the number three or number four position in the broker channel.

- Renewal volumes, which have higher margins, were \$0.33 billion in Q1 2016 and comparable to \$0.30 billion in Q1 2015, and represented 21.7% of volumes in Q1 2016 compared to 18.5% in Q1 2015. Renewal volumes were \$0.59 billion or 27.5% in Q4 2015.
- Net gains on mortgage sales in Q1 2016 were \$12.6 million, down from \$14.2 million and \$16.4 million in Q1 2015 and Q4 2015, respectively. The decrease is primarily attributed to lower mortgage sales, as noted above. The Q1 2016 net gain on sale rate of 0.83% declined from 0.88% in Q1 2015, but increased from 0.77% in Q4 2015. Spreads compressed in later 2015 and into the earlier part of 2016, but have since returned to average levels.
- Mortgages under administration achieved a milestone, reaching just over \$25 billion at March 31, 2016, up 12.9% or \$2.86 billion from \$22.16 billion at March 31, 2015, and up 1.1% or \$0.27 billion from \$24.75 billion at December 31, 2015.
- The serious arrears rate was 0.13% of MUA at March 31, 2016, improved from 0.14% at December 31, 2015 and from 0.21% at March 31, 2015. This remained significantly better than industry average². While the Company is not directly exposed to the credit risk of its MUA, credit and underwriting quality, as measured by the serious arrears rate, is a key performance indicator of a portfolio's quality. A high quality portfolio is required in order to maintain strong wholesale demand from institutional purchasers.
- The average origination beacon score for mortgages under administration remained consistent over the quarters presented, improving slightly to 743 in Q1 2016 from 742 in Q4 2015 and 739 in Q1 2015. Similarly, both the loan to value (LTV) and total debt service (TDSR) ratios were consistent over the same periods. Average origination LTV was 81.4% in Q1 2016 compared to 81.7% in Q4 2015 and 82.4% in Q1 2015, while average origination TDSR was 36.2% in both Q1 2016 and Q4 2015, compared to 36.1% in Q1 2015. As with the serious arrears rate, the ratios are indicative of the high credit quality of the mortgages under administration.

Significant Developments in Q1 2016

- After exiting from the majority of its non-mortgage lending businesses in 2014, by the end of Q1 2015 the Company had successfully divested almost all of the core holdings in its Private Equity business, and at December 31, 2015 was planning an exit from the majority of its remaining holdings. During Q1 2016, the Company converted one of its privately-held investments into cash and common shares. The Company received net cash of \$1.4 million following distributions to the non-controlling interest, and expects that the common shares will be sold and cash proceeds distributed in the remainder of 2016 or during 2017. See above under *Legacy Business*.

² As measured by statistics from the Canadian Bankers Association.

OUTLOOK

Note to readers: This section includes forward looking information and readers are reminded to refer to the discussion about forward looking information on page 2.

Economic overview

Looking forward, management continues to anticipate economic conditions in 2016 to include continued low interest rates and stable employment in most regions, with the exception of energy producing locations, along with continued positive demographic trends and immigration levels. These factors are expected to contribute to balanced housing markets in most of the Company's lending regions with the exception of energy producing regions. Management has observed some softening of housing markets in the energy producing regions, with slowing purchase and sale activity and moderate increases in unemployment. This has not translated into higher arrears at this point, but management is prepared for perhaps some moderate increases in arrears rates as the cycle continues. Management had already tightened some of the underwriting guidelines in these areas as the economic conditions were changing. Management continues to anticipate slower mortgage volumes from these regions in 2016, but this slowing is expected to mostly be offset by stability and moderate growth in other regions of Canada.

Mortgage sales

The Company still anticipates total sales of mortgages in 2016 to at least be in line with the volumes experienced in 2015, but with lower relative renewal volumes as discussed below. This will perhaps lead to lower gains on sale than 2015. Looking to 2017, the Company expects growth in prime mortgage volumes in line with market growth.

Margins earned on the sale of mortgages are subject to market conditions and as such are not reliably predictable but management expects a moderate contraction of spreads over the twelve months of 2016 compared to the higher average experienced in 2015, settling in the range of 178 – 182 basis points on average over twelve months.

The Company will continue to focus on realizing the significant renewal opportunities in the Company's MUA that lead to higher net gains on sale than new originations, and contribute to sustainable profitability. Renewal volumes were higher in 2015 as they related to both 5-year terms originated in 2010 and to higher than usual 4- and 3-year terms originated in 2011 and 2012, which reflected investor demand at that time. In 2016, renewal volumes will be limited to primarily 5-year terms originated in 2011, which will lead to 2016 renewal volumes approximately 15% lower than 2015. Moving into 2017, renewal volumes are expected to increase by about 10 – 15% over 2015.

Expenses

In support of the bank application process, the Company continues to operate like it is a federally regulated Schedule I bank. This investment led to an increase in the Company's cost structure over the last 18 months above what was required to support the current operations. The Company continues to anticipate moderately higher expenses in 2016, compared to the twelve months of 2015, in order to build the capabilities to support its strategic objective of building a multi-product, diversified financial institution. Given the investments in its future, combined with perhaps lower gains on sale this year, the Company anticipates slightly lower adjusted net income in 2016 than 2015, but expects higher profitability beyond 2016 as revenue begins to grow to match expenditures.

Bank Activities

As discussed in the Bank Application section above, the Company is confident that it will receive approval from Canada's Minister of Finance to operate as a federally regulated Schedule I bank in 2016. When the approval is granted, management would introduce its deposit taking and uninsured mortgage products in a measured and prudent manner with the addition of other retail and consumer products following in future periods. Given the anticipated timing of the bank application approval, the Company does not expect a material profit contribution from the launch of bank activities in 2016. Assuming the Company launches the bank in late 2016, management estimates these activities could add 2 – 5% to revenue in 2017 and 10 – 20% in 2018 when compared to 2015.

Tax

The Company continues to generate a sustainable tax advantage, given the differing treatment between accounting and income tax rules for gains on sale. Its tax loss carryforwards were approximately \$307 million at the end of Q1 2016, and the Company does not expect to pay income tax for many years.

Legacy operations

The Company's non-mortgage lending legacy businesses still include investments and assets associated with Private Equity, Real Estate and Case Goods, which are in the process of being liquidated or run-off. In total these assets represent \$2.6 million on the balance sheet at March 31, 2016. These assets have associated fair value risk that could continue to create some minimal volatility in unadjusted earnings until they are realized. It is anticipated that the Private Equity investments and most of the Real Estate investments will be realized by the end of 2016 or in 2017.

QUARTERLY FINANCIAL RESULTS

The following table sets out the Company's consolidated quarterly results of operations for the eight quarters ended March 31, 2016. Please see the section *Non-GAAP Measures* for a definition of adjusted net income and related non-GAAP measures.

Table 2 – Financial Results

(in thousands of \$ except where defined)

	2014 Q2	2014 Q3	2014 Q4	2015 Q1	2015 Q2	2015 Q3	2015 Q4	2016 Q1	2015 Q1	2016 Q1
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Revenue										
Net gain on sale of mortgages	15,462	15,818	15,092	14,244	26,205	19,203	16,416	12,597	14,244	12,597
Net interest and other income (loss)	(34)	1,760	(52)	(106)	151	227	(1,324)	628	(106)	628
Total revenue	15,428	17,578	15,040	14,138	26,356	19,430	15,092	13,225	14,138	13,225
Expenses and fair value adjustments										
Operating expenses	9,571	9,954	9,806	9,976	10,994	10,385	11,434	9,885	9,976	9,885
Restructuring expenses (recoveries)	-	-	-	-	50,240	-	-	(813)	-	(813)
Fair value (appreciation) depreciation	(6,420)	(8,028)	(9,436)	2,710	(2)	(2,783)	11,967	352	2,710	352
Income (loss) before income taxes, discontinued operations and non-controlling interest	12,277	15,652	14,670	1,452	(34,876)	11,828	(8,309)	3,801	1,452	3,801
Income taxes	2,125	2,073	1,400	857	2,957	2,136	885	1,111	857	1,111
Income (loss) from continuing operations	10,152	13,579	13,270	595	(37,833)	9,692	(9,194)	2,690	595	2,690
Income (loss) from discontinued operations	169	11	8	8	(6)	9	6	9	8	9
Net (income) loss attributable to non-controlling interest	(4,082)	(5,378)	(8,374)	3,147	173	(3,025)	6,393	304	3,147	304
Net income (loss) attributable to shareholders	6,239	8,212	4,904	3,750	(37,666)	6,676	(2,795)	3,003	3,750	3,003
Basic and diluted net income (loss) per share										
Continuing operations	0.06	0.08	0.05	0.04	(0.37)	0.06	(0.02)	0.02	0.04	0.02
Discontinued operations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Basic and diluted net income (loss) per share	0.06	0.08	0.05	0.04	(0.37)	0.06	(0.02)	0.02	0.04	0.02
Adjusted net income	3,732	5,551	3,834	3,305	8,767	6,909	4,792	2,444	3,305	2,444
Adjusted net income per share	0.04	0.05	0.04	0.03	0.09	0.06	0.04	0.02	0.03	0.02
Return on equity	26.3%	32.2%	18.1%	13.3%	(131.6%)	22.8%	(9.4%)	10.0%	13.3%	10.0%
Adjusted return on equity	15.7%	21.8%	14.1%	11.7%	30.6%	23.5%	16.0%	8.1%	11.7%	8.1%
Net gain on sale as a % of mortgages sold	0.80%	0.70%	0.69%	0.88%	0.88%	0.84%	0.77%	0.83%	0.88%	0.83%
Mortgages under administration (in billions of \$)	19.27	20.38	21.59	22.16	23.38	24.30	24.75	25.02	22.16	25.02
Mortgage sales (in billions of \$)	1.93	2.27	2.18	1.62	3.00	2.28	2.14	1.52	1.62	1.52
Renewal volumes	10.9%	10.6%	12.4%	18.5%	15.7%	18.0%	27.5%	21.7%	18.5%	21.7%

The Company's revenue is earned primarily from its mortgage lending business, which is dominated by sales of whole loan mortgages to third party investors. Although the Company's net gains on mortgage sales decreased in Q1 2016 compared to the comparable quarter in Q1 2015, the overall trend has been a steady increase, totaling \$76.1 million in 2015, up from \$56.5 million in 2014. This is due to several factors. In addition to growth in the Company's market share as it has become established, there are two external economic drivers, being the overall price appreciation and strong housing market activity experienced in most regions of Canada over the last several years.

Mortgage originations tend to follow seasonal housing market trends, where the spring and summer markets outperform the fall and winter ones, generally leading to relatively higher gains on sale in Q2 and Q3 compared to Q4 and Q1. The Company's results are consistent with this trend, as shown above in the table above.

FINANCIAL PERFORMANCE REVIEW

Gain on Mortgage Sales

Table 3 - Mortgage Sales and Mortgages Under Administration

	For the three months ended or as at		
	March 31, 2016	December 31, 2015	March 31, 2015
Mortgages sold and mortgages under administration <i>(in billions of \$)</i>			
Total mortgages sold	\$ 1.52	\$ 2.14	\$ 1.62
% Renewals	21.7%	27.5%	18.5%
Mortgages under administration	\$ 25.02	\$ 24.75	\$ 22.16
Mortgage sale financial highlights <i>(in thousands of \$)</i>			
Cash premium at sale	\$ 22,921	\$ 30,681	\$ 26,855
Deferred gain on sale	3,962	5,048	4,266
Gain on sale of mortgages	\$ 26,883	\$ 35,729	\$ 31,121
Gain as a % of mortgages sold	1.77%	1.67%	1.92%
Acquisition expenses	\$ 14,286	\$ 19,313	\$ 16,877
Acquisition expenses as % of mortgages sold	0.94%	0.90%	1.04%
Net gain on sale	\$ 12,597	\$ 16,416	\$ 14,244
Net gain as a % of total mortgages sold	0.83%	0.77%	0.88%
Operating expenses	\$ 9,885	\$ 11,434	\$ 9,976
Operating expenses as % of total mortgages sold	0.65%	0.53%	0.62%

Mortgage sales in Q1 2016 were \$1.52 billion compared to \$1.62 billion in Q1 2015 and \$2.14 billion in Q4 2015.

Compared to Q1 2015, net gains on sale were down \$1.65 million or 11.6% on approximately 6% lower volumes sold and a lower net gain on sale percentage. In connection with the bank application, in Q1 2016 the Company implemented certain underwriting process changes creating some expected operational challenges as the Company adapted to the new processes. These challenges increased the time it took to complete underwriting tasks and affected new origination volumes in the quarter. Moving into Q2 2016, the Company has observed improvements in processing time.

Gains as a percentage of mortgages sold were lower in Q1 2016, as Q1 2015 benefitted from higher than average spreads while early Q1 2016 experienced some narrowing that has since rebounded. Acquisition expenses as a percentage of mortgages sold in Q1 2016 were 0.94% compared to 1.04% in Q1 2015 on higher relative renewal volumes in this year, thus mitigating some of the revenue decline. Margins earned reflect both market rates and the duration of the underlying mortgages sold.

Compared to Q4 2015, net gains on sale were down \$3.82 million or 23.3% in Q1 2016 due to seasonally lower mortgage sales volume, and factors mentioned above. However, net gains as a percentage of sales were 0.83% in Q1 2016 compared to 0.77% in Q4 2015, due to an increase in gross gains on sale from 1.67% in Q4 2015 to 1.77% in Q1 2016 as spreads began to widen out in the last two months of the quarter. Acquisition expenses went from 0.90% of mortgages sold to 0.94%, reflecting a decline in renewals in the quarter.

Renewal volumes were 21.7% of total sales in Q1 2016 versus 18.5% in Q1 2015, and 27.5% in Q4 2015. Throughout 2015, renewal volumes were positively affected by the inclusion of renewals from each of 5-year terms originated in 2010, and higher than usual 4- and 3-year terms originated in 2011 and 2012.

Geographic Distribution – Mortgages

The Company originates mortgages across Canada, with the exception of Quebec. The charts below show the geographic distribution of mortgages under administration and originations in Q1 2016, compared to Q1 2015.

Chart 1 – Geographic Distribution of Mortgages under Administration (% of \$)

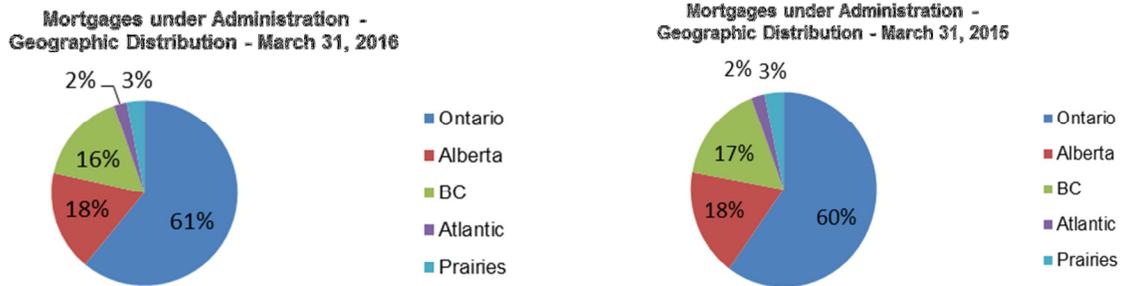


Chart 2 – Geographic Distribution of New Originations (% of \$)



As shown above, both MUA and originations continue to favour Ontario, which is reflective of the relative population density in urban centers of that province, and its higher average housing prices compared to most of Canada. The distribution of MUA is essentially unchanged in Q1 2016 compared to Q1 2015. As a reflection of management’s efforts to increase the Company’s presence in the BC marketplace and the strong markets in the region, both the number of applications and the average deal size in BC increased compared to 2015. Management, along with its business partners, is continually monitoring the economic and housing market conditions along with the credit quality in local regions and adjusts underwriting criteria and origination volumes as required.

Net interest and other income

Table 4 - Net interest and other income

A breakdown of the Company's net interest and other income is shown below, allocated between net interest income and other income.

	For the three months ended		
	March 31, 2016	December 31, 2015	March 31, 2015
Interest income - mortgage lending	\$ 1,274	\$ 1,360	\$ 568
Interest expense - mortgage lending	(1,136)	(1,163)	(866)
Net interest income (loss) - mortgage lending	\$ 138	\$ 197	\$ (298)
Servicing and fee income	223	282	358
Interest income - other	43	48	90
Interest expense - other	(304)	(217)	(270)
Other income (loss)	528	41	14
Credit provisions	-	(1,675)	-
	\$ 628	\$ (1,324)	\$ (106)

Interest income – mortgage lending primarily includes the interest the Company earns on mortgages it holds on-balance sheet where a mortgage has either been securitized by the Company through the NHA MBS program, or is held on-balance sheet prior to securitization or sale funding.

Interest expense – mortgage lending includes the interest expense from the securitization liabilities resulting from the issuance of NHA MBS to fund the securitized mortgages. The expense also includes interest associated with funding mortgages warehoused on-balance sheet prior to take out funding.

Compared to Q1 2015, the Q1 2016 increase in both income and expense related to mortgage lending is associated with an increase in the Company's issuance of NHA MBS. Securitized mortgage loans and liabilities each increased by approximately \$115 million over the period from March 31, 2015 to March 31, 2016.

Servicing and fee income is the net servicing fees and trailing interest spread earned by the Company, and represents the difference between the cash received by the Company and the amortization of the deferred placement fees. The amount realized is dependent on both the size of the portfolio and the extent to which actual experience differs from the assumptions made at the time of sale of the mortgages, and is therefore subject to variability.

The Company also earns interest income and incurs interest expense on loans that are associated with its legacy businesses. Interest income – other decreased in Q1 2016 compared to both Q4 2015 and Q1 2015 in line with decreases in the loans receivable. Interest expense - other has increased primarily due to the Company's use of the operating line that became available in 2015.

Other income (loss) is comprised of miscellaneous items, including those associated with the Company's legacy businesses. These include management fees and other income earned by Private Equity, offset by some associated costs. Fee income fluctuates and has decreased overall as the portfolio investments have been exited. In Q1 2016, the Company recorded other income of \$0.48 million associated with the sale of a key man life insurance policy on a former officer of the Company.

Credit provisions are allowances on loans and other receivables that are not part of the Company's mortgage lending business. The provision in Q4 2015 represents an allowance on the Company's loan receivable from Fleetwood.

Operating expenses

Table 5 – Operating Expenses

A breakdown of the Company's operating expenses is shown below, not including the Q1 2016 recovery of restructuring costs that were charged to income in 2015 (please see the section *Non-GAAP Measures*).

	For the three months ended		
	March 31, 2016	December 31, 2015	March 31, 2015
Salaries and benefits	\$ 6,738	\$ 6,972	\$ 6,936
Professional services	536	477	411
Legal and regulatory	229	296	245
Premises	489	443	472
Business development	853	913	705
Other	1,040	2,333	1,207
	\$ 9,885	\$ 11,434	\$ 9,976
Operating expenses as a % of mortgages sold	0.65%	0.53%	0.62%

As the Company's business has grown, and in connection with the Company's application to become a Schedule I bank, the employee headcount has increased from 170 at March 31, 2015 to 210 at December 31, 2015, and to 215 at March 31, 2016. This has resulted in corresponding increases in operating expenses. The Q1 2016 decrease in salary and benefits expense compared to Q4 2015 reflects bonus true-ups in each quarter, and seasonally lower variable compensation. Compared to Q1 2015, salaries and benefits in Q1 2016 is lower because Q1 2015 included the higher than Company-average salaries and bonuses of former employees that were restructured in the corporate realignment in Q2 2015.

Other expenses in Q1 2016 include a recovery of prior period HST paid of \$0.6 million, compared to a recovery of \$0.3 million in Q4 2015, and no recovery in Q1 2015. The Company expects recoveries to normalize to approximately \$0.2 million per quarter. Other expenses in Q4 2015 were greater than either Q1 2016 or Q1 2015 primarily because of the inclusion of a one-time reversal of \$0.9 million in HST ITCs.

Professional services includes tax and other consulting fees, and fees paid to the Company's Board of Directors. The increase in Q1 2016 is due to increases in direct costs associated with call centre services.

Business development includes sales and marketing expenses. Sales expenses primarily consist of sales-related travel and entertainment. Marketing expenses primarily consist of promotional materials, the maintenance of the Company's website, and broker-related costs.

Fair Value Adjustments

The Company's fair value adjustments relate to its legacy businesses, particularly its portfolio investments. These investments consist of the Company's investments that are part of Private Equity, and its direct investment in capital units of Fleetwood Fine Furniture International LP ("Fleetwood"). Fair value adjustments tend to fluctuate due to the potential for the Company's investments to increase or decrease in value, depending on factors that tend to be unique to each investment.

In Q1 2016, the Company recorded negative fair value adjustments of \$0.4 million related to the investments held by its Private Equity business, inclusive of foreign exchange fluctuations. These were primarily associated with the Company's investment in Differential Brands Group Inc. (formerly Robert Graham), and were composed of both a decline in the investment's share price and foreign exchange fluctuation due to strengthening of the Canadian dollar against the US dollar. Approximately \$0.3 million of the quarter's fair value losses were allocated to the Company's non-controlling interests.

In Q4 2015, the Company recorded negative fair value adjustments of \$6.0 million related to the investments held by its Private Equity business, also largely associated with Differential Brands Group Inc. Although the investment's fair value increased approximately \$1.3 million during 2015, inclusive of foreign exchange fluctuations, the write-up of over \$7 million that was recorded during the first nine months of 2015 was largely reversed during Q4, due to a decrease in share price. Approximately \$4.1 million of the \$6.0 million fair value losses in the quarter was allocated to the Company's non-controlling interests.

In Q4 2015, the Company also recorded a \$6.0 million write down of its investment in Fleetwood, which reduced its value to zero. Approximately \$1.7 million of this amount was allocated to the Company's non-controlling interests.

In Q1 2015, fair value losses of \$2.7 million related primarily to Private Equity's exit from its investment in TubeMogul Inc., which became a public company in July 2014. Although the investment on TubeMogul realized an overall return of approximately twelve times its original amount, the shares issued in 2014 were subject to a hold period until January 2015. The shares declined in value between December 2014 and the final exit in February 2015. Approximately \$2.9 million of losses was allocated to the Company's non-controlling interests in Q1 2015.

Discontinued Operations

In the first quarter of 2013 the Company discontinued its Asset Liquidation, Case Goods and Real Estate segments. The Case Goods business and the last Real Estate property were sold in Q1 2014, while the Asset Liquidation business was distributed to the Company's shareholders via a dividend-in-kind of all of the Company's shares of Heritage Global Inc. There were no significant transactions relating to discontinued operations during 2015 or Q1 2016.

Income Taxes

Income taxes during Q1 2016 primarily relate to the deferred tax attributable to Street Capital Financial, net of recoveries generated at the parent Company level.

At March 31, 2016, the Company has approximately \$306.9 million non-capital loss carry-forwards that may be used to reduce future years' taxable income until 2035.

The income tax expense reported in the statement of comprehensive income is based on a number of different estimates made by management. The effective tax rate can change from period to period, based on the mix of income or loss among the different jurisdictions in which the Company operates, changes in tax laws in these jurisdictions, and changes in the estimated values of deferred tax assets and liabilities recorded on the statement of financial position. This is in addition to permanent differences that are either not in, or deductible from, the computation of taxable income. The income tax expense reflects an estimate of cash taxes in the current year, offset by the associated utilization of non-

capital loss carryforwards, and a provision for changes arising during the year in the value of the deferred tax assets and liabilities. The likelihood of recovering value from deferred tax assets such as loss carry-forwards, future tax depreciation of capital assets and other assets is assessed and recognized at each quarter-end. Material changes in income tax assets, liabilities, expense and recoveries may occur in the short term. Please see Note 15 to unaudited condensed consolidated interim financial statements for more information on the Company's tax rates, as well as both current and deferred income taxes.

REVIEW OF FINANCIAL POSITION

The following table sets out the Company's consolidated financial position for the three months ended March 31, 2016 and the year ended December 31, 2015.

Table 6 - Financial Position

<i>(in thousands of \$)</i>	As at	
	March 31, 2016	December 31, 2015
Assets		
Cash and cash equivalents	\$ 7,836	\$ 8,846
Restricted cash	13,726	13,078
Deferred placement fees receivable	46,328	46,442
Prepaid portfolio insurance	68,138	66,672
Securitized mortgage loans	164,408	167,762
Non-securitized mortgages and loans	5,251	16,741
Portfolio Investments	5,160	13,506
Deferred income tax assets	13,975	14,135
Other assets	17,329	13,333
Goodwill and intangible assets	28,678	28,864
	<u>370,829</u>	<u>389,379</u>
Assets of discontinued operations	1,246	1,338
Total assets	<u>\$ 372,075</u>	<u>\$ 390,717</u>
Liabilities		
Bank facilities	12,049	15,817
Loans payable	6,795	8,972
Securitization liabilities	163,028	167,380
Other liabilities	69,422	75,013
	<u>251,294</u>	<u>267,182</u>
Liabilities of discontinued operations	1,166	1,166
Total liabilities	<u>252,460</u>	<u>268,348</u>
Total shareholders' equity	121,998	118,245
Non-controlling interests	(2,383)	4,124
Total liabilities and equity	<u>\$ 372,075</u>	<u>\$ 390,717</u>

Cash and Cash Equivalents, and Restricted Cash

Cash and cash equivalents at March 31, 2016 represent funds on deposit with regulated Canadian financial institutions. Restricted cash represents mortgage loan repayments collected on behalf of third party investors via a third party service provider, cash collected that has not yet been allocated to securitization liabilities, and accrued interest from mortgage loan repayments collected in connection with securitization activities.

The primary source of cash is the cash premiums received on the sale of mortgages, and the net servicing revenue and excess spread received on mortgages under administration.

Deferred Placement Fees Receivable

When mortgages are sold on a fully serviced basis the Company charges the institutional investor a servicing fee, which is received over the life of the underlying mortgage. In some cases, an excess interest rate spread is also received over the remaining mortgage term. The present value of (i) the servicing fee net of the Company's cost of servicing, plus (ii) the excess interest rate spread, is recognized as gain on sale of mortgages in the consolidated statement of comprehensive income and a resulting deferred placement fee receivable is recognized in the consolidated statement of financial position. Please see Note 7 of the unaudited condensed consolidated interim financial statements.

Prepaid Portfolio Insurance

Prepaid portfolio insurance represents portfolio mortgage insurance premiums paid by the Company to insure a pool of low ratio prime mortgages. Portfolio mortgage insurance provides insurance coverage over a pool of mortgages and is not mortgage specific. The length of the coverage is for the amortization period of the original underlying mortgages. Prepaid portfolio insurance is amortized into income over a maximum period of 15 years, using a declining balance method that estimates the pattern of consumption based on contractual terms and management assumptions about mortgage prepayments and renewals.

The net increase in the prepaid portfolio insurance balance reflects the growth in the number of insured mortgages, less the amortization recognized during the same period. Please see Note 8 of the unaudited condensed consolidated interim financial statements.

Securitized Mortgage Loans and Securitization Liabilities

Beginning in 2014, and continuing through 2015, the Company occasionally originated prime insured mortgages that were securitized through the NHA MBS program and sold to third-party investors as MBS. These mortgages and the associated securitization liabilities remain on balance sheet. The Company did not directly securitize and sell any mortgages during Q1 2016. Mortgages securitized during 2015 were \$126.2 million.

Non Securitized Mortgages and Loans

From time to time the Company originates loans that remain on balance sheet, are bridge loans, or are intended for securitization and sale. At March 31, 2016, the majority of the non-securitized mortgages and loans consist of bridge loans. Approximately \$13.5 million of the mortgages and loans outstanding at December 31, 2015 were being held for sale, and approximately \$12.6 million of these were part of the Company's whole loan sales during Q1 2016.

Portfolio Investments

The Company's portfolio investments of \$5.2 million consist of investments held by the Company's Private Equity business (see also the discussion under *Fair Value Adjustments* above). The Company also holds Class A units in Fleetwood, but as discussed below, that investment was written down to zero in Q4 2015. The Company holds only approximately 16% of Private Equity, but it controls and consolidates the business due to its ability to influence its management and investments. At March 31, 2016, approximately \$3.5 million of the portfolio investments were attributable to the Company's non-controlling interest (December 31, 2015 - \$10.3 million).

As noted above under *Legacy Business*, the Company is in the process of exiting Private Equity. At March 31, 2016 and December 31, 2015, Private Equity retained two investments, only one of which, Differential Brands Group Inc. ("DBGI"), was material. The decrease of \$8.4 million in portfolio investments in Q1 2016, of which approximately \$6.8 million is attributable to the Company's non-controlling interest, is largely due to a partial exit from DBGI. In January 2016, the shareholders of an unrelated public company, Joe's Jeans, approved an agreement to merge with the formerly-named Robert Graham and form DBGI, a publicly traded company. The merger took place during Q1 2016 and had the effect of converting Private Equity's investment into cash and publicly traded shares. Net cash proceeds of \$8.2 million were distributed to the Private Equity investors, with the Company receiving approximately \$1.4 million. Management expects that Private Equity will exit DBGI in 2016 or 2017, at which time the proceeds would be distributed to the investors.

Deferred income tax assets

Deferred income tax assets are almost exclusively associated with non-capital losses related to the Company's legacy businesses and head office operations. Please see Note 15 of the unaudited condensed consolidated interim financial statements.

Other Assets

Other assets include receivables for mortgage sale activity and mortgage insurance, loans and other receivables, capital assets, and prepaid expenses. The loans receivable include receivables from the Company's former subsidiary, HGI, and from Fleetwood. The increase in Q1 2016 is primarily due to an increase in receivables relating to mortgage sale activity. Please see Note 11 of the unaudited condensed consolidated interim financial statements.

Goodwill and Intangible Assets

The Company's goodwill relates to its acquisition of Street Capital Financial in 2011. The Company's intangible assets are also related to Street Capital Financial, and consist of both acquired and internally generated assets. There was no indication of impairment of either goodwill or intangible assets in either 2015 or Q1 2016. Please see Note 9 of the unaudited condensed consolidated interim financial statements.

Bank Facilities

At March 31, 2016 the Company had a total credit facility of \$165 million through a syndicate of Schedule I Canadian banks, of which \$12 million was outstanding, leaving \$153 million available (December 31, 2015 - \$16 million and \$149 million, respectively). The facility is available in three tranches, dependent on use of funds. The balance decreased in Q1 2016 due to a decrease of \$10.3 million in the mortgage funding facility as the mortgages were funded by securitization or sale, partially offset by an increase of \$6.5 million in the Company's operating line. Please see Note 12 of the unaudited condensed consolidated interim financial statements.

Loans Payable

The loans payable are related to the Company's legacy businesses. The decrease in Q1 2016 is primarily due to \$2.0 million in repayments. Please see Note 13 of the unaudited condensed consolidated interim financial statements.

Other Liabilities

Other liabilities include accounts payable, accrued liabilities, accrued mortgage acquisition costs, and deferred tax liabilities. The \$5.6 million decrease in other liabilities in Q1 2016 was primarily due to a \$2.9 million decrease in accrued restructuring costs and a \$4.0 million decrease in accrued compensation. These were partially offset by a \$1.1 million increase in payments due to mortgage servicers and mortgage acquisition costs. These fluctuate due to timing differences in cash receipts and subsequent payment, quarter over quarter. Please see Note 14 of the unaudited condensed consolidated interim financial statements.

Shareholders' Equity and Updated Share Information

The increase in shareholders' equity includes the Company's Q1 2016 comprehensive income, as well as proceeds from the exercise of stock options, and the repayment of a shareholder loan.

At April 30, 2016, the Company had 122,064,310 common shares issued and outstanding. In addition, there were 3,138,031 unexercised stock options, which are, or will be, exercisable to purchase common shares for maximum proceeds of \$3.59 million.

Contingencies

The Company, from time to time, is involved in various claims, legal and tax proceedings and complaints arising in the ordinary course of business. The Company is not aware of any pending or threatened proceedings that would have a material adverse effect on the consolidated financial condition or future results of the Company.

Off balance sheet arrangements

At March 31, 2016 the Company has no off balance sheet arrangements. At December 31, 2015, the Company had outstanding commitments for advances on mortgage loans, which it intended to fund on-balance sheet, which amounted to \$4.5 million, and were up to 90 days. The offers to extend credit are in the normal course of business and are planned through the Company's liquidity management practices.

Related party transactions

Related party transactions are described in Note 24 to the unaudited condensed consolidated interim financial statements. There are two items: a management services agreement and loan the Company had with a former subsidiary, Heritage Global Inc., and a non-interest-bearing loan with a senior executive of the Company.

CAPITAL MANAGEMENT

The Company's objective is to maintain a strong simplified capital base in order to maintain investor confidence and support the future development of the business, while allocating capital for maximum economic benefit. Management defines capital as the Company's equity and retained deficit. The Company's wholly owned subsidiary, Street Capital Financial, has minimum net worth requirements as stipulated under the bank facilities discussed in Note 12. As at March 31, 2016 and December 31, 2015, the Company far exceeded the minimum, and was compliant throughout both 2015 and 2016.

Normal Course Issuer Bid

Street Capital, with the approval of the Toronto Stock Exchange (the "Exchange") commenced a normal course issuer bid (the "NCIB") that became effective on March 23, 2016 and will expire on March 22, 2017, with the intention of purchasing for cancellation up to 2% of the Company's common shares outstanding. Street Capital, through its broker, purchases the common shares on the open market through the facilities of the Exchange and otherwise in accordance with the rules and policies of the Exchange. Street Capital believes that the potential repurchase by Street Capital of a portion of outstanding common shares is an appropriate use of available cash and is in the best interests of Street Capital and its shareholders. At April 30, 2016, Street Capital had purchased 97,616 of the Company's common shares through the NCIB.

Regulatory Capital

Street Capital Financial has applied to Canada's Minister of Finance for approval to operate as a Schedule I Bank. In anticipation of Street Capital Financial receiving this approval, the Company has developed a board-approved Capital Management Policy that will govern the quantity and quality of capital held. The objective of the policy is to ensure that, in addition to ensuring the Company has adequate capital to support its strategic and business objectives, it also has adequate capital to absorb potential unexpected losses and meet the minimum regulatory capital requirements as stipulated by the Office of the Superintendent of Financial Institutions, Canada ("OSFI"). Street Capital Financial defines capital as meeting the definition of regulatory capital as defined by the capital adequacy requirements defined by OSFI, which in its case is Street Capital Financial's common equity and retained earnings. Two regulatory capital requirements are addressed in Street Capital Financial's policy: the Leverage Ratio and the Risk-Based Capital Ratios. As at March 31, 2016, Street Capital Financial had sufficient regulatory capital to well exceed both the regulatory minimums and its internal policy requirements.

Based on the March 31, 2016 financial position of Street Capital Financial, the regulatory capital ratios have been estimated as follows:

Regulatory capital Ratios (i)	March 31, 2016	December 31, 2015	National Regulatory Minimum
CET 1 Ratio	31.9%	33.1%	7.0%
Tier 1 Ratio	31.9%	33.1%	8.5%
Total Capital Ratio	31.9%	33.1%	10.5%
Leverage Ratio	26.0%	25.2%	3.0%

(i) Capital ratios have been calculated based on regulations in effect at the reporting date, and are based on certain estimates and judgements made by management.

Should Street Capital Financial be approved to operate as a Schedule I bank, it will be held to higher required regulatory capital ratios than the National Regulatory Minimums.

RISK MANAGEMENT

Through its wholly owned subsidiary Street Capital Financial, the Company is exposed to financial and operational risks, including the symptoms and effects of both domestic and global economic conditions and other factors that could adversely affect its business, financial condition and operating results. These factors may also influence an investor to buy, sell or hold shares in the Company. When evaluating risks, the Company makes decisions about which risks it accepts, which risks it mitigates, and which risks it avoids. Many of these risk factors are beyond the Company's direct control. The Board of Directors (the "Board") plays an active role in monitoring the Company's key risks and in determining the policies that are best suited to manage these risks.

The Company's business activities, including its use of financial instruments, expose the Company to various risks, the most significant of which are credit risk, liquidity and funding risk, and market risk. For a detailed discussion of the risks, and risk factors that affect the Company, please refer to pages 44 to 48 of the Company's 2015 Annual Report, which contains the Company's 2015 Management Discussion and Analysis. The Company's Annual Report is available on SEDAR at www.sedar.com.

Credit Risk

Credit risk is the risk of loss associated with a counterparty's inability or unwillingness to fulfill its payment obligations.

The Company's credit risk is mainly associated with its mortgage lending business, in the form of the risk of default on the part of the borrower. The vast majority of the mortgages that the Company underwrites are sold to institutional investors and are insured or insurable against default with CMHC and other government backed private insurers, such that the residual credit risk to the Company is immaterial overall. Given that the vast majority of these mortgages are sold to institutional investors, their credit quality remains an important measure in ensuring continued demand from these investors. If mortgages that the Company sold or securitized in the past perform poorly, it may adversely affect the perceived value, or reduce the quantity, of any future mortgages it attempts to sell or securitize.

The Company's serious arrears rate of 0.13%, at March 31, 2016, is significantly better than the industry average of 0.25% at December 31, 2015, as disclosed by the Canadian Bankers Association, and reflects the Company's due diligence and strong quality assurance.

The Company's credit risk on liquid assets, the vast majority of which are cash and cash equivalents, is relatively limited as all counterparties are Schedule I Canadian banks with high credit ratings assigned by international rating agencies.

The Company has credit risk associated with specific loans receivable that are related to its discontinued Real Estate, Asset Liquidation and Case Goods businesses. The balance of these loans at March 31, 2016 was net \$3.7 million, net of an allowance of \$1.7 million (2015 - \$3.9 million, net of an allowance of \$1.7 million). The Company evaluated the collectability of these loans at March 31, 2016 and determined that no further allowance for credit losses was required.

Liquidity Risk

Liquidity risk is the risk that the Company is unable to meet its financial obligations as they come due. This risk arises from the fluctuations in the Company's cash flows that are associated with loan sales, securitization, investing and other business activities. The Company manages liquidity risk through both daily monitoring and measurement of the Company's liquidity position, and regular liquidity forecasting to ensure it has sufficient liquidity to meet all expected cash outflows, both in ordinary market conditions and during periods of market stress.

The Company holds liquid assets primarily in the form of cash in bank deposits. At March 31, 2016 the Company had \$21.6 million in cash and cash equivalents on deposit with a Schedule I Canadian Bank, which included \$13.7 million of restricted cash representing mortgage loan repayments collected on behalf of third party investors, cash to be allocated to securitization liabilities, and accrued interest from securitized mortgage loan repayments.

The Company has a \$165 million credit facility with a syndicate of Schedule I Canadian banks, as described above under Bank Facilities.

Interest Rate Risk

Interest rate risk is the risk of lost earnings or capital due to changes in interest rates. The objective of interest rate risk management is to ensure that the Company is able to realize stable and predictable earnings, over specific time periods, despite fluctuations in interest rates. The Company manages interest rate risk to minimize its exposure to fluctuations in interest rates by assessing the potential impact of interest rate changes on net interest income. The Company's primary exposure to interest rate risk arises from fluctuations in interest rates on its mortgages and loans payable, which depend on prevailing rates at renewal.

The Company is not exposed to a material level of interest rate risk arising from mortgage commitments, because the purchase price for mortgages sold to investors is based on customer commitment rates rather than the funded rate, thereby passing on the interest rate risk to the investors. Where the Company securitizes its mortgages directly, it is exposed to interest rate risk arising from mortgage commitments issued and from the point of loan funding to the pooling of the loan for securitization, but this has been immaterial overall given low relative volumes.

At March 31, 2016 an immediate and sustained 100 basis point change in interest rates would result in a \$95 (December 31, 2015 - \$53) before tax decrease in net interest income over the next 12 months.

Operational Risk

Operational risk, which is inherent in all business activities, is the risk of loss resulting from either inadequate or failed internal processes, people and systems, or from external events. Operational risk cannot be eliminated, but the Company has taken proactive steps to mitigate this risk. The Company has adopted an Enterprise Risk Management Framework that includes strategies to manage operational risk, including avoidance, transfer, acceptance and mitigation by controls. The Company employs a risk and compliance information system that facilitates the application of an enhanced operational risk methodology, including event data monitoring, business line risk and control self-assessments, measurement and monitoring of key risk/performance indicators, and a new initiatives risk assessment framework. The Company relies upon the uninterrupted functioning of its computer systems and other technology. The failure of any of these components could interrupt operations or materially impact the Company's ability to originate, monitor or service customer accounts,

or to comply with contractual obligations to investors and third parties. A sustained or prolonged outage could negatively impact the Company's financial results.

Companies that provide financial services, including the Company, are exposed to cyber-risk. Cyber threats continue to increase in size and complexity. While the Company and, more broadly, the industry, are continuously monitoring and improving their information and cyber security programs, the Company and its third-party service providers may not be able to fully mitigate all risks associated with increased threats. Cyber security breaches may lead to the loss of confidential information and related privacy issues.

The Company maintains insurance coverage in order to mitigate, where possible, the various forms of operational risk outlined above. This insurance coverage includes commercial property, general liability, computer crime, cyber liability, directors' and officers' liability, umbrella and errors and omissions, and other standard business policies.

ACCOUNTING STANDARDS & POLICIES

This MD&A should be read in conjunction with the Company's unaudited condensed consolidated interim financial statements and notes. The significant accounting policies and critical accounting estimates are described in Note 3 of the audited consolidated financial statements included in the 2015 Annual Report. These policies have the potential to significantly impact the Company's financial statements, either because of the significance of the financial statement item to which they relate, or because they require judgment and estimation due to the uncertainty involved in measuring, at a specific point in time, events that are continuous in nature.

Future changes in accounting standards that may have an impact on the Company's financial position and results of operations are discussed in Note 3 to the unaudited condensed consolidated interim financial statements.

Disclosure Controls and Internal Control over Financial Reporting

The Company's disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed by the Company is recorded, processed, summarized and reported within the time periods specified under Canadian securities laws. They include controls and procedures that are designed to ensure that information is accumulated and communicated to senior management, including the Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure.

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with GAAP.

There were no changes to the Company's internal controls over financial reporting during the period ended March 31, 2016 that have materially affected, or are expected to have a material effect on, the Company's financial reporting.

RESPONSIBILITIES OF MANAGEMENT AND THE BOARD OF DIRECTORS

Management is responsible for the information disclosed in this MD&A and the accompanying unaudited condensed consolidated interim financial statements. Street Capital has in place appropriate information systems and procedures to ensure that information used internally by management and disclosed externally is materially complete and reliable. In addition, the Company's Audit Committee, on behalf of the Board of Directors, performs an oversight role with respect to all public financial disclosures made by the Company and has reviewed and approved this MD&A and the accompanying unaudited condensed consolidated interim financial statements.

NON-GAAP MEASURES

Management uses a variety of financial measures in its assessment and description of the Company's performance. In addition to GAAP-defined measures, such as earnings per share ("EPS"), management uses non-GAAP measures in order to provide investors with useful information regarding the Company's financial condition and results of operations. These non-GAAP measures do not have any standardized meaning under GAAP. These measures, therefore, may not be comparable to, or consistent with, similarly titled non-GAAP measures presented by other companies. The non-GAAP measures used in this MD&A are defined as follows:

Adjusted shareholders' net income and adjusted diluted shareholders' earnings per share

The adjusted results are intended to give readers a view of the core operating business of the Company by removing i) non-recurring restructuring expenses or recoveries, net of applicable taxes, ii) the fair value adjustments, provisions, and the results of discontinued operations associated with the Company's legacy businesses, and iii) the non-recurring reversal of HST ITCs in Q4 2015, net of applicable taxes. The reconciliation of shareholders' net income to adjusted shareholders' net income and the resulting adjusted earnings per share are presented below. Adjusted diluted earnings per share is calculated using adjusted net income.

Reconciliation of Shareholders' Net Income to Adjusted Shareholders' Net Income

<i>(in thousands of \$, except where defined)</i>	For the three months ended		
	March 31, 2016	December 31, 2015	March 31, 2015
Net income (loss)	\$ 3,003	\$ (2,795)	\$ 3,750
Restructuring recovery (net of applicable tax)	(598)	-	-
One time reversal of HST ITCs (net of applicable tax)	-	660	-
Fair value adjustments (net of non-controlling interest)	48	6,056	(437)
Provision against legacy non-trade receivable (net of applicable tax and non-controlling interest)	-	877	-
Discontinued operations	(9)	(6)	(8)
Adjusted net income	\$ 2,444	\$ 4,792	\$ 3,305
Shareholders' diluted earnings (loss) per share	\$ 0.02	\$ (0.02)	\$ 0.04
Adjusted shareholders' diluted earnings per share	\$ 0.02	\$ 0.04	\$ 0.03

Return on equity is defined as the net income available to common shareholders as a percentage of average shareholders' equity. **Adjusted return on equity** is calculated as the adjusted net shareholders' net income as a percentage of average shareholders' equity.

Average beacon

Average beacon refers to the credit scores of new mortgage clients, and is calculated as the portfolio weighted average at the date of mortgage origination.

Book value per share

Book value per share is calculated by dividing shareholders' equity by the number of common shares outstanding.

Common Equity Tier 1, Tier1, and Total Capital Ratios

The capital ratios provided in this MD&A are those of the Company's wholly owned subsidiary Street Capital Financial. The calculations are in accordance with guidelines issued by OSFI.

Leverage Ratio

The Leverage Ratio provided in this MD&A is that of the Company's wholly owned subsidiary Street Capital Financial. The calculations are in accordance with guidelines issued by OSFI. The Leverage Ratio is defined as the Capital Measure divided by the Exposure Measure, with the ratio expressed as percentage. The Capital Measure is the all-in Tier 1 capital of Street Capital Financial. The Exposure Measure consists of on-balance sheet, derivative, securities financing transactions and off-balance sheet exposures.

Loan to value ratio

The loan to value ratio (“LTV”) is calculated as the portfolio weighted average ratio of outstanding loan balance to collateral value at origination.

Market capitalization

Market capitalization at a given date is calculated by multiplying that day’s closing price of the Company’s common shares by the number of common shares outstanding.

Mortgages under administration (“MUA”)

Mortgages under administration includes all securitized and non-securitized mortgage loans, as well as all off-balance sheet mortgages that qualify for derecognition under IFRS.

New mortgage originations

New mortgage originations includes all mortgages sold to investors, conversions of adjustable rate mortgages to fixed rate mortgages, and mortgages that are securitized under the NHA MBS program.

Operating expenses

Operating expenses are defined as the total of the Company’s i) salaries and benefits expense, plus ii) selling, general and administrative expense, plus iii) a restructuring recovery recorded in the first quarter of 2016.

	For the three months ended
	March 31, 2016
<i>(in thousands of \$)</i>	
Expenses	
Salaries and benefits	\$ 6,738
Selling, general and administrative expenses	3,147
Restructuring recovery	(813)
Total expenses	\$ 9,072
Add: restructuring recovery	813
Operating expenses	\$ 9,885

Serious arrears rate

Serious arrears rate is defined as the number of mortgages that are greater than 90 days in arrears, plus the number of mortgages involved in legal action due to non-payment, divided by the number of mortgages under administration. The calculation includes mortgages that have been sold to institutional investors.

Total debt service ratio

The total debt service ratio (“TDS”) refers to the debt service ratios of new mortgage clients, and is calculated as the portfolio weighted average at the date of mortgage origination.

GLOSSARY

Basis point

A basis point (“bp”) is one hundredth of a percentage point.

Canada Mortgage and Housing Corporation (“CMHC”)

The Canada Mortgage and Housing Corporation is a Canadian federal Crown corporation whose main function is to sell insurance to Canadian residential mortgage lenders to protect them against mortgage defaults. The cost of the insurance premiums is typically passed along to the borrower.

National Housing Act Mortgage-Backed Securities (“NHA MBS”) Program

NHA mortgage-backed securities are pools of CMHC insured residential mortgages that are sold to investors (“securitized” – see “Securitization”, below).

Impaired Loans

Loans are considered to be impaired when there is no reasonable assurance that principal and interest will be remitted to the lender on a timely basis.

Office of the Superintendent of Financial Institutions Canada (“OSFI”)

The Office of the Superintendent of Financial Institutions Canada is the federal government agency that is responsible for regulation and supervision of banks, insurance companies, trust companies, loan companies and pension plans in Canada.

Provision for credit losses

A provision for credit losses is a charge to income that represents management’s best estimate of the amount required to fully provide for impaired loans that will ultimately be deemed uncollectible.

Securitization

Securitization is the sale of pools of assets, such as insured residential mortgages, to third parties.