# NORTHERN FINANCIAL CORPORATION CONSOLIDATED FINANCIAL STATEMENTS FOR THE QUARTER ENDED DECEMBER 31, 2013 (Expressed in Canadian Dollars)

(Unaudited)

# **Northern Financial Corporation**

# Notice of Non-Review of Interim Financial Statements

The attached financial statements, for the period ended December 31, 2013, have not been reviewed by the Company's auditors.

### NORTHERN FINANCIAL CORPORATION Consolidated Statements of Financial Position (Expressed in Canadian Dollars) As at December 31, 2013 and March 31, 2013

	December 31, 2013	March 31, 2013
ASSETS		
CURRENT		
Cash and cash equivalents	\$ 479	\$ 41,198
Securities owned (Note 3)	37,544	37,192
Accounts receivable	32,334	452
Prepaid expenses and deposits	4,914	
TOTAL CURRENT ASSETS	75,271	78,842
NON CURRENT ASSETS		
Investment in associated company (Note 5)	21,043	417,211
Property and equipment (Note 6)	12,914	12,914
	33,957	430,125
TOTAL ASSETS	\$ 109,228	\$ 508,967
LIABILITIES		
CURRENT		
Short-term loans payable (Note 7)	\$ 1,760,977	\$2,183,640
Accounts payable and accrued liabilities	1,516,626	1,690,818
Provisions (Note 13)	340,640	790,640
Settlement liability (Note 8)		504,000
TOTAL CURRENT LIABILITIES	3,618,243	5,169,098
TOTAL LIABILITIES	3,618,243	5,169,098
SHAREHOLDERS' EQUITY (DEFICIENCY)		
Share capital (Note 9)	3,710,034	3,675,678
Warrants (Note 9)	158,829	158,829
Contributed surplus (Note 9)	1,760,169	1,764,589
Deficit	(9,138,047)	(10,259,227)
TOTAL SHAREHOLDERS' EQUTY (DEFICIENCY)	(3,509,015)	(4,660,131)
TOTAL LIABILITIES AND SHAREHOLDERS' EQUTY (DEFICIENCY)	\$ 109,228	\$ 508,967
GOING CONCERN (Note 1)		
COMMITMENTS AND CONTINCENCIES (Notes 42 and 42)		
(MANULALENTS AND CONTINCENCIES (Notes 12 and 12)		

COMMITMENTS AND CONTINGENCIES (Notes 12 and 13)

SUBSEQUENT EVENTS (Note 18)

APPROVED BY THE BOARD

"Don Rogers"

Director

"Vic Alboini"

Director

### NORTHERN FINANCIAL CORPORATION Consolidated Statements of Operations and Comprehensive Income (Loss) (Expressed in Canadian Dollars) For the Three and Nine Months Ended December 31, 2013 and 2012

	Three n	nonths	Nine m	onths
-	December 31, 2013	December 31, 2012	December 31, 2013	December 31, 2012
REVENUES				
Corporate finance	\$ 98,383	\$ 244,764	\$ 231,169	\$ 1,176,730
Broker warrants	13,573	(63,827)	352	(349,741)
Merchant banking	-	-	38,316	-
Other	(7,022)	-	1,082,497	440
Trading	(34,226)	-	(34,226)	1,713
TOTAL REVENUES	70,708	180,937	1,318,108	829,142
OPERATING EXPENSES				
General and administrative	(253,198)	186,102	159,721	1,275,319
Interest expense	15,738	141,096	(56,666)	341,548
Depreciation and amortization	-	34,491	-	101,133
TOTAL OPERATING EXPENSES	(237,460)	361,689	103,055	1,718,000
Net income (loss) before the undernoted	308,168	(180,752)	1,215,053	(888,858)
Share of gain (loss) of Jaguar Financial Corporation (Note 5) Gain on sale of investment in Jaguar Financial	(5,691)	132,822	(147,887)	(59,988)
Corporation (Note 5)	64,554		54,014	20,329
NET INCOME (LOSS)FROM CONTINUING OPERATIONS	367,031	(47,930)	1,121,180	(928,517)
NET LOSS FROM DISCONTINUED OPERATIONS	-	(793,476)		(2,443,107)
INCOME (LOSS) BEFORE INCOME TAXES	367,031	(841,406)	1,121,180	(3,371,624)
Income taxes (Note 11)	-	-	-	-
NET INCOME (LOSS) AND COMPREHENSIVE INCOME ( LOSS) FOR THE PERIOD	\$ 367,031	\$ (841,406)	\$ 1,121,180	\$ (3,371,624)
NET INCOME (LOSS) PER SHARE FROM CONTINUING OPERATIONS- Basic and diluted (Note 9(f)) NET INCOME (LOSS) PER SHARE – Basic and diluted (Note 9 (f))	\$ 0.01 \$ 0.01	\$ (0.00) \$ (0.02)	\$ 0.03 \$ 0.03	\$ (0.02) \$ (0.09)
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING	44,320,134	41,810,912	44,254,704	37,947,293

### NORTHERN FINANCIAL CORPORATION Consolidated Statements of Changes in Shareholders' Equity (Expressed in Canadian Dollars) For the Nine Months Ended December 31, 2013 and 2012

	Common Shares #	Common Shares \$	Warrants \$	Contributed Surplus \$	Deficit \$	Shareholders' Equity (Deficiency) \$
Balance, March 31, 2012	32,184,127	2,807,960	158,829	1,973,623	(4,209,895)	730,517
Private Placements	10,000,000	492,023	-	-	-	492,023
Employee equity incentive / purchase plans	1,838,443	314,497	-	(150,576)	-	163,921
Net loss and comprehensive loss	-	-	-	-	(3,371,624)	(3,371,624)
Balance, December 31, 2012	44,022,570	3,614,480	158,829	1,823,047	(7,581,519)	(1,985,163)
Balance, March 31, 2013	44,208,375	3,675,678	158,829	1,764,589	(10,259,227)	(4,660,131)
Employee equity incentive / purchase plans	111,759	34,356	-	(4,420)	-	29,936
Net income and comprehensive income	-	-	-	-	1,121,180	1,121,180
Balance, December 31, 2013	44,320,134	3,710,034	158,829	1,760,169	(9,138,047)	(3,509,015)

### NORTHERN FINANCIAL CORPORATION Consolidated Statements of Cash Flows (Expressed in Canadian Dollars) For the Three and Nine Months ended December 31, 2013 and 2012

CASH FLOWS USED IN OPERATING ACTIVITIES Net income (loss)	December 31,	December 31,	December 24	
		,	December 31,	December 31,
	2013	2012	2013	2012
	\$ 367,031	\$(841,406)	\$ 1,121,180	\$(3,371,624)
Items not affecting cash	¢ 001,001	¢(011,100)	¢ .,,.co	¢(0,01 1,0 <u>2</u> 1)
Depreciation and amortization	_	34,491		101,133
Loss (gain) on sale of associated company	(64,554)		(54,014)	(20,329)
Valuation of deposit with carrying broker	7,614	(192,810)	(155,000)	(20,323)
Non-cash settlement and provisions	(450,000)	(132,010)	(1,286,115)	_
Share of loss of associated company	5,691	124,988	147,887	59,988
Receipt of shares in associated company	5,051	(212,975)	147,007	(65,000)
Equity incentive / employee share purchase plans	4,403	151,733	29,936	151,733
	(129,815)	(935,979)	(196,126)	(3,144,099)
Changes in non-cash working capital balances Securities owned and sold short	(12,002)	E0 275	(252)	E60 E71
Accounts receivable	(13,002)	59,375 49,533	(352)	562,571
	(31,005)		(31,882)	15,350
Prepaid expenses, deposits, and forgivable loans	(1,916)	21,996	(4,914)	61,826
Commodity taxes recoverable	-	4,868	-	(46,100)
Accounts payable and accrued liabilities	76,707	(49,742)	(174,192)	214,580
Settlement liability	- (00.024)	(9,858)	(100,800)	(28,714)
Cash flows from (used in) operating activities	(99,031)	(859,807)	(508,266)	(2,364,586)
CASH FLOWS FROM INVESTING ACTIVITIES				
Acquisition of property and equipment	-	(16,061)	-	(45,968)
Disposition of investment in associated company	-	-	177,000	214,906
Dividend from associated company	-	-	-	7,702
Acquisition of investment in associated company	(24,705)	-	(24,705)	(23,644)
Deposit with carrying broker	155,000	164,131	155,000	779,918
Cash flows from investing activities	130,295	148,070	307,295	932,914
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from financings	-	100,000	-	492,023
Proceeds from employee share purchase plan	-	_	-	12,188
Increase (decrease) in short term loans	(82,782)	488,671	160,252	1,074,213
Cash flows from (used in) financing activities	(82,782)	588,671	160,252	1,578,424
CHANGE IN CASH	(51,518)	(123,066)	(40,719)	146,752
CASH, BEGINNING OF PERIOD	51,997	631,833	41,198	362,015
	\$ 479	\$ 508,767	\$ 479	\$ 508,767

SUPPLEMENTARY INFORMATION (Note 16)

# 1. NATURE OF OPERATIONS AND GOING CONCERN

Northern Financial Corporation (the "Company") carries on a merchant banking business and a mergers and acquisitions advisory business under the name Added Capital. Prior to December 31, 2012 the Company carried on a traditional brokerage and investment banking business through Northern Securities Inc. ("NSI"), which is a member firm of the Investment Industry Regulatory Organization of Canada ("IIROC"). The Company is governed by the *Business Corporations Act (Ontario)* and its common shares are listed on the TSX Venture Exchange under the symbol "NFC". The address of its registered office is Commerce Court North, 25 King Street West, Suite 1450, Toronto, Ontario, Canada, M5L 1E8.

### Going concern

These consolidated financial statements have been prepared on the basis of accounting principles applicable to a going concern which assumes that the Company will continue in operation for the foreseeable future and will be able to realize its assets and discharge its liabilities and commitments in the normal course of business.

Certain matters existing as at December 31, 2013, including, a working capital deficiency, a substantial amount of debt, and discontinued operations, represent material uncertainties that cast significant doubt about the ability of the Company to continue as a going concern.

During the nine month period ended December 31, 2013, the Company had net income of \$1,121,180.

NSI assigned its client accounts to other brokerage firms pursuant to a consent order, agreed upon with IIROC, issued by an IIROC Hearing Panel on December 14, 2012. On March 19, 2013, NSI and IIROC entered into a settlement agreement which provided for the suspension of NSI as an IIROC member. The suspension from IIROC and assignment of client accounts to other brokerage firms resulted in certain operations of the Company being recorded as discontinued.

The Company is in the process of restructuring its debt and has obtained shareholder approval to provide lenders with an option of receiving cash or shares to restructure the loans owing to them. The Company also has received shareholder approval to consolidate its shares on the basis of one new common share for up to 20 old common shares. The Company has since stated that it does not intend to implement the share consolidation. During the nine months ended December 31, 2013 the Company settled debt of approximately \$1,047,000 by the payment of \$208,800. The Company repaid in full a short-term loan in the amount of \$20,000 plus accrued interest, and also reduced an original secured loan of \$250,000 to \$180,000. The Company also obtained agreements during the period with unsecured lenders who are owed approximately \$1,380,000 to waive their historical and future interest on their loans.

Management has considered expectations for future profitability and believes that the Company will continue in operation for the foreseeable future and will be able to restructure or satisfy its liabilities and commitments in the normal course of business, and accordingly, it is appropriate to prepare these financial statements on a going concern basis. If the going concern assumption was not appropriate for these financial statements, adjustments would be necessary in the carrying values of assets and liabilities, the reported net income and the statement of financial position classifications used.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Statement of compliance

These interim financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IAS") 34, Interim Financial Reporting.

These financial statements are presented in Canadian dollars, which is the Company's functional and presentation currency. These financial statements are presented on a historical cost basis unless an item is reported at fair value, and is presented on an accrual basis, except for cash flow information.

These consolidated financial statements were authorized for issuance by the Company's Board of Directors on February 18, 2014.

### Principles of consolidation

These consolidated financial statements include the accounts of the Company and all its subsidiaries with its principal subsidiary, NSI. Intercompany accounts and balances are eliminated upon consolidation.

### Investments in associated companies

The equity method is used to account for investments in associated companies where the Company has significant influence. The share of earnings, gains and losses, realized dispositions and write downs to reflect other than temporary impairment are recognized in income. The loss in value of an investment in an associated company is considered to be other than a temporary decline when there is significant or prolonged decline in the fair value of an investment below its carrying value. The Company's proportion of dividends paid by the associated company reduces the carrying value of the investment.

### Cash and cash equivalents

The Company considers all highly liquid debt instruments with an original maturity date of three months or less to be cash equivalents.

### Financial instruments - recognition and measurement

All financial instruments are classified into one of five categories: fair value through profit and loss, held to maturity, loans and receivables, available-for-sale financial assets and other financial liabilities. Financial instruments are measured on initial recognition at fair value, and, in the case of financial instruments other than those classified as "fair value through profit and loss", directly attributable transaction costs.

Subsequent measurement and changes in fair value will depend on their initial classification, as follows:

- Fair value through profit and loss financial instruments are measured at fair value with changes in fair value recognized through profit or loss;
- Available-for-sale financial assets are measured at fair value with changes in fair value recorded in other comprehensive income until the financial asset is derecognized or impaired at which time the amounts would be recorded in profit or loss; or
- Loans and receivables, held to maturity investments, and other financial liabilities are measured at amortized cost using the effective interest rate method.

The Company has classified its financial instruments as follows:

Cash and cash equivalents, accounts receivable, and forgivable loans are classified as loans and receivables. Securities owned and deposits with carrying brokers are classified as fair value through profit and loss. Short-term loans payable, and accounts payable and accrued liabilities and settlement liability are classified as other financial liabilities.

### Property and Equipment

Property and equipment are recorded at cost less accumulated depreciation and any impairment losses recorded. Depreciation is provided using the following annual rates and methods:

Furniture and fixtures	20% declining balance
Leasehold improvements	20% declining balance
Computer equipment	30% - 50% declining balance
Works of art	Not amortized

### Impairment of non-financial assets

At the end of each reporting period, the Company reviews the carrying amounts of its non-financial assets, such as property and equipment, to determine whether there is an indication of an impairment loss. If any such indication exists, the recoverable amount of the assets is estimated in order to determine the extent of impairment loss (if any). The recoverable amount of an asset is the higher of its fair value less costs to sell and its value in use.

If the recoverable amount of the asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount and an impairment loss is recognized immediately in profit or loss.

When an impairment loss is subsequently reversed, the carrying amount of the assets is increased to the revised estimate of its recoverable amount to the extent that the carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been previously recognized.

### Forgivable loans

Forgivable loans are extended to investment advisors and capital markets professionals as a hiring and retention incentive. These loans are non-interest bearing and are initially recorded at fair value using a discounted cash flow approach using the prevailing prime interest rate on the date recorded. The difference between the fair value of these loans and the cash consideration is recorded as compensation expense and is included as operating expenses on the consolidated statement of operations and comprehensive loss. These loans are forgiven on a straight-line basis over the period of the individual employment contract, which vary in length from six months to four years. Employees that leave the Company prior to the end of the contractual term are required to repay any loan amount not yet forgiven.

### Revenue recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured.

### (a) Securities transactions

Securities transactions, commissions and related clearing expenses are recorded on a trade date basis when the services are performed.

### (b) Corporate finance and advisory fees

Corporate finance and advisory fees include fees earned from new issue and private placements, and corporate finance activities. New issue and private placements revenue consists of finder's fees and commissions earned on public offerings and private placements of securities. Revenue from finders fees and commissions earned on public offerings and private placements of securities are recorded when the underlying transaction is substantially completed under the engagement terms and the related revenue is reasonably determinable and collectible. Corporate finance revenue consists of underwriting fees, management and advisory fees, and commissions earned on corporate finance activities. Revenue from underwritings, mergers and acquisitions and other corporate finance activities are recorded when the underlying transaction is substantially completed and collection of funds is reasonable assured under the engagement terms and the related revenue is reasonably determinable. Management and advisory fees are recognized on an accrual basis.

### (c) Interest income

Interest income is recorded when earned.

### Broker warrants

Warrants received by the Company in respect of underwriting are initially measured at fair value using the Black-Scholes model. Broker warrants are classified as fair value through profit and loss and subsequent changes in fair value are recorded as revenue.

## Income taxes

Income tax expense comprises current and deferred tax. Income tax expense is recognized in profit or loss except to the extent that it relates to items recognized in other comprehensive income or directly in equity, in which case it is recognized in the same statement in which the related item is recognized.

Current tax is the tax expected to be payable on the taxable profit for the year, calculated using tax rates enacted or substantively enacted by the reporting date, and any adjustments to tax payable in respect to previous years. Current tax assets and liabilities are offset when the Company intends to settle on a net basis and the legal right to offset exists.

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the consolidated statement of financial position and the amounts attributed to such assets and liabilities for tax purposes. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that future taxable profits will be available against which deductible temporary differences can be utilized.

Deferred tax is calculated using the tax rates expected to apply in the periods in which the assets will be realized or the liabilities settled, based on tax rates and enacted and substantively enacted law by the reporting date. Deferred tax assets and liabilities are offset when they arise in the same tax reporting group and related to income taxes levied by the same taxation authority, and when the Company has a legal right to offset.

Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

### Provisions

Provisions represent liabilities to the Company for which the amount or timing is uncertain. Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event and it is probable that an outflow of resources will be required to settle the obligation, and the amount can be reliably estimated. Provisions are measured at the present value of the expenditures expected to settle the obligation using a discount rate that reflects current market assessments of the time value of money and the risks specific to the obligation. Where discounting is used, the increase in the provision due to the passage of time is recognized as a finance cost. Provisions are recorded based on management's best estimates of timing, and quantum of future outflows.

### Earnings (loss) per share

Basic earnings (loss) per share is calculated by dividing net income available to common shareholders by the weighted average number of shares outstanding. Diluted earnings (loss) per share is calculated by assuming that any proceeds from the exercise of dilutive stock options and warrants would be used to repurchase common shares at the average market price during the period, with the incremental number of shares being included in the denominator of the diluted earnings (loss) per share calculation. The diluted earnings (loss) per share calculation excludes any potential conversion of options and warrants that would increase earnings per share or decrease loss per share.

### Comparative figures

Certain comparative figures have been reclassified to conform with presentation adopted in the current period.

### Significant judgments, estimates and assumptions

The preparation of these consolidated financial statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amount of revenues and expenses during the period.

The areas which require management to make significant judgments, estimates and assumptions in determining carrying values include, but are not limited to:

(a) Valuation of financial instruments

The financial instruments of the Company are measured at fair value or amortized cost. Fair value is determined on the basis of market prices from independent sources, if available. If there is no available market price, fair value is determined using the Black-Scholes model. The inputs to the Black-Scholes model are derived from observable market data where possible, but where observable data is not available, judgment is required to establish fair value. There is inherent uncertainty and imprecision in estimating the factors that can affect fair value when observable data is not available.

(b) Income tax

Accruals for tax liabilities require management to make estimates and judgments with respect to the ultimate outcome of tax filings and assessments. Actual results could vary from these estimates. Deferred tax assets are recognized to the extent that the Company believes it is probable that the assets can be recovered. Deferred tax assets and liabilities are recorded using substantively enacted future tax rates. Accordingly, the actual income tax liabilities and deferred tax assets may differ significantly from that estimated and recorded.

### (c) Impairment

The carrying value of investment in associated company and property and equipment is reviewed each reporting period to determine whether there is an indication of impairment. If the carrying amount of an asset exceeds its recoverable amount, the asset is impaired and an impairment loss is recognized in net income. The assessment of recoverable amount requires the use of estimates and assumptions for discount rates, future capital requirements and operating performance. Changes in any of the assumptions or estimates used in determining the fair value of the assets could impact the impairment analysis.

### Future Accounting Policies

Financial Instruments: IFRS 9 is the first of a multi-phase project to replace IAS 39 Financial Instruments: Recognition and Measurement. It addresses the classification, measurement and derecognition of financial assets and financial liabilities.

IFRS 9 divides all financial assets that are currently in the scope of IAS 39 into two classifications – those measured at amortized cost and those measured at fair value. Classification is made at the time the financial asset is initially recognized when the entity becomes a party to the contractual provisions of the instrument. The transition guidance is complex and mainly requires retrospective application.

Most of the requirements in IAS 39 for the classification and measurement of financial liabilities have been carried forward unchanged to IFRS 9. Where an entity chooses to measure its own debt at fair value, IFRS 9 now requires the amount of the change in fair value due to changes in the issuing entity's own credit risk to be presented in other comprehensive income. An exception to the new approach is made where the effects of changes in the liability's credit risk would create or enlarge an accounting mismatch in profit or loss, in which case all gains or losses on that liability are to be presented in profit or loss.

The requirements in IAS 39 related to derecognition of financial assets and financial liabilities have been incorporated unchanged into the new version of IFRS 9. IFRS 9 is effective for annual years beginning on or after January 1, 2015. The Company is currently evaluating the impact of IFRS 9 on its financial statements.

# 3. SECURITIES OWNED

Securities owned consist of the following:

	December 31, 2013	March 31, 2013
Broker warrants	\$37,544	\$37,192

Included in broker warrants are warrants issued by 15 (March 31, 2013 – 36) public companies and nil (March 31, 2012– 2) private companies with expiry dates to October 2017. Broker warrants are valued, at the valuation date, using a Black-Scholes model using the quoted closing bid price of the underlying security at valuation date in active markets where available, a calculated volatility, and the Government of Canada Treasury bill rate for equivalent maturity dates. When quoted prices in active markets are not available, determination of the fair value of the underlying security is based on reference to the issue price and consideration of other observable market data.

# 4. FINANCIAL INSTRUMENTS

The fair value hierarchy presented distinguishes between the inputs used in determining the fair value of the Company's various financial instruments. The hierarchy levels are defined as:

Level 1 - Unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 – Observable inputs other than Level 1 quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; or inputs other than quoted prices that are observable or corroborated by observable market data; and

Level 3 – Unobservable inputs that are supported by little or no market activity. Valuation techniques are primarily model-based.

	Carrying	Value	Estimated Fair Value					
	December 31	March 31	De	cember 31, 20	013		March 31, 2013	
	2013	2013	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Securities owned	\$37,544	\$37,192	\$-	\$37,544	\$-	-	\$32,657	\$4,535

The following is a summary of Level 3 financial instruments activity for the period ended December 31, 2013:

Balance, March 31, 2012	\$ 17,303
Expiry / exercise of broker warrants	
Transfer out of Level 3	(1,122)
New broker warrants received	8,233
Valuation adjustment	(19,879)
Balance, March 31, 2013	\$ 4,535
Expiry	(4,066)
Valuation adjustment	(469)
Balance, December 31, 2013	\$-

# 5. INVESTMENT IN ASSOCIATED COMPANY

The Company's carrying value of its investment in Jaguar Financial Corporation ("Jaguar") is as follows:

Balance, March 31, 2012	\$735,272
Equity (loss) earnings	(76,227)
Dividends received	(7,702)
Partial disposition	(214,906)
Purchase of shares	23,644
Impairment	(107,870)
Receipt of shares	65,000
Balance, March 31, 2013	\$417,211
Equity (loss) earnings	(147,887)
Partial disposition	(272,986)
Purchase of shares	24,705
Balance, December 31, 2013	\$ 21,043

The investment in Jaguar represents 1.5% (March 31, 2013 – 10.9%) of the outstanding common shares of Jaguar. The quoted market value of the investment as at December 31, 2013, was 25,010 (March 31, 2013 - 417,211).

# 5. INVESTMENT IN ASSOCIATED COMPANY - CONTINUED

In the quarter ended June 30, 2012, the Company received 1,300,000 common shares of Jaguar under Jaguar's Equity Incentive Plan. The shares were recorded at their fair value in the consolidated statement of operations and comprehensive loss. The Company does not anticipate receiving further shares from Jaguar's Equity Incentive Plan. In the quarter ended June 30, 2013, the Company sold 5,900,000 shares of Jaguar for proceeds of \$177,000, generating a loss on the sale of \$10,541. In the quarter ended December 31, 2013 the Company sold 6,000,000 Jaguar shares to Vic Alboini, Chairman and Chief Executive Officer of the Company ("Alboini"), to settle a debt owing to him for \$150,000, which sale was approved by the disinterested shareholders of the Company at its annual meeting of shareholders in September 2013.

The Company has determined that it exercises significant influence over the strategic operating, investing and financing policies of Jaguar due to the following factors: the Company held a 1.5% equity interest in Jaguar as at December 31, 2013; (ii) Alboini holds or has control or direction over a 21.6% equity interest in Jaguar; (iii) Alboini is also the Chairman and CEO of Jaguar; and (iv) Alboini owns or has control or direction over a 31.3% equity interest in the Company.

The equity method is used to account for the Company's investment in Jaguar. The Company's share of earnings or losses of Jaguar is included in the net loss.

The unaudited condensed statements of financial position of Jaguar are as follows:

(in thousands of dollars)	December 31, 2013	March 31, 2013
CURRENT ASSETS Cash and cash equivalents Investments Other assets TOTAL CURRENT ASSETS	\$ 2 4,819 <u>6</u> 4,827	\$ 656 6,063 
Equipment TOTAL ASSETS	<u> </u>	4 \$ 6,723
CURRENT LIABILITIES Accounts payable and accrued liabilities Loans payable TOTAL LIABILITIES	\$ 230 579 809	\$ 192  
TOTAL SHAREHOLDERS' EQUITY TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	4,021 \$ 4,830	<u> </u>

# NORTHERN FINANCIAL CORPORATION Notes to the Consolidated Financial Statements December 31, 2013 and 2012

# 6. PROPERTY AND EQUIPMENT

F	urniture and Fixtures	Ir	Leasehold nprovements		Computer Equipment		Art		Total
\$	931,038	\$	1,631,028	\$	1,760,160	\$	12,914	\$	4,335,140
\$	-	\$	16,061	\$	29,907	\$	-	\$	45,968
\$	(931,038)	\$(	1,647,089)	\$(	1,790,067)	\$	-	\$(	4,368,194)
\$	-	\$	-	\$	-	\$	12,914	\$	12,914
\$	-	\$	-	\$	-	\$	-	\$	-
\$	-	\$	-	\$	-	\$	-	\$	-
\$	-	\$	-	\$	-	\$	12,914	\$	12,914
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\$	-	\$	-	\$	-	\$	-	\$	-
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Depreciation on property and equipment, including impairment charges, for the period ended December 31, 2013 was \$Nil (December 31, 2012 – \$101,133). This expense has been included in both depreciation and amortization as it relates to continuing operations and in net loss from discontinued operations.

# 7. SHORT-TERM LOANS PAYABLE

The Company has a credit facility of \$300,000 with a bank at prime plus 1.75%, secured by a general security agreement covering all assets of the Company and guaranteed by Alboini and Stature Inc. ("Stature"), his personal investment company. As at December 31, 2013, the balance owing under the credit facility was \$260,000 (March 31, 2013 – \$300,000).

The Company has an unsecured term loan outstanding in the amount of 200,000 (March 31, 2013 - 200,000) owing to an arm's length lender. The loan bore interest at a rate of 12%, matured on March 31, 2013, and is unsecured. The lender agreed to waive all historical and future interest on the loan.

The Company has a secured loan outstanding in the amount of 180,000 (2012 - 10) owing to an arm's length lender. The loan initially had an interest rate of 12%, which was reduced to 10% effective October 1, 2013, and the maturity date was extended from April 9, 2013 to April 9, 2014. The loan is secured by a guarantee provided by Alboini. The Company made payments of \$20,000 during the quarter ended December 31, 2013.

The Company has unsecured loans outstanding with a former director of the Company in the amount of \$400,000 and an unsecured demand loan outstanding in the amount of \$100,000 (March 31, 2013 – \$400,000 and \$100,000, respectively). \$200,000 of the loans matured on May 6, 2013, \$100,000 matured on May 29, 2013, and \$100,000 matured on June 12, 2013. The demand loan is payable on 5 days' notice. The lender agreed to waive all historic and future interest on the loans.

The Company had unsecured demand loans outstanding in the amount of \$602,959 as at December 31, 2013 (March 31, 2013 – \$372,459) owing to Alboini and Stature Alboini and Stature Inc. agreed to waive all historic and future interest on the loans. Subsequent to quarter end, Alboini was repaid \$10,000 by the Company so that the total amount owing decreased to approximately \$592,959 as at February 18, 2014 (see "Subsequent Events").

# 7. SHORT-TERM LOANS PAYABLE - CONTINUED

In the quarter ended September 30, 2013 the Company repaid a loan of \$20,000 (March 31, 2013 - \$20,000) plus accrued interest that was owing to a former officer of NSI.

Included in short-term loans payable as at December 31, 2013 is \$2,850 in bank overdrafts and \$15,168 in margin loans.

# 8. SETTLEMENT LIABILITY

In the year ending March 31, 2010, the Company settled a legal dispute requiring it to pay a total of \$800,000 over a period of 108 months beginning in March 2010.

The settlement liability was initially recorded at the discounted cash flow value using the effective interest method with \$43,367 due within one year. A rate of 12% was used to discount future cash payments. Total interest expense calculated under the effective interest method was \$296,911 of which \$5,030 was recorded in interest expense in fiscal 2010, \$54,882 recorded in 2011, \$49,504 in 2012, and \$41,548 in fiscal 2013.

The Company ceased making monthly payments in March 2013. On August 28, 2013, the Company made a payment of \$100,800 to settle the previous settlement amount owing of \$504,000. The settlement payment to the creditor was financed by a loan of \$100,800 provided to the Company by Alboini. The gain on settlement is included in other revenue on the consolidated statement of operations and comprehensive income.

# 9. CAPITAL STOCK

(a) Share capital

Authorized Unlimited number of common shares with no par value 2,000,000 voting, convertible, redeemable, preference shares

Issued and outstanding

44,320,134 common shares	\$3,710,034
	•

Share capital activity for the period ended December 31, 2013 is summarized as follows:

	Shares #	Amount \$
Balance, March 31, 2012	32,184,127	2,807,960
Shares issued under equity incentive plan (c)	1,316,864	255,915
Shares issued under employee share purchase plan (d)	707,384	119,780
Private placement (e)	10,000,000	492,023
Balance, March 31, 2013	44,208,375	3,675,678
Shares issued under employee share purchase plan (d)	111,759	34,356
Balance, December 31, 2013	44,320,134	3,710,034

Note: The total cost of share based compensation for the period ended December 31, 2013 was \$29,936 (2012 - \$151,733). As at December 31, 2013, the Company had an accrual of \$103,960 (March 31, 2013 - \$108,379) related to share based compensation.

(b) Stock options

Effective August 28, 2003, the Company discontinued the stock option plan (the "Plan"), whereby no further options will be granted pursuant to the Plan and all options outstanding will remain in effect until either exercised or cancelled.

As at December 31, 2013, there are no common share purchase options outstanding.

# NORTHERN FINANCIAL CORPORATION Notes to the Consolidated Financial Statements December 31, 2013 and 2012

# 9. CAPITAL STOCK - CONTINUED

### (c) Employee equity incentive plan

On September 30, 2004, the shareholders of the Company approved the establishment of an equity incentive plan whereby up to 6% of the outstanding common shares of the Company may be issued annually to certain new or existing employees of the Company as a means of attracting and retaining exceptional employees.

In connection with listing the Company's common shares on the TSX Venture Exchange, the Company terminated its Equity Incentive Plan ("Plan"). There are no current outstanding awards under the Plan and no new awards may be granted under the Plan.

### (d) Employee share purchase plan

On September 25, 2006, the shareholders of the Company approved the establishment of an employee share purchase plan ("ESPP"). The ESPP allows qualifying employees to purchase common shares of the Company equal to 8% of their annual compensation to a maximum amount of \$8,000 per year, unless the Board of Directors waives the individual maximum. The Company matches the number of shares purchased at no additional cost to the employee over a three-year vesting period or such other period determined by the Board of Directors.

As at December 31, 2013, there were no remaining matching shares issuable under the ESPP to persons other than Alboini. Subsequent to quarter end directors and officers invested \$10,474 under the ESPP. The Company intends to satisfy its ESPP obligation including matching shares by acquiring shares in the market on behalf of such officers and directors.

## (e) Financings

During the quarter ended December 31, 2012, the Company raised gross proceeds of \$100,000 by issuing 2,000,000 common shares at \$0.05 per share upon the completion of a private placement.

During the quarter ended September 30, 2012, the Company raised gross proceeds of \$200,000 by issuing 4,000,000 common shares at \$0.05 per share upon the completion of a private placement.

There were no financings completed in the nine months ended December 31, 2013.

### (f) Income (loss) per share data

The weighted average number of common shares outstanding, used in computing basic income per common share for the respective periods were:

	Three Months	Nine Months
December 31, 2012	41,810,912	37,947,293
December 31, 2013	44,320,134	44,254,704

### (g) Warrants:

Warrant activity for the period ended December 31, 2013 is summarized as follows:

	#	\$
Balance, March 31, 2012	719,467	158,829
Expired	(528,119)	-
Balance, March 31, 2013	191,348	158,829
Expired	191,348	158,829
Balance, December 31, 2013	-	-

# 9. CAPITAL STOCK - CONTINUED

### (h) Contributed surplus:

Contributed surplus activity for the period ended December 31, 2013 is summarized as follows:

Balance, March 31, 2012	\$ 1,973,623
Employee equity incentive plan	(188,694)
Employee share purchase plan	(20,340)
Balance, March 31, 2013	1,764,589
Employee share purchase plan	(4,420)
Balance, December 31, 2013	\$ 1,760,169

### 10. CAPITAL MANAGEMENT

The Company requires capital to fund existing and future operations and meet regulatory capital requirements. The Company's policy is to maintain adequate levels of capital at all times.

The Company's capital structure includes the following:

	December 31, 2013	March 31, 2013
Short-term loans payable	\$ 1,760,977	\$ 2,183,640
Shareholders' deficiency comprised of:		
Share capital	3,710,034	3,675,678
Warrants	158,829	158,829
Contributed surplus	1,760,169	1,764,589
Deficit	(9,138,047)	(10,259,227)
	(\$ 1,748,038)	(\$ 2,476,491)

The Company's objectives when managing capital are to (i) provide financial capacity and flexibility in order to preserve its ability to meet its strategic objectives and financial obligations and continue as a going concern; (ii) maintain a capital structure which allows the Company to respond to changes in economic and marketplace conditions and affords the Company the ability to participate in new investments; (iii) optimize the use of its capital to provide an appropriate investment return to its shareholders equal with the level of risk; and (iv) maintain a flexible capital structure which optimizes the cost of capital at acceptable levels of risk.

The Company's financial strategy is formulated and adapted according to market conditions in order to maintain a flexible capital structure that is consistent with its objectives and the risk characteristics of its underlying assets. The Company manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of its underlying assets. The Company maintains or adjusts its capital level to enable it to meet its objectives by: (i) realizing proceeds from the disposition of its investments; (ii) utilizing leverage in the form of margin loans on its investments; (iii) raising capital through loans from third party investors who seek to participate in investment opportunities; and (iv) raising capital through the issuance of securities.

The Company's subsidiary, NSI, was required to maintain a certain level of regulatory capital under the IIROC rules. IIROC Dealer Member Rule 17.1 sets a minimum capital requirement for each firm based on its size and business model to ensure that the investment dealer not only has capital available to cover known risks but also excess capital to cover unforeseen risks. IIROC's minimum capital requirements are aimed at ensuring that investment dealers do not assume excessive leverage or engage in business practices which expose them to too much risk. This capital was provided by the Company and is eliminated upon consolidation as a loan between the parent and subsidiary. As at December 31, 2013, the amount of this loan was \$8,600,000 (2012 - \$12,000,000).

To date, the Company has not declared any cash dividends to its shareholders as part of its capital management program. The Company's management is responsible for the management of capital and monitors the Company's use of various forms of leverage on a daily basis.

# 11. INCOME TAXES

The Company's income taxes are calculated and filed on a yearly basis. No income taxes have been recorded in the interim periods for 2012 and 2013 because there are adequate tax losses available to offset any taxable income.

# 12. COMMITMENTS

The future minimum annual payment on office premises under existing operating leases is approximately:

Fiscal 2014	\$ 6,300
Fiscal 2015	\$ 10,500

# 13. PROVISIONS AND CONTINGENCIES

- a) NSI indemnified Penson for all obligations to pay for securities purchased and to deliver securities sold by clients. In the event of default by any of its clients on payments due on delivery of securities to Penson, NSI had agreed to pay Penson an amount up to its "excess risk adjusted capital". Penson ceased active operations on December 31, 2012.
- b) The Company had previously recorded a provision of \$450,000 (2012 \$75,000) as a result of a decision of an IIROC Hearing Panel on November 10, 2012 on an IIRO enforcement proceeding regarding failures to correct deficiencies and an incorrect recording of leasehold improvements. The Hearing Panel imposed a fine of \$300,000 on NSI and costs of \$150,000. The Hearing Panel also imposed sanctions on Alboini, Fred Vance, the former Chief Compliance Officer and Doug Chornoboy, the former Chief Financial Officer ("individual respondents"). On application by NSI and the individual respondents, the Ontario Securities Commission ("OSC") held a hearing and review of the Hearing Panel's decision in February 2013. The OSC stayed the Hearing Panel's sanctions and penalties pending the OSC decided that "the IIROC Panel should have provided reasons on the merits prior to the sanctions and costs hearing in order to permit the Applicants to effectively make submissions." The OSC decided that "the conduct of the sanctions and costs hearing was procedurally unfair to the Applicants," constituted an error in law and the OSC "set aside the IIROC Panel's sanctions and costs imposed on the Applicants." As a result of this decision the provision was reversed during the quarter ended December 31, 2013.
- c) The Company recorded a provision as at December 31, 2013 of \$176,000 relating to a civil action against IPO Capital Inc., a former Dealer Member at IIROC which was acquired by Northern in 2003. The Company acquired IPO Capital in March 2003. IPO Capital has no net assets and the Company is not a party to the civil action by the plaintiff. In Q2 2013 the plaintiff commenced a new action against the Company, NSI and Alboini. None of the Company, NSI and Alboini was involved in the dispute between IPO Capital and the plaintiff as the dispute occurred prior to the acquisition of IPO Capital by the Company and the Company did not assume any liability for the dispute as part of the acquisition of IPO Capital in 2003.
- d) The Company recorded a provision as December 31, 2013 of \$164,640 relating to a penalty assessed by the Financial Transactions and Reports Analysis Centre of Canada ("FINTRAC"). The penalty relates to the findings of non-compliance during a Compliance Examination that took place on November 2, 2012. The Company has submitted an appeal of the penalty, which FINTRAC has stated was made after the period in which an appeal is permitted. The Company maintains it has properly appealed FINTRAC's decision.
- e) The Company has recorded a total provision as at December 31, 2013 of \$340,640 (March 31, 2013 \$791,000) relating to certain actions to which the Company is defendant. A summary of the change in provisions during the period ended December 31, 2013 is as follows:

Balance at March 31, 2012	\$ 251,000
Additions during the period	539,640
Balance at March 31, 2013	\$ 790,640
Reductions during the period	(450,000)
Balance at December 31, 2013	\$340,640

# 13. PROVISIONS AND CONTINGENCIES - CONTINUED

The Company is party to legal proceedings in the ordinary course of its operations. Litigation is subject to many uncertainties and the outcome of individual matters is not predictable. Where management can estimate that there is a loss probable, a provision has been recorded in its financial statements, where proceedings are at a premature stage or the ultimate outcome is not determinable, then no provision is recorded. It is possible that the final resolution of these matters may require the Company to make expenditures over an extended period of time and in a range of amounts that cannot be reasonably estimated and may differ significantly from any amounts recorded in these consolidated financial statements. Should the Company be unsuccessful in its defense or settlement of one or more of these legal actions, there could be a materially adverse effect on the Company's financial position, future expectations, and cash flows.

# 14. RISK MANAGEMENT

### Fair value of financial assets and financial liabilities

Unless otherwise noted, it is management's opinion that the Company is not exposed to significant interest rate, currency or credit risks arising from its financial instruments. The fair values of the Company's financial assets and financial liabilities approximate their carrying amounts due to their imminent or short-term maturity.

### Market risk

Market risk is the risk that a change in market prices, interest rate levels, indices, liquidity and other market factors will result in losses. The Company is exposed to market risk as a result of its principal trading in equity securities and fixed income securities. Securities held for trading are valued at market and as such, changes in market value affect earnings (losses) as they occur. The Company mitigates its market risk exposure through controls to limit concentration levels and capital usage within its inventory trading accounts. As at December 31, 2013, based on a 1% change in the fair value of the Company's securities, the estimated sensitivity of the Company's net loss was (\$400) (March 31, 2013 – (\$400)), based on a decrease and \$400 (March 31, 2013 - \$400), based on an increase.

### Credit risk

Credit risk on financial instruments is the risk of a financial loss occurring as a result of the default of the counterparty on its obligation to the Company. The primary source of credit risk is related to the extension of credit to clients, through the use of margin loans, to purchase securities. Margin loans are due on demand and are collateralized by the financial instruments in the client's account. The Company faces potential financial loss if a client does not meet a margin call when the value of securities held as collateral declines and the Company is not able to recover sufficient value from the collateral.

Credit risk is managed by applying credit standards to the counterparties the Company transacts business with, applying limits to client transactions and requiring settlements of security transactions on a cash basis or delivery against payments. The Company also regularly monitors credit exposure. Margin transactions are collateralized by securities in the client's accounts in accordance with limits established by the Company and applicable regulatory requirements. As a result of NSI operations being discontinued the Company faces minimal credit risk. During the period ended December 31, 2013, the Company did not incur any material loss from counterparty default.

### Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect the value of financial instruments and fixed income securities held by the Company. The Company holds minimal fixed income securities and does not hedge its exposure to interest rates since the risk is very low. The Company also has issued borrowings that are interest bearing. As at December 31, 2013, based on a 1% change in interest rates, the estimated sensitivity of the Company's net income was (\$4,400), based on an increase and \$4,400, based on a decrease.

# 14. RISK MANAGEMENT - CONTINUED

### Foreign exchange risk

Foreign exchange risk is the risk that the market value of financial instruments and the associated revenues will fluctuate due to changes in exchange rates. The Company does not use derivatives to modify the foreign exchange risk. The Company holds minimal financial instruments in foreign currencies.

### Liquidity risk

Liquidity risk is the risk that results from the Company's potential inability to meet its financial obligations as they come due. The Company generates cash flow primarily from its commission and fee based businesses as well as its investments.

The Company manages liquidity risk by reviewing the amount of cash available, on a daily basis, to ensure that it can meet its current obligations. There is no guarantee that the Company will be able to continue to meets its current obligations. See Note 1.

The Company has loans outstanding of \$1,760,977 (March 31, 2013 - \$2,183,640).

# 15. RELATED PARTY TRANSACTIONS

The Company had related party transactions in fiscal 2014 with directors or officers of the Company, or companies with which they were associated, as follows:

- a) The Company repaid amounts owing to Jaguar of \$541,181 through a payment to Jaguar of \$108,236.
- b) The Company recovered \$18,332 in certain operating expenses from Jaguar during the period ended December 31, 2013 (December 31, 2012 \$183,741). NSI acted as investment advisor and financial advisor with respect to Jaguar receiving commissions and fees in the amount of \$nil (December 31, 2012 \$36,414) for the three month period ended December 31, 2013, and \$nil (December 31, 2012 \$94,498) for the nine month period ended December 31, 2013. NSI also received 1,300,000 common shares under Jaguar's equity compensation plan in the three month period ended June 30, 2012, which were recorded at fair value of \$65,000. The Company earned \$4,000 in other fees from Jaguar for the period ended December 31, 2013 (December 31, 2012 \$nil) and paid \$3,250 in other fees (December 31, 2012 \$nil).
- c) During the nine months ended December 31, 2013 Alboini provided net loan advances to the Company of \$230,500 (2012 \$372,459), resulting in a balance of \$602,959 as at December 31, 2013 (March 31, 2013 \$372,459). During the period Alboini and Stature waived all historical and future interest on their total loans to the Company.
- d) As at December 31, 2013 the Company had \$500,000 in loans payable to a former director of the Company and a promissory note in the amount of \$nil (March 31, 2012 - \$20,000) payable to a former officer of NSI.
- e) Under the governance terms and conditions of transactions with Jaguar, the Company may receive, at the discretion of Jaguar, certain override payments of up to 25% on any realized gains from any investment made by Jaguar, such decisions to be approved by the Compensation Committee of the Board of Directors of Jaguar consisting of independent directors of Jaguar. The Company received fees in the amount of \$74,536 pertaining to certain investments by Jaguar.
- f) Compensation paid to persons and corporation in charge of the planning, direction and control of the Company, including executive and non-executive directors was \$39,183 for the nine months ended December 31, 2013.

#### December 31, December 31, 2013 2012 Interest paid \$17.250 \$109.990 Transfer of shares in associated company in \$150,000 exchange for short-term loan settlement Cash consists of the following Cash \$479 \$184.433 Cash at carrying broker 324,334 Total \$479 \$508,767

#### 16. SUPPLEMENTAL INFORMATION - STATEMENT OF CASH FLOWS

# **17. OPERATING SEGMENT INFORMATION**

Management of the Company is responsible for the entire operations of the Company and considers the business to have a single operating segment. Certain operations within the single operating segment were discontinued during 2013 and presented as discontinued operations within the consolidated statement of operations and comprehensive loss.

The internal reporting provided to the management of the Company's assets, liabilities and performance is prepared on a consistent basis with the measurement and recognition principles of IFRS. There were no changes in the reportable segments during 2013 and 2012 other than the discontinuance of certain operations.

#### SUBSEQUENT EVENTS 18.

- a) Subsequent to December 31, 2013 Alboini was repaid \$10,000 by the Company, with the result that Mr. Alboini is owed approximately \$592,959 as at February 18, 2014. In lieu of receiving salary, the Company has repaid part of the principal amount owing to Mr. Alboini in an amount that would otherwise be a salary payment.
- b) Subsequent to December 31, 2103 directors and offices invested \$10,474 under the ESPP. The Company intends to satisfy its ESPP obligation including matching shares by acquiring shares in the market on behalf of such officers and directors.