

**ADDED CAPITAL INC.**

**MANAGEMENT'S DISCUSSION & ANALYSIS  
FOR THE NINE MONTHS ENDED DECEMBER 31, 2016 AND 2015**

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

**February 16, 2017**

This Management's Discussion and Analysis ("MD&A") of the financial condition and results of operations of the Company are the views of management and should be read in conjunction with the financial statements and related notes for the three and nine months ended December 31, 2016 and 2015, which are prepared in accordance with International Financial Reporting Standards ("IFRS"). All figures are expressed in Canadian dollars unless otherwise indicated.

The Company's Audit Committee and Board of Directors have reviewed and approved the MD&A on February 16, 2017.

### **Overview**

Added Capital Inc. ("Added" or the "Company") wholly owns Northern Securities Inc. ("Northern Securities" or "NSI"), a suspended member firm of the Investment Industry Regulatory Organization of Canada ("IIROC"). Prior to December 31, 2012, the Company carried on a traditional brokerage and investment banking business. Effective December 31, 2012, NSI ceased carrying on its brokerage business because it could not secure an alternative carrying broker when Penson Financial Services Canada ("Penson") terminated its carrying brokerage business in Canada. NSI reached arrangements to transfer its client accounts and investment advisors to other IIROC dealer members by December 31, 2012.

As a result of the termination of its brokerage business, NSI developed a capital deficiency which resulted in NSI being suspended as an IIROC dealer member on March 19, 2013. As a result of the suspension, the Company carried on the business of mergers and acquisitions ("M&A"), restructurings, proxy solicitations and merchant banking as and from March 19, 2013.

Added also provided services to Jaguar Financial Corporation ("Jaguar"), a merchant bank in which Vic Alboini ("Alboini"), Chairman and CEO of the Company, is also the Chairman and CEO and Andrew Hilton, CFO of the Company is also the CFO. Added cease providing management services to Jaguar effective December, 2016.

On March 28, 2012, the common shares of the Company commenced trading on the TSX Venture Exchange under the trading symbol "NFC". Prior to this date the Company's shares were traded on the Toronto Stock Exchange. On July 2, 2014, the Company changed its name to Added Capital Inc. and its trading symbol to "AAD".

### **Need for Profitable Operations**

Due to a lack of investor interest in small-cap stocks, numerous small cap companies are unable to execute on their growth plans in the manner they have in the past. Many of these companies are in need of assistance in areas such as finance, operations, investor relations, and governance. The Company has acted as an involved investor, assisting companies to improve their ability to meet their growth targets, carry out their capital market objectives and implement appropriate value creation strategies.

The best example in the team's history of this involved ownership is Lakeside Steel Inc. ("Lakeside"), where an investor group led by the Company purchased shares of Lakeside, then a private company, and the team arranged for turnaround management to be put in place and took an active role on the Board. Lakeside was taken public by NSI in a financing that strengthened Lakeside's balance sheet. After the turnaround, Lakeside subsequently hired a very good CEO with the substantial involvement of the Company, and raised \$45 million in two rounds of financing, led by a highly respected independent investment bank, which allowed Lakeside to pursue an aggressive growth plan in the United States. Subsequently, Lakeside was sold to a large steel company in the U.S.

The Company has substantial experience in M&A, restructurings and proxy solicitations. Traditional M&A includes acting as an advisor to any party to an M&A transaction or acting for the Board of Directors or management or any shareholder. Any M&A service may also involve the preparation of a fairness opinion or valuation.

The team has considerable experience in financial restructurings. More and more companies will require this service if capital markets continue to remain unfavourable to small cap companies.

Proxy solicitation is a low margin business and labour intensive; however, from time to time this service can generate reasonable work and success fees.

## **Business Environment**

The Company's corporate client base consists of small cap mining, technology and special situation companies. In the past few years the capital markets have not been receptive to small cap mining companies that do not have producing or near producing assets. Commodity prices have weakened and mining company share prices have plummeted.

The downturn has, however, created selective positive acquisition opportunities for the Company and its clients. The Company is substantially active in the M&A advisory business with a number of M&A engagements with small cap companies.

## **Results of Operations for the Nine Months Ended December 31, 2016**

The Company reported consolidated net income of \$86,841 for the nine months ended December 31, 2016 compared to net income of \$228,002 in 2015. Net income includes a gain on settlement of debt in the amount of \$133,046 (2015 - \$161,106).

### *Revenue*

Total revenue for the nine months ended December 31, 2016 was \$187,274, compared with \$281,233 in 2015.

Financial advisory revenue for the nine months ended December 31, 2016 decreased to \$165,283 from \$287,867 in 2015. The Company recorded a gain on investments of \$20,954 (2015 - loss of \$7,475). Other income for the nine months ended December 31, 2016 amounted to \$1,037 (2015 - \$841).

Revenue of the Company is dependent upon the strength of the commodities markets and the general condition of the financial markets. Fluctuations in the financial markets will have a significant adverse effect on the financial results of the Company as will the Company's ability to enter into successful advisory arrangements.

### *Expenses*

Total expenses for the nine months ended December 31, 2016 were \$233,479 (2015 - \$214,337). General and administrative expenses are the operating expenses of the Company which includes compensation and general overhead. The Company had general and administrative expenses of \$211,119 as compared to \$197,544 in 2015. General and administrative expenses include \$137,927 (2015 - \$108,047) in management fees and salaries, \$19,539 (2015 - \$19,555) in travel, \$12,740 (2015 - \$24,130) in audit and legal fees, \$11,894 (2015 - \$19,875) in director's fees, \$19,711 (2015 - \$1,049) in mailing and shareholder communication costs, \$714 (2015 - \$8,240) in office and general expenses and \$8,594 (2015 - \$16,647) in listing and filing fees. General and administrative expenses are expected to be consistent in future periods. Interest expense decreased to \$13,268 from \$16,793 in 2015. Interest expense is expected to be minimal in future periods as the Company's interest-bearing debt has been eliminated. The Company also recorded \$9,092 in share-based compensation (2015 - \$Nil) relating to options issued in August, 2016.

## **Results of Operations for the Three Months Ended December 31, 2016**

The Company reported a consolidated net loss of \$7,321 for the three months ended December 31, 2016 compared to net income of \$80,906 in 2015. Net income (loss) includes a gain on settlement of debt in the amount of \$22,338 (2015 - \$57,145).

### *Revenue*

Total revenue for the three months ended December 31, 2016 was \$38,448, compared with \$120,166 in 2015.

Financial advisory revenue for the three months ended December 31, 2016 decreased to \$38,133 from \$120,000 in 2015. The Company recorded a loss on investments of \$Nil (2016 - \$87). Other income for the three months ended December 31, 2016 amounted to \$315 (2015 - \$253).

Revenue of the Company is dependent upon the strength of the commodities markets and the general condition of the financial markets. Fluctuations in the financial markets will have a significant adverse effect on the financial results of the Company as will the Company's ability to enter into successful advisory arrangements.

### *Expenses*

Total expenses for the three months ended December 31, 2016 were \$68,107 (2015 - \$96,405). General and

administrative expenses are the operating expenses of the Company which includes compensation and general overhead. The Company had general and administrative expenses of \$64,967 as compared to \$91,223 in 2015. General and administrative expenses include \$46,355 (2015 - \$67,373) in management fees and salaries, \$6,784 (2015 - \$6,588) in travel, \$6,000 (2015 - \$7,000) in audit and legal fees, \$3,750 (2015 - \$6,625) in director's fees, a recovery of \$435 (2015 - \$699) in mailing and shareholder communication costs, \$326 (2015 - \$385) in office and general expenses and \$2,186 (2015 - \$2,556) in listing and filing fees. General and administrative expenses are expectant to be consistent in future periods. Interest expense decreased to \$3,140 from \$5,182 in 2015. Interest expense is expected to be minimal in future periods as the Company's interest-bearing debt has been eliminated.

#### Quarterly Financial Information <sup>(1)</sup>

For the quarters ended	Dec 31/16	Sep 30/16	Jun 30/16	Mar 31/16
Total revenue	\$ 38,448	\$ 50,384	\$ 98,443	\$ 97,165
Net income from discontinued operations	-	-	-	199,590
Net income (loss) from continuing operations	(7,321)	80,805	13,356	83,265
Net income (loss)	(7,321)	80,805	13,356	282,855
Net income (loss) per share	\$ (0.00)	\$ 0.01	\$ 0.00	\$ 0.03

For the quarters ended	Dec 31/15	Sep 30/15	Jun 30/15	Mar 31/15
Total revenue	\$ 120,166	\$ 99,094	\$ 61,971	\$ 195,686
Net income (loss) from discontinued operations	-	-	-	(20,000)
Net income from continuing operations	80,906	30,770	116,326	78,347
Net income	80,906	30,770	116,326	58,347
Net income per share	\$ 0.01	\$ 0.00	\$ 0.02	\$ 0.01

1. Prior quarter numbers have been adjusted to reflect audit adjustments

#### Regulatory Matters

In November 2012, an IIROC Hearing Panel imposed a fine of \$300,000 and costs of \$150,000 against NSI for alleged compliance deficiencies and therefore the Company had previously recorded a provision of \$450,000. The IIROC Hearing Panel also imposed sanctions on certain senior executives of NSI. The Ontario Securities Commission ("OSC") held a hearing and review of the Hearing Panel's decision in February 2013 and in December 2013 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 (NSI and Alboini)," constituted an error in law and the OSC "set aside the IIROC Panel's sanctions and costs imposed on the (NSI and Alboini)." The OSC also dismissed the alleged compliance failures of NSI and Alboini.

In June, 2014 the OSC held a new sanction hearing and imposed a fine of \$50,000 plus costs of \$10,000 on NSI. The OSC reprimanded and suspended Alboini from registration for one year, a reduction from the two-year IIROC panel suspension. The OSC also required Alboini to disgorge commissions of \$244,985, which was similar to the disgorgement required by the IIROC panel. An appeal of the OSC decision to the Divisional Court was dismissed in June, 2015. In connection with the appeal, the Divisional Court imposed costs of \$20,000. In October, 2015 the Ontario Court of Appeal denied NSI and Alboini's leave to appeal the Ontario Divisional Court decision.

#### Liquidity, Capital Resources and Cash Flows

The Company had cash of \$408 as at December 31, 2016 compared to \$7,122 as at March 31, 2016.

The Company had \$93,033 in operating cash flow for the nine months ended December 31, 2016 (2015 - \$18,220).

The Company's working capital deficiency at December 31, 2016 was \$2,210,910. The Company also has certain loans that have matured and have not been repaid.

Overall because of the materially adverse events that have occurred in fiscal 2013 including the loss of NSI's brokerage business and its suspension as an IIROC Dealer Member, the Company's assets, revenue and ongoing expenses have all dropped considerably, and its liabilities have increased substantially to the point of testing the Company's ability to continue as a going concern.

While the Company has prepared its consolidated financial statements on the basis of accounting principles applicable to a going concern, certain adverse conditions create some uncertainty relating to this assumption. While the Company has been profitable in recent years, the Company continues to have substantial debt. The Company's continued operation is dependent upon its ability to maintain profitable operations and continue a positive financial restructuring of its debt. The recent debt settlements have been a positive step towards a financial restructuring. In addition three lenders including Alboini have waived all interest both historical and going forward, and there are no fixed dates for repayment. These three lenders with loans totaling approximately \$930,000 are cooperating with the Company.

A portion of the cash of the Company is maintained by NSI, the Company's wholly owned subsidiary. The Company must receive consent from IIROC prior to the repatriation of any cash.

Outlined below are the contractual obligations as of December 31, 2016 including payments due for each of the next five years and thereafter:

#### Payments Due by Period

Contractual Obligations	Total	Less than 3 months	3 months to less than 6 months	6 months to 1 year	1 to 3 years	4 to 5 years	After 5 years
Short-term loans	\$930,913	\$930,913	-	-	-	-	-
Total	\$930,913	\$930,913	-	-	-	-	-

#### Management of Capital

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, 2016	March 31, 2016
Short-term loans payable	\$ 930,913	\$ 1,165,251
Shareholders' deficiency comprised of:		
Share capital	4,016,634	3,789,669
Warrants	312,952	210,809
Contributed surplus	1,796,361	1,784,650
Deficit	(8,323,943)	(8,410,784)
	(\$ 1,267,083)	(\$ 1,460,405)

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, 2016, the amount of this loan was \$8,600,000 (March 31, 2016 - \$8,600,000).

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.

The Company's capital management objectives, policies and processes have remained unchanged during the periods ended December 31, 2016 and 2015.

The Company is also subject to capital requirements imposed by the TSX Venture Exchange ("TSXV") which requires adequate working capital or financial resources of the greater of (i) \$50,000 and (ii) an amount required in order to maintain operations and cover general and administrative expenses for a period of 6 months.

As of December 31, 2016, the Company may not be compliant with the policies of the TSXV. The impact of this violation is not known and is ultimately dependent on the discretion of the TSXV.

### **Off-Balance Sheet Arrangements**

The Company had no off-balance sheet arrangements as of December 31, 2016.

### **Critical Accounting Estimates**

#### *Significant judgments, estimates and assumptions*

The preparation of the Company's 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 year.

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

#### *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.

#### *Income and other taxes*

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.

#### *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.

#### *Provisions and contingencies*

Provisions are recorded by the Company when it has determined that it has a present obligation, whether legal or constructive, and that it is probable that an outflow of resources will be required to settle the obligation, provided that a reliable estimate can be made of the amount of the obligation. Provisions are recorded based on management's best estimates of timing, and quantum of future outflows. See Note 10 of the accompanying consolidated financial statements.

### *Going concern*

For further information regarding going concern refer to Note 1 of the accompanying consolidated financial statements.

## **Financial Instruments**

### *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 and accounts receivable are classified as loans and receivables. Securities owned and derivatives are classified as fair value through profit and loss. Short-term loans payable, and accounts payable and accrued liabilities are classified as other financial liabilities.

The following is a description and analysis of the risks associated with financial instruments that may affect the Company:

### *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. As at December 31, 2016, based on a 1% change in the fair value of the Company’s securities, the estimated sensitivity of the Company’s net income was (\$Nil) (March 31, 2016 – (\$99)), based on a decrease and \$Nil (March 31, 2016 – \$99), based on an increase.

### *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. As at December 31, 2016, the Company no longer had interest-bearing loans. As at December 31, 2016, based on a 1% change in interest rates, the estimated sensitivity of the Company’s net income was \$Nil (March 31, 2016 – (\$1,600)), based on an increase and \$Nil (March 31, 2016 - \$1,600) based on a decrease.

### *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 meet its current obligations. See Note 1 of the accompanying consolidated financial statements.

The Company has loans outstanding of \$930,913 as at December 31, 2016 (March 31, 2016 - \$1,165,251).

### **Share Capital Information**

Outlined below is selected current share capital information related to the Company as at December 31, 2016 and February 16, 2017:

<b>Description</b>	<b>Number</b>
Common shares issued and outstanding	17,027,933
Common share purchase warrants issued and outstanding	6,660,000
Common share purchase options issued and outstanding	740,000

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. The Company intends to satisfy its historic ESPP obligation of 188,094 shares at December 31, 2016 which include matching shares by acquiring shares in the market on behalf of participants in the ESPP.

### **Subsequent Events**

There were no subsequent events that would have a material impact on this report.

### **Related Party Transactions**

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

- a) The Company entered into a management services agreement with Jaguar in April, 2014. The agreement was terminated effective December, 2016. For the nine months ended December 31, 2016, the Company earned \$133,334 (December 31, 2015 - \$150,000).
- b) During the nine months ended December 31, 2016 Alboini and Stature (a Company wholly-owned by Alboini) received net loan repayments of \$74,337 from the Company (December 31, 2015 – provided net advances of \$181,308), resulting in a balance of \$230,913 owing to them as at December 31, 2016 (March 31, 2016 - \$305,251). During the year ended March 31, 2014, Alboini and Stature waived all historical and future interest on their total loans to the Company. There is no current repayment date on the loans.
- c) As at December 31, 2016, the Company had \$500,000 (March 31, 2016 - \$500,000) in loans payable to a former director of the Company.
- d) Financial advisory revenue includes \$Nil (December 31, 2015 - \$31,667) earned from a Company with a common Chief Financial Officer.
- d) Accounts payable and accrued liabilities includes an advance from Jaguar of \$Nil at December 31, 2016 (March 31, 2016 - \$18,833).
- e) Accounts payable and accrued liabilities includes \$101,200 in fees due to officers and current and former directors as at December 31, 2016 (March 31, 2016 - \$177,354). In September, 2016 the Company issued



3,978,310 shares to Alboini and directors of the Company to settle accounts payable of \$198,916. In September, 2015 the Company issued 900,000 common shares to Alboini, to extinguish \$45,000 in debt owing for services rendered to the Company.

#### *Compensation to key management personnel*

Compensation paid or payable during the nine months ended December 31, 2016 and 2015 to persons and corporation in charge of the planning, direction and control of the Company, including executive and non-executive directors, is as follows:

	2016	2015
Fees and benefits	\$ 134,563	\$ 124,041
Share-based compensation	9,092	-
<b>Total</b>	<b>\$ 143,655</b>	<b>\$ 124,041</b>

#### **Commitments, Provisions and Contingencies**

In November 2012, an IIROC Hearing Panel imposed a fine of \$300,000 and costs of \$150,000 against NSI for alleged compliance deficiencies and therefore the Company had previously recorded a provision of \$450,000. The IIROC Hearing Panel also imposed sanctions on certain senior executives of NSI. The Ontario Securities Commission ("OSC") held a hearing and review of the Hearing Panel's decision in February 2013 and in December 2013 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 (NSI and Alboini)," constituted an error in law and the OSC "set aside the IIROC Panel's sanctions and costs imposed on the (NSI and Alboini)." The OSC also dismissed the alleged compliance failures of NSI and Alboini. As a result of the OSC decision, the provision of \$450,000 was reversed during the fiscal year ended March 31, 2014. In June, 2014 the OSC held a new sanction hearing and imposed a fine of \$50,000 plus costs of \$10,000 on NSI. Accordingly a provision of \$60,000 was recorded as at March 31, 2015. The OSC reprimanded and suspended Alboini from registration for one year, a reduction from the two-year IIROC panel suspension. The OSC also required Alboini to disgorge commissions of \$244,985, which was similar to the disgorgement required by the IIROC panel. An appeal of the OSC decision to the Divisional Court was dismissed in June, 2015. In connection with the appeal, the Divisional Court imposed costs of \$20,000. In October, 2015 the Ontario Court of Appeal denied NSI and Alboini's leave to appeal the Ontario Divisional Court decision. The existing provision of \$80,000 was transferred to accounts payable and accrued liabilities and is included in the balance as at December 31, 2016.

There were no changes to the provisions during the nine month periods ended December 31, 2016 and 2015.

The Company reported a provision of \$171,726 as at December 31, 2016 (March 31, 2016 - \$171,726) 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.

The Company is party to legal proceedings and other claims in the ordinary course of its operations. Litigation and other claims are 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.

#### **Future Accounting Policies**

Certain pronouncements were issued by the IASB or the IFRIC that are mandatory for accounting periods beginning on or after January 1, 2017 or later periods. Many are not applicable or do not have a significant impact to the Company

and have been excluded. The following have not yet been adopted and are being evaluated to determine their impact on the Company.

IFRS 9 – Financial Instruments (“IFRS 9”) was issued by the IASB in November 2009 with additions in October 2010 and May 2013 and will replace IAS 39 Financial Instruments: Recognition and Measurement (“IAS 39”). IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward unchanged to IFRS 9, except that an entity choosing to measure a financial liability at fair value will present the portion of any change in its fair value due to changes in the entity’s own credit risk in other comprehensive income, rather than within profit or loss. The new standard also requires a single impairment method to be used, replacing the multiple impairment methods in IAS 39. IFRS 9 is effective for annual periods beginning on or after January 1, 2018. Earlier adoption is permitted.

IFRS 15 - Revenue from Contracts with Customers (“IFRS 15”) proposes to replace IAS 18 - Revenue, IAS 11 - Construction contracts, and some revenue-related interpretations. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. IFRS 15 is effective for annual periods beginning on or after January 1, 2018. Earlier adoption is permitted.

### **Forward-Looking Statements**

This MD&A contains “forward-looking statements” that reflect Added’s current expectations and projections about its future results. When used in this MD&A, forward looking statements can be identified by the use of words such as “estimate”, “consider”, “expect”, “anticipate”, “objective” and similar expressions or variations of such words. Forward looking statements are, by their very nature, not guarantees of the Company’s future operational or financial performance, and are subject to risks and uncertainties and other factors that could cause Added’s actual results, performance, prospects or opportunities to differ materially from those expressed in, or implied by, these forward looking statements. No representation or warranty is intended with respect to anticipated future results, that estimates and projections will be sustained or that any project will otherwise prove to be economic.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this MD&A or as of the date otherwise specifically indicated herein. Due to risks and uncertainties, including the risks and uncertainties elsewhere in this MD&A, actual events may differ materially from current expectations. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by securities law.

### **Additional Information**

Additional information on the Company has been filed electronically through the System for Document Analysis and retrieval (“SEDAR”) and is available online at [www.sedar.com](http://www.sedar.com).