

GRAVITAS FINANCIAL INC.

**MANAGEMENT DISCUSSION AND ANALYSIS
FOR THE THREE MONTHS ENDED**

MARCH 31, 2016

AS OF MAY 26, 2016

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

SCOPE OF THIS MANAGEMENT DISCUSSION AND ANALYSIS AND NOTICE TO INVESTORS

This management discussion and analysis of financial position and results of operations ("MD&A"), is prepared as of May 26, 2016, and complements the unaudited interim condensed consolidated financial statements of Gravitas Financial Inc. ("Gravitas" or the "Company") and its wholly owned subsidiaries, for the three months ended March 31, 2016 and 2015 which are compared to the three months ended March 31, 2015 and December 31, 2015.

The unaudited interim condensed consolidated financial statements and related notes have been prepared in accordance with International Accounting Standard ("IAS 34"), Interim Financial Reporting, as issued by the International Accounting Standard Board. They do not contain all the information required to be disclosed in the annual financial statements. Certain information and notes usually provided in the annual financial statements have been omitted or condensed when not deemed essential to the understanding of the interim financial information of the Company. Therefore, this MD&A should be read in conjunction with the information contained in the annual audited consolidated financial statements of the Company and the notes thereto for the year ended December 31, 2015 and 2014. All financial information has been prepared in accordance with International Financial Reporting Standards ("IFRS"). As issued by the International Accounting Standards Board. All amounts are in Canadian dollars unless otherwise indicated.

The Company's independent auditors have not conducted a review of the interim condensed consolidated financial statements in accordance with the standard established by the Canadian Institute of Chartered Accountants regarding the review of the interim financial statements

The unaudited interim condensed consolidated financial statements and the MD&A have been reviewed by the audit committee and approved by the Company's Board of Directors on May 26, 2016. These documents and more information about the Company are available on SEDAR at www.sedar.com

FORWARD LOOKING STATEMENTS

Certain statements made in this MD&A are forward-looking statements or information. The Company is hereby providing cautionary statements identifying important factors that could cause the Company's actual results to differ materially from those projected in the forward-looking statements. Any statements that express, or involve discussions as to, expectations, beliefs, plans, objectives, assumptions or future events or performance (often, but not always, through the use of words or phrases such as "may", "is expected to", "anticipates", "estimates", "intends", "plans", "projection", "could", "vision", "goals", "objective" and "outlook") are not historical facts and may be forward-looking and may involve estimates, assumptions and uncertainties which could cause actual results or outcomes to differ materially from those expressed in the forward-looking statements. In making these forward-looking statements, the Company has assumed that the current market will continue and grow and that the risks listed below will not adversely impact the business of the Company. By their nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, which contribute to the possibility that the predicted outcomes may not occur or may be delayed. The risks, uncertainties and other factors, many of which are beyond the control of the Company that could influence actual results include, but are not limited to: future capital requirements; intellectual property protection and infringement risks; competition; reliance on key management personnel and the other risks factors summarized below under the heading "Risks and Uncertainties".

Further, unless otherwise noted, any forward-looking statement speaks only as of the date of this MD&A, and, except as required by applicable law, the Company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible for management to predict all such factors and to assess in advance the impact of each such factor on the business of the Company, or the extent to which any factor or combination of factors may cause actual results to differ materially from those contained in any forward-looking statement.

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CORPORATE OVERVIEW AND OPERATIONS

Gravitas is an integrated financial and advisory services company in financial and capital markets. Gravitas Financial Inc. also acquires significant, long-term interest in and develops businesses that have a high potential for value addition through the Company's key strategic inputs and management support. In addition, the Company operates a venture capital arm that invests in meaningful ownership interests in fast growing companies in both the public and private markets.

Gravitas is focused on creating shareholder value through strategic investments in attractive scalable businesses. Since formation of Gravitas in June 2013, we have assembled a significant array of investee/portfolio businesses. Our key investee businesses include a Mutual Fund and Exempt Market Dealer in Canada and an IIROC registered broker dealer thereby giving us a strong foothold in the financial services distribution business in Canada.

Our subsidiaries also include companies that offer a variety of services to small and mid-market public and private companies. These services include corporate services, investor exposure platform and strategic advisory services. Our comprehensive platform allows us to build long lasting relationships with promising companies in the small and mid-market space.

We have continued to expand our reach by partnering with strategic groups, both in Canada and in international markets. These partnerships allow us to explore business opportunities in fast growing places like India and China and differentiate us from other financial services firms in Canada. Through our deep understanding of international markets and strong networks, we believe we can access unique opportunities, which are generally not available to most firms in Canada.

We have developed strong domain experience in identifying unique growth opportunities in a number of sectors, including but not limited to financial services, specifically the financial technology ("Fintech") vertical with a special focus on payments. We are also building expertise within digital commerce, real estate, consumables and sports and recreation. We take a hands-on approach to realizing value within each of these areas and look to seek out opportunities in these sectors going forward.

Gravitas believes that international markets represent attractive growth opportunities for many decades to come and has assembled attractive anchor investments into the Middle East and India through its investments in The Mint Corporation ("Mint"), a UAE payments company and Innoviti Payment Solutions Pvt Ltd, a fast growing payments company in India. Apart from India and Middle East, Gravitas is also actively seeking opportunities to establish a presence and entry into China, another attractive market that we believe has significant long term growth opportunity.

In Canada, Gravitas intends to leverage its investments in financial services distribution businesses to launch proprietary financial products that aim to offer retail investors an opportunity to earn better returns by gaining exposure to the mid-market segment which, we believe, represents an attractive risk-reward matrix. Gravitas believes the mid-market segment in Canada represents an opportunity to achieve superior return.

The Company, through its subsidiary Gravitas Financial Services Holdings Inc., continues to seek opportunities to expand into other areas of financial services sector by acquiring a significant ownership interest in well managed financial services companies that generate strong, sustainable cash flows from their operations.

To further advance the Company's strategy to be a significant player in the financial services products area, the Company continues to explore the opportunity to launch niche financial products. We successfully launched, in December 2013, a retail financial product called Gravitas Select Flow-Through Limited

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Partnership I (the "Partnership"). Since then, the Company, as General Partner, has launched two additional Flow-Through Funds in 2014 and 2015 and is expected to launch the fourth Flow-Through Fund during the first half of 2016. The Company also launched a specialized "Growth & Opportunity Fund", which will target investment opportunities in growth companies by investing mainly in secured convertible debentures or notes that provide attractive coupons and capital appreciation through warrants positions.

Gravitas is uniquely positioned to serve the mid-market segment and be a partner in their success. Along with providing growth capital, Gravitas will also be able to assist our investee companies in attracting top notch talent, offer corporate services and achieving international growth by giving them access to tough-to-penetrate international markets including India, China and Middle East. This capability to offer capital, market access and related advisory business will help us achieve a competitive advantage to make Gravitas a preferred partner for mid-market companies in Canada who are seeking capital, advisory or other related services.

Gravitas operates in four key segments:

- 1) **Services:** this group of businesses provides services for the capital markets, advisory, regulatory and compliance needs of private and publicly listed corporation. The following subsidiaries operate within this segment:
 - Ubika Corp;
 - Gravitas Corporate Services Inc.;
 - Branson Corporate Services Inc.;
 - Gravitas Investor Platform; and
 - Global Compliance Network Inc.
- 2) **Financial services:** this group are operations in financial products and financial products distribution businesses and are operated independently with their own management teams and require high levels of compliance and governance. The following subsidiaries operate within this segment:
 - Gravitas Select Flow-Through GP Inc.;
 - Gravitas Financial Services Holdings Inc.;
 - Gravitas International Corp.;
 - Foundation Investment Management Inc.; and
 - Portfolio Analysts Inc.
- 3) **Strategic investments:** this group are operations where the company acquires a long-term interests in companies that have a high potential for value additions and where the Company provides key strategic inputs and management support either directly or through board representations. The following subsidiaries operate within this segment:
 - New India Investment Corp.;
 - Luxury Quotient International Inc.;
 - Luxury Quotient India Private Ltd.;
 - The Mint Corporation;
 - Prime City One Capital Corp;
 - Claxton Capital Management; and
 - Claxton Real Estate Company Ltd.
- 4) **Fast growing investments:** this group's operations acquires meaningful ownership interests in fast growing companies in both the public and private markets. This segment will offer strategic guidance and access to its strong network to investee companies to accelerate their strategic growth plans. Gravitas Venture Inc. operates in this segment.

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- 5) **Corporate:** this group primarily represents the cost of the corporate overhead expenses not allocated to other segment and is comprised of Gravitas Financial Inc.

HIGHLIGHTS

- Restructured Mint's Series A debentures
- Received final regulatory approvals for the acquisition of controlling interests in regulated financial services companies

ACHIEVEMENTS

On January 8, 2016, Mint restructured the outstanding Series A debentures wherein, the term of the Series A debentures was extended from May 16, 2019 to December 15, 2019 and the interest payable on the Series A debentures was reduced to 3% per annum to January 7, 2017 and 5% thereafter, payable quarterly on March 31, June 30, September 30 and December 31. In consideration, the Corporation issued additional debentures of \$3,953,506, increasing the face value of the outstanding Series A debentures to \$49,019,962. The debenture restructuring requires an additional payment of cash fee of 2.5% of the principal outstanding if certain "active card" target are not met during the term of the debentures. Since the terms of the Series A debentures were substantially modified, the transaction has been accounted for as an extinguishment of the original liability and the recognition of the revised liability that will be accreted to the face value of the debentures at an effective value of the debentures at an effective rate of 5.5% per annum. As a result, a debenture restructuring expense of \$3,583,429 has been recorded in the consolidated statement of loss and comprehensive loss.

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FINANCIAL INFORMATION

RESTATEMENT

Subsequent to the issuance of the Company's consolidated financial statements for the year ended December 31, 2014, it was determined that the calculations of the accretion and interest on Mint, Series A and Series B debentures were incorrect and that the carrying value of the debentures were overstated. The effects of the restatement on the consolidated statement of loss and comprehensive loss and consolidated statement of changes in equity for the three months ended March 31, 2015 are summarized below. The adjustments between amounts previously reported and amounts restated had no effect on the consolidated statement of cash flows.

	For the three months ended March 31, 2015		
	Previously reported	Adjustments	Restated
	\$	\$	\$
Revenues	964,045	-	964,045
Expenses			
Salaries and management fees	290,424	-	290,424
Consulting and professional fees	597,549	-	597,549
General and administrative	673,108	-	673,108
Interest expense	3,158,284	(1,223,974)	1,934,310
Exchange gain	(234,162)	-	(234,162)
Loss on settlement	27,105	-	27,105
Gain on disposal of available-for-sale investments	(280,384)	-	(280,384)
Change in fair value of convertible debentures - conversion feature	20,363	-	20,363
Change in fair value of FVTPL investments	(33,683)	-	(33,683)
Change in fair value of derivative warrant liability	(44,423)	-	(44,423)
Share of results of associates	310,723	-	310,723
	4,484,904	(1,223,974)	3,260,930
Net loss	(3,520,859)	1,223,974	(2,296,885)
Other comprehensive loss	(1,796,609)	-	(1,796,609)
Net loss and comprehensive loss	(5,317,468)	1,223,974	(4,093,494)
Net loss attributable to:			
Shareholders of the Company	(1,969,496)	611,987	(1,357,509)
Non-controlling interest	(1,551,363)	611,987	(939,376)
	(3,520,859)	1,223,974	(2,296,685)
Comprehensive loss attributable to:			
Shareholders of the Company	(3,749,409)	611,987	(3,137,722)
Non-controlling interest	(1,567,759)	611,987	(955,772)
	(5,317,468)	1,223,974	(4,093,494)
Loss per common share, basic and diluted	(0.053)	0.018	(0.035)

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	As at March 31, 2015		
	Previously reported \$	Adjustments \$	Restated \$
ASSETS			
Current assets			
Cash and cash equivalents	28,302,587	-	28,302,587
Guaranteed investment certificates	30,189,000	-	30,189,000
Trade and other receivables	1,549,143	-	1,549,143
Prepaid	190,086	-	190,086
Inventory	269,665	-	269,665
Equity investments and other	100,000	-	100,000
Loan receivables	1,656,769	-	1,656,769
Convertible debentures	838,427	-	838,427
Current assets	63,095,677	-	63,095,677
Non-current assets			
Property and equipment	169,394	-	169,394
Equity investments and other	3,254,454	-	3,254,454
Investments in associates	5,666,459	-	5,666,459
Loan receivables	2,685,000	-	2,685,000
Convertible debentures	1,711,233	-	1,711,233
Intangible assets	869,151	-	869,151
Non-current assets	14,355,691	-	14,355,691
Total assets	77,451,368	-	77,451,368
LIABILITIES			
Current			
Trade and other payables	3,071,889	(1,077,899)	1,993,990
Customer deposits	43,750	-	43,750
Debentures	438,672	-	438,672
Current liabilities	3,554,311	(1,077,899)	2,476,412
Non-current liabilities			
Lease inducement	29,307	-	29,307
Debenture warrant liability	365,788	-	365,788
Debentures	132,030,501	(2,495,956)	129,534,545
Non-current liabilities	132,425,596	(2,495,956)	129,927,640
Total liabilities	135,979,907	(3,573,855)	132,404,052
EQUITY (DEFICIENCY)			
Share capital	1,400,600	-	1,400,600
Contributed surplus	87,247	-	87,247
Deficit	(58,073,338)	2,961,868	(55,111,470)
Accumulated other comprehensive loss	(137,604)	-	(137,604)
Total equity deficiency attributable to owners of the parent company	(56,723,095)	2,961,868	(53,761,227)
Non-controlling interest	(1,805,444)	611,987	(1,193,457)
Total equity deficiency	(58,528,539)	3,573,855	(54,954,684)
Total equity deficiency and liabilities	77,451,368	-	77,451,368

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DISCONTINUED OPERATIONS

Loss from discontinued operations

	For the three months ended March 31,	
	2016 \$	2015 \$
Loss from Claxton (a)	(177,334)	-
Gain on wind-up of subsidiary (b)	295,011	-
Net gain	117,677	-

- a) Subsequent to December 31, 2015, the Company commenced discussions with listing brokers to list, for sale, the Palm Valley property. The Company has listed the Palm Valley property for sale, and as a result, the operations of Claxton have been presented as “discontinued operations” in the consolidated statement of loss and comprehensive loss.

The following table shows the statement of loss and comprehensive loss for the discontinued operations for the three months ended March 31, 2016:

	\$
Rent revenues	230,415
Expenses	
Salaries and management fees	9,886
Consulting and professional fees	14,068
Rental expenses	186,340
Change in fair value less cost to sell	450,000
Exchange gain	(252,545)
	407,749
Net loss	(177,334)

- b) During the three months ended March 31, 2016, the Company completed the winding up of Mint Technology Inc. (“MTI”). Accordingly, the Company de-consolidated the operations and balance sheet of MTI. MTI was an inactive 100% subsidiary of Mint based in the United States. The net gain from discontinued operations of MTI was determined as follows:

	\$
Foreign exchange translation differences relating to MTI	(32,791)
Carrying value of MTI liabilities	327,802
Proceeds	-
Net gain on wind-up	295,011

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The following table shows the statement of financial position for the discontinued operations as at March 31, 2016 and December 31, 2015:

	March 31, 2016 \$	December 31, 2015 \$
ASSETS		
Cash	173,185	220,270
Trade and other receivables	252,938	240,308
Prepaid	40,863	51,703
Property and equipment	7,267,484	7,717,484
	7,734,470	8,229,765
LIABILITIES		
Trade and other payables	511,157	515,303
Loan payable	4,406,554	4,662,862
	4,860,204	5,178,165
Net assets directly associated with the discontinued operations	2,874,266	3,051,600

The net cash flows incurred by Claxton are as follow:

	For the three months ended March 31 2016 \$
Cash flows from operating activities of discontinued operations	(31,022)
Cash flows from investing activities of discontinued operations	-
Cash flow from financing activities of discontinued operations	(16,063)
	(47,085)

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FINANCIAL POSITION ANALYSIS

	March 31, 2016 \$	December 31, 2015 \$	Variation \$
Assets	84,564,833	89,623,165	(5,058,332)
Liabilities	150,692,263	148,851,946	1,840,317
Equity (deficiency)	(66,127,430)	(59,228,781)	(6,898,649)

Total assets as at March 31, 2016 were \$84,564,833 compared to \$89,623,165 at December 31, 2015, a decrease of \$5,069,332.

The following table present the important variations on the Company's main assets:

	March 31, 2016 \$	December 31, 2015 \$	Variation \$
Assets of continuing operations			
Guaranteed investment certificates	18,414,376	20,089,000	1,674,624
Trade and other receivables	2,466,901	2,542,079	(75,178)
Equity investments and other	6,619,761	6,437,240	182,521
Investments in associates	7,619,714	7,606,423	13,291
Loan receivable	7,530,885	6,534,011	996,874
Convertible debentures	3,046,330	2,610,002	436,328
Assets held for sale	7,734,470	8,229,765	(495,295)

Guaranteed investments certificates

During the three months ended March 31, 2016, the Company redeemed a total amount of \$1,674,624 of GICs to primarily make additional loans and advance for \$2,487,667.

Trade and other receivables

	March 31, 2016 \$	December 31, 2015 \$	Variation \$
Trade receivables	626,676	478,482	148,194
Royalty receivable	240,652	238,686	1,966
Interest receivables	574,827	473,030	101,797
Harmonized sales tax receivables	412,622	393,233	19,389
Advances to related companies, non-interest bearing, due on demand	587,074	753,905	(166,831)
Advances to company controlled by an officer	-	189,426	124,960
Other	25,050	15,317	9,733
	2,466,901	2,542,079	(75,178)

The advances to related companies are mainly to Gravitas Select Flow-Through LP I, II and III. These advances will be reimbursed when the underlying Funds sell their investments. During the current year, Gravitas has also advanced \$314,386 to a company controlled by the Chief Executive Officer ("CEO"). This advance is non-interest bearing and does not have any set repayment terms. This advance has been impaired and recorded in the consolidated statement of loss and comprehensive loss for the three months ended March 31, 2016. See also

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discussion below on Related Party Transactions.

Equity investments and other

	March 31, 2016	December 31, 2015	Variation
	\$	\$	\$
Common shares in quoted companies	3,605,029	3,528,722	76,307
Options	4,714	19,998	(15,284)
Warrants	937,845	1,081,775	(143,930)
Debentures	395,596	370,393	25,203
Subscription receipts	250,000	-	250,000
Common shares in private companies	208,517	218,292	(9,775)
Preferred shares in private companies	1,218,059	1,218,059	-
Mining property	1	1	-
	6,619,761	6,437,240	182,521

During the three months ended March 31, 2016, the Company invested a total amount of \$875,440 in new equity investments and other and sold equity investments and other for a total amount of \$278,392 realizing a gain on disposal of \$23,258. In addition, the fair value of equity investments and other have decreased by \$504,633 which was recognized through the consolidated statement of comprehensive loss for an amount of \$187,835 and through the accumulated comprehensive loss for an amount of \$316,798.

As at March 31, 2016, the Company had the following top ten investments:

Company name	Symbol	Number of shares	Cost	Closing price	Fair value
		\$	\$	\$	\$
Gilla Inc.	GLLA	6,071,193	404,597	0.16	1,261,448
DealNet Capital Corp.	DLS	1,577,545	569,587	0.495	780,885
TIO Network Corp.	TNC	160,000	300,800	1.88	300,800
Viscount Mining Corp.	VML	358,834	19,717	0.58	208,124
West Red Lake Gold Mines Inc.	RLG	1,181,800	43,940	0.14	165,452
STACK	Private	130,081	69,604	0.82	138,517
SustainCo Inc.	SMS	2,874,000	134,682	0.045	129,330
Secova Metals Corp.	SEK	1,890,000	94,500	0.06	113,400
HealthSpace Data Systems Ltd.	HS	750,000	150,000	0.15	112,500
Pyrogenesis Canada Inc.	PYR	550,000	58,108	0.18	99,000
		15,543,453	1,845,535	0.213	3,309,456

Investments in associates

Portfolio Analysts Inc. ("PAI")

The Company owns 40% of the issued and outstanding shares of Portfolio Analysts Inc. ("PAI"), giving it significant influence over PAI's operations. PAI is a Canadian-controlled private corporation and is incorporated under the Alberta Business Corporations Act. PAI is a holding company for Portfolio Strategies Corporation ("PSC"), which is a dealer in mutual funds and exempt securities in the provinces of Alberta, British Columbia, Saskatchewan, Manitoba and Ontario. PSC, a 100% owned subsidiary of PAI, is a registered member of the Mutual Fund Dealers Association of Canada ("MFDA"). Its registered offices and principal place of business is 1850 - 14 Street S.W., Calgary, Alberta, T2T 3S9. PAI fiscal year-end is September 30.

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Mint UAE Operations

Through its acquisition of Mint, the company acquired a 51% interest in Mint associates in the United Arab Emirates ("UAE"). Mint Middle East comprises four entities: Mint Middle East LLC ("MME LLC"), Mint Electronic Payment Services Ltd. ("MEPS"), Mint Capital LLC ("MCO") and Mint Gateway for Electronic Payment Services ("MGEPS"). MME LLC is 51% owned by Mint. MEPS is owned 49% by MME LLC, but is a fully controlled subsidiary of MME LLC by virtue of a nominee agreement which provides for Board and management control to MME LLC as well as a 100% commercial interest in the operations of MEPS. MCO is a 100% subsidiary of Mint and MGEPS is owned 49% by MCO. The remaining ownership interest in each of these four entities is held by Global Business Systems for Multimedia ("GBS"). These four entities are together referred to as Mint UAE Operations. In June 2015, GBS and Mint entered into a Nominee Agreement under which GBS has nominated a two percent share of its ownership and commercial interest in MGEPS in favor of MCO. Accordingly, MCO beneficially owns 51% of MGEPS.

The Mint UAE Operations operate under the terms of a Management Agreement with GPS, which provides for a payment of a fixed management fee of UAE Dirham ("AED") 120,000 per month to GBS and a variable fee of 20% of net income of Mint UAE Operations. GBS is also responsible for the day-to-day oversight of these entities. As a result, the Mint UAE Operations have been accounted for as associates, as the Company does not control them.

Mint UAE Operations operate through their registered offices at G02, CBD Building, Sheikh Zayed Road, Dubai, United Arab Emirates ("UAE"), and focus on payroll cards, merchant network solutions and microfinance products to payroll cardholders.

MME LLC manages the issuance, administration, customer support, payment processing and set-up and reporting of payroll cards and related activities. MCO provides microfinance loans to payroll card holders.

Prime City One Capital Corp.

The Company acquired 18% interest in the issued and outstanding shares of Prime City One Capital Corp. ("Prime"), giving it significant influence over Prime's operations following the finalization of a purchase and assignment of debt agreement, under which GFI assigned 50% of its rights, interests and obligation in a loan of \$125,000 in exchange for 13,645,825 common shares in the capital of Prime valued at \$68,229. At December 31, 2015, the Company also has also advanced a loan \$100,000 and holds an investment in convertible debenture for \$250,000 in Prime. These investments were reclassified to investments in associates and are recognized on the equity method of accounting. The Company recorded a loss on settlement of \$56,771 following that transaction. Prime was incorporated under the Business Corporations Act (Ontario) on September 2, 2004 and is currently reviewing several strategic options. Prime's shares are currently listed on the NEX under the Symbol "PMO.H". The head office, principal address and records office are located at 141 Adelaide Street West, Suite 110, Toronto, Ontario, M5H 3L5.

During 2015, the Company evaluated the recoverability of its investment in Prime and determined that as a result of the financial conditions and result of operations at Prime, the Company's entire investment value of \$415,932 was impaired and recognized a loss in the statement of loss and comprehensive loss.

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The Company's continuity of its investments in associates is as follows:

	March 31, 2016 \$	December 31, 2015 \$
Balance, beginning of the period	7,606,423	5,528,607
Acquired through cash payment	422,620	-
Additional working capital funds invested	-	4,236,850
Reclassification due to acquisition of significant influence	-	418,229
Dividends received	(100,000)	(373,600)
Share of results in associates	(309,329)	(1,787,731)
Impairment	-	(415,932)
Balance, end of period	7,619,714	7,606,423

A summary of the financial information of the associates is as follows:

All amounts in Canadian \$000's	March 31, 2016			December 31, 2015		
	Prime \$	Mint UAE Operations \$	PAI \$	Prime \$	Mint UAE Operations \$	PAI \$
Financial position						
Current assets	3	2,526	3,592	17	2,060	3,946
Non-current assets	-	5,100	8,203	-	5,159	4,344
Current liabilities	440	2,291	3,008	431	2,306	3,299
Non-current liabilities	4	362	5,699	4	363	1,883
	For the three months ended March 31, 2016			For the three months ended March 31, 2015		
Statement of earnings (loss)						
Revenue	-	1,042	6,825	-	932	6,839
Expenses	26	1,729	6,625	-	1,901	6,180
Operating income (loss)	(25)	(687)	364	-	(969)	547
Net earnings (loss)	(25)	(687)	273	-	(969)	465
Cash flows						
Dividends paid	-		250	-	-	234

Loans receivable

During the three months ended March 31, 2016, the Company advanced loans of \$2,487,667, and received repayments of loans aggregating \$324,070. For the three months ended March 31, 2016, the Company earned total interest of \$125,155, representing an average annual interest rate of 4.5% compared to \$83,179 in 2015, representing an average annual interest rate of 12.0%. During the three months ended March 31, 2016, the Company recorded an impairment of \$Nil (three months ended March 31, 2015 - \$Nil) on certain loans based on an analysis of the financial conditions of the borrowers.

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	March 31, 2016 \$	December 31, 2015 \$
Balance, beginning of the period	6,534,011	3,446,270
Additional loan	2,487,667	4,815,070
Amount redeemed	(324,070)	(535,000)
Amount redeemed as part of a settlement in shares	-	(125,000)
Convertible debenture converted into a loan	-	422,520
Loans concerted into a convertible debenture	-	(1,052,680)
Reclassification due to acquisition of significant influence	-	(100,000)
Fair value allocated to the equity components	-	(127,943)
Accretion of interest	10,596	82,364
Loss on settlement of a loan	-	(200,000)
Impairment	-	(590,415)
Exchange rate	(102,302)	498,825
Balance, end of the period	8,605,902	7,606,423
Less: current portion	(1,075,017)	(1,089,421)
Non-current portion	7,530,885	6,534,011

These loans bear interest from 4.5% to 12% per annum and mature from October 2016 to April 2019. As at March 31, 2016, loans for a total amount of \$4,594,885 (\$3,683,590 as at December 31, 2015) are secured under general security agreements.

During the three months ended March 31, 2016, the Company advanced a further US\$750,000 (\$972,520) for a total of US\$1,450,000 (\$1,880,215) to MGEPS, an associate of the Company, for the advancement of its on-going information technology upgrades. This loan bears interest at 4.5% and matures on October 23, 2018. In addition, the Company has advanced an additional \$1,275,000 for a total amount of \$3,786,000 to a company where a former director has an interest, this advance bears an interest at 6% and matures on October 31, 2018.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Convertible debentures

	March 31, 2016 \$	December 31, 2015 \$
Loan component of convertible debentures:		
Secured, with a face value ranging from \$650,000 to \$1,250,000 (\$100,000 to \$1,250,000 in 2015), maturity on July 16, 2016 (March 17, 2015 to July 16, 2016 in 2015) and bearing interest at 6% (6% to 14% in 2015)	1,673,181	1,939,153
Secured, with a face value ranging from US\$227,000 to US\$400,000, maturity ranging from January 31, 2018 to December 9, 2018 and interest rates form 6% to 8%	379,294	369,359
Unsecured, with a face value ranging from \$85,000 to \$250,000 (\$17,000 to \$250,000 in 2015), maturity ranging from November 24, 2016 to August 14, 2018 (November 24, 2016 to August 14, 2018 in 2015) and interest rates form 6% to 14% (6% to 14% in 2015)	439,501	433,875
	2,491,976	2,742,387
Conversion feature	1,592,760	1,162,238
	4,084,736	3,904,625
Less: reclassification due to acquisition of significant influence	-	(250,000)
Less : impairment	(1,038,406)	(1,044,623)
Balance, end of the period	3,046,330	2,610,002
Less: current portion	(291,027)	(319,376)
Non-current portion	2,755,303	2,290,626

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The fair value of the conversion feature and the carrying value of loan components are as follows:

	March 31, 2016			December 31, 2015		
	Conversion feature \$	Loan component \$	Total \$	Conversion feature \$	Loan component \$	Total \$
Fair value, beginning of period	1,162,238	1,447,764	2,610,002	215,827	2,123,484	2,339,311
Amount invested	-	-	-	759,561	295,266	1,054,827
Amount converted	-	-	-	-	(208,000)	(208,000)
Amount converted into a loan	-	-	-	-	(422,520)	(422,520)
Amount reimbursed	-	(47,180)	(47,180)	-	(150,000)	(150,000)
Loan converted into a convertible debenture	-	-	-	-	1,052,680	1,052,680
Fair value allocated to the equity components	-	-	-	-	(296,031)	(296,031)
Reclassification due to acquisition of significant influence	-	-	-	-	(250,000)	(250,000)
Accretion of interest	-	140,611	140,611	-	329,338	329,338
Change in fair value of convertible debentures – conversion feature	430,522	-	430,522	186,850	-	186,850
Exchange gain (loss)	-	(24,022)	(24,022)	-	18,170	18,170
Loss on settlement	-	(52,820)	(52,820)	-	-	-
Impairment	-	(10,783)	(10,783)	-	(1,044,623)	(1,044,623)
Balance, end of period	1,592,760	1,453,570	3,046,330	1,162,238	1,447,764	2,610,002

The initial fair value of the conversion feature of investments in convertible debentures is determined using the Black & Scholes model and reclassified to equity and other investments, with the residual value being allocated to the loan component.

The fair value of the conversion feature is determined by measuring the conversion feature and assigning the residual value to the loan component. The loan component is not re-measured subsequent to initial recognition.

There were no investments in convertible debentures during the three months ended March 31, 2016. The fair values of the conversion feature at issuance of \$759,561 during the year ended December 31, 2015 was estimated using the Black & Scholes option pricing model based on the following assumptions:

	December 31, 2015
Weighted average conversion price	\$0.65
Expected dividend yield	0%
Expected average volatility	188%
Risk-free average interest rate	0.51%
Expected average life (years)	2.58
Weighted average fair value	\$0.38

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The fair value of the conversion feature of \$1,592,760 as at March 31, 2016 (December 31, 2015 - \$1,162,238) was estimated using the Black & Scholes option pricing model based on the following assumptions:

	March 31, 2016	December 31, 2015
Weighted average conversion price	\$0.49	\$0.55
Expected dividend yield	0%	0%
Expected average volatility	218%	222%
Risk-free average interest rate	0.57%	0.56%
Expected average life (years)	1.46	1.88
Weighted average fair value	\$0.14	\$0.23

LIABILITIES

Total liabilities as at March 31, 2016 were \$150,692,263 compared to \$148,851,946 at December 31, 2015, an increase of \$1,840,317 mainly due to Mint's Series A debenture restructuring for a total amount of \$3,583,429 offset by decreases in interest payables of \$594,876 and settlement of Mint's Series B debentures of \$408,500.

EQUITY (DEFICIENCY)

The Company had an equity deficiency of \$66,127,430 as at March 31, 2016 compared to \$59,228,781 at December 31, 2015, an increase of \$6,898,649 mainly due to the 2016 net loss from continuing operation of \$6,757,194.

OPERATING RESULTS ANALYSIS

FINANCIAL INFORMATION COMPARISON

	For the three months ended March 31,		
	2016	2015	Variation
	\$	\$	\$
Revenues	1,019,841	964,045	55,796
Expenses	7,777,035	3,360,930	4,416,105
Net loss from continuing operations	(6,757,194)	(2,296,885)	(4,460,309)
Net income from discontinued operations	117,677	-	117,677
Net loss	(6,639,517)	(2,296,885)	(4,342,632)

Net loss from continuing operations for the three months ended March 31, 2016 was \$6,757,194 (\$0.097 per share) as compared to \$2,296,885 (\$0.034 per share) for the same period in 2015, an increase of \$4,460,309.

The increase in the net loss is primarily due to the non-cash debenture restructuring fees for Mint's Series A debentures restructuring that was finalized on January 8, 2016.

REVENUE

For the three months ended March 31, 2016, revenue remained relatively comparable to the same period in 2015 with revenue totalled \$1,019,841 compared to \$964,045 for the same period of 2015.

EXPENSES

For the three months ended March 31, 2016, expenses totalled \$7,777,035 compared to \$3,260,930 for the same period of 2015, an increase of \$4,416,105.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The following table shows items that have fluctuated significantly during the three months ended March 31, 2016:

	For the three months ended March 31,		
	2016	2015	Variation
	\$	\$	\$
Salaries and management fees	503,069	290,424	(212,645)
Interest expense	1,808,977	1,934,310	125,333
Exchange loss (gain)	531,834	(234,162)	(765,996)
Loss (gain) on settlements	(437,903)	27,105	465,008
Gain on disposal of available-for-sale investments	(23,258)	(280,384)	(257,126)
Change in fair value of convertible debentures - conversion feature	(430,522)	20,363	450,885
Change in fair value of FVTPL investments	187,535	(33,683)	(221,218)
Impairment	571,440	-	(571,440)
Debenture restructuring fee	3,583,429	-	(3,583,429)

Salaries and management fees

The increase in salaries and management fees for the three months ended March 31, 2016 is primarily due to the general growth of the Company.

Exchange loss (gain)

The increases in exchange gain is related in part to the investments held in US dollars and to the cash position held in US dollars at March 31, 2016 and the movement of the exchange rate against the United States dollar during the three months ended March 31, 2016.

Loss (gain) on settlements

During the three months ended March 31, 2016, the Company purchased and cancelled Mint's Series B debentures of face value of \$817,000 for a cash payment of \$408,500.

	For the three months ended March 31,	
	2016	2015
	\$	\$
Gain on settlement of receivables	(21,900)	-
Gain on settlement of debenture	(468,823)	(22,895)
Loss on settlement of debenture	-	50,000
Loss on settlement of convertible debentures	52,820	-
Balance, end of period	(437,903)	27,105

Gain on disposal of available-for-sale investments

During the three months ended March 31, 2016, the Company sold common shares held in quoted companies realizing a gain of \$23,258 compared to \$280,384 in the same period in 2015.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Change in fair value of convertible debentures - conversion feature and debenture restructuring fee

When the Company holds debentures that are convertible into the issuer's equity shares, the equity conversion feature represents an embedded option written by the issuer on its equity shares. Such equity conversion feature is classified as fair value through profit or loss ("FVTPL"). Assets in this category are measured at fair value with gains or losses recognized in profit or loss. Each reporting period, the fair value of these investments is determined using the Black & Scholes pricing model.

For the three months ended March 31, 2016, the fair value of these conversion feature increased by \$430,522 compared to a decrease of \$20,363 for the same period in 2015, primarily due to changes in the market values of the underlying issuers.

Mint's Series A debentures restructuring

Since the terms of the Series A debentures were substantially modified, the transaction has been accounted for as an extinguishment of the original liability and the recognition of the revised liability that will be accreted to the face value of the debenture at an effective value for the debentures at an effective rate of 5.5% per annum. As a result, a debenture restructuring expense of \$3,583,429 has been recorded in the consolidated statement of loss and comprehensive loss.

Change in fair value of FVTPL investments

Financial assets at FVTPL include financial assets that are either classified as held-for-trading or that meet certain conditions and are designated at fair value through profit or loss upon initial recognition. Assets in this category are measured at fair value with gains or losses recognized in profit or loss. The Company classifies its investments in options, warrants and common shares in private companies in this category. Each reporting period, the fair value of these investments is determined using the Black & Scholes pricing model.

For the three months ended March 31, 2016, the fair value of these investments decreased by \$187,535 as compared to an increase in fair value of \$33,683 for the same period in 2015.

Impairment of investments

Given financial difficulties faced by some companies in which the Company invested, the Company recorded the following impairments:

	For the three months ended	
	March 31,	
	2016	2015
	\$	\$
Impairment on convertible debenture (a)	10,783	-
Impairment on brand name (b)	246,271	-
Impairment of loan to a company controlled by the CEO (c)	314,386	-
	571,440	-

- (a) The impairment on investments in convertible debentures, including on the conversion features, are recorded when the Company determines that it is likely that the debentures will default based on its review of available financial information relating to the issuers or when the debentures have defaulted due to non-payment of interest due and payable. The Company estimates potential recoveries from security held and recognizes an impairment loss for the difference. During February 2016, the Company sold a non-secured of face value of \$100,000 for a cash proceeds of \$47,180 and impaired the remaining accretion and change in fair value for the three months ended March 31, 2016.
- (b) During the quarter ended March 31, 2016, the Company determined its brand name of \$246,272 was impaired due to the continuing losses at Gravitas and its subsidiaries.
- (c) During the quarter ended March 31, 2016, the Company impaired an advance to a company controlled by the Chief Executive Officer of \$314,386.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Share in results in associates

The Company owns a 40% interest of the issued and outstanding shares of Portfolio Analysts Inc. ("PAI"), a 51% interest in Mint UAE Operations and an 18% interest in Prime City One Capital Corp. During three months ended March 31, 2016, the Company recorded the following share in results:

	For the three months ended March 31,	
	2016	2015
	\$	\$
Prime	-	-
PAI	(37,321)	(19,889)
Mint UAE Operations	346,650	330,612
Total	309,329	310,723

CASH FLOW ANALYSIS

	For the three months ended March 31,	
	2016	2015
	\$	\$
Net cash used in operating activities of continuing operations	(3,685,512)	(1,979,971)
Net cash from used in investing activities of continuing operations	(1,338,203)	10,233,054
Net cash used in financing activities of continuing operations	(424,563)	(24,105)

OPERATING ACTIVITIES

The Company used cash flows of \$3,685,512 during the three months ended March 31, 2016, compared to \$1,979,971 for the same period in 2015, an increase in the use of cash flows of \$1,705,541 is primarily due to the working capital items that required cash flows of \$1,331,195 in 2016 compared to generated cash flows of \$287,280 in 2015. This is primarily due the payment of interest on Mint Series A debentures of approximately \$965,000 and other trade payables payments.

INVESTING ACTIVITIES

During the three months ended March 31, 2016, the Company used \$1,338,203 compared to generating cash flows of \$10,233,054 for the same period in 2015, a decrease in cash flows generated of \$11,571,257. In 2016, the use of cash flows were primarily from purchase of loan receivables offset by redemption of guaranteed investment certificates. In 2015, the generated cash flows were mainly due to the redemption of guaranteed investment certificates for \$10,811,000.

FINANCING ACTIVITIES

During the three months ended March 31, 2015, Mint purchased and cancelled Series B debentures of face value of \$817,000 for a cash payment of \$408,500.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

SEGMENTED INFORMATION

The Company operates in four segments as follows:

Services

The Company objective is to build and acquire businesses that can service the capital market, advisory, regulatory, compliance and technology needs of publicly listed corporations. The services segment comprises the following entities:

- Ubika Corp.
- Gravitas Corporate Services Inc.
- Branson Corporate Services Inc.
- Gravitas Investor Platform Inc.
- Global Compliance Network Inc.

Financial services

Regulated financial services are operations in financial products and financial products distribution businesses. Regulated financial services are operated independently with their own management teams and require high levels of compliance and governance. Regulated financial services comprises the activities and/or operations of the following entities:

- Gravitas Select Flow-Through GP Inc.
- Gravitas Financial Services Holdings Inc.
- Gravitas International Corp.
- Foundation Investment Management Inc.
- Portfolio Analysts Inc.

Strategic investments

Strategic investments are operations where the Company acquires significant long-term interests in companies that have a high potential for value addition and where the Company provides key strategic inputs and management support either directly or through Board representation. Strategic investments comprises the following entities:

- New India Investment Corporation
- Luxury Quotient International Inc.
- Luxury Quotient India Private Ltd.
- The Mint Corporation
- Claxton Capital Management
- Claxton Real Estate Company Ltd.
- Prime City One Capital Corp.

Fast growing investments

Other investments are operations where the Company acquires meaningful ownership interests in fast growing companies in both public and private markets. The Company will offer strategic guidance and access to its strong network to investee companies to accelerate their strategic growth plans. Other investments comprises Gravitas Venture Inc. operations.

Corporate

Corporate results primarily represent the cost of corporate overhead expenses not allocated to a segment. It comprises Gravitas Financial Inc.

The above changes in reporting segments have been applied retrospectively therefore prior period segment information has been amended to be consistent with current period presentation and reports provided to the chief operating decision maker. There is no impact on the consolidated results of the Company and there are no changes to the Company's accounting policies.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

For the three months ended March 31, 2016	Services \$	Financial services \$	Strategic investments \$	Fast growing investments \$	Corporate \$	Intercompany transactions \$	Total \$
Revenues	470,210	17,711	22,509	153,341	402,893	(46,823)	1,019,841
Expenses							
Salaries and management fees	106,566	25,000	92,889	-	278,614	-	503,069
Consulting and professional fees	154,423	97,258	92,066	-	282,225	-	625,973
General and administrative	86,265	48,986	94,246	-	317,335	-	546,833
Interest expense	3,363	409	1,128,898	81	723,049	(46,823)	1,808,977
Exchange loss (gain)	-	-	33,569	25,738	472,526	-	531,833
Loss (gain) on settlement	30,920	-	(468,823)	-	-	-	(437,903)
Gain on disposal of available for sale investments	(23,258)	-	-	-	-	-	(23,258)
Change in fair value of convertible debentures – conversion feature	120	-	-	(471,945)	41,303	-	(430,522)
Change in fair value of FVTPL	82,261	489	-	105,085	-	-	187,835
Impairment	-	-	50,000	325,169	196,271	-	571,440
Debenture restructuring fee	-	-	3,583,429	-	-	-	3,583,429
Share of results in associates	-	(37,321)	346,650	-	-	-	309,329
	440,660	134,821	4,952,924	(15,872)	2,311,325	-	7,777,035
Net earnings (loss) from continuing operations	29,550	(117,110)	(4,930,415)	169,213	(1,908,433)	-	(6,757,194)
Net earnings (loss) from discontinuing operations	-	-	117,677	-	-	-	117,677
Net earnings (loss)	29,550	(117,110)	(4,812,738)	169,213	(1,908,433)	-	(6,639,517)
As at March 31, 2016							
Total assets	3,512,755	12,594,231	15,432,572	7,179,834	75,946,416	(30,415,360)	84,564,833
Total liabilities	5,534,883	4,939,254	71,599,805	6,456,839	84,125,092	(21,923,610)	150,692,263
Investment in associates	-	3,579,402	4,040,312	-	-	-	7,619,714

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

For the three months ended March 31, 2015	Services \$	Financial services \$	Strategic investments \$	Fast growing investments \$	Corporate \$	Intercompany transactions \$	Total \$
Revenues	350,068	-	4,815	114,367	535,647	(40,852)	964,045
Expenses							
Salaries and management fees	107,253	-	26,231	-	156,940	-	290,424
Consulting and professional fees	159,994	36,941	30,746	11,619	358,249	-	597,549
General and administrative	104,751	15,269	312,890	202	239,996	-	673,108
Interest expense	2,019	81	1,263,549	307	709,206	(40,852)	1,934,310
Exchange loss (gain)	68	-	(37,323)	-	(196,907)	-	(234,162)
Loss (gain) on settlement	-	-	(22,895)	-	50,000	-	27,105
Gain on disposal of available for sale investments	(280,384)	-	-	-	-	-	(280,384)
Change in fair value of convertible debentures - conversion feature	(7,369)	-	-	9,395	18,337	-	20,363
Change in fair value of FVTPL	(12,553)	-	-	(25,017)	3,887	-	(33,683)
Change in fair value of derivative warrant liability	-	-	(44,423)	-	-	-	(44,423)
Share of results in associates	-	(185,789)	496,512	-	-	-	310,723
	73,779	(133,498)	2,025,287	(3,494)	1,339,708	-	3,260,930
Net gain (loss)	276,289	(133,498)	(2,020,472)	117,861	(804,061)	-	(2,296,885)
As at December 31, 2015							
Total assets	3,454,577	12,770,065	18,155,813	6,499,320	77,828,076	(29,084,686)	89,623,165
Total liabilities	5,530,913	4,997,978	69,606,971	5,317,839	84,031,181	(20,632,936)	143,851,946
Investment in associates	-	3,642,081	3,964,342	-	-	-	7,606,423

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The Company has operations in four geographical sectors. The following tables presents the Company's revenue and non-current assets by geographic areas. The allocation of revenue between geographic areas was determined by the location where the income was earned. The revenues earned in Africa are related to the net smelter return of 0.75% that the company holds on an exploration project in Gabon, Africa.

	For the three months ended March 31,	
	2016	2015
	\$	\$
Revenues		
Canada	903,138	900,835
Africa	116,703	63,210
	1,019,841	964,045

	March 31,	December
	2016	31, 2015
	\$	\$
Non-current assets		
Canada	20,624,817	18,209,519
Africa	266,946	355,929
USA	-	7,717,484
AED	4,040,312	3,964,342
	24,932,075	30,247,274

QUARTERLY RESULTS TRENDS (IN THOUSANDS OF \$)

Management considers that the information presented was determined in the same way as for our audited consolidated financial statements for the year ended December 31, 2015.

	2016		2015				2014	
	Q1	Q4	Restated ¹		Q1	Q4 ²	Q3	Q2
	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	1,020	1,001	871	818	964	1,529	571	1,081
Net loss from continuing operations	(6,757)	(5,019)	(3,447)	(3,840)	(2,297)	(50,694)	(1,645)	(153)
Basic and diluted net loss per share from continuing operations	(0.97)	(0.066)	(0.041)	(0.060)	(0.053)	(0.762)	(0.017)	(0.002)

¹ Results from fourth quarter of 2014 to third quarter of 2015 have been restated to reflect the proper calculation of the accretion and interest expense relating to Mint Series A and Series B debentures.

² Increase in net loss for the fourth quarter of 2014 is due to the consolidation of Mint's operations and the corresponding impairment of goodwill of \$46,885,824.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

LIQUIDITY, CAPITAL RESOURCES AND SOURCES OF FINANCING

As at March 31, 2016, the Company had a cash position of \$29,347,758, guaranteed investment certificates for \$18,414,376 and a working capital of \$52,519,505.

The Company manages its capital structure and makes adjustments related to changes in the economic environment and underlying risks of its assets.

As of the date of this MD&A, the Company believes it will have sufficient liquidity to fund its operations, capital needs and future acquisitions for at least the next 12 months.

INFORMATION ON OUTSTANDING SECURITIES

The Company's authorized share capital consists in an unlimited number of common shares of which 66,601,305 are currently outstanding. Please refer to Note 19 of the unaudited interim condensed consolidated financial for more details.

RELATED PARTIES TRANSACTIONS

Please refer to Note 26 of the unaudited interim condensed consolidated financial statements for key management personnel compensation. The Company has not entered into any other related party transaction.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

SIGNIFICANT ACCOUNTING POLICIES

The Company prepares its consolidated financial statements in accordance with IFRS, which require management to make estimates and assumptions that affect the amounts of its assets and liabilities, the information provided with regard to future assets and liabilities as well as the amounts of revenues and expenses for the relevant periods.

The elements in the financial statements that require more use of estimates are describe in Note 9 of the audited consolidated financial statements for the year ended December 31, 2015. Actual results may differ from these estimates, but management believes they will not result in material changes versus the results being presented. Readers are invited to refer to the audited consolidated financial statements for the year ended December 31, 2015 for a full description of the significant accounting policies of the Company at that date.

FUTURE CHANGES IN ACCOUNTING POLICIES

At the date of authorization of these unaudited interim condensed consolidated financial statements, certain new standards, amendments and interpretations to existing standards have been published by the International Accounting Standards Board (IASB) but are not yet effective, and have not been adopted early by the Company.

Management anticipates that all of the relevant pronouncements will be adopted in the Company's accounting policies for the first period beginning after the effective date of the pronouncement. Readers are invited to refer to Note 4 of the unaudited interim condensed consolidated financial statements for the three months ended March 31, 2016, for a full description of these new standards.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

RISKS RELATED TO FINANCIAL INSTRUMENTS

Readers are invited to refer to Note 29 of the unaudited interim condensed consolidated financial statements for the three months ended March 31, 2016, for a full description of these risks.

RISKS AND UNCERTAINTIES

The Company is involved in an industry that is subject to various risks and uncertainties. The risks and uncertainties listed below are not the only ones facing the Company. Additional risks and uncertainties not presently known to the Company or that the Company currently deems immaterial, may also impair the operations of the Company. If any such risks actually occur, it could have a material adverse effect on the Company's activities, results of operation and financial condition. In any such case, the market price of the common shares could decline.

COMPETITION

The Company competes with other companies offering investment research and capital market services. Increased competition could reduce the Company's operating margins and profitability and result in a loss of market share. Some of the Company's existing and potential competitors may have competitive advantages, such as significantly greater marketing or other resources, or exclusive arrangements with major clients. The Company cannot assure investors that it will be able to successfully compete against new or existing competitors.

KEY MANAGEMENT PERSONNEL

The loss of management members could have a material impact on the implementation of the Company's strategic plan. Success of the Company's business plan depends significantly on the work done by the management team. This team consists of a limited number of individuals. The Company does not carry life insurance on those individuals. The loss of a member of management could hinder the execution of the Company's strategic plan, which could have a material impact on its operations.

CHANGE MANAGEMENT RISK

The Company is currently making significant investments at some of its subsidiaries and affiliates to deploy a new technology platform and intends to migrate all of its payroll cards to this new platform. Any delay in the launch of the new platform or technical difficulties post migration to the new platform can impact the service standards that the Company has been providing to its customers. Any prolonged disruption during the migration of cards to a new platform can result in significant harm to the business and lead to customer defection.

The Company is also in the process of migrating the BIN from one of the banks to a new partner. The Company needs the cooperation of both banks and a variety of third party vendors to complete this migration smoothly. Any disruption in this migration activity can result in significant harm to the business.

MANAGEMENT OF EXPANSION

The Company plans to continue to rapidly expand its operations. These plans will continue to result, in substantial demands on the Company's management resources. To manage its growth, the Company must develop and improve its existing administrative and operational systems and, its financial and management controls and further expand, train and manage its work force. As the Company continues its effort to grow, it may incur substantial costs and expend substantial resources in connection with any such expansion due to, among other things, different technology standards, legal considerations and cultural differences. The Company may not be able to manage its current or future operations effectively and efficiently or compete effectively in such markets. The Company may also not be able to hire, retain, integrate or motivate its current or new personnel. There can be no assurance that the Company will be able to efficiently or effectively manage the

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

growth of its operations, recruit top talent and train its personnel. Any failure to efficiently manage its expansion may materially and adversely affect the Company's business and future growth.

In addition, while Gravitas' acquisition process typically includes extensive due diligence on the business or assets to be acquired and acquisition agreements typically include detailed representations and warranties respecting the business or assets being acquired, there can be no assurance that Gravitas would not become subject to certain undisclosed liabilities associated with the acquired assets that the Company failed or has been unable to discover during the due diligence process prior to the closing of the acquisition. The discovery of any unrecoverable material liabilities could have an adverse and material effect on the Company's business, results of operations and financial condition.

NON-CONTROLLING INTEREST RISKS

As a result of Gravitas' acquisition of Mint, the Company has formed a relationship with Global Business Services ("GBS") by giving GBS a non-controlling minority interest in MME. Any adverse development in our ongoing relationship with GBS can affect the operations of the business and our ability to execute on our strategy. Any change in the financial and reputational standing of GBS in the UAE market place can also indirectly affect the Company as it may impede GBS's ability to bring new business development opportunities to the company.

LAWS AND REGULATIONS

The regulation of financial services is extensive and designed to protect consumers and the public, while providing standard guidelines for business operations. The Company's subsidiaries and their partners are subject to governmental laws and regulations relating to financial product offerings, including laws and regulations governing know-your-customer (KYC), anti-money laundering (AML), anti-terrorist financing (ATF) and the privacy of customers' personal information. Failure to comply with, or changes to, existing or future laws and regulations could result in significant unforeseen costs and limitations, and could have an adverse impact on the Company's business, results of operations and financial condition.

Changes may occur in laws and regulations, or the interpretation or enforcement thereof, that could increase Gravitas' compliance and other costs of doing business, require significant systems redevelopment, or render its products or services less profitable or obsolete, any of which could have an adverse effect on the Company's business, results of operations and financial condition.

ECONOMIC CONDITIONS

Demand for the Company's services is sensitive to changes in general economic conditions and demand typically decreases during periods of economic downturn. Customers may reduce the money they spend for a number of reasons, including (i) a general decline in economic conditions; (ii) a decision to shift expenditures to other available services; or (iii) a decline in spending in general. Decrease in demand for investment research and capital market services would materially and adversely affect the Company's ability to generate revenue, its financial condition and results of operations.

Management believes it monitors these risks very closely. It is constantly watching each of these elements and takes the necessary action to mitigate its risks.

Readers are referred to the more detailed information described in other disclosure documents filed with the applicable Canadian securities regulatory authorities and available at www.sedar.com.

SHARE PRICE VOLATILITY

The market price for the Company's Shares cannot be assured. Securities markets have recently experienced an extreme level of price and volume volatility, and the market price of securities of many companies has

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

experienced wide fluctuations which have not necessarily been related to the operating performance, underlying asset values or prospects of such companies.

The trading price of the Gravitas Financial shares may be subject to large fluctuations and may increase or decrease in response to a number of events and factors, both known and unknown. In addition, the market price of the Company's shares will be affected by many variables not directly related to its success and will therefore not be within the Company's control, including other developments that affect the market for securities, the breadth of the public market for the common shares, and the attractiveness of alternative investments.

In the past, following periods of volatility in the market price of a company's securities, shareholders have instituted class action securities litigation against those companies. Such litigation, if instituted, could result in substantial costs and diversion of management attention and resources, which could significantly harm the Company's profitability and reputation.

The market price for the Company's shares may also be affected by its ability to meet or exceed expectations of analysts or investors. Any failure to meet these expectations, even if minor, may have a material adverse effect on the market price of its shares.

REVENUE DEPENDENT ON FEES

The Company will generate cash flow and revenue by charging clients for research and investment exposure solutions and other fee based advisory and professional services. The Company's main clients are small and mid-cap public companies who pay a monthly or annual fee to access capital market and related services. If the Company's client base is reduced or does not expand, the revenue may be reduced or not increase. Additionally, unforeseen regulatory changes relating to the capital market services industry may affect the ability of the Company to charge fees.

DEBT REPAYMENT

The Company has a significant amount of debt on its financial position. No assurances can be provided that repayments for this debt will ever be made, which could subject the Company to claims in relation to the breach of obligation. No assurances can be made that the Company will be in a position to satisfy such repayment obligations when and as they become due.

Management believes it monitors these risks very closely. It is constantly watching each of these elements and takes the necessary action to mitigate its risks.

Readers are referred to the more detailed information described in other disclosure documents filed with the applicable Canadian securities regulatory authorities and available at www.sedar.com.

GRAVITAS FINANCIAL INC.

**MANAGEMENT DISCUSSION AND ANALYSIS
FOR THE THREE MONTHS ENDED**

MARCH 31, 2016

AS OF MAY 26, 2016

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

SCOPE OF THIS MANAGEMENT DISCUSSION AND ANALYSIS AND NOTICE TO INVESTORS

This management discussion and analysis of financial position and results of operations ("MD&A"), is prepared as of May 26, 2016, and complements the unaudited interim condensed consolidated financial statements of Gravitas Financial Inc. ("Gravitas" or the "Company") and its wholly owned subsidiaries, for the three months ended March 31, 2016 and 2015 which are compared to the three months ended March 31, 2015 and December 31, 2015.

The unaudited interim condensed consolidated financial statements and related notes have been prepared in accordance with International Accounting Standard ("IAS 34"), Interim Financial Reporting, as issued by the International Accounting Standard Board. They do not contain all the information required to be disclosed in the annual financial statements. Certain information and notes usually provided in the annual financial statements have been omitted or condensed when not deemed essential to the understanding of the interim financial information of the Company. Therefore, this MD&A should be read in conjunction with the information contained in the annual audited consolidated financial statements of the Company and the notes thereto for the year ended December 31, 2015 and 2014. All financial information has been prepared in accordance with International Financial Reporting Standards ("IFRS"). As issued by the International Accounting Standards Board. All amounts are in Canadian dollars unless otherwise indicated.

The Company's independent auditors have not conducted a review of the interim condensed consolidated financial statements in accordance with the standard established by the Canadian Institute of Chartered Accountants regarding the review of the interim financial statements

The unaudited interim condensed consolidated financial statements and the MD&A have been reviewed by the audit committee and approved by the Company's Board of Directors on May 26, 2016. These documents and more information about the Company are available on SEDAR at www.sedar.com

FORWARD LOOKING STATEMENTS

Certain statements made in this MD&A are forward-looking statements or information. The Company is hereby providing cautionary statements identifying important factors that could cause the Company's actual results to differ materially from those projected in the forward-looking statements. Any statements that express, or involve discussions as to, expectations, beliefs, plans, objectives, assumptions or future events or performance (often, but not always, through the use of words or phrases such as "may", "is expected to", "anticipates", "estimates", "intends", "plans", "projection", "could", "vision", "goals", "objective" and "outlook") are not historical facts and may be forward-looking and may involve estimates, assumptions and uncertainties which could cause actual results or outcomes to differ materially from those expressed in the forward-looking statements. In making these forward-looking statements, the Company has assumed that the current market will continue and grow and that the risks listed below will not adversely impact the business of the Company. By their nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, which contribute to the possibility that the predicted outcomes may not occur or may be delayed. The risks, uncertainties and other factors, many of which are beyond the control of the Company that could influence actual results include, but are not limited to: future capital requirements; intellectual property protection and infringement risks; competition; reliance on key management personnel and the other risks factors summarized below under the heading "Risks and Uncertainties".

Further, unless otherwise noted, any forward-looking statement speaks only as of the date of this MD&A, and, except as required by applicable law, the Company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible for management to predict all such factors and to assess in advance the impact of each such factor on the business of the Company, or the extent to which any factor or combination of factors may cause actual results to differ materially from those contained in any forward-looking statement.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

CORPORATE OVERVIEW AND OPERATIONS

Gravitas is an integrated financial and advisory services company in financial and capital markets. Gravitas Financial Inc. also acquires significant, long-term interest in and develops businesses that have a high potential for value addition through the Company's key strategic inputs and management support. In addition, the Company operates a venture capital arm that invests in meaningful ownership interests in fast growing companies in both the public and private markets.

Gravitas is focused on creating shareholder value through strategic investments in attractive scalable businesses. Since formation of Gravitas in June 2013, we have assembled a significant array of investee/portfolio businesses. Our key investee businesses include a Mutual Fund and Exempt Market Dealer in Canada and an IIROC registered broker dealer thereby giving us a strong foothold in the financial services distribution business in Canada.

Our subsidiaries also include companies that offer a variety of services to small and mid-market public and private companies. These services include corporate services, investor exposure platform and strategic advisory services. Our comprehensive platform allows us to build long lasting relationships with promising companies in the small and mid-market space.

We have continued to expand our reach by partnering with strategic groups, both in Canada and in international markets. These partnerships allow us to explore business opportunities in fast growing places like India and China and differentiate us from other financial services firms in Canada. Through our deep understanding of international markets and strong networks, we believe we can access unique opportunities, which are generally not available to most firms in Canada.

We have developed strong domain experience in identifying unique growth opportunities in a number of sectors, including but not limited to financial services, specifically the financial technology ("Fintech") vertical with a special focus on payments. We are also building expertise within digital commerce, real estate, consumables and sports and recreation. We take a hands-on approach to realizing value within each of these areas and look to seek out opportunities in these sectors going forward.

Gravitas believes that international markets represent attractive growth opportunities for many decades to come and has assembled attractive anchor investments into the Middle East and India through its investments in The Mint Corporation ("Mint"), a UAE payments company and Innoviti Payment Solutions Pvt Ltd, a fast growing payments company in India. Apart from India and Middle East, Gravitas is also actively seeking opportunities to establish a presence and entry into China, another attractive market that we believe has significant long term growth opportunity.

In Canada, Gravitas intends to leverage its investments in financial services distribution businesses to launch proprietary financial products that aim to offer retail investors an opportunity to earn better returns by gaining exposure to the mid-market segment which, we believe, represents an attractive risk-reward matrix. Gravitas believes the mid-market segment in Canada represents an opportunity to achieve superior return.

The Company, through its subsidiary Gravitas Financial Services Holdings Inc., continues to seek opportunities to expand into other areas of financial services sector by acquiring a significant ownership interest in well managed financial services companies that generate strong, sustainable cash flows from their operations.

To further advance the Company's strategy to be a significant player in the financial services products area, the Company continues to explore the opportunity to launch niche financial products. We successfully launched, in December 2013, a retail financial product called Gravitas Select Flow-Through Limited

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Partnership I (the "Partnership"). Since then, the Company, as General Partner, has launched two additional Flow-Through Funds in 2014 and 2015 and is expected to launch the fourth Flow-Through Fund during the first half of 2016. The Company also launched a specialized "Growth & Opportunity Fund", which will target investment opportunities in growth companies by investing mainly in secured convertible debentures or notes that provide attractive coupons and capital appreciation through warrants positions.

Gravitas is uniquely positioned to serve the mid-market segment and be a partner in their success. Along with providing growth capital, Gravitas will also be able to assist our investee companies in attracting top notch talent, offer corporate services and achieving international growth by giving them access to tough-to-penetrate international markets including India, China and Middle East. This capability to offer capital, market access and related advisory business will help us achieve a competitive advantage to make Gravitas a preferred partner for mid-market companies in Canada who are seeking capital, advisory or other related services.

Gravitas operates in four key segments:

- 1) **Services:** this group of businesses provides services for the capital markets, advisory, regulatory and compliance needs of private and publicly listed corporation. The following subsidiaries operate within this segment:
 - Ubika Corp;
 - Gravitas Corporate Services Inc.;
 - Branson Corporate Services Inc.;
 - Gravitas Investor Platform; and
 - Global Compliance Network Inc.
- 2) **Financial services:** this group are operations in financial products and financial products distribution businesses and are operated independently with their own management teams and require high levels of compliance and governance. The following subsidiaries operate within this segment:
 - Gravitas Select Flow-Through GP Inc.;
 - Gravitas Financial Services Holdings Inc.;
 - Gravitas International Corp.;
 - Foundation Investment Management Inc.; and
 - Portfolio Analysts Inc.
- 3) **Strategic investments:** this group are operations where the company acquires a long-term interests in companies that have a high potential for value additions and where the Company provides key strategic inputs and management support either directly or through board representations. The following subsidiaries operate within this segment:
 - New India Investment Corp.;
 - Luxury Quotient International Inc.;
 - Luxury Quotient India Private Ltd.;
 - The Mint Corporation;
 - Prime City One Capital Corp;
 - Claxton Capital Management; and
 - Claxton Real Estate Company Ltd.
- 4) **Fast growing investments:** this group's operations acquires meaningful ownership interests in fast growing companies in both the public and private markets. This segment will offer strategic guidance and access to its strong network to investee companies to accelerate their strategic growth plans. Gravitas Venture Inc. operates in this segment.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

- 5) **Corporate:** this group primarily represents the cost of the corporate overhead expenses not allocated to other segment and is comprised of Gravitas Financial Inc.

HIGHLIGHTS

- Restructured Mint's Series A debentures
- Received final regulatory approvals for the acquisition of controlling interests in regulated financial services companies

ACHIEVEMENTS

On January 8, 2016, Mint restructured the outstanding Series A debentures wherein, the term of the Series A debentures was extended from May 16, 2019 to December 15, 2019 and the interest payable on the Series A debentures was reduced to 3% per annum to January 7, 2017 and 5% thereafter, payable quarterly on March 31, June 30, September 30 and December 31. In consideration, the Corporation issued additional debentures of \$3,953,506, increasing the face value of the outstanding Series A debentures to \$49,019,962. The debenture restructuring requires an additional payment of cash fee of 2.5% of the principal outstanding if certain "active card" target are not met during the term of the debentures. Since the terms of the Series A debentures were substantially modified, the transaction has been accounted for as an extinguishment of the original liability and the recognition of the revised liability that will be accreted to the face value of the debentures at an effective value of the debentures at an effective rate of 5.5% per annum. As a result, a debenture restructuring expense of \$3,583,429 has been recorded in the consolidated statement of loss and comprehensive loss.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

FINANCIAL INFORMATION

RESTATEMENT

Subsequent to the issuance of the Company's consolidated financial statements for the year ended December 31, 2014, it was determined that the calculations of the accretion and interest on Mint, Series A and Series B debentures were incorrect and that the carrying value of the debentures were overstated. The effects of the restatement on the consolidated statement of loss and comprehensive loss and consolidated statement of changes in equity for the three months ended March 31, 2015 are summarized below. The adjustments between amounts previously reported and amounts restated had no effect on the consolidated statement of cash flows.

	For the three months ended March 31, 2015		
	Previously reported	Adjustments	Restated
	\$	\$	\$
Revenues	964,045	-	964,045
Expenses			
Salaries and management fees	290,424	-	290,424
Consulting and professional fees	597,549	-	597,549
General and administrative	673,108	-	673,108
Interest expense	3,158,284	(1,223,974)	1,934,310
Exchange gain	(234,162)	-	(234,162)
Loss on settlement	27,105	-	27,105
Gain on disposal of available-for-sale investments	(280,384)	-	(280,384)
Change in fair value of convertible debentures - conversion feature	20,363	-	20,363
Change in fair value of FVTPL investments	(33,683)	-	(33,683)
Change in fair value of derivative warrant liability	(44,423)	-	(44,423)
Share of results of associates	310,723	-	310,723
	4,484,904	(1,223,974)	3,260,930
Net loss	(3,520,859)	1,223,974	(2,296,885)
Other comprehensive loss	(1,796,609)	-	(1,796,609)
Net loss and comprehensive loss	(5,317,468)	1,223,974	(4,093,494)
Net loss attributable to:			
Shareholders of the Company	(1,969,496)	611,987	(1,357,509)
Non-controlling interest	(1,551,363)	611,987	(939,376)
	(3,520,859)	1,223,974	(2,296,685)
Comprehensive loss attributable to:			
Shareholders of the Company	(3,749,409)	611,987	(3,137,722)
Non-controlling interest	(1,567,759)	611,987	(955,772)
	(5,317,468)	1,223,974	(4,093,494)
Loss per common share, basic and diluted	(0.053)	0.018	(0.035)

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

	As at March 31, 2015		
	Previously reported \$	Adjustments \$	Restated \$
ASSETS			
Current assets			
Cash and cash equivalents	28,302,587	-	28,302,587
Guaranteed investment certificates	30,189,000	-	30,189,000
Trade and other receivables	1,549,143	-	1,549,143
Prepaid	190,086	-	190,086
Inventory	269,665	-	269,665
Equity investments and other	100,000	-	100,000
Loan receivables	1,656,769	-	1,656,769
Convertible debentures	838,427	-	838,427
Current assets	63,095,677	-	63,095,677
Non-current assets			
Property and equipment	169,394	-	169,394
Equity investments and other	3,254,454	-	3,254,454
Investments in associates	5,666,459	-	5,666,459
Loan receivables	2,685,000	-	2,685,000
Convertible debentures	1,711,233	-	1,711,233
Intangible assets	869,151	-	869,151
Non-current assets	14,355,691	-	14,355,691
Total assets	77,451,368	-	77,451,368
LIABILITIES			
Current			
Trade and other payables	3,071,889	(1,077,899)	1,993,990
Customer deposits	43,750	-	43,750
Debentures	438,672	-	438,672
Current liabilities	3,554,311	(1,077,899)	2,476,412
Non-current liabilities			
Lease inducement	29,307	-	29,307
Debenture warrant liability	365,788	-	365,788
Debentures	132,030,501	(2,495,956)	129,534,545
Non-current liabilities	132,425,596	(2,495,956)	129,927,640
Total liabilities	135,979,907	(3,573,855)	132,404,052
EQUITY (DEFICIENCY)			
Share capital	1,400,600	-	1,400,600
Contributed surplus	87,247	-	87,247
Deficit	(58,073,338)	2,961,868	(55,111,470)
Accumulated other comprehensive loss	(137,604)	-	(137,604)
Total equity deficiency attributable to owners of the parent company	(56,723,095)	2,961,868	(53,761,227)
Non-controlling interest	(1,805,444)	611,987	(1,193,457)
Total equity deficiency	(58,528,539)	3,573,855	(54,954,684)
Total equity deficiency and liabilities	77,451,368	-	77,451,368

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

DISCONTINUED OPERATIONS

Loss from discontinued operations

	For the three months ended	
	March 31,	
	2016	2015
	\$	\$
Loss from Claxton (a)	(177,334)	-
Gain on wind-up of subsidiary (b)	295,011	-
Net gain	117,677	-

- a) Subsequent to December 31, 2015, the Company commenced discussions with listing brokers to list, for sale, the Palm Valley property. The Company has listed the Palm Valley property for sale, and as a result, the operations of Claxton have been presented as “discontinued operations” in the consolidated statement of loss and comprehensive loss.

The following table shows the statement of loss and comprehensive loss for the discontinued operations for the three months ended March 31, 2016:

	\$
Rent revenues	230,415
Expenses	
Salaries and management fees	9,886
Consulting and professional fees	14,068
Rental expenses	186,340
Change in fair value less cost to sell	450,000
Exchange gain	(252,545)
	407,749
Net loss	(177,334)

- b) During the three months ended March 31, 2016, the Company completed the winding up of Mint Technology Inc. (“MTI”). Accordingly, the Company de-consolidated the operations and balance sheet of MTI. MTI was an inactive 100% subsidiary of Mint based in the United States. The net gain from discontinued operations of MTI was determined as follows:

	\$
Foreign exchange translation differences relating to MTI	(32,791)
Carrying value of MTI liabilities	327,802
Proceeds	-
Net gain on wind-up	295,011

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The following table shows the statement of financial position for the discontinued operations as at March 31, 2016 and December 31, 2015:

	March 31, 2016 \$	December 31, 2015 \$
ASSETS		
Cash	173,185	220,270
Trade and other receivables	252,938	240,308
Prepaid	40,863	51,703
Property and equipment	7,267,484	7,717,484
	7,734,470	8,229,765
LIABILITIES		
Trade and other payables	511,157	515,303
Loan payable	4,406,554	4,662,862
	4,860,204	5,178,165
Net assets directly associated with the discontinued operations	2,874,266	3,051,600

The net cash flows incurred by Claxton are as follow:

	For the three months ended March 31 2016 \$
Cash flows from operating activities of discontinued operations	(31,022)
Cash flows from investing activities of discontinued operations	-
Cash flow from financing activities of discontinued operations	(16,063)
	(47,085)

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

FINANCIAL POSITION ANALYSIS

	March 31, 2016 \$	December 31, 2015 \$	Variation \$
Assets	84,564,833	89,623,165	(5,058,332)
Liabilities	150,692,263	148,851,946	1,840,317
Equity (deficiency)	(66,127,430)	(59,228,781)	(6,898,649)

Total assets as at March 31, 2016 were \$84,564,833 compared to \$89,623,165 at December 31, 2015, a decrease of \$5,069,332.

The following table present the important variations on the Company's main assets:

	March 31, 2016 \$	December 31, 2015 \$	Variation \$
Assets of continuing operations			
Guaranteed investment certificates	18,414,376	20,089,000	1,674,624
Trade and other receivables	2,466,901	2,542,079	(75,178)
Equity investments and other	6,619,761	6,437,240	182,521
Investments in associates	7,619,714	7,606,423	13,291
Loan receivable	7,530,885	6,534,011	996,874
Convertible debentures	3,046,330	2,610,002	436,328
Assets held for sale	7,734,470	8,229,765	(495,295)

Guaranteed investments certificates

During the three months ended March 31, 2016, the Company redeemed a total amount of \$1,674,624 of GICs to primarily make additional loans and advance for \$2,487,667.

Trade and other receivables

	March 31, 2016 \$	December 31, 2015 \$	Variation \$
Trade receivables	626,676	478,482	148,194
Royalty receivable	240,652	238,686	1,966
Interest receivables	574,827	473,030	101,797
Harmonized sales tax receivables	412,622	393,233	19,389
Advances to related companies, non-interest bearing, due on demand	587,074	753,905	(166,831)
Advances to company controlled by an officer	-	189,426	124,960
Other	25,050	15,317	9,733
	2,466,901	2,542,079	(75,178)

The advances to related companies are mainly to Gravitas Select Flow-Through LP I, II and III. These advances will be reimbursed when the underlying Funds sell their investments. During the current year, Gravitas has also advanced \$314,386 to a company controlled by the Chief Executive Officer ("CEO"). This advance is non-interest bearing and does not have any set repayment terms. This advance has been impaired and recorded in the consolidated statement of loss and comprehensive loss for the three months ended March 31, 2016. See also

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

discussion below on Related Party Transactions.

Equity investments and other

	March 31, 2016	December 31, 2015	Variation
	\$	\$	\$
Common shares in quoted companies	3,605,029	3,528,722	76,307
Options	4,714	19,998	(15,284)
Warrants	937,845	1,081,775	(143,930)
Debentures	395,596	370,393	25,203
Subscription receipts	250,000	-	250,000
Common shares in private companies	208,517	218,292	(9,775)
Preferred shares in private companies	1,218,059	1,218,059	-
Mining property	1	1	-
	6,619,761	6,437,240	182,521

During the three months ended March 31, 2016, the Company invested a total amount of \$875,440 in new equity investments and other and sold equity investments and other for a total amount of \$278,392 realizing a gain on disposal of \$23,258. In addition, the fair value of equity investments and other have decreased by \$504,633 which was recognized through the consolidated statement of comprehensive loss for an amount of \$187,835 and through the accumulated comprehensive loss for an amount of \$316,798.

As at March 31, 2016, the Company had the following top ten investments:

Company name	Symbol	Number of shares	Cost	Closing price	Fair value
		\$	\$	\$	\$
Gilla Inc.	GLLA	6,071,193	404,597	0.16	1,261,448
DealNet Capital Corp.	DLS	1,577,545	569,587	0.495	780,885
TIO Network Corp.	TNC	160,000	300,800	1.88	300,800
Viscount Mining Corp.	VML	358,834	19,717	0.58	208,124
West Red Lake Gold Mines Inc.	RLG	1,181,800	43,940	0.14	165,452
STACK	Private	130,081	69,604	0.82	138,517
SustainCo Inc.	SMS	2,874,000	134,682	0.045	129,330
Secova Metals Corp.	SEK	1,890,000	94,500	0.06	113,400
HealthSpace Data Systems Ltd.	HS	750,000	150,000	0.15	112,500
Pyrogenesis Canada Inc.	PYR	550,000	58,108	0.18	99,000
		15,543,453	1,845,535	0.213	3,309,456

Investments in associates

Portfolio Analysts Inc. ("PAI")

The Company owns 40% of the issued and outstanding shares of Portfolio Analysts Inc. ("PAI"), giving it significant influence over PAI's operations. PAI is a Canadian-controlled private corporation and is incorporated under the Alberta Business Corporations Act. PAI is a holding company for Portfolio Strategies Corporation ("PSC"), which is a dealer in mutual funds and exempt securities in the provinces of Alberta, British Columbia, Saskatchewan, Manitoba and Ontario. PSC, a 100% owned subsidiary of PAI, is a registered member of the Mutual Fund Dealers Association of Canada ("MFDA"). Its registered offices and principal place of business is 1850 - 14 Street S.W., Calgary, Alberta, T2T 3S9. PAI fiscal year-end is September 30.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Mint UAE Operations

Through its acquisition of Mint, the company acquired a 51% interest in Mint associates in the United Arab Emirates ("UAE"). Mint Middle East comprises four entities: Mint Middle East LLC ("MME LLC"), Mint Electronic Payment Services Ltd. ("MEPS"), Mint Capital LLC ("MCO") and Mint Gateway for Electronic Payment Services ("MGEPS"). MME LLC is 51% owned by Mint. MEPS is owned 49% by MME LLC, but is a fully controlled subsidiary of MME LLC by virtue of a nominee agreement which provides for Board and management control to MME LLC as well as a 100% commercial interest in the operations of MEPS. MCO is a 100% subsidiary of Mint and MGEPS is owned 49% by MCO. The remaining ownership interest in each of these four entities is held by Global Business Systems for Multimedia ("GBS"). These four entities are together referred to as Mint UAE Operations. In June 2015, GBS and Mint entered into a Nominee Agreement under which GBS has nominated a two percent share of its ownership and commercial interest in MGEPS in favor of MCO. Accordingly, MCO beneficially owns 51% of MGEPS.

The Mint UAE Operations operate under the terms of a Management Agreement with GPS, which provides for a payment of a fixed management fee of UAE Dirham ("AED") 120,000 per month to GBS and a variable fee of 20% of net income of Mint UAE Operations. GBS is also responsible for the day-to-day oversight of these entities. As a result, the Mint UAE Operations have been accounted for as associates, as the Company does not control them.

Mint UAE Operations operate through their registered offices at G02, CBD Building, Sheikh Zayed Road, Dubai, United Arab Emirates ("UAE"), and focus on payroll cards, merchant network solutions and microfinance products to payroll cardholders.

MME LLC manages the issuance, administration, customer support, payment processing and set-up and reporting of payroll cards and related activities. MCO provides microfinance loans to payroll card holders.

Prime City One Capital Corp.

The Company acquired 18% interest in the issued and outstanding shares of Prime City One Capital Corp. ("Prime"), giving it significant influence over Prime's operations following the finalization of a purchase and assignment of debt agreement, under which GFI assigned 50% of its rights, interests and obligation in a loan of \$125,000 in exchange for 13,645,825 common shares in the capital of Prime valued at \$68,229. At December 31, 2015, the Company also has also advanced a loan \$100,000 and holds an investment in convertible debenture for \$250,000 in Prime. These investments were reclassified to investments in associates and are recognized on the equity method of accounting. The Company recorded a loss on settlement of \$56,771 following that transaction. Prime was incorporated under the Business Corporations Act (Ontario) on September 2, 2004 and is currently reviewing several strategic options. Prime's shares are currently listed on the NEX under the Symbol "PMO.H". The head office, principal address and records office are located at 141 Adelaide Street West, Suite 110, Toronto, Ontario, M5H 3L5.

During 2015, the Company evaluated the recoverability of its investment in Prime and determined that as a result of the financial conditions and result of operations at Prime, the Company's entire investment value of \$415,932 was impaired and recognized a loss in the statement of loss and comprehensive loss.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The Company's continuity of its investments in associates is as follows:

	March 31, 2016 \$	December 31, 2015 \$
Balance, beginning of the period	7,606,423	5,528,607
Acquired through cash payment	422,620	-
Additional working capital funds invested	-	4,236,850
Reclassification due to acquisition of significant influence	-	418,229
Dividends received	(100,000)	(373,600)
Share of results in associates	(309,329)	(1,787,731)
Impairment	-	(415,932)
Balance, end of period	7,619,714	7,606,423

A summary of the financial information of the associates is as follows:

All amounts in Canadian \$000's	March 31, 2016			December 31, 2015		
	Prime \$	Mint UAE Operations \$	PAI \$	Prime \$	Mint UAE Operations \$	PAI \$
Financial position						
Current assets	3	2,526	3,592	17	2,060	3,946
Non-current assets	-	5,100	8,203	-	5,159	4,344
Current liabilities	440	2,291	3,008	431	2,306	3,299
Non-current liabilities	4	362	5,699	4	363	1,883
	For the three months ended March 31, 2016			For the three months ended March 31, 2015		
Statement of earnings (loss)						
Revenue	-	1,042	6,825	-	932	6,839
Expenses	26	1,729	6,625	-	1,901	6,180
Operating income (loss)	(25)	(687)	364	-	(969)	547
Net earnings (loss)	(25)	(687)	273	-	(969)	465
Cash flows						
Dividends paid	-		250	-	-	234

Loans receivable

During the three months ended March 31, 2016, the Company advanced loans of \$2,487,667, and received repayments of loans aggregating \$324,070. For the three months ended March 31, 2016, the Company earned total interest of \$125,155, representing an average annual interest rate of 4.5% compared to \$83,179 in 2015, representing an average annual interest rate of 12.0%. During the three months ended March 31, 2016, the Company recorded an impairment of \$Nil (three months ended March 31, 2015 - \$Nil) on certain loans based on an analysis of the financial conditions of the borrowers.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

	March 31, 2016 \$	December 31, 2015 \$
Balance, beginning of the period	6,534,011	3,446,270
Additional loan	2,487,667	4,815,070
Amount redeemed	(324,070)	(535,000)
Amount redeemed as part of a settlement in shares	-	(125,000)
Convertible debenture converted into a loan	-	422,520
Loans concerted into a convertible debenture	-	(1,052,680)
Reclassification due to acquisition of significant influence	-	(100,000)
Fair value allocated to the equity components	-	(127,943)
Accretion of interest	10,596	82,364
Loss on settlement of a loan	-	(200,000)
Impairment	-	(590,415)
Exchange rate	(102,302)	498,825
Balance, end of the period	8,605,902	7,606,423
Less: current portion	(1,075,017)	(1,089,421)
Non-current portion	7,530,885	6,534,011

These loans bear interest from 4.5% to 12% per annum and mature from October 2016 to April 2019. As at March 31, 2016, loans for a total amount of \$4,594,885 (\$3,683,590 as at December 31, 2015) are secured under general security agreements.

During the three months ended March 31, 2016, the Company advanced a further US\$750,000 (\$972,520) for a total of US\$1,450,000 (\$1,880,215) to MGEPS, an associate of the Company, for the advancement of its on-going information technology upgrades. This loan bears interest at 4.5% and matures on October 23, 2018. In addition, the Company has advanced an additional \$1,275,000 for a total amount of \$3,786,000 to a company where a former director has an interest, this advance bears an interest at 6% and matures on October 31, 2018.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Convertible debentures

	March 31, 2016 \$	December 31, 2015 \$
Loan component of convertible debentures:		
Secured, with a face value ranging from \$650,000 to \$1,250,000 (\$100,000 to \$1,250,000 in 2015), maturity on July 16, 2016 (March 17, 2015 to July 16, 2016 in 2015) and bearing interest at 6% (6% to 14% in 2015)	1,673,181	1,939,153
Secured, with a face value ranging from US\$227,000 to US\$400,000, maturity ranging from January 31, 2018 to December 9, 2018 and interest rates form 6% to 8%	379,294	369,359
Unsecured, with a face value ranging from \$85,000 to \$250,000 (\$17,000 to \$250,000 in 2015), maturity ranging from November 24, 2016 to August 14, 2018 (November 24, 2016 to August 14, 2018 in 2015) and interest rates form 6% to 14% (6% to 14% in 2015)	439,501	433,875
	2,491,976	2,742,387
Conversion feature	1,592,760	1,162,238
	4,084,736	3,904,625
Less: reclassification due to acquisition of significant influence	-	(250,000)
Less : impairment	(1,038,406)	(1,044,623)
Balance, end of the period	3,046,330	2,610,002
Less: current portion	(291,027)	(319,376)
Non-current portion	2,755,303	2,290,626

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The fair value of the conversion feature and the carrying value of loan components are as follows:

	March 31, 2016			December 31, 2015		
	Conversion feature \$	Loan component \$	Total \$	Conversion feature \$	Loan component \$	Total \$
Fair value, beginning of period	1,162,238	1,447,764	2,610,002	215,827	2,123,484	2,339,311
Amount invested	-	-	-	759,561	295,266	1,054,827
Amount converted	-	-	-	-	(208,000)	(208,000)
Amount converted into a loan	-	-	-	-	(422,520)	(422,520)
Amount reimbursed	-	(47,180)	(47,180)	-	(150,000)	(150,000)
Loan converted into a convertible debenture	-	-	-	-	1,052,680	1,052,680
Fair value allocated to the equity components	-	-	-	-	(296,031)	(296,031)
Reclassification due to acquisition of significant influence	-	-	-	-	(250,000)	(250,000)
Accretion of interest	-	140,611	140,611	-	329,338	329,338
Change in fair value of convertible debentures – conversion feature	430,522	-	430,522	186,850	-	186,850
Exchange gain (loss)	-	(24,022)	(24,022)	-	18,170	18,170
Loss on settlement	-	(52,820)	(52,820)	-	-	-
Impairment	-	(10,783)	(10,783)	-	(1,044,623)	(1,044,623)
Balance, end of period	1,592,760	1,453,570	3,046,330	1,162,238	1,447,764	2,610,002

The initial fair value of the conversion feature of investments in convertible debentures is determined using the Black & Scholes model and reclassified to equity and other investments, with the residual value being allocated to the loan component.

The fair value of the conversion feature is determined by measuring the conversion feature and assigning the residual value to the loan component. The loan component is not re-measured subsequent to initial recognition.

There were no investments in convertible debentures during the three months ended March 31, 2016. The fair values of the conversion feature at issuance of \$759,561 during the year ended December 31, 2015 was estimated using the Black & Scholes option pricing model based on the following assumptions:

	December 31, 2015
Weighted average conversion price	\$0.65
Expected dividend yield	0%
Expected average volatility	188%
Risk-free average interest rate	0.51%
Expected average life (years)	2.58
Weighted average fair value	\$0.38

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The fair value of the conversion feature of \$1,592,760 as at March 31, 2016 (December 31, 2015 - \$1,162,238) was estimated using the Black & Scholes option pricing model based on the following assumptions:

	March 31, 2016	December 31, 2015
Weighted average conversion price	\$0.49	\$0.55
Expected dividend yield	0%	0%
Expected average volatility	218%	222%
Risk-free average interest rate	0.57%	0.56%
Expected average life (years)	1.46	1.88
Weighted average fair value	\$0.14	\$0.23

LIABILITIES

Total liabilities as at March 31, 2016 were \$150,692,263 compared to \$148,851,946 at December 31, 2015, an increase of \$1,840,317 mainly due to Mint's Series A debenture restructuring for a total amount of \$3,583,429 offset by decreases in interest payables of \$594,876 and settlement of Mint's Series B debentures of \$408,500.

EQUITY (DEFICIENCY)

The Company had an equity deficiency of \$66,127,430 as at March 31, 2016 compared to \$59,228,781 at December 31, 2015, an increase of \$6,898,649 mainly due to the 2016 net loss from continuing operation of \$6,757,194.

OPERATING RESULTS ANALYSIS

FINANCIAL INFORMATION COMPARISON

	For the three months ended March 31,		
	2016	2015	Variation
	\$	\$	\$
Revenues	1,019,841	964,045	55,796
Expenses	7,777,035	3,360,930	4,416,105
Net loss from continuing operations	(6,757,194)	(2,296,885)	(4,460,309)
Net income from discontinued operations	117,677	-	117,677
Net loss	(6,639,517)	(2,296,885)	(4,342,632)

Net loss from continuing operations for the three months ended March 31, 2016 was \$6,757,194 (\$0.097 per share) as compared to \$2,296,885 (\$0.034 per share) for the same period in 2015, an increase of \$4,460,309.

The increase in the net loss is primarily due to the non-cash debenture restructuring fees for Mint's Series A debentures restructuring that was finalized on January 8, 2016.

REVENUE

For the three months ended March 31, 2016, revenue remained relatively comparable to the same period in 2015 with revenue totalled \$1,019,841 compared to \$964,045 for the same period of 2015.

EXPENSES

For the three months ended March 31, 2016, expenses totalled \$7,777,035 compared to \$3,260,930 for the same period of 2015, an increase of \$4,416,105.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The following table shows items that have fluctuated significantly during the three months ended March 31, 2016:

	For the three months ended March 31,		
	2016	2015	Variation
	\$	\$	\$
Salaries and management fees	503,069	290,424	(212,645)
Interest expense	1,808,977	1,934,310	125,333
Exchange loss (gain)	531,834	(234,162)	(765,996)
Loss (gain) on settlements	(437,903)	27,105	465,008
Gain on disposal of available-for-sale investments	(23,258)	(280,384)	(257,126)
Change in fair value of convertible debentures - conversion feature	(430,522)	20,363	450,885
Change in fair value of FVTPL investments	187,535	(33,683)	(221,218)
Impairment	571,440	-	(571,440)
Debenture restructuring fee	3,583,429	-	(3,583,429)

Salaries and management fees

The increase in salaries and management fees for the three months ended March 31, 2016 is primarily due to the general growth of the Company.

Exchange loss (gain)

The increases in exchange gain is related in part to the investments held in US dollars and to the cash position held in US dollars at March 31, 2016 and the movement of the exchange rate against the United States dollar during the three months ended March 31, 2016.

Loss (gain) on settlements

During the three months ended March 31, 2016, the Company purchased and cancelled Mint's Series B debentures of face value of \$817,000 for a cash payment of \$408,500.

	For the three months ended March 31,	
	2016	2015
	\$	\$
Gain on settlement of receivables	(21,900)	-
Gain on settlement of debenture	(468,823)	(22,895)
Loss on settlement of debenture	-	50,000
Loss on settlement of convertible debentures	52,820	-
Balance, end of period	(437,903)	27,105

Gain on disposal of available-for-sale investments

During the three months ended March 31, 2016, the Company sold common shares held in quoted companies realizing a gain of \$23,258 compared to \$280,384 in the same period in 2015.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Change in fair value of convertible debentures - conversion feature and debenture restructuring fee

When the Company holds debentures that are convertible into the issuer's equity shares, the equity conversion feature represents an embedded option written by the issuer on its equity shares. Such equity conversion feature is classified as fair value through profit or loss ("FVTPL"). Assets in this category are measured at fair value with gains or losses recognized in profit or loss. Each reporting period, the fair value of these investments is determined using the Black & Scholes pricing model.

For the three months ended March 31, 2016, the fair value of these conversion feature increased by \$430,522 compared to a decrease of \$20,363 for the same period in 2015, primarily due to changes in the market values of the underlying issuers.

Mint's Series A debentures restructuring

Since the terms of the Series A debentures were substantially modified, the transaction has been accounted for as an extinguishment of the original liability and the recognition of the revised liability that will be accreted to the face value of the debenture at an effective value for the debentures at an effective rate of 5.5% per annum. As a result, a debenture restructuring expense of \$3,583,429 has been recorded in the consolidated statement of loss and comprehensive loss.

Change in fair value of FVTPL investments

Financial assets at FVTPL include financial assets that are either classified as held-for-trading or that meet certain conditions and are designated at fair value through profit or loss upon initial recognition. Assets in this category are measured at fair value with gains or losses recognized in profit or loss. The Company classifies its investments in options, warrants and common shares in private companies in this category. Each reporting period, the fair value of these investments is determined using the Black & Scholes pricing model.

For the three months ended March 31, 2016, the fair value of these investments decreased by \$187,535 as compared to an increase in fair value of \$33,683 for the same period in 2015.

Impairment of investments

Given financial difficulties faced by some companies in which the Company invested, the Company recorded the following impairments:

	For the three months ended	
	March 31,	
	2016	2015
	\$	\$
Impairment on convertible debenture (a)	10,783	-
Impairment on brand name (b)	246,271	-
Impairment of loan to a company controlled by the CEO (c)	314,386	-
	571,440	-

- (a) The impairment on investments in convertible debentures, including on the conversion features, are recorded when the Company determines that it is likely that the debentures will default based on its review of available financial information relating to the issuers or when the debentures have defaulted due to non-payment of interest due and payable. The Company estimates potential recoveries from security held and recognizes an impairment loss for the difference. During February 2016, the Company sold a non-secured of face value of \$100,000 for a cash proceeds of \$47,180 and impaired the remaining accretion and change in fair value for the three months ended March 31, 2016.
- (b) During the quarter ended March 31, 2016, the Company determined its brand name of \$246,272 was impaired due to the continuing losses at Gravitas and its subsidiaries.
- (c) During the quarter ended March 31, 2016, the Company impaired an advance to a company controlled by the Chief Executive Officer of \$314,386.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

Share in results in associates

The Company owns a 40% interest of the issued and outstanding shares of Portfolio Analysts Inc. ("PAI"), a 51% interest in Mint UAE Operations and an 18% interest in Prime City One Capital Corp. During three months ended March 31, 2016, the Company recorded the following share in results:

	For the three months ended March 31,	
	2016	2015
	\$	\$
Prime	-	-
PAI	(37,321)	(19,889)
Mint UAE Operations	346,650	330,612
Total	309,329	310,723

CASH FLOW ANALYSIS

	For the three months ended March 31,	
	2016	2015
	\$	\$
Net cash used in operating activities of continuing operations	(3,685,512)	(1,979,971)
Net cash from used in investing activities of continuing operations	(1,338,203)	10,233,054
Net cash used in financing activities of continuing operations	(424,563)	(24,105)

OPERATING ACTIVITIES

The Company used cash flows of \$3,685,512 during the three months ended March 31, 2016, compared to \$1,979,971 for the same period in 2015, an increase in the use of cash flows of \$1,705,541 is primarily due to the working capital items that required cash flows of \$1,331,195 in 2016 compared to generated cash flows of \$287,280 in 2015. This is primarily due the payment of interest on Mint Series A debentures of approximately \$965,000 and other trade payables payments.

INVESTING ACTIVITIES

During the three months ended March 31, 2016, the Company used \$1,338,203 compared to generating cash flows of \$10,233,054 for the same period in 2015, a decrease in cash flows generated of \$11,571,257. In 2016, the use of cash flows were primarily from purchase of loan receivables offset by redemption of guaranteed investment certificates. In 2015, the generated cash flows were mainly due to the redemption of guaranteed investment certificates for \$10,811,000.

FINANCING ACTIVITIES

During the three months ended March 31, 2015, Mint purchased and cancelled Series B debentures of face value of \$817,000 for a cash payment of \$408,500.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

SEGMENTED INFORMATION

The Company operates in four segments as follows:

Services

The Company objective is to build and acquire businesses that can service the capital market, advisory, regulatory, compliance and technology needs of publicly listed corporations. The services segment comprises the following entities:

- Ubika Corp.
- Gravitas Corporate Services Inc.
- Branson Corporate Services Inc.
- Gravitas Investor Platform Inc.
- Global Compliance Network Inc.

Financial services

Regulated financial services are operations in financial products and financial products distribution businesses. Regulated financial services are operated independently with their own management teams and require high levels of compliance and governance. Regulated financial services comprises the activities and/or operations of the following entities:

- Gravitas Select Flow-Through GP Inc.
- Gravitas Financial Services Holdings Inc.
- Gravitas International Corp.
- Foundation Investment Management Inc.
- Portfolio Analysts Inc.

Strategic investments

Strategic investments are operations where the Company acquires significant long-term interests in companies that have a high potential for value addition and where the Company provides key strategic inputs and management support either directly or through Board representation. Strategic investments comprises the following entities:

- New India Investment Corporation
- Luxury Quotient International Inc.
- Luxury Quotient India Private Ltd.
- The Mint Corporation
- Claxton Capital Management
- Claxton Real Estate Company Ltd.
- Prime City One Capital Corp.

Fast growing investments

Other investments are operations where the Company acquires meaningful ownership interests in fast growing companies in both public and private markets. The Company will offer strategic guidance and access to its strong network to investee companies to accelerate their strategic growth plans. Other investments comprises Gravitas Venture Inc. operations.

Corporate

Corporate results primarily represent the cost of corporate overhead expenses not allocated to a segment. It comprises Gravitas Financial Inc.

The above changes in reporting segments have been applied retrospectively therefore prior period segment information has been amended to be consistent with current period presentation and reports provided to the chief operating decision maker. There is no impact on the consolidated results of the Company and there are no changes to the Company's accounting policies.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

For the three months ended March 31, 2016	Services \$	Financial services \$	Strategic investments \$	Fast growing investments \$	Corporate \$	Intercompany transactions \$	Total \$
Revenues	470,210	17,711	22,509	153,341	402,893	(46,823)	1,019,841
Expenses							
Salaries and management fees	106,566	25,000	92,889	-	278,614	-	503,069
Consulting and professional fees	154,423	97,258	92,066	-	282,225	-	625,973
General and administrative	86,265	48,986	94,246	-	317,335	-	546,833
Interest expense	3,363	409	1,128,898	81	723,049	(46,823)	1,808,977
Exchange loss (gain)	-	-	33,569	25,738	472,526	-	531,833
Loss (gain) on settlement	30,920	-	(468,823)	-	-	-	(437,903)
Gain on disposal of available for sale investments	(23,258)	-	-	-	-	-	(23,258)
Change in fair value of convertible debentures – conversion feature	120	-	-	(471,945)	41,303	-	(430,522)
Change in fair value of FVTPL	82,261	489	-	105,085	-	-	187,835
Impairment	-	-	50,000	325,169	196,271	-	571,440
Debenture restructuring fee	-	-	3,583,429	-	-	-	3,583,429
Share of results in associates	-	(37,321)	346,650	-	-	-	309,329
	440,660	134,821	4,952,924	(15,872)	2,311,325	-	7,777,035
Net earnings (loss) from continuing operations	29,550	(117,110)	(4,930,415)	169,213	(1,908,433)	-	(6,757,194)
Net earnings (loss) from discontinuing operations	-	-	117,677	-	-	-	117,677
Net earnings (loss)	29,550	(117,110)	(4,812,738)	169,213	(1,908,433)	-	(6,639,517)
As at March 31, 2016							
Total assets	3,512,755	12,594,231	15,432,572	7,179,834	75,946,416	(30,415,360)	84,564,833
Total liabilities	5,534,883	4,939,254	71,599,805	6,456,839	84,125,092	(21,923,610)	150,692,263
Investment in associates	-	3,579,402	4,040,312	-	-	-	7,619,714

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

For the three months ended March 31, 2015	Services \$	Financial services \$	Strategic investments \$	Fast growing investments \$	Corporate \$	Intercompany transactions \$	Total \$
Revenues	350,068	-	4,815	114,367	535,647	(40,852)	964,045
Expenses							
Salaries and management fees	107,253	-	26,231	-	156,940	-	290,424
Consulting and professional fees	159,994	36,941	30,746	11,619	358,249	-	597,549
General and administrative	104,751	15,269	312,890	202	239,996	-	673,108
Interest expense	2,019	81	1,263,549	307	709,206	(40,852)	1,934,310
Exchange loss (gain)	68	-	(37,323)	-	(196,907)	-	(234,162)
Loss (gain) on settlement	-	-	(22,895)	-	50,000	-	27,105
Gain on disposal of available for sale investments	(280,384)	-	-	-	-	-	(280,384)
Change in fair value of convertible debentures - conversion feature	(7,369)	-	-	9,395	18,337	-	20,363
Change in fair value of FVTPL	(12,553)	-	-	(25,017)	3,887	-	(33,683)
Change in fair value of derivative warrant liability	-	-	(44,423)	-	-	-	(44,423)
Share of results in associates	-	(185,789)	496,512	-	-	-	310,723
	73,779	(133,498)	2,025,287	(3,494)	1,339,708	-	3,260,930
Net gain (loss)	276,289	(133,498)	(2,020,472)	117,861	(804,061)	-	(2,296,885)
As at December 31, 2015							
Total assets	3,454,577	12,770,065	18,155,813	6,499,320	77,828,076	(29,084,686)	89,623,165
Total liabilities	5,530,913	4,997,978	69,606,971	5,317,839	84,031,181	(20,632,936)	143,851,946
Investment in associates	-	3,642,081	3,964,342	-	-	-	7,606,423

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

The Company has operations in four geographical sectors. The following tables presents the Company's revenue and non-current assets by geographic areas. The allocation of revenue between geographic areas was determined by the location where the income was earned. The revenues earned in Africa are related to the net smelter return of 0.75% that the company holds on an exploration project in Gabon, Africa.

	For the three months ended March 31,	
	2016	2015
	\$	\$
Revenues		
Canada	903,138	900,835
Africa	116,703	63,210
	1,019,841	964,045

	March 31,	December
	2016	31, 2015
	\$	\$
Non-current assets		
Canada	20,624,817	18,209,519
Africa	266,946	355,929
USA	-	7,717,484
AED	4,040,312	3,964,342
	24,932,075	30,247,274

QUARTERLY RESULTS TRENDS (IN THOUSANDS OF \$)

Management considers that the information presented was determined in the same way as for our audited consolidated financial statements for the year ended December 31, 2015.

	2016		2015				2014	
	Q1	Q4	Restated ¹		Q1	Q4 ²	Q3	Q2
	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	1,020	1,001	871	818	964	1,529	571	1,081
Net loss from continuing operations	(6,757)	(5,019)	(3,447)	(3,840)	(2,297)	(50,694)	(1,645)	(153)
Basic and diluted net loss per share from continuing operations	(0.97)	(0.066)	(0.041)	(0.060)	(0.053)	(0.762)	(0.017)	(0.002)

¹ Results from fourth quarter of 2014 to third quarter of 2015 have been restate to reflect the proper calculation of the accretion and interest expense relating to Mint Series A and Series B debentures.

² Increase in net loss for the fourth quarter of 2014 is due to the consolidation of Mint's operations and the corresponding impairment of goodwill of \$46,885,824.

Gravitas Financial Inc.

Management discussion for the three months ended March 31, 2016

LIQUIDITY, CAPITAL RESOURCES AND SOURCES OF FINANCING

As at March 31, 2016, the Company had a cash position of \$29,347,758, guaranteed investment certificates for \$18,414,376 and a working capital of \$52,519,505.

The Company manages its capital structure and makes adjustments related to changes in the economic environment and underlying risks of its assets.

As of the date of this MD&A, the Company believes it will have sufficient liquidity to fund its operations, capital needs and future acquisitions for at least the next 12 months.

INFORMATION ON OUTSTANDING SECURITIES

The Company's authorized share capital consists in an unlimited number of common shares of which 66,601,305 are currently outstanding. Please refer to Note 19 of the unaudited interim condensed consolidated financial for more details.

RELATED PARTIES TRANSACTIONS

Please refer to Note 26 of the unaudited interim condensed consolidated financial statements for key management personnel compensation. The Company has not entered into any other related party transaction.

OFF-BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

SIGNIFICANT ACCOUNTING POLICIES

The Company prepares its consolidated financial statements in accordance with IFRS, which require management to make estimates and assumptions that affect the amounts of its assets and liabilities, the information provided with regard to future assets and liabilities as well as the amounts of revenues and expenses for the relevant periods.

The elements in the financial statements that require more use of estimates are describe in Note 9 of the audited consolidated financial statements for the year ended December 31, 2015. Actual results may differ from these estimates, but management believes they will not result in material changes versus the results being presented. Readers are invited to refer to the audited consolidated financial statements for the year ended December 31, 2015 for a full description of the significant accounting policies of the Company at that date.

FUTURE CHANGES IN ACCOUNTING POLICIES

At the date of authorization of these unaudited interim condensed consolidated financial statements, certain new standards, amendments and interpretations to existing standards have been published by the International Accounting Standards Board (IASB) but are not yet effective, and have not been adopted early by the Company.

Management anticipates that all of the relevant pronouncements will be adopted in the Company's accounting policies for the first period beginning after the effective date of the pronouncement. Readers are invited to refer to Note 4 of the unaudited interim condensed consolidated financial statements for the three months ended March 31, 2016, for a full description of these new standards.

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RISKS RELATED TO FINANCIAL INSTRUMENTS

Readers are invited to refer to Note 29 of the unaudited interim condensed consolidated financial statements for the three months ended March 31, 2016, for a full description of these risks.

RISKS AND UNCERTAINTIES

The Company is involved in an industry that is subject to various risks and uncertainties. The risks and uncertainties listed below are not the only ones facing the Company. Additional risks and uncertainties not presently known to the Company or that the Company currently deems immaterial, may also impair the operations of the Company. If any such risks actually occur, it could have a material adverse effect on the Company's activities, results of operation and financial condition. In any such case, the market price of the common shares could decline.

COMPETITION

The Company competes with other companies offering investment research and capital market services. Increased competition could reduce the Company's operating margins and profitability and result in a loss of market share. Some of the Company's existing and potential competitors may have competitive advantages, such as significantly greater marketing or other resources, or exclusive arrangements with major clients. The Company cannot assure investors that it will be able to successfully compete against new or existing competitors.

KEY MANAGEMENT PERSONNEL

The loss of management members could have a material impact on the implementation of the Company's strategic plan. Success of the Company's business plan depends significantly on the work done by the management team. This team consists of a limited number of individuals. The Company does not carry life insurance on those individuals. The loss of a member of management could hinder the execution of the Company's strategic plan, which could have a material impact on its operations.

CHANGE MANAGEMENT RISK

The Company is currently making significant investments at some of its subsidiaries and affiliates to deploy a new technology platform and intends to migrate all of its payroll cards to this new platform. Any delay in the launch of the new platform or technical difficulties post migration to the new platform can impact the service standards that the Company has been providing to its customers. Any prolonged disruption during the migration of cards to a new platform can result in significant harm to the business and lead to customer defection.

The Company is also in the process of migrating the BIN from one of the banks to a new partner. The Company needs the cooperation of both banks and a variety of third party vendors to complete this migration smoothly. Any disruption in this migration activity can result in significant harm to the business.

MANAGEMENT OF EXPANSION

The Company plans to continue to rapidly expand its operations. These plans will continue to result, in substantial demands on the Company's management resources. To manage its growth, the Company must develop and improve its existing administrative and operational systems and, its financial and management controls and further expand, train and manage its work force. As the Company continues its effort to grow, it may incur substantial costs and expend substantial resources in connection with any such expansion due to, among other things, different technology standards, legal considerations and cultural differences. The Company may not be able to manage its current or future operations effectively and efficiently or compete effectively in such markets. The Company may also not be able to hire, retain, integrate or motivate its current or new personnel. There can be no assurance that the Company will be able to efficiently or effectively manage the

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growth of its operations, recruit top talent and train its personnel. Any failure to efficiently manage its expansion may materially and adversely affect the Company's business and future growth.

In addition, while Gravitas' acquisition process typically includes extensive due diligence on the business or assets to be acquired and acquisition agreements typically include detailed representations and warranties respecting the business or assets being acquired, there can be no assurance that Gravitas would not become subject to certain undisclosed liabilities associated with the acquired assets that the Company failed or has been unable to discover during the due diligence process prior to the closing of the acquisition. The discovery of any unrecoverable material liabilities could have an adverse and material effect on the Company's business, results of operations and financial condition.

NON-CONTROLLING INTEREST RISKS

As a result of Gravitas' acquisition of Mint, the Company has formed a relationship with Global Business Services ("GBS") by giving GBS a non-controlling minority interest in MME. Any adverse development in our ongoing relationship with GBS can affect the operations of the business and our ability to execute on our strategy. Any change in the financial and reputational standing of GBS in the UAE market place can also indirectly affect the Company as it may impede GBS's ability to bring new business development opportunities to the company.

LAWS AND REGULATIONS

The regulation of financial services is extensive and designed to protect consumers and the public, while providing standard guidelines for business operations. The Company's subsidiaries and their partners are subject to governmental laws and regulations relating to financial product offerings, including laws and regulations governing know-your-customer (KYC), anti-money laundering (AML), anti-terrorist financing (ATF) and the privacy of customers' personal information. Failure to comply with, or changes to, existing or future laws and regulations could result in significant unforeseen costs and limitations, and could have an adverse impact on the Company's business, results of operations and financial condition.

Changes may occur in laws and regulations, or the interpretation or enforcement thereof, that could increase Gravitas' compliance and other costs of doing business, require significant systems redevelopment, or render its products or services less profitable or obsolete, any of which could have an adverse effect on the Company's business, results of operations and financial condition.

ECONOMIC CONDITIONS

Demand for the Company's services is sensitive to changes in general economic conditions and demand typically decreases during periods of economic downturn. Customers may reduce the money they spend for a number of reasons, including (i) a general decline in economic conditions; (ii) a decision to shift expenditures to other available services; or (iii) a decline in spending in general. Decrease in demand for investment research and capital market services would materially and adversely affect the Company's ability to generate revenue, its financial condition and results of operations.

Management believes it monitors these risks very closely. It is constantly watching each of these elements and takes the necessary action to mitigate its risks.

Readers are referred to the more detailed information described in other disclosure documents filed with the applicable Canadian securities regulatory authorities and available at www.sedar.com.

SHARE PRICE VOLATILITY

The market price for the Company's Shares cannot be assured. Securities markets have recently experienced an extreme level of price and volume volatility, and the market price of securities of many companies has

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experienced wide fluctuations which have not necessarily been related to the operating performance, underlying asset values or prospects of such companies.

The trading price of the Gravitas Financial shares may be subject to large fluctuations and may increase or decrease in response to a number of events and factors, both known and unknown. In addition, the market price of the Company's shares will be affected by many variables not directly related to its success and will therefore not be within the Company's control, including other developments that affect the market for securities, the breadth of the public market for the common shares, and the attractiveness of alternative investments.

In the past, following periods of volatility in the market price of a company's securities, shareholders have instituted class action securities litigation against those companies. Such litigation, if instituted, could result in substantial costs and diversion of management attention and resources, which could significantly harm the Company's profitability and reputation.

The market price for the Company's shares may also be affected by its ability to meet or exceed expectations of analysts or investors. Any failure to meet these expectations, even if minor, may have a material adverse effect on the market price of its shares.

REVENUE DEPENDENT ON FEES

The Company will generate cash flow and revenue by charging clients for research and investment exposure solutions and other fee based advisory and professional services. The Company's main clients are small and mid-cap public companies who pay a monthly or annual fee to access capital market and related services. If the Company's client base is reduced or does not expand, the revenue may be reduced or not increase. Additionally, unforeseen regulatory changes relating to the capital market services industry may affect the ability of the Company to charge fees.

DEBT REPAYMENT

The Company has a significant amount of debt on its financial position. No assurances can be provided that repayments for this debt will ever be made, which could subject the Company to claims in relation to the breach of obligation. No assurances can be made that the Company will be in a position to satisfy such repayment obligations when and as they become due.

Management believes it monitors these risks very closely. It is constantly watching each of these elements and takes the necessary action to mitigate its risks.

Readers are referred to the more detailed information described in other disclosure documents filed with the applicable Canadian securities regulatory authorities and available at www.sedar.com.