

# Management's Discussion and Analysis of Financial Condition and Results of Operations as at May 27th, 2016.

The following is management's discussion and analysis ("MD&A") of Chinook Tyee Industry Limited's (the "Company" or "Chinook") financial condition and results of operations for the three months ended March 31<sup>st</sup>, 2016 and should be read in conjunction with the unaudited condensed consolidated financial statements and related notes for the same reporting period. The MD&A will also outline the economic operating conditions and how these influence Chinook Tyee Industry Limited's business activities.

All references herein refer to the unaudited condensed consolidated financial statements and related notes for the three months ended March 31st, 2016 and except where otherwise indicated, all financial information is expressed in Canadian dollars ("\$"). Unless otherwise indicated, reference to the "Company" or "Chinook" means Chinook Tyee Industry Limited and its subsidiaries. The financial year is the calendar year. Reference to a "fiscal year" means the Company's year commencing on January 1st of that year and ending on December 31st of that year. For example, fiscal 2015, means the period beginning January 1st, 2015 and ending December 31st, 2015. Reference to "reported quarter" means the three calendar months commencing on January 1st of that year and ending on March 31st of that year. In addition, reference will be made to "Notes", which refers to the Notes to the Unaudited Condensed Consolidated Financial Statements. References to Statements of "Financial Position", "Income or Loss" and "Cash Flows, refers to Unaudited Condensed Consolidated Statements of Financial Position, Comprehensive Income (Loss) and Cash Flows, respectively.

The Company files reports and other information on the System for Electronic Document Analysis and Retrieval ("SEDAR") in Canada at <a href="www.sedar.com">www.sedar.com</a>. The Company's website is <a href="www.sedar.com">www.sedar.com</a>. The website is <a href="www.s

## Forward-Looking Statements

This document contains forward-looking statements. The Company's representatives may also make forward-looking statements orally from time to time.

Statements in this document that are not historical facts, including statements about the Company's beliefs and expectations, recent business and economic trends constitute forward-looking statements. Forward-looking statements include, without limitation, statements regarding the outlook for future operations, forecasts of future revenue and expenditures, market conditions, specifically the Canadian and German stock markets, or other business plans. Forward-looking statements include statements regarding the intent, belief or current expectations of the Company, primarily with respect to the results of operations, financial position or cash flows of the Company.

The statements are based on current plans, estimates and projections and are subject to change. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement and the Company undertakes no obligation to update publicly any changes in light of new information or future events.

Shareholders and potential investors are cautioned that any such forward-looking statements are not guarantees and involve risks and uncertainties, and that actual results may differ from those in the forward-looking statements as a result of various factors such as general economic and business conditions particularly in North America and Europe, including changes in interest rates, actions by government authorities in Canada, Germany or the European Union, including changes in government regulation, political conditions in Europe and future decisions by the Company's directors or officers in response to changing conditions, the ability to execute prospective business plans and misjudgments in the course of preparing forward-looking statements.

Material factors and assumptions underlying the Company's expectations regarding forward-looking statements include, among others: the ability of the Company to obtain financing on acceptable terms, that the Company will be able to maintain appropriate levels of liquidity in order to make investments when attractive opportunities arise, stability in the global economic environment particularly in Canada and Germany and broadly in regard to North America and the European Union, and Canadian and German interest rates and that interest rates and foreign exchange rates, particularly in regard to the Canadian dollar and Euro, will not vary materially from current levels.

Shareholders and potential investors are advised that these cautionary remarks expressly qualify in their entirety all forward-looking statements attributable to the Company or persons acting on its behalf contained in this MD&A.

## **Chinook Tyee Industry Limited**

The Company will review its forward-looking statement when it files its second quarter financial results for the six months ending June 30th, 2016.

This forward-looking statement dated May 27th, 2016, references CSA Staff Notice 51-330 Guidance regarding the Application of Forward-Looking Information Requirements under National Instrument 51-102 Continuous Disclosure Obligations dated November 20th, 2009.

## **Accounting Policy**

Financial information for the three months ended March 31<sup>st</sup>, 2016 and 2015 presented and discussed in this MD&A is prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB")<sup>1</sup>.

The Company prepares consolidated financial statements which, in addition to Chinook as operating parent company, incorporates all material subsidiaries in which the Company is deemed to have control or influence over (IFRS 10), which includes Mercury Partners & Company plc ("MPC"). MPC and its European joint investment partner ("EJIP") equally fund and own 50% of the share capital of an investment-joint-venture, which is accounted for using the equity method of accounting<sup>2</sup> ("MPC JV").

#### The Company

Chinook is a financial service company listed on the TSX Venture Exchange ("TSXV") with total assets of approximately \$3.4-million<sup>3</sup> and 3,405,932 common shares outstanding.

The majority of Chinook assets include an investment loan receivable<sup>4</sup> that is indirectly collateralized by loans to a real estate development company in Dusseldorf, Germany ("Real Estate Loans"), German listed stocks<sup>5</sup> and other collateral. The underlying collateral supporting the investment loan receivable exceeds the loan amount and the MPC JV has begun to realize payment by settling one of its loans resulting in MPC JV directly owning a loan secured by Real Estate Loans and control of the holding company that is owed the Real Estate Loans. In addition, MPC JV owns a controlling shareholding in a German investment company listed on the Frankfurt Stock Exchange. The direct ownership of both assets has improved the collateral supporting Chinook's investment loan receivable.

The status of the equity markets in Canada and Germany, in particular, the TSXV and the Frankfurt Stock Exchange, may affect the financial performance of the Company. In addition, as the Company's cash and assets are held in Euros and to a lesser extent in Canadian dollars high annual inflation in Germany, the European Union and Canada may affect the financial performance and condition of the Company. A majority of the Company's assets have an economic interest in Germany, therefore the fluctuation between the Canadian dollar and the Euro may affect financial performance. The economic health of the economies of Germany and the European Union may also affect the financial performance of the Company. Generally, the status of the real estate property markets in Germany and in particular Dusseldorf, Germany may affect the financial position of the Company.

Chinook is a reporting issuer in the Canadian provinces of British Columbia, Alberta, Ontario and Québec.

#### Summary of Quarterly Results

The following selected financial data as reported by the Company for the past eight business quarters have been summarized from the Company's unaudited quarterly financial statements and are qualified in their entirety by reference to, and should be read in conjunction with, such financial statements.

<sup>&</sup>lt;sup>1</sup> See Note 2. "Basis of Presentation".

<sup>&</sup>lt;sup>2</sup> See Note 3, "Significant Accounting Policies" and Note 6, "Investment Loan Receivable".

<sup>&</sup>lt;sup>3</sup> See "Statements of Financial Position".

<sup>&</sup>lt;sup>4</sup> See Note 6, "Investment Loan Receivable".

 $<sup>^{\</sup>rm 5}$  Listed on the Entry standard of the Frankfurt Stock Exchange.

## **Chinook Tyee Industry Limited**

	2016 2015									2014							
	(In thousands, except per share amounts)																
	Q1		Q4			Q3		Q2		Q1		Q4		Q3		Q2	
Revenue	\$	22	\$	1 \$	\$	-	\$	1	\$	1	\$	109	\$	35	\$	30	
Income (loss) attributable to owners	\$	49	\$	(244) \$	\$	(59)	\$	53	\$	(99)	\$	665	\$	(152)	\$	(94)	
Income (loss) per share attributable to owners,																	
basic and diluted	\$	(0.01)	\$	(0.07) \$	\$	(0.02)	\$	0.02	\$	(0.03)	\$	0.19	\$	(0.04)	\$	(0.03)	

#### Liquidity and Capital Resources

The Company's principal sources of capital are its available cash and public financing on the TSXV. The Company believes it has sufficient cash to maintain its liquidity and does not anticipate any major expenditures or use of funds during 2016<sup>6</sup>.

The Company's principal assets<sup>7</sup> are its \$3.2-million investment loan receivable, cash of \$59,000 and accounts receivable of \$50,589.

As at March 31st, 2016, the Company's total debt was trade and other payables of \$81,2527.

The Company's recurring cash requirements include public company expenses such as regulatory, shareholder communication and corporate governance expenses, which totaled \$22,7228 during the first quarter and some general and administration expenses.

The statement of cash flows shows the structure of and changes in each cash and cash equivalent for the three months ended, March 31st, 2016, and its comparable period, March 31st, 2015, and is broken down into operating activities, investing activities and financing activities. The Company used cash of \$202,080 to hold cash of \$59,151 at quarter-end. Operating activities used cash of \$49,375 to finance the operating loss for the reported period while changes in non-cash items used cash of \$58,781. During the reported period, the Company used cash of \$70,045 to invest in loan receivables to MPC as reported in investing activities. Other than the aforementioned, other uses and generations of cash flows from operating and investing activities did not materially affect cash flows during the reported period.

Total assets and shareholder equity declined, as a result of the comprehensive loss incurred during the reported period, to \$3.4-million and \$3.5-million, respectively. Basic and diluted loss per common share attributable to owners was \$0.01 and \$0.03 for the respective periods.

## **Summary of Reported Period Results**

For the three months ended March 31st, 2016.

The following analysis of the Company's operating results for the three months ended March 31<sup>st</sup>, 2016, includes a comparison to the corresponding, comparative three months ended March 31<sup>st</sup>, 2015.

The Company earned merchant bank fees of \$22,050 during the reported period while interest income was immaterial. Expenses decreased to \$71,752 in the reported period compared to \$118,329 for the corresponding comparative period due largely to a reduction in general and administration expenses. General and administration expenses of \$6,933, office and supplies of \$16,247 rent and insurance of \$11,168 and salaries and benefits of \$14,682.

The Company reported a loss of \$49,375 compared to loss of \$99,449 for the corresponding comparative period due to lower general and administration expenses and higher income in the reported period.

## Disclosure of Outstanding Share Data

The Company's weighted average and shares outstanding as at the reported period was 3,405,932 common shares and no dilutive securities were either granted or issued in the past five years.

<sup>7</sup> See Note 6, "Trade and Other Payables".

<sup>9</sup> See Note 8, "General and Administration Expenses".

<sup>&</sup>lt;sup>6</sup> See Note 10, "Capital Management".

<sup>&</sup>lt;sup>8</sup> See Statements of Comprehensive Loss and Note 9, "Related Party Transactions".

## **Chinook Tyee Industry Limited**

## Transactions Between Related Parties<sup>10</sup>

Chinook has a related party relationship with its subsidiaries, with shareholders who hold more than 10% of the Company shares, Executive Officers and the Company's Directors.

Accordingly, during the three months ended March 31, 2016, the Company paid board meeting and service fees of \$7,500 (2015 - \$7,500) to independent directors of the Company and paid or accrued professional fees of \$6,625 (2015 - \$6,500) to its Chief Financial Officer's consulting company for accounting services.

Included in accounts payable at March 31, 2016 is \$36,825 owing to two officers of the Company for accounting fees and expenses incurred on behalf of the Company.

-End of Document-

<sup>10</sup> See Note 9, "Related Party Transactions".