

# Form 51-102F1 Management Discussion and Analysis For the three and six months ended April 30, 2013 and 2012

# 1. Date of this report: June 09, 2014

The following Management Discussion and Analysis ("MD&A") has been prepared by the management and is provided to enable readers to assess Innovative's results of operations and financial condition for the three and six month periods ended April 30, 2014. This MD&A should be read in conjunction with our Condensed Interim Financial Statements dated April 30, 2014, our Audited Financial Statements and related notes dated October 31, 2013, and related MD&A dated February 28, 2013, and is based on known risks and uncertainties. The terms "Innovative," the "Corporation," "we," "us," and "our" in the following MD&A refer to Innovative Properties Inc. All amounts, unless noted otherwise, are in Canadian dollars and are based on financial statements prepared in accordance with International Financial Reporting Standards ("IFRS").

The Financial Statements, along with additional information on the Corporation, are available on SEDAR at <u>www.sedar.com</u>, or on the Corporation's website at <u>www.innovativeproperties.com</u>. The Board of Directors of the Corporation under recommendation of the Audit Committee has approved the contents of this MD&A, and this report covers other relevant information available up to the date of this report.

# 2. Overall Performance

### Description of Business

Innovative Properties Inc. (the "Corporation") was formed by amalgamation under the *Canada Business Corporations Act* on October 31, 2002. The amalgamated entity was named "Innovative Properties Inc." and its common shares became listed and posted for trading on the TSX Venture Exchange under the symbol "INR".

The Corporation's principal business is providing property management products and services to residential and commercial property owners. The Corporation disposed of its operating subsidiaries during 2011. During the year ended October 31, 2012, the company's activities were concentrated on seeking new business opportunities.

In June 2012 the Company signed two commercial property management contracts to provide comprehensive property and project management for the Fleetwood Shopping Center and A & A Plaza, both located in Surrey, British Columbia. The contracts commenced immediately and on a pro-rata fee basis.

The Company would collect all rents and other income related items on behalf of the landlords in a managerial capacity and further provide project management services for all development, redevelopment or construction related projects on the Properties. The Company has negotiated an annual fee amounting to a minimum of Seventy Eight Thousand (\$78,000.00 CAD) Dollars per year for the term of the contracts.

On November 1, 2012 the Company announced that it had entered into eight commercial property management contracts with eight separate real estate holding companies. The sum of approximately \$168,000.00 (CDN) per annum is anticipated as gross management fees over the term of the contracts

#### 3. Earnings

Management reports that in the six month period ended April 30, 2014, the Corporation reported a Net Comprehensive Income of \$231,050.

#### 4. Results of Operations

Selected Annual Information

	2013 \$ IFRS	2012 \$ IFRS	2011 \$ IFRS	2010 \$ CGAAP
Revenue	309,676	28,170	-	530,552
Net Income				
(Loss)	(8,378)	(43,177)	693,134	(749,349)
Total Assets	339,190	172,899	7,077	280,606
Basic and diluted EPS <sup>1</sup> 1 Exercise of options would	(0.00) be anti-dilutive	(0.01)	0.21	(0.22)

During the year ended October 31, 2011 the Company divested itself of its subsidiary Dime Inc and realized a gain on disposal of \$861,374.

#### **Summary of Quarterly Results**

	30-April, 2014	31-January, 2014	31-October, 2013	31-July, 2013
	IFRS	IFRS	IFRS	IFRS
Service revenue	93,500	137,550	107,585	63,000
Expenses	92,070	92,387	92,387	56,493
Other income (expenses)	-	75	-	-
Net Income (Loss)	1,430	33,237	15,198	21,904
Wt. Avg. Number of				
Shares Outstanding	15,491,474	12,970,926	10,450,378	9,244,899
EPS	0.00	0.00	0.00	0.00

	30-April, 2013	31-January, 2013	31-Octber, 2012	31-July, 2012
	IFRS	IFRS	IFRS	IFRS
Service revenue	63,309	75,782	28,170	-
Expenses	92,387	92,387	22,801	37,345
Other income (expenses)	-	-	-	-
Net Income (Loss)	(44,476)	(1,004)	(3,183)	(22,801)
Wt. Avg. Number of Shares				
Outstanding	9,244,899	9,244,899	9,244,899	9,244,899
EPS	(0.00)	(0.00)	(0.00)	(0.00)

### Results for the three month period ended April 30, 2014

Service revenue for the second quarter was \$93,500 (April 30, 2013 - \$63,309).

During the three month period ended April 30, 2014, the Corporation paid \$7,500 (April 30, 2013 – \$15,000) in management fees, \$7,500 (April 30, 2013 - \$7,500) in rent, \$42,113 (April 30, 2013 - \$41,379) in salaries and benefits and \$7,591 (April 30, 2013 - \$4,443) for filing fees.

Total expenses decreased by \$317 as compared with the same period in 2013. This is mostly attributable to office, professional fees and salary expense.

EPS were \$0.00 for the period ended April 30, 2014 (April 30, 2013 - \$0.00).

### Results for the six month period ended April 30, 2014

Service revenue for the six month period was \$231,050 (April 30, 2013 - \$170,585).

During the six month period ended April 30, 2014, the Corporation paid \$12,500 (April 30, 2013 – \$18,000) in management fees, \$15,000 (April 30, 2013 - \$15,000) in rent, \$91,778 (April 30, 2013 - \$55,520) in salaries and benefits and \$10,754 (April 30, 2013 - \$15,457) for filing fees.

Total expenses increased by \$61,294 as compared with the same period in 2013. This is mostly attributable to office, professional fees and salary expense.

EPS were \$0.00 for the period ended April 30, 2014 and (April 30, 2013 - \$0.00).

### 5. Liquidity

At April 30, 2014, the Corporation had \$12,413 in liabilities (October 31, 2013 – \$41,876). In addition, the Corporation had a working capital surplus of \$312,461 and at (October 31, 2012 - \$280,050).

	April 2014	October 2013
Current Assets	\$ 332,162	\$ 321,926
Current Liabilities	(12,413)	(41,876)
Working Capital	\$ 319,749	\$ 280,050

4

The Company had net revenue of \$36,153 for the six month period ended April 30, 2014, and net revenue of 36,917 at April 30, 2013. In addition, it had an accumulated deficit of \$1,720,112 (October 31 2013 - \$1,752,664). The Corporation's ability to continue as a going concern is dependent upon its ability to finance operations with revenue derived from new business opportunities.

## 6. Capital Resources

The Corporation does not have any capital expenditure commitments for 2014 beyond an office lease at \$2,500 per month.

The Corporation anticipates that any acquisitions will be financed by a combination of the issuance of common shares and some form of subordinated debt.

# 7. Off-Balance Sheet Arrangements

There are no off-balance sheet financing arrangements.

## 8. Transactions with Related Parties

As at April 30, 2014, the Company owed \$nil (October 31, 2013 - \$2,200) to a relative of the CEO.

As at April 30, 2014, the Company was due \$154,794 (October 31, 2013 - \$53,000) of trade receivables and \$2,818 (October 31, 2013 - \$nil) short term loans from companies controlled by a relatives of the Chief Executive Officer ("CEO"), Lucky Janda.

The Company incurred the following transactions with officers, directors or relatives or with companies that are controlled by directors or officers of the Company.

	April 30, 2014	April 30, 2013
	\$	\$
Management fees	12,500	18,000
Rent	15,000	15,000
Revenue	231,050	170,585
	\$ 203,550	\$ 137,585

### Key management personnel compensation

	April 30, 2014	April 30, 2013
	\$	\$
Professional fees	2,400	2,565

### 9. Gain on debt settlement

During the year ended October 31, 2012, the Company entered into an agreement to assign certain accounts payable to a third party for a \$45,000 note payable which bears interest at 6% per year, is due on demand and unsecured and a \$5,000 note payable which bears interest at 5% per year, is due on demand and unsecured. The Company recorded a gain of \$13,104 on the transaction.

The \$45,000 note was repaid during the year ended October 31, 2012. The \$5,000 note was repaid during the year ended October 31, 2013.

# **10.** Critical Accounting Estimates

Not applicable to a venture issuer.

## 11. Accounting standards issued but not yet applied

Certain pronouncements were issued by the IASB or the IFRIC that are mandatory for accounting periods beginning after January 1, 2013 or later periods.

The following new standards, amendments and interpretations that have not been early adopted in these financial statements, is not expected to have a material effect on the Company's future results and financial position:

- a) IFRS 9 Financial Instruments (New; to replace IAS 39 and IFRIC 9);
- b) IFRS 10 Consolidated Financial Statements (New; to replace consolidation requirements in IAS 27 (as amended in 2008) and SIC-12);
- c) IFRS 11 Joint Arrangements (New; to replace IAS 31 and SIC-13);
- d) IFRS 12 Disclosure of Interest in Other Entities;
- e) IFRS 13 Fair Value Measurement; and
- f) IAS 1 Presentation of Financial Statements (Amendments regarding Presentation of Items of Other Comprehensive Income).

# 12. Financial Instruments and Other Instruments

The Corporation's financial instruments are cash, accounts receivable, and accounts payable and accrued liabilities, and short term debt.

The Corporation's carrying value of cash and cash equivalents, accounts receivable, and accounts payable approximates fair value due to the immediate or short term maturity of these instruments.

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. In seeking to minimize the risks from interest rate fluctuations, the Corporation manages exposure through its normal operating and financing activities. The Corporation may be exposed to interest rate price risk through fixed rate debt and interest rate cash flow risk through floating interest rate bank indebtedness and credit facilities.

### 13. Share Capital

Common Shares:

Authorized: Unlimited	Common voting shares without nominal or par value	
Issued: 19,244,899	Common shares – at April 30, 2014 and report date	\$1,508,082

Warrants:

There were 10,000,000 warrants outstanding at the report date with a weighted average exercise price of \$0.08 and a weighted average life of 18 months.

Options:

As the report date, there were nil stock options outstanding.

#### 14. Financing

On September 17, 2013 the Company completed a private placement of 10,000,000 units at \$0.015 per unit for gross proceeds of \$150,000. Each unit consists of one common share and one common share purchase warrant exercisable at \$0.05 for a period of one year from the issuance date and at \$0.10 for a period of one year subsequently. The fair value of the warrants issued was \$50,000.

On March 12, 2012 the Company issued 5,882,353 units at \$0.085 per unit. Each unit consists of one common share and one share purchase warrant exercisable at \$0.10 for a period of two years from the issuance date. The fair value of the warrants issued was \$Nil.

### 15. Management's Report on Internal Control over Financial Reporting

Venture issuers are not required to include representations relating to the establishment and maintenance of disclosure controls and procedures (DC&P) and internal control over financial reporting (ICFR), as defined in National Instrument 52-109 Certification of Disclosure in Issuer's Annual and Interim Filings ("NI 52- 109"). In particular, the Company's certifying officers are not making any representations relating to the establishment and maintenance of:

i) controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and

ii) a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the Company's generally accepted accounting principles.

The Company's certifying officers are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they make. Investors should be aware that inherent limitations on the ability of the Company are certifying officers to design and implement on a cost effective basis.

## 16. Financial risk management and capital management

The Company is exposed in varying degrees to a variety of financial instrument related risks. The Board of Directors approves and monitors the risk management processes, inclusive of documented investment policies, counterparty limits, and controlling and reporting structures. The type of risk exposure and the way in which such exposure is managed is provided as follows:

## Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Company's primary exposure to credit risk is on its cash held in bank accounts and its trade receivables. Cash is deposited in bank accounts held with major banks in Canada. As most of the Company's cash is held by one bank there is a concentration of credit risk. This risk is managed by using major banks that are high credit quality financial institutions as determined by rating agencies.

# Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company has a planning and budgeting process in place to help determine the funds required to support the Company's normal operating requirements on an ongoing basis. The Company ensures that there are sufficient funds to meet its shortterm business requirements, taking into account its anticipated cash flows from operations and its holdings of cash.

Historically, the Company's sole source of funding has been the issuance of equity securities for cash, primarily through private placements. The Company's access to financing is always uncertain. There can be no assurance of continued access to significant equity funding.

### Foreign exchange risk

Foreign currency risk is the risk that the fair values of future cash flows of a financial instrument will fluctuate because they are denominated in currencies that differ from the respective functional currency. The Company is not exposed to foreign exchange risk.

#### Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to interest rate risk is minimal.

#### **Capital management**

The Company's policy is to maintain a strong capital base so as to maintain investor and creditor confidence and to sustain future development of the business. The capital structure of the Company consists of equity, comprising share capital, net of accumulated deficit.

There were no changes in the Company's approach to capital management during the year. The Company is not subject to any externally imposed capital requirements.

#### **Classification of financial instruments**

Financial assets included in the statement of financial position are as follows:

	April 30, 2014	October 31, 2013
	\$	\$
Cash and equivalents	174,549	268,926
Loans and receivables:		
Trade receivables	154,794	53,000
	329,343	321,926

#### 16. Financial risk management (continued)

Financial liabilities included in the statement of financial position are as follows:

	April 30, 2014	October 31, 2012
	\$	\$
Trade payables & accruals	10,051	39,066
Due to related parties	-	2,200
GST payable	2,362	610
	12,413	41,876

#### Fair value

The fair value of the Company's financial assets and liabilities approximates the carrying amount. Financial instruments measured at fair value are classified into one of three levels in the fair value hierarchy according to the relative reliability of the inputs used to estimate the fair values. The three levels of the fair value hierarchy are:

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

Level 2 – Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and

Level 3 – Inputs that are not based on observable market data.

#### 16. Financial risk management (continued)

	As at April 30, 2014		
	Level 1	Level 2	Level 3
	\$	\$	\$
Cash and cash equivalents	174,549	-	-
Trade receivables	-	-	154,794

	As at October 30, 2013		
	Level 1		Level
		Level 2	3
	\$	\$	\$
Cash and cash equivalents	268,926	-	-
Trade receivables	-	-	53,000

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#### CAUTION REGARDING FORWARD-LOOKING STATEMENTS

Certain statements contained in this MD&A constitute "forward-looking statements." The use of any of the words "anticipate," "continue," "estimate," "expect," "may," "will," "project," "should," "believe," "intend," "plan," and similar expressions are intended to identify forward looking statements. These statements involve known and unknown risks, uncertainties, and other factors outside of management's control that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. The Corporation believes the expectations reflected in these forward-looking statements are reasonable but no assurance can be given that these expectations will prove to be correct; such forward-looking statements are based solely on information available up to the date of this MD&A. The Corporation assumes no responsibility for the accuracy and completeness of the forward-looking statements and does not undertake any obligations to publicly revise these forward-looking statements to reflect subsequent events or circumstances, unless required to do so by Securities Regulators.

By their very nature, forward-looking statements involve numerous factors and assumptions, and are subject to inherent risks and uncertainties, both general and specific, which give rise the possibility that predictions, forecasts, projections and other forward looking statements will not be achieved. We caution readers not to place undue reliance on these statements as a number of important factors could cause our actual results to differ materially from the expectations expressed in such statements. These factors include general business and economic conditions in Canada, the effects of competition in the markets where we operate, the impact of changes in laws and regulations (including tax laws), successful execution of our strategy, our ability to complete and integrate acquisitions successfully, our ability to attract capital, our ability to attract and retain key employees and executives, the financial position of our customers, our ability to refinance our debts upon maturity and changes in interest rates.

We caution that the foregoing list of important factors that may affect future results is not exhaustive. When relying on our forward-looking statements to make decisions with respect to the Corporation, investors and others should carefully consider the foregoing factors and other uncertainties and potential events.

### **Officers and Directors**

Gurpreet Gill, President and Director Jamie Lewin, CFO Gurdeep Johal, Director Eugene Beukman, Director

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