



# Form 51-102F1

## Management Discussion and Analysis

### Three and Nine months ended July 31, 2015

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#### **1. Date of this report: September 25, 2015**

The following Management Discussion and Analysis (“MD&A”) has been prepared by management and is provided to enable readers to assess Innovative’s results of operations and financial condition for the nine month period ended July 31, 2015. This MD&A should be read in conjunction with our Condensed Interim Financial Statements dated July 31, 2015, our Audited Financial Statements and related notes dated October 31, 2014, and related MD&A dated February 27, 2015, 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 [www.sedar.com](http://www.sedar.com), or on the Corporation’s website at [www.innovativeproperties.com](http://www.innovativeproperties.com). 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.

On September 2, 2014 the Company announced that it had received final approval to list its common shares on the Canadian Securities Exchange (“CSE”). The Company’s common shares commenced trading on the CSE effective September 3, 2014, under the symbol “INR”. It received consent from the Toronto Venture Stock Exchange to voluntarily delist its shares effective upon the close of markets September 5, 2014.

### 3. Earnings

Management reports that in the nine month period ended July 31, 2015, the Corporation reported a Net Comprehensive income of \$4,895,150.

### 4. Results of Operations

#### Selected Annual Information

|                       | 2014    | 2013    | 2012     | 2011    |
|-----------------------|---------|---------|----------|---------|
|                       | \$      | \$      | \$       | \$      |
|                       | IFRS    | IFRS    | IFRS     | IFRS    |
| Revenue               | 983,750 | 309,676 | 28,170   | -       |
| Net Income (Loss)     | 703,060 | (8,378) | (43,177) | 693,134 |
| Total Assets          | 882,871 | 339,190 | 172,899  | 7,077   |
| Basic and diluted EPS | 0.10    | (0.00)  | (0.01)   | 0.21    |

- During the year ended October 31, 2014 Consulting Revenue increased by \$500,733, Property Management Income increased by \$154,050 and Administrative Income increased by 19,292.

#### Summary of Quarterly Results

|  | 31-July,<br>2015 | 30-April,<br>2015 | 31-January,<br>2015 | 31-October,<br>2014 |
|--|------------------|-------------------|---------------------|---------------------|
|  | IFRS             | IFRS              | IFRS                | IFRS                |
| <b>Service revenue</b>                       | 328,956          | 514,412           | 135,473             | 517,900             |
| <b>Expenses</b>                              | (162,722)        | (171,446)         | (244,155)           | (203,290)           |
| <b>Other income (expenses)</b>               | 459,570          | 4,044,689         | (9,628)             | (9,487)             |
| <b>Deferred income tax recovery</b>          |                  |                   | -                   | 283,918             |
| <b>Net Income (Loss)</b>                     | 625,804          | 4,387,655         | (118,310)           | 589,041             |
| <b>Wt. Avg. Number of Shares Outstanding</b> | 11,414,966       | 11,414,964        | 11,414,964          | 6,414,964           |
| <b>EPS</b>                                   | 0.05             | 0.38              | (0.10)              | 0.09                |
|  | 31-July,<br>2014 | 30-April,<br>2014 | 31-January,<br>2014 | 31-October,<br>2013 |
|  | IFRS             | IFRS              | IFRS                | IFRS                |
| <b>Service revenue</b>                       | 234,800          | 93,500            | 135,050             | 63,309              |
| <b>Expenses</b>                              | (155,448)        | (92,070)          | (106,364)           | (56,493)            |
| <b>Other income (expenses)</b>               | -                | -                 | 75                  | -                   |
| <b>Net Income (Loss)</b>                     | 79,352           | 1,430             | 28,761              | (44,476)            |
| <b>Wt. Avg. Number of Shares Outstanding</b> | 5,581,633        | 5163,825          | 4,323,642           | 3,483,459           |
| <b>EPS</b>                                   | 0.01             | 0.00              | 0.01                | (0.01)              |

### **Results for the three month period ended July 31, 2015**

Service revenue for the three month period was \$328,956 (July 31, 2014 - \$227,800).

During the three month period ended July 31, 2015, the Corporation paid \$10,000 (July 31, 2014 – \$11,000) in management/consulting fees, \$82,500 (July 31, 2014 - \$82,500) in rent, \$57,735 (July 31, 2014 - \$35,305) in salaries and benefits and \$4,118(July 31, 2014 - \$(410)) for filing fees.

Total expenses increased by \$9,529 as compared with the same period in 2014. This is mostly attributable to salaries expense.

### **Results for the nine month period ended July 31, 2015**

Service revenue for the nine month period was \$978,841 (July 31, 2014 - \$458,850).

During the nine month period ended July 31, 2015, the Corporation paid \$64,875 (July 31, 2014 – \$18,500) in management/consulting fees, \$247,500 (July 31, 2014 - \$97,500) in rent, \$161,083 (July 31, 2014 - \$127,083) in salaries and benefits and \$70,406 (July 31, 2014 - \$10,344) for filing fees.

Total expenses increased by \$227,512 as compared with the same period in 2014. This is mostly attributable to rent, filling, consulting and salaries expense.

EPS were \$0.43 for the period ended July 31, 2015 (July 31, 2014–\$0.01)

## **5. Liquidity**

At July 31, 2015, the Corporation had \$118,122 in liabilities (July 31, 2014– \$19,015). In addition, the Corporation had a working capital surplus of \$5,950,865 and at (July 31, 2014-\$401,112).

|                     | July 31, 2015 | July 31, 2014 |
|---------------------|---------------|---------------|
| Current Assets      | \$ 5,978,987  | \$ 420,127    |
| Current Liabilities | (118,122)     | (19,015)      |
| Working Capital     | \$ 5,860,865  | \$ 401,112    |

The Company had net income of \$4,895,150 for the nine month ended July 31, 2015 (\$108,115 at July 31, 2014). In addition, it had an accumulated retained earnings of \$3,845,546 (July 31, 2014- \$(1,049,604)).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 2015 beyond an office lease.

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 July 31, 2015, the Company was owed \$108,781 (April 30, 2014- \$Nil) from companies with former common directors or CEO. \$18,356 is unsecured, is payable on demand and which accrues interest at 12% per annum. \$90,425 is unsecured, is non- interest bearing and has no fixed terms of repayment.

On November 21, 2014, the Company acquired of 1,000,000 units of Bard Ventures Ltd. (“Bard”) with common director at \$0.05 per unit for a payment of \$50,000. Each unit consists of one common share in the capital of Bard and one common share pursuant warrant. Each warrant will entitle the Company to purchase one warrant share for a period of 5 years at a price of \$0.05 per share.

On July 31, 2015, the Company was due \$421,789 (April 30, 2014- \$154,794) of trade receivables from companies controlled by a relatives of the former directors or CEO.

The Company incurred the following transactions with companies with common directors and companies controlled by relatives of the former CEO and the current CFO:

|                            | July 31,2015 | July 31,2014 |
|----------------------------|--------------|--------------|
|                            | \$           | \$           |
| Management/consulting fees | 35,000       | 18,500       |
| Accounting Fee             | 12,500       | 15,000       |
| Rent                       | 247,500      | 97,500       |
| Revenue                    | 978,841      | 458,850      |
|                            | 1,261,341    | 574,850      |

## 9. Critical Accounting Estimates

Not applicable to a venture issuer.

## 10. 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).

## 11. 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.

## 12. Share Capital

Common Shares:

On October 07, 2014 the Company received approval from the Canadian Securities Exchange ("CSE") to consolidate its shares on the ratio of one new share for three old shares. Prior to consolidation there were 19,244,899 shares outstanding. Post consolidation there were 6,414,966 shares outstanding.

Authorized:

Unlimited Common voting shares without nominal or par value

Issued:

11,414,966 Common shares – at July 31, 2015 and at the report date

Warrants:

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

Options:

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

## 13. Financing

On November 20, 2014 the Company completed a non-brokered private placement at \$0.05 per unit and raised a total of \$250,000.00 for working capital purposes from the sale of Units. Each unit consists of one common share in the equity of the Company and one share purchase warrant. A warrant entitles the holder to purchase one additional common share of the Company at a price of \$0.05 per share for a period of five years. No finder's fees were paid for this financing.

## 14. Marketable Securities Investment

On March 11, 2015, the Company made a private placement to purchase 4,500,000 units of Ameri-Can Agri Co. Inc. at the price of \$0.10. Each unit consists of one common share and one share purchase warrant.

As of July 31, 2015, the Company's marketable securities was comprised of investments in shares and share purchase warrants of Canadian public companies. Details of the investment as at July 31, 2015 and October 31, 2014 are as follows:

| 31-July-15    | Cost      | Gain(loss)  | Fair value  |
|---------------|-----------|-------------|-------------|
| Common Shares | \$569,759 | \$2,000,756 | \$2,570,515 |
| Warrants      | \$8,083   | \$2,467,666 | \$2,475,749 |
|               | \$577,842 | \$4,468,422 | \$5,046,264 |

  

| 31-Oct-14     | Cost     | Gain(loss) | Fair value |
|---------------|----------|------------|------------|
| Common Shares | \$27,974 | (\$13,055) | \$14,919   |
| Warrants      | \$8,083  | (\$4,440)  | \$3,643    |
|               | \$36,057 | (\$17,495) | \$18,562   |

## 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 short-term 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.

## 16. Financial risk management and capital management (Continued)

### Classification of financial instruments

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

|                           | July 31, 2015 | October 31, 2014 |
|---------------------------|---------------|------------------|
|                           | \$            | \$               |
| Cash and cash equivalents | 326,978       | 454,132          |
| Loans and receivables:    |               |                  |
| Trade receivables         | 418,484       | 405,985          |
| Marketable securities     | 5,046,264     | 18,562           |
| Loan receivables          | 78,480        | -                |
| Due from related parties  | 108,781       | 2,819            |
|                           | 5,978,987     | 881,498          |

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

|                           | July 31, 2015 | October 31, 2014 |
|---------------------------|---------------|------------------|
|                           | \$            | \$               |
| Trade payables & accruals | 22,482        | 51,618           |
| Due to related parties    | -             | 3,000            |
| Payroll liabilities       | 5,640         | 18,647           |
|                           | 28,122        | 73,265           |

### 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.

|                           | As at July 31, 2015    |         |           |
|---------------------------|------------------------|---------|-----------|
|                           | Level 1                | Level 2 | Level 3   |
|                           | \$                     | \$      | \$        |
| Cash and cash equivalents | 326,978                | -       | -         |
| Trade receivables         | -                      | -       | 418,484   |
| Marketable securities     | 2,570,515              | -       | 2,475,749 |
|                           |                        |         |           |
|                           | As at October 31, 2014 |         |           |
|                           | Level 1                | Level 2 | Level 3   |
|                           | \$                     | \$      | \$        |
| Cash and cash equivalents | 454,132                | -       | -         |
| Trade receivables         | -                      | -       | 265,285   |
| Marketable securities     | 14,920                 | -       | 3,642     |



## **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

Cathy Hu, CFO

Gurdeep Johal, Director

Eugene Beukman, Director

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