



Tricon Capital Group Inc.

Management Discussion and Analysis

of Financial Condition and Results of Operations
as of March 31, 2014

Management Discussion and Analysis

of Financial Condition and Results of Operations

Table of Contents

1. Forward-Looking Statements	1
1.1 Introduction	1
1.2 Overview	1
1.3 Key Performance Indicators (Including Non-IFRS Financial Measures)	2
2. Highlights	4
2.1 Operations	4
2.2 Subsequent Events	5
3. Financial Review	5
3.1 Adjusted Financial Information	5
3.2 Reconciliation of MD&A from Financial Statements	9
3.3 Segment Information	12
3.4 Balance Sheet	13
4. Assets Under Management	16
5. Tricon American Homes (U.S. Single-Family Rental)	17
6. Land and Homebuilding	22
7. Private Funds and Advisory	28
8. Subsequent Events	32
8.1 Manufactured Housing	32
8.2 Strategic Investment in The Johnson Companies LP	33
9. Appendix	34
9.1 Controls and Procedures	34
9.2 Liquidity and Capital Resources	34
9.3 Transactions with Related Parties	34
9.4 Dividends	34
9.5 Share Capital and Stock Options	35
9.6 Compensation Incentive Plan	36
9.7 New and Future Accounting Standards	36
9.8 Risk Definition and Management	36
9.9 Staffing	44
9.10 Critical Accounting Estimates	44

Management Discussion and Analysis

of Financial Condition and Results of Operations

1. Forward-Looking Statements

This Management Discussion and Analysis (“MD&A”) contains forward-looking statements with respect to expected financial performance, strategy and business conditions. The words “believe”, “anticipate”, “estimate”, “plan”, “expect”, “intend”, “may”, “project”, “will”, “would” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. These statements reflect management’s current beliefs with respect to future events and are based on information currently available to management. Forward-looking statements involve significant known and unknown risks and uncertainties. Many factors could cause actual results, performance or achievement to be materially different from any future forward-looking statements. Factors that may cause such differences include, but are not limited to, general economic and market conditions, investment performance, financial markets, legislative and regulatory changes, technological developments, catastrophic events and other business risks. These forward-looking statements are as of the date of this MD&A and the Company and management assume no obligation to update or revise them to reflect new events or circumstances except as required by securities laws. The Company and management caution readers not to place undue reliance on any forward-looking statements, which speak only as of the date made.

1.1 Introduction

This MD&A is dated as of May 12, 2014, the date it was approved by the Board of Directors of the Company, and reflects all material events up to that date. It should be read in conjunction with the unaudited condensed consolidated financial statements, including the notes thereof, of Tricon Capital Group Inc. (“Tricon” or the “Company”) for the period ended March 31, 2014. All amounts have been expressed in Canadian dollars, unless otherwise noted. Additional information relating to the Company is available on SEDAR at www.sedar.com.

The unaudited condensed consolidated financial statements for the period ended March 31, 2014 were prepared using accounting policies consistent with those used in preparing the Company’s annual audited consolidated financial statements for the year ended December 31, 2013, which have been prepared in accordance with International Financial Reporting Standards (IFRS).

1.2 Overview

Tricon’s business objective is to invest for investment income and capital appreciation through its Principal Investment business segments and to earn fee income through its Private Funds and Advisory business:

Principal Investment

- (i) Single-Family Rental – Investment in U.S. single-family rental limited partnerships, collectively referred to as Tricon American Homes
- (ii) Land and Homebuilding – Co-investment in development-oriented private comingled funds and separate accounts

Private Funds and Advisory

- (i) Asset management of third-party capital, including private comingled funds and separate accounts; currently, the Company’s asset management business is focused solely on private funds and separate accounts that invest in land and homebuilding assets.

As a principal investor, the Company is focused on related business lines that primarily invest in residential property. At Tricon American Homes, the Company provides equity capital to a network of local, “on the ground” rental operating partners that acquire, renovate, lease and manage single-family homes in the United States. Despite the gradual recovery in the U.S. housing market, the Company continues to purchase single-family homes at discounts to peak pricing and replacement cost, and even to current retail pricing, through foreclosure, short sales and bank REO (real estate owned) sales.

In Tricon’s Land and Homebuilding business, the Company co-invests in private comingled funds and separate accounts that participate in the development of residential real estate across North America. The Company typically co-invests 10% of the total capital required for its various investment vehicles and raises the balance from private investors, which are generally institutional. As a co-investor, the Company earns its pro rata share of investment income, transaction fees and capital gains or fair market value adjustments on the underlying investments. The vast majority of the Company’s co-investment is allocated to investment vehicles focused on the development of U.S. residential land in the fast-growing “sunbelt” markets and in areas that were hard hit by the U.S. housing downturn of 2007–2009.

In our Private Funds and Advisory business, the Company manages and originates investments through private comingled funds and separate investment accounts that participate in the development of real estate in North America by providing equity-type financing to developers. As sponsor, the Company co-invests in most of these investment vehicles through its Principal Investment business. The investments in these private comingled funds and separate accounts are typically related to residential land development, single-family homebuilding, multi-family construction or retail development done in conjunction with residential projects. As manager of these investment vehicles, the Company earns Management Fees, General Partner Distributions and Performance Fees.

1.3 Key Performance Indicators (Including Non-IFRS Financial Measures)

The Company measures the success of the business by employing several key performance indicators that are not recognized under IFRS. These indicators should not be considered an alternative to IFRS financial measures, such as net income. As non-IFRS financial measures do not have standardized definitions prescribed by IFRS, they are less likely to be comparable with other issuers or peer companies. The key performance indicators used by the Company are defined below.

Monitoring changes in **Assets Under Management** (“AUM”) is key to evaluating trends in revenue. Growth in AUM is driven by principal investments and capital commitments to private funds, separate accounts, and side-car investments provided by institutional and high net worth investors. A side-car is a co-investment vehicle under common sponsorship with a Tricon fund. The side-car generally participates in larger investment opportunities brought by the fund sponsor or general partner. The separate account and side-car investments are typically driven by investments in projects with investment criteria outside of an active fund’s discipline or concentration limits.

For reporting purposes, AUM includes balance sheet capital invested in the Company’s Principal Investment segment and capital managed on behalf of third-party investors in its Private Funds and Advisory business, and is calculated as follows:

- (i) Principal investments made by the Company using debt and/or equity. The calculation of AUM varies by business line:
 - **Single-Family Rental (Tricon American Homes):** AUM is equal to the fair value of assets, investment properties and inventory homes, before imputed selling expenses.

- **Land and Homebuilding (Co-Investment in Funds, Separate Accounts and Side-Car Investments):** AUM is calculated as the fair value of invested capital plus unfunded commitments. The Company typically co-invests 10% of the total capital required for its various investment vehicles and raises the balance from private investors, which are generally institutional.
- (ii) Capital commitments by third-party investors in private investment vehicles that are paying Contractual Fees and/or General Partner Distributions:
 - **Comingled Funds:** During a fund’s investment period, AUM is equal to its capital commitment. After the investment period, AUM decreases due to investment realization, and is calculated as outstanding invested capital.
 - **Separate Accounts, Joint Ventures and Side-Cars:** AUM is equal to invested plus unfunded capital commitments, less realized value.

The AUM calculation excludes managed assets in Tricon VI and VII, which do not pay management fees.

For reporting purposes, Investment Income from Principal Investment is broken down by business segment. The Company’s Investment Income derived from its Single-Family Rental business (TAH) is shown as realized and unrealized income:

- **Realized Investment Income – Single-Family Rental:** This represents rental income, net of minority interest and expenses. In addition, but to a lessening degree, the balance includes gross profit from sale of homes. These homes are select properties purchased opportunistically for the purpose of being renovated and sold within six months. Since this figure is included as part of Adjusted EBITDA, it is shown before interest and tax expense.
- **Unrealized Investment Income – Single-Family Rental Fair Value Adjustment:** Each quarter the Company determines the fair value of the Single-Family Rental (“SFR”) investment. The Automated Valuation Model (“AVM”) the Company employs calculates the fair value of the underlying homes, on a house-by-house basis, based on values of comparable sales and listings. An alternative valuation method of Broker Priced Opinion (“BPO”) is utilized when AVM values are unavailable. Capital expenditures for the period and operator performance fees are absorbed by the gross fair value to arrive at a final fair value adjustment for the reporting period.

Single-Family Rental (TAH) Investment Income Breakdown

Line Item	Definition
Gross Rental Operating Income (GROI)	Rental Revenue – Rental Expenses
Gross Profit Margin on Inventory Homes (GPMIH)	Inventory Homes Revenue – (Cost of Homes Sold + Selling Expenses)
Rental Operator Asset Management Fees	Invested Capital x Management Fee Rate (1.0–1.5%)
Operating Expenses	Varies
Non-Controlling Interest (Realized)	Approximately 10–13% x (GROI + GPMIH)
Realized Investment Income – Single-Family Rental	
Fair Value Adjustment	Varies – calculated based on AVM
Non-Controlling Interest (Unrealized)	Performance Fees paid to operators vary depending on each market's FVA for the period
Unrealized Investment Income – Single-Family Rental Fair Value Adjustment	

Single-Family Rental (Tricon American Homes)

Key Performance Metrics

As detailed above, the Company captures ongoing operating performance through Realized Investment Income – Single-Family Rental and the Company reports changes in the underlying fair value of the investments through Unrealized Investment Income – Single-Family Rental Fair Value Adjustment, which includes fair value of homes calculated based on an AVM. However, the Company believes other information or metrics related to the net assets and operating results of Tricon American Homes is relevant in evaluating the operating performance of these underlying assets, as follows. (All information related to the underlying limited partnerships represents non-IFRS financial information.)

- **Gross Yield** for a property refers to its gross annual rent divided by its Capital Invested. Capital Invested is the aggregate of a home's purchase price, closing costs associated with its purchase, and the cost of upfront improvements or renovation.
- **Capitalization Rate** for a rental property is defined as its Gross Rental Operating Income divided by its Capital Invested.
- **Occupancy Rate** represents the number of investment properties in the portfolio that are leased, including those pending move-in with signed lease agreements, as a percentage of total homes in the portfolio.
- **Net Operating Income** represents total rental revenue, less operating rental expenses and property management fees.

Please refer to section 5 – Tricon American Homes for summary statistics, operational performance, and a reconciliation of realized Investment Income – Single-Family Rental to the financial statements.

Investment Income from the Company's co-investment in Land and Homebuilding investment vehicles is reported in the financial statements as Investment Income – Land and Homebuilding. The Company earns Investment Income in its Land and Homebuilding business by:

- Investing directly in new private funds or co-investing alongside investments within those funds or in separate investment accounts
- Investing balance sheet cash in “warehoused” investments that will be offered to new private funds upon their formation
- Investing directly in projects, loans or limited partnerships other than those described above.

The Private Funds and Advisory business reports three main revenue streams:

- **Contractual Fees** are based on the capital committed to investment vehicles during their respective investment periods. Thereafter, these fees are typically calculated on the outstanding invested capital. Contractual Fees decline over time, once the Investment Period expires and as investments are realized.
- **Performance Fees** are calculated based on prescribed formulas within an investment vehicle's Limited Partnership or Trust Agreement. These fees are earned following the repayment of investor capital and a predetermined rate of return and as a result are typically paid toward the end of a fund/investment's term. Performance Fees are typically calculated as 20% of net cash flow and are paid after limited partners' capital has been returned, together with a preferred return on capital of 9–10%. The Performance Fee formula may also contain a “catch-up” provision that enables the Company to earn a higher percentage of net cash flow as a Performance Fee until the ratio of the limited partner return (preferred return plus its share of net cash flow) to Performance Fees paid to the Company is 80/20.
- **General Partner Distributions** are based on prescribed formulas within a Canadian fund's Limited Partnership Agreement and decline over time as investments are realized. They are not contingent on the performance of the private funds.

Key performance measures in addition to revenues and investment income are detailed below:

In management's opinion, Adjusted Base EBITDA, Adjusted EBITDA and Adjusted Net Income are the most useful measures of performance. As detailed in the table below, these include the changes in the fair values of the Company's investments, but exclude both Non-Recurring and Non-Cash Items, including Long-Term Incentive Plan (LTIP) expense and the Net Change in Fair Value of Derivatives.

Income Statement Breakdown

Adjusted Base Revenues

Contractual Fees

General Partner Distributions

Realized Investment Income – Single-Family Rental

Investment Income – Land and Homebuilding

Interest Income

(Adjusted Base Operating Expenses)

(Salaries and Benefits)

(Professional Fees)

(Directors' Fees)

(General and Administration Expenses)

Adjusted Base EBITDA

Unrealized Investment Income – Single-Family

Rental Fair Value Adjustment

Performance Fees

(Annual Incentive Plan)

(Performance Fee-Related Bonus Pool [LTIP])

Adjusted EBITDA

(Stock Compensation Expense)

(Interest Expense)

(Amortization)

Income Tax (Expense) Recovery

Adjusted Net Income

2. Highlights

2.1 Operations

Assets Under Management

AUM at March 31, 2014 increased to over \$2.0 billion, representing a 75% year over year ("YOY") increase as a result of:

- Increased investment in U.S. single-family rental properties of \$356.9 million
- Increased commitment in Tricon XI to US\$333.7 million
- The addition of two new separate accounts and one side-car investment in 2H13 with commitments totaling US\$185.8 million
- The close of one syndicated investment account with a commitment of C\$20.0 million
- Unrealized foreign exchange gain of \$83.6 million

These increases were offset by:

- A \$14.4 million reduction in Tricon VIII's AUM as a result of distributions made to LPs

Operational and Financial Performance

- Adjusted Base Revenue rose 320% YOY to \$22.3 million, which resulted in a 469% YOY increase in Adjusted Base EBITDA. This significant growth was driven by the increase in the Company's share of Investment Income post the acquisition of 68.4% of Tricon IX in 3Q13, as well as continued momentum in Rental Revenue in Tricon American Homes and Contractual Fees generated post the final close of Tricon XI and new separate accounts and side-car investments in 2H13.
- Adjusted EBITDA increased 75% YOY to \$26.3 million. The improvement benefited from robust revenue growth in all of the Company's major business segments including Private Funds and Advisory, Single-Family Rental, and Land and Homebuilding. In particular, Contractual Fees income and Investment Income – Land and Homebuilding increased YOY by 45% and 1,945%, respectively. The Company's revenue growth was further augmented by positive SFR Fair Value Adjustments.
- Adjusted Net Income increased 50% YOY to \$12.4 million, driven by the overall increase in Adjusted EBITDA.
- The 1Q14 Adjusted Basic EPS and Adjusted Diluted EPS decreased by 30% and 45% YOY to \$0.14 and \$0.11, respectively, primarily as a result of a 118% and 158% YOY increase in the weighted average share count to 90.8 million and 109.3 million, respectively.

Single-Family Rental – Tricon American Homes

- Realized Investment Income – Single-Family Rental: As of March 31, 2014, the SFR portfolio had grown 107% YOY to 3,858 homes and produced realized Investment Income of \$3.6 million for the period, representing a 126% YOY and 46% sequential increase. The portfolio occupancy rate of 77% and NOI margin of 64% are consistent with management's expectations for the segment.
- Unrealized Investment Income – Single-Family Rental Fair Value Adjustment: The Company recorded a fair value increase of \$8.6 million and spent \$13.2 million in capital expenditures during the quarter which was absorbed in the fair value of its single-family home portfolio. Since inception, the fair value adjustment ("FVA") has totaled US\$42.9 million or 9.1% of total cost basis. We surpassed 4,000 homes in April 2014 and we are on track to meet or exceed our goal of acquiring 5,000 homes by early 2015.

Land and Homebuilding

- Investment Income – Land and Homebuilding increased in 1Q14 by 1,945% YOY to \$14.8 million, primarily due to the acquisition of the 68.4% interest in Tricon IX in 3Q13.
- In March 2014, the Company completed the Tricon XII investment program with the closing of a C\$60.0 million commitment to the Mahogany master-planned community in Calgary, Alberta, with C\$40.0 million allocated to Tricon XII and C\$20.0 million syndicated to existing limited partners.

2.2 Subsequent Events

- On April 15, 2014, the Company closed on a US\$18.5 million strategic investment to acquire a 50.1% ownership interest in The Johnson Companies LP ("Johnson"), a leading Houston-based land development manager. Tricon will earn recurring cash flow from existing and future management contracts related to the development and sale of master planned communities in the United States that are managed by Johnson.
- On April 24, 2014, the Company entered into a partnership agreement with Cobblestone Real Estate LLC to pursue an acquisition strategy that targets both age-restricted and all-age manufactured housing communities in the U.S. "sun belt" markets.
- On April 30, 2014, the Company announced it had increased its Corporate credit facility to \$105 million from \$45 million. The new credit facility, financed jointly by The Royal Bank of Canada, J.P. Morgan Chase, TD Securities Inc., and Raymond James, is scheduled to mature in April 2018 and the terms are in line with the prior revolver.
- On May 12, 2014, the Board of Directors declared a dividend of 6 cents per share to shareholders of record on June 30, 2014 payable on July 15, 2014.

3. Financial Review

Set out below is a comparative review of adjusted financial results for the period ended March 31, 2014 compared to the same period in 2013. These results should be read in conjunction with the unaudited condensed interim consolidated financial statements.

3.1 Adjusted Financial Information

The following pro-forma information reflects how the Company evaluates ongoing performance. The Company has prepared the Adjusted Financial Information set out below to generate the key business performance metrics of Adjusted Base Revenues, Adjusted Base EBITDA, Adjusted EBITDA, and Adjusted Net Income.

In preparing the adjusted financial information, management has eliminated both Non-Recurring and Non-Cash Items, specifically, LTIP expenses, Net Change in Fair Value of Derivatives, Unrealized Foreign Exchange (Gain) Loss, Financing Fees related to the Tricon American Homes credit facility and imputed selling expenses embedded within Investment Income – Single-Family Rental, Financing Fees related to the Corporate credit facility as well as other Non-Recurring Expenses as detailed in section 3.2 Reconciliation of MD&A from Financial Statements below.

Table 1: Selected Adjusted Income Statement Information

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31			
	2014	2013	Variance (\$)	Variance (%)
Contractual Fees	\$ 3,120,000	\$ 2,147,000	\$ 973,000	45%
General Partner Distributions	730,000	730,000	–	0%
Investment Income – Single-Family Rental ⁽¹⁾	3,598,000	1,595,000	2,003,000	126%
Investment Income – Land and Homebuilding ⁽²⁾	14,804,000	724,000	14,080,000	1945%
Interest Income	18,000	111,000	(93,000)	(84%)
Adjusted Base Revenues	22,270,000	5,307,000	16,963,000	320%
Salaries and Benefits	1,726,000	1,158,000	(568,000)	(49%)
Professional fees	530,000	326,000	(204,000)	(63%)
Directors' fees	161,000	104,000	(57,000)	(55%)
General and Administration Expenses	649,000	344,000	(305,000)	(89%)
Adjusted Base Operating Expenses	3,066,000	1,932,000	(1,134,000)	(59%)
Adjusted Base EBITDA	19,204,000	3,375,000	15,829,000	469%
Annual Incentive Plan	(1,136,000)	(202,000)	(934,000)	462%
Investment Income – SFR Fair Value Adjustment ⁽¹⁾	8,626,000	11,845,000	(3,219,000)	(27%)
Performance Fees	–	8,000	(8,000)	(100%)
Performance Fee-Related Bonus Pool (LTIP)	(383,000)	(4,000)	(379,000)	9475%
Adjusted EBITDA	26,311,000	15,022,000	11,289,000	75%
Stock Option Expense	(554,000)	(42,000)	(512,000)	1219%
Interest Expense	(4,486,000)	(1,640,000)	(2,846,000)	174%
Amortization	(246,000)	(156,000)	(90,000)	58%
Income Tax (Expense) Recovery	(8,602,000)	(4,909,000)	(3,693,000)	75%
Adjusted Net Income	\$ 12,423,000	\$ 8,275,000	\$ 4,148,000	50%
Adjusted Basic Earnings Per Share	\$ 0.14	\$ 0.20		
Adjusted Diluted Earnings Per Share	\$ 0.11	\$ 0.20		
Weighted Average Shares Outstanding – Basic	90,843,782	41,754,012		
Weighted Average Shares Outstanding – Diluted	109,344,002	42,422,929		

(1) The following is a reconciliation of the Investment Income – Single-Family Rental as shown on the Financial Statements to the total Realized and Unrealized Investment Income – Single-Family Rental as presented in the MD&A:

Investment income – Single-Family Rental per Financial Statements	\$ 19,333,000	\$ 13,048,000	\$ 6,285,000	48%
Unrealized Foreign Exchange Gain	(11,222,000)	(3,965,000)	(7,257,000)	183%
Interest Expense	1,917,000	177,000	1,740,000	NM
Tax	1,137,000	3,991,000	(2,854,000)	(72%)
Other Adjustments	1,059,000	189,000	870,000	460%
Investment Income – Single-Family Rental (Realized and Unrealized)	12,224,000	13,440,000	(1,216,000)	(9%)
Realized Investment Income – Single-Family Rental	3,598,000	1,595,000	2,003,000	126%
Unrealized Investment Income – SFR Fair Value Adjustment	8,626,000	11,845,000	(3,219,000)	(27%)
Investment Income – Single-Family Rental (Realized and Unrealized)	\$ 12,224,000	\$ 13,440,000	\$ (1,216,000)	(9%)

(2) The following is a reconciliation of the Investment Income – Land and Homebuilding balance as shown on the Financial Statements to the MD&A:

Investment Income – Land and Homebuilding per Financial Statements	\$ 26,311,000	\$ 813,000	\$ 25,498,000	NM
Unrealized Foreign Exchange Gain	(11,961,000)	(153,000)	(11,808,000)	NM
Tax	454,000	65,000	389,000	598%
Other Adjustments	–	(1,000)	1,000	(100%)
Investment Income – Land and Homebuilding	\$ 14,804,000	\$ 724,000	\$ 14,080,000	1945%

Adjusted Base Revenue

- **Contractual Fees** increased in 1Q14 by 45% YOY as a result of the growth in AUM from Tricon XI and the addition of two separate accounts and one side-car investment in 2H13.
- **General Partner Distributions** are earned exclusively on Tricon XII, and were flat in 1Q14 with the prior year's results.
- **Realized Investment Income – Single-Family Rental:** As of March 31, 2014, the SFR portfolio had grown 107% YOY to 3,858 homes and produced Investment Income of \$3.6 million for the period, representing a 126% YOY and 46% sequential increase. The portfolio occupancy rate of 77% and NOI margin of 64% are consistent with management's expectations for the segment. *Refer to section 5 – Tricon American Homes.*
- **Investment Income – Land and Homebuilding** increased in 1Q14 by 1,945% YOY to \$14.8 million, primarily due to the acquisition of the 68.4% interest in Tricon IX in 3Q13.
- **Interest Income** consists of interest earned on cash, short-term and other investments, and preferred return received from additional closings of private funds. The 84% YOY decrease for 1Q14 reflects a lower average interest-earning cash and short-term investments balance during the quarter.

Adjusted Base Operating Expenses

- **Salaries and Benefits** for 1Q14 increased by 49% YOY as a result of normal increases in base salaries, an average of 5% for existing employees, and the hiring of nine new employees over the past 12 months for a 33% YOY increase in headcount.
- **Professional Fees** increased in 1Q14 by 63% YOY as a result of an increase in legal fees paid on corporate matters and new separate accounts, professional fees incurred on strategic initiatives, and additional placement fees incurred on the recruitment of new employees.

- **Directors' Fees** increased in 1Q14 by 55% YOY as a result of additional meetings held and an increase in the value of Deferred Share Units ("DSUs") held by directors. The directors have the right to participate in the Company's DSU Plan and receive all or a portion of their compensation in the form of Independent Director DSUs. Two of the directors participate in the plan and the units held are fair valued at the end of each quarter.
- **General and Administration Expense** increased in 1Q14 by 89% YOY, as a result of increased public company costs, travel expenses, and expenses related to the new office in San Francisco which opened in 3Q13.

Adjusted EBITDA

- **Unrealized Investment Income – Single-Family Rental Fair Value Adjustment:** The Company recorded a fair value increase of \$8.6 million and spent \$13.2 million in capital expenditures during the quarter which was absorbed in the fair value of its single-family home portfolio. Since inception, the FVA has totaled US\$42.9 million or 9.1% of total cost basis. *Refer to section 5 – Tricon American Homes.*
- **Performance Fees:** The Company did not earn any Performance Fees in 1Q14.
- **Annual Incentive Plan ("AIP")** increased in 1Q14, to address the 33% YOY growth in the number of employees. Starting in 1Q14, AIP was calculated as 15% of Adjusted Base EBITDA less Tricon IX Investment Income; therefore, total AIP for the quarter was higher than in 1Q13 due to the higher percentage applied and the increased Adjusted Base EBITDA.
- **Performance Fee-Related Bonus Pool (LTIP)** for 1Q14 consists of LTIP of \$0.4 million related to the grant of DSUs on Investment Income earned on Tricon IX.

Table 2: Compensation Plans

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
AIP			
Adjusted Base EBITDA	\$ 19,204,000	\$ 3,375,000	\$ (15,829,000)
Less: Tricon IX Investment Income	11,628,000	–	(11,628,000)
Base for AIP Calculation	7,576,000	3,375,000	(27,457,000)
60% to be Paid in Cash	682,000	202,000	(480,000)
40% in Deferred Share Units	454,000	–	(454,000)
Total AIP Awarded	\$ 1,136,000	\$ 202,000	\$ (934,000)
LTIP			
LTIP at 15% on Tricon IX Investment Income ⁽¹⁾	\$ 383,000	\$ –	\$ (383,000)
LTIP at 50% on Performance Fees Received	–	4,000	4,000
Stock Option Expense	554,000	42,000	(512,000)
Total LTIP for the Period	\$ 937,000	\$ 46,000	\$ (891,000)

(1) The Performance Fee-Related Bonus Pool includes 15% on Tricon IX Investment Income earned. The full 15% is paid out in the form of deferred share units which vest over five years. Under IFRS 2, these units are expensed over six years on a graded basis.

Adjusted Net Income

- Adjusted EBITDA increased in 1Q14 by 75% YOY, as a result of the reasons described above.
- Stock Compensation Expense increased as a result of additional DSUs issued for LTIP on Investment Income – Tricon IX.
- Interest Expense increased by 174% YOY in 1Q14, representing interest incurred in respect of the two convertible debentures, as well as the Company's share in the interest expense on the increased use of Tricon American Homes' credit facility. Note that the interest expense incurred on the TAH credit facility is included in the Investment Income – Single-Family Rental balance shown on the consolidated financial statements.

Table 3: Interest Expense

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
Interest Expense – Single-Family Rental	\$ 1,917,000	\$ 177,000	\$ 1,740,000
Interest Expense – Convertible Debentures	2,344,000	1,462,000	882,000
Interest Expense – Corporate	225,000	–	225,000
Total Interest Expense	\$ 4,486,000	\$ 1,639,000	\$ 2,847,000

- Amortization represents depreciation on fixed assets and amortization of placement fees and rights to performance fees on private funds. Amortization expense was higher by 58% YOY in 1Q14 due to the amortization of additional placement fees incurred on the second, third, and final closing of Tricon XI.
- In the Adjusted Net Income calculation, Income Tax includes corporate income tax as reported in the financial statements as well as the income tax for non-consolidated subsidiaries. The 1Q14 Corporate Income Tax Expense of \$5.2 million is comprised of \$3.7 million of deferred tax expense and \$1.5 million of current tax expense. Tax expense on non-consolidated subsidiaries amounted to \$1.6 million for 1Q14. Deferred tax expense relates to fair value adjustments on investments, equity issuance costs, debenture issuance costs and prior year adjustments, offset by net operating losses. The Non-Cash and Non-Recurring Items referred to in the table below are reported in greater detail in Table 6: Reconciliation of Net Income to Adjusted Net Income.
- The increased tax expense in 1Q14 is due to higher earnings reported, primarily from an increase in Investment Income earned from the Company's acquisition of a 68.4% interest in Tricon IX in 3Q13 and from additional contractual fees earned on new separate accounts and the second, third, and final closing of Tricon XI in 2H13.

Table 4: Adjusted Income Tax Expense

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
Adjusted EBT	\$ 21,025,000	\$ 13,184,000	\$ 7,841,000
Tax Expense per Financial Statement	(5,198,000)	(439,000)	(4,759,000)
Tax Expense SFR (reallocated from Investment Income – Single-Family Rental)	(1,137,000)	(3,991,000)	2,854,000
Tax Expense Land and Homebuilding (reallocated)	(454,000)	(65,000)	(389,000)
Tax Expense on Non-Cash and Non-Recurring Items Removed	(1,813,000)	(414,000)	(1,399,000)
Income Tax Expense	(8,602,000)	(4,909,000)	(3,693,000)
Adjusted Net Income	\$ 12,423,000	\$ 8,275,000	\$ 4,148,000
Tax Rate	26.5%	26.5%	

3.2 Reconciliation of MD&A from Financial Statements

Net income (loss) from the consolidated financial statements is summarized below:

Table 5: Net Income

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
Total Revenues	\$ 49,512,000	\$ 16,857,000	\$ 32,655,000
Total Expenses	(12,103,000)	(6,739,000)	(5,364,000)
Income Tax Expense	(5,198,000)	(439,000)	(4,759,000)
Net Income for the Period	\$ 32,211,000	\$ 9,679,000	\$ 22,532,000
Basic Income (Loss) per Share	\$ 0.35	\$ 0.23	
Diluted Income (Loss) per Share	\$ 0.30	\$ 0.23	

The following is a reconciliation of Net Income (Loss) to Adjusted Net Income showing both Non-Recurring and Non-Cash adjustments.

Table 6: Reconciliation of Net Income to Adjusted Net Income

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
Net Income for the Period	\$ 32,211,000	\$ 9,679,000	\$ 22,532,000
Adjustments:			
Long-Term Incentive Plan (including LTIP on Tricon IX Investment Income)	5,181,000	1,383,000	3,798,000
Long-Term Incentive Plan Actual	(937,000)	(46,000)	(891,000)
Phantom Units	108,000	126,000	(18,000)
Non-recurring Salaries and Benefits Expense	1,538,000	–	1,538,000
Bond Discount Amortization	1,007,000	667,000	340,000
Financing Charges – SFR Facility	210,000	189,000	21,000
Unrealized SFR Selling Expenses	849,000	–	849,000
Net Change in Fair Value of Derivative	(1,998,000)	1,180,000	(3,178,000)
Unrealized Foreign Exchange (Gain) Loss	(751,000)	(370,000)	(381,000)
Unrealized Foreign Exchange (Gain) Loss on Co-Investments	(11,960,000)	(154,000)	(11,806,000)
Unrealized Foreign Exchange (Gain) Loss on Investment – SFR	(11,222,000)	(3,965,000)	(7,257,000)
Total Non-Recurring and Non-Cash Adjustments	(17,975,000)	(990,000)	(16,985,000)
Tax Effect of Above Adjustments (Expense)	(1,813,000)	(414,000)	(1,399,000)
Non-Recurring and Non-Cash Adjustments after Taxes	(19,788,000)	(1,404,000)	(18,384,000)
Adjusted Net Income	\$ 12,423,000	\$ 8,275,000	\$ 4,148,000

- **Long-Term Incentive Plan** – Per IFRS, the Company is required to estimate the potential LTIP payable based on the estimated fair value of assets within the managed private funds.
- **Phantom Units Expense** – The expense incurred relates to units issued to employees in the prior year and therefore the balance has been removed from the Company’s performance metrics.
- **Bond Discount Amortization** – Per IFRS, the Company is required to discount expected cash flows of the convertible debentures using an effective interest rate and report Debentures Payable at amortized cost. The corresponding amortization expense is non-cash in nature and is therefore removed when calculating Adjusted Net Income.
- **Unrealized SFR Selling Expenses** – The Unrealized Investment Income – Single-Family Rental Fair Value Adjustment balance includes imputed, non-cash selling costs on the portfolio of Investment Properties assumed as 1% of fair value. This non-cash item has therefore been removed when calculating Adjusted Net Income.
- **Convertible Debentures** – The Company is required to fair value the embedded derivative components of the convertible debentures quarterly, resulting in a large non-cash expense on the income statement. This non-cash item has therefore been removed when calculating Adjusted Net Income.
- **Unrealized Foreign Exchange Gain** – Foreign exchange fluctuations do not significantly expose the Company to near-term economic gains or losses since the Company does not convert most of the US dollars earned into Canadian dollars, which would crystallize the gains or losses. Instead, it retains the majority of the US dollars earned for investment in future U.S. private funds and direct investments. As a result, the balance has been removed when calculating the Adjusted Base EBITDA, Adjusted EBITDA and Adjusted Net Income amounts set out above. Notwithstanding the foregoing, the Company is currently considering hedging alternatives.

Please see section 3.1 – Adjusted Financial Information above for more detailed explanations.

Table 7: Key Non-IFRS Performance Measures

For the Three Months Ended	31-Mar-2014	31-Dec-2013	30-Sep-2013	30-Jun-2013	31-Mar-2013	31-Dec-2012	30-Sep-2012	30-Jun-2012
Assets Under Management	\$ 2,034,505,000	\$ 1,857,804,000	\$ 1,624,430,000	\$ 1,294,911,000	\$ 1,159,917,000	\$ 1,115,433,000	\$ 1,053,312,000	\$ 1,193,152,000
Adjusted Base EBITDA	\$ 19,204,000	\$ 15,347,000	\$ 15,526,000	\$ 4,029,000	\$ 3,375,000	\$ 4,169,000	\$ 3,340,000	\$ 3,457,000
Adjusted EBITDA	\$ 26,311,000	\$ 28,193,000	\$ 17,188,000	\$ 8,399,000	\$ 15,022,000	\$ 3,363,000	\$ 3,379,000	\$ 2,949,000
Adjusted Net Income	\$ 12,423,000	\$ 12,121,000	\$ 10,053,000	\$ 4,213,000	\$ 8,275,000	\$ 804,000	\$ 1,645,000	\$ 1,926,000
Adjusted Basic Earnings per Share	\$ 0.14	\$ 0.13	\$ 0.15	\$ 0.10	\$ 0.20	\$ 0.02	\$ 0.05	\$ 0.07
Adjusted Diluted Earnings per Share	\$ 0.11	\$ 0.11	\$ 0.15	\$ 0.10	\$ 0.20	\$ 0.02	\$ 0.05	\$ 0.07

The following quarterly information is from the Company's unaudited quarterly financial statements.

Table 8: Summary of Quarterly Income Statement Information

(Rounded to nearest thousands of dollars)

For the Three Months Ended	31-Mar-2014	31-Dec-2013	30-Sep-2013	30-Jun-2013	31-Mar-2013	31-Dec-2012	30-Sep-2012	30-Jun-2012
Contractual Management Fees	\$ 3,120,000	\$ 5,240,000	\$ 5,684,000	\$ 2,068,000	\$ 2,147,000	\$ 2,197,000	\$ 2,472,000	\$ 3,445,000
General Partner Distribution	730,000	746,000	746,000	737,000	730,000	743,000	744,000	915,000
Performance Fees	–	24,000	–	163,000	8,000	12,000	8,000	75,000
Investment Income	–	–	–	–	–	–	–	–
Interest Income	18,000	909,000	77,000	205,000	111,000	89,000	194,000	185,000
Total Revenue	3,868,000	6,919,000	6,507,000	3,173,000	2,996,000	3,041,000	3,418,000	4,620,000
Investment income								
– Single-Family Rental	19,333,000	17,822,000	(2,217,000)	8,505,000	13,048,000	1,258,000	(1,841,000)	44,000
Investment income								
– Land and Homebuilding	26,311,000	18,147,000	14,537,000	985,000	813,000	2,806,000	1,411,000	234,000
Total Investment Income	45,644,000	35,969,000	12,320,000	9,490,000	13,861,000	4,064,000	(430,000)	278,000
Total Revenue and Investment Income	49,512,000	42,888,000	18,827,000	12,663,000	16,857,000	7,105,000	2,988,000	4,898,000
Salaries and Benefits	3,264,000	1,426,000	1,232,000	1,176,000	1,158,000	1,027,000	935,000	897,000
Annual Incentive Plan	1,245,000	1,593,000	2,310,000	1,005,000	328,000	902,000	150,000	729,000
Long-Term Incentive Plan	5,181,000	(287,000)	4,048,000	732,000	1,383,000	135,000	923,000	398,000
Stock Compensation Expense	–	–	–	–	–	–	100,000	140,000
Professional Fees	530,000	494,000	429,000	375,000	326,000	533,000	309,000	200,000
Directors' Fees	161,000	101,000	85,000	43,000	104,000	51,000	97,000	45,000
Formation Cost	–	–	–	–	–	–	(265,000)	49,000
General and Administration Expense	649,000	503,000	429,000	390,000	344,000	268,000	242,000	220,000
Interest Expense	3,576,000	3,491,000	3,839,000	3,238,000	2,130,000	1,440,000	961,000	–
Net Change in Fair Value of Financial Instruments								
Through (Profit) Loss	(1,998,000)	12,683,000	396,000	(8,579,000)	1,180,000	5,328,000	2,343,000	–
Transaction costs	–	5,000	4,619,000	–	–	–	–	–
Amortization	246,000	212,000	209,000	186,000	156,000	306,000	290,000	274,000
Realized and Unrealized Foreign Exchange (Gain) Loss	(751,000)	(915,000)	1,005,000	(911,000)	(370,000)	(878,000)	1,114,000	(845,000)
Total Expenses	12,103,000	19,306,000	18,601,000	(2,345,000)	6,739,000	9,112,000	7,099,000	1,967,000
Income (Loss) Before								
Income Taxes	37,409,000	23,582,000	226,000	15,008,000	10,118,000	(2,007,000)	(4,111,000)	2,931,000
Income Tax (Expense) Recovery	(5,198,000)	(7,352,000)	(2,445,000)	(2,626,000)	(439,000)	(508,000)	25,000	(771,000)
Net income (loss)	32,211,000	16,230,000	(2,219,000)	12,382,000	9,679,000	(2,515,000)	(4,086,000)	2,160,000
Cumulative Translation Reserve	157,000	(38,000)	–	–	–	–	–	–
Comprehensive income (loss) for the period	\$ 32,368,000	\$ 16,192,000	\$ (2,219,000)	\$ 12,382,000	\$ 9,679,000	\$ (2,515,000)	\$ (4,086,000)	\$ 2,160,000
Basic Earnings per Share	\$ 0.35	\$ 0.18	\$ (0.03)	\$ 0.30	\$ 0.23	\$ (0.07)	\$ (0.13)	\$ 0.08
Diluted Earnings per Share	\$ 0.30	\$ 0.18	\$ (0.03)	\$ 0.14	\$ 0.23	\$ (0.07)	\$ (0.13)	\$ 0.08
Weighted Average Shares								
Outstanding	90,843,782	90,664,248	67,951,122	41,764,212	41,754,012	34,696,264	31,167,971	26,855,471
Weighted Average Shares								
Outstanding – Diluted	109,344,002	109,044,166	68,506,729	60,114,888	42,422,929	34,710,639	31,181,721	26,855,471

3.3 Segment Information

- Segment information is provided below for a greater understanding of Adjusted EBITDA as generated from the three business segments, before and after overhead allocation.
- Specific overhead expenses are allocated to the corresponding business line, while non-specific expenses are allocated to each business segment based on the segment's year-to-date base revenue as a percentage of the total. The Company changed to this allocation methodology in 2Q13 from AUM, which is more reflective of fee revenue earned and is a proxy for its Fund Management business. Actual Base Revenues earned takes into account all business lines and is a consistent metric over time.
- The Company believes this general overhead allocation method is practical and better reflects each segment's overhead costs.
- The LTIP balance set out below does not include Stock Compensation Expense.

Table 9: Segment Information

(Rounded to nearest thousands of dollars)

For the Three Months Ended March 31, 2014

	Private Funds	Principal Investing		Total
		Single-Family Rental (TAH)	Land and Homebuilding	
Adjusted Base Revenues	\$ 3,868,000	\$ 3,598,000	\$ 14,804,000	\$ 22,270,000
Overhead Allocation	(533,000)	(496,000)	(2,037,000)	(3,066,000)
Adjusted Base EBITDA	3,335,000	3,102,000	12,767,000	19,204,000
Annual Incentive Plan	(197,000)	(184,000)	(755,000)	(1,136,000)
Investment Income – Single-Family Rental				
Fair Value Adjustment	–	8,626,000	–	8,626,000
Performance Fees	–	–	–	–
Performance Fee-Related Bonus Pool (LTIP)	(383,000)	–	–	(383,000)
Adjusted EBITDA	\$ 2,755,000	\$ 11,544,000	\$ 12,012,000	\$ 26,311,000
Segment Adjusted Base EBITDA / Total Adjusted				
Base EBITDA	17.4%	16.2%	66.5%	100.0%
Segment Adjusted EBITDA / Total Adjusted EBITDA	10.5%	43.9%	45.7%	100.0%
Adjusted Base EBITDA Margin				86.2%

For the Three Months Ended March 31, 2013

	Private Funds	Principal Investing		Total
		Single-Family Rental (TAH)	Land and Homebuilding	
Adjusted Base Revenues	\$ 2,988,000	\$ 1,595,000	\$ 724,000	\$ 5,307,000
Overhead Allocation	(1,089,000)	(580,000)	(263,000)	(1,932,000)
Adjusted Base EBITDA	1,899,000	1,015,000	461,000	3,375,000
Annual Incentive Plan	(114,000)	(61,000)	(27,000)	(202,000)
Investment Income – Single-Family Rental				
Fair Value Adjustment	–	11,845,000	–	11,845,000
Performance Fees	8,000	–	–	8,000
Performance Fee-Related Bonus Pool (LTIP)	(4,000)	–	–	(4,000)
Adjusted EBITDA	\$ 1,789,000	\$ 12,799,000	\$ 434,000	\$ 15,022,000
Segment Adjusted Base EBITDA / Total Adjusted				
Base EBITDA	56.3%	30.1%	13.7%	100.0%
Segment Adjusted EBITDA / Total Adjusted EBITDA	11.9%	85.2%	2.9%	100.0%
Adjusted Base EBITDA Margin				63.6%

3.4 Balance Sheet

Due to the adoption of the Investment Entity amendments, the balance sheet no longer consolidates the results of operations and financial position on a line-by-line basis for its wholly-owned subsidiaries that hold investments or co-investments in Tricon IX, Tricon XI, Tricon XII, the Separate Account loans, and the U.S. single-family rental limited partnerships. The investments in these entities are now presented as investments in the consolidated balance sheet and are measured at fair value with changes in fair value reflected as investment income in the consolidated statement of comprehensive income.

Table 10: Balance Sheet

(Rounded to nearest thousands of Canadian dollars)	March 31, 2014	December 31, 2013	Variance (\$)	Variance (%)
Current Assets				
Cash and Cash Equivalents	\$ 3,935,000	\$ 13,122,000	\$ (9,187,000)	(70%)
Accounts Receivable	3,758,000	2,920,000	838,000	29%
Prepaid Expenses and Other Assets	1,587,000	416,000	1,171,000	281%
	9,280,000	16,458,000	(7,178,000)	(44%)
Non-Current Assets				
Investments – Single-Family Rental	320,022,000	287,053,000	32,969,000	11%
Investments – Land and Homebuilding	355,542,000	332,556,000	22,986,000	7%
Intangible Assets	4,239,000	4,441,000	(202,000)	(5%)
Office Equipment and Leasehold Improvements	605,000	470,000	135,000	29%
Deferred Income Tax Assets	–	1,965,000	(1,965,000)	(100%)
	680,408,000	626,485,000	53,923,000	9%
Total Assets	\$ 689,688,000	\$ 642,943,000	\$ 46,745,000	7%
Current Liabilities				
Accounts Payable and Accruals	4,012,000	8,818,000	(4,806,000)	(55%)
Long-Term Incentive Plan – Current Portion	773,000	11,000	762,000	NM
Dividends Payable	5,431,000	5,417,000	14,000	0%
Income Taxes Payable	1,336,000	2,512,000	(1,176,000)	(47%)
Bank Debt	22,757,000	4,354,000	18,403,000	423%
Interest Payable	278,000	2,333,000	(2,055,000)	(88%)
	34,587,000	23,445,000	11,142,000	48%
Non-Current Liabilities				
Deferred Income Tax Liabilities	4,058,000	2,312,000	1,746,000	76%
Long-Term Incentive Plan – Non-Current Portion	15,493,000	10,635,000	4,858,000	46%
Derivative Financial Instruments	44,966,000	46,964,000	(1,998,000)	(4%)
Debentures Payable	104,140,000	102,790,000	1,350,000	1%
Total Liabilities	203,244,000	186,146,000	17,098,000	9%
Equity				
Share Capital	456,951,000	455,191,000	1,760,000	0%
Contributed Surplus	7,106,000	6,113,000	993,000	16%
Accumulated Other Comprehensive Loss	119,000	(38,000)	157,000	(413%)
Deficit	22,268,000	(4,469,000)	26,737,000	(598%)
Total Equity	486,444,000	456,797,000	29,647,000	6%
Total Liabilities and Equity	\$ 689,688,000	\$ 642,943,000	\$ 46,745,000	7%

Assets

In 1Q14, the Company's assets increased 7% sequentially to \$689.7 million, primarily due to the additional Investment Properties purchased in Tricon American Homes as well as the fair value increase to the Land and Homebuilding business.

- **Cash Available for Investment** – Based on cash on hand, undrawn capacity on the Corporate credit facility and expected cash inflows, the Company has sufficient cash available to fund its remaining commitment to funds Tricon IX, Tricon XI and Tricon XII as well as to the Cross Creek Ranch, Fulshear Farms, Vistancia West, and Grand Lakes co-investments.
- **Investment – Single-Family Rental** – The balance represents the Company's proportionate share of the fair value of net assets in single-family rental partnerships. An Automated Valuation Model (AVM) is used to determine the fair value of the homes, on a house-by-house basis. The AVM calculates fair value by analyzing values of comparable properties, historical house price movements, and property specifications (i.e., number of bedrooms and bathrooms, square footage, etc.). To derive the quarterly change in fair value, the Company deducts the previous quarter's AVM value as well as acquisition costs, capital expenditures for the quarter, and imputed selling costs, which are assumed to be 1% and 5% of fair value of Investment Properties and Inventory Homes, respectively. Valuations are performed on a quarterly basis. Note that the AVM data does not necessarily take into account the physical condition of the properties or additional renovations performed on the homes, and is not necessarily reflective of changes in current market conditions since transactional data may lag from three to six months.

By the end of 1Q14 the Company had invested US\$269.7 million in its U.S. single-family rental investment strategy which, when combined with fair value adjustments, resulted in a total net investment, i.e., Investment – Single-Family Rental, of \$320.0 million (US\$290.9 million). As shown in the table below, this amount represents the fair value of the SFR assets less the fair value of the SFR liabilities and the non-controlling interest.

Table 11: Summary of Tricon American Homes Balance Sheet

(Rounded to nearest thousands of dollars)	As of March 31, 2014		As of December 31, 2013	
	USD	CAD	USD	CAD
Housing Inventories	\$ 12,724,000	\$ 14,083,000	\$ 17,154,000	\$ 18,388,000
Investment Properties	482,601,000	534,141,000	406,514,000	435,767,000
Other Assets	35,796,000	38,361,000	32,550,000	34,802,000
Total Assets	531,121,000	586,585,000	456,218,000	488,957,000
Current Liabilities	9,043,000	10,009,000	5,409,000	5,798,000
Deferred Income Tax Liabilities	5,930,000	7,206,000	4,290,000	4,599,000
Other Long-Term Liabilities	101,000	112,000	101,000	108,000
Bank Loans	189,998,000	210,289,000	137,630,000	147,534,000
Total Liabilities	205,072,000	227,616,000	147,430,000	158,039,000
Net Assets – Single-Family Rental	\$ 326,049,000	\$ 358,969,000	\$ 308,788,000	\$ 330,918,000
Investments – Single-Family Rental⁽¹⁾	290,860,000	320,022,000	268,467,000	287,053,000
Non-controlling interest⁽¹⁾	35,189,000	38,947,000	40,321,000	43,222,000

(1) Translation of SFR balance sheet items was calculated based on the average year-to-date foreign exchange rate.

- **Investments – Land and Homebuilding** – The balance represents the fair value of net assets of the Company's co-investment in funds, with the investment in underlying projects being a significant portion of net assets. The fair value of the investment in underlying projects is determined using discounted cash flows, appraised values or implied multiples from recent transactions involving similar assets.

In addition, the balance includes the fair value of our co-investment in separate accounts or joint ventures which is calculated based on predetermined formulas specified in the limited partnership agreement. The inputs into the calculations include the fair value of the land and the fair value of the working capital held by the limited partnerships. The fair value of the land is based on appraisals prepared by an external third-party valuator or based on internal valuations.

In 1Q14, total co-investments increased to \$355.5 million driven largely by the continued momentum reflected in the fair value increase in the co-investment in Tricon IX. In 1Q14, the Company received a US\$1.7 million distribution from its Tricon IX investment, resulting in a total of US\$23.4 million of cash received since making the initial investment in 3Q13. Subsequently, in April 2014, the Company received US\$10.3 million in cash distributions from Tricon IX. Refer to Table 19: Summary of Investment – Land and Homebuilding.

Liabilities

In 1Q14, the Company's liabilities increased 9% sequentially to \$203.2 million as a result of the following:

- **Convertible Debentures** – As at March 31, 2014, the balance of the Debentures Payable, as calculated at amortized cost, increased by 1% YOY to \$104.1 million.
- **Derivative Financial Instrument** – The conversion and redemption options available within both series of convertible debentures are reported at fair value on a quarterly basis. As at March 31, 2014, the fair value of the “embedded derivative payable” decreased by 4% YOY to \$45.0 million as a result of an overall increase in the Company's stock price during the quarter.
- **Corporate Credit Facility** – Effective August 2013, the Company has a \$45.0 million credit facility with The Royal Bank of Canada and J. P. Morgan Chase with a four-year term. The interest rate is determined on a pricing matrix ranging between Libor plus 3.5–4.0% depending on certain quarterly financial covenants. As of March 31, 2014, US\$20.6 million (C\$22.8 million) was drawn on the credit facility, which will mature on various dates between April 14 to May 27, 2014. The interest rate on the drawn amount was 3.75%. During the quarter, interest expense incurred in the period ended March 31, 2014 was US\$215,000 (\$225,000 Canadian).
- **Current Liabilities** – In 1Q14, Current Liabilities increased by 48% YOY to \$34.6 million over 4Q13 primarily as a result of the bank debt outstanding, as described above.
- **Long-term Incentive Plan** – As at March 31, 2014, the Company recorded potential future LTIP of \$15.5 million, representing a 46% YOY increase. It should be noted that LTIP is only paid if and when the corresponding Performance Fees are earned and recognized as revenue in the future.
- **Deferred Income Tax Liabilities** – This balance relates to placement fees incurred on private funds and unrealized gains on co-investments. Unrealized gains are not taxable until realized in the future. The balance increased 76% YOY mainly as a result of higher fair value adjustments recognized during the quarter.

Table 12: Shares Outstanding

	Total	Time Weighted For the Three Months Ended March 31, 2014
Basic Shares Outstanding		
Share Capital	90,513,609	90,410,432
Unissued Vested Phantom Units/DSU	433,350	433,350
Weighted Average/Total Number of Basic Shares Outstanding	90,946,959	90,843,782
Fully Diluted Shares Outstanding		
DSU Tricon IX	468,989	468,989
AIP Share Compensation	173,424	173,424
Stock Options	468,158	468,158
Director's fee	1,639	1,639
Convertible Debentures	17,388,010	17,388,010
Adjustment for Dilution	18,500,220	18,500,220
Weighted Average/Total Number of Fully Diluted Shares Outstanding	109,447,179	109,344,002

The fully diluted shares outstanding reflect the conversion of all outstanding convertible debentures, which were dilutive for the period ended March 31, 2014.

4. Assets Under Management

As of March 31, 2014, our total AUM was \$2.0 billion, an increase of 75% YOY. This growth was driven by a \$356.9 million investment increase in Tricon American Homes, several closings in Tricon XI in 2H13 with additional commitments of US\$208.7 million for a total of US\$333.7 million, our largest fund to date, the close of new separate accounts and side-car investments in 2H13 with commitments of US\$185.8 million, and the close of one syndicated account this quarter with commitments of C\$20.0 million. A summary of AUM by fund is presented below.

Our Private Funds and Advisory business derives its revenue principally from Contractual Fees, General Partner Distributions and Performance Fees. A major factor in determining the fees ultimately earned is the amount of third-party AUM, which totaled approximately \$1.1 billion as of March 31, 2014.

The AUM calculation excludes managed assets in Tricon VI and VII which do not pay management fees. As of March 31, 2014, the fair value of assets under Tricon VI and VII totaled C\$5.9 million and US\$30.3 million, respectively.

Table 13: Assets Under Management

(in Canadian dollars unless otherwise noted)

Investment	Currency	Initial Close	Investment Period End	Capitalization		Assets Under Management ⁽³⁾ (Canadian Equivalent) ⁽²⁾		
				Originating Currency	Canadian Equivalent ⁽²⁾	March 31, 2014	December 31, 2013	March 31, 2013
Tricon VIII	CA	October 2005	June 2008	101,124,000	101,124,000	\$ 39,071,000	\$ 39,071,000	\$ 53,433,000
Tricon IX	US	May 2007	January 2012	105,000,000	116,078,000	116,078,000	111,678,000	334,142,000
Tricon X	CA	April 2008	April 2011	85,362,000	85,362,000	84,035,000	79,713,000	79,949,000
Tricon XI	US	August 2012	December 2016	308,740,000	341,312,000	341,312,000	328,376,000	101,600,000
Tricon XII	CA	March 2011	March 2014	175,750,000	175,750,000	175,750,000	175,750,000	175,750,000
Total Private Funds AUM						756,246,000	734,588,000	744,874,000
Cross Creek Ranch	US	June 2012	–	129,600,000	143,273,000	105,465,000	101,467,000	131,673,000
Fulshear Farms	US	September 2013	–	45,000,000	49,748,000	49,748,000	47,862,000	–
Grand Lakes	US	November 2013	–	72,675,000	80,342,000	80,342,000	77,297,000	–
Total Separate Accounts AUM						235,555,000	226,626,000	131,673,000
Vistancia West	US	September 2013	–	44,550,000	49,250,000	49,250,000	–	–
Syndicated Investments	US	–	–	1,000,000	1,106,000	1,106,000	1,064,000	1,016,000
Syndicated Investments	CA	–	–	45,476,000	45,476,000	39,366,000	19,366,000	25,476,000
Total Side-car / Syndicated AUM						89,722,000	20,430,000	26,492,000
Private Funds and Advisory AUM⁽¹⁾						\$ 1,081,523,000	\$ 981,644,000	\$ 903,039,000
Co-Investment								
(Cross Creek Ranch)	US	June 2012	–	14,400,000	15,919,000	16,187,000	15,075,000	14,631,000
Co-Investment								
(Fulshear Farms)	US	September 2013	–	5,000,000	5,528,000	5,528,000	5,318,000	–
Co-Investment								
(Vistancia West)	US	September 2013	–	10,450,000	11,552,000	11,669,000	58,967,000	–
Co-Investment (Grand Lakes)	US	November 2013	–	8,075,000	8,927,000	9,256,000	8,821,000	–
Co-Investment (Tricon IX) ⁽⁴⁾	US	May 2007	January 2012	226,775,000	250,700,000	305,644,000	284,721,000	–
Co-Investment (Tricon XI)	US	August 2012	November 2016	25,000,000	27,638,000	29,956,000	27,665,000	25,400,000
Co-Investment (Tricon XII)	CA	March 2011	March 2014	20,000,000	20,000,000	21,031,000	19,652,000	20,000,000
Tricon American Homes ⁽⁵⁾	US	May 2012	–	409,552,000	452,760,000	553,711,000	455,941,000	196,847,000
Principal Investments AUM						\$ 952,982,000	\$ 876,160,000	\$ 256,878,000
Total Assets Under Management						\$ 2,034,505,000	\$ 1,857,804,000	\$ 1,159,917,000

(1) Represents third-party AUM which generates Contractual Fee revenue for the Company.

(2) Foreign exchange rates used at each balance sheet date are: at March 31, 2014 CA\$1.1055 per US\$1.00, at December 31, 2013 CA\$1.0636 per US\$1.00, and at March 31, 2013 CA\$1.016 per US\$1.00.

(3) Refer to Section 1.3 for definitions of Assets Under Management for each type of investment vehicle.

(4) US\$226.8 million represents total fund commitment; purchase price of 68.4% interest was US\$260.5 million.

(5) Single-Family Rental (TAH) Assets Under Management is equal to the fair value of investment properties and inventory homes before imputed selling expenses and therefore may differ from total capitalization in the strategy.

5. Tricon American Homes (U.S. Single-Family Rental)

Tricon American Homes (“TAH”) was founded in April 2012 and is the U.S. single-family rental subsidiary of Tricon Capital Group Inc. TAH is focused on acquiring, renovating and leasing well-located single-family homes within major U.S. cities that exhibit strong levels of employment and population growth, typically in markets where we already have a presence through our development business. Over the past 23 months, TAH has built a portfolio of over 3,800 homes across 12 major markets including Sacramento, the Bay Area, Los Angeles County, Inland Empire, Phoenix, Las Vegas, Reno, San Antonio, Southeast Florida, Tampa, Charlotte and Atlanta.

TAH adheres to specific acquisition criteria for each of its target markets and has local on-the-ground operating partners who are responsible for underwriting, acquiring and renovating the homes. In order to ensure financial alignment, all of TAH’s operating partners have co-invested in each home being acquired and are compensated based on the long-term performance of the portfolio. We have a disciplined, yield-based focus and a selective acquisition process, typically buying one to two homes per day per active market.

Through an established network of property management affiliates, we employ common policies and procedures to oversee the leasing and ongoing management of the portfolio. In addition, we are in the process of implementing a customized Yardi-based technology platform across all markets which will be used for all aspects of property management and reporting.

To date, the rental portfolio (excluding Inventory Homes) has been capitalized with US\$280.4 million of equity, including US\$247.3 million from Tricon and a combined total US\$33.1 million co-investment from the operating partners, and US\$189.1 million of debt, including US\$172.1 million from the Deutsche Bank credit facility. Please refer to Table 17 for a breakdown of the capitalization in the rental portfolio by market. In addition, approximately US\$10.0 million has been capitalized in the flip portfolio. We surpassed 4,000 homes in April 2014 and we are on track to meet our goal of acquiring 5,000 homes by early 2015.

The Company accounts for all of its investments, including the limited partnerships which own the homes, on a fair value basis. The underlying operating performance of these limited partnerships impacts the changes in the fair value of the Company’s investment and as a result Tricon believes it is prudent to disclose the following key operating data.

Financial Performance for 1Q14

The following represents the performance of the Company’s share in the TAH portfolio and excludes the portion allocated to non-controlling interest.

Table 14: Investment Income – Single-Family Rental

(Rounded to nearest thousands of Canadian dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
Realized Investment Income – Single-Family Rental	\$ 3,598,000	\$ 1,595,000	\$ 2,003,000
Unrealized Investment Income – Single-Family Rental Fair Value Adjustment	8,626,000	11,845,000	(3,219,000)
Total Investment Income – Single-Family Rental	\$ 12,224,000	\$ 13,440,000	\$ (1,216,000)

The following table reconciles Realized Investment Income – Single-Family Rental as presented in this MD&A to Investment Income – Single-Family Rental per Financial Statements.

Table 15: Tricon American Homes Reconciliation to Financial Statements

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31, 2014		For the Three Months Ended March 31, 2013	
	USD	CAD	USD	CAD
Net Operating Income	\$ 5,508,000	\$ 6,080,000	\$ 2,258,000	\$ 2,279,000
Gain from Sale of Homes	141,000	156,000	599,000	605,000
Operating Expenses ⁽¹⁾	(1,838,000)	(2,026,000)	(742,000)	(748,000)
Other Expenses ⁽²⁾	(522,000)	(612,000)	(535,000)	(541,000)
Realized Investment Income – Single-Family Rental	3,289,000	3,598,000	1,580,000	1,595,000
Unrealized Fair Value Gain	7,819,000	8,626,000	11,574,000	11,845,000
Imputed Selling Expenses	(769,000)	(849,000)	–	–
Unrealized Foreign Exchange	–	11,222,000	483,000	3,965,000
Credit Facility Fees	(190,000)	(210,000)	(187,000)	(189,000)
Interest Expense	(1,733,000)	(1,917,000)	(171,000)	(177,000)
Tax	(1,030,000)	(1,137,000)	(3,952,000)	(3,991,000)
Investment Income – Single-Family Rental per Financial Statements	\$ 7,386,000	\$ 19,333,000	\$ 9,327,000	\$ 13,048,000

(1) Includes Rental Operator Asset Management Fees, leasing commissions and other overhead expenses.

(2) Includes Professional Fees and General and Administration Expenses.

- **Realized Investment Income – Single-Family Rental:** As of March 31, 2014, the SFR portfolio had grown 107% YOY to 3,858 homes and produced Investment Income of \$3.6 million for the period, representing a 126% YOY and 46% sequential increase. The portfolio occupancy rate of 77% and NOI margin of 64% are consistent with management's expectations for the segment.
 - **Rental Revenue** increased by 170% YOY as the portfolio continued to grow and the number of homes occupied rose.
 - **Net Operating Income** rose by 37% sequentially and the **NOI Margin** increased by 260 basis points sequentially to 64% due to accelerated growth and continuing improvement in occupancy rate on homes owned for more than six months. The Company expects this rate to fluctuate nominally as the portfolio grows and one-time expenses are absorbed. Please note Tricon redefined the NOI in 1Q14 and it now excludes ongoing capital expenditures and leasing commissions from the metric.
 - **Gain from Sale of Homes:** On a quarter-to-quarter basis, Tricon may sell a select number of homes which are not a strategic fit for its long-term rental portfolio. As a result, Tricon no longer deems the metric related to Inventory Homes as relevant and will not be referencing it in future quarters. As of March 31, 2014, 47 homes are available for sale.
 - **Operating Expenses** include operating partner asset management fees of US\$1.3 million in 1Q14. Asset management fees paid were 1.2% of annualized AUM and this rate is expected to decline marginally over the long term as most operating agreements include a sliding scale whereby fees decline as AUM increases.
 - **Credit Facility Fees** include the standby fee and legal costs associated with the Deutsche Bank credit facility.
 - **Interest Expense** rose by 65% sequentially as a result of borrowings increasing by \$51.5 million during the quarter as the Company's rental operators continue to draw down on the \$250.0 million credit facility.
- **Unrealized Investment Income – Single-Family Rental Fair Value Adjustment:** The Company recorded a fair value increase of \$8.6 million and spent \$13.2 million in capital expenditures during the quarter which was absorbed in the fair value of its single-family home portfolio. Since inception, the FVA has totaled US\$42.9 million or 9.1% of total cost basis.

The following financial information is representative of performance of the entire portfolio and includes non-controlling interest.

Table 16: Tricon American Homes Financial Information

	For the Three Months Ended March 31, 2014		For the Three Months Ended March 31, 2013	
	USD	CAD	USD	CAD
Rental Revenue ⁽¹⁾	\$ 8,604,000	\$ 9,501,000	\$ 3,487,000	\$ 3,521,000
Property Taxes	984,000	1,087,000	341,000	345,000
Renovation Expense	692,000	763,000	195,000	197,000
HOA/Utilities	278,000	307,000	160,000	162,000
Other Direct Expenses	119,000	121,000	58,000	58,000
Property Management Fees	592,000	651,000	297,000	300,000
Insurance	431,000	492,000	178,000	180,000
Rental Expenses	3,096,000	3,421,000	1,229,000	1,242,000
Single-Family Net Operating Income ("SFNOI")	\$ 5,508,000	\$ 6,080,000	\$ 2,258,000	\$ 2,279,000
Gain from Sale of Homes	\$ 141,000	\$ 156,000	\$ 599,000	\$ 605,000
Professional Fees	(75,000)	(83,000)	(8,000)	(8,000)
General and Administration Expenses	(187,000)	(200,000)	(38,000)	(38,000)
Other Expenses	14,000	13,000	(5,000)	(5,000)
Leasing Commissions ⁽²⁾	(310,000)	(343,000)	(118,000)	(119,000)
Rental Operator Asset Management Fees	(1,280,000)	(1,413,000)	(573,000)	(578,000)
Rental Operator Performance Fees ⁽³⁾	1,106,000	1,228,000	(2,700,000)	(2,766,000)
Fair Value Adjustment on Investment Properties	7,434,000	8,198,000	14,161,000	14,506,000
Fair Value Adjustment on Inventory Homes ⁽⁴⁾	(722,000)	(800,000)	113,000	105,000
Single-Family Net Income ("SFNI")	\$ 11,629,000	\$ 12,836,000	\$ 13,689,000	\$ 13,981,000

(1) Rental revenue includes bad debt expense of \$110,000 (\$CAD 122,000 equivalent).

(2) In 1Q14, SFNOI was redefined and no longer includes the leasing commission expense.

(3) This balance represents the change in Rental Operator Performance Fees Payable. During 1Q14, the liability was partially reversed and as such, resulted in a positive P&L impact.

(4) Fair Value Adjustment on Inventory Homes includes reversal of prior periods' write-up on homes sold in 1Q14.

Operational Highlights for 1Q14

- In 1Q14 604 rental homes were acquired, bringing the total rental portfolio to 3,858 units. The pace of acquisitions accelerated as a result of entering two new markets in 4Q13, Atlanta and Tampa, where strong buying opportunities persist.
- The Company is actively pursuing new acquisitions in eight of its 12 markets and is evaluating several new markets including Houston, Raleigh-Durham, and Orlando.
- The portfolio-wide occupancy rate of 77% represented a 100 basis point decrease from 2013. This was the result of accelerated acquisition activity of vacant homes. Over time, the Company expects occupancy rates to rise to 95%, which has already been achieved in several markets where acquisition activity has ceased.
 - The occupancy rate for homes owned 6+ months was 92% at quarter-end, up 500 basis points from the prior quarter largely as a result of continued efforts to stabilize homes in the portfolio.

The following table presents summary statistics on the Company's portfolio of rental homes as of March 31, 2014.

Table 17: Tricon American Homes – Summary Statistics of Rental Portfolio
(in US Dollars)

Geography	Number of Homes	% of Total	Average Purchase Price	Average Capital Expenditures per Home ⁽¹⁾	Average Investment per Home	Tricon Investment	Partner Investment	Borrowings	Cash on Hand	Total Capital-ization	Debt to Capital-ization	% of Total
			per Home	per Home	Investment	Investment	(net of cash on hand)			(net of cash on hand)		
Bay Area	246	7%	163,000	14,000	177,000	21,371,000	646,000	26,850,000	1,543,000	47,324,000	57%	11%
Sacramento	408	11%	101,000	14,000	115,000	21,959,000	1,236,000	27,613,000	2,245,000	48,563,000	57%	11%
Reno	225	6%	151,000	10,000	161,000	15,211,000	256,000	16,705,000	611,000	31,561,000	53%	7%
Los Angeles County	145	4%	161,000	14,000	175,000	16,110,000	671,000	7,939,000	1,452,000	23,268,000	34%	5%
Inland Empire	126	3%	133,000	22,000	155,000	10,484,000	317,000	11,520,000	757,000	21,564,000	53%	5%
Las Vegas	201	5%	123,000	9,000	132,000	23,368,000	–	11,366,000	2,261,000	32,473,000	35%	7%
Phoenix	397	10%	113,000	11,000	124,000	20,823,000	644,000	31,539,000	2,057,000	50,949,000	62%	12%
San Antonio	118	3%	91,000	14,000	105,000	13,719,000	–	2,085,000	1,327,000	14,477,000	14%	3%
Southeast Florida	558	14%	94,000	23,000	117,000	32,029,000	13,967,000	26,302,000	4,252,000	68,046,000	39%	15%
Charlotte	1,021	26%	54,000	22,000	76,000	31,973,000	13,217,000	27,197,000	3,975,000	68,412,000	40%	15%
Tampa	116	3%	77,000	19,000	96,000	11,261,000	612,000	–	508,000	11,365,000	0%	3%
Atlanta	297	8%	64,000	28,000	92,000	29,000,000	1,526,000	–	6,819,000	23,707,000	0%	5%
Total/Weighted Average	3,858	100%	96,000	18,000	114,000	247,308,000	33,092,000	189,116,000	27,807,000	441,709,000	43%	100%

Geography	Average Age	Average Size (square feet)	Homes Leased	Homes Vacant / In Rehab	Occupancy Rate (All Homes)	Occupancy Rate (Owned 6+ Months)	Average Monthly Rent ⁽²⁾	Average Gross Yield ⁽³⁾
	Bay Area	49	1,359	238	8	97%	97%	1,530
Sacramento	41	1,193	382	26	94%	93%	1,040	11%
Reno	34	1,558	178	47	79%	94%	1,270	9%
Los Angeles County	66	1,163	118	27	81%	82%	1,570	11%
Inland Empire	36	1,470	110	16	87%	89%	1,420	11%
Las Vegas	22	1,494	161	40	80%	95%	1,040	9%
Phoenix	11	1,984	392	5	99%	99%	960	9%
San Antonio	24	1,658	47	71	40%	100%	1,120	13%
Southeast Florida	45	1,417	483	75	87%	91%	1,440	15%
Charlotte	45	1,313	796	225	78%	87%	930	15%
Tampa	44	1,368	32	84	28%	N/A	1,150	14%
Atlanta	23	1,779	45	252	15%	N/A	1,030	13%
Total/Weighted Average	38	1,459	2,982	876	77%	92%	1,140	12%

(1) Represents actual capital expenditure or estimated capital expenditure per home (for unrenovated homes). The actual capital expenditure for Las Vegas includes a portfolio of approximately 60 fully renovated homes which were acquired in September 2013 and only required minimal capital expenditures, if any.

(2) Represents average expected monthly rent on all homes.

(3) Represents annualized average expected monthly rent per home as a percentage of average investment per home.

Table 18: Summary of Tricon American Homes Metrics

		1Q14	4Q13	3Q13	2Q13	1Q13	4Q12	3Q12	2Q12
Number of homes rented		3,087	2,535	2,276	1,819	1,355	1,031	316	75
Number of homes acquired during quarter		604	421	358	696	318	981	488	185
Number of homes in portfolio		3,858	3,256	2,835	2,538	1,866	1,582	651	185
Occupancy Rate (Portfolio)		77%	78%	80%	74%	76%	69%	49%	51%
Occupancy Rate (6+ Months)		92%	87%	92%	90%	91%	95%	N/A	N/A
Average Gross Yield		12%	12%	13%	14%	14%	14%	13%	12%
NOI Margin ⁽¹⁾		64.0%	61.4%	64.3%	61.9%	62.9%	53.0%	58.0%	NM
Single-Family Net Operating Income ⁽¹⁾	C\$	6,080,000	4,434,000	3,982,000	2,999,000	2,279,000	763,000	401,000	58,000
TCN Equity	US\$	247,308,000	237,106,000	222,856,000	225,958,000	186,756,000	141,087,000	87,610,000	30,797,000
Partner Equity (minority interest)	US\$	33,092,000	34,817,000	33,927,000	34,250,000	13,998,000	11,922,000	5,636,000	953,000
Borrowings	US\$	189,116,000	137,629,000	95,788,000	36,047,000	17,647,000	8,161,000	N/A	N/A
Total Capitalization		469,516,000	409,552,000	352,571,000	296,255,000	218,401,000	161,170,000	93,246,000	31,750,000
Interest Expense	US\$	1,733,000	1,052,000	747,000	279,000	171,000	69,000	N/A	N/A
% Fair Value Adjustment									
(Homes owned Prior Quarter)		3.7%	7.1%	4.5%	4.1%	4.2% ⁽²⁾	N/A	N/A	N/A
Investment Income –									
Single-Family Rental	C\$	3,598,000	2,472,000	2,680,000	2,210,000	1,595,000	900,000	202,000	(41,000)
Investment Income – Single-Family									
Rental Fair Value Adjustment	C\$	8,626,000	14,614,000	581,000	5,010,000	11,845,000	254,000	N/A	N/A
CAPEX		13,195,000	8,400,000	10,300,000	N/A	N/A	N/A	N/A	N/A
Fair Value Adjustment	US\$	7,050,000	16,918,000	1,914,000	2,574,000	14,161,000	257,000	N/A	N/A
Cumulative Fair Value Adjustment	US\$	42,874,000	35,824,000	18,906,000	16,992,000	14,418,000	257,000	N/A	N/A
Cumulative Fair Value Adjustment /									
Total Capitalization		9.1%	8.7%	5.4%	5.7%	6.6%	0.2%	N/A	N/A

(1) Balances restated due to revision of Net Operating Income (“NOI”) definition in 1Q14. NOI is currently defined as Rental Revenue less Operating Rental Expenses and excludes Gross Profit Margin from Sale of Homes.

(2) Excludes percentage increase in Charlotte portfolio.

6. Land and Homebuilding

In its Land and Homebuilding business, the Company co-invests in various investment vehicles whose objective is to finance residential development projects, including single-family and multi-family land development, homebuilding and condominiums. Tricon aims to co-invest roughly 10% of the capital in each investment vehicle, although it owns a 68.4% interest in Tricon IX, a U.S. dedicated land fund that had a final closing in 2009. Each investment vehicle provides equity-type capital to local or regional developers / builders to finance property acquisition, planning and entitlement activities, land development, vertical construction and sales efforts. These development projects typically require anywhere from \$10 to \$150 million of equity capital and take three to eight years to complete. Since each underlying business plan entails the sale of finished lots or super pads to public or regional homebuilders or homes to consumers, the investments naturally liquidate as real estate is sold.

Tricon views the land and homebuilding business as a three-step process that includes 1) rezoning and entitlement activity; 2) installation of horizontal infrastructure, namely roads and utilities; and 3) vertical construction of single-family and multi-family dwellings. In order to mitigate risk, our preference is to generally participate in the second and third phase, although we will take entitlement risk when base zoning is in place or approvals are only administrative in nature. Given that the business plan requires the developer / builder to add value through planning, development and construction work, we typically underwrite our investments to achieve 20% plus annual compounded returns, recognizing that there may be some leakage along the way.

Tricon currently operates in seven major markets across the United States (Phoenix, Arizona; Northern and Southern California; Florida; Georgia; and Dallas and Houston, Texas) and four major markets in Canada (Calgary, Edmonton, Toronto and Vancouver). Tricon currently believes that the best risk-adjusted investment opportunities for land and homebuilding are available in the United States, particularly in the sunbelt or the so-called “smile” states that it is currently operating in. These states were hardest hit by the U.S. housing downturn of 2007–2009 but are poised for long-term growth as the U.S. economy and housing market recovers. These markets also continue to show above average population and job growth and therefore are expected to require a significant amount of new homebuilding activity to meet demographic demand.

Table 19: Summary of Investment – Land and Homebuilding

(Rounded to nearest thousands of dollars)		As at March 31, 2014 ⁽¹⁾					Investment at Fair Value ⁽²⁾
		Currency	Tricon Commitment	Unfunded Commitment	Advances	Distributions	
Tricon IX ⁽³⁾	US	\$ 226,775,000	\$ 19,120,000	\$ 272,970,000	\$ 23,445,000	\$ 305,682,000	
Tricon XI	US	25,000,000	18,124,000	6,876,000	–	9,919,000	
Cross Creek Ranch	US	14,400,000	1,916,000	12,484,000	8,034,000	14,068,000	
Camp Strake	US	8,075,000	1,606,000	6,469,000	1,041,000	7,481,000	
Fulshear Farms	US	5,000,000	1,845,000	3,155,000	267,000	3,489,000	
Vistancia West	US	10,450,000	6,944,000	3,506,000	990,000	3,992,000	
Total US		289,700,000	49,555,000	305,460,000	33,777,000	344,631,000	
Tricon XII	CA	20,000,000	10,120,000	9,880,000	–	10,911,000	
Total CA		20,000,000	10,120,000	9,880,000	–	10,911,000	
Total		\$ 309,700,000	\$ 59,675,000	\$ 315,340,000	\$ 33,777,000	\$ 355,542,000	

(1) All amounts shown in Fund or Separate Account currency noted.

(2) Investment at Fair Value column is in Canadian dollars and agrees with the balance sheet.

(3) US\$226.8 million represents total fund commitment; purchase price of 68.4% interest was US\$260.5 million.

Table 20: Investment Income Summary by Fund

(Rounded to nearest thousands of Canadian dollars)	For the Three Months Ended March 31		
	2014	2013	Variance
Tricon IX Co-Investment	\$ 11,628,000	\$ 2,000	\$ 11,626,000
Tricon XI Co-Investment	840,000	356,000	484,000
Tricon XII Co-Investment	1,880,000	92,000	1,788,000
Separate Accounts Co-Investment	456,000	274,000	182,000
Total Investment Income – Land and Homebuilding	\$ 14,804,000	\$ 724,000	\$ 14,080,000

Table 21: Canadian Investment Vehicles

	\$ Commitment ⁽¹⁾	Est. Completion	Total Product					Product Sold				
			Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail	Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail
Fund VIII												
Edmonton	\$ 16,944,000	2020	46	2,543	–	–	–	–	–	619	–	–
Toronto	\$ 64,953,000	2014	–	–	–	1,877	58,899	–	–	–	1,868	40,778
Vancouver	\$ 12,500,000	Complete	–	–	–	457	–	–	–	–	457	–
Fund X												
Calgary ⁽⁴⁾	\$ 20,500,000	2020	–	–	–	901	171,650	–	–	–	254	–
Edmonton	\$ 7,500,000	Complete	–	–	–	–	–	–	–	–	–	–
Toronto	\$ 47,280,000	2015	–	–	–	1,478	61,763	–	–	–	1,431	18,360
Fund XII												
Calgary ⁽⁴⁾	\$ 40,000,000	2022	102	2,859	227	–	–	5	378	73	–	–
Toronto	\$ 75,700,000	2019	–	–	–	697	–	–	–	–	609	–
Vancouver	\$ 46,000,000	2017	–	–	–	967	–	–	–	–	413	–
Less:												
Double Counted ⁽⁵⁾			–	–	–	(939)	–	–	–	–	(930)	–
Total			148	5,402	227	5,438	292,312	5	378	692	4,102	59,138

	Product Remaining					Product Sold in 1Q14				
	Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail	Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail
Fund VIII										
Edmonton	46	2,543	–	–	–	–	37	–	–	–
Toronto	–	–	–	9	18,121	–	–	–	2	–
Vancouver	–	–	–	–	–	–	–	–	–	–
Fund X										
Calgary ⁽⁴⁾	–	–	–	647	171,650	–	–	–	50	–
Edmonton	–	–	–	–	–	–	–	–	–	–
Toronto	–	–	–	47	43,403	–	–	–	6	–
Fund XII										
Calgary ⁽⁴⁾	97	2,481	154	–	–	–	129	32	–	–
Toronto	–	–	–	88	–	–	–	–	20	–
Vancouver	–	–	–	554	–	–	–	–	15	–
Less:										
Double Counted ⁽⁵⁾	–	–	–	(9)	–	–	–	–	(2)	–
Total	143	5,024	154	1,336	233,174	–	166	32	91	–

(1) Amounts exclude additional amounts syndicated to third-party investors in certain circumstances.

(2) Lots include finished, partially finished and undeveloped lots.

(3) Includes lots/units which have not been released to the market yet.

(4) Excludes option land which has not yet been closed upon and 122,500 square feet of office space.

(5) Certain investments which are shared between Fund VIII and Fund X and included in both fund totals have been removed.

- Concerns over general affordability and overbuilding in the downtown Toronto condominium market led Tricon to focus on investments in Alberta and Vancouver beginning in early 2012; as a result, Tricon-sponsored funds have approximately 4% of Toronto condominium inventory remaining to sell.
- The majority of remaining multi-family inventory within the Funds consists of units in Calgary and Vancouver that are part of multi-phase projects and are expected to sell-out over the next three to six years.
- In 1Q14, Fund XII provided a \$40 million commitment plus an additional \$20 million in syndicated capital commitments to acquire an interest in the Mahogany master planned community in Calgary, Alberta. The project was the recipient of the 2013 Community of the Year award from the Calgary Region Home Builder's Association. This investment has significantly increased the amount of remaining single-family lot inventory for the Fund.
- Given the strong population and job growth trends in Alberta, Tricon believes that the long-term land positions in Calgary and Edmonton will position the Funds well to benefit from continued economic growth in this region of the country.

Table 22: U.S. Investment Vehicles (excluding Tricon IX)

	\$ Commitment ⁽¹⁾	Est. Completion	Total Product					Product Sold				
			Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail	Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail
Fund XI												
Arizona	\$ 53,600,000	2019	112	4,235	1,065	–	–	–	–	28	–	–
Southern California	\$ 53,300,000	2016	–	–	315	72	–	–	–	113	–	–
Northern California	\$ 9,900,000	2017	–	–	–	52	–	–	–	–	–	–
Dallas	\$ 11,200,000	2018	61	–	–	–	–	–	–	–	–	–
Other ⁽⁴⁾	\$ 15,128,000	N/A	–	–	–	–	–	–	–	–	–	–
Separate Accounts⁽⁵⁾												
Arizona	\$ 4,950,000	2019	–	–	965	–	–	–	–	–	–	–
Houston	\$ 27,475,000	2024	648	8,691	–	–	–	21	880	–	–	–
Total			821	12,926	2,345	124	–	21	880	141	–	–

	Product Remaining					Product Sold in 1Q14				
	Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail	Land (acres)	Single-Family Lots ^(2,3)	Homes (Units)	Multi-Family Units ⁽³⁾	Retail
Fund XI										
Arizona	112	4,235	1,037	–	–	–	–	8	–	–
Southern California	–	–	202	72	–	–	–	38	–	–
Northern California	–	–	–	52	–	–	–	–	–	–
Dallas	61	–	–	–	–	–	–	–	–	–
Other ⁽⁴⁾	–	–	–	–	–	–	–	–	–	–
Separate Accounts⁽⁵⁾										
Arizona	–	–	965	–	–	–	–	–	–	–
Houston	627	7,811	–	–	–	2	81	–	–	–
Total	800	12,046	2,204	124	–	2	81	46	–	–

(1) Amounts exclude additional amounts syndicated to third-party investors in certain circumstances.

(2) Lots include finished, partially finished and undeveloped lots.

(3) Includes lots/units which have not been released to the market yet.

(4) Represents the Fund's equity investment in The New Home Company (NYSE: NWHM), a publicly-traded homebuilder with operations concentrated in California.

(5) Represents Tricon share of the commitment amount and not the full project level commitment.

- In 1Q14, the Fund XI equity position in The New Home Company was converted from a private company stake into publicly-traded shares following the completion of an Initial Public Offering on the NYSE by the company on January 31, 2014. The Fund now owns approximately 11.6% of the company, which carries a value of US\$27.3 million based on the March 31, 2014 share price of \$14.24 per share. The shares are subject to a 180-day lock-up which expires on July 31, 2014.
- In 1Q14, Tricon successfully completed the syndication of 90% of its stake in the Vistancia West master planned community in Phoenix, Arizona; this has decreased Tricon's separate account investment in the project from US\$55 million to US\$4.95 million.
- Product sales at the Cross Creek Ranch separate account investment in Houston were slower than expected in 1Q14 as a result of poor weather which limited the ability to complete residential lots; delivery of these lots has been pushed back to 2Q14 and the project is still expected to meet budgeted goals for 2014. The finished lot market in high-quality master planned communities in Houston remains very strong, with finished lot pricing up 3% in 2014, following a 22% annual increase in 2013.
- The Fund XI investment program remains active with a number of additional investments in the advanced due diligence stage and a potential transaction pipeline of over US\$700 million as of May 1, 2014.

Table 23: Tricon IX Asset Overview

(Rounded to nearest thousands of US dollars)

Project	State	Type	Gross Cash Flow Distributed ⁽¹⁾		
			3Q13	4Q13	1Q14
San Francisco Portfolio	California	Multi-Family	\$ -	\$ -	\$ -
Eskaton Placerville	California	Land / Homebuilding	-	-	-
Greater East Bay Portfolio	California	Land / Homebuilding	-	-	-
Atlanta Portfolio	Georgia	Land / Homebuilding	2,000,000	3,600,000	3,500,000
Paseo Lindo	Arizona	Homebuilding	1,582,000	1,249,000	523,000
SoCal Portfolio	California	Land / Homebuilding	-	6,491,000	-
Phoenix Lot Portfolio	Arizona	Land	6,600,000	1,860,000	900,000
Woodstock	Georgia	Multi-Family	133,000	-	-
Williams Island	Florida	Land / Homebuilding	-	7,186,000	6,000,000
Total			\$ 10,315,000	\$ 20,386,000	\$ 10,923,000
Reserve (to be distributed)			-	-	(7,486,000)
Distribution of Excess Cash			5,686,000	-	-
Operating Expenses and Management Fee Payment			-	(4,586,000)	(937,000)
Total Cash Distributed			\$ 16,001,000	\$ 15,800,000	\$ 2,500,000
Total TCN Share (68.4%)			\$ 10,935,000	\$ 10,801,000	\$ 1,709,000

(1) Represents 100% of gross cash flow distributed from the projects for the quarter.

- The Company received a US\$1.7 million distribution from its Tricon IX investment, resulting in a total of US\$23.4 million of cash received since making the initial investment in 3Q13. Subsequently, in April 2014, the Company received US\$7.5 million which was in reserve during 1Q14 and an additional US\$2.8 million in cash distributions for a total of US\$10.3 million from the fund.

The table below provides greater detail on the Tricon IX portfolio.

Table 24: Tricon IX Portfolio

	\$ Commitment	Est. Completion	Total Product					Product Sold				
			Land (acres)	Single-Family Lots ^(1,2)	Homes (Units)	Multi-Family Units ⁽²⁾	Retail	Land (acres)	Single-Family Lots ^(1,2)	Homes (Units)	Multi-Family Units ⁽²⁾	Retail
San Francisco Portfolio	\$ 62,320,000	2017	–	–	–	474	–	–	–	–	118	–
Eskaton Placerville	\$ 11,000,000	2017	–	66	21	–	–	–	–	21	–	–
Greater East Bay Portfolio	\$ 72,500,000	2017	–	1,265	257	–	–	–	211	220	–	–
Atlanta Portfolio	\$ 33,700,000	2017	–	277	268	–	–	–	–	268	–	–
Paseo Lindo	\$ 7,800,000	Complete	–	–	141	–	–	–	–	141	–	–
SoCal Portfolio	\$ 46,100,000	2018	–	749	–	–	–	–	16	–	–	–
Phoenix Lot Portfolio	\$ 43,000,000	2017	–	1,452	–	–	–	–	342	–	–	–
Woodstock	\$ 9,900,000	Complete	–	–	–	69	8,998	–	–	–	69	8,998
Williams Island	\$ 33,200,000	2015	–	77	576	–	–	–	–	576	–	–
Total			–	3,886	1,263	543	8,998	–	569	1,226	187	8,998

	Product Remaining					Product Sold in 1Q14				
	Land (acres)	Single-Family Lots ^(1,2)	Homes (Units)	Multi-Family Units ⁽²⁾	Retail	Land (acres)	Single-Family Lots ^(1,2)	Homes (Units)	Multi-Family Units ⁽²⁾	Retail
San Francisco Portfolio	–	–	–	356	–	–	–	–	37	–
Eskaton Placerville	–	66	–	–	–	–	–	–	–	–
Greater East Bay Portfolio	–	1,054	37	–	–	–	15	–	–	–
Atlanta Portfolio	–	277	–	–	–	–	27	–	–	–
Paseo Lindo	–	–	–	–	–	–	–	–	–	–
SoCal Portfolio	–	733	–	–	–	–	–	–	–	–
Phoenix Lot Portfolio	–	1,110	–	–	–	–	–	–	–	–
Woodstock	–	–	–	–	–	–	–	–	–	–
Williams Island	–	77	–	–	–	–	62	–	–	–
Total	–	3,317	37	356	–	–	104	–	37	–

(1) Lots include finished, partially finished and undeveloped lots.

(2) Includes lots/units which have not been released to the market yet.

(3) Certain investments which are shared between Fund VIII and Fund X and included in both fund totals have been removed.

- Recurring cash flow continues to be generated from ongoing lot and land sales at the Atlanta and Phoenix Lot Portfolios and at Paseo Lindo (now complete) and Williams Island. US\$1.7 million in cash flow was distributed to the Company in the quarter. The Company subsequently received US\$10.3 million from the fund in April 2014. Fund projects remain on track to deliver approximately US\$100.0 million in net cash flow to Tricon in 2014.
- In the San Francisco Portfolio, the first of three multi-family condominium buildings was completed in 1Q14 and the remaining inventory was sold. The bank loan was fully repaid through the initial unit closings and the remaining units are expected to close in 2Q14. Sales of the second of the three buildings commenced in the quarter.

7. Private Funds and Advisory

Tricon participates in the development of residential real estate properties in North America by acting as the manager of limited partnerships, structured as private funds, separate accounts or joint ventures. Through its sponsored investment vehicles, the Company provides equity-type financing to experienced local or regional developers / builders in Canada and the United States in the form of either participating loans, which consist of a base rate of interest and/or a share of net cash flow, or joint ventures. These development partners or operators acquire, develop, and/or construct primarily residential projects including single-family and multi-family land development, homebuilding, and multi-family construction.

We manage money for plan sponsors, institutions, endowments, foundations, and high net worth investors who seek exposure to the residential industry. Since inception through a predecessor company in 1988, we have invested in over 160 transactions for projects valued at over \$12 billion. In our current private funds, we have over 40 institutional investors, including two of the top 10 state pension plans in the United States and four of the top 15 pension plans in Canada, as measured by assets.

Our first four funds were focused on the North American market (Canada and the United States), but beginning in January 2000 with TCC V we expanded our product offerings to funds focused specifically on either the U.S. or Canadian market. Since this time, we have raised eight private funds, five of which are currently active, Tricon VIII to XII, along with three separate accounts, Cross Creek Ranch, Fulshear Farms, and Grand Lakes, and one side-car investment, Vistancia West, on behalf of private institutional investors. Underscoring this growth is our commitment to co-invest in our investment vehicles.

Table 25: Contractual Fees

(Rounded to nearest thousands of dollars)	For the Three Months Ended March 31			
	2014	2013	Variance (\$)	Variance (%)
US Funds and Investments	\$ 2,630,000	\$ 1,544,000	\$ 1,086,000	70%
CA Funds and Investments	490,000	603,000	(113,000)	(19%)
Total Contractual Fees	3,120,000	2,147,000	973,000	45%
Fees paid by Tricon on its Co-Investments	(784,000)	(89,000)	(695,000)	781%
Net Contractual Fees	\$ 2,336,000	\$ 2,058,000	\$ 278,000	826%
General Partner Distributions (Tricon XII)	\$ 730,000	\$ 730,000	\$ -	0%
Fees paid by Tricon on its Co-Investment in Tricon XII	(86,000)	(86,000)	-	0%
Net General Partner Distributions (Tricon XII)	\$ 644,000	\$ 644,000	\$ -	0%

Table 26: Private Funds and Advisory Assets Under Management

(in Canadian dollars unless otherwise noted)

Investment	Currency	Initial Close	Investment Period End	Capitalization		Assets Under Management ⁽³⁾ (Canadian Equivalent) ⁽²⁾		
				Originating Currency	Canadian Equivalent ⁽²⁾	March 31, 2014	December 31, 2013	March 31, 2013
Tricon VIII	CA	October 2005	June 2008	101,124,000	101,124,000	\$ 39,071,000	\$ 39,071,000	\$ 53,433,000
Tricon IX	US	May 2007	January 2012	105,000,000	116,078,000	116,078,000	111,678,000	334,142,000
Tricon X	CA	April 2008	April 2011	85,362,000	85,362,000	84,035,000	79,713,000	79,949,000
Tricon XI	US	August 2012	December 2016	308,740,000	341,312,000	341,312,000	328,376,000	101,600,000
Tricon XII	CA	March 2011	March 2014	175,750,000	175,750,000	175,750,000	175,750,000	175,750,000
Total Private Funds AUM						756,246,000	734,588,000	744,874,000
Cross Creek Ranch	US	June 2012	–	129,600,000	143,273,000	105,465,000	101,467,000	131,673,000
Fulshear Farms	US	September 2013	–	45,000,000	49,748,000	49,748,000	47,862,000	–
Grand Lakes	US	November 2013	–	72,675,000	80,342,000	80,342,000	77,297,000	–
Total Separate Accounts AUM						235,555,000	226,626,000	131,673,000
Vistancia West	US	September 2013	–	44,550,000	49,250,000	49,250,000	–	–
Syndicated Investments	US	–	–	1,000,000	1,106,000	1,106,000	1,064,000	1,016,000
Syndicated Investments	CA	–	–	45,476,000	45,476,000	39,366,000	19,366,000	25,476,000
Total Side-car / Syndicated AUM						89,722,000	20,430,000	26,492,000
Private Funds and Advisory AUM⁽¹⁾						\$ 1,081,523,000	\$ 981,644,000	\$ 903,039,000

(1) Represents third-party AUM which generates Contractual Fee revenue for the Company.

(2) Foreign exchange rates used at each balance sheet date are: at March 31, 2014 CA\$1.1055 per US\$1.00, at December 31, 2013 CA\$1.0636 per US\$1.00, and at March 31, 2013 CA\$1.016 per US\$1.00.

(3) Refer to Section 1.3 for definitions of Assets Under Management for each type of investment vehicle.

Recent Investment Activity

In March 2014, the Company completed the Tricon XII investment program with the closing of a C\$60.0 million commitment to the Mahogany master-planned community in Calgary, Alberta. In the U.S., we have US\$145.7 million of fund capital available for investments in Tricon XI and continue to see attractive land investment opportunities with a pipeline of over US\$700.0 million. While the Company does not have immediate plans to raise a successor Canadian fund for Tricon XII, it does intend to launch a successor U.S. investment vehicle for Tricon XI later in 2014. The Company continues to manage existing investments in its predecessor private funds, which are fully invested and in harvest mode.

Projected Performance

The net cash flow generated by each of the private funds and separate accounts ultimately determines the Performance Fees to be earned by the Company. The estimates shown below include only those private funds expected to generate Performance Fees and are based on information gathered from local partners/developers, detailed in-house market research, and management expectations. They are reviewed and revised on a quarterly basis. All amounts are based on actual current project commitments for the life of the investment vehicle and do not include any assumptions for the balance of funds to be invested.

Table 27: Summary of Private Funds Financial Data
March 31, 2014

(in Fund currency)					Actual and Projected Gross Cash Flow ⁽⁴⁾			Projected Net Cash Flow ⁽⁵⁾
Fund	Fund Currency	Total Capitalization ⁽¹⁾	Project Commitments ⁽²⁾	Fund Capital Available ⁽³⁾	Total	Realized	Unrealized	
Tricon VIII	CA	\$ 101,124,000	\$ 102,981,000	\$ –	\$ 175,615,000	\$ 108,224,000	\$ 67,391,000	\$ 91,094,000
Tricon IX ⁽⁶⁾	US	331,775,000	320,520,000	–	595,923,000	88,525,000	507,398,000	288,242,000
Tricon X	CA	85,362,000	91,757,000	–	153,794,000	33,668,000	120,126,000	76,015,000
Tricon XI ⁽⁷⁾	US	333,740,000	170,428,000	145,712,000	237,960,000	3,239,000	234,721,000	103,585,000
Tricon XII ⁽⁷⁾	CA	195,750,000	177,700,000	5,000,000	190,151,000	3,726,000	186,425,000	84,862,000
Syndicated Investments / Side-Cars ⁽⁸⁾	CA	45,476,000	39,366,000	7,722,000	80,108,000	7,084,000	73,024,000	42,354,000
Syndicated Investments / Side-Cars ⁽⁸⁾	US	44,550,000	44,550,000	34,107,000	57,982,000	–	57,982,000	26,484,000
Separate Accounts ⁽⁹⁾	US	291,825,000	291,825,000	48,306,000	623,749,000	38,737,000	585,012,000	379,074,000
Total – March 31, 2014					\$ 2,115,282,000	\$ 283,203,000	\$ 1,832,079,000	\$ 1,091,710,000
Total – Previous Quarter					\$ 2,015,003,000	\$ 267,554,000	\$ 1,747,449,000	\$ 1,016,755,000

- (1) Total capitalization is the aggregate of the amounts committed by third-party limited partners and the Company's co-investment.
- (2) Fund commitments to projects include guarantees made under loan agreements plus reserves. Project commitments can exceed Fund Capitalization as a result of re-investment rights. Syndicated project commitments shown of \$45,476,000 are for current active projects.
- (3) Capital available, after operating reserves and project contingencies, for new or supplemental investments. Project Commitments plus Fund Capital Available do not necessarily add up to Fund Capitalization.
- (4) Actual and projected gross cash flows over the life of the fund.
- (5) Projected net cash flows are before fund expenses, management fees, general partner distributions and performance fees over the life of the fund. Excluding Performance Fees, total fund expenses incurred over the life of a fund have historically been 10% (or less) of fund capitalization. Projected Net Cash Flow is derived by subtracting the actual investment amount from Actual and Projected Gross Cash Flow. Investment does not necessarily equal Project Commitments.
- (6) Performance Fees are generated on the \$105.0 million third-party capitalization only.
- (7) No projections have been made in respect of fund capital not committed to projects.
- (8) Syndicated investments shown are for currently active projects which have future cash flows.
- (9) Note that Separate Accounts show only third-party commitments and cash flow amounts.

In the United States, the housing recovery that began in early 2012 continues, driven by improving confidence and new job formation. Despite mortgage rates rising from cyclical lows, both volume and pricing are improving steadily on a national basis. While the rate of growth has modified in line with cyclical trends, the current supply of new residential housing remains significantly below historical norms and as a result the Company continues to expect accelerated growth. As such, we continue to see great opportunities to invest in well located land or housing projects. Accordingly, the Company continues to see very attractive risk-adjusted return opportunities in the U.S. and has deployed capital in Tricon XI and through the separate accounts quickly to take advantage of what it continues to believe is an historic window in time to acquire undervalued residential assets.

In Canada, given that the fundamentals for condominium development projects have eroded in Toronto and Vancouver, the Company has opted to increasingly focus its investment activity in Alberta, which is still recovering from a pronounced 2007–2009 correction and enjoys strong macro fundamentals. In Canadian investment vehicles Tricon VIII, X and XII, approximately 95% of the funds' aggregate Toronto condo inventory is sold at prices generally below market with all buildings but one under construction. The last building is expected to commence construction in Q2 2014.

Fund IRRs and ROIs shown below are based on cash flows projected over the life of each of the private funds and separate accounts. Since Tricon IX is essentially unlevered at the project level, unlike the other private funds, the Company believes its returns on a risk-adjusted basis are as good as or better than the other private funds.

Table 28: Fund Return on Investment and Internal Rate of Return

Fund	Projected – March 31, 2014 ⁽¹⁾				Projected – March 31, 2013 ⁽¹⁾			
	Gross ROI	Gross IRR	Net ROI ⁽⁵⁾	Net IRR ⁽⁵⁾	Gross ROI	Gross IRR	Net ROI ⁽⁵⁾	Net IRR ⁽⁵⁾
Tricon VIII	2.1x	16%	1.6x	12%	2.1x	17%	1.7x	13%
Tricon IX	2.2x	15%	1.7x	11%	1.8x	14%	1.6x	11%
Tricon X	2.0x	17%	1.5x	12%	2.0x	18%	1.6x	13%
Tricon XI ⁽²⁾	1.8x	27%	N/A	N/A	1.9x	24%	1.5x	18%
Tricon XII ⁽²⁾	1.8x	15%	1.4x	10%	1.9x	18%	N/A	N/A
Syndicated Investments / Side-Cars CAN ⁽³⁾	2.1x	13%	1.9x	12%	2.3x	13%	2.0x	12%
Syndicated Investments / Side-Cars US ⁽³⁾	1.8x	23%	1.8x	22%	N/A	N/A	N/A	N/A
Separate Accounts ⁽⁴⁾	2.5x	22%	2.2x	19%	2.7x	23%	2.6x	22%

(1) All amounts are based on actual current project commitments and do not include any assumptions for the balance of the funds' capital, if any, to be invested.

(2) Expected Net Returns to Limited Partners are not meaningful until the fund is fully committed.

(3) Syndicated investment returns are for current active syndicated investments only.

(4) Returns shown are based on third-party commitments to Cross Creek Ranch, Fulshear Farms, and Grand Lakes. Prior year returns are based on the full commitment to Cross Creek Ranch.

(5) Net ROI and IRR is after all fund expenses (including Contractual and Performance Fees).

8. Subsequent Events

8.1 Manufactured Housing

In April 2014, the Company announced a new strategic initiative focused on acquiring and managing existing manufactured housing communities (MHCs) across the United States. Tricon has a successful track record investing in the residential sector and intends to leverage its operational and development experience to build an investment platform which acquires manufactured housing communities and leases land to homeowners. Tricon believes there is an opportunity to assemble a high-yielding, institutional quality portfolio in a highly fragmented market that is largely dominated by private investors. The Company's aim is to build a diverse portfolio of quality assets that will garner the interest of public markets and strategic investors once critical mass is achieved.

Partnership with Cobblestone Real Estate LLC

Tricon has entered into a definitive partnership agreement with Cobblestone Real Estate LLC ("Cobblestone" and together forming the "Partnership"), a vertically integrated asset and property manager whose principals have a successful 15-year track record acquiring and managing over 16,000 residential pads across the U.S. The Partnership will pursue an acquisition strategy that targets both age-restricted and all-age MHCs in U.S. "sun belt" markets, where Tricon can leverage its development and operational expertise through its Single-Family Rental and Land and Homebuilding businesses. The Partnership will target well-located MHCs that are initially deemed to be at least 3 to 4 star quality and potentially suffering from below market rents, low occupancy and general market perception.

Initially, Tricon intends to capitalize the strategy on the Company's balance sheet which will provide it with stable rental income and upside potential by: (i) driving rental income through aggressive asset management and a programmatic capex plan; and (ii) taking advantage of the significant positive spread to current financing rates, targeting day one cash-on-cash yields of 10%+. The Partnership's business plan will provide downside protection by focusing on free cash flow and upside in the terminal value by actively repositioning existing assets to a higher star classification.

Tricon's Rationale

An investment in manufactured housing further establishes Tricon as a multi-pronged housing brand with a number of related business lines such as Single-Family Rental, Land and Homebuilding, and now Manufactured Housing Communities where the Company can leverage its operating and investment expertise. An investment in this strategy also further enhances Tricon's income profile with a stable cash flowing business that has historically generated rental growth in excess of other major asset classes⁽¹⁾. Furthermore, the ownership of MHCs is highly fragmented with institutional investors representing a minority share. As a result, Tricon believes there is an opportunity to consolidate the smaller private investors in the sector who have difficulty increasing occupancy or driving rents because they lack access to capital.

Overview of Manufactured Housing

MHCs enable owners of pre-fabricated homes to rent residential lots in exchange for a monthly fee. According to the American Housing Survey (AHS), there are 9.0 million manufactured homes in the U.S., representing approximately 7% of the total housing stock. Furthermore, manufactured homes are not as "mobile" as they are generally perceived by the public – of all manufactured homes in the U.S., AHS estimates that 6.2 million or 69% are still affixed to their original site placement.

MHCs offer affordable housing to potential homeowners at a significantly lower price-point than traditional wood frame homes. The sector is primarily classified into two property types: (1) Age restricted – targeting the growing senior (55+) segment; and (2) All ages – geared towards families in need of affordable housing. Historically, resident turnover has been significantly lower than that of multi-family and single-family rental properties, as non-renewal of a land lease can cost the chattel owner between \$5,000–10,000 to remove their home depending on the moving distance. The sector's investment fundamentals include high barriers to entry as it is very difficult to achieve entitlements to build a new MHC, and stable double digit cash-on-cash returns from the significant income arbitrage that is available in today's low interest rate environment.

(1) *Green Street Advisors, 2013 real estate report.*

8.2 Strategic Investment in The Johnson Companies LP

In April 2014, the Company closed on a US\$18.5 million strategic investment to acquire a 50.1% ownership interest in The Johnson Companies LP, the development management division of The Johnson Development Corp. (“Johnson”). Johnson is one of the most active development managers of master planned communities in the United States and the only development manager in the country to have four communities ranked in the top 20 in 2013.

- Johnson will provide a proprietary investment pipeline that will allow Tricon to continue to grow its Land and Homebuilding and Private Funds and Advisory business lines; to date, Tricon has already committed US\$27.5 million of its own capital and raised US\$247.3 million in third-party institutional capital commitments to support Johnson-managed investments since early 2012.
- Johnson-managed communities achieved 2,720 new home sales in 2013, year over year growth of 32%, and resulted in it being recognized as the Developer of the Year and Humanitarian of the Year by the Greater Houston Builder’s Association.
- Over the long term, recurring contractual fee income will be generated by the development and sale of over 20,000 residential lots and 1,250 acres of commercial land managed by Johnson in the Houston MSA. From an earnings perspective, Tricon’s investment in Johnson will be immediately accretive.

9. Appendix

9.1 Controls and Procedures

Pursuant to National Instrument 52-109 released by the Canadian Securities Administrators, the Company's CEO and CFO have evaluated the design and operating effectiveness of the Company's disclosure controls and procedures and the Company's internal controls over financial reporting for the period ended March 31, 2014. The CEO and CFO did not identify any material weaknesses in the Company's system of internal controls over financial reporting.

During the quarter ended March 31, 2014, there were no changes to policies, procedures and processes that comprise the system of internal controls over financial reporting that may have affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting. Such controls and procedures are subject to continuous review and changes to such controls and procedures may require management resources and systems in the future.

9.2 Liquidity and Capital Resources

During the quarter, there has been a change in the Company's liquidity risk which resulted in a working capital deficit of \$25,307,000 (December 31, 2013 – \$6,987,000). The Company increased its use of the RBC credit facility and as of March 31, 2014, the outstanding bank debt was \$22,757,000 (December 31, 2013 – \$4,354,000). The credit facility was used to finance investment activities during the quarter. Subsequent to March 31, 2014, the Company increased the credit facility limit to US\$105,000,000 to meet current and future working capital requirements. In addition, management estimates that the Company will receive sufficient cash flow from the single-family rental and the land and homebuilding businesses to enable repayment of the bank debt in the near future.

There are no off-balance sheet financial arrangements.

- On November 7, 2012, the Company entered into a three-year term facility and demand facility with The Royal Bank of Canada for an operating line of \$15 million. On July 22, 2013, this term facility was restructured to a \$45 million revolving credit facility financed jointly by The Royal Bank of Canada and J.P. Morgan Chase Bank. The interest rate is based on a pricing matrix of Libor plus 3.5% to 4.0% depending on certain quarterly financial covenants. As of March 31, 2014, US\$20.6 million was drawn under this facility with interest calculated at 3.75% of loan principal payable due on various dates between April 14 to May 27, 2014.
- On February 25, 2013, the Company completed a second convertible debenture for gross proceeds (including the over-allotment) of \$86 million under a bought deal arrangement. The Company is using the net proceeds from the offering of approximately \$82,000,000 primarily for its investment in the U.S. single-family home rental strategy.
- On August 13, 2013, the Company issued 39,272,500 common shares under a bought deal agreement at a price of \$6.15 per share. Additionally, under the acquisition of Tricon IX limited partnership interest, 9,106,388 common shares were issued under a private placement to existing Tricon IX limited partners as part of the purchase consideration.
- On April 30, 2014, the Company increased its revolving credit facility to \$105 million from \$45 million. The new credit facility, financed jointly by The Royal Bank of Canada, J.P. Morgan Chase, TD Securities Inc., and Raymond James, is scheduled to mature in April 2018 and the terms are in line with the prior facility, which was restructured on July 22, 2013.

9.3 Transactions with Related Parties

Tricon has a 10-year sub-lease commitment on the Company's head office premises with Mandukwe Company Inc., a company owned and controlled by Geoff Matus, co-founder and current director of the Company. The annual rental amount is \$49,000 plus common area maintenance costs and realty taxes. The lease expires on November 30, 2019.

During 3Q12, the Company transferred two warehoused investments, The New Home Company ("TNHC") and the Cadiz Riverfront Holdings LP ("Dallas Project"), to Tricon XI on September 5, 2012 for total proceeds of US\$10.5 million (\$10.4 million Canadian) and US\$4.3 million (\$4.2 million Canadian), respectively. A gain of US\$979,000 (\$958,000 Canadian) was recognized in the consolidated statement of comprehensive income (loss).

Certain employees of the Company also own units, directly or indirectly, in the various Tricon private funds as well as common shares and debentures of the Company.

Please refer to the Related Party Transactions and Balances note in the financial statements for further detail.

9.4 Dividends

On March 5, 2014 the Board of Directors declared a dividend of \$5.4 million or 6 cents per share to shareholders of record on March 31, 2014, payable on April 15, 2014. The Company has paid dividends on a quarterly basis since going public in May 2010.

9.5 Share Capital and Stock Options

Table 29: Share Capital

Date	Particulars	No of Shares	Share Capital
As at January 1, 2013		41,752,849	\$ 164,614,000
January 15, 2013	Shares issued under DRIP	1,468	9,000
April 15, 2013	Shares issued under DRIP	2,063	14,000
April 30, 2013	Conversion of debenture	12,500	75,000
July 15, 2013	Shares issued under DRIP	9,997	61,000
August 13, 2013	Bought deal offering	39,272,500	233,599,000
August 13, 2013	Private placement – Tricon IX LP buyout	9,106,388	56,005,000
Aug 30 – Sep 6, 2013	Normal course issuer bid (NCIB)	(10,900)	(57,000)
October 15, 2013	Shares issued under DRIP	130,088	871,000
As at December 31, 2013		90,276,953	\$ 455,191,000
January 15, 2014	Shares issued under DRIP	110,318	827,000
March 7 – 10, 2014	Stock options exercised	40,113	250,000
Feb 14 – Mar 14, 2014	Shares issued for phantom units vested	86,225	683,000
As at March 31, 2014		90,513,609	\$ 456,951,000

The Company did not grant any stock options during the quarter ended March 31, 2014. 130,000 options were exercised during the quarter with various exercise prices between \$4.16 and \$6.81. There were 2,411,500 stock options outstanding as of March 31, 2014 at an average exercise price per share of \$6.45.

Table 30: Stock Options

Issue Date	Exercise Price	Stock Options Issued	Stock Options Vested
May 19, 2010	\$ 6.00	870,000	870,000
August 3, 2010	\$ 5.26	71,500	71,500
November 22, 2011	\$ 4.16	40,000	40,000
November 22, 2011	\$ 4.16	15,000	15,000
November 1, 2012	\$ 5.70	15,000	15,000
May 17, 2013	\$ 6.81	1,010,000	100,000
September 9, 2013	\$ 6.07	250,000	–
November 1, 2013	\$ 7.49	20,000	20,000
November 25, 2013	\$ 7.74	250,000	37,500

The Company adopted a Phantom Unit Plan (“PUP”) on May 18, 2011 after shareholder approval and in accordance with Toronto Stock Exchange (“TSX”) guidelines. The Plan consists of a share-based awards mechanism to attract, retain and motivate officers and employees of the Company and promote an alignment of interest between such persons and the shareholders of the Company. A total of 161,540 phantom units previously issued were exercised net of taxes required to be withheld under the PUP on February 15 and March 15, 2014. No additional phantom units were granted during the quarter and 584,252 phantom units are outstanding as of March 31, 2014.

Please see the unaudited condensed consolidated financial statements at March 31, 2014 for further information.

9.6 Compensation Incentive Plan

In September 2013, the Board of Directors approved a new Compensation Incentive Plan consisting of an Annual Incentive Plan (“AIP”) and a Performance Fee-Related Bonus Plan (“LTIP”). The plan was approved as of January 2013 and as such is retroactive to that time.

AIP will be calculated based on 15–20% of Adjusted Base EBITDA less Tricon IX Investment Income with the actual rate determined annually at the Board’s discretion. For 2013, AIP was calculated as 20% of Adjusted Base EBITDA less Tricon IX Investment Income, net of AIP recognized in prior quarters at 12.5%. In 2014, AIP is calculated using 15% as specified in the Company’s Compensation Incentive Plan. Unlike the previous plan where 100% of the annual bonus was awarded in cash, under this new plan, 60% of AIP compensation will be distributed as cash, and 40% in DSUs with a one-year vesting period.

LTIP expense is generated from two sources: (i) 50% of the Company’s share of performance fees or carried interest from private funds and separate accounts, paid in cash when received, and (ii) 15–20% of Tricon IX investment income payable in DSUs which vest over a five-year period.

9.7 New and Future Accounting Standards

New and amended standards adopted by the Company

There were no new and amended standards adopted by the Company for the first time for the financial year beginning on January 1, 2014.

New standards and interpretations not yet adopted

IFRS 9, Financial Instruments, addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 was issued in November 2009 and October 2010. It replaces the parts of IAS 39 that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories: those measured at fair value and those measured at amortized cost, with the determination made at initial recognition. The classification depends on an entity’s business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the IAS 39 requirements. The main change is that in cases where the fair value option is selected for financial liabilities, the part of a fair value change due to an entity’s own credit risk is recorded in other comprehensive income rather than the income statement, unless this creates an accounting mismatch. The Company is yet to assess the full impact of IFRS 9. The Company will consider the impact of the remaining phases of IFRS 9 when the assessment is completed by the Board. Currently, no mandatory effective date is in place for IFRS 9.

There are no other standards, interpretations or amendments to existing standards that are not yet effective that are expected to have a material impact on the Company.

9.8 Risk Definition and Management

The risks described below are not the only ones facing the Company and holders of Common Shares. Additional risks not currently known to us or that we currently deem immaterial may also impair our business operations. This MD&A contains forward-looking statements that involve risks and uncertainties. Our actual results could differ materially from those anticipated in these forward-looking statements as a result of certain factors, including the risks faced by us described below.

Risks Relating to the U.S. Distressed Single-Family Home Rental Strategy

The residential real estate industry is cyclical and is significantly affected by changes in general and local economic and industry conditions, such as employment levels, availability of financing for homebuyers, interest rates, consumer confidence, levels of new and existing homes for sale, demographic trends and housing demand. In addition, an oversupply of new homes or alternatives to new homes, such as resale homes, including homes held for sale by investors and speculators, foreclosed homes and rental properties may reduce the Company’s ability to rent or sell homes, depress prices and reduce margins from the rental and sale of homes. Conversely, if housing prices in the target markets increase at a rate faster than rents; this could result in downward pressure on the Company’s gross rental yields. The United States residential real estate industry continues to face a number of challenges, with home foreclosures and tight credit standards continuing to have an effect on inventory and home sale rates and prices.

Homebuilders and renovators are also subject to risks related to the availability and cost of materials and labour, and adverse weather conditions that can cause delays in construction schedules and cost overruns. Furthermore, the market value of undeveloped land, buildable lots and housing inventories can fluctuate significantly as a result of changing economic and real estate market conditions and may result in inventory impairment charges for the Company. If there are significant adverse changes in economic or real estate market conditions, the Company may have to sell or rent homes at a loss or hold these real estate assets in inventory longer than planned. Inventory carrying costs can be significant and can result in losses in a poorly performing project or market. If market conditions deteriorate, some of the Company’s assets may be subject to impairments and option write-off charges adversely affecting the Company’s operations and financial results relating to its U.S. distressed single-family home rental strategy.

Potential Risks Associated with the U.S. Rental Strategy versus the Company's Private Funds and Advisory business

The Company's current and historical business as a manager of funds is distinct from the U.S. distressed single-family home rental strategy. Management's increased focus and involvement in connection with this strategy could have an adverse effect, financial or otherwise, on the Company as a whole. Specifically, due to the size of the Company's intended investment in the U.S. distressed single-family home rental market, any adverse change or effect experienced by the Company in connection with this strategy could result in the Company experiencing significant financial distress and cause the market price of our Common Shares to decline or fluctuate significantly.

Reliance on Local Operating Partners

The Company's strategy for growing its U.S. distressed single-family home rental strategy involves the acquisition of properties through a series of partnerships with local operating partners that have expertise in the target markets and geographical locations in which the Company intends to pursue the strategy, including the acquisition of "seed assets" from such local operating partners. Partnership investments in distressed single-family home rental properties involve risks, including, but not limited to, the possibility that our local operating partners may have business or economic goals which are inconsistent with those of the Company, that our local operating partners may be in a position to take action or withhold consent contrary to our instructions or requests, that we may be responsible to our local operating partners for indemnifiable losses, and that the acquisition of "seed assets" from our local operating partners requires the Company to rely on such partners for full disclosure concerning, among other things, the past and current performance of such assets. In some instances, our local operating partners may have competing interests in our markets that could create conflicts of interest. Further, the Company's local operating partners may experience financial distress, including bankruptcy or insolvency, and to the extent they cannot meet their obligations to us or the respective partnership, the Company's operations and financial results in connection with the U.S. distressed single-family home rental strategy or otherwise could be adversely affected.

Each local operating partner has a limited number of key principals, whose involvement with the local operating partner is viewed by the Company as being critical to the success of the partnership. The definitive legal documentation with each local operating partner includes "key person" provisions in favour of the Company that provide that should such principal(s) cease to be involved with the operation and management of the partnership, the investment period of the partnership will terminate and the partnership will only be permitted to engage in run-off activities unless otherwise approved by Tricon. Despite these contractual protections, there can be no assurance that the local operating partners or the key principals will comply with such provisions, and it may take time for the Company

to become aware of such non-compliance and take steps to enforce such provisions. The Company may also not be able to find suitable replacements for such key principals, in which event the Company's operations and financial results in connection with the U.S. distressed single-family home rental strategy or otherwise could be adversely affected.

Defaults by our local operating partners could also result in services not being provided as intended, which could result in disruptions to our operations that may adversely affect our business and results of operations. Although we intend to take steps to minimize the risk of non-performance by our local operating partners, disruptions in financial and credit markets could, among other things, impede the ability of our local operating partners to perform on their contractual obligations, which, in turn, could adversely affect the Company's operations and financial results in connection with the U.S. distressed single-family home rental strategy or otherwise.

U.S. Market Factors

The distressed single-family homes that the Company intends to purchase will be located in the U.S. Over the past 5+ years, U.S. markets have experienced increased levels of volatility due to a combination of many factors, including high unemployment, decreasing home prices, the highest level of home foreclosures in generations, limited access to credit markets, higher fuel prices, less consumer spending, and the slow rate of recovery. Although according to the U.S. Federal Reserve, the recession technically ended in June 2009, the U.S. economy has not returned to operating at normal capacity and the effects of the current market dislocation may persist as governments wind down fiscal stimulus programs. Concern about the stability of the markets generally and the strength of the economic recovery may lead lenders to reduce or cease to provide funding to businesses and consumers, and force financial institutions to continue to take the necessary steps to restructure their business and capital structures. As a result, this economic downturn has reduced demand for new homes and removed support for rents and property values. Although a recovery in the real estate market is in its early stages, the Company cannot predict whether and when the real estate markets will return to their pre-downturn levels. The value of distressed single-family homes acquired and the rental rates may decline if current market conditions persist or worsen.

In addition, while currently only one of the Company's local operating partners receives a significant amount of rental income from government subsidized rental support programs, such as the Section 8 program operated by the U.S. Department of Housing and Urban Development, it is possible that other prospective local operators with which the Company may enter into partnership arrangements could derive significant rental income from such programs. A reduction or elimination of government funding of such programs could result in higher rental turnover and downward pressure on rental rates.

Competition

The residential homebuilding, renovation and rental industry is highly competitive. Residential homebuilders, renovators and operators compete not only for homebuyers and/or tenants, but also for desirable properties, building materials, labour and capital. In the U.S., the Company competes with other local, regional and national homebuilders, renovators and rental property consolidators. Any improvement in the cost structure or service of these competitors will increase the competition the Company faces in the U.S. The Company also competes with the resale of existing homes including foreclosed homes, sales by housing speculators and investors and rental housing. In addition, a number of U.S. private equity funds have recently established real estate investment trusts focusing on the rental of single-family homes in the United States that may compete with the Company's U.S. strategy. These, and other, REITs may have access to greater resources and a lower cost of capital than Tricon. Competitive conditions in the industry could result in: difficulty in acquiring suitable properties at acceptable prices; increased selling incentives; lower sales volumes and prices; lower profit margins; impairments in the value of the Company's inventory and other assets; increased construction costs; and delays in construction.

Reliance on Assumptions

The Company's investment objectives and strategy relating to its U.S. distressed single-family home rental strategy have been formulated based on the Company's analysis and expectations regarding recent economic developments in the U.S., the future recovery of U.S. real estate markets generally, and the U.S. to Canadian dollar exchange rate. Such analysis may be incorrect and such expectations may not be realized, in which event the Company may not generate expected returns or yields relating to its U.S. distressed single-family home rental strategy.

Title Risk

When the Company, through its local operating partnerships, acquires "seed assets" from its local operating partners, the process of vending such homes into the respective partnership involves the acquisitions being closed through a title company and an owner's title insurance policy being obtained by the partnership. However, the U.S. distressed single-family homes that are acquired by the local operating partners through the partnerships' ongoing operations are typically purchased through trustee auctions. Although the local operating partners conduct their own due diligence and employ a title company to review title on target housing assets prior to the partnership purchasing such homes, the partnerships do not typically assume title on the homes purchased through foreclosure sales and auctions until weeks after the purchase. Furthermore, an owner's title insurance policy is not available to the partnerships to protect against the inherent title risk arising through the foreclosure auction process. In the event that the local operating partners fail to independently and properly assess a title risk or fail to assume one or more homes because of such failed analysis, the Company may not achieve its

expected returns or yields relating to its U.S. distressed single-family home rental strategy.

Financing U.S. Single-Family Home Rental Properties

The U.S. residential mortgage lending and mortgage finance industries have experienced significant instability due to, among other things, relatively high rates of defaults and foreclosures on residential consumer mortgage loans and a resulting decline in their market value and the market value of mortgage-backed securities. A number of businesses that were active in the residential mortgage loan industry and residential mortgage-backed securities industry have gone out of business or exited the market. This has resulted in reduced investor confidence and enhanced regulatory and legislative actions. If the United States capital or credit markets experience further disruption or another downturn, the value of residential real estate in the United States could be significantly reduced. Consequently, the value of the homes we invest in and subsequently mortgage could decline below the principal balance of the mortgage financing secured by such homes, which could adversely affect our financial position.

Rising Interest Rates

Rising interest rates, decreased availability of mortgage financing or of certain mortgage programs, higher down payment requirements or increased monthly mortgage costs may lead to reduced demand for new home sales and re-sales and mortgage loans, which could have a material adverse effect on the value of Tricon portfolio of investments in residential real estate assets and on the Company's business, prospects, liquidity, financial condition and results of operations.

Illiquidity of Residential Real Estate

Residential real estate investments generally cannot be sold quickly. As a result, we may not be able to enter, exit or modify our investments in the U.S. distressed single-family home rental market promptly in response to economic or other conditions. This inability to promptly reallocate capital or exit the market in a timely manner could adversely affect the Company's operations and financial results in connection with the U.S. distressed single-family home rental strategy or otherwise.

Conflicts of Interest

In some instances, our local operating partners may have competing interests in the markets in which we pursue the U.S. distressed single-family home rental strategy. Furthermore, some of the developers we currently do business with may currently have or develop competing interests in those markets. While the Company has taken and intends to continue to take precautions and negotiate contractual restrictions in definitive legal documentation in order to avoid such conflicts, conflicts of interest may nonetheless arise and may have an adverse effect on the Company's operations and financial results in connection with the U.S. distressed single-family home rental strategy or otherwise. In addition to any unknown adverse

effects that may be caused by real or perceived conflicts of interest, certain of the risks associated with such potential conflicts of interest are described above under the heading “Risk Factors – Reliance on Local Operating Partners”, including the risk of default or non-performance by our current and prospective local operating partners.

Renewal of Leases or Relet Homes as Leases Expire

If a tenant decides to vacate a rental property, whether as a result of deciding not to renew their lease or by vacating prior to the expiry of the lease, the Company, through its local operating partners or otherwise, may not be able to relet that property in a short amount of time or at all. Additionally, even if we are successful in renewing a lease or reletting a property, the terms of the renewal or reletting may be less favourable than the terms that existed at the time when we originally leased the property. If we are unable to promptly renew leases or relet properties, or if the rental rates upon renewal or reletting are significantly lower than expected rates, then the Company’s financial condition and cash flow could be adversely affected. Our ability to renew leases and/or relet properties (or on terms that are favourable to us) may be adversely affected by economic and market conditions including, without limitation, new construction and excess inventory of single-family housing, changes in social preferences, rent control legislation, the availability of low interest mortgages for single-family home buyers, rental housing subsidized by the government, and other government programs that favour multi-family rental housing or owner occupied housing over single-family rental housing.

Retaining Qualified Trades Workers and Obtaining Required Materials and Supplies

The homebuilding and home renovation industry has from time to time experienced significant difficulties in the supply of materials and services, including with respect to: shortages of qualified trades people; labour disputes; shortages of building materials; unforeseen environmental and engineering problems; and increases in the cost of certain materials (particularly increases in the price of lumber, wall board and cement, which are significant components of home construction and renovation costs). When any of these difficulties occur, it will cause delays and increase the cost to the Company of renovating homes.

Tax Law Changes in the United States

Tax law changes in the United States could make home ownership more expensive or less attractive. In the United States, significant expenses of owning a home, including mortgage interest expense and real estate taxes, generally are deductible expenses for an individual’s federal and, in some cases, state income taxes, subject to various limitations under current tax law and policy. If the federal government or a state government changes income tax laws to eliminate or substantially modify these income tax deductions, then the after-tax cost of owning a new home would increase substantially. This could adversely impact demand for, and/or sales prices of, homes.

Regulatory Changes

Changes in legislation and regulation on climate change could result in increased capital expenditures to improve the energy efficiency of the single-family residential properties we invest in and could also require us to spend more capital on renovations and home improvements without a corresponding increase in revenue that could adversely affect the Company’s operations and financial results in connection with the U.S. distressed single-family home rental strategy or otherwise.

Risks Relating to Current and Future Funds and Principal Investing Formation of Future Funds

The ability to raise any capital for any future funds remains subject to various conditions which Tricon cannot control, including the negotiation and execution of definitive legal documentation and commitments made by third-party investors. There can be no assurance that any capital raising by any other future funds will occur or that future warehoused investments of the Company will be acquired by any other future funds. A failure to raise any other future funds could result in lower Assets Under Management and would impair our future revenues and growth.

Structure of Future Funds

There can be no assurance that the manner in which Contractual Fees, General Partner Distributions, Performance Fees, and/or Investment Income are calculated in respect of future funds of Tricon will be the same as the Active Funds, including with respect to the treatment of the Company’s principal investments in such funds. Any such changes could result in the Company earning less Contractual Fees, General Partner Distributions and/or Performance Fees from the same Assets Under Management as compared to the Active Funds and could expose the Company’s principal investment in such future fund or funds to increased risk, including, but not limited to, the risk of reduced Investment Income (at comparable investment performance levels) and the increased risk of loss of capital of the Company.

Principal Investing

The Company is subject to various risks in respect of its current and future principal investments, warehoused investments and other direct investments that it holds, including the risk of loss of capital of the Company and the risks disclosed above under the headings “Risks Relating to the U.S. Distressed Single-Family Home Rental Strategy” and “Risks Relating to Current and Future Funds and Principal Investing”.

Difficult market conditions can materially adversely affect our business in many ways, including by reducing the value or performance of the investments made by our Active Funds which could materially reduce our revenue and cash flow and materially adversely affect our financial condition and profitability.

The success of our business is highly dependent upon conditions in the Canadian and United States real estate markets (and in particular the residential sector) and economic conditions throughout North America that are outside our control and difficult to predict. Factors such as interest rates, housing prices, availability of credit, inflation rates, economic uncertainty, changes in laws (including laws relating to taxation), trade barriers, currency exchange rates and controls, and national and international political circumstances (including wars, terrorist acts or security operations) could have a material negative impact on the value of our funds' portfolio investments, which could reduce our revenues and profitability.

Specific to our private funds and advisory business, unpredictable or unstable market conditions and adverse economic conditions may result in reduced opportunities to find suitable risk-adjusted investments to deploy capital and make it more difficult for our funds to exit and realize value from their existing real estate investments, which could materially adversely affect our ability to raise new funds and sustain our profitability and growth.

Poor investment performance could lead to the loss of existing clients, an inability to attract new clients, lower Assets Under Management and a decline in our revenues.

We believe that our investment performance is one of the most important factors for the growth of our business. Poor investment performance relative to our competitors or otherwise could impair our revenues and growth because existing clients might opt not to invest in any of our subsequent funds and we might not be able to attract funds from existing and new clients, which could result in lower Assets Under Management and could impact our ability to earn Contractual Fees. In addition, our ability to earn Performance Fees is directly related to our investment performance and therefore poor investment performance may cause us to earn less or no Performance Fees. We cannot guarantee that we will be able to achieve positive returns, retain existing clients or attract new clients in the future.

Changes in the real estate markets could lead to a decline in our revenues.

Our revenues are dependent upon our Contractual Fees, which are based on a percentage of committed capital per annum depending on the size of a particular Active Fund, and our Performance Fees, which are based on pre-specified target investment returns.

The market value of our Assets Under Management and our ability to achieve returns above the target investment returns are impacted by factors beyond our control, including economic and political conditions as well as the policies and performance of businesses, government, the real estate industry and the financial community.

A decline in value of the real estate properties we invest in could result in lower Performance Fees.

Poor performance of our funds would make it more difficult for us to raise new capital. Investors in our funds may decline to invest in future funds we manage. Investors and potential investors of our funds continually assess our funds' performance and our ability to raise capital for existing and future funds will depend on our funds' continued satisfactory performance.

Investments in residential real estate development have relatively long investment periods and are subject to significant risk throughout.

Our funds have made investments in residential land development and homebuilding operations located in the United States and Canada. These operations are concentrated in areas which we believe have positive long-term demographic and economic characteristics.

The residential real estate development industry is cyclical and is significantly affected by changes in general and local economic and industry conditions, such as consumer confidence, employment levels, availability of financing for homebuyers and interest rates, availability and terms of senior financing, levels of new and existing homes for sale, demographic trends and housing demand.

The development projects in which we invest also have lengthy project completion timelines. Typically, we invest in development projects in which capital is generally returned in three to five years and that take four to six years to complete. These extended timelines present the possibility that markets will deteriorate between the time of our initial investment and the return of capital or project completion which could have an adverse effect on our business, financial condition or results of operation.

Competition from rental properties and resale homes, including homes held for sale by investors and foreclosed homes, may reduce a developer's ability to sell new homes, depress prices and reduce margins for the sale of new homes. Homebuilders are also subject to risks related to the availability of materials and cost overruns. Furthermore, the market value of undeveloped land, buildable lots and housing inventories can fluctuate significantly as a result of changing economic and real estate market conditions. If there are significant adverse changes in economic or real estate market conditions, the developers in whose projects our funds invest may have to sell homes at a loss or hold land in inventory longer than planned. Inventory carrying costs can be significant and can result in losses in a poorly performing project or market.

Virtually all end purchasers of residential real estate finance their home acquisitions through lenders providing mortgage financing. Mortgage rates have recently been at or near their lowest levels in many years. Despite this, and given the dramatic issues being experienced in the mortgage markets in the United States and by many lenders, fewer loan products and tighter loan qualification requirements have made it more difficult for borrowers to procure mortgages.

Even if potential customers do not need financing, changes in interest rates and mortgage availability could make it harder for them to sell their homes to potential buyers who do need financing, which in the United States has resulted in reduced demand for new homes. Rising mortgage rates and/or stricter underwriting criteria could adversely affect the ability of the developers in whose projects we invest to sell new homes and the price at which they can sell them, which could materially adversely impact the results of our operations and Performance Fee revenue.

We are dependent upon the economic climates of our primary markets.

Substantially all of our revenues are indirectly derived from residential real estate development properties located in our primary geographic markets in Canada (Toronto, Vancouver, Calgary and Edmonton) and our six major geographic markets or regions in the United States (Southern California, Northern California, Phoenix, Atlanta, Dallas and Houston, Texas and Southern Florida). A prolonged downturn in the economies of these markets, or the impact that a downturn in the overall national economies of Canada or the United States may have upon these markets, could result in reduced demand for residential properties. Because our funds' portfolios consist primarily of residential real estate (as compared to a more diversified real estate portfolio), a decrease in demand for residential real estate could adversely affect our results from operations.

The development projects in which our funds invest may not compete on advantageous terms, or at all.

On a strategic and selective basis, our funds provide financing to develop properties. The residential real estate development business involves significant risks that could adversely affect our business, financial condition and results of operations, including: the developer may not be able to complete construction on schedule or within budget, resulting in increased debt service expense and construction costs and delays in selling the properties in which our funds invest; the developer may not be able to obtain, or may experience delays in obtaining, all necessary zoning, land-use, building, occupancy and other governmental permits and authorizations for properties in which our funds invest; the developer may not be able to sell properties in which our funds invest on favourable terms or at all; construction costs, total investment amounts and our fund's share of remaining funding may exceed our estimates and projects may not be completed and delivered as planned.

The development properties in which our funds invest are subject to possible environmental liabilities and other possible liabilities.

The development properties and developers in which our funds invest are subject to various Canadian and United States federal, provincial, state and municipal laws relating to environmental matters. These laws could hold the developers or property owners liable for the costs of removal and remediation of certain hazardous substances or wastes released or deposited on or in our development

properties or disposed of at other locations. The failure to remove or remediate such substances, if any, could adversely affect the developer's ability to sell the development properties or to borrow using real estate as collateral, and could potentially result in claims or other proceedings against the developer. We are not aware of any material non-compliance with environmental laws by any of the developers in which our funds invest, nor are we aware of any material non-compliance with environmental laws on any of the residential real estate developments that our funds invest in. We are also not aware of any pending or threatened investigations or actions by environmental regulatory authorities in connection with any of the residential real estate developments or any material pending or threatened claims relating to environmental conditions at our development properties. We have made and will continue to make the necessary capital expenditures to support our developers' efforts to comply with environmental laws and regulations. Environmental laws and regulations can change rapidly and the developers may become subject to more stringent environmental laws and regulations in the future. Compliance with more stringent environmental laws and regulations could have an adverse effect on a developer or a particular development project, which, in turn, could have an adverse effect on our business, financial condition or results of operations.

Loss of key employees could lead to a loss of clients and a decline in our revenues.

Our business is dependent on the highly skilled and often highly specialized individuals we employ. The contribution of these individuals to our management team is important in attracting and retaining investors for our funds. We devote considerable resources to recruiting, training and compensating these individuals.

However, the growth in total assets under management in the investment management industry, the number of new firms entering the industry and the reliance on performance results to sell financial products have increased the demand for high-quality investment and client service professionals. Compensation packages for these professionals have a tendency to increase at a rate well in excess of inflation and above the rates observed in other industries. We expect that these costs will continue to represent a significant portion of our expenses.

We have taken, and will continue to take, steps to encourage our key employees to remain in our employ, including the establishment of an employee bonus pool, a stock option plan, a phantom unit plan, a deferred share plan and our entering into employment agreements with key employees. There can be no assurance that the steps we have taken to retain these individuals will be sufficient in light of the increasing competition for experienced professionals in the industry or that we will be able to recruit a sufficient number of new employees with the desired qualifications in a timely manner, if required. The employee bonus pool, the employee stock option plan, the phantom unit plan and the deferred share plan may not be attractive to our key employees if we are not able to generate Performance Fees or the value of our Common Shares declines or fails to appreciate

sufficiently to be a competitive source of a portion of professional compensation. Furthermore, there can be no assurances that our key employees will not leave to pursue other opportunities, including those with our competitors (notwithstanding any non-competition provisions in our employment agreements). The failure to retain key employees and to recruit new employees could lead to a loss of clients and a decline in our revenues.

Further, the limited partnership agreements for Tricon IX, Tricon X and Tricon XII have “key person” provisions which deal with the continued involvement of certain members of our management team in the operations of those funds. Failure to comply with such provisions could result in the early termination of the Investment Periods of such funds, thereby releasing all limited partners thereof from any obligation to make further capital commitments, which could materially adversely affect our business, financial outlook or profitability.

We do not have sole control over the properties in which our funds invest, or over the revenues, and certain decisions associated with those properties, which may limit our flexibility with respect to these investments.

Our funds’ investments are made through the financing of local developers, and, consequently, we rely to a great extent on those developers to successfully manage their development projects. Investments in partnerships, joint ventures or other entities may involve risks not present were a third party not involved, including the possibility that our funds’ partners or co-venturers might become bankrupt or otherwise fail to fund their share of required capital contributions. Additionally, our partners or co-venturers might at any time have economic or other business interests or goals which are inconsistent with our business interests or goals. In addition, we do not have sole control of certain important decisions relating to these development properties, including decisions relating to: the sale of the development properties; refinancing; timing and amount of distributions of cash from such development properties to Tricon; and capital improvements.

Competitive pressures could reduce our revenues.

The asset management industry is competitive. Some of our competitors have, and potential future competitors could have, substantially greater technical, financial, marketing, distribution and other resources than we do. There can be no assurance that we will be able to achieve or maintain any particular level of Assets Under Management or revenues in this competitive environment. Competition could have a material adverse effect on our profitability and there can be no assurance that we will be able to compete effectively. In addition, our ability to maintain our current Contractual Management Fee and Performance Fee structure is dependent on our ability to provide clients with products and services that are competitive. There can be no assurance that we will not come under competitive pressures to lower the fees we charge or that we will be able to retain our fee structure or, with such fee structure, retain our clients in the future. A significant reduction in our Contractual Fees or Performance Fees could have an adverse effect on our revenues.

Rapid growth in our Assets Under Management could adversely affect our investment performance or our ability to continue to grow.

An important component of residential real estate development investment performance is the availability of appropriate investment opportunities. If we are not able to find sufficient residential real estate development investments for new funds in a timely manner, our investment performance could be adversely affected. Alternatively, if we do not have sufficient residential real estate development investment opportunities for new funds, we may elect to limit our growth and reduce the rate at which we receive new client assets. If our Assets Under Management increase rapidly, we may not be able to exploit the residential real estate development investment opportunities that have historically been available to us or find sufficient investment opportunities for producing the absolute returns we target. If we are not able to identify sufficient appropriate investment opportunities for new funds, our investment performance and our ability to continue to grow may be adversely affected.

Rapid growth may also be difficult to sustain and may place significant demands on our administrative, operational and financial resources.

Our Assets Under Management have grown from approximately \$14.3 million in 1988 to approximately \$2.0 billion at March 31, 2014. Our rapid growth has caused, and if it continues will continue to cause, significant demands on our legal, accounting and operational infrastructure, and increased expenses. In addition, we are required to continuously develop our systems and infrastructure in response to the increasing sophistication of the residential real estate development investment management market and legal, accounting and regulatory developments.

Our future growth will depend, among other things, on our ability to maintain an operating platform and management systems sufficient to address our growth and will require us to incur additional expenses and to commit additional senior management and operational resources. As a result, we face significant challenges in: (i) maintaining adequate financial and business controls; (ii) implementing new or updated information and financial systems and procedures; and (iii) training, managing and appropriately sizing our work force and other components of our business on a timely and cost-effective basis.

There can be no assurance that we will be able to manage our expanding operations effectively or that we will be able to continue to grow, and any failure to do so could adversely affect our ability to generate revenue and control our expenses.

We may not be able to obtain or maintain insurance coverage on favourable economic terms.

We have various types of insurance, including errors and omissions insurance and general commercial liability insurance. The adequacy of insurance coverage is evaluated on an ongoing basis, including the cost relative to the benefits. However, there can be no assurance

that potential claims will not exceed the limits of available insurance coverage or that any claim or claims will be ultimately satisfied by an insurer. A judgment against us in excess of available insurance or in respect of which insurance is not available could have a material adverse effect on our business, financial condition or profitability. There can be no assurance that we will be able to obtain insurance coverage on favourable economic terms in the future.

Failure to execute our succession plan could lead to a loss of clients and employees and a decline in our revenues.

David Berman and Geoffrey Matus are the founders of Tricon and remain actively involved in the business. Some of our clients have invested with us because of the personal reputations and the hard work of Mr. Berman and Mr. Matus. Mr. Berman and Mr. Matus are committed to playing active executive roles in our future. At the same time, they have been mindful of developing a succession plan and have created a strong team in all areas of the business. However, if Mr. Berman and/or Mr. Matus retire, or are no longer able to serve in their capacity, we may not be able to retain some of our existing clients or employees, which could lead to a decline in our revenues.

The due diligence process that we undertake in connection with investments by our funds may not reveal all facts that may be relevant in connection with an investment.

Before making residential real estate development investments for our funds, including the selection of developers, we conduct extensive due diligence reviews that we deem reasonable and appropriate based on the facts and circumstances applicable to each investment. Our due diligence process includes in-depth reference checks of developers, environmental audits, market analysis, site analysis, financial and construction cost analysis and legal review. When conducting due diligence, we may be required to evaluate important and complex business, financial, tax, accounting, environmental and legal issues. Outside consultants, legal advisors, accountants and investment banks may be involved in the due diligence process in varying degrees depending on the type of investment. Nevertheless, when conducting due diligence and making an assessment regarding an investment, we rely on the resources available to us, including information provided by the developer, in some circumstances, third-party investigations. The due diligence investigation that we will carry out with respect to any investment opportunity may not reveal or highlight all relevant facts that may be necessary or helpful in evaluating such investment opportunity. Moreover, such an investigation will not necessarily result in the investment being successful.

Employee errors or misconduct could result in regulatory sanctions or reputational harm, which could materially adversely affect our business, financial condition or profitability.

There have been a number of highly publicized cases involving fraud or other misconduct by employees in the investment industry in recent years and, notwithstanding the extensive measures we take to deter

and prevent such activity, we run the risk that employee misconduct could occur. Misconduct by employees could include binding us to transactions that exceed authorized limits or present unacceptable risks, or concealing from us unauthorized or unsuccessful activities, which, in either case, may result in unknown and unmanaged risks or losses. Employee misconduct could also involve the improper use of confidential information, which could result in regulatory sanctions and serious reputational harm. We are also susceptible to loss as a result of employee error. It is not always possible to deter employee misconduct or prevent employee error and the precautions we take to prevent and detect this activity may not be effective in all cases, which could materially adversely affect our business, financial condition or profitability.

If the global market and economic crisis continues for a long period, disruptions in the capital and credit markets may adversely affect our business, financial condition and results of operations.

Recent global market and economic conditions have been unprecedented and challenging with tighter credit conditions and slower than typical growth continuing through 2013. Continued concerns about the credit crisis, particularly in Europe, the availability and cost of credit, the real estate market, energy costs and geopolitical issues have contributed to increased market volatility and diminished expectations for the global economy. These conditions, combined with declining business activity levels and consumer confidence, increased unemployment and volatile oil prices, have contributed to unprecedented levels of volatility in the capital markets. If the global market and economic crisis intensifies or continues for a long period, disruptions in the capital and credit markets may adversely affect our business, financial condition and results of operations.

We face potential adverse effects from developer defaults, bankruptcies or insolvencies.

A developer that our funds help to finance may experience a downturn in its business, which could cause the loss of that developer or weaken its financial condition and result in the developer's inability to make payments when due. If a developer defaults, we may experience delays and incur costs in enforcing our rights as lender and protecting our investments.

Because real estate investments are illiquid, the developers our funds invest with may not be able to sell properties when appropriate.

Certain residential properties can be difficult to sell, particularly if local market conditions continue to be poor. Additionally, financial difficulties of other property owners resulting in distressed sales could depress real estate values in the markets in which we operate in times of illiquidity, such as in the current economy. These restrictions could reduce our ability to respond to changes in the performance of our funds and could adversely affect our financial condition and results of operations.

The partnership agreements of certain of our funds permit the removal of the general partner and manager without cause.

The partnership agreements for certain Active Funds provide that the general partner of each Active Fund may be removed by the consent of limited partners that have made 75% of such partnership's capital contributions. The partnership agreements of other Active Funds provide that the general partner and manager of each such Active Fund may be removed without cause by the consent of "unaffiliated limited partners" holding at least 75% of the partnership units entitled to be voted on such matter. These partnership agreements do not provide for termination payments to the general partner or manager in the event of removal without cause. The removal of the general partner or the manager of an Active Fund prior to the termination of such fund could materially adversely affect the reputation of Tricon, lower Assets Under Management and, as a result, reduce anticipated future Contractual Fees and Performance Fees.

One or more of our limited partners may fail to satisfy a drawdown request on its capital commitment.

The limited partners in Tricon's funds comprise a relatively small group of high-quality, primarily institutional, investors. To date, each of these investors has met its commitments on called capital and we have received no indications that any investor will be unable to meet its capital commitments in the future. While our experience with the funds' limited partners suggests that commitments will be honoured, and notwithstanding the adverse consequences to a defaulting limited partner in the applicable limited partnership agreement, no assurances can be given that a limited partner will meet its entire commitment over the life of a fund. A failure by one or more limited partners to satisfy a drawdown request could impair our ability to fully finance our development projects, which could have a material adverse effect on our business.

Risks Related to Our Common Shares

The market price of our Common Shares could fluctuate significantly as a result of many factors, including the following:

- economic and stock market conditions generally and specifically as they may impact participants in the real estate industry;
- our earnings and results of operations and other developments affecting our business;
- sales of Common Shares into the market following the release from escrow of the Pre-IPO Shareholders' Common Shares;
- changes in financial estimates and recommendations by securities analysts following our Common Shares;
- earnings and other announcements by, and changes in market evaluations of, participants in the real estate industry;
- changes in business or regulatory conditions affecting participants in the real estate industry; and
- trading volume of the Common Shares.

In addition, the financial markets have experienced significant price and volume fluctuations that have particularly affected the market prices of equity securities of companies and that have often been unrelated to the operating performance of such companies. Accordingly, the market price of our Common Shares may decline even if our operating results or prospects have not changed.

9.9 Staffing

In 1Q14, the Company hired five new employees, including an investment analyst, three accounting staff members, and an administrative staff, to address the significant growth experienced in the business. The Company assesses its staffing requirements on an ongoing basis and expects to continue to hire additional personnel in 2014. As a listed issuer, additional expenditures may be required as a result of increased regulatory and accounting requirements, and technological equipment and back-office systems may need to be upgraded.

9.10 Critical Accounting Estimates

Please refer to the Notes to Condensed Interim Consolidated Financial Statements for details on critical accounting estimates.