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The "Company" in this Management's Discussion and Analysis ("MD&A") refers to The Westaim Corporation ("Westaim") on a consolidated basis. This MD&A, which has been approved by the Board of Directors of Westaim, should be read in conjunction with the Company's unaudited consolidated financial statements including notes for the three and nine months ended September 30, 2020 and 2019 as set out on pages 39 to 63 of this quarterly report. Financial data in this MD&A has been derived from the unaudited consolidated financial statements for the three and nine months ended September 30, 2020 and 2019 and is intended to enable the reader to assess the Company's results of operations for the three and nine months ended September 30, 2020 and financial condition as at September 30, 2020. The Company reports its consolidated financial statements using accounting policies consistent with International Financial Reporting Standards ("IFRS"). All currency amounts are in United States dollars ("US\$"), the functional and presentation currency of the Company, except per share data, unless otherwise indicated. Canadian dollars are referenced as C\$. The following commentary is current as of November 12, 2020. Additional information relating to the Company is available on the System for Electronic Document Analysis and Retrieval ("SEDAR") at [www.sedar.com](http://www.sedar.com). Certain comparative figures have been reclassified to conform to the presentation of the current year, and certain totals, subtotals and percentages may not reconcile due to rounding.

During the fourth quarter of 2019, management reduced the number of businesses reported under the Arena Group (hereinafter defined) to Arena Investors (hereinafter defined) and Arena FINCOs (hereinafter defined) to simplify and improve the comparability of investment results. Comparative figures have been reclassified to conform to the presentation of the current period. See Section 3, *Investments* of this MD&A.

### **IFRS for Investment Entities**

The Company qualifies as an investment entity under IFRS and uses fair value as the key measure to monitor and evaluate its primary investments. The Company reports its financial results in accordance with IFRS applicable to investment entities.

### **Functional and Presentation Currency**

The US\$ is the functional and presentation currency of the Company. International Accounting Standard 21 "*The Effects of Changes in Foreign Exchange Rates*" describes functional currency as the currency of the primary economic environment in which an entity operates. A significant majority of the Company's revenues and costs are earned and incurred in US\$, respectively.

### **Non-GAAP Measures**

The Company uses both IFRS and non-generally accepted accounting principles ("non-GAAP") measures to assess performance. The Company cautions readers about non-GAAP measures that do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures used by other companies. Management believes these measures allow for a more complete understanding of the underlying business. These measures are used to monitor the Company's results and should not be viewed as a substitute for those determined in accordance with IFRS. Reconciliations of such measures to the most comparable IFRS figures are contained in Section 15, *Non-GAAP Measures* of this MD&A.

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**Cautionary Statement Regarding the Valuation of Investments in Private Entities**

In the absence of an active market for its investments in private entities, fair values for these investments are determined by management using the appropriate valuation methodologies after considering the history and nature of the business, operating results and financial conditions, outlook and prospects, general economic, industry and market conditions, capital market and transaction market conditions, contractual rights relating to the investment, public market comparables, net asset value, discounted cash flow analysis, comparable recent arm's length transactions, private market transaction multiples and, where applicable, other pertinent considerations. The process of valuing investments for which no active market exists is inevitably based on inherent uncertainties and the resulting values may differ from values that would have been used had an active market existed. The amounts at which the Company's investments in private entities could be disposed of may differ from the fair value assigned and the differences could be material.

**Cautionary Statement Regarding Financial Information of Houston International Insurance Group, Ltd.**

Select financial information concerning Houston International Insurance Group, Ltd. ("HIIG") (the "HIIG Financial Information") contained in this MD&A is unaudited and has been derived from the unaudited consolidated financial statements of HIIG for the three and nine months ended September 30, 2020 and 2019 (the "HIIG Statements") which have been prepared in accordance with United States generally accepted accounting principles ("US GAAP"). Such statements are the responsibility of the management of HIIG. The HIIG Financial Information, including any HIIG non-GAAP measures contained therein, has not been reconciled to IFRS and so may not be comparable to the financial information of issuers that present their financial information in accordance with IFRS.

The HIIG Financial Information should be read in conjunction with the Company's historical financial statements including the notes thereto and the related MD&A as well as the Company's other public filings.

The HIIG Financial Information has been provided solely by HIIG. Although Westaim has no knowledge that would indicate that any of the HIIG Financial Information contained herein is untrue or otherwise misleading, neither Westaim nor any of its directors or officers assumes any responsibility for the accuracy or completeness of such information, or for any failure by HIIG to disclose to Westaim events or facts which may have occurred or which may affect the significance or accuracy of any such financial information but which are unknown to Westaim.

Westaim disclaims and excludes all liability (to the extent permitted by law), for losses, claims, damages, demands, costs and expenses of whatever nature arising in any way out of or in connection with the HIIG Financial Information, its accuracy, completeness or by reason of reliance by any person on any of it.

**Cautionary Statement Regarding Financial Information of the Arena Group**

Select financial information concerning the Arena Group (as hereinafter defined) (the "Arena Financial Information") contained in this MD&A is unaudited and has been derived from the unaudited financial statements of the Arena Group for the three and nine months ended September 30, 2020 and 2019 which have been prepared in accordance with either IFRS or US GAAP. Such statements are the responsibility of the management of the Arena Group. The Arena Financial Information, including any Arena Group non-GAAP measures contained therein, may not be reconciled to IFRS and so may not be comparable to the financial information of issuers that present their financial information in accordance with IFRS.

The Arena Financial Information should be read in conjunction with the Company's historical financial statements including the notes thereto and the related MD&A as well as the Company's other public filings.

During the fourth quarter of 2019, management consolidated the Arena Group's Financial Information into Arena FINCOs (defined hereinafter) and Arena Investors (defined hereinafter) to simplify and improve the comparability of the Arena Group's results. Comparative figures have been reclassified to conform to the presentation of the current period.

The Arena Financial Information has been primarily provided by the management of the Arena Group. Although Westaim has no knowledge that would indicate that any of the Arena Financial Information contained herein is untrue or otherwise misleading, neither Westaim nor any of its directors or officers assumes any responsibility for the accuracy or completeness of such information, or for any failure by the Arena Group to disclose to Westaim events or facts which may have occurred or which may affect the significance or accuracy of any such financial information but which are unknown to Westaim.

Westaim disclaims and excludes all liability (to the extent permitted by law), for losses, claims, damages, demands, costs and expenses of whatever nature arising in any way out of or in connection with the Arena Financial Information, its accuracy, completeness or by reason of reliance by any person on any of it.

**Future Oriented Financial Information**

This MD&A may contain forward-looking statements that involve risks and uncertainties. The Company's actual results could differ materially from these forward-looking statements as a result of various factors, including those discussed hereinafter, and in the Company's Annual Information Form dated March 26, 2020 for its fiscal year ended December 31, 2019 which is available on SEDAR at [www.sedar.com](http://www.sedar.com). Please refer to Section 16, *Cautionary Note Regarding Future Oriented Financial Information* of this MD&A.

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**1. THE COMPANY**

The Westaim Corporation (TSXV: WED) is a Canadian investment company specializing in providing long-term capital to businesses operating primarily within the global financial services industry. The Company invests, directly and indirectly, through acquisitions, joint ventures and other arrangements, with the objective of providing its shareholders with capital appreciation and real wealth preservation.

Westaim's strategy is to pursue investment opportunities with a focus towards the global financial services industry and grow shareholder value over the long term. The Company's principal investments consist of HIIG and the Arena Group. See discussion in Section 3, *Investments* of this MD&A for additional information on these investments.

**2. OVERVIEW OF PERFORMANCE**

<b>Highlights</b> (millions except share and per share data)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Revenue and net change in unrealized value of investments	\$ 4.0	\$ 4.8	\$ (16.1)	\$ 29.3
Net expenses	(3.4)	(1.1)	(3.8)	(7.7)
Income tax expense	-	-	(0.1)	-
Profit (loss) and comprehensive income (loss)	\$ 0.6	\$ 3.7	\$ (20.0)	\$ 21.6
Earnings (loss) per share – basic	\$ -	\$ 0.03	\$ (0.14)	\$ 0.15
Earnings (loss) per share – diluted	\$ -	\$ 0.03	\$ (0.14)	\$ 0.15
At September 30:				
Shareholders' equity	\$ 335.0	\$ 367.5	\$ 335.0	\$ 367.5
Number of common shares outstanding	143,186,718	143,186,718	143,186,718	143,186,718
Book value per share - in US\$ <sup>1</sup>	\$ 2.33	\$ 2.56	\$ 2.33	\$ 2.56
Book value per share - in C\$ <sup>1</sup>	\$ 3.10	\$ 3.39	\$ 3.10	\$ 3.39

<sup>1</sup> Non-GAAP measure. See Section 15, *Non-GAAP Measures* of this MD&A. Period end exchange rates: 1.33125 at September 30, 2020 and 1.32365 at September 30, 2019.

Three months ended September 30, 2020 and 2019

The Company reported a profit and comprehensive income of \$0.6 million for the three months ended September 30, 2020 (2019 – \$3.7 million).

Revenue and net change in unrealized value of investments for the three months ended September 30, 2020 of \$4.0 million (2019 - \$4.8 million) consisted of interest income of \$0.3 million (2019 - \$0.4 million), dividend income paid to the Company from the Arena FINCOs (as hereinafter defined) of \$nil (2019 - \$0.9 million), advisory fees of \$0.2 million (2019 - \$0.8 million), an unrealized increase from the Company's investments in private entities of \$3.7 million less dividends of \$nil (2019 - \$4.0 million less dividends of \$0.9 million), an increase in unrealized value of other investments of \$0.1 million; (2019 - \$0.1 million) and the Company's share of loss of its associates (as hereinafter defined) of \$0.3 million (2019 – \$0.5 million).

Net expenses for the three months ended September 30, 2020 of \$3.4 million (2019 - \$1.1 million) consisted of salaries and benefits of \$0.9 million (2019 - \$0.8 million), general, administrative and other expenses of \$0.2 million (2019 - \$0.3 million), professional fees of \$0.2 million (2019 - \$0.4 million), site restoration expense of \$nil (2019 - \$0.3 million), share-based compensation expense of \$0.8 million (2019 – recovery of \$0.1 million), a foreign exchange loss of \$0.5 million (2019 – gain of \$0.1 million), interest on preferred securities of \$0.5 million (2019 - \$0.5 million) and an unrealized loss resulting from a change in the fair value of the vested Warrants (as hereinafter defined) of \$0.3 million (2019 – unrealized gain of \$1.0 million).

Nine months ended September 30, 2020 and 2019

The Company reported a loss and comprehensive loss of \$20.0 million for the nine months ended September 30, 2020 (2019 - profit and comprehensive income of \$21.6 million).

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**2. OVERVIEW OF PERFORMANCE (continued)**

Revenue and net change in unrealized value of investments for the nine months ended September 30, 2020 of \$(16.1) million (2019 - \$29.3 million) consisted of interest income of \$0.9 million (2019 - \$1.7 million), dividend income paid to the Company from the Arena FINCOs (as hereinafter defined) of \$22.7 million (2019 - \$0.9 million), advisory fees of \$0.7 million (2019 - \$2.1 million), an unrealized decrease from the Company's investments in private entities of \$16.3 million less dividends paid to the Company of \$22.7 million (2019 - unrealized increase of \$25.1 million less dividends of \$0.9 million), an increase in unrealized value of other investments of \$0.1 million (2019 - \$0.2 million) and the Company's share of loss of its associates (as hereinafter defined) of \$1.5 million (2019 - profit of \$0.2 million).

Net expenses for the nine months ended September 30, 2020 of \$3.8 million (2019 - \$7.7 million) consisted of salaries and benefits of \$2.7 million (2019 - \$2.7 million), general, administrative and other expenses of \$0.6 million (2019 - \$0.9 million), professional fees of \$0.9 million (2019 - \$0.8 million), site restoration expense of \$0.1 million (2019 - \$1.7 million), share-based compensation recovery of \$0.4 million (2019 - expense of \$0.7 million), a foreign exchange gain of \$0.5 million (2019 - loss of \$0.5 million), interest on preferred securities of \$1.4 million (2019 - \$1.4 million) and an unrealized gain resulting from a change in the fair value of the vested Warrants (as hereinafter defined) of \$1.0 million (2019 - \$1.0 million).

The Company reported income tax expense for the nine months ended September 30, 2020 of \$0.1 million (2019 - \$nil).

**3. INVESTMENTS**

The Company's investments in private entities and associates are included under investments in the consolidated statements of financial position. The Company's principal investments consist of its investments in HIIG, and the Arena FINCOs and Arena Investors, collectively referred to as "Arena" or the "Arena Group", as follows:

	Place of establishment	Principal place of business	Ownership interest as at September 30, 2020	Ownership interest as at December 31, 2019
Investment in private entities:				
- HIIG	Delaware, U.S.	Texas, U.S.	44.5% owned by the Company <sup>1</sup>	44.0% owned by the Company <sup>1</sup>
- Arena FINCOs (as hereinafter defined)	Delaware, U.S.	New York, U.S.	100% owned by the Company	100% owned by the Company
Investment in associates:				
- Arena Investors (as hereinafter defined)	Delaware, U.S.	New York, U.S.	51% beneficially owned the Company <sup>2</sup>	51% beneficially owned the Company <sup>2</sup>

<sup>1</sup> At September 30, 2020, the Company owned 44.5% of HIIG's preferred shares which are convertible into HIIG common shares representing 23.0% of the fully diluted HIIG common shares. The Company also owned 21.5% of the HIIG fully diluted common shares through the HIIG Partnership which is established and operates in Ontario, Canada. Accordingly, the Company's total look-through ownership interest in HIIG is 44.5%. At December 31, 2019, the Company owned 44.0% in look through interest in HIIG common shares through the HIIG Partnership. At September 30, 2020, based on the Company's control of the HIIG Partnership, and its ownership of preferred shares, the Company holds a 57.6% voting interest in HIIG.

<sup>2</sup> Legal equity ownership is 100%, and beneficial ownership denotes profit percentage subject to change over time pursuant to the earn-in rights granted to Bernard Partners, LLC ("BP LLC") described below under "Investment in the Arena Group - Arena Investors".

For additional information on the Company's corporate structure, see the Company's Annual Information Form dated March 26, 2020 for its fiscal year ended December 31, 2019 which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

HIIG

The Company owns a significant interest in HIIG, a U.S. based diversified specialty insurance holding company that underwrites select property, casualty, surety, and accident and health insurance coverages through its insurance and reinsurance subsidiaries. The Company's investment in HIIG is recorded in investments in private entities under investments in the Company's consolidated financial statements.

Arena Group

The Arena Group consists of the following businesses:

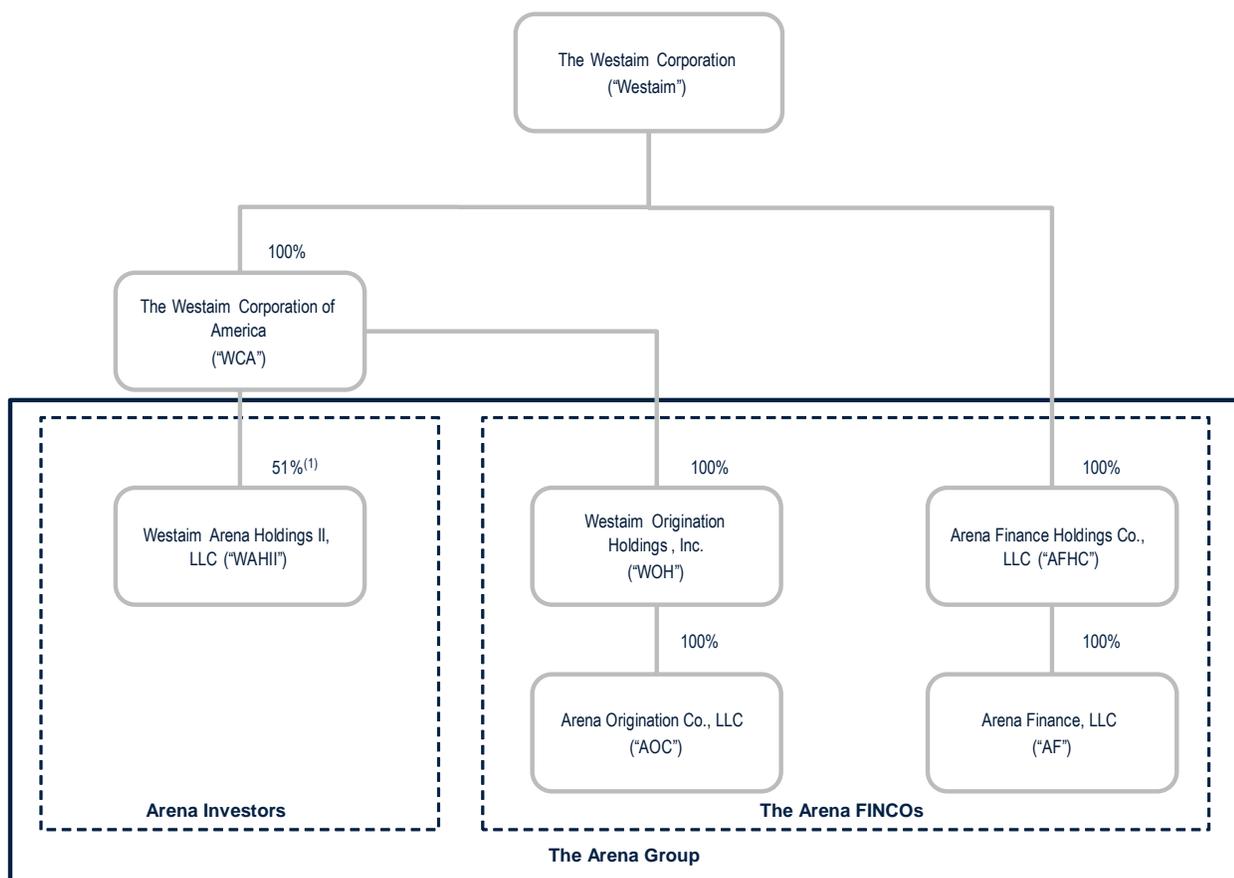
- **Arena Investors** – Westaim Arena Holdings II, LLC ("WAHII"), through its subsidiaries, operates as an investment manager offering clients access to fundamentals-based, asset-oriented credit investments. WAHII is the sole limited partner of Arena Investors, LP, a limited partnership established under the laws of Delaware to carry on the third-party investment management business of the Arena Group. The Company's investment in Arena Investors is accounted for using the equity method and consists of investments in corporations or limited partnerships where the Company has significant influence.

**3. INVESTMENTS (continued)**

- **Arena FINCOs** – The Arena FINCOs include specialty finance companies that primarily purchase fundamentals-based, asset-oriented credit investments for their own account and a company that facilitates the origination of fundamentals-based, asset-oriented credit investments for its own account and/or possible future sale to specialty finance companies, clients of Arena Investors and/or other third parties. The Company's investments in the Arena FINCOs are recorded as investments in private entities included under investments in the Company's consolidated financial statements.

Arena Investors and the Arena FINCOs are collectively referred to as "Arena" or the "Arena Group".

The following chart illustrates a simplified organizational structure of the Arena Group:



<sup>1</sup> Legal equity ownership is 100%, and beneficial ownership denotes profit percentage subject to change over time pursuant to the earn-in rights granted to BP LLC described under "Investment in the Arena Group - Arena Investors".

For a detailed discussion of the business of the Arena Group, see the Company's Annual Information Form dated March 26, 2020 for its fiscal year ended December 31, 2019 which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

Accounting for the Company's Investments

The Company's investments in private entities consist of its investments in HIIG and the Arena FINCOs.

The Company qualifies as an investment entity under IFRS and uses fair value as the key measure to monitor and evaluate its primary investments. Accordingly, the Company's investments in private entities are accounted for at FVTPL.

In determining the valuation of investments in private entities at September 30, 2020 and 2019, the Company used net asset value as the primary valuation technique. For a detailed description of the valuation of the Company's investments in private entities, see note 6 to the Company's audited annual consolidated financial statements for the years ended December 31, 2019 and 2018.

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**3. INVESTMENTS (continued)**

Dividend income from investments in private entities are reported under "Revenue" in the consolidated statements of profit (loss) and comprehensive income (loss). Changes in the fair value of the Company's investments in private entities and the Company's share of (loss) profit and other comprehensive (loss) income of associates are reported under "Net results of investments" in the consolidated statements of profit (loss) and comprehensive income (loss).

Changes in the Company's investments in private entities are summarized as follows:

Three months ended September 30, 2020						
(millions)	Opening Balance	Additions - Equity	Return of Capital	Increase in unrealized value before dividends	Dividends paid	Ending Balance
Investments in private entities:						
- HIIG	\$ 191.0	\$ -	\$ -	\$ 3.3	\$ -	\$ 194.3
- Arena FINCOs	169.0	-	-	0.4	-	169.4
	<u>\$ 360.0</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3.7</u>	<u>\$ -</u>	<u>\$ 363.7</u>

Three months ended September 30, 2019 <sup>1</sup>						
(millions)	Opening Balance	Additions - Equity	Repayment of term loan	Increase in unrealized value before dividends	Dividends paid	Ending Balance
Investments in private entities:						
- HIIG	\$ 175.4	\$ -	\$ -	\$ 2.7	\$ -	\$ 178.1
- Arena FINCOs	206.5	-	-	1.3	(0.9)	206.9
	<u>\$ 381.9</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 4.0</u>	<u>\$ (0.9)</u>	<u>\$ 385.0</u>

<sup>1</sup> Adjusted to conform to the presentation of the current year

Nine months ended September 30, 2020						
(millions)	Opening Balance	Additions - Equity	Return of Capital	Decrease in unrealized value before dividends	Dividends paid	Ending balance
Investments in private entities:						
- HIIG	\$ 165.0	\$ 44.0	\$ -	\$ (14.7)	\$ -	\$ 194.3
- Arena FINCOs	205.8	-	(12.1)	(1.6)	(22.7)	169.4
	<u>\$ 370.8</u>	<u>\$ 44.0</u>	<u>\$ (12.1)</u>	<u>\$ (16.3)</u>	<u>\$ (22.7)</u>	<u>\$ 363.7</u>

Nine months ended September 30, 2019 <sup>1</sup>						
(millions)	Opening Balance	Additions - Equity	Repayment of term loan	Increase in unrealized value before dividends	Dividends paid	Ending balance
Investments in private entities:						
- HIIG	\$ 162.1	\$ -	\$ -	\$ 16.0	\$ -	\$ 178.1
- Arena FINCOs	198.7	10.0	(10.0)	9.1	(0.9)	206.9
	<u>\$ 360.8</u>	<u>\$ 10.0</u>	<u>\$ (10.0)</u>	<u>\$ 25.1</u>	<u>\$ (0.9)</u>	<u>\$ 385.0</u>

<sup>1</sup> Adjusted to conform to the presentation of the current year

Changes in the Company's investment in associates are summarized as follows:

(millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Investment in Arena Investors				
Opening balance	\$ 11.1	\$ 13.0	\$ 12.3	\$ 10.6
Additions – Revolving loan from the Company	-	-	-	1.7
The Company's share of (loss) gain	(0.3)	(0.5)	(1.5)	0.2
Ending balance	<u>\$ 10.8</u>	<u>\$ 12.5</u>	<u>\$ 10.8</u>	<u>\$ 12.5</u>

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**3. INVESTMENTS (continued)**

**A. INVESTMENT IN HIIG**

The Company's \$194.3 million valuation of its investment in HIIG consists of the following:

(millions)	Three months ended September 30, 2020				Three months ended September 30, 2019		
	Opening Balance	Additions	Increase in unrealized value of investment	Ending Balance	Opening Balance	Increase in unrealized value of investment	Ending balance
Investment in HIIG:							
- HIIG Partnership - share of HIIG common shares <sup>1</sup>	\$ 92.0	\$ -	\$ 1.6	\$ 93.6	\$174.7	\$ 2.7	177.4
- HIIG Partnership - share of other partnership assets	0.5	-	-	0.5	0.7	-	0.7
- HIIG convertible preferred shares held by the Company directly	98.5	-	1.7	100.2	-	-	-
	<u>\$ 191.0</u>	<u>\$ -</u>	<u>\$ 3.3</u>	<u>\$ 194.3</u>	<u>\$ 175.4</u>	<u>\$ 2.7</u>	<u>\$ 178.1</u>

<sup>1</sup> The Company's share of HIIG common shares held by the HIIG Partnership

(millions)	Nine months ended September 30, 2020				Nine months ended September 30, 2019		
	Opening Balance	Additions	Increase (decrease) in unrealized value of investment	Ending Balance	Opening Balance	Increase (decrease) in unrealized value of investment	Ending balance
Investment in HIIG:							
- HIIG Partnership - share of HIIG common shares <sup>1</sup>	\$ 164.3	\$ -	\$ (70.7)	\$ 93.6	\$161.3	\$ 16.1	177.4
- HIIG Partnership - share of other partnership assets	0.7	-	(0.2)	0.5	0.8	(0.1)	0.7
- HIIG convertible preferred shares held by the Company directly	-	44.0	56.2	100.2	-	-	-
	<u>\$ 165.0</u>	<u>\$ 44.0</u>	<u>\$ (14.7)</u>	<u>\$ 194.3</u>	<u>\$ 162.1</u>	<u>\$ 16.0</u>	<u>\$ 178.1</u>

<sup>1</sup> The Company's share of HIIG common shares held by the HIIG Partnership

At September 30, 2020, the Company owned approximately 62.0% of the HIIG Partnership and the HIIG Partnership held HIIG common shares representing approximately 34.6% of the total fully diluted HIIG common shares outstanding. Therefore Westaim's look-through interest in common shares through the HIIG Partnership was 21.5%.

The convertible preferred shares of HIIG were acquired by Westaim on April 20, 2020, as HIIG completed a rights offering that resulted in gross proceeds of \$100.0 million to HIIG. As part of the rights offering, Westaim purchased \$44.0 million (or 44%) of the HIIG preferred shares offered. The convertible preferred shares were initially convertible into HIIG common shares based on a conversion price equal to \$1.74. The conversion price is subject to adjustment from time to time based on the occurrence of certain events. At September 30, 2020, the adjustments, if effective, would result in a conversion price of \$1.41. The fair value of Westaim's ownership of the HIIG convertible preferred shares was \$100.2 million.

The Company's interest in the HIIG Partnership, combined with its direct ownership of the HIIG preferred shares, which were convertible in to HIIG common shares representing 23.0% of the fully diluted HIIG common shares outstanding, resulted in a 44.5% look-through interest in HIIG as at September 30, 2020 (December 31, 2019 – 44.0%).

(i) Fair Value

The investment in HIIG is accounted for at FVTPL. The fair value of the Company's investment in HIIG was determined to be \$194.3 million at September 30, 2020 and \$165.0 million at December 31, 2019.

Management used a multiple of net asset value as the primary valuation technique to arrive at the fair value of the Company's investment in HIIG at September 30, 2020. The fair value of the investment in HIIG at September 30, 2020 was derived from a valuation of the HIIG common shares and other net assets held by the HIIG Partnership, and the HIIG convertible preferred shares owned by Westaim at September 30, 2020. The carrying values of the HIIG Partnership's other net assets, consisting of monetary assets including cash and accounts receivable less accounts payable and accrued liabilities, approximate their fair values due to the short maturity of these financial instruments. In valuing the HIIG fully diluted common shares, management determined that using net asset value as the primary valuation technique produced the best indicator of the fair value of the HIIG fully diluted common shares as at September 30, 2020 and December 31, 2019 given that this is the valuation technique which a market participant would employ. The HIIG convertible preferred shares were valued at their common share equivalent on an as converted basis.

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**3. INVESTMENTS (continued)**

In valuing HIIG's fully diluted common shares, using a multiple of net asset value as the primary valuation technique, fair value was determined to be 1.0x the adjusted stockholders' equity of HIIG as at September 30, 2020 (December 31, 2019 - 1.1x). The adjusted stockholders' equity of HIIG as at September 30, 2020 reflects the HIIG stockholders' equity obtained from the unaudited financial statements of HIIG as at and for the nine months ended September 30, 2020 prepared in accordance with US GAAP, adjusted for a reclassification of a stock notes receivable from employees relating to their purchase of HIIG common and preferred shares. The adjusted shareholders' equity contained certain significant judgments and estimates made by management of HIIG including the provision for loss and loss adjustment expenses ("LAE"), the valuation of goodwill and other intangible assets, and the valuation allowance recorded against deferred income tax assets.

As at December 31, 2019 and the two prior years, the Company had concluded that an appropriate valuation for HIIG was 1.1x HIIG's adjusted stockholders' equity. During the nine month period through to September 30, 2020, declines in multiples of book value have been observed for P&C insurance companies as evidenced in the financial markets. As a result, the Company felt it appropriate to reduce the fair value of HIIG to 1.0x adjusted stockholders' equity at March 31, 2020 and continuing to September 30, 2020 (1.1x at December 31, 2019) which resulted in an unrealized loss to the Company solely due to this reduction in the valuation multiple of \$nil and \$14.9 million in the three and nine months ended September 30, 2020, respectively.

Management considers other secondary valuation methodologies as a way to ensure no significant contradictory evidence exists that would suggest an adjustment to the fair value as determined by the primary valuation methodology used. In order to do this, the Company may also consider valuation techniques including the discounted cash flow method, the review of comparable arm's length transactions involving other specialty property and casualty insurance companies and comparable publicly traded company valuations. For greater certainty, these secondary valuation techniques were not used to arrive at the fair value of the Company's investment in HIIG at the end of each reporting period.

The Company recorded an increase in unrealized value of \$3.3 million and a decrease in unrealized value of \$14.7 million in the three and nine months ended September 30, 2020, respectively, and an increase in unrealized value of \$2.7 million and \$16.0 million in the three and nine months ended September 30, 2019, respectively, on its investment in HIIG.

(ii) Select Financial Information of HIIG for the nine months ended September 30, 2020 and 2019

The Company considers certain financial results of HIIG to be important measures for investors in assessing the Company's financial position and performance. In particular, premium volumes provide a measure of HIIG's growth; "Loss ratio" (calculated by dividing net loss and LAE by net earned premiums), "Expense ratio" (calculated by dividing the sum of: net policy acquisition expenses, operating expenses, less commission and fee income, by net earned premiums), and "Combined ratio" (calculated by the sum of Loss ratio and Expense ratio) provide measures of HIIG's underwriting profitability; "Net income (loss)" provides a measure of HIIG's overall profitability; and "Stockholders' equity" and "Tangible stockholders' equity" (calculated by total stockholders' equity, addback for stock notes receivable, less goodwill and intangible assets) are measures that are generally used by investors to determine the value of insurance companies. The "Combined ratio excluding LPT" is presented to show the underwriting profitability of the current portfolio by excluding the charge of the Loss Portfolio Transfer agreement ("LPT") and the adverse development on prior years' claims reserves subject to the LPT.

**Combined ratio** - The various measurements of the Combined ratio from the HIIG unaudited financial statements through to the Combined ratio excluding LPT is outlined as follows:

<b>Combined Ratio Analysis (unaudited)</b> (millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Combined ratio <sup>1</sup>	96.3%	99.3%	111.1%	99.0%
Less: LPT development recoverable from the LPT	-	-	9.6%	-
Combined ratio net of LPT recoverable <sup>2</sup>	96.3%	99.3%	101.5%	99.0%
Less: LPT development not recoverable	-	-	4.0%	-
Combined ratio excluding LPT <sup>3</sup>	96.3%	99.3%	97.5%	99.0%

<sup>1</sup> Combined ratio excluding the impact of (i) the premium cost of the LPT; and (ii) the amount recoverable from the LPT reinsurer.

<sup>2</sup> Combined ratio adjusted to include the amount recoverable from the LPT reinsurer.

<sup>3</sup> Combined ratio excluding adverse development on prior years' claims reserves subject to the LPT.

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**3. INVESTMENTS (continued)**

In the third quarter of 2020, the management of HIIG modified the reporting segments of HIIG to better illustrate the performance of the unique segment classifications. Comparative figures have been reclassified to conform to the presentation of the current period. The reporting segments of HIIG are as follows:

**Accident & Health**

Group Medical Stop Loss insurance written on an excess basis known as Stop Loss business including both aggregate and specific coverage provided to self-funded medical programs for small and medium size employee groups.

**Property & Casualty**

Standard and specialty lines of property & casualty insurance written on both an admitted and non-admitted basis through intermediaries such as agents, wholesalers and brokers with specialty expertise and/or key relationships with the target customer base.

**Run-off**

All activities not included within the reportable segments consist of lines of business in run-off.

Set out in the tables below are certain HIIG Financial Information derived from the unaudited consolidated financial statements of HIIG for the three and nine months ended September 30, 2020 and 2019 and the audited consolidated financial statements of HIIG as at December 31, 2019 which have been prepared in accordance with US GAAP. Such statements are the responsibility of the management of HIIG. Readers are cautioned that the HIIG Financial Information has not been reconciled to IFRS and so may not be comparable to the financial information of issuers that present their financial information in accordance with IFRS.

HIIG Condensed Consolidated Balance Sheets

<b>(unaudited)</b> (millions)	September 30, 2020	December 31, 2019
<b>Assets</b>		
Investment portfolio	\$ 674.2	\$ 711.4
Operating and restricted cash <sup>1</sup>	97.2	86.3
Insurance related assets	1,025.2	812.0
Deferred tax asset	33.5	24.2
Goodwill and intangible assets	141.8	142.9
<b>Total assets</b>	<b>\$ 1,971.9</b>	<b>\$ 1,776.8</b>
<b>Liabilities</b>		
Insurance related liabilities	\$ 1,418.5	\$ 1,244.4
Notes payable	50.0	83.8
Trust preferred securities	78.4	78.4
<b>Total liabilities</b>	<b>\$ 1,546.9</b>	<b>\$ 1,406.6</b>
<b>Stockholders' equity</b>		
Stockholders' equity	\$ 435.8	\$ 373.8
Stock notes receivable	(10.8)	(3.5)
<b>Total stockholders' equity</b>	<b>\$ 425.0</b>	<b>\$ 370.2</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 1,971.9</b>	<b>\$ 1,776.8</b>
<b>Tangible stockholders' equity</b>	<b>\$ 294.1</b>	<b>\$ 230.9</b>

<sup>1</sup> Includes restricted cash and \$40 million of cash and short-term investments used in insurance company operations.

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**3. INVESTMENTS (continued)**

HIIG Condensed Consolidated Statement of Earnings and Comprehensive Income				
(unaudited)	Three months ended September 30		Nine months ended September 30	
(millions except for percentage)	2020	2019	2020	2019
Gross written premium	\$ 191.4	\$ 232.9	\$ 677.3	\$ 693.0
Net written premium	99.8	106.4	310.7	331.4
Net earned premium	101.8	99.3	294.7	273.5
Commission and fee income	2.8	1.1	5.2	4.0
Less: Losses and LAE excluding LPT <sup>1</sup>	(73.7)	(73.3)	(208.8)	(199.1)
Less: Policy acquisition costs	(6.8)	(6.2)	(18.3)	(16.6)
Less: Operating expenses	(20.5)	(20.2)	(65.4)	(59.1)
Underwriting result excluding LPT <sup>1</sup>	3.6	0.7	7.4	2.7
Net investment income	4.1	5.2	10.5	15.2
Net realized and unrealized gains (losses)	1.7	0.7	(9.0)	18.9
Investment income	5.8	5.9	1.5	34.1
Interest expense	(1.2)	(1.5)	(4.4)	(4.8)
Amortization expense	(0.3)	(0.5)	(1.2)	(1.3)
Income before taxes excluding LPT <sup>1</sup>	7.9	4.5	3.3	30.7
Income tax expense	1.6	0.9	0.6	6.4
Net income excluding LPT <sup>1</sup>	6.3	3.7	2.7	24.3
Impact of LPT <sup>2</sup> net of tax	-	-	(43.7)	-
Net income (loss)	6.3	3.7	(41.0)	24.3
Total other comprehensive income	0.2	1.8	6.6	8.7
Comprehensive income (loss)	\$ 6.5	\$ 5.5	\$ (34.4)	\$ 33.0
<b>Other Select Financial Information</b>				
Loss ratio <sup>1</sup>	72.4%	73.8%	70.9%	72.8%
Expense ratio	23.9%	25.5%	26.6%	26.2%
Combined ratio excluding LPT <sup>1</sup>	96.3%	99.3%	97.5%	99.0%
<b>Net written premiums</b>				
Accident & Health	\$ 9.5	\$ 10.8	\$ 28.5	\$ 31.6
Property & Casualty	89.1	95.6	281.0	299.4
Run-off	1.2	-	1.2	0.4
	\$ 99.8	\$ 106.4	\$ 310.7	\$ 331.4

<sup>1</sup> Excludes adverse development on prior years' claims reserves subject to the LPT of \$40.0 million before tax or net of tax of \$31.6 million at September 30, 2020.

<sup>2</sup> Impact of LPT net of tax of \$43.7 million includes the initial cost of the LPT of \$43.5 million plus adverse development on prior years' claims reserves subject to the LPT of \$40.0 million less recoveries from the LPT reinsurer of \$28.2 million and less an income tax recovery of \$11.6 million for the nine months ended September 30, 2020.

**Gross written premiums** - Gross written premiums were \$191.4 million for the three months ended September 30, 2020 compared to \$232.9 million for the three months ended September 30, 2019, a decrease of 17.8%, and \$677.3 million for the nine months ended September 30, 2020 compared to \$693.0 million for the nine months ended September 30, 2019, a decrease of 2.3%. The decreases in gross written premiums were driven primarily by underwriting actions taken by new management to improve existing businesses, exiting select businesses including monoline workers' compensation and lawyers and insurance agent professional liability in the second quarter of 2020, partially offset by growth in other lines of business.

**Net written premiums** - Net written premiums were \$99.8 million for the three months ended September 30, 2020 compared to \$106.4 million for the three months ended September 30, 2019, a decrease of 6.2%, and \$310.7 million for the nine months ended September 30, 2020 compared to \$331.4 million for the nine months ended September 30, 2019, a decrease of 6.2%. The decreases were the result of lower gross written premiums partially offset by higher retentions in the Property & Casualty segment.

**Net earned premiums** - Net earned premiums were \$101.8 million for the three months ended September 30, 2020 compared to \$99.3 million for the three months ended September 30, 2019, an increase of 2.6%, and \$294.7 million for the nine months ended September 30, 2020 compared to \$273.5 million for the nine months ended September 30, 2019, an increase of 7.7%. The increases in net earned premiums were due to HIIG's net written premium growth over the past 24 months.

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**3. INVESTMENTS (continued)**

**Net development on prior years' claims** - In the second quarter of 2020, HIIG closed an LPT that provides reinsurance protection of approximately \$127.4 million above the net ceded claim reserves, primarily related to 2017 and prior policy years, subject to co-participation payments required from HIIG above specific amounts. In the nine months ended September 30, 2020, HIIG experienced prior period adverse development relating to claims reserves covered by the LPT of approximately \$40.0 million pre-tax, of which \$28.2 million was recoverable from the LPT reinsurer. The development of prior years' loss and LAE expenses was as follows:

<b>Net adverse (favourable) development on prior years' claims reserves before income tax (unaudited)</b> (millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Development subject to the LPT	\$ -	\$ -	\$ 40.0	\$ -
Recoverable from the LPT reinsurer	-	-	(28.2)	-
Net development subject to the LPT	\$ -	\$ -	\$ 11.8	\$ -
Development not subject to the LPT	0.2	5.6	0.5	13.9
Net adverse development	\$ 0.2	\$ 5.6	\$ 12.3	\$ 13.9

**Operating results** (all amounts net of income tax) - The Company included its share of the initial cost of the LPT in its valuation of HIIG at December 31, 2019. The operating result of HIIG was a net income of \$6.3 million for the three months ended September 30, 2020 compared to net income of \$3.7 million for the three months ended September 30, 2019. For the nine months ended September 30, 2020, HIIG had a net loss of \$41.0 million, or \$6.5 million excluding the cost of the LPT that HIIG recorded in the first quarter of 2020. This compares to net income of \$24.3 million for the nine months ended September 30, 2019. The increase of \$2.6 million in net income for the three months ended September 30, 2020 was primarily attributable to an increase in the underwriting result excluding LPT of \$2.4 million. The decrease of \$65.3 million in net income for the nine months ended September 30, 2020 from the comparable period in 2019 was primarily attributable to the impact of the LPT of \$43.7 million, and lower investment income of \$25.8 million offset by an increase in the underwriting result excluding LPT of \$3.7 million.

**Stockholders' equity** - HIIG stockholders' equity increased to \$425.0 million at September 30, 2020 from \$370.2 million at December 31, 2019. The increase of \$54.8 million resulted from the proceeds of HIIG's rights offering for convertible preferred shares of \$100.0 million, offset by a net comprehensive loss for the period of \$34.4 million, an increase in the stockholder notes receivables of \$7.2 million, and the redemption of outstanding common and preferred shares of \$3.6 million.

**B. INVESTMENT IN THE ARENA GROUP**

The Arena Group makes and manages fundamentals-based, asset-oriented credit investments. Fundamentals-based, asset-oriented credit investments refer to loans or credit arrangements which are generally secured by assets. These assets include real estate, inventory, vehicles, aircraft, watercraft, oil and gas reserves, a borrower's plant and equipment, other hard assets, securities, receivables, contractual income streams, and certain intellectual property assets. Fundamentals-based, asset-oriented lenders and investors manage their risk and exposure by carefully assessing the value of the assets securing the loan or investment, receiving periodic and frequent reports on collateral value and the status of those assets, and tracking the financial performance of borrowers.

The Arena Group seeks to capitalize on opportunities in both private as well as public investments subject to approved investment policies. These investment strategies include:

**Corporate Private Credit**

Senior private corporate debt, bank debt, including secondary market bank debt, distressed debt such as senior secured bank debt before or during a Chapter 11 bankruptcy filing, bridge loans/transition financing, debtor-in-possession ("DIP") financings, junior secured loans, junior capital to facilitate restructurings, equity co-investments or warrants alongside corporate loans.

**Real Estate Private Credit and Real Estate Assets**

Real property, secured or unsecured mezzanine financings, DIP loans, "A-tranche" loans (senior secured loans) and "B-tranche" loans (junior secured loans) for real estate properties requiring near-term liquidity, structured letters of credit, real estate loans secured by office buildings, retail centers, hotels, land, single family homes, multi-family apartments, condominium towers, hospitality providers, health care service providers, and corporate campuses, leases and lease residuals.

### 3. INVESTMENTS (continued)

#### **Commercial and Industrial Assets**

Commercial receivables, investments in entities (including start-up businesses) engaged, or to be engaged, in activities or investments such as distressed commercial and industrial loans, commercial and industrial assets such as small-scale asset-based loans, trade claims and vendor puts, specialized or other types of equipment leases and machinery, non-performing loans globally, hard assets (including airplanes and components, industrial machinery), commodities (physical and synthetic), reinsurance and premium finance within life and property casualty insurance businesses, legal-related finance including law firm loans, settled and appellate judgments and probate finance, royalties, trust certificates, intellectual property and other financial instruments that provide for the contractual or conditional payment of an obligation.

#### **Structured Finance Investments**

Thinly traded or more illiquid loans and securities backed by mortgages (commercial and residential), other small loans including equipment leases, auto loans, commercial mortgage-backed securities, residential mortgage-backed securities, manufactured housing-backed securities, collateralized loan obligations, collateralized debt obligations, other structured credits and consumer credit securitizations, aviation and other leased asset securitizations, esoteric asset securitization, revenue interests, synthetics, and catastrophe bonds.

#### **Consumer Assets**

Auto and title loans, credit cards, consumer installment loans, charged-off consumer obligations, consumer bills, consumer receivables, product-specific purchase finance, residential mortgages, tax liens, real estate owned homes, other consumer credit securitizations, retail purchase loans and unsecured consumer loans as well as distressed or charged-off obligations of all of these types, peer-to-peer originated loans of all types, manufactured housing, and municipal consumer obligations.

#### **Other Securities**

Hedged and unhedged investments in public securities, preferred stock, common stock, municipal bonds, senior public corporate debt, corporate bonds including bonds in liquidation or out-of-court exchange offers and trade claims of distressed companies in anticipation of a recapitalization, structured convertible notes, other industry relative value, merger arbitrage in transactions such as mergers, hedged investments in regulated utilities, integrated utilities, merchant energy providers, acquisitions, tender offers, spin-offs, recapitalizations and Dutch auctions, event-driven relative value equity investments in transactions such as corporate restructurings, strategic block, other clearly defined event, high-yield bonds, credit arbitrage and convertible bond arbitrage, in/post-bankruptcy equities, demutualizations, liquidations and litigation claims, real estate securities, business development companies, master limited partnership interests, royalty trusts, publicly traded partnerships, options and other equity derivatives.

#### **The Arena FINCOs**

The Arena FINCOs include specialty finance companies that primarily purchase fundamentals-based, asset-oriented credit investments for their own account and a company that facilitates the origination of fundamentals-based, asset-oriented credit investments for its own account and/or possible future sale to specialty finance companies, clients of Arena Investors and/or other third parties. This company invests in both debt and equity instruments, with an emphasis on debt instruments comprised of multiple investment strategies including, but not limited to, corporate private credit, real estate private credit and real estate assets, commercial & industrial assets, structured finance investments, consumer assets, and other securities. The Arena FINCOs do not have a target range of investment; the size of the loans and/or other credit investments acquired depends on, among other things, any diversity requirements which may be imposed by any lender as well as their own investment policy. In the absence of such requirements, the Arena FINCOs are not subject to concentration limitations but the management of the Arena FINCOs will use their best judgment as to what is prudent in the circumstances.

The Arena FINCOs seek to capitalize on opportunities in both private and public investments subject to its investment policy.

Before acquiring or originating any such loans or other investments, the Arena FINCOs review the nature of the loan, the creditworthiness of the borrower, the nature and extent of any collateral and the expected return on such loan or investment. The Arena FINCOs originate and/or acquire such loans or investments based on its assessment of the fair market value of the investment at the time of purchase.

On June 9, 2017, the Company used part of the proceeds from the Fairfax financing (see discussion in Section 4, *Financing* of this MD&A) to loan C\$50 million to the Arena FINCOs (the "Arena FINCOs Demand Loan") on market terms. The Arena FINCOs Demand Loan was denominated in C\$, repayable on demand (with a final repayment date not later than June 9, 2022) and secured by the assets of the Arena FINCOs. The Arena FINCOs Demand Loan carried interest at a rate of 4.5% per annum plus the greater of (i) 3-month LIBOR and (ii) 1%, with the applicable rate adjusted at the beginning of each quarter. Interest was due at the end of each calendar quarter. At September 30, 2020 and December 31, 2019, the outstanding Arena FINCO Demand Loan was C\$nil. The Arena FINCOs Demand Loan was translated into US\$ at rates of exchange at the end of each reporting period and any resulting unrealized foreign exchange gain or loss was included in the consolidated statements of profit (loss) and comprehensive income (loss). The Company recorded a foreign exchange gain relating to the Arena FINCOs Demand Loan of \$nil in each of the three and nine months ended September 30, 2020 and a foreign exchange loss of \$0.3 million and a foreign exchange gain of \$0.3 million for the three and nine months ended September 30, 2019, respectively.

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**3. INVESTMENTS (continued)**

In connection with the original capitalization of the Arena FINCOs, the Company granted a term loan (the "Arena FINCOs Term Loan") with a balance of \$10.0 million at December 31, 2018. The Arena FINCOs Term Loan had a seven year term to August 31, 2022, was unsecured and carried interest at a rate of 7.25% per annum, with interest due on January 1 of each year during the term. On April 1, 2019, the Company converted the Arena FINCOs Term Loan of \$10.0 million into additional common shares of WOH and as a result the balance of the 7.25% Arena FINCOs Term Loan was \$nil at September 30, 2020 and December 31, 2019.

The primary revenue of the Arena FINCOs consists of interest income, dividend income and/or investment-related fees earned on the credit investments that it originates or acquires. The operating results of the Arena FINCOs also include gains (losses) on its investments.

The Arena FINCOs paid cash dividends to Westaim in the amount of \$nil and \$22.7 million and paid a return of capital of \$nil and \$12.1 million in the three and nine months ended September 30, 2020, respectively. Arena FINCOs paid cash dividends to Westaim in the amount of \$0.9 million in each of the three and nine months ended September 30, 2019. No return of capital were paid the three and nine months ended September 30, 2019. These result in a decrease in the Company's carrying value of the Arena FINCOs.

Accounting for the Arena FINCOs

The Company's investment in the Arena FINCOs is accounted for at FVTPL and are included in investments in private entities. The fair value of the Company's investment in the Arena FINCOs was determined to be \$169.4 million and \$205.8 million at September 30, 2020 and December 31, 2019, respectively.

Management used net asset value as the primary valuation technique and arrived at the fair value of the Company's investments in the Arena FINCOs of \$169.4 million at September 30, 2020. Using net asset value as the primary valuation technique, management determined that 1.0x the book value, or 100% of the shareholder's equity of the Arena FINCOs at September 30, 2020, in the amount of \$169.4 million approximated the fair value of the Company's investments in the Arena FINCOs. The Company's investments in the Arena FINCOs are composed largely of cash and cash equivalents and investments, carried at fair value at September 30, 2020. This same valuation technique was also used to determine the fair value of the Company's investments in the Arena FINCOs of \$205.8 million at December 31, 2019.

Management considers other secondary valuation methodologies as a way to ensure no significant contradictory evidence exists that would suggest an adjustment to the fair value as determined by the primary valuation methodology used. In order to do this, the Company may also consider valuation techniques including the review of comparable arm's length transactions involving other specialty finance companies and comparable publicly traded company valuations. For greater certainty, these secondary valuation techniques were not used to arrive at the fair value of the Company's investments in the Arena FINCOs at the end of each reporting period.

The Company recorded an increase in the unrealized value of its investments in the Arena FINCOs of \$0.4 million and a decrease in the unrealized value of its investments of \$1.6 million before dividends paid to the Company of \$22.7 million in the three and nine months ended September 30, 2020, respectively in the consolidated statements of profit (loss) and comprehensive income (loss). The Company recorded an increase in the unrealized value of its investment in the Arena FINCOs of \$1.3 million before dividends paid to the Company of \$0.9 million and an increase in the unrealized value of investments of \$9.1 million before dividends paid to the Company of \$0.9 million in the three and nine months ended September 30, 2019, respectively in the consolidated statements of profit (loss) and comprehensive income (loss). In addition, Arena FINCOs returned capital in the amount of \$12.1 million in the nine months ended September 30, 2020. There were no dividends paid or capital returned in the three months ended September 30, 2020 and no capital returned in each of the three and nine months ended September 30, 2019.

Select Financial Information of the Arena FINCOs

The Company considers certain financial results of the Arena FINCOs to be important measures in assessing the Company's financial position and performance, in particular, the net assets which can be invested to generate investment income, and operating expenses. Select financial information related to the Arena FINCOs set out below is unaudited and has been derived from the financial statements of WOH, AOC, AFHC and the consolidated financial statements of AF and its subsidiaries for the three and nine months ended September 30, 2020 and 2019, which have been prepared in accordance with IFRS or US GAAP. AOC financial statements and AF consolidated financial statements are the responsibility of the management of the Arena FINCOs. Readers are cautioned that the financial information has not been reconciled to IFRS and so may not be comparable to the financial information of issuers that present their financial information in accordance with IFRS.

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**3. INVESTMENTS (continued)**

A summary of the net assets of the Arena FINCOs is as follows:

(unaudited) (millions except for percentage)	September 30, 2020		December 31, 2019	
	Fair value	Percentage of net assets at fair value	Fair value	Percentage of net assets at fair value
Cash and cash equivalents	\$ 55.9	33.1%	\$ 8.6	4.2%
Due from brokers, net	4.1	2.4%	1.6	0.8%
Investments:				
Loans / Private assets	129.8	76.6%	167.6	81.4%
Other Securities	22.9	13.5%	21.5	10.4%
Total investments	152.7	90.1%	189.1	91.8%
Senior secured notes payable	(43.3)	(25.6)%	-	-
Other net assets	-	-	6.5	3.2%
Net assets of the Arena FINCOs	\$ 169.4	100.0%	\$ 205.8	100.0%

Due from brokers consists of cash balances as well as net amounts due from brokers for unsettled securities transactions. Investment securities are net of short positions. In the normal course of the Arena FINCOs' operations, the Arena FINCOs enter into currency hedges to reduce its currency exposure.

On September 29, 2020, Arena Finance II, LLC, one of the Arena FINCOs, secured a private placement of \$45 million of 6.75% senior secured notes to improve net returns by leveraging invested assets. The net proceeds received from these notes will be used by the Arena FINCOs in accordance with their investment objectives.

For additional information on the investments of the Arena FINCOs, see Section 14, *Additional Arena Group Investment Schedules* of this MD&A.

A summary of the operating results of the Arena FINCOs attributable to the Company is as follows:

(unaudited) (millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019 <sup>1</sup>	2020	2019 <sup>1</sup>
<b>Net operating results of the Arena FINCOs:</b>				
Investment income	\$ 1.8	\$ 4.4	\$ 5.4	\$ 13.2
Net (losses) gains on investments	(0.1)	(0.7)	(2.9)	4.5
Interest expense on the Arena FINCOs term loan paid to the Company	-	(0.1)	-	(0.7)
Net investment income	1.7	3.6	2.5	17.0
Operating expenses:				
Management and asset servicing fees	(1.0)	(1.2)	(3.2)	(3.7)
Incentive fees	-	(0.2)	(0.1)	(1.2)
Other operating expenses	(0.2)	(0.4)	(0.6)	(1.1)
	0.5	1.8	(1.4)	11.0
Arena FINCOs holding companies' expenses:				
Advisory fees paid to the Company	-	(0.5)	(0.1)	(1.3)
Interest expense on the Arena FINCOs term loan paid to the Company	-	-	-	(0.2)
Other expenses	(0.1)	-	(0.1)	-
Income tax expense	-	-	-	(0.4)
	(0.1)	(0.5)	(0.2)	(1.9)
<b>Net operating results of the Arena FINCOs</b>	<b>\$ 0.4</b>	<b>\$ 1.3</b>	<b>\$ (1.6)</b>	<b>\$ 9.1</b>

<sup>1</sup> Adjusted to conform to the presentation of the current year.

The Net Return on the investment portfolios of the Arena FINCOs was 0.2% and (0.9%) for the three and nine months ended September 30, 2020, respectively, and 0.9% and 5.6% for the three and nine months ended September 30, 2019, respectively. See Section 15, *Non-GAAP Measures* of this MD&A.

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**3. INVESTMENTS (continued)**

The following table shows a continuity of the carrying value of the Company's investments in the Arena FINCOs included in the Company's investments in private entities is as follows:

<b>(unaudited)</b> (millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Carrying value of the Arena FINCOs:				
Opening balance	\$ 169.0	\$ 206.5	\$ 205.8	\$ 198.7
Return of capital to the Company	-	-	(12.1)	-
Unrealized gain (loss) before dividends	0.4	1.3	(1.6)	9.1
Dividends paid to the Company	-	(0.9)	(22.7)	(0.9)
Ending balance	\$ 169.4	\$ 206.9	\$ 169.4	206.9

***Arena Investors***

Arena Investors, LP operates as an investment manager offering third-party clients access to fundamentals-based, asset-oriented credit investments that aim to deliver attractive yields with low volatility. Arena Investors, LP provides investment services to third-party clients consisting of but not limited to institutional clients, insurance companies, private investment funds and other pooled investment vehicles.

Arena Investors generates revenues primarily from Management Fees, Incentive Fees and Asset Servicing Fees. "Management Fees" are the fees generally calculated on Arena Investors' various segregated client accounts and private pooled investment vehicles as a percentage of assets under management ("AUM"). Management fees for separately managed accounts may be based on a percentage of the fair value of invested capital for the account during the ramp-up phase. "Incentive Fees" are the fees generally calculated as a percentage of net profits earned by Arena Investors as of the end of each fiscal year or applicable withdrawal date related to client accounts subject to a "high water mark", preferred return and loss carryforward provisions for each measurement date. "Asset Servicing Fees" are the fees generally earned in connection with the management and servicing of the illiquid portion of clients' investment portfolios.

Arena Investors has established a U.S. onshore fund, Arena Special Opportunities Fund, LP ("ASOF LP") and offshore funds, Arena Special Opportunities Fund (Cayman), LP and Arena Special Opportunities Fund (Cayman 2), LLC, as commingled investment vehicles. Arena Investors continues to be in discussions with potential clients for additional capital to invest in its various pools, in accordance with its business strategy.

As of September 30, 2020, the Arena Group had committed AUM of approximately \$1.6 billion. The committed AUM included the net assets of the Arena FINCOs of approximately \$170 million. As of December 31, 2019, the Arena Group had committed AUM of approximately \$1.3 billion. The committed AUM included the net assets of the Arena FINCOs of approximately \$206 million.

Rights Granted to BP LLC

On August 31, 2015, agreements were entered into between the Company and BP LLC in respect of WAHII (the "Associate Agreements"). The Associate Agreements set forth the members' respective rights and obligations, as well as BP LLC's right to participate in distributions of the capital and profit of the associates. BP LLC's initial profit sharing percentage is 49%, and under the Associate Agreements, BP LLC has the right to earn up to 75% equity ownership percentage in the associates and to thereby share up to 75% of the profit of the associates based on achieving certain AUM and cash flow (measured by the margin of trailing twelve months earnings before interest, income taxes, depreciation and amortization to trailing twelve month revenues) thresholds in accordance with the WAHII Associate Agreement.

Accounting for Arena Investors

On March 6, 2019, the Company amended a revolving loan facility to the associates (the "Arena Investors' Revolving Loan") from the limit of \$20.0 million to \$25.0 million in order to continue funding growth initiatives and working capital needs of Arena Investors. The loan facility had a term of 36 months to December 21, 2020, which has been extended to March 31, 2023 and bears interest at a rate of 5.25% per annum. Arena Investors had drawn down the loan facility by \$20.0 million at September 30, 2020 and December 31, 2019. The loan facility is secured by all the assets of Arena Investors.

The Company's investments in the associates (Arena Investors) are accounted for using the equity method. The carrying amount of the Company's investment in the associates was \$10.8 million and \$12.3 million at September 30, 2020 and December 31, 2019, respectively. The total of the Company's 51% share of loss of \$0.3 million and \$1.5 million for the three and nine months ended September 30, 2020, respectively, and share of loss of \$0.5 million and share of profit of \$0.2 million for the three and nine months ended September 30, 2019, respectively, was reported under "Net results of investments" in the consolidated statements of profit (loss) and comprehensive income (loss).

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**3. INVESTMENTS (continued)**

Select Financial Information of Arena Investors

The Company considers certain financial results of Arena Investors to be important measures in assessing the Company's financial position and performance, in particular, revenues from the provision of investment management services, and operating expenses. Select financial information related to Arena Investors set out below is unaudited and has been derived from the financial statements of WAHII for the three and nine months ended September 30, 2020 and 2019, which have been prepared in accordance with US GAAP. Such statements are the responsibility of the management of Arena Investors. Management of the Company concluded that any reconciling items to IFRS are not material.

Select financial information of Arena Investors is as follows:

Statement of Financial Position

<b>(unaudited)</b> (millions)	September 30, 2020	December 31, 2019
Cash and cash equivalents	\$ 0.9	\$ 1.6
Restricted cash	5.7	6.5
Arena Investors' Revolving Loan from the Company	(20.0)	(20.0)
Other net liabilities	(5.0)	(3.5)
<b>Net liabilities</b>	<b>\$ (18.4)</b>	<b>\$ (15.4)</b>
Company's share	\$ (9.2)	\$ (7.7)
Arena Investors' Revolving Loan from the Company	20.0	20.0
<b>Carrying amount of the Company's investment in associates</b>	<b>\$ 10.8</b>	<b>\$ 12.3</b>

Restricted cash includes deposits related to investment loans received in advance.

Statement of (Loss) Profit and Comprehensive (Loss) Income

<b>(unaudited)</b> (millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Management and asset servicing fees	\$ 5.0	\$ 4.5	\$ 14.8	\$ 12.8
Incentive fees	2.7	1.4	3.6	7.2
Net gains on investments	0.1	0.1	0.2	0.2
<b>Total revenue</b>	<b>7.8</b>	<b>6.0</b>	<b>18.6</b>	<b>20.2</b>
Salaries and benefits	(7.1)	(4.9)	(16.8)	(14.2)
Professional fees	(0.5)	(1.0)	(1.9)	(2.6)
General, administration and other expenses	(0.6)	(0.8)	(2.1)	(2.3)
Interest expense on the Revolving Loan from the Company	(0.3)	(0.3)	(0.8)	(0.8)
<b>Total expenses</b>	<b>(8.5)</b>	<b>(7.0)</b>	<b>(21.6)</b>	<b>(19.9)</b>
<b>(Loss) profit and comprehensive (loss) income</b>	<b>\$ (0.7)</b>	<b>\$ (1.0)</b>	<b>\$ (3.0)</b>	<b>\$ 0.3</b>
<b>Company's share of (loss) profit of associates (51%)</b>	<b>\$ (0.3)</b>	<b>\$ (0.5)</b>	<b>\$ (1.5)</b>	<b>\$ 0.2</b>

The management, asset servicing and incentive fees were generated from the various segregated client accounts and managed funds of Arena Investors.

**C. OTHER INVESTMENTS**

The Company's investment in ASOF LP, a fund managed by Arena Investors, LP, with a fair value of \$2.8 million at September 30, 2020 and December 31, 2019 is included in investments in the consolidated statements of financial position. The Company's increase in unrealized value on its investment in ASOF LP was \$0.1 million in each of the three and nine months ended September 30, 2020 and the increase in unrealized value was \$0.1 million and \$0.2 million in the three and nine months ended September 30, 2019, respectively.

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**4. FINANCING**

Preferred Securities

On April 3, 2017, the Company announced that it had entered into an agreement pursuant to which Fairfax Financial Holdings Limited, through certain of its subsidiaries (collectively, "Fairfax"), had agreed subject to the execution of definitive documentation to make an investment of up to C\$100 million in Westaim in exchange for the issuance by Westaim of 5% interest bearing notes (the "Preferred Securities") and common share purchase warrants (the "Warrants").

The Preferred Securities are denominated in C\$, each issuable for a principal amount of C\$10 and carry interest at a rate of 5% per annum. The Preferred Securities are subordinate secured securities that will mature on May 26, 2116 but may be repaid, in whole or in part, by the Company at any time after June 2, 2022 and at any time after June 2, 2020 if the volume-weighted average trading price of Westaim's common shares for any 10 day period prior to the date on which the applicable redemption notice is given is at least C\$5.60.

On June 2, 2017, the Company closed a subscription by Fairfax of C\$50 million of Preferred Securities. The Company had discretion until January 1, 2018 to require Fairfax to purchase all or part of 5,000,000 additional Preferred Securities, and exercised its discretion not to do so. There were 5,000,000 Preferred Securities outstanding at September 30, 2020 and December 31, 2019.

The Preferred Securities are repayable on demand upon a change of control of Westaim and the liability is recorded at the principal amount in the consolidated statements of financial position. The Preferred Securities liability is translated into US\$ at rates of exchange at the end of each reporting period and any resulting unrealized foreign exchange gain or loss is included in the consolidated statements of profit (loss) and comprehensive income (loss). At September 30, 2020 and December 31, 2019, the US\$ converted amount of the Preferred Securities was \$37.6 million and \$38.5 million, respectively. The Company recorded an unrealized foreign exchange loss relating to the Preferred Securities of \$0.8 million and an unrealized foreign exchange gain of \$0.9 million in the three and nine months ended September 30, 2020, respectively, and an unrealized foreign exchange gain of \$0.5 million and an unrealized foreign exchange loss of \$1.1 million in the three and nine months ended September 30, 2019, respectively. The carrying amount of the Preferred Securities approximated fair value at September 30, 2020.

Interest on the Preferred Securities amounted to \$0.5 million and \$1.4 million in the three and nine months ended September 30, 2020, respectively, and \$0.5 million and \$1.4 million in the three and nine months ended September 30, 2019, respectively. At September 30, 2020, interest of \$0.4 million (December 31, 2019 - \$0.5 million) was accrued in the consolidated statements of financial position.

Canadian Dollar Currency Forward Contracts

On December 20, 2018, the Company entered into a one year Canadian dollar currency forward contract to purchase C\$35 million and during 2020, the Company entered into three 90 day Canadian dollar currency forward contracts to purchase C\$40 million each. The impact was to primarily offset Canadian dollar currency gains or losses on the Company's underlying Canadian dollar currency liabilities, including the currency exposure arising from the Preferred Securities.

The Company has not designated these Canadian dollar currency forward contracts as accounting hedges.

Changes to the Canadian dollar currency forward contract receivable (payable) was as follows:

(millions)	Three months ended		Nine months ended	
	September 30		September 30	
	2020	2019	2020	2019
Canadian dollar currency forward contract (payable) receivable, opening balance	\$ (0.1)	\$ 0.5	\$ 0.3	\$ (0.6)
Change in unrealized Canadian dollar currency on hedge – gain (loss)	0.6	(0.3)	(0.9)	0.8
Realized Canadian dollar currency – (gain) loss	(0.7)	-	0.4	-
Canadian dollar currency forward contract (payable) receivable, closing balance	\$ (0.2)	\$ 0.2	\$ (0.2)	\$ 0.2

A Canadian dollar currency forward contract payable was accrued in the amount of \$0.2 million at September 30, 2020 and was recorded under accounts payable and accrued liabilities in the consolidated statements of financial position and a Canadian dollar currency forward contract receivable was accrued in the amount of \$0.3 million at December 31, 2019, and was recorded under other assets in the consolidated statements of financial position. The net gain relating to the Canadian dollar currency forward contracts of \$0.6 million and net loss of \$0.9 million for the three and nine months ended September 30, 2020, respectively, and the net loss relating to the Canadian dollar currency forward contracts of \$0.3 million and net gain of \$0.8 million for the three and nine months ended September 30, 2019, respectively, was reported under foreign exchange in the consolidated statements of profit (loss) and comprehensive income (loss).

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**4. FINANCING (continued)**

In connection with Canadian dollar currency forward contracts which the Company may enter into from time to time, the Company has obtained a credit facility under which the Company has pledged cash on deposit of \$3.0 million (December 31, 2019 - \$3.0 million) as security. The security shall remain in effect for the duration of the outstanding Canadian dollar currency forward contract.

Warrants

In conjunction with the private placement of Preferred Securities, Westaim also issued to Fairfax 14,285,715 Warrants, each exercisable for one Westaim common share at an exercise price of C\$3.50. The Warrants vest proportionately based upon the aggregate percentage of Preferred Securities purchased by Fairfax, with 14,285,715 having vested on June 2, 2017. Each vested Warrant is exercisable on or prior to June 2, 2022, but the expiry date will be extended to June 2, 2024 if the volume-weighted average trading price of Westaim's common shares for the 10 day period ending on June 2, 2022 is less than C\$5.60. After June 2, 2020, the Company can also elect to require early exercise of the Warrants if the volume-weighted average trading price of Westaim's common shares for any 10 day period prior to the election is at least C\$5.60.

The Warrants are subject to a cashless exercise at the discretion of Fairfax and are classified as a derivative liability in accordance with IFRS and measured at FVTPL. Subsequent changes in fair value of the vested Warrants and the related foreign exchange impact are reported in the consolidated statements of profit (loss) and comprehensive income (loss) for the period in which they arise.

Changes to the derivative warrant liability are as follows:

(millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Opening balance	\$ 0.4	\$ 2.5	\$ 1.9	\$ 2.4
Change in fair value – loss (gain)	0.3	(1.0)	(1.0)	(1.0)
Unrealized foreign exchange loss (gain)	0.1	-	(0.1)	0.1
Ending balance	\$ 0.8	\$ 1.5	0.8	\$ 1.5

At September 30, 2020 and December 31, 2019, a liability of \$0.8 million and \$1.9 million, respectively, had been recognized with respect to the vested Warrants in the consolidated statements of financial position. The Company recognized an unrealized loss of \$0.3 million and an unrealized gain of \$1.0 million in the three and nine months ended September 30, 2020, respectively, and unrealized gains of \$1.0 million in each of the three and nine months ended September 30, 2019, respectively, resulting from a change in the fair value of the vested Warrants. The Company also recorded an unrealized foreign exchange loss with respect to the vested Warrants of \$0.1 million and an unrealized foreign exchange gain of \$0.1 million in the three and nine months ended September 30, 2020, respectively, and unrealized foreign exchange losses of \$nil and \$0.1 million in the three and nine months ended September 30, 2019, respectively, under foreign exchange in the consolidated statements of profit (loss) and comprehensive income (loss).

The fair value of the vested Warrants at September 30, 2020 of \$0.8 million (December 31, 2019 - \$1.9 million) was estimated using the Monte Carlo pricing model assuming no dividends are paid on the common shares, a risk-free interest rate of 0.25% (December 31, 2019 - 1.69%), an expiration date between October 1, 2020 and June 2, 2024 (December 31, 2019: January 1, 2020 and June 2, 2024), a volatility of the underlying common shares of the Company of 29.19% (December 31, 2019 – 23.23%), a closing price of common shares of C\$2.28 (December 31, 2019 - C\$2.65) and a strike price of C\$3.50. The amounts computed according to the Monte Carlo pricing model may not be indicative of the actual values realized upon the exercise of the vested Warrants by Fairfax.

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**5. ANALYSIS OF FINANCIAL RESULTS**

Details of the Company's operating results are as follows:

(millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Revenue				
Interest income	\$ 0.3	\$ 0.4	\$ 0.9	\$ 1.7
Dividend income from investments in private entities	-	0.9	22.7	0.9
Fee income	0.2	0.8	0.7	2.1
	<u>\$ 0.5</u>	<u>\$ 2.1</u>	<u>\$ 24.3</u>	<u>\$ 4.7</u>
Net results of investments	3.5	2.7	(40.4)	24.6
Net expenses				
Salaries and benefits	(0.9)	(0.8)	(2.7)	(2.7)
General, administrative and other	(0.2)	(0.3)	(0.6)	(0.9)
Professional fees	(0.2)	(0.4)	(0.9)	(0.8)
Site restoration expense	-	(0.3)	(0.1)	(1.7)
Share-based compensation (expense) recovery	(0.8)	0.1	0.4	(0.7)
Foreign exchange (loss) gain	(0.5)	0.1	0.5	(0.5)
Interest on preferred securities	(0.5)	(0.5)	(1.4)	(1.4)
Derivative warrant (loss) gain	(0.3)	1.0	1.0	1.0
	<u>\$ (3.4)</u>	<u>\$ (1.1)</u>	<u>\$ (3.8)</u>	<u>\$ (7.7)</u>
Income tax expense	-	-	(0.1)	-
Profit (loss) and comprehensive income (loss)	<u>\$ 0.6</u>	<u>\$ 3.7</u>	<u>\$ (20.0)</u>	<u>\$ 21.6</u>

**5.1 Revenue**

In the three months ended September 30, 2020, the Company earned interest on loans made to the Arena Group of \$0.3 million (2019 - \$0.4 million) and dividends from the Arena FINCOs of \$nil (2019 - \$0.9 million). In the same period, the Company earned advisory fees from HIIG of \$0.1 million (2019 - \$0.2 million) and from the Arena Group of \$0.1 million (2019 - \$0.6 million).

In the nine months ended September 30, 2020, the Company earned interest on loans made to the Arena Group of \$0.8 million (2019 - \$1.7 million) and dividends from the Arena FINCOs of \$22.7 million (2019 - \$0.9 million). In the same period, the Company earned advisory fees from HIIG of \$0.4 million (2019 - \$0.7 million) and from the Arena Group of \$0.3 million (2019 - \$1.4 million).

**5.2 Net Results of Investments**

In the three months ended September 30, 2020, the net results of investments consisted of an increase in the unrealized value of the Company's investments in private entities of \$3.7 million less dividends paid to the Company of \$nil (2019 – an increase in the unrealized value of \$4.0 million less dividends of \$0.9 million), an increase in the unrealized value of other investments of \$0.1 million (2019 - \$0.1 million), and the Company's share of loss from its investment in associates of \$0.3 million (2019 – \$0.5 million).

In the nine months ended September 30, 2020, the net results of investments consisted of a decrease in the unrealized value of the Company's investments in private entities of \$16.3 million less dividends paid to the Company of \$22.7 million (2019 - increase in the unrealized value of \$25.1 million less dividends of \$0.9 million), an increase in the unrealized value of other investments of \$0.1 million (2019 - \$0.2 million), and the Company's share of loss from its investment in associates of \$1.5 million (2019 – share of profit of \$0.2 million).

See discussion in Section 3, *Investments* of this MD&A.

*Investments in Private Entities*

The Company's investments in private entities are accounted for at FVTPL. In the three months ended September 30, 2020, the Company recorded an increase in unrealized value of \$3.3 million on its investment in HIIG (2019 - \$2.7 million), and an increase in unrealized value of \$0.4 million less dividends paid to the Company of \$nil on its investment in the Arena FINCOs (2019 – an increase of \$1.3 million less dividends of \$0.9 million).

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**5. ANALYSIS OF FINANCIAL RESULTS (continued)**

In the nine months ended September 30, 2020, the Company recorded a decrease in unrealized value of \$14.7 million on its investment in HIIG (2019 – an increase in unrealized value of \$16.0 million), and a decrease in unrealized value of \$1.6 million less dividends paid to the Company of \$22.7 million on its investment in the Arena FINCOs (2019 – an increase in unrealized value of \$9.1 million less dividends of \$0.9 million).

*Investment in Associates*

The Company's investment in associates is accounted for using the equity method. In the three months ended September 30, 2020, the associates earned management and asset servicing fees of \$5.0 million (2019 - \$4.5 million), incentive fees of \$2.7 million (2019 - \$1.4 million), net gains on investment of \$0.1 million (2019 - \$0.1 million) offset by salaries and benefits of \$7.1 million (2019 - \$4.9 million), professional fees of \$0.5 million (2019 - \$1.0 million), general, administrative and other expenses of \$0.6 million (2019 - \$0.8 million), and interest expense on the Revolving Loan from the Company of \$0.3 million (2019 - \$0.3 million) resulting in a loss of \$0.7 million (2019 - \$1.0 million).

In the nine months ended September 30, 2020, the associates earned management and asset servicing fees of \$14.8 million (2019 - \$12.8 million), incentive fees of \$3.6 million (2019 - \$7.2 million), net gains on investment of \$0.2 million (2019 - \$0.2 million) offset by salaries and benefits of \$16.8 million (2019 - \$14.2 million), professional fees of \$1.9 million (2019 - \$2.6 million), general, administrative and other expenses of \$2.1 million (2019 - \$2.3 million), and interest expense on the Revolving Loan from the Company of \$0.8 million (2019 - \$0.8 million) resulting in a loss of \$3.0 million (2019 - profit of \$0.3 million).

The total of the Company's 51% share of loss of the associates amounted to \$0.3 million and \$1.5 million in the three and nine months ended September 30, 2020, respectively and its share of loss of the associates amounted to \$0.5 million and a share of profit of \$0.2 million in the three and nine months ended September 30, 2019, respectively.

*5.3 Expenses*

Salaries and benefits in the three and nine months ended September 30, 2020 were comparable to the corresponding period in the prior year.

General, administrative and other expenses decreased by \$0.3 million in the nine months ended September 30, 2020 when compared to the corresponding period in the prior year resulting from decreased travel and office related expenses.

Professional fees in the nine months ended September 30, 2020 were comparable to the corresponding period in the prior year.

The Company has provided indemnifications to third parties with respect to future site restoration costs to be incurred on industrial sites formerly owned by the Company. Variations in the Company's site restoration provision expense from period to period are generally attributed to changes in the discount and inflation rates used to arrive at the site restoration provision. Reimbursements of site restoration costs are recorded when received.

Changes in share-based compensation expense from period to period result from the vesting of RSUs, the issuance of DSUs in lieu of director fees, as well as movement in the Company's share price which affects the per unit valuation of outstanding RSUs and DSUs. Share-based compensation expense in the three and nine months ended September 30, 2020 also included compensation expense for stock options of \$0.1 million (2019 - \$0.2 million) and \$0.2 million (2019 - \$0.7 million), respectively. See Section 8, *Liquidity and Capital Resources* of this MD&A for additional information on the Company's share-based compensation plans.

The Company holds C\$ denominated assets and liabilities and the Company's operating results include foreign exchange gains or losses arising from the revaluation of the Company's C\$ denominated net liabilities and revaluation of C\$ foreign exchange forward contract into US\$ at period end exchange rates. The following is a breakdown of the major components of the foreign exchange gain (loss) in the three and nine months ended September 30, 2020 and 2019:

(millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Foreign exchange gains (losses) relating to:				
- site restoration provision	\$ (0.1)	\$ 0.1	\$ 0.1	\$ (0.1)
- liabilities for RSUs and DSUs	(0.2)	0.1	0.3	(0.2)
- Preferred securities	(0.8)	0.5	0.9	(1.1)
- Arena FINCOs Demand Loan receivable	-	(0.3)	-	0.3
- derivative warrant liability	(0.1)	-	0.1	(0.1)
- Canadian dollar currency forward contracts	0.6	(0.3)	(0.9)	0.8
- other	0.1	-	-	(0.1)
	\$ (0.5)	\$ 0.1	\$ 0.5	\$ (0.5)

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**6. ANALYSIS OF FINANCIAL POSITION**

The Company's assets, liabilities and shareholders' equity as at the dates indicated below consisted of the following:

(millions)	September 30, 2020	December 31, 2019
<b>Assets</b>		
Cash	\$ 8.3	\$ 22.2
Income tax receivable	0.5	0.4
Other assets	1.5	2.3
Investments	377.3	385.8
	\$ 387.6	\$ 410.7
<b>Liabilities</b>		
Accounts payable and accrued liabilities	\$ 9.4	\$ 10.7
Income tax payable	0.3	0.4
Preferred securities	37.6	38.5
Derivative warrant liability	0.8	1.9
Site restoration provision	4.1	4.1
Deferred tax liability	0.4	0.3
	52.6	55.9
Shareholders' equity	335.0	354.8
Total liabilities and shareholders' equity	\$ 387.6	\$ 410.7

**6.1 Cash**

At September 30, 2020, the Company had cash of \$8.3 million compared to \$22.2 million at December 31, 2019. At September 30, 2020 and December 31, 2019, cash consisted of cash on deposit, including restricted cash on deposit of \$3.0 million.

**6.2 Income Tax Receivable**

At September 30, 2020 and December 31, 2019, the Company had an income tax receivable due from the Canadian federal tax authority of \$0.5 million.

**6.3 Other Assets**

Other assets were \$1.5 million and \$2.3 million at September 30, 2020 and December 31, 2019, respectively. Other assets at September 30, 2020 included receivables from related parties, primarily Arena FINCOs of \$0.8 million (December 31, 2019 - \$1.1 million), right of use asset of \$0.5 million (December 31, 2019 - \$0.6 million), fair value of Canadian dollar currency forward contract of \$nil (December 31, 2019 - \$0.3 million) and other receivables of \$0.2 million (December 31, 2019 - \$0.3 million).

Effective, December 1, 2019, the Company entered into an operating lease for the office premises in Toronto expiring on November 30, 2024. At the commencement date of the lease, a right of use asset was recorded at cost under other assets and a lease liability was recorded at amortized cost under accounts payable and accrued liabilities in the consolidated statements of financial position. Subsequent to initial recognition, the right of use asset is depreciated using the straight-line method over the term of the lease with depreciation recorded in the consolidated statements of profit (loss) and comprehensive income (loss). Each lease payment reduces the lease liability and the accretion of the lease liability is recorded as interest expense in the consolidated statements of profit (loss) and comprehensive income (loss).

The right of use asset for office premises was \$0.5 million and \$0.6 million at September 30, 2020 and December 31, 2019, respectively. The depreciation on the right of use asset was nominal and \$0.1 million in the three and nine months ended September 30, 2020, respectively (2019 - \$nil).

The lease liability for office premises was \$0.5 million at September 30, 2020 and at December 31, 2019. The lease payments were nominal and \$0.1 million in the three and nine months ended September 30, 2020, respectively (2019 - \$nil) and the interest expense on the lease liability was nominal in each of the three and nine months ended September 30, 2020 (2019 - \$nil). The Company recorded a nominal foreign exchange loss and a nominal foreign exchange gain relating to the lease liability in the three and nine months ended September 30, 2020, respectively (2019 - \$nil).

Depreciation expense for the capital assets was nominal in each of the three and nine months ended September 30, 2020 and 2019.

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**6. ANALYSIS OF FINANCIAL POSITION (continued)**

6.4 Investments

*Investments in Private Entities*

The Company's investments in private entities consist of its investments in HIIG and the Arena FINCOs, which are accounted for at FVTPL. The fair values of HIIG and the Arena FINCOs at September 30, 2020 were determined to be \$194.3 million and \$169.4 million, respectively (December 31, 2019 - \$165.0 million and \$205.8 million, respectively). See discussion in Section 3, *Investments* of this MD&A.

*Investment in Associates*

The Company's investment in associates consists of the Company's investment in Arena Investors. This investment is accounted for using the equity method. The carrying value of the Company's investment in associates at September 30, 2020 was \$10.8 million (December 31, 2019 - \$12.3 million). See discussion in Section 3, *Investments* of this MD&A.

*Other Investments*

The Company's investment in other investments consists of the Company's investment in ASOF LP, which is accounted for at FVTPL. The fair value of ASOF LP at September 30, 2020 was determined to be \$2.8 million (December 31, 2019 - \$2.7 million). See discussion in Section 3, *Investments* of this MD&A.

6.5 Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities were \$9.4 million and \$10.7 million at September 30, 2020 and December 31, 2019, respectively. Accounts payable and accrued liabilities at September 30, 2020 included liabilities related to accrued employee bonuses of \$1.3 million (December 31, 2019 - \$1.7 million), RSUs of \$5.2 million (December 31, 2019 - \$6.2 million), DSUs of \$1.4 million (December 31, 2019 - \$1.3 million), lease liability of \$0.5 million (December 31, 2019 - \$0.6 million), interest accrued on the Preferred Securities of \$0.5 million (December 31, 2019 - \$0.5 million), fair value of Canadian dollar currency forward contract of \$0.2 million (December 31, 2019 - \$nil) and other accrued liabilities of \$0.3 million (December 31, 2019 - \$0.4 million). See Section 6.3 *Other Assets* of this MD&A for additional information on the lease liability. See Section 8, *Liquidity and Capital Resources* of this MD&A for additional information on the Company's share-based compensation plans.

6.6 Income Tax Payable

At September 30, 2020, the Company had an income tax payable due to the United States federal tax authority of \$0.3 million (December 31, 2019 - \$0.4 million).

6.7 Preferred Securities

On June 2, 2017, the Company closed the sale to Fairfax of 5,000,000 Preferred Securities for C\$50.0 million. The Preferred Securities are repayable on demand upon a change of control of Westaim and the liability is recorded at the principal amount in the consolidated statements of financial position. The C\$ principal amount of the Preferred Securities was converted to US\$ at the period end exchange rate, resulting in a carrying amount of the Preferred Securities at September 30, 2020 of \$37.6 million (December 31, 2019 - \$38.5 million). See discussion in Section 4, *Financing* of this MD&A.

6.8 Derivative Warrant Liability

In conjunction with the purchase by Fairfax of C\$50.0 million in Preferred Securities on June 2, 2017, Westaim issued to Fairfax 14,285,715 Warrants, with 14,285,715 Warrants having vested on June 2, 2017. The Warrants are subject to a cashless exercise at the discretion of Fairfax and are classified as a derivative liability and measured at FVTPL. At September 30, 2020, a liability of \$0.8 million (December 31, 2019 - \$1.9 million) representing the estimated fair value of the vested Warrants had been accrued in the consolidated statements of financial position. See discussion in Section 4, *Financing* of this MD&A.

6.9 Site Restoration Provision

The site restoration provision of \$4.1 million at September 30, 2020 (December 31, 2019 - \$4.1 million) relates to future site restoration costs associated with soil and groundwater reclamation and remediation costs relating to industrial sites previously owned by the Company.

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**6. ANALYSIS OF FINANCIAL POSITION (continued)**

The Company conducts periodic reviews of the underlying assumptions supporting the provision, taking into consideration the anticipated method and extent of the remediation consistent with regulatory requirements, industry practices, current technology and possible uses of the site. The amount of the provision is adjusted for the present value of the estimated future restoration costs discounted using interest rates of high quality government bonds and inflation in relation to the estimated timing of cash outflows.

Future reimbursements of costs resulting from indemnifications provided to the Company by previous owners of the industrial sites have not been recognized in the Company's consolidated financial statements. Reimbursements are recorded when received.

6.10 Shareholders' Equity

The details of shareholders' equity are as follows:

(millions)	September 30, 2020	December 31, 2019
Common shares	\$ 382.2	\$ 382.2
Contributed surplus	17.7	17.5
Accumulated other comprehensive loss	(2.2)	(2.2)
Deficit	(62.7)	(42.7)
Shareholders' equity	\$ 335.0	\$ 354.8

*Common Shares*

The Company had 143,186,718 common shares outstanding at September 30, 2020 and December 31, 2019.

*Contributed Surplus*

The Company had \$17.7 million in contributed surplus at September 30, 2020 (December 31, 2019 - \$17.5 million). The increase in contributed surplus of \$0.2 million resulted from compensation expense relating to stock options in the nine months ended September 30, 2020.

*Accumulated Other Comprehensive Loss*

Accumulated other comprehensive loss of \$2.2 million at September 30, 2020 and December 31, 2019 comprised cumulative exchange differences from currency translation as a result of a change in presentation currency from the C\$ to the US\$ on August 31, 2015.

*Deficit*

The increase in deficit of \$20.0 million from December 31, 2019 to September 30, 2020 is due to the loss for the nine months ended September 30, 2020.

**7. OUTLOOK**

The Company is closely monitoring the impact of COVID-19 on the Company, including both HIIG and Arena. COVID-19 was declared a global pandemic by the World Health Organization on March 11, 2020. To date, the pandemic has not had a material financial impact on the Company, including HIIG or Arena. However, the impact of the pandemic and any resulting economic impact are largely unknown and rapidly evolving. It is possible that COVID-19, the measures taken by governments affected and the resulting economic effect, may have an impact on the Company in the future.

The focus of Arena's management team is to continue to expand Arena's diversified portfolio of quality senior ranking credit investments, increase its pipeline of investment opportunities, and grow its AUM from existing and new third-party investors.

Generally, the US property and casualty insurance market has shifted to a cycle of increasing insurance rates and improved underwriting terms after several years of poor underwriting results in the industry. The expected improvement in industry conditions, combined with operational enhancement initiatives undertaken by HIIG, including its LPT reinsurance protection, strategic changes deployed by the new leadership team, and additional capital contributed, puts HIIG in a solid position with an AM Best rating "A-" with a Stable Outlook to take advantage of the hardening insurance industry environment.

The Company is continuing to seek additional investment opportunities to create shareholder value through partnering with other aligned and experienced management teams to build profitable businesses that generate attractive returns to the Company's shareholders over the long term.

## 8. LIQUIDITY AND CAPITAL RESOURCES

### Capital Management Objectives

The Company's capital currently consists of Preferred Securities and common shareholders' equity.

The Company's guiding principles for capital management are to maintain the stability and safety of the Company's capital for its stakeholders through an appropriate capital mix and a strong balance sheet.

The Company monitors the mix and adequacy of its capital on a continuous basis. The Company employs internal metrics. The capital of the Company is not subject to any restrictions. Units of the HIIG Partnership cannot be issued without the prior approval of the unitholders and, in connection with any such issuance, the holders of units have pre-emptive rights entitling them to purchase their pro rata share of any units that may be so issued.

### Share Capital

The Company's authorized share capital consists of an unlimited number of common shares, Class A preferred shares and Class B preferred shares.

At September 30, 2020 and December 31, 2019, the Company had 143,186,718 common shares outstanding, with a stated capital of \$382.2 million.

There were no Class A or Class B preferred shares outstanding at September 30, 2020 and December 31, 2019.

### Dividends

No dividends were paid in the nine months ended September 30, 2020 and 2019.

### Share-based Compensation Plans

The Company's long-term equity incentive plan (the "Incentive Plan") provides for grants of RSUs, DSUs, stock appreciation rights and other share-based awards. The Company also has a stand-alone incentive stock option plan (the "Option Plan").

The Option Plan is a "rolling plan" which provides that the aggregate number of common shares which may be reserved for issuance under the Option Plan is limited to not more than 10% of the aggregate number of common shares outstanding. However, each of the Incentive Plan and the Option Plan provide that under no circumstances shall there be common shares issuable under such plan, together with all other security-based compensation arrangements of the Company, which exceed 10% of the aggregate number of common shares outstanding. As the DSUs are settled solely in cash, they are not included in the 10% limitation referred to above.

At September 30, 2020 and December 31, 2019, the Company had 10,428,337 stock options outstanding. On April 1, 2016, 2,752,940 options were granted to certain officers and employees of the Company. These options have a term of seven years, vested in three equal instalments on April 1, 2017, April 1, 2018 and April 1, 2019, and have an exercise price of C\$3.25. At September 30, 2020, all of these 2,752,940 outstanding options had vested. On April 3, 2017, 3,860,397 additional options were granted to certain officers and employees of the Company. These options have a term of seven years, vested in three equal instalments on December 31, 2017, December 31, 2018 and December 31, 2019, and have an exercise price of C\$3.00. At September 30, 2020, all of these 3,860,397 options had vested. On January 18, 2018, 3,815,000 additional options were granted to certain officers and employees of the Company. These options have a term of seven years, vest in three equal instalments on December 31, 2018, December 31, 2019 and December 31, 2020, and have an exercise price of C\$3.10. At September 30, 2020, 2,543,333 of these 3,815,000 options had vested.

In the three and nine months ended September 30, 2020, compensation expense relating to options was \$0.1 million (2019 - \$0.2 million) and \$0.2 million (2019 - \$0.7 million), respectively, with a corresponding increase to contributed surplus.

The Company also had 3,034,261 RSUs outstanding at September 30, 2020 and December 31, 2019. On November 14, 2014, an aggregate of 2,375,000 RSUs were granted to certain officers, employees and consultants. These RSUs have a term of fifteen years and at September 30, 2020, all of these RSUs had vested, of which 265,937 RSUs had been exercised and 2,109,063 RSUs are outstanding. On April 1, 2016, 925,198 additional RSUs were granted to certain officers and employees of the Company. These RSUs have a term of fifteen years and at September 30, 2020, all of the RSUs had vested and 925,198 units are outstanding. The RSUs, at the election of the holder, can be settled in common shares of the Company or cash based on the prevailing market price of the common shares on the settlement date.

At September 30, 2020, 805,488 DSUs were vested and outstanding (December 31, 2019 - 642,779 DSUs were vested and outstanding). DSUs are issued to certain directors in lieu of director fees, at their election, at the market value of the Company's common shares at the date of grant.

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**8. LIQUIDITY AND CAPITAL RESOURCES (continued)**

With respect to the DSUs that are outstanding, they are paid out solely in cash no later than the end of the calendar year following the year the participant ceases to be a director. In the nine months ended September 30, 2020 and 2019, no DSUs were exercised.

At September 30, 2020, accounts payable and accrued liabilities included amounts related to outstanding RSUs of \$5.2 million (December 31, 2019 - \$6.2 million) and outstanding DSUs of \$1.4 million (December 31, 2019 - \$1.3 million).

Market for Securities

Westaim's common shares trade on the TSXV under the symbol "WED".

Cash Flow Objectives

The Company manages its liquidity with a view to ensuring that there is sufficient cash to meet all financial commitments and obligations as they fall due. The Company has sufficient funds to meet its financial obligations. As part of pursuing one or more new opportunities, the Company may from time to time issue shares from treasury.

The following tables illustrate the duration of the financial assets of the Company compared to its financial obligations:

September 30, 2020 (millions)	One year or less	One to five years	No specific date / later than five years	Total
<b>Financial assets:</b>				
Cash	\$ 8.3	\$ -	\$ -	\$ 8.3
Income tax receivable	0.5	-	-	0.5
Other assets (excluding capital assets)	1.0	-	-	1.0
Investments	-	20.0	357.3	377.3
<b>Total financial assets</b>	<b>9.8</b>	<b>20.0</b>	<b>357.3</b>	<b>387.1</b>
<b>Financial obligations:</b>				
Accounts payable and accrued liabilities (excluding lease liabilities)	2.3	-	6.6	8.9
Income tax payable	0.3	-	-	0.3
Preferred securities	-	-	37.6	37.6
Site restoration provision	-	-	4.1	4.1
Deferred tax liability	-	0.4	-	0.4
<b>Total financial obligations</b>	<b>2.6</b>	<b>0.4</b>	<b>48.3</b>	<b>51.3</b>
<b>Financial assets net of financial obligations</b>	<b>\$ 7.2</b>	<b>\$ 19.6</b>	<b>\$ 309.0</b>	<b>\$ 335.8</b>

December 31, 2019 (millions)	One year or less	One to five years	No specific date / later than five years	Total
<b>Financial assets:</b>				
Cash	\$ 22.2	\$ -	\$ -	\$ 22.2
Income tax receivable	0.4	-	-	0.4
Other assets (excluding capital assets)	1.7	-	-	1.7
Investments	-	20.0	365.8	385.8
<b>Total financial assets</b>	<b>24.3</b>	<b>20.0</b>	<b>365.8</b>	<b>410.1</b>
<b>Financial obligations:</b>				
Accounts payable and accrued liabilities (excluding lease liabilities)	2.6	-	7.5	10.1
Income tax payable	0.4	-	-	0.4
Preferred securities	-	-	38.5	38.5
Site restoration provision	-	-	4.1	4.1
Deferred tax liability	-	0.3	-	0.3
<b>Total financial obligations</b>	<b>3.0</b>	<b>0.3</b>	<b>50.1</b>	<b>53.4</b>
<b>Financial assets net of financial obligations</b>	<b>\$ 21.3</b>	<b>\$ 19.7</b>	<b>\$ 315.7</b>	<b>\$ 356.7</b>

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**8. LIQUIDITY AND CAPITAL RESOURCES (continued)**

The Company's investment guidelines stress preservation of capital and market liquidity to support payment of liabilities. The matching of the duration of financial assets and liabilities is monitored with a view to ensuring that all obligations will be met.

**9. RELATED PARTY TRANSACTIONS**

Related parties include key management personnel, close family members of key management personnel and entities which are, directly or indirectly, controlled by, jointly controlled by or significantly influenced by key management personnel or their close family members. Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company, directly or indirectly, and include executive officers and directors of the Company.

Compensation expense related to the Company's key management personnel are as follows:

(millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Salaries and benefits <sup>1</sup>	\$ 0.8	\$ 0.7	2.3	\$ 2.3
Share-based compensation expense (recovery)	0.8	(0.1)	(0.4)	0.7
Compensation expense	\$ 1.6	\$ 0.6	\$ 1.9	\$ 3.0

<sup>1</sup> Salaries and benefits include director fees paid in cash which was nominal and \$0.1 million in the three and nine months ended September 30, 2020, respectively. No director fees were paid in cash in the three and nine months ended September 30, 2019.

Fees paid to Hartford Consulting, Inc. ("Hartford"), a company owned by William R. Andrus, a director of HIIG, for insurance industry related consulting services and compensation expense relating to RSUs issued to Hartford were \$0.1 million in each of the nine months ended September 30, 2020 and 2019. At September 30, 2020, a liability of \$0.1 million (December 31, 2019 - \$0.1 million) had been accrued in the consolidated statements of financial position with respect to outstanding RSUs held by Hartford.

On April 20, 2020, as part of a rights offering, Westaim purchased \$44.0 million (or 44%) of HIIG convertible preferred shares.

The Company received a cash dividend of \$22.7 million (2019 - \$0.9 million) and a return of capital of \$12.1 million (2019 - \$nil) from the Arena FINCOs in the nine months ended September 30, 2020.

The Company earned and received interest on loans to related parties as follows:

(millions)	Three months ended September 30		Nine months ended September 30	
	2020	2019	2020	2019
Arena FINCOs Term Loan	\$ -	\$ -	\$ -	\$ 0.2
Arena FINCOs Demand Loan	-	0.1	-	0.7
Arena Investors Revolving Loan	0.3	0.3	0.8	0.8
	\$ 0.3	\$ 0.4	\$ 0.8	\$ 1.7

The Company earned advisory fees from the Arena Group of \$0.1 million and \$0.6 million in the three months ended September 30, 2020 and 2019, respectively, and \$0.3 million and \$1.4 million in the nine months ended September 30, 2020 and 2019, respectively. The Company also earned advisory fees from HIIG of \$0.1 million and \$0.2 million in the three months ended September 30, 2020 and 2019, respectively, and \$0.4 million and \$0.7 million in the nine months ended September 30, 2020 and 2019, respectively.

**10. CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS**

Preparation of the financial statements in conformity with IFRS requires management to make estimates and assumptions, some of which relate to matters that are uncertain. As more information becomes known, these estimates and assumptions could change and thus have a material impact on the Company's financial condition and results of operations in the future. The Company has established detailed policies and control procedures that are intended to ensure that management's judgments and estimates are well controlled, independently reviewed and consistently applied from period to period. Management believes that its estimates for determining the valuation of the Company's assets and liabilities are appropriate.

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**10. CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS (continued)**

Management used net asset value as the primary valuation technique in determining the fair value of the Company's investments in private entities at September 30, 2020. Management determined that this valuation technique produced the best indicator of the fair value of the investments in HIIG and the Arena FINCOs at September 30, 2020. The significant unobservable inputs used in the valuation of HIIG and the Arena FINCOs at September 30, 2020 were the equity of each of the entities at September 30, 2020 and the multiple applied. For a detailed description of the valuation of the Company's investments in private entities, see note 6 to the Company's audited annual consolidated financial statements for the years ended December 31, 2019 and 2018. Due to the inherent uncertainty of valuation, management's estimated values may differ significantly from the values that would have been used had an active market for the investment existed, and the differences could be material.

The fair value of the vested Warrants is estimated using the Monte Carlo pricing model which contains various assumptions made by management. The amounts computed according to the Monte Carlo pricing model may not be indicative of the actual values realized upon the exercise of the vested Warrants by Fairfax.

Other key estimates include the Company's provision for site restoration, fair value of share-based compensation, and unrecognized deferred tax assets. Details of these items are disclosed in note 11, note 14 and note 16, respectively, to the Company's audited annual consolidated financial statements for the years ended December 31, 2019 and 2018.

**11. CRITICAL ACCOUNTING POLICIES AND RECENTLY ADOPTED AND PENDING ACCOUNTING PRONOUNCEMENTS**

A description of the Company's accounting policies is disclosed in note 2 to the audited annual consolidated financial statements for the years ended December 31, 2019 and 2018.

At September 30, 2020, there were no new pronouncements that impacted the Company.

**12. QUARTERLY FINANCIAL INFORMATION**

	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
(millions)	2020	2020	2020	2019	2019	2019	2019	2018
Revenue	\$ 0.5	\$ 0.5	\$ 23.3	\$ 4.5	\$ 2.1	\$ 1.2	\$ 1.4	\$ 1.1
Increase (decrease) in unrealized value of investments, less dividends	3.5	3.2	(47.1)	(14.4)	2.7	10.1	11.8	2.4
Net (expenses) recovery of expenses	(3.4)	(3.7)	3.3	(2.2)	(1.1)	(3.5)	(3.1)	3.2
Income tax expense	-	(0.1)	-	(0.9)	-	-	-	-
Profit (loss) profit and comprehensive income (loss)	\$ 0.6	\$ (0.1)	\$ (20.5)	\$ (13.0)	\$ 3.7	\$ 7.8	\$ 10.1	\$ 6.7

The Company's quarterly financial results do not follow any special trends and are not generally subject to seasonal variation but are instead impacted by general market and economic conditions, regulatory risks and foreign exchange fluctuations. In addition, the value of the derivative warrant liability, site restoration obligations and share-based compensation are impacted by fluctuations in the trading price of the Company's shares, discount rates, and foreign exchange fluctuations.

**13. RISKS**

The Company is subject to a number of risks which could affect its business, prospects, financial condition, results of operations and cash flows, including risks relating to lack of significant revenues, regulatory risks, foreign exchange risks and risks relating to the businesses of HIIG and Arena. A detailed description of the risk factors associated with the Company and its business is contained in the Company's Annual Information Form dated March 26, 2020 for its fiscal year ended December 31, 2019 which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES**

THE ARENA FINCOs

The investments of the Arena FINCOs shown by investment strategy is as follows:

<b>Investments by Strategy</b>					<b>September 30, 2020</b>		
<b>(unaudited)</b>							
(millions except for number of positions and percentage)	Number of positions	Cost	Fair value	Percentage of investments at fair value	% Debt investments	% Equity investments	
Corporate Private Credit	23	\$ 46.8	\$ 46.2	30.3%	12.1%	18.2%	
Real Estate Private Credit and Real Estate Assets	24	35.0	34.1	22.3%	19.9%	2.4%	
Commercial and Industrial Assets	19	25.5	30.0	19.6%	9.8%	9.8%	
Structured Finance	2	3.7	4.0	2.6%	2.6%	-	
Consumer Assets	11	19.2	15.5	10.2%	10.2%	-	
Other Securities	68	25.8	22.9	15.0%	15.2%	(0.2)%	
	147	\$ 156.0	\$ 152.7	100.0%	69.8%	30.2%	

<b>Investments by Strategy</b>					<b>December 31, 2019</b>		
<b>(unaudited)</b>							
(millions except for number of positions and percentage)	Number of positions	Cost	Fair value	Percentage of investments at fair value	% Debt investments	% Equity investments	
Corporate Private Credit	35	\$ 58.7	\$ 61.9	32.7%	18.7%	14.0%	
Real Estate Private Credit and Real Estate Assets	26	30.3	31.5	16.7%	12.0%	4.7%	
Commercial and Industrial Assets	21	43.0	47.3	24.9%	16.3%	8.6%	
Structured Finance	2	4.4	4.4	2.4%	2.4%	-	
Consumer Assets	15	23.6	22.5	11.9%	11.9%	-	
Other Securities	55	25.6	21.5	11.4%	8.7%	2.7%	
	154	\$ 185.6	\$ 189.1	100.0%	70.0%	30.0%	

Investments in Corporate Private Credit, Real Estate Private Credit and Real Estate Assets, and Structured Finance relate to loans issued to privately held entities. Investments in Other Securities are net of short positions and comprise publicly traded corporate bonds, equity securities, bank debt, structured convertible notes and derivatives.

The investments of the Arena FINCOs shown by geographic breakdown is as follows:

<b>Investments by Geographic Breakdown</b>	<b>September 30, 2020</b>			<b>December 31, 2019</b>		
	<b>(unaudited)</b>					
(millions except for percentage)	Cost	Fair value	Percentage of investments at fair value	Cost	Fair value	Percentage of investments at fair value
<b>Loans / Private Assets</b>						
North America	\$ 104.9	\$ 105.3	68.9%	\$ 137.7	\$ 142.5	75.4%
Europe	13.9	13.5	8.9%	15.7	18.0	9.5%
Asia/Pacific	11.1	10.8	7.0%	6.0	6.6	3.5%
Latin America	0.3	0.2	0.2%	0.6	0.5	0.2%
	130.2	129.8	85.0%	160.0	167.6	88.6%
<b>Other Securities <sup>1</sup></b>						
North America	7.7	8.6	5.6%	11.7	10.7	5.7%
Europe	8.4	6.4	4.2%	7.5	5.8	3.1%
Asia/Pacific	4.4	3.7	2.4%	3.3	2.8	1.4%
Latin America	0.5	0.5	0.3%	-	-	-
Other	4.8	3.7	2.5%	3.1	2.2	1.2%
	25.8	22.9	15.0%	25.6	21.5	11.4%
	\$ 156.0	\$ 152.7	100.0%	\$ 185.6	\$ 189.1	100.0%

<sup>1</sup> Net of short positions.

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

The investments of the Arena FINCOs shown by industry is as follows:

Investments by Industry (unaudited)	September 30, 2020			December 31, 2019		
	Cost	Fair value	Percentage of investments at fair value	Cost	Fair value	Percentage of investments at fair value
(millions except for percentage)						
Loans / Private Assets						
Corporate Private Credit						
Business Services	\$ 13.5	\$ 12.9	8.5%	\$ 17.1	\$ 17.5	9.3%
Financial Services	1.0	1.0	0.7%	1.8	1.8	0.9%
Healthcare Services	0.5	0.5	0.3%	6.7	6.8	3.6%
Oil and Gas <sup>(1)</sup>	18.7	19.4	12.7%	16.9	18.6	9.8%
Other Assets	12.0	11.3	7.4%	12.1	13.1	6.9%
Retail	1.1	1.1	0.7%	4.1	4.1	2.2%
	46.8	46.2	30.3%	58.7	61.9	32.7%
Real Estate Private Credit and Real Estate Assets						
Commercial	2.3	1.7	1.1%	2.0	1.6	0.9%
Hospitality	4.1	4.0	2.6%	8.4	9.6	5.0%
Land - Commercial Development	7.0	6.4	4.2%	5.2	5.2	2.8%
Land - Multi-Family Development	3.0	3.6	2.4%	5.3	5.4	2.9%
Land - Single-Family Development	6.8	6.8	4.5%	1.3	1.4	0.7%
Mixed Use	1.1	1.1	0.7%	-	-	-
Multi-Family	2.2	2.2	1.4%	-	-	-
Residential	8.4	8.2	5.3%	7.8	8.0	4.2%
Storage	0.1	0.1	0.1%	0.3	0.3	0.2%
	35.0	34.1	22.3%	30.3	31.5	16.7%
Commercial and Industrial Assets						
Lease/Equipment	2.6	5.2	3.4%	5.2	7.7	4.0%
Oil and Gas	0.2	0.3	0.2%	0.7	0.8	0.4%
Other Assets	22.7	24.5	16.0%	37.1	38.8	20.5%
	25.5	30.0	19.6%	43.0	47.3	24.9%
Structured Finance						
Other Assets	3.7	4.0	2.6%	4.4	4.4	2.4%
	3.7	4.0	2.6%	4.4	4.4	2.4%
Consumer Assets						
Consumer	19.2	15.5	10.2%	23.6	22.5	11.9%
	19.2	15.5	10.2%	23.6	22.5	11.9%
Total Loans / Private Assets	130.2	129.8	85.0%	160.0	167.6	88.6%
Other Securities <sup>(2)</sup>						
Consumer Products	5.2	5.2	3.4%	4.6	2.0	1.0%
Diversified	0.2	0.2	0.1%	-	-	-
Financial Services	0.9	1.0	0.7%	1.7	1.7	0.9%
Foreign Exchange Forwards	-	(0.3)	(0.2)%	-	(0.2)	(0.1)%
Healthcare Services	2.7	2.7	1.8%	0.2	0.3	0.1%
Industrial	3.3	2.7	1.8%	3.2	2.8	1.5%
Information Technology	1.0	1.1	0.7%	1.6	1.7	0.9%
Mining	0.1	0.1	0.1%	-	-	-
Media	0.1	0.1	-	-	-	-
Oil and Gas	2.8	1.7	1.1%	3.9	3.6	1.9%
Real Estate	0.6	0.7	0.5%	3.1	3.2	1.7%
Telecommunications	8.9	7.7	5.0%	6.1	5.2	2.8%
Utilities	-	-	-	1.2	1.2	0.7%
	25.8	22.9	15.0%	25.6	21.5	11.4%
	\$ 156.0	\$ 152.7	100.0%	\$ 185.6	\$ 189.1	100.0%

<sup>1</sup> The Arena FINCOs' exposure to commodity price risk in its private loans is generally mitigated as borrowers are typically required to hedge the commodity price risk by selling product forward and/or employing the use of other derivatives to substantially reduce all risk.

<sup>2</sup> Net of short positions.

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

Details of the Loan and Private Asset positions of the Arena FINCOs is as follows:

<b>Details of Loan and Private Asset Positions</b>							<b>September 30, 2020</b>	
<b>(unaudited)</b>								
<b>(millions except for percentage)</b>								
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>
<b>Corporate Private Credit</b>								
CPC-2209	Other Assets	\$10.7	\$ 12.0	\$ 11.3	Europe	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3198	Oil and Gas	3.8	3.8	4.9	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3222	Oil and Gas	4.7	4.7	4.6	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3349	Business Services	5.9	4.0	4.3	Asia/Pacific	Second Lien	12.00%	115.0%
CPC-3083	Business Services	4.0	4.0	3.8	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3677	Business Services	3.4	3.4	3.6	North America	First Lien	10.25%	54.0%
CPC-5325TL	Oil and Gas	2.8	2.7	2.7	North America	First Lien	12.00%	25.0%
CPC-3199EQ	Oil and Gas	2.3	2.3	2.0	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-4108	Oil and Gas	1.6	1.6	1.6	North America	First Lien	11.86%	56.7%
CPC-4985	Oil and Gas	1.3	1.3	1.4	North America	First Lien	10.00%	25.0%
CPC-5143	Oil and Gas	0.8	0.8	0.8	North America	First Lien	12.00%	27.0%
CPC-2397	Financial Services	0.8	0.8	0.8	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-5027	Retail	0.6	0.6	0.6	North America	First Lien	9.24%	82.4%
CPC-2170	Oil and Gas	1.7	0.9	0.5	North America	First Lien	3.50%	100.0%
CPC-4248	Healthcare Services	0.4	0.5	0.5	North America	First Lien	9.40%	49.8%
CPC-2364	Retail	0.5	0.5	0.5	North America	First Lien <sup>(5)</sup>	9.73%	31.8%
CPC-5825	Oil and Gas	0.6	0.4	0.4	North America	First Lien	12.50%	89.3%
CPC-3316	Business Services	0.4	0.4	0.4	North America	Second Lien	8.15%	46.0%
CPC-5830	Business Services	0.3	0.4	0.4	Europe	First Lien	10.00%	3.5%
CPC-5325WR	Oil and Gas	2.1	-	0.3	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-5834	Business Services	0.2	0.3	0.3	Europe	First Lien	12.36%	28.0%
CPC-4831	Financial Services	0.2	0.2	0.2	North America	First Lien	10.00%	28.8%
CPC-1010	Oil and Gas	0.2	0.2	0.2	North America	First Lien	14.00%	43.0%
CPC-5856	Business Services	0.1	0.2	0.1	Europe	First Lien	11.36%	55.7%
CPC-3349EQY	Business Services	1.2	0.8	-	Asia/Pacific	Equity	n/a <sup>(6)</sup>	n/a <sup>(4)</sup>
Subtotal / Weighted average %		50.6	46.8	46.2			10.93%	59.7%

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

Details of Loan and Private Asset Positions (continued)							September 30, 2020	
(unaudited)								
(millions except for percentage)								
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>
<b>Real Estate Private Credit and Real Estate Assets</b>								
REPC-1068S4	Residential	3.7	3.7	3.7	North America	First Mortgage <sup>(5)</sup>	11.00%	72.0%
REPC-5754	Land							
	- Single-Family Development	3.6	3.4	3.4	Asia/Pacific	First Mortgage	11.00%	70.0%
REPC-2683	Land							
	- Multi-Family Development	2.5	2.6	3.2	North America	First Mortgage	12.00%	60.0%
REPC-2277	Land							
	- Commercial Development	3.1	3.1	3.1	North America	First Mortgage	15.00%	65.0%
REPC-5476TL01	Land							
	- Single-Family Development	3.4	2.9	3.1	Asia/Pacific	First Mortgage	11.50%	73.0%
REPC-5840	Multi-Family	2.2	2.2	2.2	North America	First Mortgage	9.50%	75.0%
REPC-4220	Residential	2.2	2.2	2.1	North America	First Mortgage	12.00%	83.0%
REPC-5591	Land							
	- Commercial Development	1.9	1.8	1.8	North America	First Mortgage	13.50%	59.0%
REPC-1942	Commercial	2.3	2.3	1.7	North America	Real Property	n/a <sup>(7)</sup>	n/a <sup>(7)</sup>
REPC-1207	Hospitality	0.9	1.0	1.4	Europe	Real Property	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
REPC-2592	Land							
	- Commercial Development	1.9	1.9	1.4	North America	First Mortgage	10.50%	115.0%
REPC-5993	Mixed-Use	1.5	1.1	1.1	North America	First Mortgage	12.00%	46.0%
REPC-2214	Hospitality	1.3	1.3	1.0	North America	First Mortgage	8.90%	117.0%
REPC-5616	Residential	1.0	0.9	0.9	North America	First Mortgage	7.75%	65.0%
REPC-2560	Hospitality	0.9	0.9	0.8	North America	First Mortgage	8.90%	117.0%
REPC-2497	Hospitality	0.9	0.9	0.8	North America	First Mortgage	8.90%	117.0%
REPC-4133	Residential	0.6	0.6	0.6	North America	First Mortgage	9.83%	58.0%
REPC-1068	Residential	0.8	0.8	0.6	North America	Real Property	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
REPC-5967	Land							
	- Single-Family Development	0.5	0.5	0.3	North America	First Mortgage	10.00%	42.0%
REPC-4698	Land							
	- Multi-Family Development	0.4	0.4	0.4	North America	First Mortgage	11.50%	54.0%
REPC-4111	Residential	0.2	0.2	0.3	North America	First Mortgage	9.25%	60.0%
REPC-4319	Self Storage	0.1	0.1	0.1	North America	First Mortgage	11.00%	64.0%
REPC-1047	Land							
	- Commercial Development	0.1	0.1	0.1	North America	First Mortgage	15.00%	53.0%
REPC-1015	Land							
	- Commercial Development	0.1	0.1	-	North America	Real Property	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
Subtotal / Weighted average %		36.1	35.0	34.1			11.37%	73.5%
<b>Commercial and Industrial Assets</b>								
CI-3045	Other assets	4.7	4.7	6.5	North America	Asset Pool	n/a <sup>(8)</sup>	66.3%
CI-2651	Other assets	4.0	4.3	4.3	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-1800	Other assets	3.9	3.9	4.0	North America	First Lien	14.00%	81.0%
CI-1999EQY	Other assets	2.8	3.1	3.1	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-3978	Lease/Equipment	1.8	1.8	2.7	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-2201	Lease/Equipment	0.8	0.8	2.5	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-2686	Other assets	1.7	1.7	1.7	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-4250	Other assets	1.4	1.6	1.6	North America	First Lien	14.00%	85.0%
CI-2064	Other assets	1.2	1.2	1.5	North America	First Lien	15.00%	72.0%
CI-2000	Other assets	0.5	0.5	0.5	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-5011	Other assets	0.3	0.3	0.4	North America	First Lien	12.00%	75.0%
CI-4301	Oil and Gas	0.2	0.2	0.3	North America	Hard Asset	n/a <sup>(4)</sup>	13.0% <sup>(9)</sup>
CI-1035	Other assets	0.4	0.4	0.3	North America	First Lien	9.90%	100.0%
CI-5001	Other assets	0.3	0.3	0.3	North America	First Lien	13.20%	52.0%
CI-1520	Other assets	0.2	0.2	0.2	North America	First Lien	n/a <sup>(4)</sup>	50.0%
CI-5372	Other assets	0.1	0.1	0.1	Latin America	First Lien	18.00%	77.0%
CI-2808	Other assets	0.1	0.1	-	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-1999	Other assets	0.1	0.1	-	North America	First Lien	0.00%	n/a <sup>(10)</sup>
CI-1018	Other assets	0.2	0.2	-	North America	First Lien	9.26%	100.0%
Subtotal / Weighted average %		24.7	25.5	30.0			13.94%	72.0%

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

Details of Loan and Private Asset Positions (continued)							September 30, 2020	
(unaudited)								
(millions except for percentage)								
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>
<b>Structured Finance</b>								
SF-2239	Other assets	3.6	3.6	3.9	North America	First Lien	n/a <sup>(11)</sup>	63.0%
SF-5396TL01	Other assets	0.1	0.1	0.1	North America	First Lien	15.00%	81.0%
Subtotal / Weighted average %		3.7	3.7	4.0			15.00%	63.6%
<b>Consumer Assets</b>								
CA-4946	Consumer	3.5	3.5	3.5	North America	First Lien	15.00%	100.0%
CA-3595	Consumer	1.9	1.9	1.9	North America	First Lien	15.50%	68.0%
CA-4718	Consumer	1.3	1.4	1.8	North America	Asset Pool	n/a <sup>(11)</sup>	n/a <sup>(12)</sup>
CA-1788AS3	Consumer	2.5	2.6	1.7	North America	First Lien	n/a <sup>(7)</sup>	66.0%
CA-1052F	Consumer	2.6	2.6	1.5	North America	First Lien	15.66%	116.0%
CA-4727	Consumer	0.9	1.0	1.1	North America	First Lien	29.00%	66.0%
CA-1788/1933	Consumer	0.6	0.6	0.8	North America	First Lien	n/a <sup>(7)</sup>	66.0%
CA-1933A	Consumer	0.8	0.8	0.7	North America	First Lien	n/a <sup>(7)</sup>	66.0%
CA-5984	Consumer	0.3	0.3	0.3	North America	First Lien	n/a <sup>(7)</sup>	52.0%
CA-1934	Consumer	0.2	0.2	0.3	North America	First Lien	n/a <sup>(7)</sup>	66.0%
CA-2199	Consumer	0.4	0.4	0.3	North America	First Lien	12.00%	95.0%
CA-5374	Consumer	0.3	0.3	0.3	North America	Asset Pool	n/a <sup>(11)</sup>	75.0%
CA-1788A	Consumer	0.4	0.4	0.2	North America	First Lien	n/a <sup>(7)</sup>	66.0%
CA-2729	Consumer	0.7	0.7	0.2	North America	First Lien	n/a <sup>(11)</sup>	269.0%
CA-6079	Consumer	0.2	0.2	0.2	North America	First Lien	n/a	52.0%
CA-5378	Consumer	0.2	0.2	0.2	North America	First Lien	n/a	52.0%
CA-5596	Consumer	0.1	0.1	0.1	North America	First Lien	n/a	52.0%
CA-5060	Consumer	0.1	0.1	0.1	North America	Asset Pool	25.00%	64.0%
CA-5932	Consumer	0.1	0.1	0.1	North America	First Lien	n/a	52.0%
CA-2762	Consumer	0.2	0.2	0.1	Latin America	Asset Pool	n/a <sup>(12)</sup>	n/a <sup>(12)</sup>
CA-2373	Consumer	0.3	0.2	0.1	North America	Asset Pool	n/a <sup>(11)</sup>	n/a <sup>(12)</sup>
CA-1052S	Consumer	1.4	1.4	-	North America	First Lien	15.66%	116.0%
Subtotal / Weighted average %		19.0	19.2	15.5			17.14%	83.8%
Total / Weighted average %		\$ 134.1	\$ 130.2	\$ 129.8			12.47%	71.3%

<sup>1</sup> Principal represents the total funding commitment of a loan which, if applicable, is inclusive of any unfunded portion of the commitment at the end of the reporting period. Where a loan is issued at a discount, the cost amount includes the accreted discount as of the end of the reporting period. A loan may also be acquired at a cost lower than the par value of the principal outstanding.

<sup>2</sup> Some investments bear interest at a rate that may be determined by reference to London Interbank Offered Rate ("LIBOR") or Prime which reset daily, monthly, quarterly, or semi-annually and may be subject to a floor. For each, the Company has provided the current contractual interest rate in effect at September 30, 2020. Interest rates listed are inclusive of PIK, where applicable. PIK is interest paid in kind through an increase in the principal amount of the loan. The internal rate of return for many investments is generally greater than or equal to the total coupon (additional yield resulting from original issue discounts and/or some form of profit sharing, e.g. warrants). In the event that the internal rate of return on the investment is less than the stated rate, the lower rate is noted.

<sup>3</sup> Loan to value ("LTV") represents the value of the outstanding loan as a percentage of the estimated fair value of the underlying collateral as of September 30, 2020.

<sup>4</sup> Investment is not a loan. Metric is not applicable.

<sup>5</sup> Denotes subordinate position within the structure.

<sup>6</sup> Investment is in default past its maturity date and has an uncertain holding period as of the reporting date.

<sup>7</sup> Interest not accrued on loans purchased as non-performing.

<sup>8</sup> Investment represents a credit pool purchase with no stated interest rate.

<sup>9</sup> Investment represents a right to collect a fixed cash flow stream. While not technically a loan, the contract is backed by assets valued at 3-4 times the total collection amount.

<sup>10</sup> Investment is a maturity default where the Arena Group and its partners acquired the borrower in bankruptcy.

<sup>11</sup> Investment with no stated coupon rate.

<sup>12</sup> Investment represents an unsecured credit pool purchase with no stated interest rate.

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

Details of the Loan and Private Asset positions of the Arena FINCOs is as follows:

Details of Loan and Private Asset Positions (unaudited) (millions except for percentage)							December 31, 2019	
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>
<b>Corporate Private Credit</b>								
CPC-2209	Other Assets	\$ 10.4	\$ 10.5	\$ 11.5	Europe	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3198	Oil and Gas	3.8	3.8	5.4	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3222	Oil and Gas	4.7	4.7	4.7	North America	Hard Asset	n/a <sup>(4)</sup>	110.0%
CPC-3349	Business Services	3.6	3.7	4.4	Asia/Pacific	Second Lien	12.00%	76.0%
CPC-3677	Business Services	3.5	3.5	3.8	North America	First Lien	10.41%	52.0%
CPC-4248	Healthcare Services	3.6	2.9	2.9	North America	First Lien	11.01%	68.0%
CPC-3083TL	Business Services	2.9	2.7	2.8	North America	Second Lien	9.46%	94.0%
CPC-3199	Oil and Gas	2.3	2.3	2.3	North America	First Lien	15.00%	90.0%
CPC-1361TL	Healthcare Services	2.2	2.2	2.2	North America	First Lien	12.26%	41.0%
CPC-2364	Retail	2.2	2.2	2.2	North America	First Lien <sup>(5)</sup>	10.64%	37.0%
CPC-3316	Business Services	2.1	2.1	2.1	North America	Second Lien	9.76%	57.0%
CPC-5027	Retail	1.9	1.9	1.9	North America	First Lien	11.91%	81.0%
CPC-4108	Oil and Gas	1.7	1.7	1.7	North America	First Lien	13.50%	40.0%
CPC-2752	Other Assets	1.6	1.6	1.6	North America	First Lien	14.00%	30.0%
CPC-3107	Business Services	1.2	1.3	1.4	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-4985	Oil and Gas	1.3	1.3	1.3	North America	First Lien	10.00%	32.0%
CPC-3824	Oil and Gas	1.2	1.2	1.2	North America	First Lien	9.66%	75.0%
CPC-1927	Financial Services	1.0	1.0	1.0	North America	First Lien	15.00%	29.0%
CPC-3376	Business Services	1.0	1.0	1.0	North America	Second Lien	10.60%	23.0%
CPC-2170	Oil and Gas	1.8	0.9	0.8	North America	First Lien <sup>(6)</sup>	5.25%	100.0%
CPC-5143	Oil and Gas	0.8	0.8	0.8	North America	Hard Asset	12.00%	91.6%
CPC-2397	Financial Services	0.8	0.8	0.8	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3083	Business Services	0.8	0.8	0.7	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3349EQY	Business Services	1.2	0.8	0.6	Asia/Pacific	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-3391	Healthcare Services	0.4	0.4	0.4	North America	First Lien	9.73%	24.6%
CPC-4347	Healthcare Services	0.4	0.4	0.4	North America	First Lien	10.00%	29.0%
CPC-4256	Healthcare Services	0.4	0.4	0.4	North America	First Lien	9.00%	15.6%
CPC-4248EQY	Healthcare Services	0.3	0.4	0.4	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-4530	Business Services	0.3	0.3	0.3	North America	First Lien	9.50%	11.6%
CPC-3108	Business Services	0.3	0.3	0.3	North America	Second Lien	10.35%	6.0%
CPC-3199EQY	Oil and Gas	-	-	0.2	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-1010	Oil and Gas	0.2	0.2	0.2	North America	First Lien	14.00%	43.0%
CPC-2208	Business Services	0.6	0.6	0.1	North America	Second Lien	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CPC-4473	Healthcare Services	0.1	-	0.1	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
Subtotal / Weighted average %		60.2	58.7	61.9			11.28%	66.9%

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

<b>Details of Loan and Private Asset Positions (continued)</b>								<b>December 31, 2019</b>	
<b>(unaudited)</b>									
<b>(millions except for percentage)</b>									
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>	
<b>Real Estate Private Credit and Real Estate Assets</b>									
REPC-1207	Hospitality	4.6	5.2	6.5	Europe	Real Property	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>	
REPC-1068S4	Residential	3.7	3.7	3.7	North America	First Mortgage <sup>(5)</sup>	12.26%	61.0%	
REPC-2277	Land								
	- Commercial Development	3.1	3.1	3.1	North America	First Mortgage	15.00%	50.0%	
REPC-2683	Land								
	- Multi-Family Development	2.6	2.6	2.7	North America	First Mortgage	12.51%	44.0%	
REPC-2592	Land								
	- Commercial Development	1.9	1.9	2.0	North America	First Mortgage	10.51%	79.0%	
REPC-4698	Land								
	- Multi-Family Development	2.0	1.9	1.9	North America	First Mortgage	11.50%	54.0%	
REPC-1942	Commercial	2.0	2.0	1.6	North America	Real Property	n/a <sup>(7)</sup>	n/a <sup>(7)</sup>	
REPC-2214	Hospitality	1.4	1.4	1.4	North America	First Mortgage	10.51%	108.0%	
REPC-4111	Residential	1.2	1.2	1.3	North America	First Mortgage	9.25%	80.0%	
REPC-4133	Residential	1.1	1.1	1.2	North America	First Mortgage	9.83%	58.0%	
REPC-4220	Residential	1.1	1.1	1.1	North America	First Mortgage	12.00%	83.0%	
REPC-2560	Hospitality	0.9	0.9	0.9	North America	First Mortgage	10.51%	108.0%	
REPC-3812	Land								
	- Multi-Family Development	1.3	0.8	0.8	North America	First Mortgage	11.50%	42.0%	
REPC-2497	Hospitality	0.9	0.9	0.8	North America	First Mortgage	10.51%	108.0%	
REPC-1068	Residential	0.7	0.7	0.7	North America	Real Property	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>	
REPC-4319	Self Storage	1.6	0.3	0.3	North America	First Mortgage	11.00%	64.0%	
REPC-4350	Land								
	- Single-Family Development	0.4	0.2	0.2	Asia/Pacific	First Mortgage	11.00%	69.0%	
REPC-4437	Land								
	- Single-Family Development	0.3	0.2	0.2	Asia/Pacific	First Mortgage	11.00%	55.0%	
REPC-4097	Land								
	- Single-Family Development	0.3	0.2	0.2	Asia/Pacific	First Mortgage	11.00%	75.0%	
REPC-4212	Land								
	- Single-Family Development	0.3	0.2	0.2	Asia/Pacific	First Mortgage	11.00%	55.0%	
REPC-2528	Land								
	- Single-Family Development	0.3	0.2	0.2	North America	First Mortgage	10.00%	57.0%	
REPC-4684	Land								
	- Single-Family Development	0.2	0.1	0.2	Asia/Pacific	First Mortgage	11.00%	67.0%	
REPC-1047	Land								
	- Commercial Development	0.1	0.1	0.1	North America	First Mortgage	15.00%	53.0%	
REPC-4436	Land								
	- Single-Family Development	0.1	0.1	0.1	Asia/Pacific	First Mortgage	11.00%	53.0%	
REPC-5123	Land								
	- Single-Family Development	0.1	0.1	0.1	Asia/Pacific	First Mortgage	12.00%	61.0%	
REPC-1015	Land								
	- Commercial Development	0.2	0.1	-	North America	Real Property	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>	
Subtotal / Weighted average %		32.4	30.3	31.5			11.78%	65.9%	

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14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)

THE ARENA FINCOs

Details of Loan and Private Asset Positions (continued)							December 31, 2019	
(unaudited)								
(millions except for percentage)								
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>
<b>Commercial and Industrial Assets</b>								
CI-1800	Other assets	8.9	8.9	9.2	North America	First Lien	14.00%	27.1%
CI-3045	Other assets	6.3	6.3	8.0	North America	Asset Pool	n/a <sup>(8)</sup>	66.3%
CI-2651	Other assets	4.0	4.3	4.3	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-2686	Other assets	4.0	4.1	4.1	North America	First Lien	18.25%	80.0%
CI-3978	Lease/Equipment	2.7	3.1	3.7	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-2064	Other assets	2.9	2.9	3.0	North America	First Lien	12.76%	80.0%
CI-1999EQY	Other assets	2.8	3.1	3.0	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-2201	Lease/Equipment	1.7	1.7	2.9	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-1520	Other assets	1.9	1.9	1.9	North America	First Lien	n/a <sup>(9)</sup>	41.0%
CI-4250	Other assets	1.3	1.2	1.2	North America	First Lien	14.76%	76.0%
CI-5001	Other assets	0.9	0.9	0.9	North America	First Lien	13.20%	52.0%
CI-4301	Oil and Gas	0.6	0.7	0.8	North America	Hard Asset	n/a <sup>(4)</sup>	13.0% <sup>(10)</sup>
CI-2203	Lease/Equipment	0.4	0.4	0.7	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-4753	Other assets	0.6	0.6	0.6	North America	Second Lien	18.00%	33.0%
CI-4370	Other assets	0.5	0.5	0.5	North America	First Lien	n/a	19.0%
CI-2000	Other assets	0.5	0.5	0.5	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-4091	Other assets	0.4	0.4	0.4	Asia/Pacific	Asset Pool	n/a <sup>(8)</sup>	49.0%
CI-1716	Lease/Equipment	-	-	0.4	North America	Hard Asset	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-3221	Other assets	0.4	0.4	0.4	North America	First Lien	13.20%	52.0%
CI-1035	Other assets	0.4	0.5	0.3	North America	First Lien	11.51%	100.0%
CI-4905	Other assets	0.2	0.2	0.2	North America	First Lien	13.20%	52.0%
CI-5113	Other assets	0.1	0.1	0.1	North America	First Lien	13.20%	52.0%
CI-1999	Other assets	0.1	0.1	0.1	North America	First Lien	0.00%	n/a <sup>(11)</sup>
CI-2808	Other assets	-	-	0.1	North America	Equity	n/a <sup>(4)</sup>	n/a <sup>(4)</sup>
CI-1282	Other assets	-	-	-	North America	First Lien	n/a <sup>(12)</sup>	n/a <sup>(12)</sup>
CI-1018	Other assets	0.2	0.2	-	North America	First Lien	9.26%	100.0%
n/a <sup>(4)</sup>		n/a <sup>(4)</sup>	43.0	47.3			14.74%	53.9%
<b>Structured Finance</b>								
SF-2228	Other assets	2.5	2.5	2.5	North America	First Lien	16.00%	80.0%
SF-2239	Other assets	1.9	1.9	1.9	North America	First Lien	n/a <sup>(13)</sup>	54.0%
Subtotal / Weighted average %		4.4	4.4	4.4			16.00%	68.4%

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**14. ADDITIONAL ARENA GROUP INVESTMENT SCHEDULES (continued)**

THE ARENA FINCOs

Details of Loan and Private Asset Positions (continued)							December 31, 2019	
(unaudited)								
(millions except for percentage)								
Ref. no.	Investments by industry	Principal <sup>(1)</sup>	Investments at cost	Investments at fair value	Geographic location	Collateral	Total coupon (including PIK) <sup>(2)</sup>	LTV <sup>(3)</sup>
<b>Consumer Assets</b>								
CA-3595	Consumer	5.1	4.9	5.0	North America	First Lien	15.50%	81.1%
CA-1052F	Consumer	2.6	2.6	2.5	North America	First Lien	15.66%	116.0%
CA-4718	Consumer	2.0	2.0	2.2	North America	First Lien	29.00%	66.0%
CA-2620	Consumer	0.6	0.6	1.6	North America	First Lien	n/a <sup>(14)</sup>	27.0%
CA-4727	Consumer	1.5	1.5	1.5	North America	First Lien	25.00%	64.0%
CA-2204	Consumer	2.5	1.5	1.4	North America	First Lien	14.91%	80.0%
CA-2199	Consumer	1.3	1.3	1.3	North America	First Lien	12.00%	95.0%
CA-3178	Consumer	4.0	1.3	1.3	North America	First Lien	15.00%	80.0%
CA-1788AS3	Consumer	1.3	1.3	1.0	North America	First Lien	n/a <sup>(14)</sup>	82.0%
CA-2139	Consumer	1.0	1.1	0.9	North America	First Lien	n/a <sup>(14)</sup>	100.0%
CA-1788/1933	Consumer	0.6	0.6	0.8	North America	First Lien	n/a <sup>(14)</sup>	82.0%
CA-1933A	Consumer	0.8	0.8	0.7	North America	First Lien	n/a <sup>(14)</sup>	82.0%
CA-2762	Consumer	0.6	0.6	0.5	Latin America	Asset Pool	n/a <sup>(15)</sup>	n/a <sup>(15)</sup>
CA-2373	Consumer	0.2	0.2	0.5	North America	First Lien	n/a <sup>(13)</sup>	52.0%
CA-2729	Consumer	0.8	0.8	0.4	North America	First Lien	n/a <sup>(13)</sup>	252.0%
CA-4007	Consumer	0.3	0.3	0.3	North America	Second Lien	16.00%	28.0%
CA-1788A	Consumer	0.4	0.4	0.3	North America	First Lien	n/a <sup>(14)</sup>	82.0%
CA-1934	Consumer	0.2	0.2	0.2	North America	First Lien	n/a <sup>(14)</sup>	82.0%
CA-2470	Consumer	0.1	0.1	0.1	North America	First Lien	11.26%	80.0%
CA-1052S	Consumer	1.5	1.5	-	North America	First Lien	15.66%	116.0%
Subtotal / Weighted average %		27.4	23.6	22.5			17.99%	81.5%
Total / Weighted average %		\$ 166.3	\$ 160.0	\$ 167.6			13.32%	66.0%

<sup>1</sup> Principal represents the total funding commitment of a loan which, if applicable, is inclusive of any unfunded portion of the commitment at the end of the reporting period. Where a loan is issued at a discount, the cost amount includes the accreted discount as of the end of the reporting period. A loan may also be acquired at a cost lower than the par value of the principal outstanding.

<sup>2</sup> Some investments bear interest at a rate that may be determined by reference to London Interbank Offered Rate ("LIBOR") or Prime which reset daily, monthly, quarterly, or semi-annually and may be subject to a floor. For each, the Company has provided the current contractual interest rate in effect at December 31, 2019. Interest rates listed are inclusive of PIK, where applicable. PIK is interest paid in kind through an increase in the principal amount of the loan. The internal rate of return for many investments is generally greater than or equal to the total coupon (additional yield resulting from original issue discounts and/or some form of profit sharing, e.g. warrants). In the event that the internal rate of return on the investment is less than the stated rate, the lower rate is noted.

<sup>3</sup> Loan to value ("LTV") represents the value of the outstanding loan as a percentage of the estimated fair value of the underlying collateral as of December 31, 2019.

<sup>4</sup> Investment is not a loan. Metric is not applicable.

<sup>5</sup> Denotes subordinate position within the structure.

<sup>6</sup> The first lien term loan is primed by a debtor-in-possession loan, of which the Arena group is a participant.

<sup>7</sup> Investment is directly held property acquired when the Arena group and its partners foreclosed upon a related loan.

<sup>8</sup> Investment represents a credit pool purchase with no stated interest rate.

<sup>9</sup> Investment in litigation claim proceeds with no stated coupon rate.

<sup>10</sup> Investment represents a right to collect a fixed cash flow stream. While not technically a loan, the contract is backed by assets valued at 3-4 times the total collection amount.

<sup>11</sup> Investment is a maturity default where the Arena Group and its partners acquired the borrower in bankruptcy.

<sup>12</sup> Investment is remaining profit participation on a repaid off loan.

<sup>13</sup> Investment with no stated coupon rate.

<sup>14</sup> Interest not accrued on loans purchased as non-performing.

<sup>15</sup> Investment represents an unsecured credit pool purchase with no stated interest rate.

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**15. NON-GAAP MEASURES**

(a) Book value per share

Book value per share is computed as book value divided by the adjusted number of common shares. Management believes book value per share is a useful financial performance measure of the Company as, the relative increase or decrease from period to period in book value per share should approximate over the long term the relative increase or decrease in the intrinsic value of the Company's businesses, in large part because book value reflects the fair value of the Company's primary investments which are accounted for at fair value through profit or loss under IFRS. However, book value is not necessarily equivalent to the net realizable value of the Company's assets per share.

The table below provides the reconciliation of the Company's shareholders' equity at the end of the period, determined on an IFRS basis, to book value, and the number of common shares outstanding at the end of the period to the adjusted number of common shares:

(millions except share and per share data)	September 30, 2020	June 30, 2020	December 31, 2019	September 30, 2019
Book value (in US\$):				
Shareholders' equity per IFRS	\$ 335.0	\$ 334.3	\$ 354.8	\$ 367.5
Adjustments:				
RSU liability <sup>1</sup>	5.2	4.6	6.2	5.7
Derivative warrant liability <sup>2</sup>	0.8	0.4	1.9	1.5
	<u>\$ 341.0</u>	<u>\$ 339.3</u>	<u>\$ 362.9</u>	<u>\$ 374.7</u>
Number of common shares:				
Number of common shares outstanding	143,186,718	143,186,718	143,186,718	143,186,718
Adjustments for assumed exercise of:				
Outstanding RSUs <sup>1</sup>	3,034,261	3,034,261	3,034,261	3,034,261
Adjusted number of common shares <sup>3</sup>	<u>146,220,979</u>	<u>146,220,979</u>	<u>146,220,979</u>	<u>146,220,979</u>
Book value per share - in US\$	\$ 2.33	\$ 2.32	\$ 2.48	\$ 2.56
Book value per share - in C\$ <sup>4</sup>	\$ 3.10	\$ 3.15	\$ 3.22	\$ 3.39
Westaim TSXV closing share price - in C\$	\$ 2.28	\$ 2.07	\$ 2.65	\$ 2.50

<sup>1</sup> See note 13 to the Company's unaudited consolidated financial statements for the three and nine months ended September 30, 2020 and 2019. Liability related to RSUs converted from C\$ to US\$ at period end exchange rates. RSUs are exercisable for common shares or cash at no cost to the holders. Adjustment made to reflect a reclassification of the RSU liability to shareholders' equity assuming all outstanding RSUs were exercised for common shares.

<sup>2</sup> See note 9 to the Company's unaudited consolidated financial statements for the three and nine months ended September 30, 2020 and 2019. Derivative warrant liability converted from C\$ to US\$ at period end exchange rates. Adjustment made as the non-cash fair value change in the derivative warrant liability from period to period is not indicative of the change in the intrinsic value of the Company. Vested Warrants not included in the adjusted number of common shares as none of them were in-the-money at September 30, 2020, June 30, 2020, December 31, 2019 and September 30, 2019.

<sup>3</sup> See note 13 to the Company's unaudited consolidated financial statements for the three and nine months ended September 30, 2020 and 2019. No adjustments were made for options at September 30, 2020, June 30, 2020, December 31, 2019 and September 30, 2019 since they were not in-the money. The exercise of in-the-money options would have resulted in an infusion of capital to the Company.

<sup>4</sup> Book value per share converted from US\$ to C\$ at period end exchange rates. Period end exchange rates: 1.33125 at September 30, 2020, 1.35865 at June 30, 2020, 1.29865 at December 31, 2019 and 1.32365 at September 30, 2019.

(b) Net Returns on the Arena FINCOs Investment Portfolios

Net Return on the Arena FINCOs investment portfolios is the aggregate of investment income, net of gains (losses) on investments less interest expense, management, asset servicing and incentive fees, and other operating expenses of the Arena FINCOs divided by average carrying values for the Arena FINCOs, for the period.

**16. CAUTIONARY NOTE REGARDING FUTURE ORIENTED FINANCIAL INFORMATION**

Certain portions of this MD&A, as well as other public statements by the Company, contain forward-looking statements. In particular, the words "strategy", "may", "will", "continue", "developed", "objective", "potential", "exploring", "could", "expect", "expected", "expects", "tends", "indicates", and words and expressions of similar import, are intended to identify forward-looking statements. Such forward-looking statements include but are not limited to statements concerning: strategies, alternatives and objectives to maximize value for shareholders; expectations and assumptions relating to the Company's business plan; expectations and assumptions relating to the business and operations of HIIG and the Arena Group; expectations regarding the Company's assets and liabilities; the Company's ability to retain key employees; management's belief that its estimates for determining the valuation of the Company's assets and liabilities are appropriate; the Company's views regarding potential future remediation costs; the effect of changes to interpretations of tax legislation on income tax provisions in future periods; and the Company's determination that the adoption of new accounting standards will not have a material impact on its consolidated financial statements.

**16. CAUTIONARY NOTE REGARDING FUTURE ORIENTED FINANCIAL INFORMATION (continued)**

These statements are based on current expectations that are subject to risks, uncertainties and assumptions and the Company can give no assurance that these expectations are correct. By their nature, these statements are subject to inherent risks and uncertainties that may be general or specific. A variety of material factors, many of which are beyond the Company's control, may affect the operations, financial position, performance and results of the Company and its business, and could cause actual results to differ materially from the expectations expressed in any of these forward-looking statements.

The Company's actual results or financial position could differ materially from those anticipated by these forward-looking statements for various reasons generally beyond the Company's control, including, without limitation, the following factors: risks inherent in acquisitions generally; the volatility of the stock market and other factors affecting the Company's share price; future sales of a substantial number of the Company's common shares; the Company's ability to generate revenue from its investments; the Company's ability to raise additional capital; environmental risks; regulatory requirements may delay or deter a change in control of the Company; fluctuations in the US\$ to C\$ exchange rate; the potential treatment of the Company as a passive foreign investment company for U.S. federal income tax purposes; Arena's limited operating record and history of operating losses; Arena's ability to mitigate operational and due diligence risks; the subjective nature of the valuation methods for certain of Arena's investments; Arena's ability to mitigate regulatory and other legal risks; Arena's ability to find appropriate investment opportunities; Arena Investors' ability to successfully navigate and secure compliance with regulations applicable to it and its business; the performance of the investments of Arena; Arena's investment in illiquid investments; Arena's ability to manage risks related to its risk management procedures; dependence by Arena on key management and staff; Arena Investors' ability to compete against current and potential future competitors; conflicts of interest; employee error or misconduct; Arena's ability to finance borrowers in a variety of industries; dependence by the Arena FINCOs on the creditworthiness of borrowers; the ability of the Arena FINCOs to mitigate the risk of default by and bankruptcy of a borrower; the ability of the Arena FINCOs to adequately obtain, perfect and secure loans; the ability of the Arena FINCOs to limit the need for enforcement or liquidation procedures; the ability of the Arena FINCOs to protect against fraud; changes to the regulation of the asset-based lending industry; United States tax law implications relating to the conduct of a U.S. trade or business; the occurrence of catastrophic events including terrorist attacks and weather related natural disasters; the cyclical nature of the property and casualty insurance industry; HIIG's ability to adequately maintain loss reserves to cover its estimated liability for unpaid losses and loss adjustment expenses; the effects of emerging claim and coverage issues on HIIG's business; the effect of government regulations designed to protect policyholders and creditors rather than investors; the effect of climate change on the risks that HIIG insures; HIIG's reliance on brokers and third parties to sell its products to clients; the effect of intense competition and/or industry consolidation; HIIG's ability to accurately assess underwriting risk; the effect of risk retentions on HIIG's risk exposure; HIIG's ability to alleviate risk through reinsurance; dependence by HIIG on key employees; the effect of litigation and regulatory actions; HIIG's ability to successfully manage credit risk (including credit risk related to the financial health of reinsurers); HIIG's ability to compete against larger more well-established competitors; unfavourable capital market developments or other factors which may affect the investments of HIIG; HIIG's ability to maintain its financial strength and issuer credit ratings; HIIG's ability to obtain additional funding; HIIG's ability to successfully pursue its acquisition strategy; HIIG's possible exposure to goodwill or intangible asset impairment in connection with its acquisitions; HIIG's ability to receive dividends from its subsidiaries; HIIG's reliance on information technology and telecommunications systems; dependence by HIIG on certain third party service providers; and other risk factors set forth herein or in the Company's annual report or other public filings.

The Company disclaims any intention or obligation to revise forward-looking statements whether as a result of new information, future developments or otherwise except as required by law. All forward-looking statements are expressly qualified in their entirety by this cautionary statement.