



Q3 2019 REPORT

MANAGEMENT DISCUSSION
AND ANALYSIS

2019

WITH US
IT'S
PERSONAL

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MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("MD&A") is provided to enable a reader to assess the financial position and results of operations of Olympia Financial Group Inc. ("Olympia") for the period ended September 30, 2019.

This MD&A should be read in conjunction with Olympia's unaudited condensed consolidated interim financial statements ("interim financial statements") for the nine months ended September 30, 2019 and September 30, 2018, the MD&A found in Olympia's 2018 Annual Report, and the audited consolidated financial statements and related notes for the years ended December 31, 2018 and 2017. These interim financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") applicable to the preparation of the interim financial statements, including International Accounting Standard ("IAS") 34, "Interim Financial Reporting." The audited consolidated annual financial statements for the year ended December 31, 2018, were prepared in accordance with IFRS as issued by the IASB.

Amounts are presented in Canadian dollars, Olympia's functional currency. All references to \$ are to Canadian dollars and references to US\$ are to United States dollars.

This report, and the information provided herein, is dated as at November 13, 2019. Additional information about Olympia, including quarterly and annual reports, is available on Olympia's website at www.olympiafinancial.com and on SEDAR at www.sedar.com.

Cautionary note regarding forward-looking statements

Certain statements contained in this MD&A may constitute forward-looking statements. These statements relate to future events or Olympia's future performance. All statements, other than statements of historical fact, may be forward-looking statements. Forward-looking statements are often, but not always, identified by the use of words such as "seek," "anticipate," "plan," "continue," "estimate," "expect," "may," "will," "project," "predict," "propose," "potential," "targeting," "intend," "could," "might," "should," "believe," and similar expressions. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. Olympia believes that the expectations reflected in those forward-looking statements are reasonable, but no assurance can be given that these expectations will prove to be correct. Any forward-looking statements included in this

MD&A should not be unduly relied upon by investors, as actual results may vary. These statements speak only as of the date of this MD&A and are expressly qualified, in their entirety, by this cautionary statement.

With respect to forward-looking statements contained herein, Olympia has made assumptions regarding, among other things:

- general business and economic conditions in Canada;
- fluctuations in interest rates and currency values;
- changes in monetary policy;
- changes in economic and political conditions;
- legislative and regulatory developments;
- results from legal proceedings and disputes;
- the level of competition in Olympia's markets;
- the occurrence of weather related and other natural catastrophes;
- changes in accounting standards and policies;
- the accuracy and completeness of information Olympia receives about customers and counterparties;
- the ability to attract and retain key personnel;
- changes in tax laws;
- technological developments;
- cyber security risks;
- costs related to operations remaining consistent with historical experiences;
- management's ability to anticipate and manage risks associated with these factors; and
- insurance claim payouts.

Olympia's actual results could differ materially from those anticipated in the forward-looking statements contained herein as a result of the risk factors set forth herein.

Although Olympia's management has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results to not be as anticipated, estimated or intended. Forward-looking statements contained herein are made as of the date of this MD&A and



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Olympia disclaims any obligation to update any forward-looking statements if circumstances or management's beliefs, expectations or opinions should change, whether as a result of new information, future events or otherwise, unless required by applicable securities laws.

Olympia's business

Olympia was formed under the *Business Corporations Act* (Alberta) and is headquartered in Calgary, Alberta. Olympia is a reporting issuer in British Columbia, Alberta, and Ontario and its common shares are listed on the Toronto Stock Exchange ("TSX"). The majority of Olympia's business is conducted through its wholly owned subsidiary Olympia Trust Company ("Olympia Trust"), a non-deposit taking trust corporation.

Olympia Trust received its letters patent on September 6, 1995, authorizing the formation of a trust corporation to be registered under the *Loan and Trust Corporations Act* (Alberta). Olympia Trust is licensed to conduct trust activities in Alberta, British

Columbia, Saskatchewan, Manitoba, Québec, Newfoundland and Labrador, Prince Edward Island, New Brunswick, and Nova Scotia. The Registered Plans division, Foreign Exchange division, and Corporate and Shareholder Services division conduct business under Olympia Trust.

The Private Health Services Plan division conducts business under Olympia Benefits Inc. ("OBI"), a wholly owned subsidiary of Olympia. Olympia Benefits Inc. was incorporated on May 4, 2006, under the *Business Corporations Act* (Alberta).

The Exempt Edge division conducts business under Exempt Edge Inc. Exempt Edge Inc. was incorporated under the *Business Corporations Act* (Alberta) on November 28, 2016. Olympia holds an 80% controlling interest in Exempt Edge Inc. and a third party holds a non-controlling interest of 20%. The non-controlling interest is presented separately in the interim statements of net earnings and comprehensive income and within equity in the interim balance sheets, but separately from Olympia's equity.

Summary of financial results

Overview and financial highlights from continuing operations for the three month period ended September 30, 2019, when compared to the three month period ended September 30, 2018.

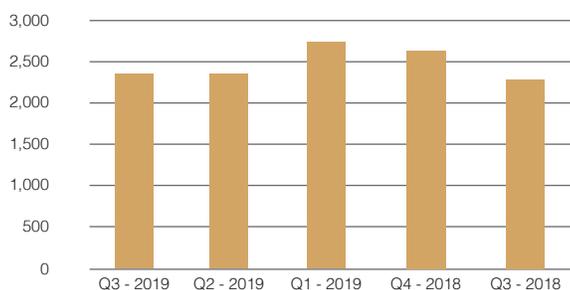
- Total net earnings and comprehensive income increased 4% to \$2.29 million from \$2.20 million.
- Total revenue decreased 3% to \$12.09 million from \$12.41 million, mainly as a result of decreased spot trades in the Foreign Exchange division. This was partially offset by an increase in trust income.
- Service revenue decreased 8% to \$8.67 million from \$9.45 million, mainly due to a decrease in foreign exchange spot trade volume and transaction sizes.
- Other gains and losses, net, increased more than 100% to \$0.49 million from (\$0.81) million, mainly due to the recognition of a settlement amount relating to an insurance claim. The insurance claim stems from the cyber incident disclosed in the press release on February 2, 2019.
- Olympia's interest revenue and trust income is subject to fluctuations depending on account balances and changes in the Canadian prime rate. Interest revenue and trust income increased 16% to \$3.42 million from \$2.96 million, mainly due to increases in the Canadian prime rate, which was 3.95% on September 30, 2019, compared to 3.70% on September 30, 2018.
- Direct and administrative expenses (excluding depreciation and amortization) increased 6% to \$8.90 million from \$8.40 million, mainly due to increases in salaries and wages, computer consultant fees and maintenance fees.
- Earnings before income tax increased 8% to \$3.27 million from \$3.02 million.

- Income tax expense is recognized based on the estimated average annual income tax rate for the full financial year. A change in the Alberta corporate tax rate, resulted in a rate of 26.5% being used for the period ended September 30, 2019. The rate used as at September 30, 2018 was 27%.
- Basic and diluted earnings per share attributable to shareholders of Olympia increased 4% to \$0.96 per share from \$0.92 per share.

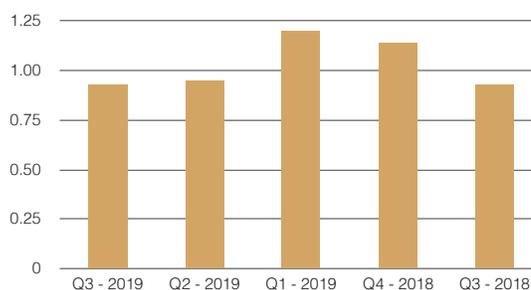
Overview and financial highlights from continuing operations for the nine month period ended September 30, 2019, when compared to the nine month period ended September 30, 2018.

- Total net earnings and comprehensive income remained similar at \$7.33 million.
- Total revenue decreased 3% to \$36.30 million from \$37.33 million due to a decrease in spot trade volume and transaction sizes in the Foreign Exchange division.
- Other gains and losses, net, increased more than 100% to \$3.02 million from (\$1.12) million, mainly due to Olympia Trust's Foreign Exchange division recording a \$2.19 million unrealized foreign exchange forward contract gain stemming from an increase in the number and size of forward exchange contracts. This compares to a (\$1.08) million foreign exchange forward contract loss in the prior year. In addition, Olympia also recognized insurance proceeds of \$0.84 million from the cyber incident claim.
- Basic and diluted earnings per share attributable to shareholders of Olympia increased slightly to \$3.07 per share from \$3.06 per share.
- Cash flow from operating activities decreased 2% to \$9.38 million from \$9.55 million, mainly due to a change in foreign exchange gains and losses.

COMBINED NET EARNINGS PER QUARTER (\$ '000)



EPS PER QUARTER (\$)



SUMMARY OF QUARTERLY RESULTS

The following table sets forth a summary of Olympia's quarterly results for each of the last eight quarters. The quarterly results have been derived from financial information prepared in accordance with IFRS.

Quarterly Summary

(\$ thousands)	Sep. 30 2019	Jun. 30 2019	Mar. 31 2019	Dec. 31 2018	Sep. 30 2018	Jun. 30 2018	Mar. 31 2018	Dec. 31 2017
Service revenue	8,670	9,188	8,530*	9,738	9,452	10,308	9,099	9,428
Interest revenue and trust income	3,424	3,441	3,048	2,966	2,963	2,874	2,630	2,515
Expenses	(9,315)	(9,556)	(10,393)	(8,831)	(8,584)	(9,268)	(8,327)	(8,851)
Other gains/(losses), net	489	(74)	2,604*	(310)	(809)	(189)	(122)	(225)
Earnings before income taxes	3,268	2,999	3,789	3,563	3,022	3,725	3,280	2,867
Earnings from continuing operations	2,294	2,295	2,739	2,591	2,200	2,725	2,386	2,087
Earnings/(loss) from discontinued operations	-	-	-	30	25	(199)	(244)	(289)
Net earnings	2,294	2,295	2,739	2,621	2,225	2,526	2,142	1,798
Per share attributable to shareholders of Olympia from continuing operations - basic and diluted (\$)	0.96	0.97	1.14	1.09	0.92	1.14	1.00	0.88
Per share attributable to discontinued operations - basic and diluted (\$)	-	-	-	0.01	0.01	(0.08)	0.10	(0.11)
Dividends per share (\$)	0.69	0.69	0.63	0.60	0.60	0.54	0.51	0.51

*Presentation of Q1 2019 has been adjusted for the reclassification of insurance proceed to align with Q3 2019 presentation.

Objectives for 2019

Management has set the following major objectives for 2019:

- Grow the Corporate and Shareholder Services division;
- Continue to invest in Olympia's online presence;
- Implement operational changes to the Foreign Exchange division;
- Continue to grow its Health Spending Account business;
- Continue to grow the Exempt Edge division; and
- Introduce and further develop the Registered Plans division's app.

Grow the Corporate and Shareholder Services division

In 2019, the Corporate and Shareholder Services division is focusing on establishing and growing its client base for transfer agent and corporate trustee services and will continue to explore complementary services where opportunities arise.

Continue to invest in Olympia's online presence

Olympia continues to enhance its online platforms to better serve its customers with performance and usability improvements. Olympia has devoted specialized resources to application development for the purpose of enhancing its online presence. Olympia continues to invest in its cyber security initiatives to ensure the safety and security of client information and prevent malicious activity.



Olympia balloons make Stampede even better

Implement operational changes to the Foreign Exchange division

In Q3 2019, the Foreign Exchange division focused on improving its operational structure. As part of this undertaking the Foreign Exchange division management team was re-organised and new operational objectives intended to improve the sales process, client retention, and client experience were adopted.

Continue to grow its Health Spending Account business

Olympia's Private Health Services Plan division is strengthening its digital presence, extending its suite of products, and refining service.

In Q3 2019, the division launched the Small Business Mastermind podcast. This monthly news outlet will feature thought leaders and industry experts with a focus on issues relevant to the small business space. Over time, the podcast will deepen the division's reach and help establish thought leadership.

Development of the Wellness Spending Account is nearly complete. Clients are eager to remain competitive with their benefit plan design and the division will be well positioned to service this need.

A new website is in development to help improve lead management and to provide an improved experience to visitors. The mobile app will be expanded to help refine the division's service experience.

Continue to grow the Exempt Edge division

The Exempt Edge division reached a significant milestone in Q3 of 2019 – growing to 75 clients and nearly doubling in size from 2018. Exempt Edge will focus on marketing the EdgeLink ecosystem in the coming months, with a long-term goal of gaining industry wide adoption. It will continue to ensure its software is built using industry best practices, with a view towards long-term sustainability and scalability.

Introduce and further develop the Registered Plans division's app

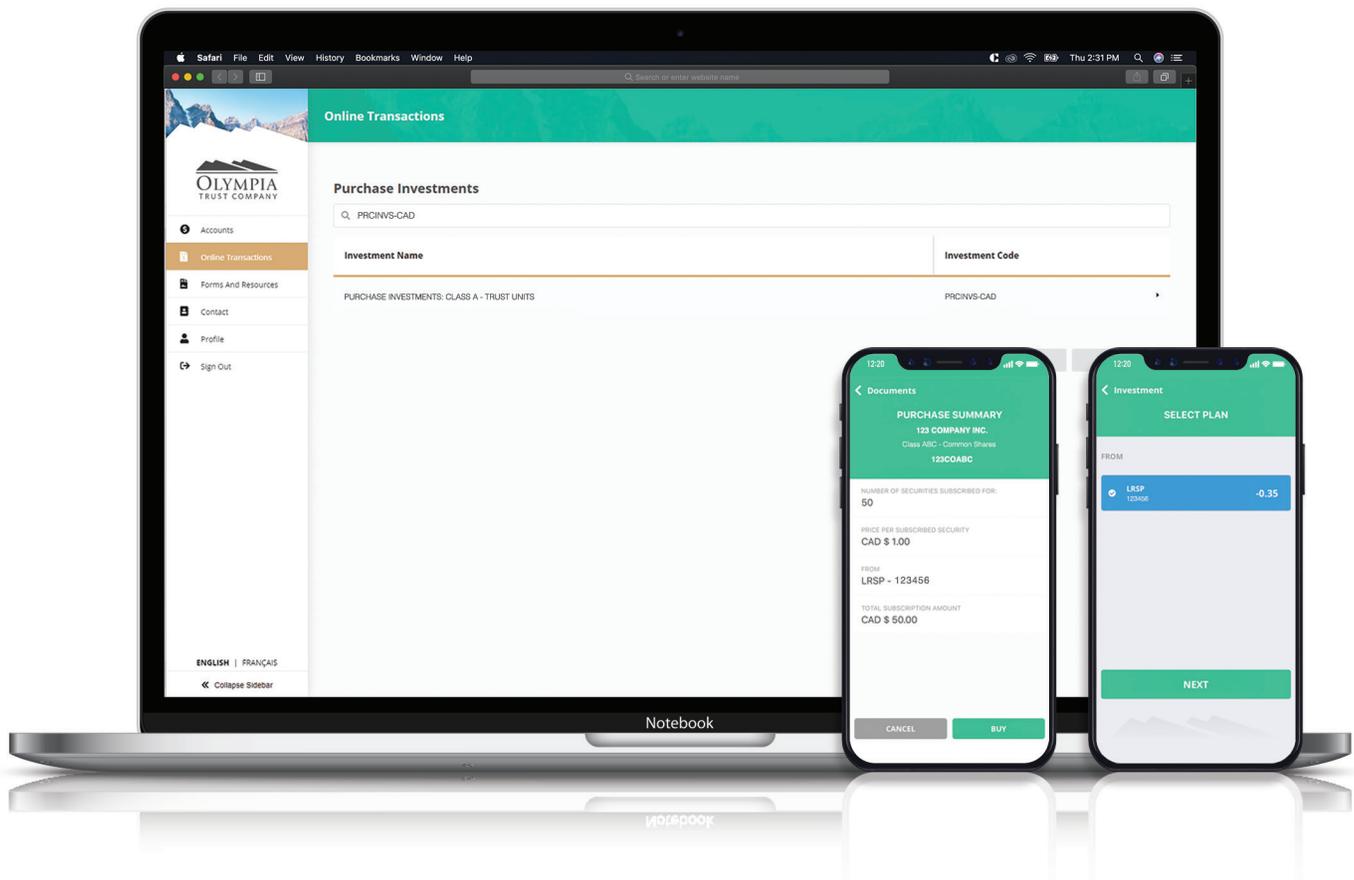
The Registered Plans division has deployed and is marketing version one of its app, with further upgrades being launched in Q4. Management believes this product will enhance the customer experience for those who prefer online banking, while simultaneously reducing the manual administration required by staff.

Outlook for 2019

Olympia is confident that its current operations will be able to generate sufficient amounts of cash and cash equivalents in the short and long term to maintain and meet Olympia's planned growth and development activities. Olympia is well diversified, with its Registered Plans, Private Health Services Plan, Foreign Exchange, Exempt Edge, and Corporate and Shareholder Services divisions.

With Us It's... **DIGITAL**

+ PURCHASE INVESTMENTS



FINANCIAL ANALYSIS

Consolidated Balance Sheets as at

(\$)	September 30, 2019	December 31, 2018
ASSETS		
Current assets		
Cash & cash equivalents	\$ 16,912,475	\$ 12,834,906
Trade & other receivables	3,688,071	2,272,037
Inventory	56,518	49,127
Prepaid expenses	868,038	783,370
Current taxes receivable	135,397	-
Derivative financial instruments	256,968	406,082
Total current assets	21,917,467	16,345,522
Non-current assets		
Restricted cash & investments	4,512,000	707,000
Equipment & other	1,074,732	1,239,533
Intangible assets	2,673,867	2,508,262
Right-of-use assets	1,206,544	-
Financial asset at fair value through other comprehensive income	40,243	43,714
Long-term lease receivable	66,483	-
Promissory note receivable	1,414,821	1,428,539
Derivative financial instruments	2,882,132	-
Deferred tax assets	921,122	1,243,256
Total non-current assets	14,791,944	7,170,304
Total assets	\$ 36,709,411	\$ 23,515,826
LIABILITIES		
Current liabilities		
Trade & other payables	\$ 1,238,836	\$ 1,341,892
Deferred revenue	3,786,771	399,820
Other liabilities & charges	2,318,575	1,528,078
Revolving credit facility	8,905,347	4,207,347
Lease liability	893,601	-
Derivative financial instruments	106,540	160,480
Current tax liability	-	5,637
Total current liabilities	17,249,670	7,643,254
Other liabilities	-	791,705
Lease liability	1,270,412	-
Derivative financial instruments	599,227	-
Total liabilities	\$ 19,119,309	\$ 8,434,959
EQUITY		
Share capital	\$ 7,886,989	\$ 7,886,989
Contributed surplus	86,373	86,373
Retained earnings	9,777,435	7,214,540
Equity attributable to owners of Olympia	17,750,797	15,187,902
Non-controlling interests	(160,695)	(107,035)
Total equity	17,590,102	15,080,867
Total equity & liabilities	\$ 36,709,411	\$ 23,515,826

Cash, cash equivalents and restricted cash and investments

Olympia continues to generate cash from its core businesses. As at September 30, 2019, cash reserves increased by 32% to \$16.91 million (December 31, 2018 - \$12.83 million). This increase is mainly the result of Olympia's Registered Plans division receiving annual administration fees for a significant number of clients in January. The unearned portion of annual administration is recognized as deferred revenue.

Restricted cash and investments as at September 30, 2019, of \$4.51 million (December 31, 2018 - \$0.71 million), consists of cash held by a financial institution as collateral for the performance of Olympia's foreign exchange trading platform obligations. Restricted cash and investments are not readily accessible for use in operations and are reported separately from cash and cash equivalents on the balance sheet. Olympia utilized its revolving credit facility to fund the increased collateral requirements.

Olympia's cash is placed with a Canadian financial institution where it generates interest. Cash and cash equivalents comprise 77% of the total current assets of Olympia at September 30, 2019, compared to 79% at December 31, 2018.

Trade and other receivables

Trade and other receivables are comprised largely of receivables from the Registered Plans division's clients. The increase in trade receivables is mainly due to annual administration fees charged by the Registered Plans division, which were billed on January 1, 2019.

Olympia has made allowances for doubtful accounts of \$0.64 million, compared to \$0.57 million as at December 31, 2018. Management is committed to a policy of closely monitoring risk and exposure in this area and is actively pursuing past due accounts through its internal collection process.

Included within receivables is the current portion of a lease receivable of \$0.04 million recognized based on the present value of sublet property as required by the newly adopted IFRS 16.

Promissory note receivable

In conjunction with the sale of substantially all the assets of Olympia ATM Inc. in 2018, the purchase price was paid by the delivery of a secured demand promissory note (the "promissory note") for \$1.40 million by Tarman ATM Inc. ("Tarman") The outstanding principal amount of the promissory note bears interest at prime plus 0.25%. Subject to Canadian Western Bank's ("CWB") consent (as discussed below), all interest accrued under the promissory note shall be paid on an annual basis on or before the 30th day of June of each calendar year and, commencing June 30, 2020, Tarman is required to repay the outstanding principal amount of the promissory note in annual installments of \$140,000 on or before the 30th day

of June of each calendar year, with the outstanding balance of the principal amount to be repaid in full on or before June 30, 2023. As at September 30, 2019, \$43,979 of interest has been earned, of which \$14,821 remains outstanding.

In connection with the financing of the vault cash used by Tarman, Olympia agreed to postpone to CWB the receipt of all amounts owed to it by Tarman and is required to obtain CWB's consent prior to accepting any amounts from Tarman. Olympia also agreed to subordinate to CWB all security interests granted to Olympia by Tarman.

Olympia has assessed the expected credit loss as it relates to the promissory note and has determined it to be nominal.

Forward foreign exchange contracts

Olympia purchases forward exchange contracts when its Foreign Exchange division enters into a transaction to buy or sell foreign currency in the future. These contracts are both short term and long term in nature, are in the normal course of business and are used to manage foreign exchange exposures. Forward foreign exchange contracts are not designated as hedges and they are recorded using the mark-to-market method of accounting.

Forward foreign exchange contracts are recorded on Olympia's balance sheet as either an asset or liability, with changes in fair value included in net earnings. This accounting treatment resulted in the disclosure of a forward foreign exchange contract asset of \$3.14 million as at September 30, 2019, compared to \$0.41 million as at December 31, 2018, and a forward foreign exchange contract liability of \$0.71 million as at September 30, 2019, compared to \$0.16 million as at December 31, 2018. The movement in the derivative financial instruments asset and liability is due mainly to the fluctuation of the Canadian and United States dollar exchange rates, as the vast majority of the Foreign Exchange division's trades are in Canadian and United States dollars. The number and size of outstanding forward foreign exchange contracts also impacts the movement in the derivative financial instrument assets and liabilities.

Intangible assets

The capital additions of \$0.57 million relates mainly to the continued development and enhancement of cloud based online systems in the Exempt Edge division and the development of the next phase of the Registered Plans division's mobile application.

Current liabilities

The breakdown of Olympia's trade and other payables consists of trade and other payables (28%), government taxes (51%), amounts due to agents, clients and commission payable (12%) and amounts due to related parties (9%).

Other liabilities and charges consists of bonus accruals, deferred commissions, professional fees payable, and employee benefits payable.

Deferred revenue

At September 30, 2019, deferred revenue totaled \$3.79 million compared to \$0.40 million as at December 31, 2018. This is comprised of annual fees that have been received, but not earned, by the Registered Plans division, the Private Health Service Plan division, and the Corporate and Shareholder Services division. The unearned portion of these annual fees is recognized as deferred revenue at the time of billing and revenue is recognized on a straight-line basis in relation to Olympia rendering these services.

Employee Share Ownership Plan (ESOP)

Olympia has established an Employee Share Ownership Plan ("ESOP"). Under this plan, Olympia contributes \$1 for each \$1 contributed by an employee up to a maximum that is based on the employee's earnings and years of service. The employee and Olympia's contributions are used to purchase common shares of Olympia through the facilities of the TSX. Olympia's contribution is included as an administrative expense in the statements of net earnings and comprehensive income and amounted to \$0.20 million for the nine months ended September 30, 2019 (September 30, 2018 - \$0.18 million).

Contingencies

Olympia is not a money lender, nor does it guarantee or participate in loans or mortgages of any type, except in its capacity as trustee of mortgages held on behalf of its clients.

Olympia is a defendant and plaintiff in a number of legal actions that arise in the normal course of business, the losses or gains from which, if any, are not anticipated to have a material effect on the consolidated financial statements.

Related party transactions

Refer to Note 26 of the interim financial statements for the period ended September 30, 2019, for disclosure on Olympia's related party transactions.

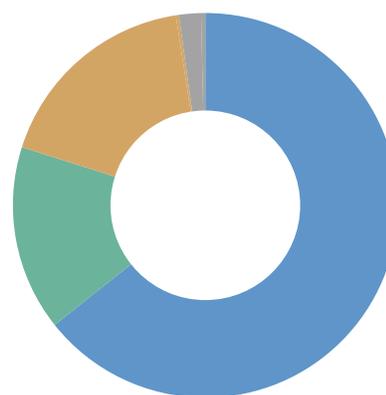
Shareholders' equity

As at September 30, 2019, Olympia had 2,406,336 outstanding shares (December 31, 2018 – 2,406,352), with a carrying value of \$7.89 million. In April 2019, Olympia repurchased fractional shares from former shareholders at \$50 per share. The repurchase was allocated to retained earnings.

Income taxes

Deferred income tax assets are recognized for loss carry-forward and other deductible temporary differences to the extent that the realization of the related tax benefit is probable through future taxable profits or other tax planning opportunities. The average corporate rate used for the nine months ended September 30, 2019, was 26.5% (December 31, 2018 - 27%). On May 28, 2019, the Alberta government introduced Bill 3, reducing the corporate income tax rate to 11% (from 12%) effective July 1, 2019.

TOTAL REVENUE BY DIVISION (%)



	2019	2018
• Registered Plans	66%	60%
• Private Health Services	16%	15%
• Foreign Exchange	15%	23%
• Exempt Edge	2%	1%
• Corporate and Shareholder Services*	0%	0%
• Other	0%	1%

*CSS total revenue for Q3 2019 is \$44,035.

ANALYSIS OF RESULTS BY SEGMENT

Registered Plans Division

Summary of divisional results for the three months ended September 30

(\$ thousands)	2019	2018	Variation
Service revenue	4,780	4,689	2%
Interest revenue and trust income	3,232	2,782	16%
Direct expenses	(29)	(22)	32%
	7,983	7,449	7%
Administrative expenses	(5,039)	(4,962)	2%
Depreciation and amortization	(247)	(130)	90%
Other gains/(losses), net	46	(6)	>100%
Earnings before income tax	2,743	2,351	17%
Income taxes	(796)	(623)	28%
Net earnings	1,947	1,728	13%

The Registered Plans division (“RRSP”) specializes in the administration of registered plan accounts, including RRSPs, RRIFFs, LIRAs, LIFs and TFSAs. In contrast to traditional registered plan account administrators, Olympia’s focus is on exempt market securities and arm’s length mortgages. The holder of a registered plan account with Olympia will typically hold multiple exempt market securities or mortgages in their Olympia registered plan account.

RRSP service revenue increased 2% to \$4.78 million from \$4.69 million when compared to the three months ended September 30, 2018. The increase is a result of an increase in the number of account transactions.

Interest revenue and trust income increased 16% to \$3.23 million from \$2.78 million when compared to the three months ended September 30, 2018, reflecting increases in the Canadian prime interest rate to 3.95% on September 30, 2019, from 3.70% on September 30, 2018.

Direct, administrative, depreciation and amortization expenses increased 4% to \$5.31 million from \$5.11 million when compared to the three months ended September 30, 2018. This increase is due to an increase in operating expenses, such as enhanced cyber security measures and computer maintenance. The increase in depreciation relates to the adoption of IFRS 16, and the recognition of right-of-use assets. This increase is offset by a decrease in rent expense.

Earnings before income tax increased 17% to \$2.74 million from \$2.35 million when compared to the three months ended September 30, 2018.

RRSP net earnings increased 13% to \$1.95 million from \$1.73 million when compared to the three months ended September 30, 2018. RRSP is responsible for 66% of Olympia’s total revenue (including interest), an increase from 60% when compared to the three months ended September 30, 2018.

Service revenue increased to \$4.78 million from \$4.69 million **2%** ▲

Interest revenue and trust income increased to \$3.23 million from \$2.78 million **16%** ▲

Direct, administrative, depreciation and amortization expenses increased to \$5.31 million from \$5.11 million **4%** ▲

Earnings before income tax increased to \$2.74 million from \$2.35 million **17%** ▲

RRSP’s net earnings increased to \$1.95 million from \$1.73 million **13%** ▲

ANALYSIS OF RESULTS BY SEGMENT

Private Health Services Plan Division

Summary of divisional results for the three months ended September 30

(\$ thousands)	2019	2018	Variation
Service revenue	1,866	1,864	0%
Interest revenue and trust income	82	60	37%
Direct expenses	(388)	(438)	-11%
	1,560	1,486	5%
Administrative expenses	(962)	(907)	6%
Depreciation and amortization	(38)	(16)	>100%
Other gains/(losses), net	14	(2)	>100%
Earnings before income tax	574	561	2%
Income taxes	(162)	(142)	14%
Net earnings	412	419	-2%

The Private Health Services Plan division (“Health”) markets, sells and administers health and dental benefits to business owners through OBI, a wholly owned subsidiary of Olympia. Health’s primary focus remains on health and dental plans for small businesses. Health’s launch of MY Online Claim in late 2012 marked a significant step in digitizing Health’s services. This digital overhaul of Health assisted with the launch of the Health Spending Account (“HSA”) product in January 2014. The HSA product has gained momentum and continues to receive a positive response from the market. With the release of Group HSA online, OBI has now completed the digitization of all its products. The product’s innovative interfaces, pricing models and digital nature provide a competitive advantage for Health as it continues to expand into the Ontario and Eastern Canadian markets.

Health’s service revenue remained unchanged at \$1.87 million when compared to the three months ended September 30, 2018.

Direct, administrative, depreciation and amortization expenses increased 2% to \$1.39 million from \$1.36 million when compared to the three months ended September 30, 2018. This increase is mainly due to an increase in cyber security enhancement and computer maintenance.

Earnings before income tax increased 2% to \$0.57 million from \$0.56 million when compared to the three months ended September 30, 2018.

Health’s net earnings decreased 2% to \$0.41 million from \$0.42 million when compared to the three months ended September 30, 2018.

Health is responsible for 16% of Olympia’s total revenue (including interest), an increase from 15% when compared to the three months ended September 30, 2018.

Service revenue remained unchanged at \$1.87 million

0% —

Direct, administrative, depreciation and amortization expenses increased to \$1.39 million from \$1.36 million

2% ▲

Earnings before income tax increased to \$0.57 million from \$0.56 million

2% ▲

Health’s net earnings decreased to \$0.41 million from \$0.42 million

2% ▼

ANALYSIS OF RESULTS BY SEGMENT

Foreign Exchange Division

Summary of divisional results for the three months ended September 30

(\$ thousands)	2019	2018	Variation
Service revenue	1,740	2,767	-37%
Interest revenue and trust income	80	57	40%
Direct expenses	(150)	(245)	-39%
	1,670	2,579	-35%
Administrative expenses	(1,652)	(1,507)	10%
Depreciation and amortization	(101)	(17)	>100%
Other gains/(losses), net	435	(801)	>100%
Earnings before income tax	352	254	39%
Income taxes	(105)	(68)	54%
Net earnings	247	186	33%

The Foreign Exchange division ("FX") allows corporations and private clients to buy and sell foreign currencies at competitive rates. The division offers its clients same-day transactions, as well as long-term forward contracts. With offices in Vancouver, Surrey, Calgary, Edmonton and Winnipeg, the FX division is well situated to service Western Canada.

FX's service revenue decreased 37% to \$1.74 million from \$2.77 million when compared to the three months ended September 30, 2018. The decrease is largely due to a decrease in spot trade volume and transaction sizes.

Direct, administrative, depreciation and amortization expenses increased 7% to \$1.90 million from \$1.77 million when compared to the three months ended September 30, 2018. The increase is mainly due to increases in cyber security enhancements and computer maintenance.

Other gains/(losses), net, increased more than 100% to \$0.44 million from (\$0.80) million, mainly due to the recognition of a settlement amount relating to an insurance claim. The insurance claim stems from the cyber incident disclosed in the press release on February 2, 2019.

Earnings before income tax increased 39% to \$0.35 million from \$0.25 million when compared to the three months ended September 30, 2018.

FX's net earnings increased 33% to \$0.25 million from \$0.19 million when compared to the three months ended September 30, 2018.

FX is responsible for 15% of Olympia's total revenue (including interest), a decrease from 23% when compared to the three months ended September 30, 2018.

Service revenue decreased to \$1.74 million from \$2.77 million

37% ▼

Direct, administrative, depreciation and amortization expenses increased to \$1.90 million from \$1.77 million

7% ▲

Earnings before income tax increased to \$0.35 million from \$0.25 million

39% ▲

FX's net earnings increased to \$0.25 million from \$0.19 million

33% ▲

ANALYSIS OF RESULTS BY SEGMENT

Exempt Edge Division

Summary of divisional results for the three months ended September 30

(\$ thousands)	2019	2018	Variation
Service revenue	237	131	81%
Direct expenses	(6)	(29)	-79%
	231	102	>100%
Administrative expenses	(333)	(183)	82%
Depreciation and amortization	(21)	(19)	11%
Other losses, net	(6)	-	100%
Loss before income tax	(129)	(100)	29%
Income taxes	31	30	3%
Net loss	(98)	(70)	40%
Non-controlling interest	20	14	43%
Loss attributable to shareholders of Olympia	(78)	(56)	39%

The Exempt Edge division (“EEI”) focuses on the provision of information technology services to exempt market dealers, registrants and issuers.

Service revenue increased 81% to \$0.23 million from \$0.13 million when compared to the three months ended September 30, 2018. This increase is largely due to growth in EEI’s client base.

Direct, administrative, depreciation and amortization expenses increased 57% to \$0.36 million from \$0.23 million when compared to the three months ended September 30, 2018. This increase is mainly due to an increase in operating expenses such as salaries, computer consultants fees, and promotion costs.

Loss before income tax for the three months ended September 30, 2019, increased 29% to (\$0.13) million from (\$0.10) million when compared to the three months ended September 30, 2018.

EEI’s net loss attributable to shareholders of Olympia increased 39% to (\$0.08) million from (\$0.06) million when compared to the three months ended September 30, 2018.

Service revenue increased to \$0.23 million from \$0.13 million

81% ▲

Direct, administrative, depreciation and amortization expenses increased to \$0.36 million from \$0.23 million

57% ▲

Loss before income tax increased to (\$0.13) million from (\$0.10) million

29% ▲

EEI’s net loss attributable to shareholders increased to (\$0.08) million from (\$0.06) million

39% ▲

ANALYSIS OF RESULTS BY SEGMENT

Corporate and Shareholder Services Division

Summary of divisional results for the three months ended September 30

(\$ thousands)	2019	2018	Variation
Service revenue	44	-	100%
	44	-	100%
Administrative expenses	(315)	(45)	>100%
Depreciation and amortization	(9)	-	100%
Loss before income tax	(280)	(45)	>100%
Income taxes	82	12	>100%
Net loss	(198)	(33)	>100%

The Corporate and Shareholder Services (“CSS”) division provides transfer agent and registrar services to public and private issuers across Canada. CSS is positioned as an alternative to the large trust companies that are principally focused on eastern Canada. The services provided by CSS include administering dividend reinvestment, acting as depository and disbursing agent for corporate reorganizations, assisting with shareholder solicitations, and scrutineering shareholder meetings. The CSS management team comprises highly respected and experienced individuals with a track record of success in the provision of transfer agency and corporate trust services.

Service revenue was \$0.04 million, which relates to client set-up charges and monthly portion of annual retainer fees.

Direct, administrative, depreciation and amortization expenses were \$0.32 million. These relate mainly to employee salaries, computer maintenance, consulting fees and depreciation and amortization.

Loss before income tax for the three months ended September 30, 2019 was (\$0.28) million.

CSS's net loss was (\$0.20) million for the three months ended September 30, 2019.

ANALYSIS OF RESULTS BY SEGMENT

Corporate Division

Summary of divisional results for the three months ended September 30

(\$ thousands)	2019	2018	Variation
Service revenue	3	-	100%
Interest revenue and trust income	29	64	-55%
	32	64	-50%
Administrative expenses	(24)	(66)	-64%
Earnings/(loss) before income tax	8	(2)	>100%
Income taxes	(24)	(30)	-20%
Net loss	(16)	(32)	-50%

The Corporate division carries out support functions in the areas of accounting, information technology, legal services, human resources, payroll and internal audit. Support function remuneration is allocated, based on usage, to the various divisions.

Total revenue earned is incidental to Olympia's activities.

Administrative, depreciation and amortization expenses for the three months ended September 30, 2019, decreased 64% to \$0.02 million from \$0.07 million when compared to the three months ended September 30, 2018.

The Corporate division's net loss was (\$0.02) million for the three months ended September 30, 2019.

Off-balance sheet arrangements

During the normal course of operations, Olympia administers client assets that are not reported on its balance sheet. The cash

component of these off-balance sheet arrangements represents the cash and cash equivalents held in trust.

Off-balance sheet arrangements under administration

(\$ thousands)	September 30, 2019		December 31, 2018	
	Cash & public securities at estimated fair value	Private securities, mortgages and mutual funds at cost	Cash & public securities at estimated fair value	Private securities, mortgages and mutual funds at cost
Registered Plans	\$ 559,449	\$ 4,380,395	\$ 530,238	\$ 4,139,064
Private Health Services Plan	11,202	-	11,018	-
Corporate and Shareholder Services	1,932	-	-	-
Foreign Exchange	21,056	-	6,281	-
	\$ 593,639	\$ 4,380,395	\$ 547,537	\$ 4,139,064

Refer to Note 5 of the interim financial statements for the period ended September 30, 2019, for disclosure on Olympia's off-balance sheet arrangements.

Management of capital resources

Olympia includes shareholders' equity, which comprises share capital, contributed surplus and retained earnings, in the definition of capital. Olympia's main objectives when managing its capital structure are to:

- Maintain sufficient cash and cash equivalents over the short and medium term in order to finance its growth and development, including capital expenditures;
- Maintain investor and creditor confidence to sustain future development of the business;
- Maintain regulatory capital for Olympia Trust as required by the *Loan and Trust Corporations Act* (Alberta) (\$2 million). Similar regulatory capital is required by legislation in Nova Scotia (\$5 million). Regulatory capital is defined as share capital and retained earnings. Olympia Trust has maintained these minimum capital requirements throughout the period ended September 30, 2019; and
- Maintain compliance with financial covenants, which includes maintaining a minimum equity of \$12 million. The financial covenants are reviewed, and controls are in place to maintain compliance with the covenants. Olympia complied with its financial covenants for the year ended December 31, 2018, and for the period ended September 30, 2019.

In managing capital, Olympia estimates its future dividend payments and capital expenditures, which are compared to planned business growth for purposes of sustainability. The capital structure of Olympia is managed and adjusted to reflect changes in economic conditions. In order to maintain or adjust the capital structure, adjustments may be made to the amount of dividends (if any) to shareholders, in addition to the number of new common shares issued or common shares repurchased. Management reviews the financial position of Olympia on a monthly and cumulative basis.

Financing decisions are set based on the timing and extent of expected operating and capital cash outlays. Factors considered when determining capital and the amount of operational cash required are weighed against the costs associated with excess cash, its terms and availability, whether to issue equity and the creation of value for the shareholders. Olympia works towards managing its capital objectives to the extent possible while facing the challenges of market conditions and the public's assessment of Olympia's risk profile.

Olympia maintains a strong capital base to maintain investor and creditor confidence and to sustain future development of the business.



Enjoying Olympia's Stampede breakfast
VIBHA BHAGAT AND CORA DUMAIS

Olympia has committed capital resources to its 2019 Objectives (set out previously) and has sufficient capital through internally generated cash flows and its credit facility to meet these spending objectives.

Completing and fulfilling its 2019 Objectives will help Olympia meet its growth and development activities. No other significant expenditure is required to maintain growth and development activities.

Olympia's FX division maintains various foreign currency bank accounts of which Canadian dollar and United States dollar bank accounts are the most significant. It is Olympia Trust's policy to limit the amount of foreign currencies on hand to \$1.50 million to reduce exposure to foreign currency risk.

Olympia's capital management objectives have remained substantially unchanged over the years presented.

Liquidity

Liquidity risk is the risk that Olympia will encounter difficulties in meeting its financial obligations. Olympia manages its liquidity risk by keeping surplus cash with a highly rated financial institution. This allows Olympia to earn interest on surplus cash while having access to it within a short time. Olympia seeks to ensure the security and liquidity of these investments.

Olympia has a current ratio (current assets: current liabilities) of 1.27:1 as at September 30, 2019, compared to 2.14:1 as at

December 31, 2018. The ratio indicates that Olympia should not have difficulty in meeting working capital requirements.

There are no legal or practical restrictions on the ability of subsidiaries to transfer cash to Olympia.

Cash flows

Operating activities

The movement in cash flow from operating activities from operations for the nine months ended September 30, 2019, is mainly attributable to the movement in foreign exchange (gain)/loss.

Investing activities

The movement in cash used in investing activities from operations during the nine months ended September 30, 2019, is mainly attributable to additional collateral requirements by the FX division and capital asset expenditure in the RRSP and EEI divisions.

Financing activities

Cash used in financing activities from operations during the nine months ended September 30, 2019, decreased, mainly due to the increase in the amount withdrawn from the credit facility. Amounts drawn in the current year have been used to facilitate the additional trading collateral requirements for the FX division.



Olympians cooking up a Stampede breakfast storm

Cash

Cash is placed with a Canadian financial institution where it generates interest. Cash and cash equivalents comprise 77% of the total current assets of Olympia, compared to 79% as at December 31, 2018.

One factor that affects Olympia's profitability is effective interest rates. Although Olympia Trust is a non-deposit taking trust corporation, it does earn trust income on cash held in trust. Cash held in trust generated trust income of \$8.95 million, an increase of 18% from \$7.57 million when compared to the nine months ended September 30, 2018, due to increases in the Canadian prime rate. The Canadian prime rate was 3.95% on September 30, 2019, and 3.70% on September 30, 2018.

Olympia, through its operational cash flow and line of credit, has sufficient funds to meet its Objectives for 2019.

Liquidity risks associated with financial instruments are addressed in the notes to the accompanying interim financial statements. Management understands that currency markets are volatile and therefore subject to higher risk. Olympia's FX division mitigates currency risk through its policy of limiting the amount of foreign currencies on hand to \$1.50 million.

Credit facility

As at September 30, 2019, Olympia has drawn \$8.91 million on its credit facility, compared to \$4.21 million as at December 31, 2018. On March 15, 2019, Olympia increased the credit facility amount from \$8.50 million to \$15 million. Amounts drawn in the

current year have been used to facilitate the additional trading collateral requirements for the FX division. The credit facility provides a maximum of \$15 million and bears interest at the Canadian prime rate plus 0.25%. The Canadian prime rate at September 30, 2019, was 3.95% (December 31, 2018 – 3.95%). The credit facility is subject to review at any time.

The credit facility contains a number of affirmative covenants, including maintaining specific security, maintaining a specific financial ratio, and maintaining a total equity of \$12 million. The financial ratio is a quarterly cash flow coverage ratio of not less than 1.50:1. At September 30, 2019, Olympia's cash flow coverage ratio under the terms of the credit facility was calculated to be 2.01:1 (December 31, 2018 – 3.23:1). Total equity as at September 30, 2019 was \$17.59 million, compared to total equity of \$15.08 million at December 31, 2018.

The cash flow coverage calculation is based on Olympia's previous four quarters' revolving Earnings Before Interest, Tax, and Depreciation and Amortization ("EBITDA") less cash taxes paid. This revolving EBITDA for the period ended September 30, 2019, has been calculated at \$11.57 million (December 31, 2018 - \$10.79 million) after adjusting for finance expenses of \$0.47 million (December 31, 2018 - \$0.15 million). The coverage required is based on an annualized average of the scheduled facility principal of \$15 million and interest payments calculated at 5.09% (December 31, 2018 - 5.99%) over a period of 36 months. As at September 30, 2019, this was calculated to be \$5.76 million (December 31, 2018 - \$3.34 million). Should the covenants and other limitations be breached, it could cause

a default, which might result in a requirement for immediate repayment of all amounts outstanding.

Security for the credit facility includes a general security agreement providing a first security charge over all present and after acquired property.

On May 16, 2016, Olympia Trust entered into a contingent credit facility to be used only by the FX division. The contingent credit facility had a maximum of \$5 million, which was only to be used to enter into spot, forward or foreign exchange transactions with the issuing financial institution. For the period ended September 30, 2019, the agreement has been cancelled. A new agreement is being negotiated and finalized.

Credit facility	September 30, 2019	December 31, 2018
Available balance at January 1	\$ 15,000,000	\$ 8,500,000
Drawn	(8,905,347)	(4,207,347)
Available at the end of the period/year	\$ 6,094,653	\$ 4,292,653

Risk framework

Olympia is exposed to various types of risks owing to the nature of the commercial activities it pursues. Management has identified the following risks:

- Liquidity risk
- Market risk
- Foreign currency exchange risk
- Interest rate risk
- Credit risk
- Capital risk management
- Operational risk (cyber security risk)

Refer to Note 6 of the interim financial statements for the nine months ended September 30, 2019, for disclosure on Olympia's above-mentioned risk framework.

Accounting policies

The financial information contained in the accompanying interim financial statements and this MD&A is prepared in accordance with IAS 34 "Interim Financial Reporting" as issued by the IASB. The accounting policies adopted are consistent with those in the prior years except as noted below. In addition, some accounting policies, due to their nature, require further explanation.

A new amended standard became applicable for the current reporting period and Olympia had to change its accounting policies as a result of adopting the following standards:

- IFRS 16 "Leases"

The impact of the adoption of this standard and the new accounting policy is disclosed as follows.

IFRS 16 "Leases" – impact of adoption

Effective January 1, 2019, Olympia adopted IFRS 16, "Leases" ("IFRS 16"). Olympia has applied the new standard using the modified retrospective approach. The modified retrospective approach does not require restatement of prior period financial information, as it recognizes the cumulative effect as an adjustment to opening retained earnings and applies the standard prospectively. Therefore, comparative information in the consolidated balance sheets, consolidated statements of net earnings and comprehensive income and statements of cash flows has not been restated.

On adoption, management elected to use the following practical expedients permitted under the standard:

- Apply a single discount rate to a portfolio of leases with similar characteristics;
- Account for leases with a remaining term of less than twelve months as at January 1, 2019, as short-term leases;
- Account for lease payments as an expense and not recognize a right-of-use asset if the underlying asset is of a low dollar value (less than \$8,000); and
- Use Olympia's previous assessment under IAS 37, "Provisions, Contingent Liabilities and Contingent Assets" ("IAS 37") for onerous contracts instead of reassessing the right-of-use assets for impairment on January 1, 2019.

Impacts of the adoption of IFRS 16	Notes	As reported at December 31, 2018		Adjustments	Balance on adoption as at January 1, 2019		
Assets							
Trade and other receivables	i	\$	2,272,037	\$	41,741	\$	2,313,778
Right-of-use assets, net	ii		-		2,680,497		2,680,497
	iii				(73,635)		(73,635)
	iv		-		(999,876)		(999,876)
Long-term lease receivable	i		-		99,467		99,467
Liabilities and shareholders' equity							
Current portion of lease liabilities	v		-		(855,387)		(855,387)
Non-current lease liabilities	v		-		(1,946,341)		(1,946,341)
Other liabilities	iv		(1,528,078)		281,806		(1,246,272)
Non-current other liabilities	iv		(791,705)		791,705		-
Retained earnings	ii		(7,214,540)		(19,977)		(7,234,517)
		\$	(7,262,286)	\$	-	\$	(7,262,286)

Notes:

i. Sublease contract

On transition, Olympia reassessed the classification of its sublease contracts previously classified as operating leases under IAS 17. Olympia concluded that its sublease is a finance lease under IFRS 16, and as a result a \$0.14 million net investment in finance lease was recognized on adoption of IFRS 16.

ii. Right-of-use assets

The associated right-of-use assets were measured at the amount equal to the lease liability on January 1, 2019, less any amount previously recognized under IAS 37 for onerous contract provisions, less previously recognized lease inducement liabilities. This resulted in a \$19,977 adjustment to retained earnings.

iii. Onerous contract provisions

On initial adoption, management applied the practical expedient to use Olympia's previous assessment under IAS 37 for onerous contracts. This resulted in a reduction of \$0.07 million to other liabilities and charges.

iv. Other liabilities

On transition, Olympia applied the remaining balance of the previously recognized lease inducements provision and straight-line rent liability against the right-of-use assets. This resulted in a reduction of \$0.28 million in other liabilities and charges, and an adjustment of \$0.79 million to non-current other liabilities.

v. Lease liabilities

On adoption of IFRS 16, Olympia recognized lease liabilities in relation to leases which had previously been classified as operating leases under the principles of IAS 17, "Leases" ("IAS 17"). Under the principles of the new standard, these leases have been measured at the present value of the remaining lease payments, discounted using Olympia's incremental borrowing rate at January 1, 2019. The incremental borrowing rate as at January 1, 2019 was 5.99%. Leases with a remaining term of less than twelve months and low-value leases were excluded. Total lease liabilities of \$2.8 million were recorded as at January 1, 2019.

vi. Reconciliation of commitments to lease liability

The following table provides a reconciliation of the commitments as at December 31, 2018, to Olympia's lease liabilities as at January 1, 2019:

Reconciliation of lease liabilities	Total
Office space	\$ 3,105,795
Less: Short-term leases	(44,440)
Lease liabilities commitments as at December 31, 2018	3,061,355
Impact of discounting	(259,627)
Lease liabilities as at January 1, 2019	\$ 2,801,728



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Update to significant accounting policies

Leases

Olympia applied IFRS 16 using the modified retrospective approach; therefore, the comparative information provided continues to be accounted for in accordance with Olympia's previous accounting policy found in the annual consolidated financial statements for the year ended December 31, 2018.

The following accounting policy is applicable from January 1, 2019:

Olympia assesses whether a contract is a lease based on whether the contract conveys the right to control the use of an underlying asset for a period of time in exchange for consideration.

As lessee

Leases are recognized as a right-of-use asset and a corresponding lease liability at the date on which the leased

asset is available for use by Olympia. Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of fixed payments and payments of penalties for terminating the lease, less any lease incentives receivable. These payments are discounted using Olympia's incremental borrowing rate when the rate implicit in the lease is not readily available. Olympia uses a single discount rate for a portfolio of leases with reasonably similar characteristics.

Lease payments are allocated between the liability and finance costs. The finance cost is charged to net earnings over the lease term.

The lease liability is measured at amortized cost using the effective interest method. It is remeasured when there is a change in the future lease payments arising from a change in an index or rate.

When the lease liability is remeasured, a corresponding adjustment is made to the carrying amount of the right-of-use asset or an adjustment is recorded in the consolidated statement of earnings if the carrying amount of the right-of-use asset has been reduced to zero.

The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability and any initial direct costs incurred, less any lease payments made at or before the commencement date.

The right-of-use asset is depreciated, on a straight-line basis, over the shorter of the estimated useful life of the asset or the lease term. The right-of-use asset may be adjusted for certain remeasurements of the lease liability and impairment losses.

Leases that have terms of less than twelve months or leases on which the underlying asset is of low value are recognized as an expense in the statements of net earnings and comprehensive income on a straight-line basis over the lease term.

A lease modification will be accounted for as a separate lease if the modification increases the scope of the lease and if the consideration for the lease increases by an amount commensurate with the stand-alone price for the increase in scope. For a modification that is not a separate lease or where the increase in consideration is not commensurate, Olympia will, at the effective date of the lease modification, remeasure the lease liability. Olympia will use its incremental borrowing rate when the rate implicit to the lease is not readily available, and will make a corresponding adjustment to the right-of-use asset. A modification that decreases the scope of the lease will be accounted for by decreasing the carrying amount of the right-of-use asset and recognizing a gain or loss in net earnings that reflects the proportionate decrease in scope.

As lessor

As a lessor, Olympia assesses at inception whether a lease is a finance or operating lease. Leases where Olympia transfers substantially all of the risk and rewards incidental to ownership of the underlying asset are classified as financing leases. Under a finance lease, Olympia recognizes a receivable at an amount equal to the net investment in the lease, which is the present value of the aggregate of lease payments receivable by the lessor. If substantially all the risks and rewards of ownership of an asset are not transferred, the lease is classified as an operating lease. Olympia recognizes lease payments received under operating leases as other income on a straight-line basis over the lease term.

When Olympia is an intermediate lessor, it accounts for its interest in the head lease and the sublease separately. It assesses the lease classification of a sublease with reference to the right-of-use asset from the head lease, not with reference to the underlying assets. If the head lease is a short-term lease to which Olympia applies the exemption for lease accounting, the sublease is classified as an operating lease.

Impacts on financial statement

Impacts for the period

In relation to leases under IFRS 16, Olympia has recognized depreciation and interest costs instead of recognizing an operating lease expense. During the nine months ended September 30, 2019, Olympia recognized \$0.40 million of depreciation charge related to the right-of-use assets and \$0.11 million in interest costs related to the lease liabilities from these leases.

Critical accounting judgments and estimate uncertainty

Critical judgments in determining the lease term

In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option, or not exercise a termination option. The assessment is reviewed if a significant event or a significant change in circumstances occurs which affects this assessment.

Critical accounting estimates

The preparation of financial statements requires management to make judgments, estimates and assumptions based on currently available information that affects the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Estimates and judgments are evaluated and are based on management's experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances.

However, actual results could differ from these estimates. By their very nature, these estimates are subject to measurement uncertainty, and the effect on the financial statements of future periods could be material. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

The list of critical accounting estimates was included in the MD&A for the year ended December 31, 2018, and those estimates listed are unchanged for the nine months ended September 30, 2019, except for those arising from a change in accounting policy as discussed previously.

Future accounting pronouncements

There are no new or amended accounting standards issued during the nine months ended September 30, 2019, that are applicable to Olympia in future periods.

Evaluation of disclosure controls and procedures and internal control over financial reporting

There have been no changes in Olympia's internal control over financial reporting that occurred during the interim period ended September 30, 2019, which have materially affected, or are

reasonably likely to materially affect, Olympia's internal control over financial reporting.

Outstanding share data

As at November 13, 2019, Olympia has an aggregate of 2,406,336 common shares issued and outstanding.

Additional information

Further information regarding Olympia can be accessed under Olympia's public filings found at www.sedar.com.

Shareholders seeking to contact Olympia's independent directors may do so by calling Rick Skauge, Olympia's President and CEO, at 403-261-7501 or by email at ricks@olympiafinancial.com.



CORPORATE INFORMATION

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² Corporate Governance Committee
³ Executive Compensation Committee
⁴ Investment Committee

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President and Chief Executive Officer



CRAIG SKAUGE

Executive Vice President and President, Olympia Trust Company



GERHARD BARNARD

Chief Financial Officer and Vice President, Finance



ROBIN FRY

Chief Executive Officer, Olympia Benefits Inc.



KEN FRY

President, Olympia Benefits Inc.



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