



INPUT CAPITAL
THE AGRICULTURE STREAMING COMPANY



FY2018 YEAR END REPORT - SEPTEMBER 30, 2018
MANAGEMENT'S DISCUSSION AND ANALYSIS

Management's Discussion and Analysis of Financial Condition and Results of Operations for the Year Ended September 30, 2018

This Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") of Input Capital Corp. ("the Company", "we", "our", "Input") provides information to assist readers of, and should be read in conjunction with, the audited financial statements for the year ending September 30, 2018, including the notes thereto, and the MD&A and the audited financial statements for the year ended September 30, 2017, including the notes thereto. In the opinion of management, such financial statements contain all adjustments necessary for a fair presentation of the results for such periods. All dollar references in our financial statements and in this report are in Canadian dollars unless otherwise stated.

Additional information related to Input Capital Corp., including our Annual Information Form, may be obtained from SEDAR at www.sedar.com or on our website at www.inputcapital.com.

Unless otherwise stated, the discussion and analysis contained in this MD&A are as of December 12, 2018.

Non-IFRS Measures

This MD&A includes a number of measures that are not prescribed by IFRS but that we use as a basis for tracking our progress and success. These are defined in the non-IFRS measures section of this MD&A starting at page 17.

Overview

We are the only publicly traded agriculture streaming company in the world. We primarily buy and sell canola, and we do it in such a way as to offer financial solutions to farmers which solve working capital, mortgage finance, and crop marketing issues. Canola is the most important crop for Canada's grain and oilseed farmers, supplying approximately 70% of global export supply. Farmers acquire working capital and/or mortgage capital from us by entering into multi-year crop delivery contracts with us. We also offer multi-year crop marketing solutions.

Fiscal year ended September 30, 2018

For the fiscal year, our adjusted net income per share was \$0.05 for the year ended September 30, 2018, compared to \$0.08 for the previous year. Adjusted EBITDA per share was \$0.17 for the year ended September 30, 2018, compared to \$0.28 for the previous year.

Higher crop prices and volumes led to increased revenues, and the launch of mortgage streams in January 2018 began to contribute predictable interest income, which is accrued on a monthly basis.

Three months ended September 30, 2018

Our adjusted net income per share was \$0.02 for the quarter ended September 30, 2018, compared to \$0.02 for the same quarter last year. Adjusted EBITDA per share was \$0.01 for the quarter, compared to \$0.08 for the same quarter last year.

Commentary

There are two primary reasons for the differences between this year's and last year's results:

1. The weighting of our business between capital streams and mortgage streams is in flux due to the newness of mortgage streams. The accounting for mortgage streams generates lower EBITDA than the accounting for capital streams due to much longer amortization periods, but mortgages provide more consistent year-round revenue due to monthly interest accrual. Comparisons of these metrics for the current year to previous year's results should take this into account.

- There were positive weather-related effects on harvest in FY2017 and negative weather-related effects on harvest in FY2018 which both served to push crop deliveries out of FY2018. The early deliveries were recognized in FY2017, and the late deliveries will be recognized in FY2019.

As an agriculture company, our business is highly seasonal and not well-suited to the traditional quarter-to-quarter reporting requirements of public companies, and we remind you to keep this in mind when reading the information in this discussion and analysis of Input's year ended September 30, 2018. In several places throughout the document, we annualize key items and present them on a trailing twelve month ("TTM") basis. We believe this is a better way to look at our business.

Results of Operations

In our day-to-day management of the Company, we use several IFRS and non-IFRS measures to track performance and results:

CAD millions, unless otherwise noted	Quarter ended Sept 30		Fiscal year ended Sept 30	
	2018	2017	2018	2017
Revenue				
Crop	4.513	11.415	36.763	29.036
Interest	1.038	0.299	2.392	0.636
Rental	0.013	0.028	0.293	0.141
Total revenue	5.564	11.741	39.448	29.813
Adjusted crop revenue	4.825	14.467	41.336	42.052
Adjusted total revenue	5.875	14.794	44.021	42.830
Corporate admin expense	1.341	1.411	6.640	6.972
Adjusted net income	1.698	1.797	4.078	6.950
Adjusted net income per share (basic)	\$0.02	\$0.02	\$0.05	\$0.08
Adjusted EBITDA	1.038	6.856	14.579	22.629
Adjusted EBITDA per share (basic)	\$0.01	\$0.08	\$0.17	\$0.28
Ending canola reserves (MT)	354,000	405,000	354,000	405,000
Total capital deployed in period	1.659	1.731	33.025	36.794
Active streaming clients	388	301	388	301

For commentary on changes in Adjusted Net Income per share and Adjusted EBITDA per share, please see the Commentary section on pages 1 & 2 of this MD&A.

Company Overview

Input Capital Corp. is a Canadian Grain Commission licensed and bonded grain dealer that acquires crop from western Canadian farmers through multi-year purchase contracts (streams). In return for providing capital for land financing and/or working capital purposes, we receive the right to receive and/or purchase a specified volume of crop from the farmer each year over the life of the agreement.

The predecessor corporation of Input was incorporated under *The Business Corporations Act (Saskatchewan)* (the "Act") on October 25, 2011. The existing Company was formed by an amalgamation under the Act on August 8, 2013. The Company's shares are publicly traded on the TSX Venture Exchange, under the symbol "INP". The head office of the Company is located at 300 – 1914 Hamilton Street, Regina, Saskatchewan, S4P 3N6. The Company's registered and records office is located at 800 – 1801 Hamilton Street, Regina, Saskatchewan, S4P 4B4.

Selected Financial Information

Selected financial information derived or calculated from the Company's financial statements is set out below:

Statements of Comprehensive Income	Three months ended		Year ended	
	Sept 30		Sept 30	
<i>CAD millions, unless otherwise noted</i>	2018	2017	2018	2017
Total Revenue	5.564	11.741	39.448	29.813
Corporate admin expense	1.341	1.411	6.640	6.972
Net income (loss)	(2.497)	0.168	(1.383)	(9.131)
Weighted average number of common shares outstanding				
Basic	84.123	82.046	84.043	81.794
Fully diluted	90.493	89.648	90.577	89.539
Net income (loss) per share (basic)	\$(0.03)	\$0.00	\$(0.02)	\$(0.11)
Net income (loss) per share (fully diluted)	\$(0.03)	\$0.00	\$(0.02)	\$(0.11)
Statements of Cash Flows				
Cash generated from operating activities	2.998	8.029	25.334	22.501

Statements of Financial Position	As at	As at
<i>CAD millions, unless otherwise noted</i>	Sept 30, 2018	Sept 30, 2017
Cash	14.877	17.615
Crop interests and other financial assets	40.355	68.423
Loans and mortgages receivable	54.202	12.329
Total assets	119.065	120.555
Total liabilities	17.694	15.436
Total shareholders' equity	101.371	105.119
Working capital	25.226	28.870
Revolving credit facility	3.687	6.351
Long-term debt	9.967	-

Summary of Quarterly Results

The following is a summary of selected highlights of the eight most recent quarterly results of the Company:

Summary of Quarterly Results	FY18 – Q4	FY18 – Q3	FY18 – Q2	FY18 – Q1	FY17 – Q4	FY17 – Q3	FY17 – Q2	FY17 – Q1
<i>CAD millions, unless otherwise noted</i>	Sept 30, 2018	Jun 30, 2018	Mar 31, 2018	Dec 31, 2017	Sept 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Comprehensive Income (Loss)								
Total Revenue	5.564	1.486	6.617	25.781	11.741	2.205	5.170	10.697
Corporate admin expense	1.341	1.530	1.908	1.860	1.411	2.187	1.797	1.577
Comprehensive net income (loss)	(2.497)	0.092	0.441	0.582	0.168	(4.672)	(4.809)	0.183
Weighted avg. number common shares outstanding								
Basic	84.123	84.298	84.625	83.143	82.046	81.734	81.723	81.670
Fully diluted	90.493	90.722	91.151	89.958	89.648	89.682	89.682	89.151
<i>Net Income (loss) per share (basic)</i>	\$(0.03)	\$0.00	\$0.01	\$0.01	\$0.00	\$(0.06)	\$(0.06)	\$0.00
<i>Net Income (loss) per share (fully diluted)</i>	\$(0.03)	\$0.00	\$0.00	\$0.01	\$0.00	\$(0.06)	\$(0.06)	\$0.00
Operating Cash Flow								
Cash generated from (applied to) operating activities	2.998	(4.321)	(1.927)	28.583	8.029	(1.426)	2.023	13.875

Financial Position								
Cash	14.877	9.007	25.308	30.343	17.615	15.305	17.229	28.164
Crop interests and other financial assets	40.355	45.169	55.324	58.823	68.423	75.311	68.601	72.732
Loans and mortgages receivable	54.202	42.969	23.470	12.255	12.329	12.454	11.682	-
Total assets	119.065	115.013	121.220	120.154	120.555	121.008	119.511	122.636
Total liabilities	17.694	9.563	14.941	13.094	15.436	16.173	9.637	7.382
Total shareholders' equity	101.371	105.450	106.279	107.060	105.119	104.835	109.874	115.254
Working capital	25.226	16.145	26.832	38.605	28.870	21.461	49.382	68.977
Revolving credit facility	3.687	3.966	5.185	1.508	6.351	6.162	2.106	0.460
Long-term debt	9.967	-	-	-	-	-	-	-

Non-IFRS Measures & KPIs								
Adjusted crop revenue	4.825	1.897	6.755	27.859	14.467	2.915	11.288	13.382
Adjusted total revenue	5.875	2.776	7.164	28.206	14.794	3.311	11.324	13.400
Adjusted crop volume (canola equivalent MT)	9,901	3,837	14,127	57,807	30,550	6,097	23,671	28,217
Ending canola reserves (MT)	354,000	366,000	382,000	392,000	405,000	423,000	335,000	254,000
Total capital deployed in period	1.659	16.821	12.814	2.425	1.731	3.931	20.297	12.569
Active streaming clients	388	371	353	326	301	300	179	121
Adjusted net income (loss) per share	\$0.02	\$0.00	\$(0.00)	\$0.03	\$0.02	\$0.01	\$0.03	\$0.02
Adjusted EBIDTA per share	\$0.01	\$0.01	\$0.01	\$0.14	\$0.08	\$0.00	\$0.08	\$0.11

Summary of Trailing Twelve Month Results

Due to the annual nature of Input's business, management finds it useful to look at data on a trailing twelve month basis. The following is a summary of selected highlights of the three most recent trailing twelve month period results of the Company:

Summary of Twelve Months Ended September 30 <i>CAD millions, unless otherwise noted</i>	Twelve months ended		
	Sept 30, 2018	Sept 30, 2017	Sept 30, 2016
Comprehensive Income (Loss)			
Total Revenue	39.448	29.813	36.535
Corporate admin expense	6.640	6.972	7.206
Comprehensive net income (loss)	(1.383)	(9.131)	0.314
Weighted avg. number common shares outstanding			
Basic	84.043	81.794	81.607
Fully diluted	90.577	89.539	88.419
<i>Net Income (loss) per share (basic)</i>	\$(0.02)	\$(0.11)	\$0.00
<i>Net Income (loss) per share (fully diluted)</i>	\$(0.02)	\$(0.11)	\$0.00
Operating cash flow			
Cash generated from operating activities	25.334	22.501	18.757

Financial Position			
Cash	14.877	17.615	16.643
Crop interests and other financial assets	40.355	68.423	77.757
Loans and mortgages receivable	54.202	12.329	-
Total assets	119.065	120.555	118.548
Total liabilities	17.694	15.436	2.935
Total shareholders' equity	101.371	105.119	115.613
Working capital	25.226	28.870	71.181
Revolving credit facility	3.687	6.351	-
Long-term debt	9.967	-	-

Non-IFRS Measures & KPIs			
Adjusted crop revenue	41.336	42.052	36.385
Adjusted total revenue	44.021	42.830	36.535
Adjusted crop volume (canola equivalent MT)	85,672	88,535	53,949
Ending canola reserves (MT)	354,000	405,000	280,000
Total capital deployed in period	33.025	36.794	25.825
Active streaming clients	388	301	94
Adjusted net income per share	\$0.05	\$0.08	\$0.05
Adjusted EBITDA per share	\$0.17	\$0.28	\$0.23

For commentary on changes in Adjusted Net Income per share and Adjusted EBITDA per share, please see the Commentary section on pages 1 & 2 of this MD&A.

Financial Performance

GROSS MARGIN

In addition to regular crop delivery, crop obligations outstanding on streaming contracts may also be settled by the farm operator directly through payment in cash, through cash proceeds received from crop insurance, and on occasion, by converting to a conventional mortgage receivable with the Company, or through a land transfer to the Company. These transactions do not result in the title and risk of the crop passing to a purchaser from Input and are considered to be the settlement of a financial asset with the farm operator. As a result, these transactions are not recorded as crop revenue. When cash proceeds are not received as the means of settlement, the transaction is valued at fair value. These transactions are recorded as a net settlement of crop interests on the statement of comprehensive income (loss). For a reconciliation of Adjusted Crop Revenue and Adjusted Crop Volume, see the Non-IFRS Measures section of this MD&A.

Summary of Gross Margin	Three months ended		Year ended	
	Sept 30		Sept 30	
<i>CAD millions, unless otherwise noted</i>	2018	2017	2018	2017
Adjusted crop volume (canola equivalent MT)	9,901	30,550	85,672	88,535
Adjusted crop revenue	4.825	14.467	41.336	42.052
plus: realized gains/losses on futures & options	0.566	0.108	0.768	0.065
less: Upfront payments	(0.359)	(5.119)	(10.726)	(18.793)
less: Crop payments	(3.389)	(6.214)	(16.575)	(8.713)
less: Other direct expenses	(0.963)	(1.356)	(9.480)	(7.360)
Crop Margin	0.680	1.886	5.323	7.251
Interest revenue	1.038	0.299	2.392	0.636
less: interest expense on long-term debt	(0.062)	-	(0.062)	-
Interest margin	0.976	0.299	2.330	0.636
Rental revenue	0.013	0.028	0.293	0.141
Total Gross Margin	1.669	2.213	7.946	8.028

Fiscal year ended September 30, 2018

For the year ended September 30, 2018, we generated adjusted crop revenue of \$41.336 million on adjusted crop volume of 85,672 MT.

Adjusted crop revenue for the year ending September 30, 2018, represent a 3% decrease in volume over the previous year, when we sold 88,535 MT of canola equivalent for adjusted crop revenue of \$42.052 million. This translates into a crop margin of \$5.323 million for the most recent year compared to \$7.251 million for the previous year. The decrease in volume is due to the snowy delay to harvest activity in September 2018. Volumes expected during this period will be received early in FY2019.

During the year, we also generated interest margin of \$2.330 million compared to \$0.636 million in the previous year. This is a result of the launch of mortgage streams during the fiscal year. Interest income on mortgages is accrued monthly.

Three months ended September 30, 2018

For the quarter ended September 30, 2018, we generated adjusted crop revenue of \$4.825 million on adjusted crop volume of 9,901 MT.

Adjusted crop revenue for the quarter represent a 68% decrease in quarterly volume over the comparable quarter one year ago, when we sold 30,550 MT of canola equivalent for adjusted crop revenue of \$14.467 million. This is a result of an early harvest in 2017 accompanied by good harvest weather, followed by a later harvest due to snowy conditions in September 2018 that caused a significant portion of this years' crop to remain in the field into October. This translates into a crop margin of \$0.680 million for the quarter, compared to \$1.886 million in the same quarter last year. The delayed crop deliveries originally expected in September will take place during the first months of FY2019.

During the period, we also generated interest margin of \$0.976 million compared to \$0.299 million in the comparable quarter one year ago. The introduction of the Mortgage Stream in January fueled the growth in interest margin.

NET INCOME (LOSS)

Fiscal year ended September 30, 2018

For the year ended September 30, 2018, we generated a net loss before taxes of \$1.821 million (a net loss of \$1.383 million after tax) compared to a net loss before taxes of \$12.370 million (a net loss of \$9.131 million after tax) during the previous year.

Three months ended September 30, 2018

For the quarter ended September 30, 2018, we generated a net loss before taxes of \$3.571 million (a net loss of \$2.497 million after tax) compared to income before taxes of \$0.034 million (\$0.168 million after tax) during the comparable quarter ended September 30, 2017.

NORMAL COURSE ISSUER BID

On December 11, 2017, we announced a Normal Course Issuer Bid to buy back up to 6,578,683 of our common shares. To the end of September 30, 2018, we had bought back a total of 1,651,400 shares at an average price of \$1.23 per share. These shares were subsequently cancelled.

We believe that our shares have been trading in a price range which does not adequately reflect their value and that the purchase of shares under the Bid will enhance shareholder value in general.

DEFERRED SHARE UNIT PLAN

We have a Deferred Share Unit plan (the "DSU Plan") that provides for the payment of independent director compensation with deferred share units. Each director may elect to receive all or a portion of their board retainer in the form of DSUs rather than cash. Each deferred share unit is a right granted by Input to an eligible independent director to receive a cash payment equivalent to the value of one common share when a participant ceases to be a director. The number of deferred share units to be granted under the DSU Plan is determined by dividing the elected amount of such eligible directors annual board retainer by the volume weighted average price of our common shares traded on the TSX Venture Exchange immediately preceding the date on which the deferred share units are awarded to such eligible director. Director annual board retainers are awarded on the first day of the fiscal year and vest over the fiscal year. Vested deferred share units are paid out in cash when a participant ceases to be a director. The DSU plan is considered an unfunded plan, under which no securities can be issued. To the extent that any individual holds any rights under the DSU Plan such rights shall be no greater than the rights of an unsecured general creditor. Given that we do not have the right to issue any shares to settle this plan, the promise to issue the DSU units has been recorded as a current liability.

At September 30, 2018, the deferred share units were valued at \$1.00 per unit. The total number of vested deferred share units outstanding at September 30, 2018 was 673,764.

Streaming Contract Portfolio

CAPITAL STREAMS

Description

Capital streams are an interest-free form of financing that enables us to contract for a stream of crop – a committed purchase/sale of crop over multiple years. Rather than charging interest, we provide an upfront deposit against future crop to be purchased at a discount from expected market prices. By entering into a capital stream, farmers are accessing capital today and shifting crop price and delivery timing risk onto us. Capital streams tend to be 5 or 6 years in length and in recent years have averaged about \$150,000 in size when measured by the size of the upfront deposit.

Factors affecting results

Capital streams are designed to solve short-term working capital deficiencies that result from a bad farming year or from a recent farm expansion which has consumed working capital, such as a down payment on a land purchase. Crop yields, crop quality, crop prices, harvest weather, and grain movement are all significant factors that affect the appetite of farmers for capital streams. Farm expansion can also create a need for additional working capital.

The financial outcome of capital streams is affected most by crop prices and the timing of crop deliveries, which is often a function of weather.

At the end of the fiscal year, we had capital streams with 119 farmers across western Canada. Some of these farmers also have a marketing stream and/or mortgage stream with us.

MARKETING STREAMS

Description

Launched in January 2017, marketing streams are multi-year crop purchase contracts under which we commit to pick up, deliver, and market crop grown by a farmer in exchange for a percentage of the net price realized by us when we sell it. In most marketing streams, we receive between 5% and 10% of the net price realized by us when we sell the crop. Farmers do marketing streams with us because 90% to 95% of the price we get through our marketing program is often better than 100% of the price they can achieve by themselves. By pooling their crop into our crop marketing program, they can access better pricing. We also take care of all the marketing and transportation logistics, saving the farmer time and effort.

Factors affecting results

Marketing streams generate a lot of crop revenue, but not a lot of margin for us – we typically keep 5% to 10% of the revenue. They also do not require much capital outlay on our part. On a stand-alone basis, marketing streams are an excellent starter product to introduce a farmer to what we do, allowing us to form a relationship with them for the prospect of future business. Marketing stream volumes also help us scale and manage our logistics program better. They are a complementary add-on to a capital or mortgage stream.

The financial outcome of marketing streams is affected most by crop prices and the timing of crop deliveries, which is often a function of the weather.

At the end of the fiscal year, we had marketing streams with 309 farmers. Some of these farmers also have a capital stream and/or mortgage stream with us. We see every farmer as a candidate for a marketing stream because every farmer is always interested in achieving better prices for his/her crop.

MORTGAGE STREAMS

Description

Farmland ownership provides many strategic benefits to farmers and often forms the basis of their retirement planning. Launched in January 2018, mortgage streams are a suitable means of financing farmland and enable farmers to make their payments in crop instead of cash. Mortgage streams are a unique mortgage product for farmers, offering a guaranteed crop price for five years, a single annual payment payable in physical crop, and we always come to the farm to pick up the crop, saving the farmer significant time and hassle. These features remove a significant number of timing and cash flow issues faced regularly by farmers.

Factors affecting results

We estimate that the farmland mortgage market in western Canada is approximately \$40 billion, while the working capital / input financing market is approximately \$5 billion. As a result, we believe there is an opportunity to deploy significant amounts of capital into the farmland mortgage market in a way that is valued by farmers and provides us with low risk returns on our deployed capital.

Mortgage streams have a number of advantages: all mortgage streams are conventional first lien mortgages, offering a very strong security position; due to their structure, mortgage streams are expected to have the lowest break-even crop price of all of the types of streams offered by us; and due to longer amortization periods, mortgage stream capital stays invested longer, decreasing the cost of reinvestment and the pace of redeployment required to maintain and grow our book of canola reserves.

There are two significant factors in the performance of mortgage streams: the spread between the interest rate we charge on the mortgages and our cost of funds, and the spread between the price we realize on crop sales and the price we guarantee to our farm clients.

With the launch of mortgage streams, both mortgage streams and other mortgages or loans which formally pre-date the creation of mortgage streams are contained within the "Mortgages and Loans Receivable" line on the Balance Sheet.

At the end of the fiscal year the Company had mortgage streams with 42 farmers. Many of these also have a marketing stream with us, and a small number also have a capital stream.

CROP TRADING

Description

While we currently only stream canola, we sometimes encounter opportunities to generate margin by arbitraging purchase and sale contracts on a variety of other crops grown by our clients.

Factors affecting results

These opportunities are unpredictable and may exist in small or large numbers at any one time. They tend to be a result of short-term changes in supply and demand in different markets. On their own, these opportunities do not make a material impact on our bottom line, but by completing these kinds of transactions, we help our clients make more money, we make better use of our market intelligence and trading infrastructure, and we earn a positive margin.

Due to the nature of crop trading transactions, all of the revenue associated with them is now included in our crop revenue line on the income statement and our cost of the crop purchased is included in expenses under purchase of crop.

LAND AND EXPAND STRATEGY

We use what we call our “Land & Expand” strategy to grow relationships with prospective clients. We look to “Land” clients by starting with small contracts and then “Expand” the relationship over time, and we find that marketing stream and crop trading contracts are best suited to this strategy because every farmer is looking to maximize the final price he/she gets for his/her crops.

MORTGAGE FINANCING FACILITIES

We believe that the mortgages underlying mortgage streams may be candidates for future securitization, which would allow us to sell mortgages in whole or in part to financial institutions, significantly reducing the capital required to build a substantial book of mortgage streams. Until we build up a large enough pool of mortgages to merit securitization, we plan to finance the growth of the mortgage stream business by borrowing money from banks and/or other funders that is tied directly to the underlying mortgages. We have a conservative aversion to general operating debt, but are willing to borrow capital for mortgages that is secured against those mortgages.

In April, we announced that we had signed term sheets with two Canadian financial institutions to obtain debt secured against the underlying conventional mortgages making up our mortgage stream portfolio. These credit facilities are meant to allow us to margin mortgage streams, reducing the net capital required to originate them.

In August, we completed a \$10 million mortgage credit facility with Concentra Bank and drew on the funds shortly thereafter. We pay interest at a fixed rate of 4.33% p.a. for five years, and the facility funds up to 90% of the face amount of qualifying mortgages within certain LTV limits.

On September 27, 2018, we completed a \$10 million mortgage credit facility with HSBC Bank as part of our \$25 million revolving line of credit with HSBC. This is a revolving facility on which we pay interest at prime + 1%, and the facility funds up to 100% of the face amount of qualifying mortgages within certain LTV limits. We are able to lock in interest rates on this funding using Banker’s Acceptances and/or interest rate swaps. After the year-end, we made a partial draw against this facility.

CAPITAL DEPLOYMENT

For the three months ended September 30, 2018, we deployed \$1.659 million into streams, and for the year ended September 30, 2018, we deployed \$33.025 million into streams:

Capital Deployment by Stream Type	Three months ended Sept 30, 2018	Three months ended Sept 30, 2017	Year ended Sept 30, 2018	Year ended Sept 30, 2017
<i>CAD millions, unless otherwise noted</i>				
Capital Stream Deployment	-	1.670	3.427	33.870
Marketing Stream Deployment	0.086	0.061	0.899	2.924
Mortgage Stream Deployment	1.573	-	28.699	-
Total Capital Deployment	1.659	1.731	33.025	36.794

Demand for capital streams was significantly lower in 2018 because most farmers have had several good farming years in a row and required less third party working capital during the period as a result.

Most marketing streams do not involve or require the deployment of any capital in the form of an upfront payment. Capital deployed in this category will always be relatively small compared to other types of streams.

Mortgage streams are a new product during the period and have seen excellent market acceptance to date.

PORTFOLIO OVERVIEW

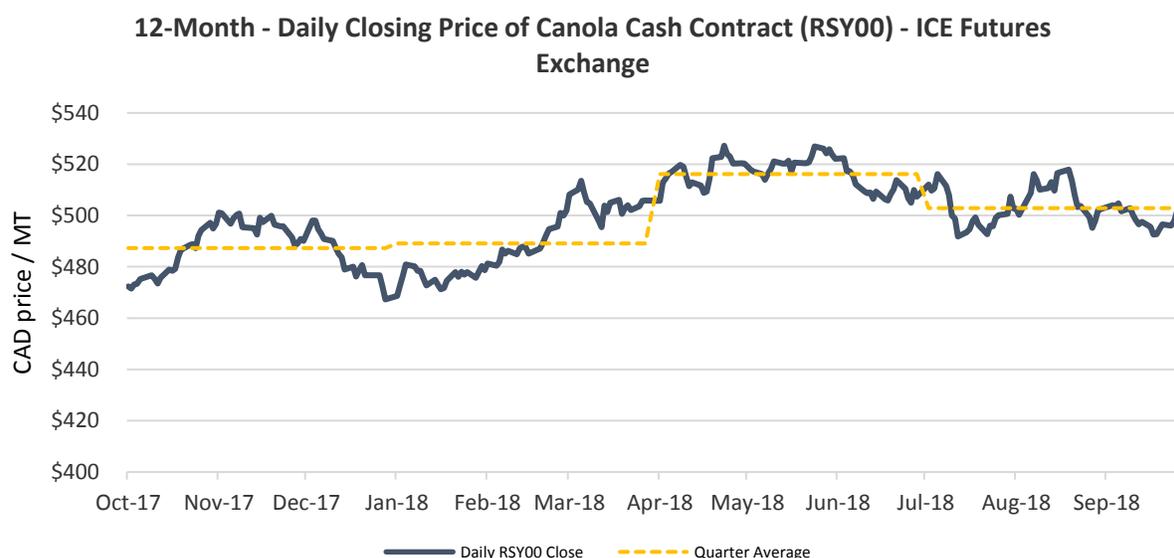
As of September 30, 2018, our active streaming portfolio consisted of 388 geographically diversified streams, distributed as follows:

Active Streams	Sept 30, 2018	June 30, 2018	Quarterly Growth	Sept 30, 2017	Year Over Year Growth
Manitoba	8	8	-	9	(1)
Saskatchewan	284	269	15	221	63
Alberta	96	94	2	71	25
Total	388	371	17	301	87

The quarterly and year-over-year growth figures are net of contracts in collection and any buybacks during those respective time periods. Contracts in collection and buybacks are considered to be “inactive” and are not included in this table.

Commodity Prices

Canola futures remain strong at just over \$500 per MT as of September 30, 2018. After basis, this translates into net cash pricing in the range of \$475 to \$490 per MT, which is the range in which canola prices have been for the last several years. Cash canola prices fell to the \$450 per MT range subsequent to year-end.



Liquidity and Capital Resources

We have financed the acquisition of streaming contracts to date with the equity proceeds of issuing common shares through a private placement completed on November 30, 2012, subsequent public offering and private placements completed on October 4, 2013 and July 9, 2014, and our growing internally generated cash flow. Our operating cash flow is sufficient to cover our ongoing operational expenses.

At September 30, 2018, we had working capital of \$25.226 million. We will draw on this working capital to meet our obligations under existing streaming contracts and enter into additional streaming contracts. Capital not invested into streaming contracts earns daily interest by being kept on deposit with a Canadian chartered bank.

Our operating expenses consist primarily of personnel costs, the amounts of which are generally fixed. As the Company grows, our annual operating costs are expected to grow at a rate substantially lower than the growth rate of annual revenues, gross profits and cash flow, as only limited numbers of additional personnel will be required. Accordingly, we do not have or expect to have a working capital deficiency. We are generating sufficient cash flow from operations to meet our current and ongoing obligations.

In order to optimize returns associated with mortgage streams, we plan to borrow term debt against these mortgages. See discussion in the Mortgage Financing Facilities section above for a discussion of existing credit arrangements. Our plan is to continue to scale these facilities or similar facilities in order to continue funding our mortgage stream program. This financing structure allows us to reduce the amount of equity we require to fund each mortgage, significantly increasing our return on equity, and allowing us to grow a larger book of mortgage business.

We pay a quarterly dividend of \$0.01 per share. Shareholders of record as of the end of each quarter receive their quarterly dividend payments on the 15th day of the following month.

As of September 30, 2018, we had \$9.967 million in long-term debt associated with mortgage financing, and we owed \$3.687 million on our long-standing \$25 million revolving credit facility.

Crop purchase agreements contain obligations for us to purchase crop at a specified price at a future date. The following table provides a summary of payments due under our existing portfolio of streaming contracts for each of the next five years and thereafter, as at September 30, 2018:

Contractual obligations	Payments due by period				
	Total	< 1 year	1 - 3 years	4 – 5 years	> 5 years
<i>CAD millions, unless otherwise noted</i>					
Purchase obligations	49.716	24.055	13.769	11.618	0.274
Trade and other payables	3.820	3.820	-	-	-
Total contractual obligations	53.536	27.875	13.769	11.618	0.274

We signed a five-year sub-lease that commenced September 1, 2016, ending February 28, 2021, with Emsley & Associates (2002) Inc. (a related party – see below). Our annual commitments under the lease are as follows:

Commitments and contingencies	Payments due by fiscal period			
	Total	2019	2020	2021
<i>CAD millions, unless otherwise noted</i>				
Commitments and contingencies	0.714	0.286	0.301	0.128

Transactions between Related Parties

Input is related to Emsley & Associates (2002) Inc., and Nomad Capital Corp. as a result of common management. The companies share common office space, certain equipment and some personnel. These expenses are managed through a Shared Services Agreement whereby expenses are shared between companies. Related party expenses are summarized in the following table:

Corporate administration expenses	Three months ended Sept 30, 2018	Three months ended Sept 30, 2017	Year ended Sept 30, 2018	Year ended Sept 30, 2017
<i>CAD millions, unless otherwise noted</i>				
Corporate administration expenses	0.283	0.487	0.822	1.129

Critical Accounting Estimates

The preparation of the Consolidated Financial Statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. Actual results may differ from those estimates.

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 period affected.

Significant areas requiring the use of management estimates are further described below:

Financial Instruments

The Company classifies its financial instruments into one of the following categories: financial instruments at fair value through profit or loss (“FVTPL”); loans and receivables; and other liabilities. All financial instruments are measured at fair value on initial recognition and recorded in the consolidated statement of financial position. Transaction costs are included in the initial carrying amount of the financial instruments unless the financial instruments are classified as fair value through profit or loss. Transaction costs attributable to the acquisition of financial instruments classified as fair value through profit or loss are recognized immediately in net income. Measurement in subsequent periods depends on the classification of the financial instrument.

Cash, trade and other receivables, mortgages and loans receivable and crop interests relating to contracts that are in the process of restructuring and or security realization are classified as loans and receivables and are measured at amortized cost. Trade and other payables are classified as other liabilities and these are measured at amortized cost using the effective interest method.

Derivative financial instruments, including crop interests, are recognized as a financial asset on the trade date. All derivative financial instruments are classified as FVTPL and recorded at fair value on the statements of net income (loss) and comprehensive income (loss) in market value adjustments. Realized gains and losses that result from the sale of tonnes of crop are recognized in profit or loss in realization of crop interests.

Financial assets are derecognized when the contractual rights to the cash flows from the asset are settled or they expire. Financial liabilities are derecognized only when the Company’s obligations are discharged, cancelled or they expire. All gains and losses as a result of changes in fair value for FVTPL financial instruments are included in income (loss) and comprehensive income (loss) in the period they occur.

Crop Interests

Crop interests are agreements for which settlements are called for in tonnes of crop, the amount of which is determined based on terms in the crop purchase agreements which are capitalized on a contract by contract basis and are recorded at fair value. As the contracts contain an embedded derivative relating to the market value of crop, at each reporting date the fair value of each contract is calculated using internal discounted cash flow models that rely on forward commodity pricing provided by independent sources. Other variables that impact the fair value of crop interests include the timing of the delivery of the tonnes, changes in expected costs of realizing on the contract, and changes in the risk free interest rate. Subsequent changes in fair value of these derivative financial instruments are recognized in profit or loss in unrealized market value gain (loss). Realized gains and losses that result from the sale crop is recognized in profit or loss in realization of crop interests.

Included in crop interests are contracts that are in the process of restructuring and or security realization. These contracts are fair valued at the time of initiating restructuring or realization and subsequently recorded at cost less any write downs for impairment. Legal and other expenses relating to enforcement of security are expensed as

incurred. Contracts in the process of security realization are fair valued at each reporting date based on the expected amount of capital to be recovered net of legal and other costs to determine if impairment exists.

As at September 30, 2018 there are streaming contracts that are in the process of restructuring and or security realization. The value of these contracts included in crop interests at September 30, 2018 is \$9.380 million (September 30, 2017 - \$10.132 million) which is recorded as a non-current asset.

Based on Input's September 30, 2018 crop interests, a 1% change in the price of canola would result in a \$0.284 million (September 30, 2017 - \$0.684 million) unrealized market value gain (loss) recorded on the Statement of Comprehensive Income.

Assets held for sale

Assets held for sale consists of land and other assets registered in Input's name resulting from Input enforcing security under contracts being terminated or as a result of contract buy backs. These assets are recorded at fair value based on quoted market prices for similar assets with an offsetting reduction in crop interests. These assets are expected to be sold in the near term. Subsequent changes in the fair value, if any, are recorded in other income in the statement of net income (loss) and comprehensive income (loss).

Assets held under agreements for sale

Assets held under an agreement for sale resulted from an agreement to sell assets that were previously recorded as assets held for sale. The sale agreement was to close upon the final payment of the purchase price being received at a future date. The agreement for sale contained annual rental payments over the term of the agreement. Income was recognized on a straight-line basis over the term of the agreement.

The Company assessed assets held under an agreement for sale for objective evidence of impairment at each reporting period. Assets held under an agreement for sale were considered impaired if there was objective evidence at the end of the reporting period that there had been a deterioration in the value of underlying property securing the asset held under an agreement for sale.

During the year ended September 30, 2018, the assets which had been held under an agreement for sale were sold to the agreement holder with the Company taking back a traditional first mortgage.

Other financial assets (liabilities)

Other financial assets (liabilities) include crop delivery and basis price contracts with grain companies, farmers and canola crushing facilities. These contracts are generally settled by delivery of tonnes or in cash. At each reporting date the fair value of each contract is calculated using current and future crop pricing provided by independent sources. Subsequent changes in fair value of these derivative financial instruments are recognized in profit or loss in unrealized market value adjustments.

Part of the Company's crop marketing program involves the purchase of crop futures and options contracts to maintain an open pricing position. These contracts are settled in cash and at each reporting date the fair value of open contracts is calculated using current crop pricing provided by independent sources. Subsequent changes in fair value of these derivative financial instruments are recognized in profit or loss in unrealized market value adjustments. Realized gains and losses relating to these contracts are recognized in realized gain (loss) on futures and options.

Mortgages and loans receivable

Mortgages and loans receivable include mortgages and other loans that contain fixed and determinable payments. Upon initial recognition, these are recognized at fair value. Subsequently these assets are carried at amortized cost. Interest revenue is recorded on an accrual basis provided that the mortgage or loan is not impaired.

The Company assesses mortgages and loans receivable for objective evidence of impairment both individually and collectively at each reporting period. A mortgage or loan is considered impaired when there is objective evidence at the end of the reporting period that there has been a deterioration of credit quality to the extent that the Company no longer has reasonable assurance as to the timely collection of the full amount of principal and interest. The Company will consider, but is not limited to considering, the following as part of the creditworthiness and status of a borrower: payment history, value of underlying property securing the mortgage or loan, overall economic conditions, and other conditions specific to the property.

An impairment loss is calculated as the difference between the carrying amount of the mortgage or loan receivable and the present value of the estimated future cash flows discounted at the original effective interest rate. Losses are recorded in the statement of net income (loss) and comprehensive income (loss) and are reflected in the provision for mortgage or loan losses.

Share based payments

The Company recognizes share based compensation expense for all share purchase options awarded to employees, officers and directors based on the fair values of the share purchase options and the share purchase options at the date of grant. The fair value of share purchase options at the date of grant is expensed over their vesting period of the options with a corresponding increase to equity in contributed surplus. The fair value of share purchase options is determined using the Black-Scholes option pricing model with market related inputs as of the date of grant. At the end of each reporting period, the Company re-assesses its estimates of the number of awards that are expected to vest and recognizes the impact of any revisions to this estimate in the statement of net income (loss) and comprehensive income (loss).

The Black-Scholes model requires management to estimate the expected volatility and term of the equity instrument, the risk-free rate of return over the term, expected dividends, and the number of equity instruments expected to ultimately vest. Volatility is estimated using the historical stock price of the Company, the expected term is estimated using historical exercise data, and the expected number of equity instruments expected to vest is estimated using historical forfeiture data. If and when share-based awards are ultimately exercised, the applicable amounts in Contributed Surplus are transferred to Share Capital.

Deferred income taxes

A deferred tax asset is recognized for unused tax losses, tax credits and deductible temporary differences, to the extent that it is probable that future taxable profits will be available against which they can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Risk Factors

Information relating to the risks and uncertainties to which Input is subject is summarized in the Risk Factors section of our most recent Annual Information Form (AIF), which section is incorporated by reference in this Risk section of our MD&A. The AIF is available, together with additional information relating to Input on SEDAR at www.sedar.com. These risks and uncertainties are not the only risks and uncertainties we face. Additional risks and uncertainties not currently known to us or that we currently consider immaterial also may impair operations. If any of these risks actually occur, our business, results of operations and financial condition, and the amount of cash available for dividends could be materially adversely affected.

New Accounting Standard and Interpretations

The International Accounting Standards Board ("IASB") issued a number of new and revised accounting standards which are effective for future periods. Standards required to be applied and that will have an impact for Input are outlined below:

Proposed Standard	Description	Effective Date	Expected Impact
International Financial Reporting Standard ("IFRS") 15 – Revenue from Contracts with Customers	The standard specifies how and when an IFRS reporter will recognize revenue as well as requiring such entities to provide users of financial statements with more informative, relevant disclosures.	Fiscal years beginning on or after January 1, 2018, applied retrospectively.	Input has not identified any significant impact on the timing and measurement of revenue from existing revenue recognition practices on the financial statements, but does expect to have additional disclosures.
IFRS 9 – Financial Instruments	The new standard is a single financial instrument accounting standard addressing classification and measurement, impairment and hedge accounting.	Fiscal years beginning on or after January 1, 2018, applied retroactively with certain exceptions.	Input does not expect any significant impact on the financial statements, but continues to do analysis. Input does expect to have additional disclosures. Input does not currently apply hedge accounting and does not plan to upon adoption of IFRS 9.
IFRS 16 - Leases	The new standard specifies how an IFRS reporter will recognize, measure, present and disclose leases.	Fiscal years beginning on or after January 1, 2019, applied retrospectively.	We are currently assessing the impact that IFRS 16 will have on our financial statements.

Outstanding Share Data

At September 30, 2018, there were 83,250,960 common voting shares outstanding (September 30, 2017 – 82,672,758).

The following table sets forth the issued and outstanding common voting shares and the common voting shares issuable on the conversion, exercise or exchange of securities into common voting shares.

Common Shares	Number
Outstanding	83,250,960
Issuable upon exercise of options ¹	6,345,940
Fully diluted common shares	89,596,900

Notes:

- (1) Stock option plan - Input has a stock option plan and, pursuant to the stock option plan, a total of 6,345,940 stock options are outstanding. All of the 6,345,940 stock options issued have been issued to directors, officers, employees and consultants of Input.

Non-IFRS Measures

We have established certain key performance metrics as indicators of the Company's strength. These include certain non-IFRS performance measures, including:

- Adjusted Crop Revenue, Adjusted Crop Volume and Adjusted Crop Margin;
- Adjusted Total Revenue;
- Adjusted Net Income, Adjusted Net Income per share, Adjusted EBITDA and Adjusted EBITDA per share.

We use these non-IFRS measures for its own internal measurement purposes. These non-IFRS measures do not have any standardized meaning prescribed by IFRS, and these measures may be calculated differently by other companies. The presentation of these non-IFRS measures enables investors and analysts to understand the underlying operating and financial performance of the Company in the same way as it is evaluated by us. We will periodically assess these non-IFRS measures and the components thereof to ensure their continued use is beneficial to the evaluation of the underlying operating and financial performance of the Company, and to confirm that these measures remain useful for comparison purposes to other royalty/streaming companies.

ADJUSTED CROP REVENUE, ADJUSTED CROP VOLUME AND ADJUSTED CROP MARGIN

In addition to regular crop delivery, we may accept cash or other assets as an acceptable settlement of crop volumes due to us under any kind of crop purchase agreement, including streaming contracts. This is done to square up partial loads, via offset of crop payments against volumes of committed tonnes, or as a result of crop insurance proceeds being paid directly to us to replace delivery shortfalls. Under the standards of IFRS, such net settlements do not meet the definition as sales revenue. The table below reconciles sales from physical crop volumes and net settlements of crop interests to arrive at an amount herein referred to as adjusted crop revenue, adjusted crop volume and adjusted crop margin.

Summary of Crop Sales	Fiscal year ended September 30, 2018			Fiscal year ended September 30, 2017		
	Crop Sales	Net Settlement	Adjusted	Crop Sales	Net Settlement	Adjusted
<i>CAD millions, unless otherwise noted</i>						
Crop volume (canola equivalent MT)	76,381	9,291	85,672	62,219	26,316	88,535
Crop revenue	36.763	4.573	41.336	29.036	13.017	42.052
add: gain from sale of futures and options	0.768	-	0.768	0.065	-	0.065
less: Upfront payments	(8.053)	(2.673)	(10.726)	(10.390)	(8.402)	(18.793)
less: Crop payments	(15.696)	(0.879)	(16.575)	(7.547)	(1.166)	(8.713)
less: Other direct expenses	(9.470)	(0.010)	(9.480)	(7.356)	(0.004)	(7.360)
Crop margin	4.311	1.012	5.323	3.807	3.443	7.251

Summary of Crop Sales	Three months ended September 30, 2018			Three months ended September 30, 2017		
	Crop Sales	Net Settlement	Adjusted	Crop Sales	Net Settlement	Adjusted
<i>CAD millions, unless otherwise noted</i>						
Crop volume (canola equivalent MT)	9,257	643	9,901	25,280	5,270	30,550
Crop revenue	4.513	0.312	4.825	11.415	3.052	14.467
add: gain from sale of futures and options	0.566	-	0.566	0.108	-	0.108
less: Upfront payments	(0.206)	(0.153)	(0.359)	(3.364)	(1.755)	(5.119)
less: Crop payments	(3.334)	(0.055)	(3.389)	(5.766)	(0.448)	(6.214)
less: Other direct expenses	(0.961)	(0.002)	(0.963)	(1.354)	(0.002)	(1.356)
Crop margin	0.578	0.102	0.680	1.039	0.847	1.886

ADJUSTED TOTAL REVENUE

Adjusted Total Revenue is a non-IFRS financial measure calculated by adding the following to Adjusted Crop Revenue:

- Interest Revenue; and
- Rental Revenue.

In addition to regular crop delivery, we may accept cash or other assets as an acceptable settlement of crop volumes due to us under any kind of crop purchase agreement, including streaming contracts. This is done to square up partial loads, via offset of crop payments against volumes of committed tonnes, or as a result of crop insurance proceeds being paid directly to us to replace delivery shortfalls. Under the standards of IFRS, such net settlements do not meet the definition as sales revenue. The table in the section above reconciles sales from physical crop volumes and net settlements of crop interests to arrive at an amount referred to as adjusted crop revenue. Adjusted total revenue is the total of adjusted crop revenue, interest revenue, and rental revenue, and in the opinion of management is a better measure of Company revenue from period to period.

Summary of Adjusted Total Revenue	Three months ended		Fiscal year ended	
	Sept 30		Sept 30	
<i>CAD millions, unless otherwise noted</i>	2018	2017	2018	2017
Adjusted crop revenue	4.825	14.467	41.336	42.052
plus: Interest revenue	1.038	0.299	2.392	0.636
plus: Rental revenue	0.013	0.028	0.293	0.141
Adjusted total revenue	5.875	14.794	44.021	42.830

ADJUSTED NET INCOME, ADJUSTED NET INCOME PER SHARE, ADJUSTED EBITDA AND ADJUSTED EBITDA PER SHARE

Adjusted Net Income and Adjusted Net Income per share are non-IFRS financial measures calculated by excluding the following from net income (loss) and earnings per share (“EPS”):

- Unrealized market value adjustment;
- Realized market value expense (gain);
- Realized market value loss (gain) on buyouts;
- Non-recurring and other expenses.

Management uses Adjusted Net Income and Adjusted Net Income per share to evaluate the underlying performance of the Company for the reporting periods presented. Management believes that Adjusted Net Income and Adjusted Net Income per share are useful metrics for investors and analysts to evaluate the underlying performance of the Company. While the loss/gain on market value adjustment of the Company’s crop interests will be a recurring item, this loss/gain does not reflect the underlying operating performance of the Company, nor is it necessarily indicative of future operating results.

Adjusted EBITDA and Adjusted EBITDA per share are non-IFRS financial measures calculated by excluding the following from adjusted net income and adjusted net income per share:

- Income tax expense (recovery);
- Realization of crop interests - upfront payments;
- Amortization of capital and intangible assets; and
- Interest expense.

Management’s view is that Adjusted EBITDA and Adjusted EBITDA per share are useful metrics for investors and analysts to evaluate the pre-tax earnings of the Company without the effects of non-cash charges (such as amortization of capital and intangible assets, realization of upfront crop interests and interest expenses).

The Company treats upfront payments as an investment in future deliveries of crop. Adjusted EBITDA is a non-IFRS measure that is useful in evaluating the Company's results after this upfront investment is made.

<i>Reconciliation of Net Income, Adjusted Net Income, Adjusted Net Income per Share, Adjusted EBITDA and Adjusted EBITDA per Share</i>	Three months ended Sept 30		Fiscal year ended Sept 30	
	2018	2017	2018	2017
<i>CAD millions, unless otherwise noted</i>	2018	2017	2018	2017
Net income (loss)	(2.497)	0.168	(1.383)	(9.131)
Unrealized market value adjustment	3.814	2.556	2.878	12.424
Realized market value expense (gain)	0.018	(0.559)	0.201	0.324
Realized market value loss (gain) on buyouts	0.125	(0.542)	0.956	1.690
Non-recurring & other expenses ¹	0.238	0.173	1.426	1.644
Adjusted net income	1.668	1.797	4.078	6.950
Adjusted net income per share	\$0.02	\$0.02	\$0.05	\$0.08
Income tax expense (recovery)	(1.074)	(0.134)	(0.438)	(3.239)
Realization of crop interests - upfront payment	0.359	5.119	10.726	18.793
Amortization of capital and intangible assets	0.010	0.010	0.046	0.038
Interest expense	0.045	0.064	0.167	0.088
Adjusted EBITDA	1.038	6.856	14.579	22.629
Adjusted EBITDA per share	\$0.01	\$0.08	\$0.17	\$0.28
Weighted average shares outstanding (basic)	84.123	82.046	84.043	81.794

Note:

- (1) Non-recurring and other expenses are those deemed by management to be non-cash, non-recurring, relating to financing, security realization, severance costs, share-based payments, or other, predominantly reported within general and administrative expenses.

Outlook

We have previously reported that 2017 was generally a good farming year for most farmers in western Canada. Yields and prices were strong, harvest went smoothly, crop quality was good, and grain movement generally good. As a result, strong cash flow reduced the need of farmers to turn to Input to solve working capital issues, which is the focus of our capital stream product. Capital deployment into capital streams was slow throughout our 2018 fiscal year as a result. We do not see this as a permanent situation, and we will continue to adapt and enhance our capital stream solution to fit market needs as they evolve.

The 2018 growing season was different from 2017. Harvest activity was significantly delayed by multiple heavy unseasonal snowfalls in September. Before the weather improved and allowed harvest to be completed, many farmers were concerned that much of their crop would stay in the field all winter, and much of the crop that was harvested required significant amounts of drying in order to be stored safely and sold without taking heavy discounts. This provides some reason to think that working capital solutions may be in greater demand in the months ahead, but it is too soon to draw any conclusions regarding near-term demand for capital streams at this time.

Canola prices rose during the 2017 harvest and remained strong until the 2018 harvest outlook improved in mid-to-late October 2018. At the time of writing, we have begun to see more typical post-harvest price declines due to high supply levels. This year, the value proposition offered by our marketing stream program is noticeable: Input averaged \$489.79 per tonne on sales in September and has sales booked at \$491.29 per tonne from October through December. Meanwhile, the spot price at the time of writing ranges from \$438.50 to \$464.50 per tonne in Saskatchewan and Alberta. This price difference demonstrates the value in Input's approach to crop marketing, and this should translate into improved opportunities to acquire marketing stream clients this winter.

The launch of mortgage streams has gone very well, and we believe there is good ongoing potential demand for this product. We are in ongoing discussions with several parties interested in providing capital to fund mortgages, and we hope to have progress to report on these efforts in the future. We believe that mortgage streams represent the most material opportunity for the expansion of our business over the years ahead, as well as the prospect for the best returns for shareholders. That is why we will be focussing the bulk of our efforts around the expansion of the mortgage stream business. Every mortgage stream also has a marketing stream bundled with it, so growth in mortgage streams also contributes to growth in marketing streams.

From a financial reporting perspective, mortgages offer the prospect of slightly less seasonality in deployment numbers, and almost no seasonality in financial results, helping to smooth our quarter-to-quarter results significantly as our book of mortgage streams grows.

We are off to a good start on deployment efforts since the start of the new fiscal year on October 1. To date, we have deployed over \$4.5 million into new mortgage and marketing streams, and we have a robust pipeline of mortgage applications at various stages of development and review.

Cautionary Statement on Forward-looking Information

Certain information contained in this MD&A contains forward-looking statements concerning the future results, future performance, intentions, objectives, plans and expectations of the Company. Often, but not always, forward-looking statements can be identified by the use of words such as “plans”, “expects”, “is expected”, “estimates”, “intends”, “anticipates”, “believes” or variations of such words and phrases (including negative and grammatical variations) or state that certain actions, events or results “may”, “could”, “would”, “might” or “will” be taken, occur or be achieved. Forward-looking statements include known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements.

Forward-looking statements are based on certain assumptions and analyses made by the Company in light of its experience and perception relating to historical trends, current conditions and expected future developments and other factors the Company believes are appropriate, and are subject to risks and uncertainties. Although the Company believes that the assumptions underlying these statements are reasonable, they may prove to be incorrect and the fact that the Company has a short operating history may result in the assumptions being less accurate. Whether actual results, performance or achievements will conform to the Company’s expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those listed under the section entitled “Risk Factors” in Input’s Annual Information Form available on SEDAR at www.sedar.com.

Forward-looking statements are not guarantees of future performance. These forward-looking statements should not be relied upon as representing the views of the Company as of any date subsequent to the date of this MD&A. Although the Company has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements.

The forward-looking statements contained in this MD&A are expressly qualified in their entirety by this cautionary statement and by the risk factors described under the Heading “Risk Factors” in our most recent Annual Information Form and as otherwise disclosed in our filings with securities regulatory authorities which are available on SEDAR at www.sedar.com. The forward-looking statements included in this MD&A are made as of the date of this MD&A and the Company does not undertake any obligation to publicly update such forward-looking statements to reflect new information, subsequent events or otherwise, except as required by applicable securities laws.

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