



# Q1 2020 REPORT

MANAGEMENT DISCUSSION  
AND ANALYSIS

# 2020

WITH US  
IT'S  
**PERSONAL**

# TABLE OF CONTENTS

- 02. President's Report First Quarter 2020
- 03. Management's Discussion and Analysis
- 14. Analysis of Results by Segment
- 24. Corporate Information

# PRESIDENT'S REPORT FIRST QUARTER 2020

Within 3 days of Canada being shut down, Olympia was able to operate remotely with most of our employees working from home on encrypted connections and devices, continuing to provide our customers with great service during these very difficult times. We are very proud of our IT department and their dedicated employees.

The company's pre-tax earnings for the quarter were \$2,921,704 which is down \$867,000 from last year's first quarter. The most significant reason for the decrease in earnings was the fabulous results of our Currency and Global Payments division in the first quarter of last year vs the first quarter of this year. Last year the Currency and Global Payments division had pre-tax earnings of \$1,321,000 vs pre-tax earnings of \$43,000 for first quarter of 2020. The massive change in earnings in the Currency and Global Payments division is the result of a few customers doing many trades in the first quarter of last year where the company was earning good margins and then a significant reduction of trade volumes accompanied by lower margins. Overall, our company is performing better this year than last year with the exception of the Currency and Global Payments Division.

The Registered Plans division continues to lead the company in earnings with a 19% increase in pre-tax earnings in the first quarter. Olympia Benefits saw a small decrease in earnings for the quarter probably relating to the fact that most medical offices were closed for half of March which led to lower claims. Last year's earnings were negatively affected by losses (investments) in our two new businesses, Exempt Edge and Corporate and Shareholder Services whose combined loss for the 2019 year was \$1,812,000. Both these divisions continue to add new customers. Exempt Edge is just completing the integration of its exempt market software with the Registered Plans division's software at which time it can offer the exempt industry a truly remarkable integrated software system. Once the integration is complete, the division can focus on marketing and trimming expenses. We expect their combined losses for the year to be significantly lower than last year and these lower losses should offset the dismal first quarter performance of the Currency and Global Payments division.

Any real forecasting for the year definitely depends on how long one thinks Canada will remain in lock down. Things are starting to open up and hopefully the experience will be positive. Canada will start growing again and I'm sure Olympia will play a role in that growth.

The company, through Olympia Charitable Foundation has donated \$65,000 to various food banks and recently promoted a match me fund drive for the Calgary Zoo where the Charity agreed to match contributions up to \$15,000 and that led to a total of \$50,000 being raised that day. In times of trouble like this we all have to do our part in trying to help out. Olympians lead by example.

# 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 March 31, 2020.

This MD&A should be read in conjunction with Olympia's unaudited condensed consolidated interim financial statements ("interim financial statements") for the three months ended March 31, 2020 and March 31, 2019, the MD&A found in Olympia's 2019 Annual Report, and the audited consolidated financial statements and related notes for the years ended December 31, 2019 and 2018. 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, 2019, 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 May 14, 2020. Additional information about Olympia, including quarterly and annual reports, is available on Olympia's website at [www.olympiafinancial.com](http://www.olympiafinancial.com) and on SEDAR at [www.sedar.com](http://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, based on the information available on the date such statements are made and the process used to prepare the information, 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.

Given the changing circumstances surrounding the COVID-19 pandemic and the related response from, governments (federal, provincial and municipal), regulatory authorities, businesses and customers, there is inherently more uncertainty associated with Olympia's assumptions as compared to prior periods. These assumptions, include but are not limited to management expectations with respect to:

- general economic conditions in Canada, which includes the impact of the COVID-19 pandemic on the economy and financial markets;
- the impact of COVID-19 pandemic and other health risks on Olympia's business, operations, capital resources and/or financial results;
- 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; and
- management's ability to anticipate and manage risks associated with these factors; and

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 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, Currency and Global Payments 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.

## COVID-19 Update

The outbreak of the novel strain of coronavirus, specifically identified as "COVID-19", has resulted in governments worldwide enacting emergency measures to contain the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods, self-isolation, physical and social distancing and the closure of non-essential businesses, have caused material disruption to businesses in Canada and globally. Global debt and equity capital markets have experienced significant volatility and weakness. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions.

Developments in March and April 2020 regarding the COVID-19 pandemic have resulted in a shift in Olympia's focus towards ensuring the safety of our employees by allowing them to work remotely wherever possible while maintaining customer service standards and other critical business operations. The resumption of normal business operations is highly dependent on the progression of the pandemic and the success of emergency measures enacted to contain the spread of the virus, which will influence when governmental authorities remove various restrictions on business activities.

As an emerging risk, the duration and impact of the COVID-19 pandemic is unknown at this time, as is the efficacy of the government and central bank interventions. Any estimate of the length and severity of these developments is therefore subject to significant uncertainty, and accordingly estimates of the extent to which the COVID-19 pandemic may, directly or indirectly, materially and adversely affect Olympia's operations, financial results and condition in future periods are also subject to significant uncertainty.

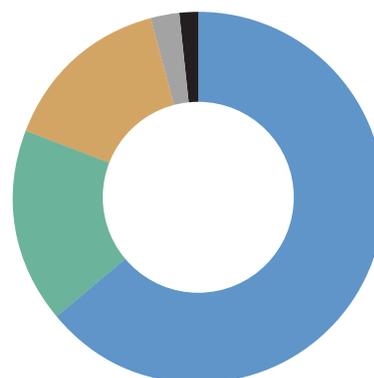
## Summary of financial results

### Overview and financial highlights for the three-month period ended March 31, 2020, when compared to the three month period ended March 31, 2019

- Total net earnings and comprehensive income decreased 22% to \$2.14 million from \$2.74 million, mainly due to a decrease in the number and size of forward exchange contracts sold by Olympia Trust's Currency and Global Payments division.
- Total revenue increased 6% to \$12.31 million from \$11.58 million, mainly as a result of increased service revenue in the Corporate and Shareholder Services and Exempt Edge divisions, as well as an increase in trust income.
- Service revenue increased 4% to \$8.84 million from \$8.53 million, mainly due to an increase in transactions in the Corporate and Shareholder Services division.
- Other gains (net of other losses), decreased more than 93% to \$0.19 million from \$2.60 million mainly due to Olympia Trust's Currency and Global Payments division recording a \$0.16 million unrealized forward foreign exchange contract gain in the current year compared to the previous year's of \$2.22 million. This decrease is the result of a decrease in the number and size of forward exchange contracts.
- 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 13% to \$3.46 million from \$3.05 million, mainly due to Olympia being able to earn interest at a higher rate than the previous year. The Canadian prime rate was 2.45% as at March 31, 2020, compare to 3.95% on March 31, 2019.

- Direct and administrative expenses (excluding depreciation and amortization) decreased 9% to \$9.16 million from \$10.02 million, mainly due to decreases in commission expense, salaries, bonuses and wages.
- Earnings before income tax decreased 23% to \$2.92 million from \$3.79 million.
- Income tax expense is recognized based on the estimated average annual income tax rate for the full financial year. A rate of 25% is being used for the period ended March 31, 2020. The rate used as at March 31, 2019, was 27%.
- Basic and diluted earnings per share attributable to shareholders of Olympia decreased 21% to \$0.90 per share from \$1.14 per share.

## TOTAL REVENUE BY DIVISION (%)



	Q1 2020	Q1 2019
• Registered Plans	64%	63%
• Private Health Services	17%	19%
• Currency and Global Payments	15%	16%
• Exempt Edge	2.5%	1%
• Corporate Shareholder Services	1.5%	1%

# 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)	Mar. 31 2020	Dec. 31 2019	Sep. 30 2019	Jun. 30 2019	Mar. 31 2019	Dec. 31 2018	Sep. 30 2018	Jun. 30 2018
Service revenue	8,843	9,192	8,670	9,188	8,530*	9,738	9,452	10,308
Interest revenue and trust income	3,465	3,589	3,424	3,441	3,048	2,966	2,963	2,874
Expenses	(9,579)	(10,066)	(9,315)	(9,556)	(10,393)	(8,831)	(8,584)	(9,268)
Other gains/(losses), net	193	85	489	(74)	2,604*	(310)	(809)	(189)
Earnings before income taxes	2,922	2,800	3,268	2,999	3,789	3,563	3,022	3,725
Earnings from continuing operations	2,143	1,998	2,294	2,295	2,739	2,591	2,200	2,725
Earnings/(loss) from discontinued operations	-	-	-	-	-	30	25	(199)
Net earnings	2,143	1,998	2,294	2,295	2,739	2,621	2,225	2,526
Per share attributable to shareholders of Olympia from continuing operations - basic and diluted (\$)	0.90	0.85	0.96	0.97	1.14	1.09	0.92	1.14
Per share attributable to discontinuing operations - basic and diluted (\$)	-	-	-	-	-	0.01	0.01	(0.08)
Dividends per share (\$)	0.69	0.69	0.69	0.69	0.63	0.60	0.60	0.54

\*Presentation of Q1 2019 has been adjusted for the reclassification of the insurance settlement to align with the Q4 2019 presentation.

## Objectives for 2020

Management has set the following major objectives for 2020:

- Grow the Corporate and Shareholder Services division;
- Continue to invest in Olympia's online presence;
- Implement operational changes to the Currency and Global Payments division;
- Transition from cost reduction to revenue expansion in the Health Services Plan division;
- Continue to grow the Exempt Edge division; and
- Further develop the Registered Plans division's app and online platform.

## Grow the Corporate and Shareholder Services division

In 2020, the Corporate and Shareholder Services division continues to promote its transfer agent and corporate trust services across Western Canada, with specific focus on growing its market presence in Vancouver. The Corporate and Shareholder Services division is also working on the integration of its transfer agency services, with the Issuer's Edge platform developed by the Exempt Edge division.

## 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. As at March 31, 2020, all staff have successfully transitioned to working from home during the COVID-19 pandemic. Olympia will further enhance its capability to maintain normal operations with staff that are working from home and will provide and improve support to staff and clients as needed.

### **Implement operational changes to the Currency and Global Payments division**

The focus for Currency and Global Payments (formally Foreign Exchange) is to improve operational efficiency to increase client experience and retention. As such, the division has initiated a review of our back office systems and is looking to identify a new technology partner in Q2 who will help the division manage clients, compliance and risk. This new system will be developed and deployed over the remainder of 2020 and will replace and consolidate several technologies currently being utilized by the division. The newly branded Currency & Global Payments (CGP) has launched with internal communication to all Olympia staff completed. A new website for CGP is scheduled to be launched in Q2 but the public launch of the rebrand has been delayed as a result of COVID-19.

### **Transition from cost reduction to revenue expansion in the Health Services Plan division**

Olympia's Health Services Plan division has three strategic objectives for 2020 and beyond – increase sales, strengthen the customer base, and advance technology infrastructure.

2019 saw an increase of more than 100% in website traffic and lead generation. Understanding the customer journey and the conversion of leads is a top priority for improving sales. A new website and an extension of current marketing endeavours is anticipated to increase lead generation.

Customer success is crucial given the division's transition to a subscription model. The division will deepen its understanding of the customer experience. A new customer model will be developed to encourage customers to not only renew their plan, but purchase additional products such as the Wellness Spending Account and Telemedicine.

Finally, to keep pace with the competitive market, the division will place an emphasis on advancing its core technology infrastructure. The customer platform "My Olympia," database system, and mobile app will be refined to provide a sturdy and flexible foundation for future growth.

### **Continue to grow the Exempt Edge division**

The Exempt Edge division ended the 2019 fiscal year strongly with the adoption of its Dealer's Edge platform by one of the largest exempt market dealers in Canada. In 2020, the Exempt Edge division continues to promote the adoption of its Issuer's



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**KATHERINE COLBURN-SWARTZ AND TANNIS SINGLETARY**

Edge and Dealer's Edge platforms and encourages the conduct of transactions of exempt market securities via the Edgelink ecosystem. Development efforts in 2020 will focus on integrating the Dealer's Edge and Issuer's Edge platforms with the trust services provided by the Registered Plans division and the transfer agency services provided by the Corporate and Shareholder Services division.

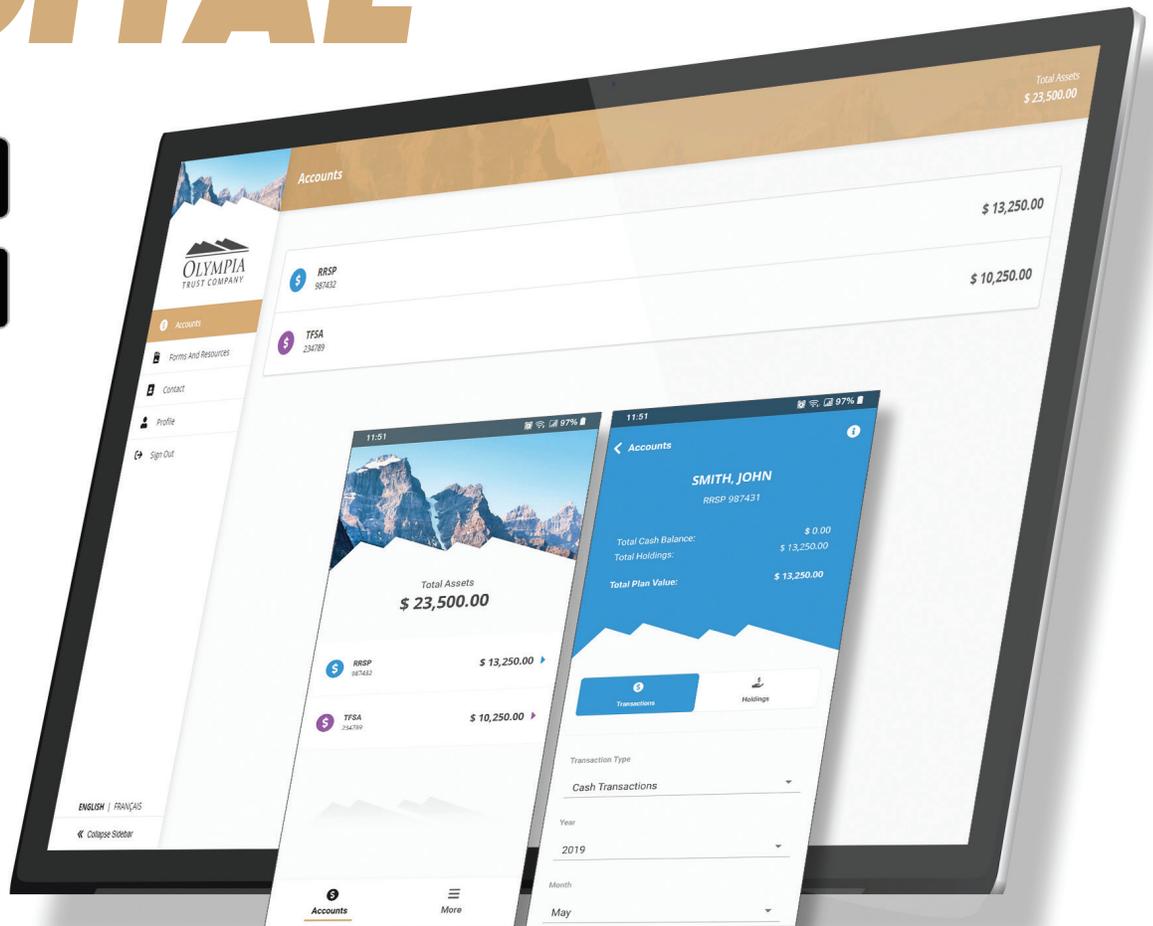
### **Further develop the Registered Plans division's app and online platform**

The Registered Plans division has deployed and is marketing version three of its app. Management believes this product enhances the customer experience for those who prefer online banking. In 2020, Olympia will continue to implement technological integrations of the Registered Plans division's online platform and app, as well as integrating the primary back office system with certain platforms of the Exempt Edge division. This will create efficiencies for both end user and Olympia entities.

## Outlook for 2020

Olympia continues to monitor and assess the impact of COVID-19 and the emergency measures enacted to contain the spread of the virus and mitigate its economic effects. Olympia is well diversified, with its Registered Plans, Private Health Services Plan, Currency and Global Payments, Exempt Edge, and Corporate and Shareholder Services divisions.

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**DIGITAL**



# FINANCIAL ANALYSIS

## Interim Condensed Consolidated Balance Sheets as at

(\$)	March 31, 2020	December 31, 2019
<b>ASSETS</b>		
<b>Current assets</b>		
Cash & cash equivalents	\$ 15,319,635	\$ 13,754,089
Trade & other receivables	5,709,537	3,105,766
Inventory	56,518	56,518
Prepaid expenses	1,545,590	1,270,284
Derivative financial instruments	6,406,422	2,177,020
Current tax receivable	81,485	-
<b>Total current assets</b>	<b>29,119,187</b>	<b>20,363,677</b>
<b>Non-current assets</b>		
Restricted cash & investments	11,950,367	2,500,000
Equipment & other	1,038,768	1,120,955
Intangible assets	2,711,487	2,748,214
Right of use asset	939,583	1,073,064
Financial asset at fair value through other comprehensive income	38,034	38,574
Long-term lease receivable	43,658	55,156
Promissory note receivable	1,413,720	1,400,000
Derivative financial instruments	1,923,083	1,840,389
Deferred tax assets	679,466	786,200
<b>Total non-current assets</b>	<b>20,738,166</b>	<b>11,562,552</b>
<b>Total assets</b>	<b>\$ 49,857,353</b>	<b>\$ 31,926,229</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Trade & other payables	\$ 1,885,967	\$ 1,456,166
Deferred revenue	9,911,514	486,655
Revolving credit facility	10,231,126	6,655,347
Other liabilities & charges	1,996,816	1,732,886
Lease liabilities	920,731	907,066
Derivative financial instruments	3,940,360	657,259
Current tax liability	-	176,795
<b>Total current liabilities</b>	<b>28,886,514</b>	<b>12,072,174</b>
Lease liability	802,668	1,038,286
Derivative financial instruments	1,756,411	887,020
<b>Total liabilities</b>	<b>\$ 31,445,593</b>	<b>\$ 13,997,480</b>
<b>EQUITY</b>		
Share capital	\$ 7,886,989	\$ 7,886,989
Contributed surplus	86,373	86,373
Retained earnings	10,680,751	10,164,595
<b>Equity attributable to owners of Olympia</b>	<b>18,654,113</b>	<b>18,137,957</b>
Non-controlling interests	(242,353)	(209,208)
<b>Total equity</b>	<b>18,411,760</b>	<b>17,928,749</b>
<b>Total equity &amp; liabilities</b>	<b>\$ 49,857,353</b>	<b>\$ 31,926,229</b>

## Cash, cash equivalents and restricted cash and investments

Olympia continues to generate cash from its core businesses. As at March 31, 2020, cash reserves increased by 11% to \$15.32 million (December 31, 2019 – \$13.75 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 fees is recognized as deferred revenue. Olympia utilized a large portion of its cash reserves to fund the increased collateral requirements of the Currency and Global Payments division.

Restricted cash and investments as at March 31, 2020, of \$11.95 million (December 31, 2019 – \$2.50 million), consist of cash held by financial institutions as collateral for the performance of Olympia's Currency and Global Payments division's trading platform obligations. The increase is mainly due to changes in global markets arising from the COVID-19 pandemic, which required Olympia to place further funds as collateral. 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 used 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 53% of the total current assets of Olympia at March 31, 2020, compared to 67% at December 31, 2019.

## 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, 2020.

Olympia has made allowances for doubtful accounts of \$0.95 million, compared to \$0.98 million as at December 31, 2019. 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 IFRS 16.

## Promissory note receivable

On June 5, 2018, Olympia announced the sale to Tarman ATM Inc. ("Tarman") of the ATM business operated by Olympia ATM Inc., as a going concern, for an amount equal to the then current net book value of all assets used in the ATM business less all assumed liabilities; an amount estimated to be \$1.4 million.

The sale of the ATM business to Tarman, a corporation owned and controlled by Rick Skauge, was a related party transaction, as defined in Multilateral Instrument 61-101 – *Protection of Minority Security Holders in Special Transactions*, but was exempted from Olympia obtaining disinterested shareholder approval and a formal valuation as the fair market value of the proposed transaction was less than 25% of Olympia's market capitalization.

An ad hoc committee composed solely of the independent members of Olympia's Board of Directors was constituted to consider and approve the sale of the ATM business to Tarman. As part of its deliberations, the ad hoc committee of the Board of Directors noted the continuing losses of approximately \$120,000 per month in the ATM business and acknowledged that while the ATM business still had the potential to grow and expand, it was unlikely to become profitable in the near future. Given the immediate financial benefits that the sale of the ATM business would have for Olympia and the uncertain timelines to profitability, the ad hoc committee believed the sale of the ATM business to be in the best interest of Olympia. The ad hoc committee of the Board of Directors obtained a fairness comfort letter stating that the proposed transaction was fair to the disinterested shareholders of Olympia. In addition, following the public disclosure of the transaction, Olympia received an unsolicited expression of interest in the ATM business from a third party. Olympia permitted the third party to conduct a due diligence review and valuation of the ATM business and received an offer to purchase the ATM business from the third party that was economically comparable to the offer made by Tarman.

In conjunction with the sale of substantially all the assets of Olympia ATM Inc. to a related party 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. 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 March 31, 2020, interest of \$13,720 was 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 has obtained the required consent. Olympia also agreed to subordinate to CWB all security interests granted to Olympia by Tarman.



Office mates

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 Currency and Global Payments 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 exposure. Forward foreign exchange contracts are not designated as hedges and they are recorded at fair market value through profit and loss.

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 recognition of a forward foreign exchange contract asset of \$8.33 million as at March 31, 2020, compared to \$4.02 million as at December 31, 2019, and a forward foreign exchange contract liability of \$5.70 million as at March 31, 2020, compared to \$1.54 million as at December 31, 2019. The movement in the derivative financial instruments asset and

liability is mainly due to the fluctuation of the Canadian, United States dollar, and Japanese yen exchange rates, as the vast majority of the Currency and Global Payments division's trades are in Canadian, United States dollars, and Japanese yen. The number and size of outstanding forward foreign exchange contracts largely impacts the movement in the derivative financial instrument assets and liabilities, with the resultant change to fair value being recorded in the statement of earnings and comprehensive income.

### Intangible assets

The capital additions of \$0.12 million relates to the continued development and enhancement of the Issuer's Edge, Dealer's Edge, and Edgeline systems by the Exempt Edge division and the continued development 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 (24%), government taxes (61%), amounts due to agents, clients and commission payable (9%) and amounts due to related parties (6%).

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

### Deferred revenue

At March 31, 2020, deferred revenue totaled \$9.91 million compared to \$0.49 million as at December 31, 2019. This is comprised of annual fees received by the Private Health Services Plan division, the Corporate and Shareholder Services division and the Registered Plans 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 \$0.06 million for the three months ended March 31, 2020 (March 31, 2019 – \$0.06 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.

### Subsequent Event

On March 11, 2020, the World Health Organization declared COVID-19 a pandemic. The outbreak of COVID-19 has resulted in governments worldwide enacting emergency measures to contain the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods, self-isolation, physical and social distancing and the closure of non-essential businesses, have caused material disruption to businesses in Canada and globally. Global debt and equity capital markets have experienced significant volatility and weakness. Governments and central banks have reacted with significant monetary and fiscal interventions designed to stabilize economic conditions. Given the unprecedented and pervasive impact of changing circumstances surrounding the COVID-19 pandemic, there is inherently more uncertainty associated with Olympia's future operating assumptions and expectations as compared to prior periods. As such, it is not

possible to estimate the impact that the COVID-19 pandemic will have on the Olympia's financial position or results of operations in future periods. The resumption of normal business operations is highly dependent on the progression of the pandemic and the success of emergency measures enacted to contain the spread of the virus, which will influence when authorities remove various restrictions on business activities.

### Related party transactions

Refer to Note 26 of the interim financial statements for the period ended March 31, 2020, for disclosure on Olympia's related party transactions

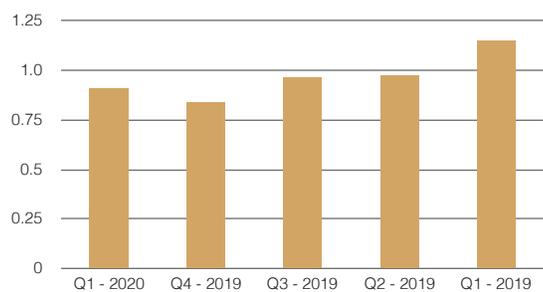
### Shareholders' equity

As at March 31, 2020, Olympia had 2,406,336 outstanding shares (December 31, 2019 – 2,406,336), 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

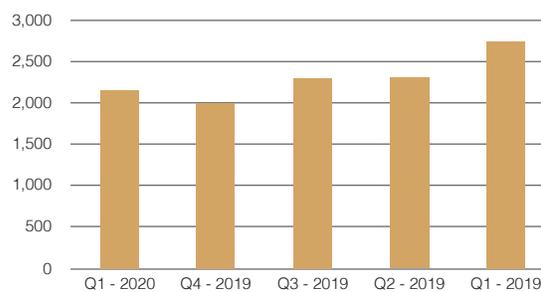
Deferred income tax assets are recognized for loss carry-forward and other deductible temporary differences to the extent that the realization of the related tax benefit is probable through future taxable profits or other tax planning opportunities. The average corporate rate used for the three months ended March 31, 2020, was 25% (March 31, 2019 – 27%).

## EPS PER QUARTER (\$)



Q1 - 2020	<b>0.90</b>
Q4 - 2019	<b>0.85</b>
Q3 - 2019	<b>0.96</b>
Q2 - 2019	<b>0.97</b>
Q1 - 2019	<b>1.14</b>

## NET EARNINGS PER QUARTER (\$ 000)



Q1 - 2020	<b>2,143</b>
Q4 - 2019	<b>1,998</b>
Q3 - 2019	<b>2,294</b>
Q2 - 2019	<b>2,295</b>
Q1 - 2019	<b>2,739</b>

# ANALYSIS OF RESULTS BY SEGMENT

## Registered Plans Division

### Summary of divisional results for the three months ended March 31

(\$ thousands)	2020	2019	Variation
Service revenue	4,528	4,439	2%
Interest revenue and trust income	3,328	2,892	15%
Direct expenses	(18)	18	>100%
	7,838	7,349	7%
Administrative expenses	(5,027)	(4,967)	1%
Depreciation and amortization	(257)	(242)	6%
Other losses, net	(1)	-	>100%
Earnings before income tax	2,553	2,140	19%
Income taxes	(624)	(587)	6%
Net earnings	1,929	1,553	24%

The Registered Plans division (“RRSP”) specializes in the administration of registered plan accounts, including RRSPs, RRIAs, 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’s service revenue increased 2% to \$4.53 million from \$4.44 million when compared to the three months ended March 31, 2019. The increase is a result of an increase in the number of account transactions.

Interest revenue and trust income increased 15% to \$3.33 million from \$2.89 million when compared to the three months ended March 31, 2019, due to Olympia being able to earn interest at a higher interest rate on funds held in trust.

Direct, administrative, depreciation and amortization expenses increased 2% to \$5.30 million from \$5.19 million when compared to the three months ended March 31, 2019. This increase is due to an increase in operating expenses, such as enhanced cyber security measures, computer maintenance, salaries, bonuses, and wages.

Earnings before income tax increased 19% to \$2.55 million from \$2.14 million when compared to the three months ended March 31, 2019.

RRSP net earnings increased 24% to \$1.93 million from \$1.55 million when compared to the three months ended March 31, 2019.

RRSP is responsible for 64% of Olympia’s total revenue (including interest), an increase from 63% when compared to the three months ended March 31, 2019.

Service revenue increased to \$4.53 million from \$4.44 million

2% ▲

Interest revenue and trust income increased to \$3.33 million from \$2.89 million

15% ▲

Direct, administrative, depreciation and amortization expenses increased to \$5.30 million from \$5.19 million

2% ▲

Earnings before income tax increased 19% to \$2.55 million from \$2.14 million

19% ▲

RRSP’s net earnings increased to \$1.93 million from \$1.55 million

24% ▲

# ANALYSIS OF RESULTS BY SEGMENT

## Private Health Services Plan Division

### Summary of divisional results for the three months ended March 31

(\$ thousands)	2020	2019	Variation
Service revenue	2,042	2,109	-3%
Interest revenue and trust income	77	85	-9%
Direct expenses	(407)	(460)	-12%
	1,712	1,734	-1%
Administrative expenses	(979)	(974)	1%
Depreciation and amortization	(40)	(33)	21%
Earnings before income tax	693	727	-5%
Income taxes	(183)	(191)	-4%
Net earnings	510	536	-5%

The Private Health Services Plan division (“Health”) markets, sells and administers health and wellness benefits to business owners through OBI, a wholly owned subsidiary of Olympia. Health’s current objectives are to improve sales, increase the value of their customer base, and advance technology infrastructure. While the business model shift from 2014 to 2019 focused on cost reduction and streamlining operations, the next period will emphasize growth through revenue expansion.

Health primarily serves professional and small corporations that are particularly vulnerable to the economic impacts of the mandated closures and social distancing restrictions put in place in response to the COVID-19 pandemic. Client behaviors could change materially as a result of this challenging economic situation, including the reduction of services and the inability of clients to pay outstanding amounts.

Health’s service revenue decreased 3% to \$2.04 million from \$2.11 million when compared to the three months ended March 31, 2019, due to clients submitting fewer claims as a result of the COVID-19 pandemic.

Direct, administrative, depreciation and amortization expenses decreased 3% to \$1.43 million from \$1.47 million. The decrease is mainly due to a decrease in commission expense.

Earnings before income tax decreased 5% to \$0.69 million from \$0.73 million when compared to the three months ended March 31, 2019.

Health’s net earnings decreased 5% to \$0.51 million from \$0.54 million when compared to the three months ended March 31, 2019.

Health is responsible for 17% of Olympia’s total revenue (including interest), a decrease from 19% when compared to the three months ended March 31, 2019.

Service revenue decreased to \$2.04 million from \$2.11 million

3% ▼

Direct, administrative, depreciation and amortization expenses decreased to \$1.43 million from \$1.47 million

3% ▼

Earnings before income tax decreased to \$0.69 million from \$0.73 million

5% ▼

Health’s net earnings decreased to \$0.51 million from \$0.54 million

5% ▼

# ANALYSIS OF RESULTS BY SEGMENT

## Currency and Global Payments Division

### Summary of divisional results for the three months ended March 31

(\$ thousands)	2020	2019	Variation
Service revenue	1,803	1,796	0%
Interest revenue	45	47	-4%
Direct expenses	(286)	(668)	-57%
	1,562	1,175	33%
Administrative expenses	(1,618)	(2,373)	-32%
Depreciation and amortization	(76)	(76)	0%
Other gains, net	175	2,595	-93%
Earnings before income tax	43	1,321	-97%
Income taxes	(10)	(362)	-97%
Net earnings	33	959	-97%

The Currency and Global Payments division (“CGP”) 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 and Calgary, the CGP division is well situated to service Western Canada.

CGP’s service revenue remained unchanged at \$1.80 million when compared to the three months ended March 31, 2019. Other gains, net, decreased 93% to \$0.18 million from \$2.60 million, mainly due to a decrease in foreign exchange forward contract gains.

Direct, administrative, depreciation and amortization expenses decreased 37% to \$1.98 million from \$3.12 million when compared to the three months ended March 31, 2019. The decrease is mainly due to a decrease in commission expense, salaries, bonuses and wages.

Earnings before income tax decreased 97% to \$0.04 million from \$1.32 million when compared to the three months ended March 31, 2019.

CGP’s net earnings decreased 97% to \$0.03 million from \$0.96 million when compared to the three months ended March 31, 2019.

CGP is responsible for 15% of Olympia’s total revenue (including interest), a decrease from 16% when compared to the three months ended March 31, 2019.

Service revenue remained unchanged at \$1.80 million

0 —

Direct, administrative, depreciation and amortization expenses decreased to \$1.98 million from \$3.12 million

37% ▼

Earnings before income tax decreased to \$0.04 million from \$1.32 million

97% ▼

CGP’s net earnings decreased to \$0.03 million from \$0.96 million

97% ▼

# ANALYSIS OF RESULTS BY SEGMENT

## Exempt Edge Division

### Summary of divisional results for the three months ended March 31

(\$ thousands)	2020	2019	Variation
Service revenue	258	164	57%
Direct expenses	(23)	(15)	53%
	235	149	58%
Administrative expenses	(377)	(241)	56%
Depreciation and amortization	(34)	(19)	79%
Other gains, net	-	9	-100%
Loss before income tax	(176)	(102)	73%
Income tax recovery	10	32	-69%
Net loss	(166)	(70)	>100%
Loss attributable to non-controlling interests	(33)	(14)	>100%
Loss attributable to EEI	(133)	(56)	>100%

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

Service revenue increased 57% to \$0.26 million from \$0.16 million when compared to the three months ended March 31, 2019. This increase is largely due to growth in EEI’s client base. Excluded from service revenue are fees of \$73,000 for services provide by the EEI division to an external client. However these fees were invoiced and therefore included as service revenue in the Corporate and Shareholder Services division.

Direct, administrative, depreciation and amortization expenses increased 54% to \$0.43 million from \$0.28 million when compared to the three months ended March 31, 2019. This increase is mainly due to an increase in operating expenses such as salaries, computer consultants fees, and promotion costs to facilitate the growth in number of clients.

Loss before income tax for the three months ended March 31, 2020, increased 73% to (\$0.18) million from (\$0.10) million when compared to the three months ended March 31, 2019.

EEI’s net loss attributable to shareholders of Olympia increased more than 100% to (\$0.13) million from (\$0.06) million when compared to the three months ended March 31, 2019.

Service revenue increased to \$0.26 million from \$0.16 million

**57%** ▲

Direct, administrative, depreciation and amortization expenses increased to \$0.43 million from \$0.28 million

**54%** ▲

Loss before income tax increased to (\$0.18) million from (\$0.10) million

**73%** ▲

EEI’s net loss attributable to shareholders increased to (\$0.13) million from (\$0.06) million

**100%** ▲

# ANALYSIS OF RESULTS BY SEGMENT

## Corporate and Shareholder Services Division

### Summary of divisional results for the three months ended March 31

(\$ thousands)	2020	2019	Variation
Service revenue	*207	21	>100%
Interest revenue	1	-	>100%
Direct expenses	(6)	-	>100%
	202	21	>100%
Administrative expenses	(420)	(289)	45%
Depreciation and amortization	(9)	(7)	29%
Loss before income tax	(227)	(275)	-17%
Income tax recovery	55	75	-27%
Net loss	(172)	(200)	-14%

\*Included in service revenue are fees of \$73,000 for services provided by the EEI division but invoiced by the CSS division.

The Corporate and Shareholder Services division (“CSS”) 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 increased more than 100% to \$0.21 million from \$0.02 million, when compared to the three months ended March 31, 2019. This is due to the CSS division having been able to grow its customer base throughout 2019.

Direct, administrative, depreciation and amortization expenses increased 47% to \$0.44 million from \$0.30 million. This is mainly due to an increase in employee salaries, computer maintenance, consulting fees and depreciation and amortization.

Loss before income tax decreased 17% to (\$0.23) million from (\$0.28) million when compared to the three months ended March 31, 2019.

CSS’s net loss decreased 14% to (\$0.17) million from (\$0.20) million when compared to the three months ended March 31, 2019.

Service revenue increased more than 100% to \$0.21 million from \$0.02 million **100%** ▲

Direct, administrative, depreciation and amortization expenses increased to \$0.44 million from \$0.30 million **47%** ▲

Loss before income tax decreased to \$0.23 million from \$0.28 million **17%** ▼

CSS’s net loss decreased to \$0.17 million from \$0.20 million **14%** ▼

# ANALYSIS OF RESULTS BY SEGMENT

## Corporate Division

### Summary of divisional results for the three months ended March 31

(\$ thousands)	2020	2019	Variation
Service revenue	5	2	>100%
Interest revenue	14	24	-42%
	19	26	-27%
Administrative expenses	(5)	(47)	-89%
Depreciation and amortization	-	(1)	-100%
Other gains, net	19	-	>100%
Earnings/(loss) before income tax	33	(22)	>100%
Income taxes	(26)	(18)	44%
Net earnings/(loss)	7	(40)	>100%

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 March 31, 2020, decreased 89% to \$0.01 million from \$0.05 million when compared to the three months ended March 31, 2019.

The Corporate division's net earnings were \$0.01 million for the three months ended March 31, 2020.

## 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.

(\$ thousands)	March 31, 2020		December 31, 2019	
	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	\$ 569,166 <sup>1</sup>	\$ 4,527,101	\$ 599,171	\$ 4,380,533
Private Health Services Plan	11,066	-	11,462	-
Corporate and Shareholder Services	1,145,700 <sup>2</sup>	-	15,228	-
Currency and Global Payments	22,057	-	15,727	-
	\$ 1,747,989	\$ 4,527,101	\$ 641,588	\$ 4,380,533

<sup>1</sup>The cash portion included in Registered Plans is \$522.08 million.

<sup>2</sup>Included in CSS cash and public securities is \$1.1 billion of Treasury Bills.

## Management of capital resources

Olympia includes shareholders' equity, which comprises share capital, contributed surplus, non-controlling interest 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) and Saskatchewan (\$5 million). Regulatory capital is defined as share capital and retained earnings. Olympia Trust has maintained these minimum capital requirements throughout the three months ended March 31, 2020; 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 three months ended March 31, 2020.

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.

Olympia has committed capital resources to its 2020 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 2020 Objectives will help Olympia meet its growth and development activities. No other significant expenditure is required to maintain growth and development activities.



International Anti-Bully Day

Olympia's Currency and Global Payments 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 1.01:1 as at March 31, 2020, compared to 1.70:1 as at December 31, 2019. The decrease in Olympia's current ratio is mainly due to changes in global markets arising from the COVID-19 pandemic, which required Olympia to place further funds as collateral for the performance of Olympia's Currency and Global Payments division's trading platform obligations. Funds placed as collateral is considered to be restricted cash and investments (non-current assets) and is not readily accessible for use in operations and are reported separately from cash and cash equivalents (current assets) on the balance sheet.

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 for the three months ended March 31, 2020, is mainly attributable to the movement in foreign exchange gain when compared to 2019.

#### Investing activities

The movement in cash used in investing activities during the three months ended March 31, 2020, is mainly attributable to additional collateral requirements for the CGP division and some capital asset expenditure in the RRSP and EEI divisions when compared to 2019.

#### Financing activities

Cash used in financing activities during the three months ended March 31, 2020 decreased, mainly due to a decrease in borrowings on the line of credit compared to the previous year.

### Cash

Cash is placed with a Canadian financial institution where it generates interest. Cash and cash equivalents comprise 53% of the total current assets of Olympia, compared to 67% as at December 31, 2019.



International Women's Day event

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 \$3.33 million, a 15% increase from \$2.89 million when compared to the three months ended March 31, 2019.

Olympia, through its operational cash flow and line of credit, has sufficient funds to meet its Objectives for 2020.

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

### **Credit facility**

As at March 31, 2020, Olympia has drawn \$10.23 million on its credit facility, compared to \$6.66 million as at December 31, 2019. Amounts drawn in the current period have been used to facilitate the additional trading collateral requirements for the CGP division and to finance the growth of the Exempt Edge 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 March 31, 2020, is 2.45% compared to 3.95% at December 31, 2019. 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 total equity of \$12 million. The financial ratio is a quarterly cash flow coverage ratio of not less than 1.50:1. At March 31, 2020, Olympia's cash flow coverage ratio under the terms of the credit facility was calculated to be 1.75:1 (December 31, 2019 – 1.99:1). Total equity as at March 31, 2020 was \$18.41 million, compared to total equity of \$17.93 million at December 31, 2019.

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 twelve months ended March 31, 2020, has been calculated at \$10.02 million (March 31, 2019 – \$11.60 million) after adjusting for finance expenses of \$0.34 million (March 31, 2019 – \$0.21 million). The coverage required is based on an annualized average of the scheduled facility principal of \$15 million and interest payments calculated at 4.78% (March 31, 2019 – 5.15%) over a period of 36 months. As at March 31, 2020, this was calculated to be \$5.72 million (March 31, 2019 – \$5.26 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 of Olympia.

During the period ended March 31, 2020, the credit facility was amended to divide the facility between Olympia and Olympia Trust. The new agreements provide Olympia with a \$9 million facility and Olympia Trust with a \$6 million facility.

On May 16, 2016, Olympia Trust entered into a contingent credit facility to be used only by the Currency and Global Payments

division. During the year ended December 31, 2019, the agreement was replaced with a new demand credit facility with a US\$6 million limit.

As at March 31, 2020, no amounts have been drawn on this facility.

Credit facility	March 31, 2020	December 31, 2019
Available balance at January 1	\$ 15,000,000	\$ 15,000,000
Drawn	(10,231,126)	(6,655,347)
Available at the end of the period/year	\$ 4,768,874	\$ 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 three months ended March 31, 2020, for disclosure on Olympia's above-mentioned risk framework.

### Future accounting pronouncements

There are no new or amended accounting standards issued during the three months ended March 31, 2020, 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 March 31, 2020, which have materially affected, or are reasonably likely to materially affect, Olympia's internal control over financial reporting. In response to the COVID-19 pandemic, several social distancing measures taken by Olympia and third parties are reasonably likely to impact the design and performance of internal controls at Olympia as such measures remain in place for an extended period of time. Olympia will continue to monitor and mitigate the risks associated with changes to its control environment in response to COVID-19.

### Outstanding share data

As at May 14, 2020, 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](http://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](mailto:ricks@olympiafinancial.com).



# CORPORATE INFORMATION

## Directors

Rick Skauge  
Craig Skauge  
Brenda Eprile<sup>2</sup>  
Brian Newman<sup>1 2 3 4</sup>  
Diana Wolfe<sup>1 2 3 4</sup>  
Gerard Janssen<sup>1 2 3 4</sup>  
Tony Balasubramanian  
Tony Lanzl

## Board Committees

<sup>1</sup> Audit Committee  
<sup>2</sup> Corporate Governance Committee  
<sup>3</sup> Executive Compensation Committee  
<sup>4</sup> Investment Committee

## Head Office

2300, 125 – 9th Avenue SE  
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[www.olympiafinancial.com](http://www.olympiafinancial.com)  
[info@olympiafinancial.com](mailto:info@olympiafinancial.com)

## Transfer Agent

Olympia Trust Company  
2300, 125 – 9th Avenue SE  
Calgary, AB T2G 0P6  
Tel: 587-774-2340  
Fax: 403-668-8307

## Auditors

PricewaterhouseCoopers LLP  
Chartered Professional Accountants  
Suite 3100, 111 – 5th Avenue SW  
Calgary, AB T2P 5L3

# THE EXECUTIVE TEAM



**RICK SKAUGE**

President and Chief Executive Officer



**CRAIG SKAUGE**

Executive Vice President and President, Olympia Trust Company  
President, Exempt Edge Inc.



**GERHARD BARNARD**

Chief Financial Officer and Vice President, Finance



**ROBIN FRY**

Chief Executive Officer,  
Olympia Benefits Inc.



**KEN FRY**

President, Olympia Benefits Inc.



**NEIL MCCULLAGH**

Vice President, Currency and Global Payments



**ANDREA GILLIS**

Vice President, Securities Registered Plans



**KELLY REVOL**

Vice President, Mortgages Registered Plans



**STEPHEN PRESTON**

Vice President, Exempt Edge Inc.



**DEAN NAUGLER**

Vice President, Corporate and Shareholder Services



**JONATHAN BAHNUIK**

General Counsel



**RYAN MCKENNA**

Vice President, Information Technology



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