



**ANTHONY CLARK INTERNATIONAL
INSURANCE BROKERS LTD.**

Condensed Interim Consolidated Financial Statements (unaudited)

For the quarter ended June 30, 2013

**NOTICE OF NO AUDITOR REVIEW OF
CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS**

In accordance with National Instrument 51-102 Part 4, subsection 4.3(3)(a), if an auditor has not performed a review of these condensed interim consolidated financial statements they must be accompanied by a notice indicating that the condensed interim consolidated financial statements have not been reviewed by an auditor.

The accompanying unaudited condensed interim consolidated financial statements of the Company have been prepared by and are the responsibility of the Company's management.

ANTHONY CLARK INTERNATIONAL INSURANCE BROKERS LTD.
Condensed Interim Consolidated Balance Sheets
Unaudited (Expressed in Canadian dollars)

As at	Note	June 30, 2013	March 31, 2013
Assets			
Current assets			
Cash		\$ 1,008,143	\$ 1,148,674
Trade receivables		2,050,952	2,062,758
Trust cash		64,685	62,052
Prepaid expenses		210,112	206,489
		<u>3,333,892</u>	<u>3,479,973</u>
Property and equipment		488,901	510,809
Customer accounts		1,225,953	1,373,408
Goodwill		12,569,148	12,391,291
		<u>\$ 17,617,894</u>	<u>\$ 17,755,481</u>
Liabilities			
Current liabilities			
Trade payables and accrued liabilities		\$ 1,844,123	\$ 1,715,994
Income taxes payable		534,285	442,281
Current portion of leasehold inducement		72,850	72,850
Current portion of long-term debt	6	1,329,608	1,309,448
		<u>3,780,866</u>	<u>3,540,573</u>
Long-term debt	6	16,226,258	16,436,706
Leasehold inducement		194,267	212,479
Deferred income tax		72,778	73,121
		<u>20,274,169</u>	<u>20,262,879</u>
Equity			
Share capital	7	9,520,295	9,561,719
Accumulated other comprehensive income (loss)		68,116	(61,913)
Contributed surplus		2,739,098	2,703,024
Deficit		(15,871,720)	(15,760,394)
Equity attributable to owners of the Company		<u>(3,544,211)</u>	<u>(3,557,564)</u>
Non-controlling interest in consolidated subsidiary	8	887,936	1,050,166
		<u>(2,656,275)</u>	<u>(2,507,398)</u>
		<u>\$ 17,617,894</u>	<u>\$ 17,755,481</u>
Subsequent Event	16		
Commitments	11		

The accompanying notes are an integral part of these condensed interim consolidated financial statements.

ANTHONY CLARK INTERNATIONAL INSURANCE BROKERS LTD.
Condensed Interim Consolidated Statements of Operations and Comprehensive Income
Unaudited (Expressed in Canadian dollars)

For the three months ended June 30,	Note	2013		2012	
Revenue		\$ 3,330,637	\$	3,357,232	
Expenses					
Salaries and wages		1,595,866		1,484,365	
General and administrative		551,253		741,596	
Rent		129,565		115,462	
		<u>2,276,684</u>		<u>2,341,423</u>	
Earnings before interest, income taxes, depreciation and amortization		1,053,953		1,015,809	
Interest and financing costs	12	(292,879)		(269,112)	
Depreciation and amortization		(173,666)		(210,569)	
Earnings before income taxes		587,408		536,128	
Income taxes					
Current		(267,004)		(270,346)	
Deferred recovery		343		(1,033)	
		<u>(266,661)</u>		<u>(271,379)</u>	
Net earnings from continuing operations		320,747		264,749	
Gain from discontinued operations	5	-		332,806	
Net earnings for the period		<u>320,747</u>		<u>597,555</u>	
Other Comprehensive Income					
Reclassification adjustment relating to discontinued operations		66,382		-	
Exchange differences on translating foreign operations		63,647		50,833	
Comprehensive Income for the period		<u>\$ 450,776</u>	\$	<u>648,388</u>	
Earnings (loss) attributable to :					
Common shareholders		\$ (44,944)	\$	240,479	
Non-controlling interest in consolidated subsidiary		365,691		357,076	
		<u>\$ 320,747</u>	\$	<u>597,555</u>	
Comprehensive income attributable to :					
Common shareholders		\$ 85,085	\$	291,312	
Non-controlling interest in consolidated subsidiary		365,691		357,076	
		<u>\$ 450,776</u>	\$	<u>648,388</u>	
Earnings (loss) per share					
From continuing and discontinued operations					
Basic		\$ -	\$	0.02	
Diluted		\$ -	\$	0.02	
From continuing operations					
Basic		\$ -	\$	(0.01)	
Diluted		\$ -	\$	(0.01)	

The accompanying notes are an integral part of these condensed interim consolidated financial statements.

ANTHONY CLARK INTERNATIONAL INSURANCE BROKERS LTD.
Condensed Interim Consolidated Statements of Cash Flows
Unaudited (Expressed in Canadian dollars)

For the three months ended June 30,	Note	2013	2012
Cash flow from (used in) operating activities			
Net earnings for the period		\$ 320,747	\$ 597,555
(Gain) loss from discontinued operations		-	(332,806)
Net earnings from continuing operations		<u>320,747</u>	<u>264,749</u>
Adjustments to reconcile net cash provided by operating activities			
Depreciation and amortization		173,666	210,569
Deferred income taxes (recovery)		(343)	1,033
Amortization of deferred financing costs and loan discounts		6,120	3,216
		<u>500,190</u>	<u>479,567</u>
Changes in non-cash working capital accounts			
Trade receivables		10,405	(457,925)
Prepaid expenses		(1,413)	(1,279)
Trade payables and accrued liabilities		106,360	259,840
Income taxes payable		92,004	57,346
Leasehold inducement liability		(18,212)	(12,142)
Changes in non-cash working capital accounts from discontinued operations		<u>25,662</u>	<u>(183,756)</u>
		714,976	141,651
Cash flow from (used in) financing activities			
Repayments on long-term debt		(326,907)	(532,221)
Repurchase of shares under issuer bid		(5,360)	(900)
Distribution to non-controlling interest	8	<u>(527,921)</u>	<u>(257,357)</u>
		(860,178)	(790,478)
Cash flow from (used in) investing activities			
Additions to property and equipment		(2,627)	-
Proceeds on sale of discontinued operations	5	<u>-</u>	<u>711,518</u>
		(2,627)	711,518
Effect of foreign exchange		<u>7,298</u>	<u>4,042</u>
Increase (decrease) in cash during the period		(140,531)	66,733
Cash, beginning of the period		<u>1,148,674</u>	<u>1,387,251</u>
Cash, end of the period		<u>\$ 1,008,143</u>	<u>\$ 1,453,984</u>

Supplemental cash flow information - See Note 14.

The accompanying notes are an integral part of these condensed interim consolidated financial statements.

Anthony Clark International Insurance Brokers Ltd.
Condensed Interim Consolidated Statements of Shareholders' Equity
Unaudited (Expressed in Canadian dollars)

	Attributable to equity holders of the Company							Non-controlling interest in consolidated subsidiary	Total equity
	Share capital		Accumulated other comprehensive income (loss)	Contributed surplus	Deficit	Equity attributable to owners of the Company			
	Number of shares	Amount							
Balance as at April 1, 2013	9,694,684	\$ 9,561,719	\$ (61,913)	\$ 2,703,024	\$ (15,760,394)	\$ (3,557,564)	\$ 1,060,166	\$ (2,507,398)	
Distributions to non-controlling interest	-	-	-	-	-	-	(527,921)	(527,921)	
Charge to capital on repurchase of shares through issuer bid	(42,000)	(41,424)	-	-	-	(41,424)	-	(41,424)	
Excess of share stated amount over share redemption amount	-	-	-	36,074	-	36,074	-	36,074	
Reclassification adjustment relating to discontinued operations	-	-	66,382	-	(66,382)	-	-	-	
Exchange difference on translating foreign operations	-	-	63,647	-	-	63,647	-	63,647	
Net earnings (loss) for the period	-	-	-	-	(44,944)	(44,944)	365,691	320,747	
Balance, June 30, 2013	9,652,684	\$ 9,520,295	\$ 68,116	\$ 2,739,098	\$ (15,871,720)	\$ (3,544,211)	\$ 887,936	\$ (2,656,275)	
Balance as at April 1, 2012	9,913,184	\$ 9,777,222	\$ (94,756)	\$ 2,524,100	\$ (15,827,691)	\$ (3,621,125)	\$ 1,060,016	\$ (2,541,109)	
Distributions to non-controlling interest	-	-	-	-	-	-	(257,357)	(257,357)	
Charge to capital on repurchase of shares through issuer bid	(3,000)	(2,959)	-	-	-	(2,959)	-	(2,959)	
Excess of share stated amount over share redemption amount	-	-	-	2,060	-	2,060	-	2,060	
Exchange difference on translating foreign operations	-	-	50,833	-	-	50,833	-	50,833	
Net earnings for the period	-	-	-	-	240,479	240,479	357,076	597,555	
Balance, June 30, 2012	9,910,184	\$ 9,774,263	\$ (43,923)	\$ 2,526,160	\$ (15,587,212)	\$ (3,330,712)	\$ 1,179,735	\$ (2,150,977)	

The accompanying notes are an integral part of these condensed interim consolidated financial statements.

Anthony Clark International Insurance Brokers Ltd.
NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS (unaudited)
For the three months ended June 30, 2013 and 2012
(Expressed in Canadian dollars)

1. NATURE OF OPERATIONS AND BASIS OF PRESENTATION

Anthony Clark International Insurance Brokers Ltd. (the "Company") is an Alberta, Canada Corporation with common shares listed on the TSX Venture Exchange under the trading symbol "ACL" and the OTCQX International under the trading symbol "ACKBF". The Company's principal office is located at 102, 7909 Flint Road SE, Calgary, Alberta, Canada, T2H 1G3.

The Company's principal business activities involve the operation of general insurance brokerages through its various subsidiaries in Canada and the United States. The Company's significant subsidiaries are: Anthony Clark Insurance Brokers Ltd., Addison York Insurance Brokers Ltd. and American Edge Insurance Services Ltd.

These condensed interim Consolidated 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 interim financial statements, including International Accounting Standard 34-Interim Financial Reporting. The disclosure provided below are incremental to those included with the annual consolidated financial statements. Certain information and disclosures normally included in the notes to the annual consolidated financial statements have been condensed or have been disclosed on an annual basis only. Accordingly these condensed interim Consolidated financial statements should be read in conjunction with the annual consolidated financial statements for the year ended March 31, 2013.

The consolidated financial statements of the Company include the accounts of all of its subsidiaries. Subsidiaries are entities controlled by the Company. Control exists when the Company has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that currently are exercisable are taken into account. Assets, liabilities, revenues and expenses of the subsidiaries are recognized in accordance with the Company's accounting policies. Inter-company transactions and balances are eliminated upon consolidation. Transactions with non-controlling interests are treated as transactions with equity owners of the Company. Gains or losses on disposals to non-controlling interests are computed and recorded in equity.

These condensed interim Consolidated financial statements have been prepared on a going concern basis in accordance with International Financial Reporting Standards (IFRS) which contemplates the Company will continue in operation for the foreseeable future and be able to realize its assets and discharge its liabilities and commitments in the normal course of business.

Financial assets and liabilities are offset and the net amount is reported on the condensed interim consolidated balance sheets only when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

The consolidated financial statements have been prepared on the historical cost basis except for the revaluation of certain financial assets and financial liabilities to fair value.

These condensed interim Consolidated financial statements and the accompanying notes were authorized for issuance in accordance with a resolution of the Board of Directors on August 26, 2013.

2. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies applied during the three month period ended June 30, 2013 are the same as those described and disclosed in Note 2 of the March 31, 2013 audited Consolidated financial statements.

3. FINANCIAL INSTRUMENTS

a) Overview

The Company's activities expose it to a variety of financial risks that arise as a result of its operating and financing activities such as credit risk, liquidity risk, foreign currency risk and interest rate risk. The Company manages its exposure to these risks by operating in a manner that minimizes this exposure.

b) Fair value of financial instruments

The Company's financial instruments as at June 30, 2013 included cash, trust cash, trade receivables, trade payables and accrued liabilities, and long-term debt. The carrying amounts for short term financial assets and liabilities, which includes trade receivables and trade payables and accrued liabilities approximate fair values due to the immediate or short-term maturities of these financial instruments. Cash and trust cash are classified as fair value through profit and loss and therefore are recorded at fair value.

Management estimated the fair value of its long-term debt taking into account market rates of interest, the condition of any related collateral and the current conditions in credit markets applicable to the Company based on recent transactions. The estimated fair value of long-term debt approximates its carrying value.

For financial instruments measured at fair value, disclosure about the inputs to fair value measurements are required, including their classification within a fair value hierarchy that prioritizes the significance of inputs used in making fair value measurements.

Level 1 Fair Value Measurements – quoted prices in active markets for identical assets or liabilities;

Level 2 Fair Value Measurements – inputs other than quoted prices included in Level 1 that are observable for the asset or liabilities, either directly (i.e. as prices) or indirectly (i.e. from derived prices); and

Level 3 Fair Value Measurements– inputs for the asset or liability that are not based upon observable market data.

Cash and trust cash is based on Level 1 inputs of the fair value hierarchy.

c) Financial risk management

The Company's financial instruments are exposed to certain financial risks, including credit risk, foreign currency risk, interest rate risk and liquidity risk.

Credit risk

The Company is exposed to credit risk resulting from the possibility that counterparties may default on their financial obligations, or if there is a concentration of transactions carried out with the same counterparty or of financial obligations which have similar economic characteristics such that they could be similarly affected by changes in economic conditions.

The Company's financial instruments that are exposed to concentrations of credit risk relate primarily to cash, trust cash and trade receivables from clients and insurance carriers. Cash is in place with major financial institutions. Concentrations of credit risk with respect to client and insurance carrier trade receivables are limited due to the large number of customers and insurance carriers. See Note 13. The Company has evaluation and monitoring processes in place and writes off accounts when they are determined to be uncollectible.

As at June 30, 2013, the Company's maximum exposure to credit risk is through the following assets:

Trade receivables	\$ 2,050,952
Net credit risk	\$ 2,050,952

Foreign currency risk

The Company is exposed to the financial risk related to fluctuations of foreign exchange rates. The Company conducts business operations in the United States and has U.S. dollar denominated indebtedness and is therefore exposed to cash flow risks associated with fluctuations in the relative value of the Canadian and U.S. dollar. A significant change in the currency exchange rate of the Canadian dollar relative to the U.S.

dollar could have a material effect on the Company's results of operations, financial position and cash flows. The Company does not engage in hedging activities or use financial instruments to reduce its risk exposure.

At June 30, 2013, the Company is exposed to currency risk through the following assets and liabilities denominated in U.S. dollars:

Cash	\$	250,096
Trade receivables		346,948
Trade payables and accrued liabilities		(369,044)
Long-term debt		<u>(3,874,183)</u>
Net exposure	\$	<u>(3,646,183)</u>

Based on the above net exposure at June 30, 2013, and assuming all other variables remain constant, a 10% depreciation or appreciation of the Canadian dollar against the U.S. dollar would result in a decrease or increase of \$ 364,618 in the Company's other comprehensive income (loss).

Interest rate risk

All of the Company's indebtedness bears interest at fixed rates and as a result the Company is not exposed to significant interest rate risk arising from long-term debt.

Liquidity risk

Liquidity risk is the risk that the Company cannot meet a demand for cash or fund its short and long-term obligations as they come due. Liquidity risk also includes the risk of not being able to liquidate assets in a timely manner at a reasonable price.

The Company manages its liquidity risk through cash and debt management. The Company's objective in managing liquidity risk is to increase revenues, minimize operational costs and to maintain sufficient liquidity in order to meet these operational requirements at any point in time. The Company's ability to obtain funding from external sources may be restricted if the Company's financial performance and condition deteriorate. In addition, credit and capital markets are subject to inherent global risks that may negatively affect the Company's access and ability to fund its short-term and long-term debt requirements. The Company mitigates these risks by actively monitoring market conditions and diversifying its sources of funding and debt maturity.

The Company's trade payables are generally due within 60 days. The current portion of long-term debt is due within 12 months.

4. CAPITAL RISK MANAGEMENT

The Company considers the capital it manages to be the amounts it has in cash, debt (long-term and short-term borrowings) and equity attributable to owners of the Company.

The Company's objectives when managing capital are to:

- safeguard the Company's ability to continue as a going concern
- ensure sufficient liquidity to support its financial obligations and execute its operating and strategic plans
- optimize the cost of its capital at an acceptable level in light of current and future industry, market and economic risks and conditions
- utilize the long-term funding sources to manage its working capital and restructure debt to minimize the cost of its capital
- acquire assets and dispose of non-performing assets

The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Company may attempt to issue new shares, repurchase shares, issue debt, acquire or dispose of assets. The Company requires capital to repay existing obligations. There can be no certainty of the Company's ability to refinance its existing obligations. In order to facilitate the management of the Company's capital, the Company prepares annual cash flow forecasts that are updated as necessary depending on various factors and general industry conditions. There were no changes in the Company's approach to capital management.

The declaration and payment of dividends and the amount thereof are at the discretion of the Board. In order to maintain and maximize growth, maintain sufficient liquidity to support its financial obligations and optimize the cost of capital, the Company currently does not pay out dividends.

The Company is also subject to certain working capital covenants on an ongoing basis, which compliance with these covenants has the effect of restricting the availability of cash from the Canadian operations to the other operations of the Company.

See Notes 6, 7 and 8 for description of changes in capital for the periods ending June 30, 2013 and 2012.

5. DISCONTINUED OPERATIONS

On May 8, 2012, the Company sold the property and equipment, customer accounts and accounts receivables of its Northern California Agency for net sales proceeds of \$ 869,272 including transaction costs of \$ 208,848. The Company realized a gain from discontinued operations of \$ 167,973, which includes the gain on disposal of \$ 358,990 from the sale.

The balance sheet related to the discontinued operations is presented below:

Northern California Agency

<u>Balance sheet as at</u>	<u>March 31, 2012</u>
Accounts receivable	\$ 255,156
Total current assets	\$ 255,156
Property and equipment	\$ 21,917
Customer accounts	248,264
Total non-current assets	\$ 270,181
Total Assets	\$ 525,337

The gain (loss) from discontinued operations for the three month period ended June 30, 2013 and 2012 is summarized below:

	Three month period ended June 30, 2013			Three month period ended June 30, 2012		
	Southern California Agency	Northern California Agency	Total	Southern California Agency	Northern California Agency	Total
Revenue from discontinued operations	\$ -	\$ -	\$ -	\$ -	\$ 131,825	\$ 131,825
Expenses of discontinued operations	-	-	-	-	(186,122)	(186,122)
Earnings (loss) from discontinued operations	-	-	-	-	(54,297)	(54,297)
Gain (loss) on sale of discontinued operations	-	-	-	-	387,103	387,103
Gain (loss) from discontinued operations	\$ -	\$ -	\$ -	\$ -	\$ 332,806	\$ 332,806

6. LONG-TERM DEBT

	June 30, 2013	March 31, 2013
Senior notes – 4.5% – 6.75%, due between June 2018 and January 2019 (a)	\$ 13,745,130	\$ 14,042,739
U.S. Note payable – 6.75% interest only, due February 2017 (b)	2,628,000	2,539,000
U.S. Note payable – 12% interest only, due June 2015 (b)	1,235,160	1,218,720
Obligations under capital leases, collateralized by the assets under lease	34,425	37,868
	<u>17,642,715</u>	<u>17,838,327</u>
Deferred financing costs	(154,929)	(154,039)
Accumulated amortization	68,080	61,866
	<u>(86,849)</u>	<u>(92,173)</u>
	17,555,866	17,746,154
Less: Current portion	<u>(1,329,608)</u>	<u>(1,309,448)</u>
	<u>\$ 16,226,258</u>	<u>\$ 16,436,706</u>

- a) The Senior notes are secured by the Canadian assets only with a guarantee provided by the Company.

The Company is also subject to certain covenants on an ongoing basis, with failure to maintain compliance resulting in the loans becoming due on demand. The Company is in compliance with the covenants.

- b) Year ended March 31, 2012

From January 2011 until February 2012, the Company withheld interest payments on the U.S.\$ 3,250,000 note payable resulting in a default of the U.S. note payable and the U.S. note payable becoming due on demand. As a result of the default, the interest rate was increased from 14% to 19% resulting in \$ 169,816 in additional interest payments and a penalty charge of \$ 59,126.

On February 21, 2012, the Company and the U.S. lender reached a memorandum of understanding of the terms for the settlement and restructuring of the U.S. \$3,250,000 note, outstanding interest and penalties, whereby the existing note will be cancelled and restructured for cash and a new note. A formal agreement has not been completed. Under the terms of the memorandum of understanding, the Company paid principal payments of U.S. \$50,000 on acceptance of the amended terms and U.S. \$250,000 on April 15, 2012. The Company is required to pay U.S. \$1,200,000 by August 21, 2012. In addition, a new note will be issued for the remaining U.S. \$2,500,000 maturing in five years with interest only payments at 6.75% per annum. See note 7c.

Year ended March 31, 2013

On August 21, 2012, the formal agreement was finalized with the lender according to the memorandum of understanding and in addition also provided for 30 day extensions on the U.S. \$1,200,000 note payable. New notes were issued for U.S. \$2,500,000 maturing in five years with interest only payments at 6.75% per annum and U.S. \$1,200,000 bearing interest at 0.5625% for the month ending September 21, 2012 and then subject to interest at 1% per month for each 30 day extension beginning September 21, 2012.

On March 18, 2013, the Company and the U.S. lender agreed to the terms for restructuring the U.S. \$1,200,000 note payable whereby the existing note was cancelled and restructured for cash and a new note. Under the new promissory note, the Company will make six principal payments of U.S. \$25,000; on April 15, 2013, September 1, 2013, January 2, 2014, June 1, 2014, September 1, 2014, and January 2, 2015, with the remaining balance maturing on June 1, 2015. Interest only payments at 12% per annum continue on the unpaid balance until maturity of the loan. In addition, the Company paid a U.S. \$25,000 fee to the lender related to this restructuring.

The U.S. denominated debt is secured by the U.S. assets only with a guarantee provided by the Company.

c) The Company is obligated to make the following principal payments in each of the next six fiscal years:

2014	\$	1,329,608
2015		2,482,491
2016		1,392,765
2017		4,102,445
2018		1,615,419
2019		<u>6,719,987</u>
	\$	<u>17,642,715</u>

7. SHARE CAPITAL

a) Authorized

Unlimited common shares without par value

Unlimited class B voting preferred shares without par value

Unlimited class C non-voting preferred shares without par value

Issued

All common shares issued are fully paid, carry one vote per share and carry a right to dividends.

b) Normal Course Issuer Bid

The Company receives regulatory approval from the TSX Venture Exchange (the "Exchange") to make a normal course issuer bid. Pursuant to the bid, the Company could purchase up to 10% of its common shares issued and outstanding at the time of the bid.

-2014 - The bid commenced May 20, 2013 and will terminate on May 19, 2014 and pursuant to the bid, the Company has approval to purchase up to 969,168 of its common shares. The Company has repurchased 37,500 common shares under the bid.

- 2013 - The bid commenced May 19, 2012 and terminated on May 18, 2013 and pursuant to the bid, the Company had approval to purchase up to 1,022,447 of its common shares. The Company repurchased 220,000 common shares under the bid.

- 2012 - The bid commenced May 19, 2011 and terminated on May 18, 2012 and pursuant to the bid, the Company had approval to purchase up to 954,063 of its common shares. The Company repurchased 24,000 common shares under the bid. As at March 31, 2012, 7,500 of the repurchased shares were cancelled subsequent to the year end on April 13, 2012.

c) Common Shares Issued for Settlement of Interest on U.S. Note Payable

Beginning January 1, 2010, 4% of the annual interest payments due on the U.S. Note payable were to be paid in common shares of the Company until maturity of the loan on April 30, 2012. The pricing of the common shares issued was determined based on the current trading price of the common shares of the Company as at the close of business on the first trading day after January 1st each year. With the required regulatory approvals received, the Company issued common shares for 4% of interest payable as follows: 2011- 314,287 common shares at \$0.41 per share and 2010- 272,061 common shares at \$0.50 per share.

As part of the formal agreement for the settlement and restructuring of the U.S. Note payable finalized with the U.S. lender on August 21, 2012, the 2011 outstanding and future interest payments of 4% on the U.S. Note payable will be payable in cash not common shares. In accordance with the formal agreement, the 314,287 common shares issued in 2011 were cancelled. See note 6(b).

8. NON-CONTROLLING INTEREST IN CONSOLIDATED SUBSIDIARY

On June 10, 2008, April 23, 2009 and July 14, 2010, the Company closed equity financings under which a non-controlling interest, totaling 49% of a consolidated subsidiary of the Company which operates the Canadian operations, was sold. Under IFRS, transactions with non-controlling interests are treated as transactions with equity owners of the Company. Gains or losses on disposals to non-controlling interests are computed and recorded in equity.

Within the unanimous shareholder agreement, there is a contingent put option with the non-controlling shareholder. See note 15.

Distributions from the Canadian operations to the parent and non-controlling shareholder are paid as and when approved by the Board of Directors of the Canadian subsidiary. The distributions are based on a formula in the unanimous shareholder agreement.

The non-controlling shareholder is the lender on the Senior notes. See note 6.

9. SHARE-BASED COMPENSATION

The Company has an incentive share option plan, which provides for the award of share options to directors, officers, employees and consultants. A maximum of 1,601,395 common shares remain reserved under the plan. The terms and exercise prices of all share option awards are determined by the directors at the time of issue.

Changes in share options during the three month periods ended June 30, 2013 and the year ended March 31, 2013 are as follows:

	<u>June 30, 2013</u>		<u>March 31, 2013</u>	
	<u>Number of Options</u>	<u>Weighted average exercise price</u>	<u>Number of Options</u>	<u>Weighted average exercise price</u>
Outstanding, beginning of period	450,000	\$ 0.36	450,000	\$ 0.36
Awarded	-	-	-	-
Exercised	-	-	-	-
Forfeited	-	-	-	-
Expired	(450,000)	(0.36)	-	-
Outstanding, end of period	<u>-</u>	<u>\$ -</u>	<u>450,000</u>	<u>\$ 0.36</u>

10. RELATED PARTY TRANSACTIONS

The Company enters into transactions with related parties from time to time in the normal course of business, as well as key management personnel.

During the three month period ended June 30, 2013, the Company incurred \$ nil (2012- \$ 1,105) of consulting fees charged by a director.

11. COMMITMENTS

The Company leases office premises under operating leases that expire at various dates during the 2014 through 2019 fiscal years. In addition, the Company has current obligations under certain advertising contracts. The Company's minimum lease and other payments under the agreements are as follows:

2014	\$ 789,261
2015	371,700
2016	268,360
2017	186,114
2018	186,114
2019	<u>93,057</u>
	\$ <u>1,894,606</u>

12. INTEREST AND FINANCING COSTS

	<u>June 30, 2013</u>	<u>June 30, 2012</u>
Canadian operations		
Interest on long-term debt	\$ 205,282	\$ 222,695
Amortization of deferred financing costs and loan discount	3,216	3,216
Interest on obligations under capital lease	1,014	39
	<u>209,512</u>	<u>225,950</u>
U.S. operations		
Interest on long-term debt	\$ 79,211	\$ 42,617
Amortization of deferred financing costs and loan discount	2,904	-
Interest on obligations under capital lease	1,252	545
	<u>83,367</u>	<u>43,162</u>
	<u>\$ 292,879</u>	<u>\$ 269,112</u>

13. SEGMENTED INFORMATION

The Company operates in two different geographic regions, Canada and the United States. Each geographic region is subject to different regulatory environments.

Three month period ended June 30, 2013

<u>Operating Segments</u>	<u>Canada</u>	<u>U.S.</u>	<u>Corporate and other (1)</u>	<u>Consolidated</u>
Revenue	\$ 2,782,655	\$ 547,982	\$ -	\$ 3,330,637
Operating expenses	1,504,323	641,347	131,014	2,276,684
Earnings before interest, income taxes, depreciation and amortization	1,278,332	(93,365)	(131,014)	1,053,953
Depreciation and amortization	170,610	3,056	-	173,666
Interest and financing costs	209,512	83,367	-	292,879
Income tax expense (recovery)	267,407	-	(746)	266,661
Net earnings (loss) from continuing operations	630,803	(179,788)	(130,268)	320,747
Total assets (2)	11,307,082	6,009,991	300,821	17,617,894
Total liabilities	15,560,355	4,142,772	571,042	20,274,169
Non-current assets	8,983,431	5,300,571	-	14,284,002

Three month period ended June 30, 2012

Operating Segments	Canada	U.S.	Corporate and other (1)	Consolidated
Revenue	\$ 2,632,552	\$ 724,680	\$ -	\$ 3,357,232
Operating expenses	1,324,437	709,065	307,921	2,341,423
Earnings before interest, income taxes, depreciation and amortization	1,308,115	15,615	(307,921)	1,015,809
Depreciation and amortization	207,228	3,341	-	210,569
Interest and financing costs	225,950	43,162	-	269,112
Income tax expense (recovery)	270,232	-	1,147	271,379
Net earnings (loss) from continuing operations	604,705	(30,888)	(309,068)	264,749
Gain (loss) from discontinued operations	-	332,806	-	332,806
Total assets (2)	12,594,959	6,409,250	177,865	19,182,074
Total liabilities	16,753,922	3,964,545	614,584	21,333,051
Non-current assets	9,650,372	5,142,393	-	14,792,765

(1) Corporate and other operating profit includes corporate expenses, certain share-based compensation costs, and other operating expenditures that are not allocated.

(2) All assets are allocated to the operating segments that utilize and manage the assets.

The majority of the Company's revenues are earned by selling general insurance to more than 50,000 customers. The Company also earns certain revenues from the insurance carriers in the form of contingency income and other incentives. Contingent income is based on the insurance carrier's profitability on insurance policies placed by the Company. The Company places its customer insurance policies with a variety of insurance carriers.

Included in revenue for the three month period ended June 30, 2013 are approximately 77% of revenues which arose from placing insurance policies and earning contingent income with the Company's three largest insurance carriers (each of the three largest insurance carriers percentage of revenue is as follows: 53%, 14% and 10%) which are reflected in the Canadian operating segment.

Included in revenue for the three month period ended June 30, 2012 are approximately 67% of revenues which arose from placing insurance policies and earning contingent income with the Company's two largest insurance carriers (each of the two largest insurance carriers percentage of revenue is as follows: 56% and 11%) which are reflected in the Canadian operating segment.

14. SUPPLEMENTAL CASH FLOW INFORMATION

During the three month periods ending June 30, 2013 and 2012, the Company had non-cash transactions as follows:

	<u>June 30, 2013</u>	<u>June 30, 2012</u>
Additional Information:		
Interest paid	\$ 288,426	\$ 269,760
Income taxes paid	\$ 175,000	\$ 213,000

15. CONTINGENCIES

The Company may, from time to time, be involved in various claims, lawsuits, disputes with third parties, actions involving allegations of discrimination, or breach of contract incidental to the operations of its business. The Company is not currently involved in any such incidental litigation which it believes could have a materially adverse effect on its financial condition or results of operations.

As part of the unanimous shareholder agreement with the non-controlling interest, there is a contingent put option which if exercised will require the Company to purchase the non-controlling interest. The contingent put option can only be exercised, within 60 days written notice, if:

- There is an arm's length third party offer to purchase the consolidated subsidiary and the non-controlling shareholder wishes to accept, but the Company does not, then the non-controlling shareholder can exercise the put option for the price set out in the offer, or
- There is a change of control in the consolidated subsidiary or the Company, the non-controlling shareholder can exercise the put option for the higher of fair value formula in the unanimous shareholder agreement or the price set out in the change of control transaction.

There is uncertainty as to the occurrence, timing and amount of the cash outflow since the put option is contingent on a third party offer or purchase. See note 8.

16. SUBSEQUENT EVENT

On August 1, 2013, the Company acquired customer accounts from an independent insurance broker in Calgary, Alberta for \$176,707 which was funded through an expansion of the Company's existing acquisition facility.

