



Management's Discussion and Analysis

# **NORTHFIELD CAPITAL CORPORATION**

For The Year Ended

December 31, 2017



## GENERAL

The following discussion of performance, financial condition and future prospects should be read in conjunction with the unaudited condensed interim consolidated financial statements of Northfield Capital Corporation (“**Northfield**”) and notes thereto for the year ended December 31, 2017 which have been prepared in accordance with International Financial Reporting Standards (“**IFRS**”). This management discussion and analysis (“**MD&A**”) covers the last completed fiscal quarter and updated as of April 27, 2018. All amounts in this MD&A are rounded to the nearest 10<sup>th</sup> of a million Canadian dollars and are approximate figures, except for per share amounts. Market values of investments are based on the closing price of the security which trades on a recognized exchange at the end of the reporting period. Readers are encouraged to read Northfield’s public information filings on SEDAR at [www.sedar.com](http://www.sedar.com). Northfield’s Class A Subordinate Voting Shares (“**Class A Shares**”) are listed on the TSX Venture Exchange (“**TSX-V**”) under the symbol “NFD.A”.

## NATURE OF ACTIVITIES

Northfield is focused on making strategic investments in, and supporting the management initiatives of, selected businesses. Northfield seeks to participate in businesses which are past the initial development stage and demonstrate the potential for significant appreciation in value. Northfield regards its investees as partners. Northfield also carries on other traditional merchant banking activities, such as short-term investing.

Northfield’s goal is to enhance the growth and development of its investment partners and to build long-term value for Northfield’s shareholders. Northfield plays an active role, providing human as well as capital resources, to influence the strategic direction and operating orientation of its strategic investments.

Northfield’s officers and directors are its principal shareholders and its most important and unique asset. They include seasoned business entrepreneurs who have founded and built successful companies operating in Canada and internationally. Officers and directors commit their professional, financial, and business skills as well as their capital to enhance Northfield’s investment results. Their extensive contact networks have been a valuable source of investment opportunities for Northfield. Northfield’s officers and directors understand the challenge of running an entrepreneurial enterprise.

Northfield’s officers and directors have gained their experience through many different business cycles. Their expertise helps to address significant strategic and operational issues that arise for Northfield’s investment partners. This provides added value to investment partners.

Northfield classifies its investments into three main categories: marketable securities, other investments and investment in joint venture. Marketable securities are investments in entities which are considered short-term in nature or are not viewed as a significant holding. Other investments are either investments in entities which management believes are long-term in nature, equity investments (less than 50% but more than 20% ownership) or investments that are required to be long-term under applicable accounting rules. Investment in joint venture is an investment in an entity which Northfield has joint control (50% control).

The unaudited condensed interim consolidated financial statements comprise the accounts of Northfield and the assets, liabilities, revenues and expenses of its controlled subsidiary, Distillery Network Inc. (“**DNI**”), after the elimination of all intercompany balances and transactions. At December 31, 2017, Northfield had 37.8% ownership of Distillery Network Inc., a company incorporated in 2015 which is currently in the growth and development stage of spirit distilling.

## MARKET RISKS

A substantial amount of Northfield’s assets include investments in businesses whose fair values are subject to market risks. The market value of investments is subject to equity price risks based on quoted market prices or management’s estimates of fair value as of the balance sheet dates. Market prices are subject to fluctuation and, consequently, the amount realized on the subsequent sale of an investment may significantly differ from the quoted market value. Fluctuations in the market price of a security may result from perceived changes in the



underlying economic characteristics of the investee, the relative price of alternative investments and general market conditions. Furthermore, amounts realized from the sale of a particular security may be affected by the relative quantity of the security being sold.

## OVERALL PERFORMANCE

- Northfield's net asset value at December 31, 2017 was \$97.3 million (\$40.01 per basic and diluted share) compared to \$83.2 million (\$33.31 per basic and diluted share) at December 31, 2016.
- Comprehensive income of \$15.5 million (\$6.29 per basic and diluted share) for the year ended December 31, 2017 compared to a comprehensive income of \$18.8 million (\$7.42 per basic and diluted share) for the year ended December 31, 2016.
- Net income of \$12.8 million (\$5.20 per basic and diluted share) for the year ended December 31, 2017 compared to a net income of \$14.0 million (\$5.52 per basic and diluted share) for the year ended December 31, 2016.
- Recognized in net income are unrealized gains (mark to market adjustments) on marketable securities recognized as fair value through profit and loss of \$8.5 million for the year ended December 31, 2017 as compared to unrealized gains of \$13.1 million for the prior year.
- Realized gains on the disposal of other investments of \$5.5 million were recognized in net income for the year ended December 31, 2017 as compared to realized gains of \$5.0 million for the prior year.
- Realized gains on the disposal of marketable securities of \$1.2 million were recognized in net income for the year ended December 31, 2017 as compared to a loss of \$1.0 million for prior year.
- Included in other comprehensive income are unrealized gains (mark to market adjustments) on other investments recognized as available for sale of \$7.2 million (net of tax) for the year ended December 31, 2017 as compared to unrealized losses of \$9.0 million for the prior year.
- At December 31, 2017, Northfield held:
  - \$99.4 million in cash, cash equivalents and investments as compared to \$82.8 million at December 31, 2016, a 20% increase;
  - \$21.4 million (or 22%) in cash and cash equivalents as compared to \$18.3 million (or 22%) at December 31, 2016, a 17% increase; and
  - \$78.0 million (or 79%) in investments (not including cash and cash equivalents) as compared to \$64.4 million (or 78%) at December 31, 2016, a 21% increase.

Northfield continues to hold investments in the resource, financial and manufacturing sectors. As at December 31, 2017, 48% (or \$47.6 million) of investments and cash were in resource companies (37% gold resource, 11% non-gold resource) as compared to 42% (or \$34.9 million) as at December 31, 2016 (33% gold resource, 9% non-gold resource).

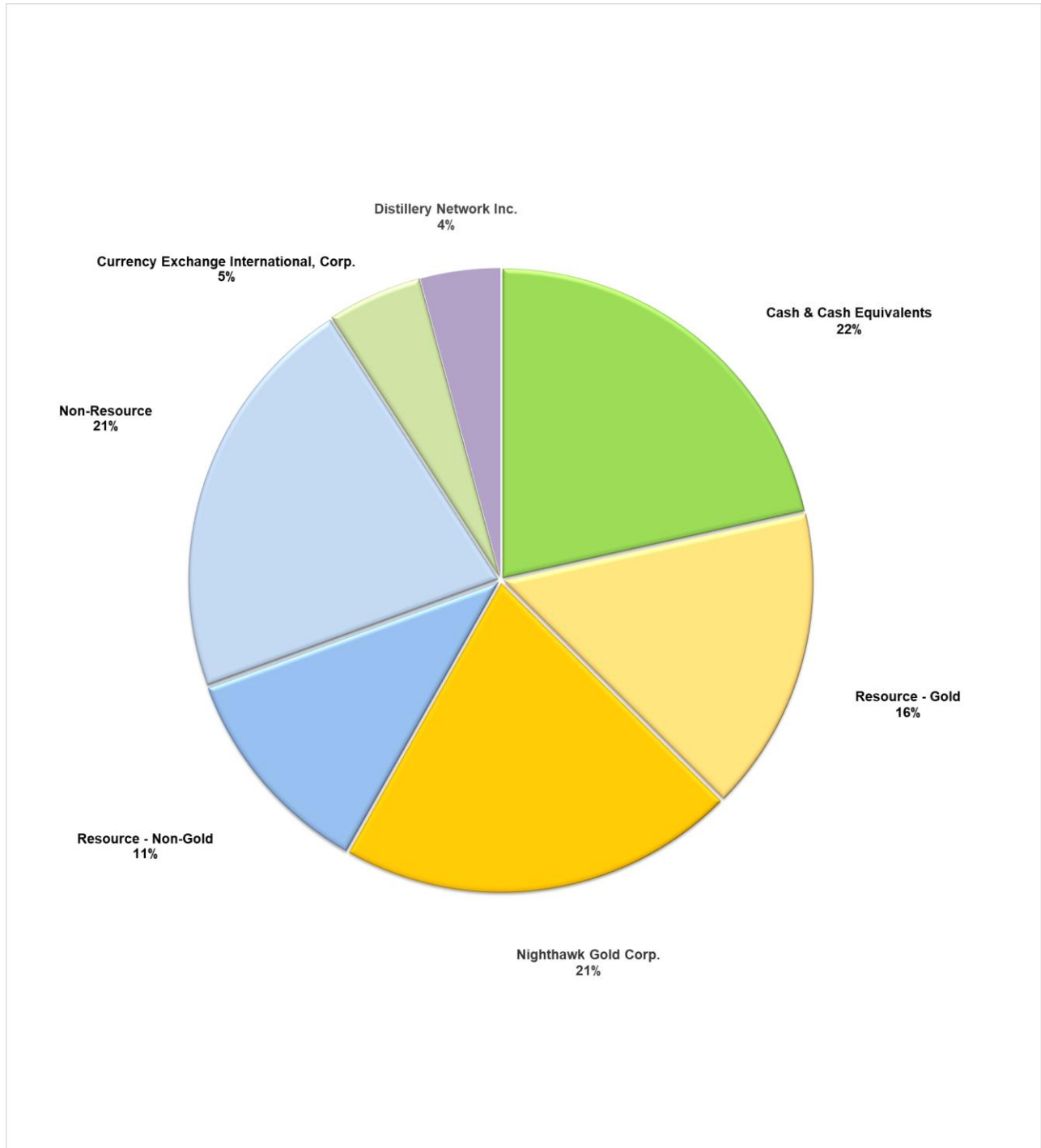
Northfield's financial performance has been, and is expected to continue to be, closely linked to the overall market performance and demand for and prices of the key resource sectors and commodities in which Northfield invests, including gold and other precious metals, copper, lithium, zinc, and other base metals, and oil and natural gas. Northfield's liquidity and operating results may be adversely affected if Northfield's access to the capital markets is hindered, whether as a result of a downturn in stock market conditions generally or related to matters specific to Northfield, or if the value of Northfield's investments declines, resulting in losses upon disposition.



## INVESTMENTS

Below is a chart representing a breakdown of the \$99.4 million value of investments and cash and cash equivalents held by Northfield as at December 31, 2017.

**Investment Breakdown<sup>(1)(2)</sup>**



<sup>(1)</sup> Percentages calculated based on December 31, 2017 values of cash and cash equivalents, marketable securities, other investments and equity accounted investments (total \$99.4 million).

<sup>(2)</sup> Cash includes cash and cash equivalents amounting to \$22.3 million.



## SELECTED ANNUAL INFORMATION

The following table provides selected financial information that should be read in conjunction with the audited financial statements of Northfield, for the applicable years, all of which have been prepared in accordance with IFRS, in millions of dollars, except for basic and diluted per share information.

SELECTED ANNUAL INFORMATION	Year Ended December 31		
	2017	2016	2015
Cash and cash equivalents	\$21.4	\$18.3	\$17.9
Receivables & prepaid deposits	0.9	1.4	0.4
Loan to joint venture <sup>(2)</sup>	1.0	1.0	0.9
Marketable securities			
Market value	46.5	41.0	19.8
Cost	33.6	36.7	28.6
Unrealized gain (loss) (net of tax) <sup>(1)</sup>	11.2	3.8	(7.6)
Other investments			
Market value	26.2	22.5	23.6
Cost	14.6	13.9	20.6
Unrealized gain (net of tax) <sup>(1)</sup>	10.1	7.4	2.6
Equity accounted investment	4.1	-	-
Deferred tax assets	-	0.3	3.0
Property & equipment	0.1	3.4	0.6
Other assets	0.1	-	0.1
<b>Total assets</b>	<b>\$100.3</b>	<b>\$87.9</b>	<b>\$66.3</b>
Accounts payable & accrued liabilities	0.4	0.7	-
Financial guarantee contract	0.6	0.6	0.6
Deferred tax liabilities	2.1	-	-
Non-controlling interest <sup>(3)</sup>	-	3.4	0.3
<b>Net asset value <sup>(4)</sup></b>	<b>\$97.3</b>	<b>\$83.2</b>	<b>\$65.4</b>
<b>Net asset value per share <sup>(4)</sup></b>	<b>\$40.01</b>	<b>\$33.31</b>	<b>\$24.89</b>
Total revenue (losses)	\$17.6	\$17.9	(\$0.7)
Operating expenses	3.7	2.4	3.7
Income (loss) before taxes	13.9	15.5	(4.4)
Income tax recovery (provision)	(2.0)	(1.9)	0.7
Non-controlling interest in net loss	0.9	0.4	0.2
Net income (loss)	\$12.8	\$14.0	(\$3.5)
<b>Net income (loss) per share <sup>(5)(7)</sup></b>	<b>\$5.20</b>	<b>\$5.52</b>	<b>(\$1.34)</b>
Unrealized income (loss) on available for sale investments	\$7.2	\$9.0	(\$3.2)
Reclassification of realized loss (gains) and impairment on available for sale investments to net income	(4.5)	(4.2)	0.5
Other comprehensive income (loss)	2.7	4.8	(2.7)
Comprehensive income (loss) <sup>(6)</sup>	\$15.5	\$18.8	(\$6.2)
<b>Comprehensive income (loss) per share <sup>(5)(7)</sup></b>	<b>\$6.29</b>	<b>\$7.42</b>	<b>(\$2.36)</b>

<sup>(1)</sup> Unrealized gains (losses) (net of tax) is a measure of the difference in market value of investments over cost. Northfield calculates the term by market value of investments less cost less any tax effect [tax effect = (market value – cost) x ½ x income tax rate]. A tax rate of 26.5% (2015 – 26.5%, 2014 – 26.5%) is used for marketable securities and 26.5% (2015 – 26.5%, 2014 – 26.5%) for other investments. It



is not a defined term under IFRS and is, therefore, unlikely to be compared to similar measures presented by other companies. Management believes this non-IFRS term is useful to investors as it provides another measure by which investors may determine the market value of Northfield's assets;

- (2) Loan to joint venture includes Northfield's advance and investment in the Grange;
- (3) Non-controlling interest represents the minority interest in net assets of DNI, which was owned and controlled in 2016 (38%) and 2015 (52%). During 2017, DNI was an equity accounted investment as control was lost the Company deconsolidated the investment;
- (4) See Section Use of Non-IFRS Measures;
- (5) Net income (loss) per share and comprehensive income (loss) per share represent both a basic and diluted per share calculation;
- (6) Comprehensive income (loss) is calculated as the sum of net income (loss) and other comprehensive income (loss); and
- (7) Net income (loss) per share and comprehensive income (loss) per share – basic and diluted is calculated as net loss or comprehensive loss divided by basic and diluted weighted average shares outstanding (2017 – 2,463,846, 2016 – 2,531,630, 2015 – 2,629,105).

## RESULTS OF OPERATIONS

Operations	Three Months Ended December 31,		Year Ended December 31,	
	2017	2016	2017	2016
Revenue	\$1.0	(\$0.6)	\$17.6	\$17.9
Operating expenses	0.7	0.7	3.7	2.4
Income before income taxes	0.3	(1.3)	13.9	15.5
Income tax recovery (provision)	(0.1)	0.2	(2.0)	(1.9)
Non-controlling interest in net loss of subsidiary	-	0.1	0.9	0.4
Net income for the period	\$0.2	(\$1.0)	\$12.8	14.0
<b>Net income per share <sup>(1)</sup></b>	<b>\$0.04</b>	<b>(\$0.41)</b>	<b>\$5.20</b>	<b>\$5.52</b>
Unrealized gain (loss) on available for sale investments	\$4.7	(\$3.7)	\$7.2	\$9.0
Reclassification of realized loss (gain) on available for sale investments to net income	(0.7)	(0.8)	(4.5)	(4.2)
Other comprehensive income (loss), net of tax	4.0	(4.5)	2.7	4.8
Comprehensive income (loss) <sup>(2)</sup>	\$4.2	(\$5.5)	\$15.5	\$18.8
<b>Comprehensive income (loss) per share <sup>(1)(3)</sup></b>	<b>\$1.69</b>	<b>(\$2.17)</b>	<b>\$6.29</b>	<b>\$7.42</b>

(1) Net income per share and comprehensive income per share represent both a basic and diluted per share calculation;

(2) Comprehensive income is calculated as the sum of net income and other comprehensive income;

(3) Net income per share and comprehensive income per share – basic and diluted is calculated as net income or comprehensive income divided by basic and diluted weighted average shares outstanding (2017 – 2,471,958, 2016 – 2,544,875).

### Year Ended December 31, 2017

Northfield's cash and cash equivalents increased to \$21.4 million at December 31, 2017 from \$18.3 million at December 31, 2016. The increase in cash and cash equivalents of \$3.1 million for the prior year was primarily attributable to:

- Cash outflows from operations of \$2.6 million, which was primarily comprised of \$1.2 million for administrative operating expenditures relating to Northfield, and \$1.4 million for operating expenditures relating to the Distillery Network, offset by cash inflows from investment and other income received of \$0.9 million, and \$0.2 million for working capital changes during the year;
- Cash inflows from investing activities of \$8.2 million, which was primarily attributable to proceeds on the disposal of marketable securities and other investments of \$25.0 million and \$12.9 million, respectively, offset by the purchase of marketable securities and other investments of \$20.8 million and \$8.4 million, respectively, and the purchase of equity accounted investment in DNI of \$0.3 million and a loan to DNI of \$0.3 million; and



- Cash outflows from financing activities of \$2.6 million, which was attributable to \$1.6 million of repurchases of Northfield shares pursuant to normal course issuer bid (see section “Normal Course Issuer Bid”) and outflows from non-controlling interests in the Distillery Network of \$1.1 million which arose upon the deconsolidation of DNI.

Overall, the market value of Northfield’s investments (excluding cash and cash equivalents) increased to \$78.0 million at December 31, 2017 from \$64.4 million at December 31, 2016. Approximately 61% of Northfield’s investments (excluding cash and cash equivalents) included investments in companies carrying on business primarily in the resource sector as at December 31, 2016, including 47% invested in the gold sector. Over previous years, Northfield has benefited from increases to commodity prices and successful results of its investee companies. Northfield intends to continue investing in marketable securities of companies operating in this sector.

Northfield’s net asset value at December 31, 2017 was \$97.3 million (or \$40.01 per basic and diluted share) compared to \$83.2 million (or \$33.31 per basic and diluted share) at December 31, 2016. The increase in net asset value was primarily a result of comprehensive income for the year ended December 31, 2017 of \$15.5 million (or \$6.29 per basic and diluted share), offset by a charge to retained earnings of \$1.5 million (or \$0.60 per basic and diluted share) for the excess of cost over paid-up value of Northfield shares repurchased pursuant to Northfield’s normal course issuer bid (see section “Normal Course Issuer Bid”). Northfield continues to repurchase shares for cancellation as management continues to believe that the trading value of Northfield’s shares is at a discount to its net asset value.

Comprehensive income of \$15.5 million (or \$6.29 per basic and diluted share) for year ended December 31, 2017 is comprised of net income of \$12.8 million and other comprehensive income of \$2.7 million compared to comprehensive income of \$18.8 million (or \$7.42 per basic and diluted share) for prior year, which was comprised of net income of \$14.0 million and other comprehensive income of \$4.8 million.

Net income decreased by \$1.2 million to \$12.8 million (or \$5.20 per basic and diluted share) for the year ended December 31, 2017 compared to net income of \$14.0 million (or \$5.52 per basic and diluted share) for the prior year. The change in net income primarily resulted from a decrease in revenues of \$0.3 million and an increase in administrative expenses of \$1.4 million, offset by an increase in non-controlling in net loss of subsidiary of \$0.5 million.

Revenues decreased by \$0.3 million to \$17.6 million for the year ended December 31, 2017 compared to revenues of \$17.9 million for the prior year. The decrease in revenues is primarily attributable to the following:

- Unrealized gains on investments classified as fair value through profit and loss of \$8.5 million for the current year compared to gains of \$13.1 million for the prior year, resulting in an decrease in revenues of \$4.6 million. Unrealized losses/gains are recognized in accordance with the mark-to-market accounting rules for fair value through profit and loss investments;
- Write-down of other investments of \$0.4 million for the current year compared to write-downs of \$0.1 million for the prior year, resulting in a decrease in revenues of \$0.3 million;
- Investment and other income of \$0.9 million for the current year compared to \$1.0 million for the prior year, resulting in a decrease in revenues of \$0.1 million;
- Realized gains on the sale of other investments of \$5.5 million for the current year compared to \$5.0 million for the prior year, resulting in an increase in revenues of \$0.5 million;
- Gain on loss of control/deconsolidation of DNI of \$1.9 million for the current year compared to nil for the prior year, resulting in an increase in revenues of \$1.9 million;
- Realized gains on the sale of marketable securities of \$1.2 million for the current year compared to a loss of \$1.0 million for the prior year, resulting in an increase in revenues of \$2.2 million;

Operating expenses were \$3.7 million for the year ended December 31, 2017. Included therein are administrative expenses, which are broken down as follows:



### Administrative Expenses

For the year ended December 31,	2016	2015
Salaries, director and consulting fees	\$1.3	\$0.9
DNI operational costs	1.2	0.8
Office	0.5	0.3
Professional	0.2	0.2
Regulatory & commission	0.2	0.1
Promotion & travel	0.1	0.1
Amortization	0.2	-
	<b>\$3.7</b>	<b>\$2.4</b>

DNI operational costs increased by \$0.4 million and related to the launch of distillery operations and the ongoing branding and marketing development costs incurred for the distillation business. Salaries, director, consulting fees and office costs increased from last year due to increased bonus paid to executive management and the use of additional consultants. Amortization expense of \$0.1 million for the period was recorded on the distillation equipment beginning July 1, 2017 as the equipment was available for use at that time.

Other comprehensive income decreased by \$2.1 million to income of \$2.7 million for the year ended December 31, 2017 compared to income of \$4.8 million for the prior year. During the current year, Northfield recognized \$7.2 million in unrealized gains (net of tax) on other investments available for sale as the market value of these investments increased during the current year. Offsetting these unrealized gains, Northfield reclassified \$4.5 million of realized gains on other investments available for sale (net of tax) from other comprehensive income to net income for the year. Unrealized gains/losses are recognized in accordance with the mark-to-market accounting rules for available for sale investments. For the prior year, Northfield recognized \$9.0 million of unrealized gains and reclassified \$4.2 million of realized gains on other investments available for sale (both amounts net of tax) from other comprehensive income to net income.

#### *Three Months Ended December 31, 2017*

Comprehensive income of \$4.2 million (or \$1.69 per basic and diluted share) for the three months ended December 31, 2017 is comprised of a net income of \$0.5 million and other comprehensive income of \$4.0 million compared to comprehensive loss of \$5.5 million (or \$2.17 per basic and diluted share) for the same period in prior year, which was comprised of net loss of \$1.0 million and other comprehensive loss of \$4.5 million.

Net income increased by \$1.2 million to \$0.2 million (or \$0.04 per basic and diluted share) for the three months ended December 31, 2017 compared to a net loss of \$1.0 million (or \$0.41 per basic and diluted share) for the same period in prior year. The increase in net income for the current three month period was primarily attributable to a increase in revenues, which were \$1.0 million for the three months ended December 31, 2017 as compared to losses of \$0.6 million for the prior period.

Revenues increased by \$1.6 million to revenues of \$1.0 million for the three months ended December 31, 2017 compared to losses of \$0.6 million for the same period in prior year.

Operating expenses were \$1.2 million for the three months ended December 31, 2017, including administrative expenses, which were consistent with the same period in prior period. Administrative expenses are broken down as follows:



### Administrative Expenses

For The Three Months Ended December 31,	2017	2016
Salaries, director and consulting fees	<b>\$0.4</b>	\$0.4
Office	<b>0.2</b>	0.1
Professional	<b>0.1</b>	-
DNI operational costs	<b>-</b>	0.3
	<b>0.7</b>	0.8

DNI operational costs were not incurred in Q4 2017 as the Company deconsolidated operations effective October 1, 2017. Salaries, director, consulting fees increased from last year due to increased bonus paid to executive management and the use of additional consultants.

Other comprehensive income increased by \$8.5 million to income of \$4.0 million for the three months ended December 31, 2017 compared to a loss of \$4.5 million for same period in prior year. During the three months ended December 31, 2017, Northfield recognized \$4.7 million in unrealized gains (net of tax) on other investments available for sale as the market value of these investments increased during the current period. Northfield also reclassified \$0.7 million of realized gains on available for sale investments (net of tax) from other comprehensive income to net income for the period. For the same period in prior year, Northfield recognized \$3.7 million of unrealized losses on its available for sale investments, and reclassified \$0.8 million of realized gains on other investments available for sale (both amounts net of tax) from other comprehensive income to net income.

### SUMMARY OF QUARTERLY RESULTS

Selected consolidated financial information for each of the last eight completed quarters are set forth below, in millions:

SELECTED QUARTERLY INFORMATION	Three Months Ended			
	Mar. 31, 2017	Jun. 30, 2017	Sep. 30, 2017	Dec. 31, 2017
Revenue (losses)	\$12.3	\$1.6	\$2.7	\$1.0
Expenses	0.9	0.9	1.2	0.7
Income (loss) before income taxes	11.4	0.7	1.5	0.3
Income tax recovery (provision)	(1.4)	(0.2)	(0.2)	(0.1)
Non-controlling interest in net loss	0.2	0.3	0.4	-
Net income (loss)	10.2	0.8	1.7	0.2
<b>Net income (loss) per share <sup>(1)</sup></b>	<b>\$4.11</b>	<b>\$0.32</b>	<b>\$0.67</b>	<b>\$0.04</b>
Other comprehensive income (loss), net of tax	1.8	(1.2)	(1.8)	4.0
Comprehensive income (loss) <sup>(2)</sup>	\$12.0	(\$0.4)	(\$0.1)	\$4.2
<b>Comprehensive income (loss) per share <sup>(1)(3)</sup></b>	<b>\$4.81</b>	<b>(\$0.18)</b>	<b>(\$0.08)</b>	<b>\$1.69</b>



	Mar. 31, 2016	Jun. 30, 2016	Sep. 30, 2016	Dec. 31, 2016
Revenue (losses)	\$1.6	\$9.6	\$7.3	(\$0.6)
Expenses	0.5	0.5	0.7	0.7
Income (loss) before income taxes	1.1	9.1	6.6	(1.3)
Income tax provision (recovery)	(0.1)	(1.2)	(0.8)	0.2
Non-controlling interest in net loss	0.1	-	0.2	0.1
Net income (loss)	1.1	7.9	6.0	(1.0)
<b>Net income (loss) per share<sup>(1)</sup></b>	<b>\$0.42</b>	<b>\$3.14</b>	<b>\$2.36</b>	<b>(\$0.41)</b>
Other comprehensive income, net of tax	2.4	5.5	1.3	(4.4)
Comprehensive income (loss) <sup>(2)</sup>	\$3.5	\$13.4	\$7.3	(\$5.5)
<b>Comprehensive income (loss) per share<sup>(1)(3)</sup></b>	<b>\$1.38</b>	<b>\$5.31</b>	<b>\$2.91</b>	<b>(\$2.17)</b>

<sup>(1)</sup> Net income (loss) per share and comprehensive income per share represent both a basic and diluted per share calculation;

<sup>(2)</sup> Comprehensive income (loss) is calculated as the sum of net income (loss) and other comprehensive income (loss).

<sup>(3)</sup> Comprehensive income (loss) per share is calculated as comprehensive income (loss) divided by basic weighted average shares outstanding.

The major variances in revenues and net income (loss) are mainly a result of fluctuations in unrealized gains or losses on Northfield's investments classified as fair value through profit and loss as well as write-downs on investments classified as available for sale. The major variances in other comprehensive income are mainly a result of fluctuations in unrealized gains on Northfield's investments classified as available for sale.

## FINANCIAL CONDITION

	December 31, 2017	December 31, 2016	Variance
Cash and cash equivalents	\$21.4	\$18.3	\$3.1
Working capital	\$68.8	\$59.4	\$9.4
Receivables & deposits	\$0.9	\$1.4	(\$0.5)
Loan to joint venture	\$1.0	\$1.0	\$nil
Marketable securities			
Market value	\$46.5	\$41.0	\$5.5
Cost	\$33.6	\$36.7	(\$3.1)
Unrealized gain (net of tax) <sup>(1)</sup>	\$11.2	\$3.8	\$7.4
Other investments			
Market value	\$26.2	\$22.5	\$3.7
Cost	\$14.6	\$13.9	\$0.7
Unrealized gain (net of tax) <sup>(1)</sup>	\$10.1	\$7.4	\$2.7
Accounts payable, accruals	\$0.4	\$0.7	(\$0.3)
Financial guarantee contract	\$0.6	\$0.6	\$nil

<sup>(1)</sup> Unrealized gains (net of tax) is a measure of the difference in market value of investments over cost. Northfield calculates the term by market value of investments less cost, less any tax effect [tax effect = (market value – cost) x ½ x income tax rate]. A tax rate of 26.5% (2016– 26.5%) is used for marketable securities and other investments. It is not a defined term under IFRS and is, therefore, unlikely to be compared to similar measures presented by other companies. Management believes this non-IFRS term is useful to investors as it provides another measure by which investors may determine the market value of Northfield's assets.

During the year ended December 31, 2017, Northfield's cash and cash equivalents position increased to \$21.4 million, an increase of \$3.1 million from December 31, 2016. The increase in cash and cash equivalents was primarily attributable to cash inflows of \$8.2 million from investing activities offset by cash outflows of \$2.6 million from operations and \$2.6 million from financing activities.



Working capital at December 31, 2017, increased to \$68.8 million, an increase of \$9.4 million from December 31, 2016. This increase was primarily a result of the increase in fair value of marketable securities of \$5.5 million and cash and cash equivalents of \$3.1 million.

Northfield has guaranteed 50% of the long-term debt of The Grange of Prince Edward Inc. (“**The Grange**”), its equity accounted investment which it wrote off at December 31, 2015. As at December 31, 2017, Northfield determined the fair value of the financial guarantee contract to be \$0.6 million. Northfield has recognized this financial liability on its consolidated statement of financial position accordingly.

As at December 31, 2017, Northfield had 49% ownership in The Grange (December 31, 2016 - 49% ownership), however, under the terms of the shareholder agreement, Northfield has the right to appoint directors to the board. The Grange is a private company incorporated under the laws of the Province of Ontario and operates a vineyard and winery in Prince Edward County, Ontario.

As at December 31, 2017, the total of loans to the Grange and interest thereon is \$1,047,610 (December 31, 2016 - \$962,769). The loans are unsecured, bear interest at 10%, are payable upon demand and have been disclosed as a loan to joint venture on the consolidated statement of financial position as at December 31, 2017. During the year ended December 31, 2015, management made a determination to cease its financial support and funding of the ongoing operations of the Grange and filed a statement of claim in order to recover the amount of its loan. During the year ended December 31, 2015, Northfield's representatives resigned from the board of directors of the Grange. Accordingly, there was significant uncertainty relating to the recoverability of Northfield's equity investment and loan. Management determined that it is unlikely to be able to recover the carrying amount of its equity investment and as a result wrote it off at December 31, 2015. The carrying value of the loan has not been impaired, as management expects to recover the amount owing in full.

Northfield's net asset value at December 31, 2017 was \$97.3 million (or \$40.01 per basic and diluted share) compared to \$83.2 million (or \$33.31 per basic and diluted share) at December 31, 2016. The increase in net asset value was primarily a result of comprehensive income for the year ended December 31, 2017 of \$11.4 million (or \$4.60 per basic and diluted share).

## **LIQUIDITY AND CAPITAL RESOURCES**

As of December 31, 2017, Northfield had working capital of \$68.8 million, which increased from \$59.4 million at December 31, 2016. On average, Northfield anticipates working capital requirements of approximately \$0.1 million per month to cover operating expenses for Northfield on a go-forward basis. Also see “Credit Facilities” below.

Northfield frequently invests in small market capitalization (or junior) companies. Due to the somewhat limited size of the public float of such companies and/or any substantial decline in the price of the securities thereof, which can persist for a significant period of time, the liquidity of such securities could be impaired from time to time.

## **CREDIT FACILITIES**

Northfield has a bank line of credit available to a maximum of \$1.0 million. The available line as at December 31, 2017 was \$1.0 million as Northfield had not materially drawn on this facility. The line of credit is subject to certain financial covenants. Interest is calculated at the bank's prime rate of interest plus 1.25%. The effective interest rate at December 31, 2017 was 4.45%.

Northfield has guaranteed 50% of the long-term debt and operating line of credit of the Grange, its equity accounted investment. The total outstanding debt under the financial guarantee at December 31, 2017 was \$1.0 million (December 31, 2016 - \$1.1 million). The nature of the guarantee is such that 50% of this debt will be payable by Northfield on demand by the debtor.



From time to time, Northfield uses financial leverage (or margin) when purchasing investments. Northfield has margin arrangements with brokerage houses. From time to time Northfield may maintain overdraft positions in Northfield's margin accounts with various brokers that is secured by certain marketable securities. The maximum amount available is dependent on the value of the securities held in the account with each brokerage house. Interest is calculated at the brokers' prime rate of interest plus 1.5% to 2%. At December 31, 2017, Northfield outstanding margin loans of \$nil (December 31, 2016 - \$0.1 million).

## **RELATED PARTY TRANSACTIONS**

During the year ended December 31, 2017, Northfield paid consulting fees of \$504,000 to RDC Resource Investments Inc., a company controlled by Robert Cudney, the Chief Executive Officer of Northfield. At December 31, 2017, the balance owed was \$nil (December 31, 2016 - \$nil).

During the year ended December 31, 2016, Northfield entered into a secured receivable with Mr. Cudney in the amount of \$820,000. The receivable bears interest at prime plus 0.5%, which is payable monthly, and is secured by real property. Interest paid during the year ended December 31, 2017 was \$26,096 (year ended December 31, 2016 - \$nil). At December 31, 2017, the balance owed was \$820,000 (December 31, 2016 - \$820,000) and is disclosed in receivables on the consolidated statement of financial position.

During the year ended December 31, 2017, Northfield paid consulting fees and rent of \$232,000 and \$116,785, respectively, to 1249687 Ontario Ltd., a company controlled by Brent Peters, the VP Finance of Northfield. At December 31, 2017, the balance owed was \$45,200 (December 31, 2016 - \$nil).

During the year ended December 31, 2017, Northfield incurred consulting fees of \$20,000 (December 31, 2016 - \$20,000) to 2208932 Ontario Inc., a company controlled by Thomas Pladsen, a Director of Northfield. At December 31, 2017, the balance owed was \$20,000 (December 31, 2016 - \$nil).

During the year ended December 31, 2017, Northfield incurred consulting fees of \$20,000 (December 31, 2016 - \$20,000) to Osler Bluff Estates Inc., a company controlled by Morris Prychidny, a Director of Northfield. At December 31, 2017, the balance owed was \$20,000 (December 31, 2016 - \$nil).

These transactions were in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties. The transactions for the year ended December 31, 2017 and balances outstanding at December 31, 2017 are disclosed in note 12 in Northfield's unaudited condensed interim consolidated financial statements for the year ended December 31, 2017.

## **SIGNIFICANT ACCOUNTING POLICIES**

Northfield's financial statements were prepared in accordance with IFRS, as issued by the International Accounting Standards Board ("IASB"), and interpretations of the International Financial Reporting Interpretations Committee ("IFRIC"). These financial statements were prepared in accordance with International Accounting Standard 34, Interim Financial Reporting ("IAS 34") as issued by the IASB. Accordingly, they do not include all of the information required for full annual financial statements as required by IFRS. These financial statements should be read in conjunction with Northfield's audited annual financial statements for the year ended December 31, 2017.

### ***Changes in Accounting Policies***

Northfield has not adopted any new or revised standards during the year ended December 31, 2017.

### ***Recent Accounting Pronouncements***

Certain pronouncements were issued by the IASB or the IFRIC that are mandatory for accounting periods after December 31, 2017 or later periods. Many are not applicable or do not have a significant impact to Northfield



and have been excluded from the list below. See note 2(r) in the Company's note's to financial statements for further details.

### ***Critical Accounting Estimates and Judgments***

The preparation of the financial statements requires management to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and reported amounts of revenues and expenses during the reporting period. Actual outcomes could differ from these estimates. The financial statements include estimates which, by their nature, are uncertain. The impacts of such estimates are pervasive throughout the financial statements, and may require accounting adjustments based on future occurrences. Revisions to accounting estimates are recognized in the period in which the estimate is revised and future periods if the revision affects both current and future periods. These estimates are based on historical experience, current and future economic conditions and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

#### **Critical accounting estimates**

Significant assumptions about the future and other sources of estimation uncertainty that management has made at the consolidated statement of financial position reporting date, that could result in a material adjustment to the carrying amounts of assets and liabilities, in the event that actual results differ from assumptions made, relate to, but are not limited to, the following:

- (i) fair value of financial assets and financial liabilities on the consolidated statement of financial position that cannot be derived from active markets, are determined using a variety of techniques that include the use of mathematical models. The inputs to these models are derived from observable market data where possible, but where observable market data are not available, judgment is required to establish fair values. The judgments include consideration of model inputs such as volatility, estimated life and discount rates;
- (ii) impairment losses of available for sale and equity accounted investments and loans. Northfield reviews debt securities and investments and records an impairment charge when there has been a significant or prolonged decline in the fair value below their cost or any other observable data indicating impairment. The determination of what is significant or prolonged decline requires judgment. Northfield evaluates historical share price movements and the duration and extent to which the fair value of an investment is less than its cost;
- (iii) deferred income taxes recognized in respect of tax losses to the extent that it is probable that taxable profit will be available against which losses can be utilized. Estimates are used to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and level of future taxable profits, together with future tax planning strategies; and
- (iv) impairment losses of the loan receivable. Northfield reviews the collectability of the loans receivable and records an impairment charge when there is significant doubt that a loan, or a portion of a loan, is determined to be uncollectible, which requires the use of estimates.

#### **Critical accounting judgments**

The determination of categories of financial assets and financial liabilities has been identified as an accounting policy choice which involves judgments or assessments made by management.



## OUTSTANDING SHARE DATA

### Share Capital

#### (a) Authorized

An unlimited number of:

Class A Shares – Restricted Voting

Class B Shares – Multiple Voting Shares, having 500 votes per share, convertible into one Class A Share per share; ownership is restricted to the original promoters of Northfield

200,000 Preference Shares, voting

#### (b) Issued

Class A Shares	Number of Shares	Consideration
December 31, 2016	2,494,385	\$4,039,853
December 31, 2017 and April 27, 2018	2,432,445	\$3,939,536

Class B Multiple Voting Shares	Number of Shares	Consideration
December 31, 2016, December 31 and April 27, 2018	3,720	\$7,680

Preference Shares	Number of Shares	Consideration
December 31, 2016 and 2017 and April 27, 2018	Nil	\$nil

#### (c) Options (as of December 31, 2017 and April 27, 2018)

None.

#### (d) Warrants (as of December 31, 2017 and April 27, 2018)

None.

### Normal Course Issuer Bid

Pursuant to a notice of intention to make an issuer bid dated May 11, 2016, Northfield commenced a normal course issuer bid to purchase up to 126,549 Class A Shares, being approximately 5% of the issued and outstanding Common Shares as of the date thereof (the "**2016 Bid**"). Purchases pursuant to the Bid occurred on the TSX-V between May 11, 2016 and May 10, 2017 at prices not exceeding the market price of the Class A Shares at the time of acquisition. As of May 10, 2017, 68,140 Class A Shares were purchased and cancelled under the 2016 Bid at an average price of \$21.19 for an aggregate cost of \$1,444,035.

Pursuant to a notice of intention to make an issuer bid dated May 15, 2017, Northfield commenced a normal course issuer bid to purchase up to 123,102 Class A Shares, being approximately 5% of the issued and outstanding Common Shares as of the date thereof (the "**2017 Bid**"). Purchases pursuant to the Bid may occur on the TSX-V between May 19, 2017 and May 18, 2018 at prices not exceeding the market price of the Class A Shares at the time of acquisition. To December 31, 2017, 30,400 Class A Shares were purchased and cancelled under the 2017 Bid at an average price of \$25.38 for an aggregate cost of \$771,535.



## **OTHER INFORMATION**

### ***Contractual Commitments***

In the normal course of operations, certain contingencies may arise relating to legal actions undertaken against Northfield. In the opinion of management, the outcome of such potential legal actions will not have a material adverse effect on Northfield's results of operations, liquidity or its financial position.

Northfield is committed to and contingently liable for annual rental payments for premises as disclosed in note 16 to its financial statements for the year ended December 31, 2017.

Northfield has guaranteed 50% of the long-term debt and operating line of credit of the Grange, its joint venture investment. The total outstanding debt under the financial guarantee at December 31, 2017 was \$1.0 million (December 31, 2016 - \$1.1 million). The nature of the guarantee is such that 50% of this debt will be payable by Northfield on demand by the debtor.

### ***Off-Balance Sheet Arrangements***

Northfield does not have any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future effect on the results of operations or financial condition of Northfield.

### ***Disclosure Control and Procedures***

Northfield's executive management has evaluated the effectiveness of the design and operation of Northfield's disclosure controls and procedures as of December 31, 2017. Based on this evaluation, they have concluded that Northfield's disclosure controls and procedures are effective to ensure that information required to be disclosed in reports filed or submitted by Northfield under Canadian securities legislation is reported within the time periods specified in those rules.

### ***Internal Control over Financial Reporting***

Northfield's executive management is responsible for establishing and maintaining adequate internal control over financial reporting. Under the supervision of the Vice President of Finance, Northfield's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of consolidated financial statements for external purposes in accordance with generally accepted accounting principles. There has been no change in Northfield's internal control over financial reporting during the year ended December 31, 2017 that has materially affected, or is reasonably likely to materially affect, Northfield's internal control over financial reporting.

### ***Limitations of Controls and Procedures***

Northfield's executive management believes that any disclosure controls and procedures or internal controls over financial reporting, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, they cannot provide absolute assurance that all control issues and instances of fraud, if any, within Northfield have been prevented or detected. These inherent limitations include the realities that judgments in decision making can be faulty, and that breakdowns can occur because of simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people, or by unauthorized override of the control. The design of any systems of controls also is based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Accordingly, because of the inherent limitations in a cost effective control system, misstatements due to error or fraud may occur and not be detected.



## FINANCIAL INSTRUMENTS

The investment operations of Northfield's business involve the purchase and sale of securities and, accordingly, the majority of Northfield's assets are currently comprised of financial instruments.

Northfield has not entered into any specialized financial agreements to minimize its investment risk and currency risk. The principal financial instruments are currently its cash and cash equivalents, marketable securities and other investments. The excess cash balances are invested in short-term investments. Unrealized gains and losses, measured on a portfolio basis, are recorded in the consolidated statement of earnings for held for trading investments and in other comprehensive for available for sale investments, in accordance with the mark-to-market accounting rules. Realized gains and losses are recorded in the consolidated statement of earnings. Contracts for goods and services are also mainly denominated in Canadian currency.

The use of financial instruments can expose Northfield to several risks, including liquidity, market and interest risks. A discussion of Northfield's use of financial instruments and their associated risks is provided below:

### *Liquidity Risk*

Liquidity risk is the risk that Northfield will have sufficient cash resources to meet its financial obligations as they come due. Northfield's liquidity and operating results may be adversely affected if Northfield's access to the capital markets is hindered, whether as a result of a downturn in stock market conditions generally or related to matters specific to Northfield, or if the value of Northfield's investments declines, resulting in losses upon disposition. Northfield generates cash flow primarily from its financing activities and proceeds from the disposition of its investments, in addition to interest and dividend income earned on its investments. Northfield has sufficient marketable securities which are freely tradable and relatively liquid to fund its obligations as they become due under normal operating conditions. All outstanding obligations as at December 31, 2017 are due within one year.

From time to time Northfield uses financial leverage (or "margin") when purchasing investments. Trading on margin allows Northfield to borrow part of the purchase price of the investments (using marginable investments as collateral), rather than pay for them in full. Buying on margin allows Northfield to increase its portfolio size by increasing the number and amount of investment through leverage. However, if the market moves against Northfield's positions and Northfield's investments decline in value, Northfield may be required to provide additional funds to its brokers, which could be substantial. Given the nature of Northfield's business, Northfield may not have sufficient cash on hand to meet margin calls and may be required to liquidate investments prematurely and/or at a loss, in order to generate funds needed to satisfy Northfield's obligations. Furthermore, if Northfield is unable to provide the necessary funds within the time required, Northfield's marginable investments may still be liquidated at a loss by its brokers to meet the obligations (and Northfield may still be required to make up any additional shortfall in funds thereafter).

Northfield has at times borrowed funds from other sources to meet its obligations, but there can be no assurances that such funds will be available in the future, or available on reasonable terms, and the absence of available funding and/or the sale of Northfield's investments in order to meet margin calls could have a materially adverse impact on Northfield's operating results.

As at December 31, 2017, based on typical margin requirements Northfield had available margin of approximately \$17.2 million from its brokers of which Northfield was using \$nil. Northfield manages this risk by not over extending the use of margin. As at December 31, 2017, the estimated sensitivity of Northfield's available margin from a 10% decrease in the closing bid price of Northfield's investments with all other variables held constant would reduce the available margin to \$14.5 million.

### *Market Risk*

Market risk is the risk that the fair value of, or future cash flows from Northfield's financial instruments will significantly fluctuate because of changes in market prices. The value of the financial instruments can be



affected by changes in interest rates, foreign exchange rates, equity and commodity prices. Northfield is exposed to market risk in trading its investments and unfavourable market conditions could result in dispositions of investments at less than favourable prices.

The following table shows the estimated sensitivity of Northfield's after-tax net income (loss) at December 31, 2017 from a change in closing price of Northfield's investments with all other variables held constant:

Percentage of Change in Closing Prices	Change in Comprehensive Income (Net of Tax) From % Increase in Closing Price	Change in Comprehensive Income (Net of Tax) From % Decrease in Closing Price
Investments held for trading		
5%	\$2.0	(\$2.0)
10%	\$4.0	(\$4.0)
Investments available for sale		
5%	\$1.1	(\$1.1)
10%	\$2.1	(\$2.1)

### **Interest Rate Risk**

Interest risk is the impact that changes in interest rates could have on Northfield's earning and liabilities. As at December 31, 2017, Northfield had access to credit facilities comprised of due to brokers and bank indebtedness (collectively "interest risk liabilities"), which bore interest at rates fluctuating with the prime rate or overnight lending rate. From time to time Northfield uses these facilities, but at December 31, 2017 the amount outstanding was \$nil. The interest risk liabilities can be repaid by Northfield at any time without notice or penalty, which provides Northfield with some ability to manage and mitigate its interest risk.

Northfield invests in fixed income securities which bear interest at fixed rates of interest, and as such, are subject to interest rate price risk resulting from changes in fair value from market fluctuations in interest rates. To minimize this risk, all fixed income securities held by Northfield as at December 31, 2017 mature within one year.

### **Credit Risk**

Credit risk is the risk of financial loss to Northfield if a counter party to a financial instrument fails to meet its payment obligations. Northfield is exposed to credit risk with respect to its cash and cash equivalents, receivables and loan receivable.

Northfield's credit risk is primarily attributable to cash and cash equivalents and its loan receivable. Management believes that the credit risk concentration with respect to cash and cash equivalents is remote as it maintains accounts highly-rated financial institutions and brokerage firms.

### **Currency Risk**

Currency risk is the risk that the fair value of, or future cash flows from Northfield's financial instruments will fluctuate because of changes in foreign exchange rates. Some of Northfield's investments are denominated in foreign currencies and are therefore exposed to foreign exchange fluctuations. Northfield believes it is not significantly exposed to currency risk as these investments comprise approximately 10% of Northfield's total investments.

For the year ended December 31, 2017, management estimates that if the United States dollar had strengthened or weakened by 10% against the Canadian dollar, assuming all other variables remained constant, net income for the period would have increased or decreased by approximately \$1.1 million.



## **RISK FACTORS**

Northfield's financial condition, results of operations and business are subject to certain risks which may negatively affect Northfield. Certain of these risks are described below. Additional risks not currently known to us, or that we currently believe to be immaterial, may also effect and negatively impact our business.

### ***Portfolio Exposure***

Given the nature of Northfield's activities, the results of operations and financial condition are dependent upon the market value of the securities that comprise Northfield's portfolio. Market value can be reflective of the actual or anticipated operating results of our portfolio companies and/or the general market conditions that affect the sectors in which Northfield invests. Northfield's investment activities are currently concentrated primarily in the natural resource industry, with a current focus on base metals, precious metals, and oil and gas sectors. There are various factors that could affect these sectors which could have a negative impact on Northfield's portfolio companies and thereby have an adverse effect on our business. Additionally, Northfield's investments are mostly in small-cap businesses which Northfield believes exhibit potential for growth and sustainable cash flows. However, these companies may not ever mature or generate the returns Northfield expects or may require a number of years to do so. Junior exploration and other start-up ventures may never achieve commercial success or commercial discoveries and production. This may create an irregular pattern in Northfield's revenues (if any). Macro factors such as fluctuations in commodity prices and global political and economic conditions could have an adverse effect on one or more sectors to which Northfield is exposed, thereby negatively impacting one or more of the portfolio companies concurrently. Company specific risks, such as the risks associated with mining operations generally, could have an adverse effect on one or more of Northfield's portfolio companies at any point in time. Company specific and industry specific risks which effect Northfield's portfolio investments may have a materially adverse impact on its operating results.

### ***Cash Flows / Revenue***

Northfield generates revenue and cash flows primarily from Northfield's financing activities and proceeds from the disposition of Northfield's investments, in addition to interest and dividend income earned on Northfield's investments. The availability of these sources of income and the amounts generated from these sources are dependent upon various factors, operating results may be adversely effected if access to the capital markets is hindered, whether as a result of a downturn in the market conditions generally or to matters specific to Northfield, or if the value of Northfield's investments decline, resulting in capital losses for Northfield upon disposition.

### ***Conflicts of Interest***

Certain of the Directors and Officers of Northfield are engaged in, and will continue to engage in, other business activities on their own behalf and on behalf of other companies and, as a result of these and other activities, such Directors and Officers of Northfield may become subject to conflicts of interest. The Canadian Business Corporations Act ("**CBCA**") provides that in the event that a director has an interest in a contract or proposed contract or agreement, the director shall disclose his interest in such contract or agreement and shall refrain from voting on any matter in respect of such contract or agreement unless otherwise provided under the CBCA. To the extent that conflicts of interest arise, such conflicts will be resolved in accordance with the provisions of the CBCA.

### ***Reliance on Key Individuals***

Northfield is dependent upon the efforts, skill and business contacts of key individuals of management, for among other things, the information and deal flow they generate during the normal course of their activities and the synergies which exist amongst their various fields of expertise and knowledge. Accordingly, Northfield's continued success will depend upon the continued service of these individuals who are not obligated to remain employed with Northfield. The loss of the services of any of these individuals could have a material adverse effect on Northfield's revenues, net earnings and cash flows and could harm Northfield's ability to maintain or grow existing assets and raise additional funds in the future.



## USE OF NON-IFRS MEASURES

This MD&A contains references to “net asset value” (“**NAV**”) and “NAV per share (basic and diluted)” which are non-IFRS measures. NAV is calculated as total assets less total liabilities. NAV per share basic is calculated as total assets less total liabilities divided by the weighted average number of shares of Northfield outstanding for the period. NAV per share diluted is calculated as total assets less total liabilities divided by the weighted average number of shares of Northfield outstanding, calculated based upon the assumption that all outstanding options and warrants of Northfield, if any, have been exercised. The basic and diluted weighted average number of shares outstanding for the year ended December 31, 2017 was 2,463,846 (year ended December 31, 2016 – 2,531,630). The term NAV per share does not have any standardized meaning according to IFRS and therefore may not be comparable to similar measures presented by other companies. Northfield has calculated NAV and NAV per share (basic and diluted) consistently over its past fiscal years and believes that the measure provides information useful to Northfield’s shareholders in understanding its performance facilitates the comparison of the quarterly and year end results of Northfield’s ongoing operations and provides a meaningful measure to evaluate Northfield’s business relative to that of its peers. Furthermore, Northfield believes the calculation of NAV per share (basic and diluted) provides a comparison between the market value of Northfield’s assets and the trading price of the Class A Shares that is useful to investors. Management uses this non-IFRS calculation when determining whether to repurchase Class A Shares under its normal course issuer bid.

## CAUTION REGARDING FORWARD-LOOKING INFORMATION

Certain information contained in this MD&A constitutes forward-looking information, which is information regarding possible events, conditions or results of operations of Northfield that is based upon assumptions about future economic conditions and courses of action and which is inherently uncertain. All information other than statements of historical fact may be forward-looking information. Forward-looking information is often, but not always, identified by the use of words such as “seek”, “anticipate”, “budget”, “plan”, “continue”, “estimate”, “expect”, “forecast”, “may”, “will”, “project”, “predict”, “potential”, “targeting”, “intend”, “could”, “might”, “should”, “believe” and similar words or phrases (including negative variations) suggesting future outcomes or statements regarding an outlook. Forward-looking information contained in this MD&A includes, without limitation, our expectations regarding anticipated investment activities and results and financing activities, changes in accounting policies and other factors on our operating results, and the performance of global capital markets and interest rates.

Forward-looking information involves 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 information. Northfield believes the expectations reflected in the forward-looking information are reasonable but no assurance can be given that these expectations will prove to be correct and readers are cautioned not to place undue reliance on forward-looking information contained in this MD&A. Some of the risks and other factors which could cause results to differ materially from those expressed in the forward-looking information contained in this MD&A include, but are not limited to: risks relating to investment performance and our ability to generate taxable income from operations, market fluctuations, fluctuations in prices of commodities underlying our interests and equity investments, the strength of the Canadian, U.S. and other economies, foreign exchange fluctuations, political and economic conditions in the countries in which the interests of Northfield’s portfolio investments are located, and other risks included elsewhere in this MD&A and under the headings “Financial Instruments” and “Risk Factors”.

Readers are cautioned that the foregoing lists of factors are not exhaustive. Although Northfield has attempted to identify important factors that could cause actual events and results to differ materially from those described in the forward-looking information, there may be other factors that cause events or results to differ from those intended, anticipated or estimated. The forward-looking information contained in this MD&A is provided as of the date hereof and Northfield undertakes no obligation to update publicly or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as otherwise required by law. All of the forward-looking information contained in this MD&A is expressly qualified by this cautionary statement.