BY SEDAR

November 12, 2015

Dear Sirs/Mesdames:

Re: 2015 Third Quarter Management's Discussion & Analysis

On November 10, 2015, Element Financial Corporation ("Element") released its 2015 Third Quarter Management's Discussion and Analysis (the "MD&A"). Subsequent to the release of the MD&A, Element noted a transposition error in the "Yield to average earning assets" table on page 28 for the Fleet Management vertical in the MD&A. A corrected version of the MD&A is attached hereto. Please contact Element's Investor Relations department with any questions you may have.

Yours truly,

Element Financial Corporation

Management Discussion and Analysis.

September 30, 2015

The following management discussion and analysis ("MD&A") provides information management believes is relevant to an assessment and understanding of the consolidated financial condition and consolidated results of operations of Element Financial Corporation (the "Company" or "Element") as at and for the three and nine months ended September 30, 2015 and should be read in conjunction with the Company's unaudited interim condensed consolidated financial statements as at and for the three and nine months ended September 30, 2015 and the MD&A and audited consolidated financial statements and accompanying notes for the year ended December 31, 2014. Additional information relating to the Company is available on SEDAR at www.sedar.com and on the Company's website at www.elementcorp.com

CAUTIONARY STATEMENT

THIS ANALYSIS HAS BEEN PREPARED TAKING INTO CONSIDERATION INFORMATION AVAILABLE TO NOVEMBER 10, 2015. CERTAIN STATEMENTS CONTAINED IN THIS REPORT CONSTITUTE "FORWARD LOOKING STATEMENTS". WHEN USED IN THIS REPORT, THE WORDS "MAY", "WOULD", "COULD", "WILL", "INTEND", "PLAN", "ANTICIPATE", "BELIEVE", "ESTIMATE", "EXPECT", AND SIMILAR EXPRESSIONS, AS THEY RELATE TO THE COMPANY, OR ITS MANAGEMENT, ARE INTENDED TO IDENTIFY FORWARD LOOKING STATEMENTS. SUCH STATEMENTS REFLECT OUR CURRENT VIEWS WITH RESPECT TO FUTURE EVENTS AND ARE SUBJECT TO INHERENT RISKS, UNCERTAINTIES AND NUMEROUS ASSUMPTIONS, INCLUDING, WITHOUT LIMITATION, GENERAL ECONOMIC CONDITIONS, RELIANCE ON DEBT FINANCING, DEPENDENCE ON BORROWERS, INABILITY TO SUSTAIN RECEIVABLES, COMPETITION, INTEREST RATES, REGULATION, INSURANCE, FAILURE OF KEY SYSTEMS, DEBT SERVICE, FUTURE CAPITAL NEEDS AND SUCH OTHER RISKS OR FACTORS DESCRIBED FROM TIME TO TIME IN REPORTS OF ELEMENT.

BY THEIR NATURE, FORWARD LOOKING STATEMENTS INVOLVE NUMEROUS ASSUMPTIONS, KNOWN AND UNKNOWN, RISKS AND UNCERTAINTIES, BOTH GENERAL AND SPECIFIC, WHICH CONTRIBUTE TO THE POSSIBILITY THAT PREDICTIONS, FORECASTS, PROJECTIONS AND OTHER FORMS OF FORWARD LOOKING INFORMATION MAY NOT BE ACHIEVED. MANY FACTORS COULD CAUSE OUR ACTUAL RESULTS, PERFORMANCE OR ACHIEVEMENTS TO BE MATERIALLY DIFFERENT FROM ANY FUTURE RESULTS, PERFORMANCE OR ACHIEVEMENTS THAT MAY BE EXPRESSED OR IMPLIED BY SUCH FORWARD LOOKING STATEMENTS AND READERS ARE CAUTIONED THAT THE LIST OF FACTORS IN THE FOREGOING PARAGRAPH IS NOT EXHAUSTIVE. SHOULD ONE OR MORE OF THESE RISKS OR UNCERTAINTIES MATERIALIZE, OR SHOULD ASSUMPTIONS UNDERLYING THE FORWARD LOOKING STATEMENTS PROVE INCORRECT, ACTUAL RESULTS MAY VARY MATERIALLY FROM THOSE DESCRIBED HEREIN AS INTENDED, PLANNED, ANTICIPATED, BELIEVED, ESTIMATED OR EXPECTED. ACCORDINGLY, READERS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON FORWARD LOOKING STATEMENTS OR INTERPRET OR REGARD FORWARD-LOOKING STATEMENTS AS GUARANTEES OF FUTURE OUTCOMES. EXCEPT AS MAY BE REQUIRED BY APPLICABLE CANADIAN SECURITIES LAWS, WE DO NOT INTEND, AND DISCLAIM ANY OBLIGATION TO UPDATE OR REWRITE ANY FORWARD LOOKING STATEMENTS WHETHER ORAL OR WRITTEN AS A RESULT OF NEW INFORMATION, FUTURE EVENTS OR OTHERWISE.

Overview

Element is an independent financial services company that originates, co-invests in and manages asset-based financings and related service programs with operations in both Canada and the United States ("U.S." or "USA"), and in Australia, New Zealand and Mexico following the acquisition GE Capital's fleet operations. Element originates the financing of a broad range of equipment and capital assets by way of secured loans, financial leases, conditional sales contracts and operating leases. Element originates the vast majority of its equipment financings through its employee sales force, which focuses on both equipment vendors and direct equipment users. Element distinguishes itself from traditional lenders such as banks and finance companies in that it:

- offers select, asset-based financing services rather than providing traditional lending;
- originates primarily through its manufacturer relationships as well as direct end users; and
- funds its activities through commitments from institutional investors rather than accepting deposits from the public.

The Company has assembled a deep and experienced leadership team that has capitalized, and is poised to continue to capitalize, on the continuing strength and consolidation of the North American equipment finance industry. Through its legacy and recently acquired businesses, the Company has established strong platforms across multiple lines of business in the asset and equipment finance market place. The Company plans to continue to grow its business organically, but will also continue to capitalize on new opportunities where the Company believes it is beneficial and accretive to earnings.

The North American equipment finance industry is served by three main industry participants: independent lease finance companies like Element, captive finance companies owned by the manufacturers and distributors, and deposit-based lenders such as banks and credit unions.

The Company's revenue consists primarily of finance income earned on originated asset-based financings ("finance receivables") net of amortization of lease origination costs, and rental revenue earned on equipment under operating leases, net of depreciation and other ancillary fees.

Direct costs consist mainly of interest on secured borrowings including amortization of deferred financing costs. Deferred financing costs are costs incurred by the Company to secure financing for the transactions. These costs are capitalized, deferred and expensed over the life of the underlying secured borrowing facility.

Operating expenses consist of salaries, wages and benefits, general and administrative expenses, and share-based compensation.

The Company funds the acquisition of finance receivables using its senior revolving credit facility, secured borrowing facilities and cash flow from operating activities.

The Company has organized its activities and operations around four core business verticals: (i) Fleet Management (ii) Rail Finance; (iii) Commercial and Vendor Finance; and (iv) Aviation Finance.

Fleet Management

Fleet Management’s core business is providing vehicle fleet leasing and management solutions and related service programs to North American companies, including service cards, remarketing, maintenance management and accident services. Fleet Management was established following the completion of the acquisition of TLS Holdings Inc. (“TLSI”), the holding company of Transportaction Lease Systems Inc. (“TLS”) on June 29, 2012. At the time of the TLS acquisition, the acquired company was Canada’s fourth largest fleet leasing company and provided Element with a portfolio of more than $430 million of lease assets. The acquisition accelerated Element’s growth through the addition of its established origination platform and through the creation of cross-selling opportunities for Element’s existing clients.

On June 28, 2013, the Company acquired the assets of GE Capital’s Canadian fleet portfolio (“GE Portfolio”) and its related operational resources. At the time of acquisition the GE Portfolio provided Element with a portfolio of more than $480 million of lease and loan assets. In addition, the Company entered into Strategic Alliance Agreement (the “Strategic Alliance”) with GE Capital Fleet Services.

On July 7, 2014, the Company acquired PHH Corporation's North American fleet management business ("PHH Arval"). The acquisition added over $4.3 billion of finance receivables to the Company's balance sheet in July 2014. The acquisition allows Fleet Management to be a premier fleet management provider in North America with over $5.3 billion in Fleet Management finance receivables.

On August 31, 2015, the Company acquired GE Capital's fleet management operations in the U.S. ("GE US Fleet Operations"), and on September 30, 2015, GE Capital's fleet management operations in Mexico, Australia and New Zealand ("GE MX and ANZ Fleet Operations", and collectively, the "GE Fleet Operations"). The GE Fleet Operations added $7.8 billion of finance receivables and equipment under operating leases to the Company's balance sheet.

Rail Finance

Rail Finance provides railcar leasing through vendor financing programs. Rail Finance was launched in December 2013 when the Company entered into a strategic alliance agreement with Trinity Industries, Inc. (“Trinity”) to initially provide lease financing for up to U.S. $2 billion worth of railcars over two years.

Railcar leasing is characterized by leases and assets that have longer term and lessees with strong credit quality. In addition, the strategic alliance with Trinity enabled the Company to enter the railcar financing segment with limited investment in overhead and a low operating expense base required to grow and manage the portfolio.

Since the inception of the strategic alliance agreement, Element has acquired $1,911.8 million (or U.S. $1,624.3 million) in railcar leases from Trinity.

Commercial and Vendor Finance

The Company's Commercial and Vendor Finance vertical services the mid-ticket finance segment of the equipment finance industry. The mid-ticket finance segment involves financing for the acquisition of equipment ranging in value from approximately $10,000 to approximately $5,000,000.

Commercial and Vendor Finance originates its equipment finance assets in specific segments of the equipment finance market, with a current focus on the transportation and construction, commercial and industrial, healthcare equipment, golf equipment, technology equipment and office products sectors.

Aviation Finance

Aviation Finance originates large equipment financing and leasing transactions that range in size from $5 million to $150 million or more, with a duration ranging from 36 to 120 months. These transactions typically apply to the financing of a single high-value asset, such as helicopters, simulators and business aircraft. Aviation Finance originates these larger, longer-duration aviation financing transactions through its teams of knowledgeable aviation industry finance specialists who have established networks of contacts with both manufacturers and end users.

On December 19, 2013, the Company acquired a portfolio of helicopter leases for $242.7 million as well as the related customer lists from GE Capital Corporation. The portfolio acquisition and associated customer list acquisition added further scale and scope to Aviation Finance's position in civil aviation equipment financing and leasing.

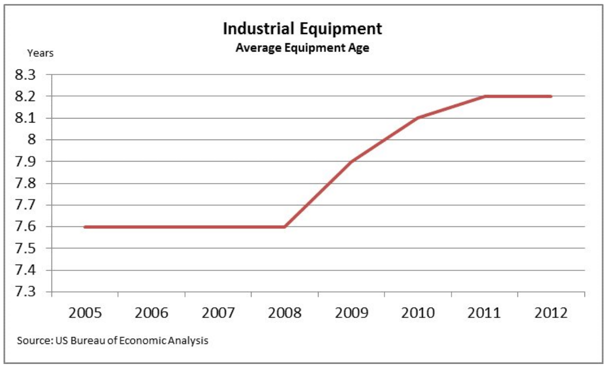
Market Trends

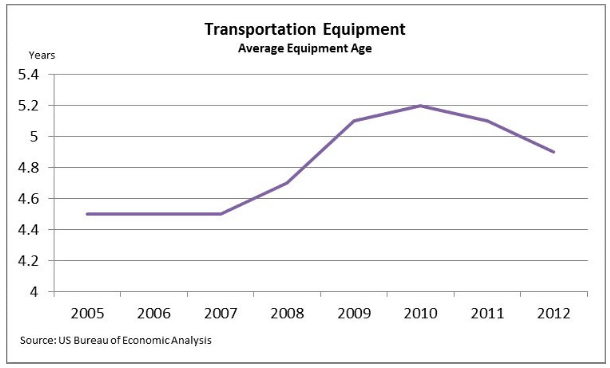
United States

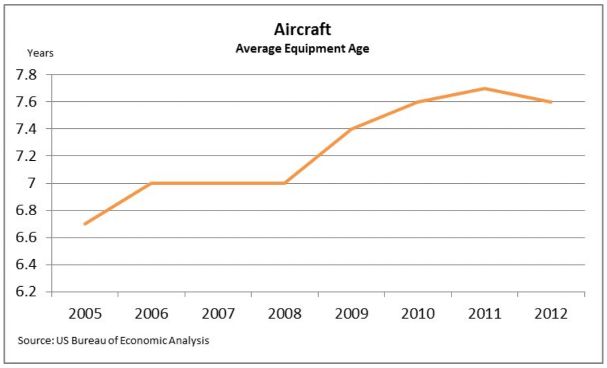
The 2008 Global Financial Crisis seriously impacted the equipment finance industry in the United States resulting in the deferral of capital expenditure commitments by customers and the retrenchment or withdrawal of many competitors. In the period following the Crisis, many of the traditional non-bank suppliers of equipment financing focused on rebuilding their balance sheets while the regulated providers have had to focus on meeting more stringent capital adequacy requirements. This diminished competitive environment has provided the Company with an opportunity to add scale to each of its four business verticals through organic growth and strategic acquisitions.

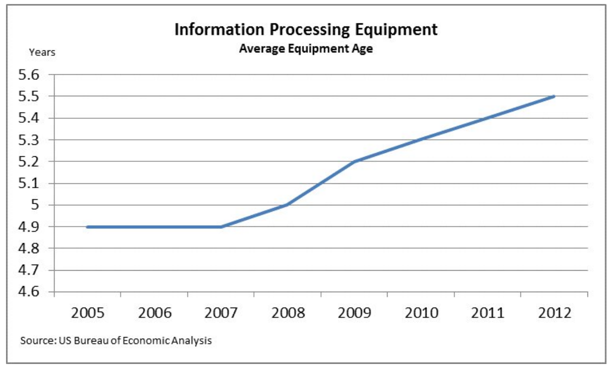
The strong demand for equipment financing in the United States is currently being driven by three factors - the replacement of aging equipment, the increased propensity to use equipment financing to acquire capital assets and the addition of new manufacturing and industrial capacity to support the post-recession economic expansion.

Following the 2008 Global Financial Crisis, the age of capital equipment stocks began to increase across a range of industries as economic uncertainty severely constrained capital expenditures.









To compound the problem, when capital equipment was being acquired, there was a decline in the propensity of equipment users to access the market for equipment financing as a means to fund the acquisition of these assets.

In the first phase of the economic recovery, the equipment finance industry's annual growth in new business volume has initially been driven by the replacement of this older equipment as repair and maintenance costs increased and the productivity of these aging capital assets declined.

In addition to the now positive impact of this deferred replacement cycle, beginning in 2010, the industry also benefited from an increase in the propensity of equipment users to use equipment financing to acquire these capital assets. Corporate balance sheets had been repaired, there were increasing calls on available reserves and businesses were more willing to add external equipment financing to the capital structure mix.

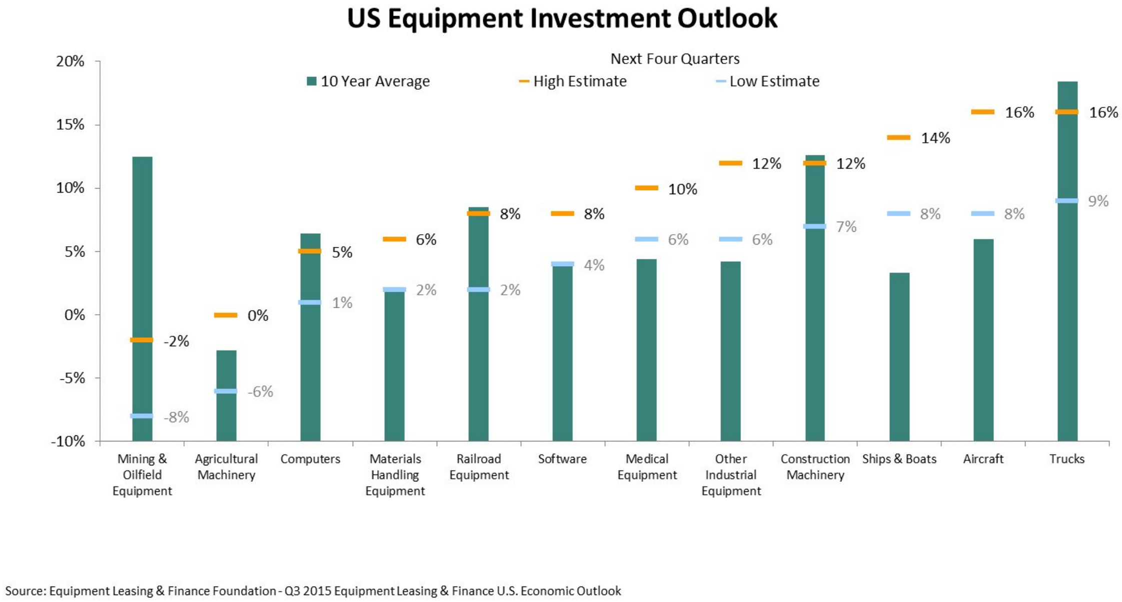
The third factor now contributing to the equipment finance industry's growth is the expansion of industrial capacity across a wide range of industries as the post-recession economic expansion begins to take hold in the United States. New machinery and equipment is being acquired and financed as additional capacity is brought online to meet this incremental demand.

In addition to these organic growth factors, the post recovery phase of the industry's evolution in North America is now being augmented by consolidation opportunities. This consolidation phase is seeing previously large unregulated diversified industry participants disaggregate and divest assets and businesses into the hands of vertically specialized participants who can bring economies of scale to the task of investing in technologies that improve productivity for customers. This development has created growth opportunities for the Company by (1) delivering very high quality acquisition opportunities of scale and (2) dislocating the competitive landscape creating opportunities to sell through to customers who might otherwise have been inaccessible due to switching costs.

2015 U.S. Economic Outlook

> *"The (U.S.) economy contracted by 0.2% in the first quarter of 2015, following Q4's modest 2.2% growth. Housing investment picked up, while consumer spending slowed and net exports, government spending, and business investment all declined. The labor market, however, continues to steadily strengthen; job growth accelerated this spring, while initial claims for unemployment insurance are near 15-year lows, a sign of labor market health. Meanwhile, inflation is expected to remain subdued in coming months, yet should slowly rise as oil prices stabilize.*
>
> *The labor market is still the brightest spot in the U.S. economy and likely will be the core driver of growth this year. Additionally, improved consumer spending, faster wage growth, and a nascent housing rebound are economic tailwinds - and should support a moderate rebound in GDP. Conversely, a struggling energy sector and lingering weakness in manufacturing present headwinds to growth. Looking ahead, the U.S. dollar, the global economy, and oil prices will be key factors to watch over the rest of the year. Overall, we expect 2.6% growth in 2015, as the economy regains its footing after a weak first quarter.*
>
> *Equipment and software investment growth increased from 1.6% in Q4 2014 to 3.8% in the first quarter of 2015. Headwinds to faster growth included sharp cuts to the energy sector, the strong U.S. dollar, and a faltering manufacturing sector. We expect these headwinds to limit Q2 investment growth but mostly ease in the second half of 2015. Overall, we forecast equipment & software investment to grow 5.0% in 2015, down from 5.8% in 2014."*

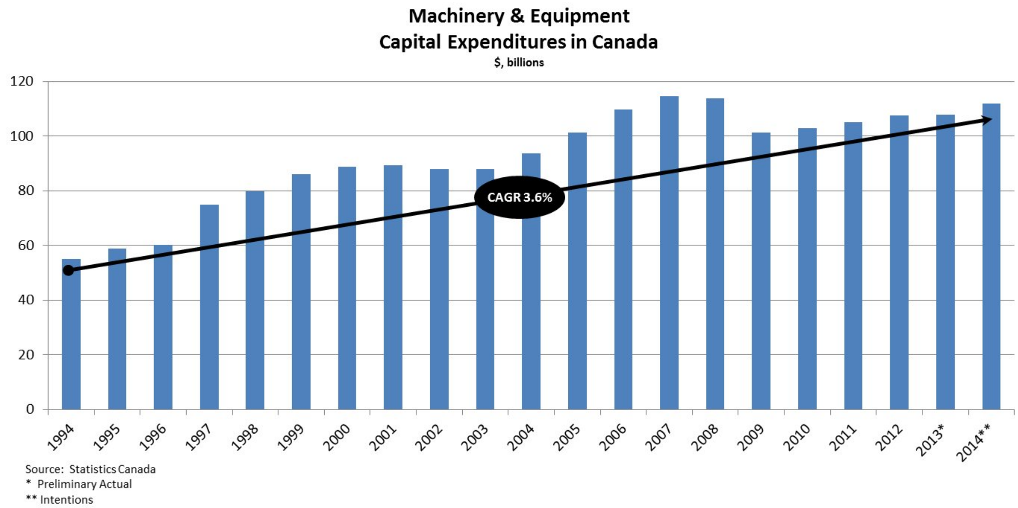
Equipment Leasing & Finance Foundation
July 2015

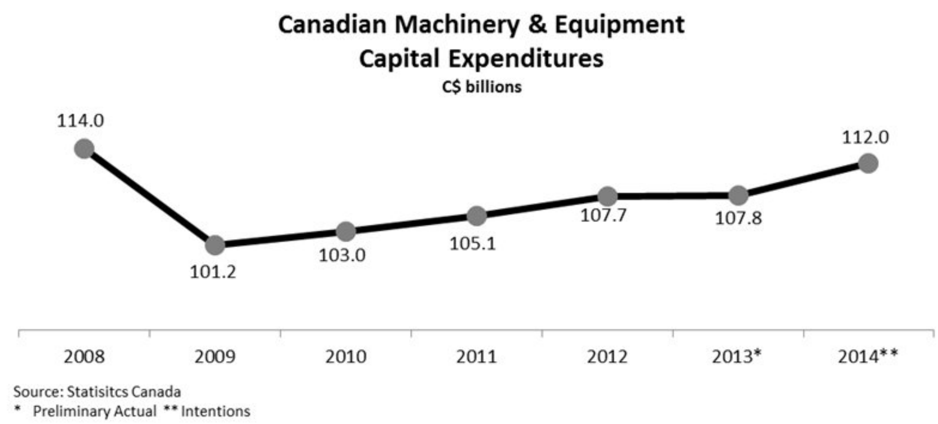


Canada

The 2008 Global Financial Crisis also had a severe impact on the Canadian equipment finance industry. From 1999 to 2006, capital expenditures on Canadian machinery and equipment grew steadily with volumes reaching $109.6 billion. Leasing market penetration rates also peaked in 2006 at 22%, representing new lease volumes of $24.1 billion. Between 2007 and 2009, the market experienced a reduction in both capital expenditures and leasing market penetration. Specifically, capital expenditures dropped from $114.4 billion to $101.2 billion, with leasing market penetration rates also falling from 20.8% to 13.0%, representing new lease volumes of $23.8 billion and $13.2 billion, respectively.

However, by 2010 both capital expenditures and leasing market penetration began to recover with capital expenditures increasing to $103.0 billion and leasing market penetration rates increasing to 15.13%, representing new lease volumes of $16.0 billion. Statistics Canada reported machinery and equipment capital expenditures to be $105.1 billion in 2011 and $107.7 billion in 2012, demonstrating continued recovery from the lows experienced during the global credit crisis.

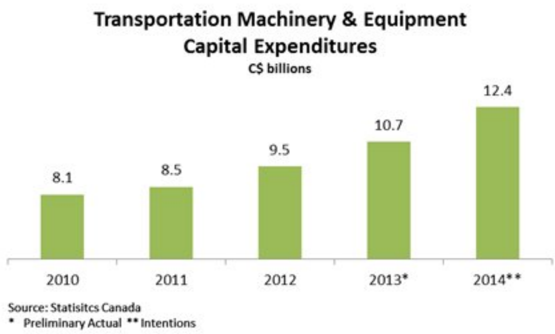


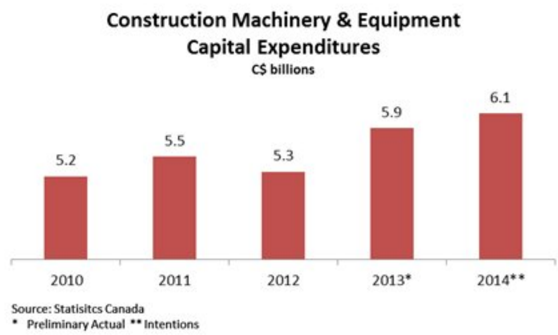


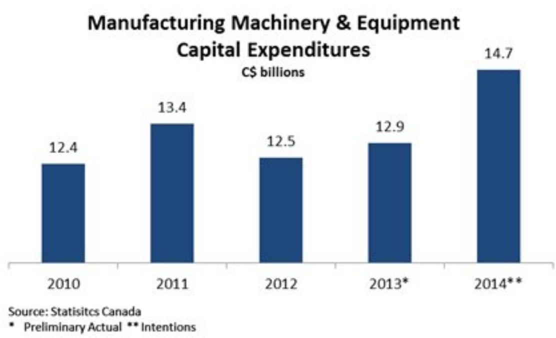
Data published by Statistics Canada (Catalogue no. 61-205-X 2014) estimates that capital spending on machinery and equipment in Canada grew by 0.1% in 2013 to $107.8 billion from $107.7 billion in the previous year. Approximately 75% of this spending was concentrated in Ontario, Alberta and Quebec with one third of it attributable to three sectors - Mining and oil and gas extraction; Manufacturing; and Transportation and warehousing.

The Canadian Finance & Leasing Association (the "CFLA") estimates that the leasing industry is responsible for financing more than $314 billion worth of assets in Canada. In 2013, approximately $107 billion worth of new assets were financed by the equipment finance industry including $27 billion worth of machinery and equipment and $7 billion worth of commercial or fleet vehicles. The industry forecasts that spending on new machinery and equipment in Canada will rise 9% in 2014 and a further 7% in 2015 significantly exceeding the 20 year average growth rate of 3.6%.

For 2014, Statistics Canada forecast intentions for capital spending on machinery and equipment in Canada to rise by 3.9% to $112.0 billion with spending in Ontario, Alberta and Quebec increasing at a faster rate of 5.4% and spending in the Transportation, Construction and Manufacturing sectors increasing at above average rates over the previous year.







The 2008 global financial crisis has resulted in the realignment of the equipment finance industry's competitive landscape in North America. A number of participants have exited or curtailed activities in selected markets in order to refocus on core operations.

As this competitive landscape continues to shift, the Company expects to benefit from the opportunity to acquire customer relationships that may be prone to dislocation as established service providers exit segments of the industry where the Company has established a significant market presence.

Key Performance Indicators

Key performance indicators that we use to manage our business and evaluate our financial results and operating performance include new origination volumes, net investment in finance receivables, financial revenues, average yields, interest expense, interest cost of debt, net finance income, adjusted operating expenses and net income. We evaluate our performance on these metrics by comparing our actual results and normalized results to management budgets, forecasts and prior period performance.

Key Initiatives - 2015

The last three years were transformational years for Element. The Company secured an industry leading and experienced management team, built a capital structure and secured an infrastructure capable of executing on its growth plan. The Company has grown organically and through acquisitions, and has expanded into new business verticals, including fleet management, railcar financing and aviation financing.

During the three and nine months ended September 30, 2015, the Company continued to execute on its growth plan through the following initiatives:

On March 3, 2015, the Company closed its offering of Secured Portfolio Railcar Equipment Notes, Series 2015-1 raising gross proceeds of U.S. $405.0 million. The transaction is secured by a portfolio of 4,145 railcars, with an appraised value of U.S. $476.3 million, and their related leases.

On March 31, 2015, the Company completed its seventh portfolio acquisition of railcar leases for $161.2 million.

On May 29, 2015, the Company closed an offering for 119,735,000 subscription receipts at $17.00 per subscription receipt, $575.0 million aggregate principal amount of extendible convertible subordinated debentures and 6,900,000 cumulative 6.50% 5-Year Rate Reset Preferred Shares, Series G at $25.00 per preferred share for aggregate gross proceeds of $2,783.0 million. The net proceeds of the offering are intended to fund future acquisitions, including the acquisition of GE Capital's fleet management operations announced on June 29, 2015.

On June 22, 2015, the Company announced the closing of U.S. $1.21 billion in debt offering of ECAF I Ltd., Series 2015-1 Notes. The Company acted as structurer in the formation of the issuer and sourced the third-party institutional equity co-investors in the asset backed securities issuer.

On June 29, 2015, the Company completed its eighth portfolio acquisition of railcar leases for $275.1 million.

On August 15, 2015, the Company announced the completion of the disentanglement of the PHH Fleet Management operations and termination of its transition services agreement with PHH and the successful integration of this acquisition and the consolidation of all of its fleet operations into a single platform.

On August 31, 2015, the Company closed the acquisition of the assets and operations of GE Capital's fleet management operations in the U.S., and on September 30, 2015 closed the acquisition of the assets and operations of GE Capital's fleet management operations in Mexico, Australia and New Zealand, for a purchase price of Canadian equivalent $8.9 billion. The GE Fleet Operations added $7.8 billion of finance receivables and equipment under operating leases to the Company's balance sheet. Concurrent with the closing of the acquisition of of the US operations, each subscription receipt issued on May 29, 2015 was exchanged without additional consideration into one common share of the Company.

On September 29, 2015, the Company completed its ninth portfolio acquisition of railcar leases for $358.4 million.

On October 14, 2015, the Company initiated a strategic review of its Canadian Commercial and Vendor Finance business with the view of possibly re-investing any capital into its Fleet Management vertical which is expected to provide higher risk-weighted returns over time.

Description of Non-IFRS Measures

Our unaudited interim condensed consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and the accounting policies we adopted in accordance with IFRS. These unaudited interim condensed consolidated financial statements reflect all adjustments that are, in the opinion of management, necessary to present fairly our financial position as at September 30, 2015 and December 31, 2014, the results of operations, comprehensive income and cash flows for the three and nine months ended September 30, 2015 and September 30, 2014.

Management uses both IFRS and Non-IFRS Measures to monitor and assess the operating performance of the Company's operations. Throughout this MD&A, management uses the following terms and ratios which do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures presented by other organizations:

Adjusted operating expenses

Adjusted operating expenses are equal to Salaries, wages and benefits and, General and administration expenses. Management believes Adjusted operating expenses provide the most appropriate measure of operating costs during the period as they exclude synthetic discount amortization and share-based compensation.

Adjusted operating income

Adjusted operating income [also described as free operating cash flows] reflects Income before income taxes, Business acquisition costs, amortization of convertible debenture synthetic discount and Share-based compensation. Management believes that this measure is the most appropriate operating measure of the Company's performance as it excludes business acquisition costs, synthetic discount amortization and share-based compensation which do not relate to maintaining operating activities.

Adjusted operating expense ratio

Adjusted operating expense ratio is calculated as the adjusted operating expenses divided by average earning assets outstanding throughout the period. The adjusted operating expense ratio, presented on an annualized basis, is used by the Company to assess the efficiency of the management of the Company's earning assets.

Adjusted operating income on average earning assets

Adjusted operating income on average earning assets is the adjusted operating income for the period divided by the average earning assets outstanding throughout the period, presented on an annualized basis.

Adjusted operating income on average common shareholders' equity

Adjusted operating income on average common shareholders' equity is the adjusted operating income for the period less the cumulative preferred share dividend for the period, divided by the average common shareholders' equity outstanding throughout the period, presented on an annualized basis.

After-tax adjusted operating income

After-tax adjusted operating income reflects the adjusted operating income after the application of the Company's effective tax rates.

After-tax adjusted operating income attributable to common shareholders

After-tax adjusted operating income attributable to common shareholders is computed as after-tax adjusted operating income less the cumulative preferred share dividends for the period.

After-tax adjusted operating income per share

After-tax adjusted operating income per share is computed as the after-tax adjusted operating income attributable to common shareholders for the period, divided by the basic weighted average number of common shares outstanding during the period.

After-tax adjusted operating income on average earning assets

After-tax adjusted operating income on average earning assets is the after-tax adjusted operating income for the period divided by average earning assets outstanding throughout the period, presented on an annualized basis.

After-tax adjusted operating income on average common shareholders' equity

After-tax adjusted operating income on average common shareholders' equity is the after-tax adjusted operating income attributable to common shareholders for the period, divided by average common shareholders' equity outstanding throughout the period, presented on an annualized basis.

After-tax proforma diluted adjusted operating income per share

After-tax proforma diluted adjusted operating income per share computes the diluted after-tax adjusted operating income per share for the period on the assumption that all outstanding options at the end of the period that have an exercise price less than the closing market value on that day, are fully vested on that day and are fully exercised at their exercise price, and a corresponding number of shares are repurchased at the closing market value on that day using the cash proceeds from these option exercises. Convertible debentures are assumed to be converted at the beginning of the period (or at issuance if issued during the period on a time weighted basis) with the other effects of dilution adjusted operating income basis added to the adjusted operating income, if they are dilutive.

Allowance for credit losses as a percentage of finance receivables

Allowance for credit losses as a percentage of finance receivables is the allowance for credit losses at the end of the period divided by the finance receivables (gross of the allowance for credit losses) at the end of the period.

Annualized loss rate or Annual loss rate

The annualized loss rate or annual loss rate is equal to the Charge-offs, net of recoveries recorded through the allowance for credit losses during the period divided by the average finance receivables outstanding throughout the period, presented on an annualized basis. The annualized loss rate is used by the Company to assess the percentage of the finance receivables portfolio that incurred losses during the period. In addition, the Company utilizes the annualized loss rate as an alternative measure to the provision for credit losses as it excludes the effect of provisions for (reductions in) the allowance for credit losses during the period which may not coincide with the actual timing of write-offs and recoveries.

Average cost of borrowing

Average cost of borrowing is equal to interest expense divided by the average debt outstanding during the period and is presented on an annualized basis. The average cost of borrowing provides an indication of the average interest rate that the Company pays on debt financing.

Average debt outstanding

Average debt outstanding is calculated as the daily weighted average borrowings outstanding under all of the Company's secured borrowings facilities and convertible debentures throughout the period.

Average common shareholders' equity

Average common shareholders' equity is calculated as the daily average common shareholders' equity during the period.

Average financial leverage or average financial leverage ratio

Average financial leverage or average financial leverage ratio is calculated as average debt outstanding during the period, divided by average total shareholders' equity outstanding during the period. Financial leverage refers to the use of debt to acquire/finance additional finance receivables and provides an indication of future potential ability to increase the level of debt when compared to specific industry-standard and or existing debt covenants.

Average net financial income margin yield

Average net financial income margin yield is the net financial income divided by average earning assets outstanding during the period provided on an annualized basis. Average net financial income margin yield provides an indication of the effective net yield generated on the earning assets before deductions for all other operating expenses and of the net margin generated on the portfolio of earning assets.

Average portfolio yield

Average portfolio yield is financial revenue divided by average earning assets in the period. Average portfolio yield provides an indication of the effective yield generated on the earning assets before deductions for financial, operating, transaction costs and income tax expenses.

Average outstanding earning assets or average earning assets

Average outstanding earning assets or average earning assets is the sum of the average outstanding finance receivables, average equipment under operating leases and average investment in managed fund during the period.

Average outstanding finance receivables or average finance receivables

Average outstanding finance receivables or average finance receivables is the sum of [i] the average finance receivables net investment balance [gross investment less unearned income] outstanding during the period [ii] the average investment in managed fund during the period.

Average equipment under operating leases

Average equipment under operating leases is the daily weighted average equipment under operating leases outstanding during the period and is calculated net of accumulated depreciation.

Average investment in managed fund

Average investment in managed fund is the monthly weighted average investment in managed fund during the period.

Average tangible leverage ratio

The average tangible leverage ratio has been computed as the sum of the average secured borrowings, average convertible debentures and average derivative liabilities that have recourse to the Company, divided by total average shareholders' equity plus average convertible debentures, less average goodwill and intangible assets, average notes receivable, average deferred financing costs and average deferred tax assets during the period.

Common shareholders' equity

Common shareholders' equity is total shareholders' equity less principal face value of the preferred shares outstanding.

Earning assets or total earning assets

Earning assets are the sum of the total net investment in finance receivables, total carrying value of the equipment under operating leases and carrying value of the investment in managed fund.

Finance assets or total finance assets

Finance assets are the sum of the total finance receivables, total carrying value of the equipment under operating leases and carrying value of the investment in managed fund.

Financial leverage or financial leverage ratio

Financial leverage or financial leverage ratio is calculated as total debt (the sum of secured borrowings and convertible debentures) outstanding at the end of the period, divided by total shareholders' equity outstanding at the end of the period. Financial leverage refers to the use of debt to acquire/finance additional finance receivables and provides an indication of future potential ability to increase the level of debt when compared to specific industry-standard and/or existing debt covenants.

Financial revenue or total revenue

Financial revenue or total revenue is equal to the sum of total interest income and rental revenue, net, and net of amortization of origination costs, deferred subsidies and deferred upfront fees, and management fees and other revenues less provision for credit losses. Total revenue provides an indication of revenue generated by the Company before consideration of all expenses.

Free operating cash flow

Free operating cash flow [also described as adjusted operating income] reflects pre-tax adjusted operating income during the period.

Free operating cash flow per share

Free operating cash flow per share is calculated as Free operating cashflow less cumulative preferred share dividends, divided by the basic weighted average number of common shares outstanding during the period.

Gross average yield

Gross average yield is equal to financial revenues before provision for credit losses divided by average earning assets outstanding throughout the period, and is presented on an annualized basis. Gross average yield provides an indication of the yield earned on earning assets before consideration of credit losses.

Gross interest expense

Gross interest expense is equal to interest expense before amortization of deferred financing costs as reported for the period.

Gross interest income

Gross interest income is equal to interest income before amortization of lease origination costs as reported for the period.

Net interest income and rental revenue, net before provisions for credit losses

Net interest income and rental revenue, net before provisions for credit losses is equal to total interest income and total rental revenue, net less total interest expense and excludes provisions for credit losses as reported for the period. Net interest income and rental revenue before provisions for credit losses provides an indication of the gross interest and rental revenues from earning assets, before consideration of credit losses.

Operating expense ratio

The operating expense ratio is calculated as total operating expenses divided by average earning assets outstanding throughout the period on an annualized basis. The operating expense ratio is used by the Company to assess the efficiency of the management of the Company's finance receivables portfolio and equipment under operating leases.

Other effects of dilution adjusted operating income basis

Other effects of dilution adjusted operating income basis represents, if dilutive, the add back of the after-tax convertible debt interest and the amortization of deferred financing costs related to the convertible debt, and excludes the add back of the after-tax amortization of the synthetic discount of the convertible debt (which is included on an IFRS basis).

Management fees and other revenues

Management fees and other revenues consist of syndication fees, capital advisory fees, fleet management fees, other income including gains/losses on foreign exchange.

Proforma diluted average number of shares outstanding

Proforma diluted average number of shares outstanding is the basic weighted average number of shares outstanding, plus the assumption that all outstanding options at the end of the period that have an exercise price less than the closing market value on that day, are fully vested on that day and are fully exercised at their exercise price, and a corresponding number of shares are repurchased at the closing market value on that day using the cash proceeds from these option exercises.

Portfolio average remaining life (in months)

Portfolio average remaining life (in months), is the average remaining life in months of the outstanding finance receivables at the end of the period.

Provision for credit loss as a percentage of average finance receivables

The provision for credit loss as a percentage of average finance receivables is the provision for credit losses during the period as recorded on the statements of operations divided by the average finance receivables outstanding throughout the period, presented on an annualized basis.

Rental revenue, net

Rental revenue, net is equal to rental income earned on equipment under operating leases, less depreciation.

Tangible leverage ratio

The tangible leverage ratio has been computed as the sum of secured borrowings excluding deferred financing costs, convertible debentures excluding deferred financing costs, and net derivative liabilities, divided by total shareholders' equity plus convertible debentures, less goodwill and intangible assets, notes receivable, leasehold improvements, deferred financing costs and deferred tax assets, at the period end.

Management's Financial Commentary on the GE Fleet Operations Acquisition

Total earning assets were $19.3 billion as at September 30, 2015 compared to $10.6 billion at June 30, 2015 resulting primarily from the acquisition of the GE Fleet Operations which added a total of $7.8 billion in total finance assets during the quarter.

As a result of this acquisition, 77.0% of the total earning assets are from the Fleet and Rail Vertical compared to 64.7% at June 30, 2015. Average earning assets during the quarter were slightly lower at 69.8% and 65.1% comparatively taking into consideration the closing on September 30, 2015 of the Mexico, Australia and New Zealand portion of the GE Fleet acquisition.

Financial revenue was 7.96% of average earning assets for the current quarter compared to 8.32% for the immediate previous quarter ended June 30, 2015. The slight decrease is the result of lower “Other Revenue” income generated during the quarter from the Capital Advisory group (consolidated with the Company’s Aviation vertical) which reported $10 million in fee income during the second quarter of 2015 on the structuring of the ECAF aviation fund. Fees of this type are infrequent in nature and subject to quarterly volatility due to the complex structuring involved with closing such large transactions with many participants.

Debt cost was 2.53% of average debt outstanding during the quarter, essentially in line with the 2.56% reported during the quarter ended June 30, 2015. The negotiated debt reduction of 20 basis points in the Company’s senior credit facility did not commence until the closing of the facility on August 31, 2015 and had negligible impact on the overall cost of debt during the current quarter. The additional reduction of 35 basis points, which was tied to and applicable concurrent to the Company’s receipt of its second investment grade rating on September 24, 2015, was also negligible on current quarterly results.

Adjusted operating expense ratio was 2.39% of average earning assets for the current quarter compared to 2.44% during the previous quarter continuing the downward trend as efficiencies are now fully realized on the PHH acquisition.

As a result of the above comments, adjusted operating income was 3.30% for the quarter compared to 3.55% during the previous quarter resulting exclusively from the one-time reduced revenue item discussed above, resulting in an after-tax adjusted operating earnings per share of $0.26 compared to $0.23 reported for the quarter ended June 30, 2015.

As mentioned previously, the Company only marginally benefited from the reductions in the costs of its senior credit facility during the quarter. Pro-forma the applicability of these reductions in debt cost during the entire quarter, the Company could have reduced its overall debt cost by $2.5 million which would have contributed to $0.008 per share of additional profitability during the current quarter.

Also contributing to the after-tax adjusted operating income per share during the quarter was the delayed closing of the Mexico, Australia and New Zealand portion of the GE Fleet Operations acquisition. The Company has estimated the negative after-tax impact related to the timing of its capital raise and the closing of the GE Fleet acquisition at $6.0 million which would have contributed $0.02 as additional after-tax adjusted operating income per share had the capital raised been utilized to fund the GE Fleet acquisition on the same date.

Pro-forma the above two adjustments, the Company would have reported an after-tax adjusted operating income per share of $0.28 versus $0.26 per share, and an average pre-tax yield of 3.40% versus the reported 3.30%.

The following table provides a reconciliation of non-IFRS to IFRS measures related to the Company:

		As at and for the three months ended			As at and for the nine months ended	
$ thousands (except % and per share amounts)		**September 30, 2015**	June 30, 2015	September 30, 2014	**September 30, 2015**	September 30, 2014
Reported and adjusted income measures						
Net income (loss)	A	**(4,656)**	25,157	(19,959)	**69,998**	7,005
Adjustments:						
Amortization of debenture synthetic discount		**2,906**	1,956	1,418	**6,334**	1,418
Share-based compensation		**8,774**	9,438	4,861	**24,748**	12,716
Amortization of intangible assets from acquisitions		**4,972**	5,202	746	**14,917**	2,607
Transaction and integration costs		**128,068**	39,287	82,688	**168,536**	95,795
Provision (recovery) of income taxes		**(32,943)**	7,724	(9,758)	**(10,258)**	(1,909)
Adjusted operating income	B	**107,121**	88,764	59,996	**274,275**	117,632
Provision for taxes applicable to adjusted operating income	C	**(19,948)**	(20,833)	(12,724)	**(58,172)**	(24,692)
After-tax adjusted operating income	D=B-C	**87,173**	67,931	47,272	**216,103**	92,940
Cumulative preferred share dividends during the period	Y	**8,904**	7,123	6,145	**22,135**	12,826
After-tax adjusted operating income attributable to common shareholders	D1= D-Y	**78,269**	60,808	41,127	**193,968**	80,114
Selected cash flow amounts						
Adjusted operating income before income taxes	B	**107,121**	88,764	59,996	**274,275**	117,632
Selected statement of financial position amounts						
Finance receivables, before allowance for credit losses	E	**16,371,356**	9,497,573	7,828,873	**16,371,356**	7,828,873
Allowance for credit losses	F	**24,135**	19,313	16,308	**24,135**	16,308
Earning assets						
Net investment in finance receivable	G	**15,174,976**	8,564,167	7,182,608	**15,174,976**	7,182,608
Equipment under operating leases	H	**3,991,195**	1,938,032	1,113,530	**3,991,195**	1,113,530
Investment in managed fund	H1	**144,340**	129,896	—	**144,340**	—
Total earning assets	I=G+H +H1	**19,310,511**	10,632,095	8,296,138	**19,310,511**	8,296,138
Average earning assets, net	J	**12,997,240**	9,990,215	7,853,916	**10,877,528**	5,004,100
Goodwill and intangible assets	K	**2,152,541**	914,452	821,288	**2,152,541**	821,288
Accounts payable and accrued liabilities	L	**660,578**	439,198	380,096	**660,578**	380,096
Secured borrowings	M	**16,576,204**	8,682,200	6,994,852	**16,576,204**	6,994,852
Unsecured convertible debentures	N	**831,916**	829,470	301,189	**831,916**	301,189
Total debt	O=M +N	**17,408,120**	9,511,670	7,296,041	**17,408,120**	7,296,041
Average debt	P	**11,645,733**	9,088,283	6,835,759	**9,786,448**	3,843,964
Total shareholders' equity	Q	**5,377,345**	3,269,854	2,723,435	**5,377,345**	2,723,435
Preferred shares	R	**533,635**	534,038	365,113	**533,635**	365,113
Common shareholders' equity	S=Q-R	**4,843,710**	2,735,816	2,358,322	**4,843,710**	2,358,322
Average common shareholders' equity	T	**3,500,993**	2,663,526	2,223,893	**2,932,505**	1,652,212
Average total shareholders' equity	U	**4,034,893**	3,088,007	2,588,328	**3,374,288**	1,904,821

Non-IFRS and IFRS Key Annualized Operating Ratios and per Share Information:

		As at and for the three months ended			As at and for the nine months ended	
$ thousands (except % and per share amounts)		**September 30, 2015**	June 30, 2015	September 30, 2014	**September 30, 2015**	September 30, 2014
Free operating cashflow per share [basic]	**(B-Y)/W**	**$ 0.32**	$ 0.31	$ 0.21	**$ 0.91**	$ 0.49
After-tax adjusted operating income per share [basic] (1)	**(D1)/W**	**$ 0.26**	$ 0.23	$ 0.16	**$ 0.70**	$ 0.38
After-tax proforma diluted adjusted operating income per share	**(D1+Z)/X**	**$ 0.25**	$ 0.22	$ 0.16	**$ 0.67**	$ 0.37
Key annualized operating ratios						
Leverage ratios						
Financial leverage ratio	O/Q	**3.24**	2.91	2.68	**3.24**	2.68
Tangible leverage ratio		**4.53**	3.07	3.47	**4.53**	3.47
Average financial leverage ratio	P/U	**2.89**	2.94	2.64	**2.90**	2.02
Average tangible leverage ratio		**3.59**	3.67	3.08	**3.71**	2.66
Other key operating ratios						
Allowance for credit losses as a percentage of finance receivables	F/E	**0.15%**	0.20%	0.21%	**0.15%**	0.21%
Adjusted operating income on average common shareholders' equity	(B-Y)/T	**11.22%**	12.26%	9.69%	**11.46%**	8.46%
Adjusted operating income on average earning assets	B/J	**3.30%**	3.55%	3.06%	**3.36%**	3.13%
After-tax adjusted operating income on average common shareholders' equity	(D-Y)/T	**8.94%**	9.13%	7.40%	**8.82%**	6.47%
After-tax adjusted operating income on average earning assets	D/J	**2.68%**	2.72%	2.41%	**2.65%**	2.48%
Per share information						
Number of shares outstanding (including special warrants)	V	**385,798**	265,923	264,056	**385,798**	264,056
Weighted average number of shares outstanding [basic]	W	**305,073**	264,516	258,381	**278,035**	212,366
Proforma diluted average number of shares outstanding	X	**356,149**	301,074	263,426	**315,925**	217,411
Cumulative preferred share dividends during the period	Y	**$ 8,904**	$ 7,123	$ 6,145	**$ 22,135**	$ 12,826
Other effects of dilution adjusted operating income basis	Z	**$ 9,029**	$ 5,472	$ —	**$ 17,963**	$ —
Net income (loss) per share [basic]	(A-Y)/W	**$ (0.04)**	$ 0.07	$ (0.10)	**$ 0.17**	$ (0.03)
Net income (loss) per share [diluted]		**$ (0.04)**	$ 0.07	$ (0.10)	**$ 0.17**	$ (0.03)
Book value per share	S/V	**$ 12.56**	$ 10.29	$ 8.93	**$ 12.56**	$ 8.93

(1) Adjusted for the timing of the closing of the GE Fleet Operations in Mexico, Australia and New Zealand, the Company would report adjusted operating income per share of $0.28. Refer to Management's Financial Commentary on the GE Fleet Operations Acquisition on page 27.

The following table provides a reconciliation of the after tax adjusted operating income per share and the after-tax diluted adjusted operating income per share for the three months ended September 30, 2015:

in thousands (except per share amounts)	Amount $	Weighted average number of shares outstanding applicable	Amount per share $
Adjusted operating income before taxes	107,121		0.35
Less:			
Income taxes related to adjusted operating income	(19,948)		(0.07)
Preferred share dividends	(8,904)		(0.03)
After-tax adjusted operating income attributable to common shareholders	78,269	305,073	0.26
Dilution items:			
Employee stock option plan	—	7,589	(0.01)
Convertible debentures (after-tax net interest expense)	9,029	43,487	—
After-tax proforma diluted adjusted operating income	87,298	356,149	0.25

Free Operating Cash Flows

The following table provides a reconciliation of Free Operating Cash Flows. Free Operating Cash Flows and Free Operating Cash Flow per share are important statistics to more fully understand the profitability of the Company. As an equipment lessor, the Company benefits from differences in the accounting and the tax basis of assets resulting, in most situations, from accelerated permitted tax depreciation over the depreciation recorded for accounting purposes. In other words, the Company is benefiting from its ability to defer cash income taxes over long periods of time. Based on the continued growth of the Company's book of lease assets and the current mix of these lease assets, it is expected that no cash taxes would be payable by the Company in Canada and/or the United States for a period of up to 12 years. In addition, the rail vertical is expected to substantially increase the deferral of any cash income taxes due to the accelerated rate of depreciation versus accounting and the size of the program itself. As a result, using pure accounting EPS to assess the Company's performance does not at this time reflect the value creation provided by the tax benefits resulting from the growth in the Company's deferred tax liabilities especially once this cash saving/origination is being leveraged. The Company has therefore elected to provide this additional disclosure going forward as it essentially represents a closer estimation of operating results.

		As at and for the three months ended			**As at and for the nine months ended**	
$ thousands		**September 30, 2015**	June 30, 2015	September 30, 2014	**September 30, 2015**	September 30, 2014
Free operating cash flows						
After-tax adjusted operating income	D	**87,173**	67,931	47,272	**216,103**	92,940
Provision for taxes applicable to adjusted operating income	C	**19,948**	20,833	12,724	**58,172**	24,692
Free operating cashflows	B	**107,121**	88,764	59,996	**274,275**	117,632
Free operating cashflow per share [basic]	(B-Y)/W	**0.32**	0.31	0.21	**0.91**	0.49

Non-IFRS and IFRS Key Annualized Operating Ratios and Indicators

	As at and for the three months ended			As at and for the nine months ended	
	September 30, 2015	June 30, 2015	September 30, 2014	**September 30, 2015**	September 30, 2014
Allocation of average earning assets (1)					
Fleet Management	**56.3%**	51.3%	59.1%	**54.2%**	43.1%
Rail Finance	**13.5%**	13.8%	10.4%	**13.4%**	12.8%
Aviation Finance	**11.1%**	12.7%	10.5%	**11.7%**	15.4%
Commercial and Vendor Finance	**19.1%**	22.2%	20.0%	**20.7%**	28.7%
	100.0%	100.0%	100.0%	**100.0%**	100.0%
Return on average earning assets					
Financial Revenue (2)	**7.96%**	8.32%	8.00%	**8.01%**	7.96%
Cost of Debt (3)	**2.53%**	2.56%	2.68%	**2.52%**	3.13%
Average Net Financial Income Margin Yield (2)	**5.69%**	5.99%	5.67%	**5.74%**	5.55%
Adjusted Operating Expenses Ratio (2)	**2.39%**	2.44%	2.61%	**2.38%**	2.42%
Adjusted operating income on average earning assets (2)	**3.30%**	3.55%	3.06%	**3.36%**	3.13%

(1) Distribution of the Company's average earning assets outstanding during the period. The GE Fleet Operation assets acquired in Mexico, Australia and New Zealand are not included in the average earning assets as they were acquired at the close of business on September 30, 2015 and did not contribute to any earnings during the periods.
(2) Presented as a percent of average earning assets during the period, annualized.
(3) Presented as a percent of average debt during the period, annualized.

Selected Financial Information and Financial Ratios

The following table summarizes key financial data to be read in conjunction with the unaudited interim condensed consolidated financial statements of the Company as at and for the three months and nine months ended September 30, 2015 and 2014. Such financial statements are prepared in accordance with IFRS and are reported in Canadian dollars.

	As at and for the three months ended			As at and for the nine months ended	
(in $000's for stated values, except ratios and per share amounts)	**September 30, 2015** **$**	June 30, 2015 $	September 30, 2014 $	**September 30, 2015** **$**	September 30, 2014 $
After tax adjusted operating income (loss) per share (basic) (1)	**0.26**	**0.23**	**0.16**	**0.70**	**0.38**
Free operating cash flows per share (basic) (1)	**0.32**	**0.31**	**0.21**	**0.91**	**0.49**
Financial revenue (1)	**258,521**	207,739	157,043	**653,580**	298,620
Adjusted operating income (1)	**107,121**	88,764	59,996	**274,275**	117,632
After tax adjusted operating income (1)	**87,173**	67,931	47,272	**216,103**	92,940
Income before taxes	**(37,599)**	32,881	(29,717)	**59,740**	5,096
Net income	**(4,656)**	25,157	(19,959)	**69,998**	7,005
Total assets	**23,572,478**	15,285,559	10,449,512	**23,572,478**	10,449,512
New originations	**1,889,951**	1,801,054	1,174,764	**5,148,438**	3,051,381
Finance receivables and equipment under operating lease from acquisitions *(2)*	**7,791,853**	—	4,298,224	**7,791,853**	4,298,224
Secured borrowings	**16,576,204**	8,682,200	6,994,852	**16,576,204**	6,994,852
Convertible debentures	**831,916**	829,470	301,189	**831,916**	301,189
Total debt	**17,408,120**	9,511,670	7,296,041	**17,408,120**	7,296,041
Average finance receivables (1)	**10,808,794**	8,378,176	6,914,799	**9,138,840**	4,237,733
Average equipment under operating leases (1)	**2,051,627**	1,595,173	939,117	**1,688,287**	766,367
Average investment in managed fund	**136,819**	16,866	—	**50,401**	—
Average earning assets (1)	**12,997,240**	9,990,215	7,853,916	**10,877,528**	5,004,100
Average debt outstanding (1)	**11,645,733**	9,088,283	6,835,759	**9,786,448**	3,843,964
Number of shares outstanding (including special warrants)	**385,798**	265,923	264,056	**385,798**	264,056
Weighted average number of shares outstanding (including special warrants) [basic]	**305,073**	264,516	258,381	**278,035**	212,366
Total shareholders' equity	**5,377,345**	3,269,854	2,723,435	**5,377,345**	2,723,435
Average common shareholders' equity (1)	**3,500,993**	2,663,526	2,223,893	**2,932,505**	1,652,212
Earnings per share [basic]	**(0.04)**	0.07	(0.10)	**0.17**	(0.03)
Earnings per share [diluted]	**(0.04)**	0.07	(0.10)	**0.17**	(0.03)

(1) For additional information, see "Description of Non-IFRS Measures" section.

(2) Three and nine-months ended September 2015, relates to the estimated fair value assigned to finance receivables equipment under operating lease from the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015 (three and nine-months ended September 30, 2014 relates fair value assigned to the finance receivable assets from the acquisition of PHH Arval on July 7, 2014).

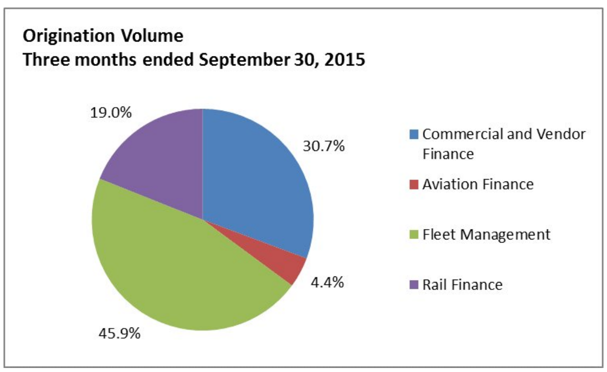
The following table summarizes key operating ratios to be read in conjunction with the unaudited interim condensed consolidated financial statements of the Company as at and for the three and nine months ended:

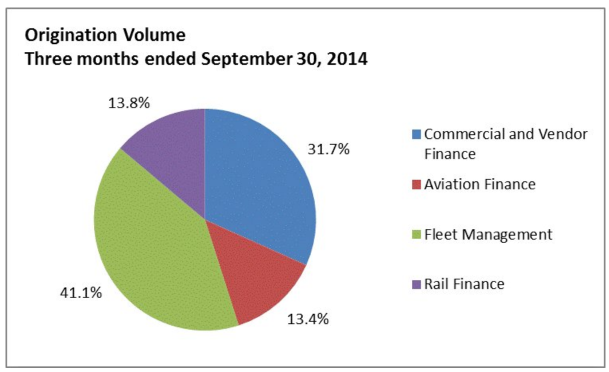
	As at and for the three-months ended			As at and for the nine months ended	
	September 30, 2015	June 30, 2015	September 30, 2014	**September 30, 2015**	September 30, 2014
Leverage ratios					
Standard Leverage (2) (3)					
- Financial leverage ratio	**3.24**	2.91	2.68	**3.24**	2.68
- Average financial leverage ratio	**2.89**	2.94	2.64	**2.90**	2.02
Bank Covenant (2) (4)					
- Tangible leverage ratio	**4.53**	3.07	3.47	**4.53**	3.47
- Average tangible leverage ratio	**3.59**	3.67	3.08	**3.71**	2.66
Other ratios and yields					
Allowance for credit losses as a percentage of finance receivables (2)	**0.15%**	0.20%	0.21%	**0.15%**	0.21%
Annualized credit loss provision as a percentage of average finance receivables (2)	**0.17%**	0.16%	0.22%	**0.16%**	0.34%
Portfolio average remaining life (in months, excluding equipment under operating leases) (2)	**24.2**	28.9	27.1	**24.2**	27.1
Adjusted operating income on average common shareholders' equity (2)	**11.22%**	12.26%	9.69%	**11.46%**	8.46%
Adjusted operating income on average earning assets (2)	**3.30%**	3.55%	3.06%	**3.36%**	3.13%
After-tax adjusted operating income on average common shareholders' equity (2)	**8.94%**	9.13%	7.40%	**8.82%**	6.47%
After-tax adjusted operating income on average earning assets (2)	**2.68%**	2.72%	2.41%	**2.65%**	2.48%
Book value per share	**$ 12.56**	$ 10.29	$ 8.93	**$ 12.56**	$ 8.93

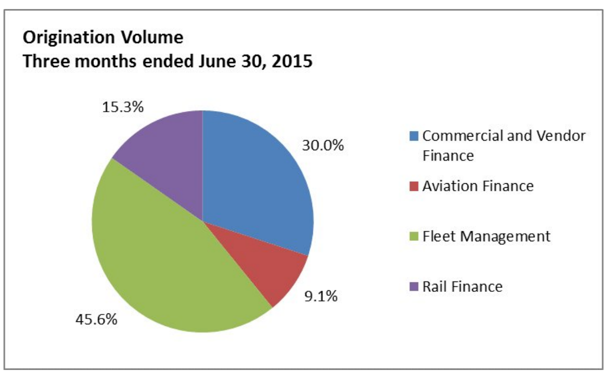
(1) All are ratios presented on an annualized basis.
(2) For additional information, see "Description of Non-IFRS Measures" section.
(3) Financial leverage ratio is computed as total debt (the sum of secured borrowings and extendible convertible debentures) divided by total shareholders' equity.
(4) Computed under bank covenant.

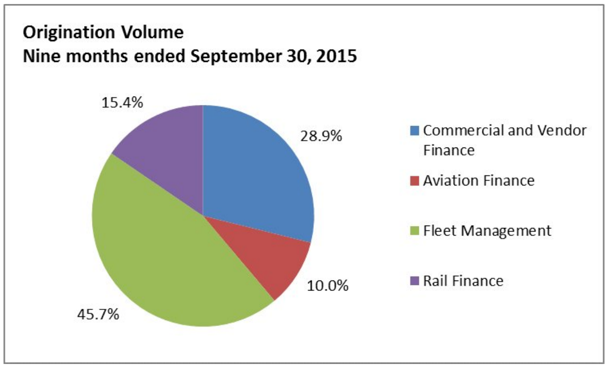
The following table summarizes the total finance receivable and equipment under operating leases originations by vertical for the three and nine months ended:

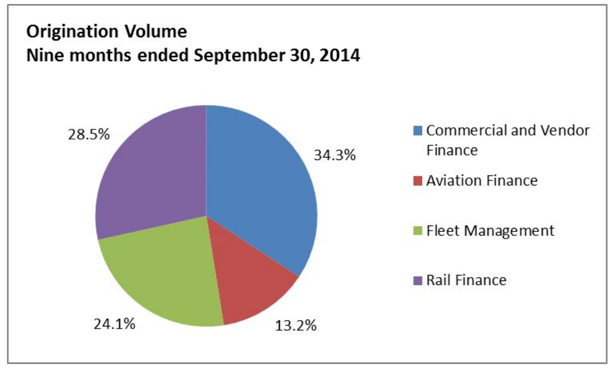
	For the three months ended			For the nine months ended	
(in $000's)	**September 30, 2015**	June 30, 2015	September 30, 2014	**September 30, 2015**	September 30, 2014
	$	$	$	**$**	$
Commercial and Vendor Finance					
Commercial and Vendor Finance – Canada	**120,661**	112,233	147,984	**331,768**	447,458
Commercial and Vendor Finance – U.S.	**459,268**	428,327	224,655	**1,155,889**	598,447
Total Commercial and Vendor Finance	**579,929**	540,560	372,639	**1,487,657**	1,045,905
Aviation Finance	**83,717**	164,664	157,053	**513,690**	402,671
Fleet Management					
Fleet Management - Canada	**158,011**	204,911	171,737	**513,645**	423,344
Fleet Management - U.S.	**709,847**	615,775	310,744	**1,838,644**	310,744
Total Fleet Management	**867,858**	820,686	482,481	**2,352,289**	734,088
Rail Finance	**358,447**	275,144	162,591	**794,802**	868,717
Total Consolidated	**1,889,951**	1,801,054	1,174,764	**5,148,438**	3,051,381











Total earning assets consisting of finance receivables, equipment under operating leases and the investment in managed funds have grown by 82% over the previous quarter resulting from i) the organic originations for $1,890 million reported during the current quarter ended September 30, 2015, which accounted for 3% of the growth, ii) the acquisition of the GE Fleet Operations which accounted for 74% of the growth and iii) the impact of foreign exchange resulting mainly from the increase in the USD versus its CAD equivalent between the closing dates of the current and previous quarter which accounted for another 5.0%.

Metrics

The Company is providing key metrics in the table below to more appropriately monitor the actual performance by vertical in view of the numerous M&A activities that have occurred during the current year.

As mentioned previously, financial revenue yield was 8.0% on average earning assets compared to 8.3% in the immediate previous quarter resulting mainly from a reduction in fees earned by the Company's Aviation Advisory Group. The current quarter also shows a slight reduction in the Company's Fleet vertical where financial yield is down 20 basis points from that reported during the previous quarter resulting from lower syndication activities proportionally on the GE US acquired business.

Debt costs was 2.53% of average outstanding debt during the quarter compared to 2.56% during the quarter ended June 30, 2015 without the impact on the negotiated interest rate reductions in the Company's senior credit facility.

Debt costs in the Fleet vertical was slightly higher than anticipated as a result of the utilization of the senior credit facility to fund the GE Fleet acquisition compared to its lower ABS Chesapeake funding facility which has costs that are more than 100 basis points lower. It is expected that proportionally, debt costs will be slightly higher in Q4 2015 as the full impact of financing the GE Fleet acquisition on the higher cost senior line is felt. However, management expects to introduce the new Chesapeake like funding vehicle by the end of November 2015. The permanent funding vehicle for the Australia and New Zealand business is scheduled for closing during the early part of 2016.

All other key operating metrics are in line with management's expectations.

	As at and for the three-months ended September 30, 2015				
(in 000's, except percentage amounts)	**Fleet Management**	**Aviation Finance**	**Rail Finance**	**Commercial & Vendor Finance**	**Total**
Net investment in finance receivables	**$ 11,185,878**	**$ 931,653**	**$ —**	**$ 3,057,445**	**$ 15,174,976**
	73.7%	**6.1%**	**0.0%**	**20.1%**	**100.0%**
Equipment under operating leases, net	**$ 1,557,692**	**$ 307,133**	**$ 2,126,370**	**$ —**	**$ 3,991,195**
	39.03%	**7.7%**	**53.3%**	**0.00%**	**100.0%**
Investment in managed fund	**$ —**	**$ 144,340**	**$ —**	**$ —**	**$ 144,340**
	0.00%	**100.0%**	**0.00%**	**0.00%**	**100.0%**
Total earning assets	**$ 12,743,570**	**$ 1,383,126**	**$ 2,126,370**	**$ 3,057,445**	**$ 19,310,511**
	66.0%	**7.2%**	**11.0%**	**15.8%**	**100.0%**

Yield to average earning assets	**For the three-months ended September 30, 2015**				
Financial revenue yield	**8.1%**	**7.2%**	**7.4%**	**8.7%**	**8.0%**
Average net financial income margin yield	**6.4%**	**4.6%**	**4.3%**	**5.6%**	**5.7%**
Adjusted operating expenses ratio	**3.3%**	**0.9%**	**1.0%**	**1.7%**	**2.4%**
Adjusted operating income on average earning assets	**3.1%**	**3.7%**	**3.3%**	**3.9%**	**3.3%**
Contracted debt advance rate	**96%**	**65%**	**75%**	**85%**	**87%**
Average earning assets	**$ 7,318,258**	**$ 1,441,493**	**$ 1,752,655**	**$ 2,484,834**	**$ 12,997,240**

	As at and for the three-months ended June 30, 2015				
(in 000's, except percentage amounts)	**Fleet Management**	**Aviation Finance**	**Rail Finance**	**Commercial & Vendor Finance**	**Total**
Net investment in finance receivables	$ 5,208,372	$ 1,081,151	$ —	$ 2,274,644	$ 8,564,167
	60.8%	12.6%	0.0%	26.6%	100.0%
Equipment under operating leases, net	$ —	$ 273,383	$ 1,664,649	$ —	$ 1,938,032
	0.0%	14.1%	85.9%	0.0%	100.0%
Investment in managed fund	$ —	$ 129,896	$ —	$ —	$ 129,896
	0.0%	100.0%	0.0%	0.0%	100.0%
Total earning assets	$ 5,208,372	$ 1,484,430	$ 1,664,649	$ 2,274,644	$ 10,632,095
	49.0%	14.0%	15.7%	21.3%	100.0%

Yield to average earning assets	**For the three-months ended June 30, 2015**				
Financial revenue yield	8.2%	8.6%	7.4%	8.9%	8.3%
Average net financial income margin yield	6.6%	5.8%	4.1%	5.8%	6.0%
Adjusted operating expenses ratio	3.4%	0.8%	1.1%	1.9%	2.4%
Adjusted operating income on average earning assets	3.2%	5.0%	3.0%	3.9%	3.6%
Contracted debt advance rate	96%	65%	75%	85%	87%
Average earning assets	$ 5,122,212	$ 1,270,127	$ 1,374,407	$ 2,223,469	$ 9,990,215

Overall Performance Highlights

Total originations were $1,890.0 million during the three months ended September 30, 2015, an increase of $715.2 million or 60.9% over the comparative three months ended September 30, 2014, and an increase of $88.9 million or 4.9% over the immediately preceding quarter. For the nine months ended September 30, 2015 total originations were $5,148.4 million, an increase of $2,097.1 million or 68.7% over the comparative nine months ended September 30, 2014.

Total originations from the Company's Commercial and Vendor Finance vertical were $579.9 million during the three months ended September 30, 2015, an increase of $207.3 million or 55.6% over the $372.6 million generated during the comparable three months ended September 30, 2014, and an increase of $39.4 million or 7.3% compared to the $540.6 million generated in the immediately preceding quarter ended June 30, 2015. For the nine months ended September 30, 2015 total originations from the Commercial and Vendor Finance vertical were $1,487.7 million, an increase of $441.8 million or 42.2% over the $1,045.9 million generating during the nine months months ended September 30, 2014.

Total originations for the Fleet Management vertical were $867.9 million during the three months ended September 30, 2015, an increase of $385.4 million or 79.9% over the comparable three months ended September 30, 2014, and an increase of $47.2 million or 5.7% over the immediately preceding quarter ended June 30, 2015. On a year to date basis originations were $2,352.3 million, an increase of $1,618.2 million or 220.4% over the $734.1 million reported for the same nine month period in 2014. Volumes in the Fleet Management vertical have increased over the comparative quarter and year to date period due to the customer relationships acquired as part of the PHH Arval acquisition on July 7, 2014 and acquisition of the GE US Fleet Operations on August 31, 2015.

Total originations for the Company's Aviation Finance vertical were $83.7 million during the three months ended September 30, 2015, a decrease of $73.3 million or 46.7% over the comparable three months ended September 30, 2014, and a decrease of $80.9 million or 49.2% from the immediately preceding quarter. On a year to date basis originations were $513.7 million, an increase of $111.0 million or 27.6% over the $402.7 million reported for the same nine month period in 2014. As management has reported in the past, this business unit will not report even volumes over accounting periods due to the nature of the business.

Total originations for the Company's Rail Finance vertical were $358.4 million during the three months ended September 30, 2015, an increase of $195.9 million or 120.5% over the comparable three months ended September 30, 2014, and an increase of $83.3 million or 30.3% over the immediately preceding quarter. On a year to date basis, originations in the Rail Finance vertical were $794.8 million, a decrease of $73.9 million or 8.5% over the $868.7 million reported for the same nine month period in 2014. Rail Finance was launched in December 2013, when the Company entered into a strategic alliance agreement with Trinity Industries, Inc. to provide lease financing for up to U.S. $2 billion worth of railcars, for which an extension was announced on October 14, 2015 to add an additional $1 billion worth of railcars, with attached leases, over 4 years; this alliance has accounted for the majority of volume to date.

The Company's earning assets, consisting of the Company's net investment in finance receivables, equipment under operating leases and investment in managed fund, have grown substantially during the period to September 30, 2015 to $19,310.5 million from $9,028.9 million reported at December 31, 2014. The growth over December 31, 2014 is primarily due to the combined effect of the acquisition of the GE Fleet Operations in August and September 2015, which contributed $7,791.9 million of finance receivables and equipment under operating leases, total new originations for the year in the amount of $5,148.4 million, helped by the large contribution of the Trinity vendor program and origination volume contributed by PHH Arval, net of repayments, syndication activities, amortization of equipment under operating leases and changes in foreign exchange rates of $2,658.7 million. Please refer to note 18 of the Company's Interim Condensed Consolidated Financial Statements as at and for the period ended September 30, 2015 for a detailed roll-forward of finance receivables and equipment under operating leases during the quarter.

Results of Operations – For the three months ended September 30, 2015, June 30, 2015 and September 30, 2014

The following table sets forth a summary of the Company's results of operations for the three months ended September 30, 2015, June 30, 2015 and September 30, 2014:

	For the three-month periods ended		
	September 30, 2015	June 30, 2015	September 30, 2014
(in 000's for stated values, except per unit amounts)	**$**	$	$
Net Financial Income			
Interest income	**161,210**	119,521	96,249
Rental revenue, net (1)	**36,173**	28,592	17,306
Total interest income and rental revenue, net	**197,383**	148,113	113,555
Interest expense	**73,590**	58,108	45,819
Net interest income and rental revenue, net before provision for credit losses	**123,793**	90,005	67,736
Provision for credit losses	**4,770**	3,284	3,851
Net interest income and rental revenue, net	**119,023**	86,721	63,885
Management fees and other revenues	**65,908**	62,910	47,339
Net financial income	**184,931**	149,631	111,224
Operating Expenses			
Salaries, wages and benefits	**45,251**	36,391	33,285
General and administration expenses	**32,559**	24,476	17,943
Amortization of debenture synthetic discount	**2,906**	1,956	1,418
Share-based compensation	**8,774**	9,438	4,861
	89,490	72,261	57,507
Business acquisition costs			
Amortization of intangibles from acquisition	**4,972**	5,202	746
Transaction and integration costs	**128,068**	39,287	82,688
	133,040	44,489	83,434
Net income before taxes	**(37,599)**	32,881	(29,717)
Tax expense	**(32,943)**	7,724	(9,758)
Net income for the period	**(4,656)**	25,157	(19,959)
Earnings per share [basic]	**(0.04)**	0.07	(0.10)
Earnings per share [diluted]	**(0.04)**	0.07	(0.10)

(1) Rental revenue, net is equal to rental income earned on equipment under operating leases, less depreciation on equipment under operating leases.

The following table provides a reconciliation of Non-IFRS Measures for adjusted operating expense, adjusted operating income and after-tax adjusted operating income:

	For the three-month periods ended		
	September 30, 2015	June 30, 2015	September 30, 2014
(in 000's for stated values, except per unit amounts)	**$**	$	$
Financial revenue			
Interest income	**161,210**	119,521	96,249
Rental revenue, net (3)	**36,173**	28,592	17,306
Management fees and other revenues	**65,908**	62,910	47,339
Provision for credit losses	**(4,770)**	(3,284)	(3,851)
Financial revenue	**258,521**	207,739	157,043
Interest expense	**73,590**	58,108	45,819
Net financial income	**184,931**	149,631	111,224
Adjusted operating expenses			
Salaries, wages and benefits	**45,251**	36,391	33,285
General and administration expenses	**32,559**	24,476	17,943
Adjusted operating expenses (1)	**77,810**	60,867	51,228
Adjusted operating income (1)	**107,121**	88,764	59,996
Provision for taxes applicable to adjusted operating income	**19,948**	20,833	12,724
After-tax adjusted operating income (1, 2)	**87,173**	67,931	47,272
Less: Cumulative preferred share dividends	**8,904**	7,123	6,145
After-tax adjusted operating income attributable to common shareholders (1)	**78,269**	60,808	41,127
Weighted average number of shares outstanding [basic]	**305,073**	264,516	258,381
After-tax adjusted operating income per share [basic] (1)	**0.26**	0.23	0.16

(1) For additional information, see "Description of Non-IFRS Measures" section.
(2) For reconciliation from IFRS Net Income to After-tax adjusted operating income, see page 20.
(3) Rental revenue, net is equal to rental income earned on equipment under operating leases, less depreciation on equipment under operating leases.

Financial revenue for the three month period ended September 30, 2015 was $258.5 million, an increase of $101.5 million or 64.6% over the amount of $157.0 million reported during the quarter ended September 30, 2014, and an increase of $50.8 million or 24.4% over the amount of $207.7 million reported during the immediately preceding quarter ended June 30, 2015. These improvements result from increases in average earning assets outstanding during the periods which grew to $12,997.2 million during quarter ended September 30, 2015, from $7,853.9 million during the quarter ended September 30, 2014 and from $9,990.2 million during the immediately preceding quarter ended June 30, 2015. Earning assets have increased to $19,310.5 million as at September 30, 2015 compared to $8,296.1 million as at September 30, 2014 and $10,632.1 million at June 30, 2015 reflecting respective increases of 132.8% and 81.6% resulting from a combination of the acquisition of PHH Arval on July 7, 2014 and the GE US Fleet Operations on August 31, 2015 and GE MX and ANZ Operations on September 30, 2015, continued organic growth and the positive impact of the Company holding approximately 73% of its earning assets in U.S. denominated dollars. Total originations were $1,890.0 million during the quarter ended September 30, 2015, compared to originations of $1,174.8 million during the quarter ended September 30, 2014 and $1,801.1 million during the immediately preceding quarter ended June 30, 2015.

Interest expense was $73.6 million for the quarter ended September 30, 2015, compared to $45.8 million for the quarter ended September 30, 2014 and $58.1 million for the immediately preceding quarter ended June 30, 2015, reflecting respective increases of $27.8 million and $15.5 million. These increases are the result of increases in the average outstanding debt during the periods which increased to $11,645.7 million during the quarter ended September 30, 2015 from $6,835.8 million during the quarter ended September 30, 2014 and $9,088.3 million during the quarter ended June 30, 2015. The average cost of borrowing decreased to 2.53% for the quarter ended September 30, 2015 versus 2.68% for the comparative quarter ended September 30, 2014 and is consistent with the 2.56% reported in the immediately preceding quarter ended June 30, 2015. The decreased cost of borrowing over the comparative quarter ended September 30, 2014 reflects the positive impact of the integration of the PHH Arval acquisition and the merger of certain financing facilities inside more cost effective rating facilities assumed as part of the acquisition of the transaction.

Salaries, Wages and Benefits and General and Administrative expenses were $77.8 million for the quarter ended September 30, 2015 compared to $51.2 million for the comparable quarter of 2014 and $60.9 million for the immediate preceding quarter ended June 30, 2015 and have increased due to the acquisition of the GE Capital's fleet management operations in the US on August 31, 2015 and are in line with the growth in Financial Revenue for the quarter.

Net loss before income taxes for the three months ended September 30, 2015 was $37.6 million compared to a net loss before income taxes of $29.7 million reported for the three months ended September 30, 2014 and net income before income taxes of $32.9 million reported in the immediately preceding quarter. The loss in the current quarter is the result of the transaction and integration costs incurred in the current quarter related to the acquisition of the GE Fleet Operations.

The Company is reporting a net loss of $4.7 million for the quarter ended September 30, 2015, compared to a net loss of $20.0 million for the comparative quarter ended September 30, 2014 and a net income of $25.2 million reported during the immediately preceding quarter ended June 30, 2015. The increase in net loss reported in the current quarter over the comparative quarter ended September 30, 2014 and immediately preceding quarter ended June 30, 2015, is due to transaction and integration costs incurred on the acquisition of the GE Fleet Operations during the quarter, offset by higher financial revenue as a result of the acquisition of the GE US Fleet Operations on August 31, 2015, and the organic origination volumes generated in the intervening period.

Basic and diluted loss per share was $0.04 and $0.04, respectively, for the three months ended September 30, 2015, compared to basic and diluted loss per share of $0.10 and $0.10, respectively, for the quarter ended September 30, 2014, and basic and diluted earnings per share of $0.07 and $0.07, respectively, for the immediately preceding quarter ended June 30, 2015. The large variances from the comparable quarters are the result of the acquisition and integration costs incurred on acquisition of the GE Fleet Operations during the current quarter.

As indicated previously, management believes that adjusted operating income, a Non-IFRS Measure, is the most appropriate operating measure of the Company’s performance as it excludes non-cash items related to share-based compensation and business acquisition costs which do not relate to maintaining operating activities. Adjusted operating income for the three month period ended September 30, 2015 was $107.1 million, an increase of $47.1 million or 78.5% over the amount reported during the comparative quarter ended September 30, 2014 and an increase of $18.3 million or 20.7% over the amount reported during the immediately preceding quarter ended June 30, 2015. The increase over the comparative quarter ended September 30, 2014 is the result of strong organic growth in the intervening periods and the acquisition of the GE US Fleet Operations on August 31, 2015. The increase over the immediately preceding quarter is primarily due to the acquisition of the GE US Fleet Operations on August 31, 2015, continued growth in average earning assets, offset by a reduction in capital advisory fees and related transactions.

Adjusted operating income on average common shareholders' equity was 11.22% during the quarter ended September 30, 2015 compared to 9.69% for the quarter ended September 30, 2014 and 12.26% for the immediately preceding quarter ended June 30, 2015. After-tax adjusted operating income on average common shareholders' equity was 8.94% during the quarter ended September 30, 2015 compared to 7.40% for the quarter ended September 30, 2014 and 9.13% for the immediately preceding quarter ended June 30, 2015. The improvement over the comparative period ended September 30, 2014 is a result of the higher leverage. The decrease over the immediately preceding quarter, is primarily due to an increase in common shareholders' equity on the conversion of subscription receipts to common shares on August 31, 2015.

For the three months ended September 30, 2015, the Company is reporting adjusted operating income of $107.1 million and after-tax adjusted operating income per share (basic) of $0.26, compared to $60.0 million in adjusted operating income or $0.16 in after-tax operating income per share (basic) for the comparative three months ended September 30, 2014, and compared to $88.8 million in adjusted operating income or $0.23 in after-tax operating income per share (basic) for the immediately preceding quarter ended June 30, 2015. As mentioned earlier, the Company would have reported an adjusted operating income per share of $0.28 proforma the elimination of the timing between the financing and the closing of the Mexico, Australia and New Zealand portion of the GE Fleet Operations and the impact of the reduced cost of funds on its term senior credit facility.

As indicated previously, Management also believes that Free Operating Cash Flows and Free Operating Cash Flows per Share as described in the Non-IFRS Measures section of this MD&A are a key statistics to properly assess the operating performances of the Company to mostly reflect the substantial value being created by the very long deferral of cash income taxes and the investment value produced by that deferral. Thus, while the Company is reporting after-tax adjusted operating income per share (basic) of $0.26 for the three months ended September 30, 2015, free operating cash flows per share (basic) reaches $0.32, compared to $0.16 and $0.21, respectively, for the comparative three months ended September 30, 2014, and $0.23 and $0.31, respectively, for the immediately preceding quarter ended June 30, 2015.

The following table provides a reconciliation of Non-IFRS Measures for free operating cash flow from operating activities.

	For the three-month periods ended		
	September 30, 2015	June 30, 2015	September 30, 2014
(in 000's for stated values, except per unit amounts)	**$**	$	$
Free operating cash flows (1)			
After-tax adjusted operating income	**87,173**	67,931	47,272
Provision for taxes applicable to adjusted operating income	**19,948**	20,833	12,724
Free operating cash flows (1)	**107,121**	88,764	59,996
Weighted average number of shares outstanding [basic]	**305,073**	264,516	258,381
Free operating cash flow per share [basic] (1)	**0.32**	0.31	0.21

(1) For additional information, see "Description of Non-IFRS Measures" section.
(2) March 31, 2014 free operating cash flow per share [basic] has been restated for the change in definition applied in the current period.

The following table summarizes key annualized operating ratios and yields to average earning assets derived from the Company's consolidated financial statements and adjusted using Non-IFRS Measures as at and for the three months ended September 30, 2015, June 30, 2015 and September 30, 2014, which management believes are key performance indicators in managing the business and in evaluating the operating performance of the Company.

	For the three month periods ended		
	September 30, 2015	June 30, 2015	September 30, 2014
	%	%	%
Financial revenue	**7.96**	8.32	8.00
Interest expense	**2.27**	2.33	2.33
Average net financial income margin yield	**5.69**	5.99	5.67
Adjusted operating expense ratio	**2.39**	2.44	2.61
Adjusted operating income on average earning assets	**3.30**	3.55	3.06

Net financial income margin to average earning assets has increased marginally to 5.69% from 5.67% in the comparative quarter in 2014 and declined from 5.99% in the immediately preceding quarter. The decline over the immediately preceding quarter is primarily as a result of comparatively lower other revenues as a percentage of average earning assets, other revenues are typically transaction based fees and are dependent on the volume of transactions and are not directly correlated to average earning assets.

Financial revenue as a percentage of average earning assets was 7.96% during the quarter ended September 30, 2015, a decrease from the 8.00% reported for the comparative quarter ended September 30, 2014, and from the 8.32% reported for the quarter ended June 30, 2015. The decrease from the comparative quarter ended September 30, 2014, is primarily a result of lower other revenues as a percentage of average earning assets. The decrease from the immediately preceding quarter is primarily a result of a reduction in capital advisory activities, partially offset by an increase in syndication fees. Other revenues, including capital advisory fees and syndication fees, are typically transaction based fees and are dependent on the volume of transactions and are not directly correlated to average earning assets.

Adjusted operating income on average earning assets was 3.30% during the quarter ended September 30, 2015 compared to 3.06% for the quarter ended September 30, 2014 and 3.55% for the immediately preceding quarter ended June 30, 2015. The decrease from the comparative quarter ended September 30, 2014, is primarily due to lower other revenues as a percentage of average earning assets, partially offset by a lower operating expense ratio. The decrease from the immediately preceding quarter is primarily due to lower other revenues, resulting primarily from a reduction in capital advisory activities. Other revenues, including capital advisory fees, are typically transaction based fees and are dependent on the volume of transactions and are not directly correlated to average earning assets.

Financial Revenue

	For the three-month periods ended		
(in 000's)	**September 30, 2015 $**	June 30, 2015 $	September 30, 2014 $
Interest income			
Gross interest income (2)	**164,655**	123,244	100,198
Amortization of lease origination costs (2)	**(3,445)**	(3,723)	(3,949)
Interest income	**161,210**	119,521	96,249
Rental revenue, net			
Rental revenue	**48,399**	38,549	22,649
Depreciation of equipment under operating leases	**(12,226)**	(9,957)	(5,343)
Rental revenue, net	**36,173**	28,592	17,306
Total interest income and rental revenue, net	**197,383**	148,113	113,555
Management fees and other revenues	**65,908**	62,910	47,339
	263,291	211,023	160,894
Provision for credit losses	**4,770**	3,284	3,851
Financial revenue (1)	**258,521**	207,739	157,043

(1) For additional information, see "Description of Non-IFRS Measures" section.
(2) Prior periods have been reclassified to conform to the current period presentation.

The following table sets forth a summary of the Company's financial revenue from finance receivables and equipment under operating leases, presented as a yield to average finance receivables, average equipment under operating leases and average earning assets for the three months ended September 30, 2015, June 30, 2015 and September 30, 2014:

	For the three-month periods ended		
	September 30, 2015	June 30, 2015	September 30, 2014
	$	**$**	$
Interest income			
Gross interest income as a percentage of average finance receivables (1)	**6.02 %**	5.87 %	5.80 %
Amortization of lease origination costs as a percentage of average finance receivables (1)	**(0.13)%**	(0.17)%	(0.24)%
Interest income as a percentage of average finance receivables	**5.89 %**	5.70 %	5.56 %
Provision for credit losses as a percentage of average finance receivables	**(0.17)%**	(0.16)%	(0.22)%
	5.72 %	5.54 %	5.34 %
Rental revenue, net			
Rental revenue as a percentage of average equipment under operating leases, gross	**9.21 %**	9.46 %	9.53 %
Depreciation of equipment under operating leases, as a percentage of average equipment under operating leases, gross	**(2.33)%**	(2.44)%	(2.25)%
Rental revenue, net as a percentage of average equipment under operating leases, net	**7.05 %**	7.17 %	7.37 %
Total interest income and rental revenue, net as percentage of average earning assets	**5.93 %**	5.80 %	5.59 %
Management fees and other revenues as a percentage of average earning assets	**2.03 %**	2.52 %	2.41 %
Financial revenue as a percentage of average earning assets	**7.96 %**	8.32 %	8.00 %
Average finance receivables (2)	**11,082,432**	8,411,908	6,914,799
Average equipment under operating leases, net	**2,051,627**	1,595,173	939,117
Average earning assets	**12,997,240**	9,990,215	7,853,916

(1) Prior periods have been reclassified to conform to the current period presentation.
(2) Average finance receivables includes the average investment in managed fund.

Total interest income and rental revenue, net was $197.4 million for the three months ended September 30, 2015, an increase of $83.8 million or 73.8% compared to $113.6 million for the three months ended September 30, 2014, and an increase of $49.3 million or 33.3% compared to $148.1 million for the three months ended June 30, 2015. Overall, total interest income and rental revenue, net showed growth reflecting increased earning assets from organic originations of $1,890.0 million for the three months ended September 30, 2015 compared to $1,174.8 million for the three months ended September 30, 2014, and $1,801.1 million for the three months ended June 30, 2015, and from the acquisition of the GE US Fleet Operations on August 31, 2015.

Average earning assets increased to $12,997.2 million for the three months ended September 30, 2015 from $7,853.9 million in the comparative quarter ended September 30, 2014, and from $9,990.2 million for the immediately preceding quarter ended June 30, 2015.

Average interest income yield on average finance receivables for the three months ended September 30, 2015 was 5.89% compared to 5.56% in the comparative three months ended September 30, 2014, and compared to 5.70% in the immediately preceding three months ended June 30, 2015.

Average net rental income yield on average equipment under operating leases, net for the three months ended September 30, 2015 was 7.05% compared to 7.37% in the comparative three months ended September 30, 2014 and 7.17% in the immediately preceding three months ended June 30, 2015.

Management fees and other revenues

Management fees and other revenues consist of the following for the three months ended September 30, 2015, June 30, 2015 and September 30, 2014:

	For the three-month periods ended		
(in 000's)	**September 30, 2015 $**	June 30, 2015 $	September 30, 2014 $
Management fees and other revenues			
Syndication fees	**10,083**	5,660	4,653
Capital advisory fees	**355**	9,009	—
Fleet management fees	**51,154**	39,850	38,463
Other income	**4,316**	8,391	4,223
Management fees and other revenues	**65,908**	62,910	47,339

Syndication fees

Syndication fees were $10.1 million for the three months ended September 30, 2015, an increase of $5.4 million compared to $4.7 million for the three months ended September 30, 2014, and a increase of $4.4 million compared to $5.7 million for the three months ended June 30, 2015. Transactions are typically syndicated in instances where the Company wants to manage credit exposures or concentrations by selling transactions on a non-recourse basis.

Capital advisory fees

Capital advisory fees were $0.4 million for the three months ended September 30, 2015, a decrease of $8.6 million compared to $9.0 million for the three months ended June 30, 2015. The capital advisory fees generated in the immediately preceding quarter of June 30, 2015 relate to the closing of ECAF I Ltd., a rated pooled-aircraft asset backed securities issuer. Capital advisory fees are structuring fees and other fees received in conjunction with the Company's capital advisory transactions.

Fleet management fees

Fleet management fees were $51.2 million during the three months ended September 30, 2015, compared to $38.5 million during the comparative three months ended September 30, 2014, and $39.9 million during the immediately preceding three months ended June 30, 2015. The increase over the comparative quarter ended September 30, 2014 is a result of the PHH Arval acquisition on July 7, 2014. The increase over the most recent comparative quarter is due to the acquisition of the GE US Fleet Operations on August 31, 2015. These fees are earned by the Company from various fleet management services provided to customers and provide further yield enhancement for the Fleet Management vertical.

Other income

Other income was $4.3 million during the three months ended September 30, 2015 compared to $4.2 million for the comparative period ended September 30, 2014, and compared to $8.4 million for the immediately preceding period ended June 30, 2015. The decrease over the immediately preceding quarter ended June 30, 2015 is primarily due to changes in the volume of ancillary financial revenues and services, including a reduction in prepayment charges. Other income items are dependent on the volume and the timing of individual transactions and are not necessarily correlated with average earning assets.

Provision for credit losses

The Company’s provision for credit losses for the three months ended September 30, 2015 was $4.8 million, an increase of $0.9 million compared to $3.9 million for the three months ended September 30, 2014, and an increase of $1.5 million compared to $3.3 million for the three months ended June 30, 2015. The amount provisioned during the three months represents 0.17% on the average finance receivables held during the three months ended September 30, 2015, in-line with management's expectation of losses based on the current mix of assets, and a decrease over the 0.22% provisioned in the comparative quarter and an increase over the 0.16% provisioned in the immediately preceding quarter.

Management continues to closely monitor the performance of the portfolio and the provision for credit losses against the underlying assets and the mix of business. The overall portfolio continues to perform better than expected with delinquencies and charge-offs below target levels.

Impaired receivables, which are being reported at their net realizable value, represent 0.09% of the total portfolio of finance receivables as at September 30, 2015 compared to 0.06% at December 31, 2014. Reported portfolio arrears at their current levels continue to reflect the Company’s prudent underwriting standards, however, they also reflect the rapid growth in finance receivables.

Interest Expense

The following table sets forth the components of the Company's interest expense for the three months ended September 30, 2015, June 30, 2015 and September 30, 2014:

	For the three-month periods ended		
	September 30, 2015	June 30, 2015	September 30, 2014
(in 000's for stated values, except percentage amounts)	**$**	**$**	$
Gross interest expense	**65,382**	50,431	39,770
Amortization of deferred financing costs	**8,208**	7,677	6,049
Interest expense	**73,590**	58,108	45,819
Ratios and statistics (1)			
Net financial income	**184,931**	149,631	111,224
Average net financial income margin yield	**5.69%**	5.99%	5.67%
Average debt outstanding	**11,645,733**	9,088,283	6,835,759
Average cost of borrowing	**2.53%**	2.56%	2.68%

(1) All yields have been annualized. For additional information, see "Description of Non-IFRS Measures" section

Interest Expense

Gross interest expense was $65.4 million for the three months ended September 30, 2015, an increase of $25.6 million or 64.4% compared to $39.8 million for the three months ended September 30, 2014, and an increase of $15.0 million or 29.6% compared to $50.4 million for the three months ended June 30, 2015. The increase was primarily the result of an increase in the average outstanding debt to $11,645.7 million for the three months ended September 30, 2015 from $6,835.8 million for the three months ended September 30, 2014, and from $9,088.3 million for the three months ended June 30, 2015, due to the Company's growth in its origination volumes for the period and increase in borrowings to partially finance the acquisition of the GE Fleet Operations that closed on August 31, 2015 and September 30, 2015.

Included in interest expense is the amortization of deferred financing costs. These costs are incurred by the Company to secure financing for its lease and loan transactions. These deferred costs are capitalized at the commitment date, deferred and expensed over the life of the underlying credit facilities. Amortization of deferred financing costs for the three months ended September 30, 2015 was $8.2 million, an increase of $2.2 million or 35.7% compared to the $6.0 million for the three months ended September 30, 2014, and an increase of $0.5 million or 6.9% compared to the $7.7 million for the three months ended June 30, 2015. The increase over the comparative period ended September 30, 2014 reflects the increased diversification in the Company's funding facilities, including the establishment of borrowing facilities for the Rail Finance vertical and the acquisition of secured borrowing facilities on the acquisition of PHH Arval on July 7, 2014, issuance of unsecured convertible debentures on May 29, 2015 and the expansion of the Company's senior facility. The increase over the immediately preceding period is primarily due to the expansion of the Company's senior facility and the issuance of the unsecured convertible debentures on May 29, 2015.

The Company's annualized average cost of borrowings was 2.53% for the three month period ended September 30, 2015 versus 2.68% reported for the comparative quarter ended September 30, 2014, and 2.56% for the immediately preceding quarter ended June 30, 2015. The average cost of borrowings has decreased marginally over the comparative quarter ended September 30, 2014 and the immediately preceding quarter.

The annualized average Net Financial Income Margin Yield was 5.69% for the three months ended September 30, 2015 compared to 5.67% for the three months ended September 30, 2014 and 5.99% for the three months ended June 30, 2015, decreases of 0.02% and 0.30%, respectively and reflecting the reasons discussed above.

Operating Expenses

All of the operating expenses of the Company are primarily selling and administrative expenses.

The following table sets forth a summary of the Company's operating expenses by category for the three months ended September 30, 2015, June 30, 2015 and September 30, 2014:

	For the three-month period ended		
	September 30, 2015	June 30, 2015	September 30, 2014
(in 000's, except percentage amounts)	**$**	$	$
Salaries, wages and benefits	**45,251**	36,391	33,285
General and administrative expenses	**32,559**	24,476	17,943
Adjusted operating expenses (1)	**77,810**	60,867	51,228
Amortization of convertible debenture synthetic discount	**2,906**	1,956	1,418
Share-based compensation	**8,774**	9,438	4,861
Operating expenses	**89,490**	72,261	57,507
Ratios			
Annualized adjusted operating expenses ratio (1)	**2.39%**	2.44%	2.61%

(1) For additional information, see "Description of Non-IFRS Measures" section.

Operating expenses were $89.5 million for the three months ended September 30, 2015, an increase of $32.0 million or 55.6% compared to $57.5 million for the three months ended September 30, 2014, and an increase of $17.2 million or 23.8% compared to $72.3 million for the three months ended June 30, 2015.

Adjusted operating expenses were $77.8 million for the quarter ended September 30, 2015 compared to $51.2 million for the comparative quarter of 2014 and $60.9 million for the immediate quarter ended June 30, 2015 representing increases of $26.6 million or 51.9% and $16.9 million or 27.8% respectively. The overall increase in operating expenses reflect the continued increase in the total assets of the Company which have grown from $10.4 billion at September 30, 2014 to $15.3 billion at June 30, 2015 and $23.6 billion at September 30, 2015. The increase over the quarter ended June 30, 2015 and September 30, 2014 results from the combination of the acquisition of GE Capital's fleet management operations in the US on August

31, 2015, and slightly higher salaries and wages resulting from an increase in the average foreign exchange rate used to translate US denominated expenses during the quarter.

Adjusted operating expense ratio was 2.39% for the three month period ended September 30, 2015; a slight decrease over the 2.44% reported for the quarter ended June 30, 2015 and a decrease over the 2.61% reported during the quarter ended September 30, 2014. The decrease over September 30, 2014, is due to the Company's PHH Arval integration efforts to reduce costs and increase efficiencies.

Salaries, wages and benefits

Salaries, wages and benefits were $45.3 million for the three months ended September 30, 2015, an increase of $12.0 million or 36.0% compared to $33.3 million for the three months ended September 30, 2014, and an increase of $8.9 million or 24.3% compared to $36.4 million reported for the three months ended June 30, 2015. The increase over the comparative quarter September 30, 2014 and the increase over the immediately preceding quarter reflects both the acquisition of GE US Fleet Operations and the impact of an increase in the average foreign currency exchange rate on US salaries, wages and benefits. This expense for the three months ended September 30, 2015 represents 1.39% of average earning assets, which is a decrease over the 1.70% reported for the three months ended September 30, 2014 and largely consistent with the 1.46% reported at June 30, 2015.

General and administrative expenses

General and administrative (“G&A”) expenses were $32.6 million during the three months ended September 30, 2015, an increase of $14.7 million or 81.5% compared to $17.9 million during the three months ended September 30, 2014, and an increase of $8.1 million or 33.0% compared to $24.5 million during the three months ended June 30, 2015. The increase in G&A expenses over the comparative quarter ended September 30, 2014 and the immediately preceding quarter ended June 30, 2015 is primarily due to the acquisition of GE Capital's fleet management operations on August 31, 2015, and a higher level of activities period over period to support the growth of the earning assets, and the increase in amortization of software and other intangibles and higher IT costs both resulting from integration and separation activities which were completed in the current quarter.

Amortization of convertible debenture synthetic discount

Amortization of convertible debenture synthetic discount represents the accretion of the convertible debenture discount created from the bifurcation of the convertible debenture between debt and share capital.

Share-based compensation

Share-based compensation represents the recognition of the non-cash fair value attributed to the options granted to the Company's employees and directors, and the value of deferred share units ("DSUs") and performance share units ("PSUs") granted during the period. Options expense is recognized on a proportionate basis consistent with the vesting period of such options. The options amounts are calculated using the Black-Scholes option pricing model, while DSUs and PSUs are calculated based on the market value of the Company's common shares. Share-based compensation expenses were $8.8 million for the three months ended September 30, 2015, compared to $4.9 million for the three months ended September 30, 2014, and $9.4 million for the three months ended June 30, 2015.

Business acquisition costs

Business acquisition costs, which consist of integration costs, transaction costs and the amortization of intangibles acquired as part of business acquisitions, were $133.0 million for the three months ended September 30, 2015 compared to $83.4 million three months ended September 30, 2014, and $44.5 million for the three months ended June 30, 2015. The expenses incurred during the three months ended September 30, 2015 and the immediately preceding quarter are primarily related to the acquisition of the GE Fleet Operations. Expenses incurred in the comparative quarter in 2014 are primarily related to the acquisition of PHH Arval and the amortization of intangibles acquired as part of business acquisitions in the prior periods. Certain integration costs, including deferred compensation costs, are recognized in the period where the service is received by the Company. Refer to note 19 of the Company's interim financial statements for a further breakdown of this expense item.

Results of Operations – For the nine months ended September 30, 2015 and 2014

The following table sets forth a summary of the Company's results of operations for the nine months ended September 30, 2015 and 2014:

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's for stated values, except per unit amounts)	**$**	$
Net Financial Income		
Interest income	**392,324**	196,341
Rental revenue, net (1)	**90,746**	41,981
Total interest income and rental revenue, net	**483,070**	238,322
Interest expense	**185,300**	90,337
Net interest income and rental revenue, net before provision for credit losses	**297,770**	147,985
Provision for credit losses	**11,281**	10,677
Net interest income and rental revenue, net	**286,489**	137,308
Management fees and other revenues	**181,791**	70,975
Net financial income	**468,280**	208,283
Operating Expenses		
Salaries, wages and benefits	**115,665**	58,416
General and administration expenses	**78,340**	32,235
Amortization of debenture synthetic discount	**6,334**	1,418
Share-based compensation	**24,748**	12,716
	225,087	104,785
Business acquisition costs		
Amortization of intangibles from acquisition	**14,917**	2,607
Transaction and integration costs	**168,536**	95,795
	183,453	98,402
Net income before taxes	**59,740**	5,096
Tax expense	**(10,258)**	(1,909)
Net income for the period	**69,998**	7,005
Earnings per share [basic]	**0.17**	(0.03)
Earnings per share [diluted]	**0.17**	(0.03)

(1) Rental revenue, net represents rental income earned on equipment under operating leases, less depreciation.

The following table provides a reconciliation of Non-IFRS Measures for adjusted operating expense, adjusted operating income and after-tax adjusted operating income:

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's for stated values, except per unit amounts)	**$**	$
Financial revenue		
Interest income	**392,324**	196,341
Rental revenue, net (3)	**90,746**	41,981
Management fees and other revenues	**181,791**	70,975
Provision for credit losses	**(11,281)**	(10,677)
Financial revenue	**653,580**	298,620
Interest expense	**185,300**	90,337
Net financial income	**468,280**	208,283
Adjusted operating expenses		
Salaries, wages and benefits	**115,665**	58,416
General and administration expenses	**78,340**	32,235
Adjusted operating expenses (1)	**194,005**	90,651
Adjusted operating income (1)	**274,275**	117,632
Provision for taxes applicable to adjusted operating income	**58,172**	24,692
After-tax adjusted operating income (1, 2)	**216,103**	92,940
Less: Cumulative preferred share dividends	**22,135**	12,826
After-tax adjusted operating income attributable to common shareholders (1)	**193,968**	80,114
Weighted average number of shares outstanding [basic]	**278,035**	212,366
After-tax adjusted operating income per share [basic] (1)	**0.70**	0.38

(1) For additional information, see "Description of Non-IFRS Measures" section.
(2) For reconciliation from IFRS Net Income to After-tax adjusted operating income, see page 20.
(3) Rental revenue, net represents rental income earned on equipment under operating leases, less depreciation.

Financial revenue for the nine month period ended September 30, 2015 was $653.6 million, an increase of $355.0 million or 118.9% over the amount of $298.6 million reported during the comparative nine months ended September 30, 2014. The improvement results from increases in average earning assets outstanding during the period which grew to $10,877.5 million during the nine months ended September 30, 2015, from $5,004.1 million during the nine months ended September 30, 2014. Earning assets have increased to $19,310.5 million as at September 30, 2015 compared to $8,296.1 million as at September 30, 2014 reflecting an increase of 132.8% resulting from a combination of the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, and continued organic growth and the positive impact of the Company holding approximately 73% of its earning assets in U.S. denominated dollars. Total originations reached $5,148.4 million during the nine months ended September 30, 2015, compared to originations of $3,051.4 million during the comparative nine months ended September 30, 2014.

Interest expense was $185.3 million for the nine months ended September 30, 2015, compared to $90.3 million for the comparative nine months ended September 30, 2014 reflecting an increase of $95.0 million.

The increase is the result of the increase in the average outstanding debt during the period which increased to $9,786.4 million during the nine months ended September 30, 2015 from $3,844.0 million during the nine months ended September 30, 2014. This was offset by a decrease in average cost of borrowing to 2.52% for the nine months ended September 30, 2015 versus 3.13% for the comparative nine months ended September 30, 2014. The decrease over the comparative period reflects a change in the mix of borrowings, new debt structures entered into, and secured borrowing facilities assumed on the acquisition of PHH Arval which have a much lower cost than the Company's legacy facilities.

Salaries, Wages and Benefits and General and Administrative expenses were $194.0 million for the nine months ended September 30, 2015 compared to $90.7 million for the comparative nine months ended September 30, 2014, an increase of 114.0% and are in line with the growth in Financial Revenue for the nine month period.

Net income before income taxes for nine months ended September 30, 2015 was $59.7 million compared to a net income before income taxes of $5.1 million reported for the nine months ended September 30, 2014. The increase over the comparative nine months ended September 30, 2014, is a result of growth in assets and related income during the intervening period, net of increases in business acquisition costs related to the acquisition of the GE Fleet Operations that closed on August 31, 2015 and September 30, 2015.

The Company is reporting net income for the nine month period ended September 30, 2015 of $70.0 million, compared to a net income of $7.0 million for the comparative nine month period ended September 30, 2014. The net income reported in the current year to date period over the comparative period ended September 30, 2014 is a result of the significant growth in average earning assets, including the acquisition of PHH Arval in July 2014, and the acquisition of the GE Fleet Operations in August and September 2015, and the related income generated, offset by transaction costs incurred on the acquisition of GE Capital's Fleet management operations.

Basic and diluted income per share was $0.17 and $0.17, respectively, for the nine months ended September 30, 2015, compared to basic and diluted loss per share of $0.03 and $0.03 for the comparative nine months ended September 30, 2014. The large variances between these earnings result from the acquisition of PHH on July 7, 2014 and the GE US Fleet Operations on August 31, 2015, and the improved efficiencies gained from a growing portfolio, offset by the inclusion of business acquisition costs in the computation of net income.

As indicated previously, management believes that adjusted operating income is the most appropriate operating measure of the Company’s performance as it excludes non-cash items related to share-based compensation and business acquisition costs which do not relate to maintaining operating activities. Adjusted operating income for the nine month period ended September 30, 2015 was $274.3 million, an increase of $156.7 million or 133.2% over the amount reported during the comparative period ended September 30, 2014. The increase over the comparative period ended September 30, 2014 is primarily the result of the acquisition of the PHH Arval on July 7, 2014 and the GE US Fleet Operations on August 31, 2015, and strong organic growth.

Adjusted operating income on average common shareholders’ equity was 11.46% during the nine month period ended September 30, 2015 compared to 8.46% for the nine month period ended September 30, 2014. The improvement over the comparative period ended September 30, 2014 is a result of the higher leverage contributed by the PHH Arval acquisition. After-tax adjusted operating income on average common shareholders' equity was 8.82% during the nine month period ended September 30, 2015 compared to 6.47% for the nine month period ended September 30, 2014. The improvements over the comparative period reflect the implementation of initiatives to increase the Company's leverage ratio and increase its utilization of capital.

For the nine month period ended September 30, 2015, the Company is reporting adjusted operating income of $274.3 million and after-tax adjusted operating income per share (basic) of $0.70, compared to $117.6 million in adjusted operating income or $0.38 in after-tax operating income per share (basic) in the comparative nine month period ended September 30, 2014.

As indicated previously, Management also believes that Free Operating Cash Flows and Free Operating Cash Flows per Share as described in the Non-IFRS Measures section of this MD&A are key statistics to properly assess the operating performances of the Company to mostly reflect the substantial value being created by the very long deferral of cash income taxes and the investment value produced by that deferral. Thus, while the Company is reporting after-tax adjusted operating income per share of $0.70 for the nine months ended September 30, 2015, free operating cash flows per share reaches $0.91 per share, compared to $0.38 and $0.49, respectively, for the comparative period ended September 30, 2014.

The following table provides a reconciliation of Non-IFRS Measures for free operating cash flow from operating activities.

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's for stated values, except per unit amounts)	**$**	$
Free operating cash flows (1)		
After-tax adjusted operating income	**216,103**	92,940
Provision for taxes applicable to adjusted operating income	**58,172**	24,692
Free operating cash flows (1)	**274,275**	117,632
Weighted average number of shares outstanding [basic]	**278,035**	212,366
Free operating cash flow per share (1)	**0.91**	0.49

(1) For additional information, see "Description of Non-IFRS Measures" section.

The following table summarizes key annualized operating ratios and yields to average earning assets derived from the Company's consolidated financial statements and adjusted using Non-IFRS Measures as at and for the nine months ended September 30, 2015 and 2014, which management believes are key performance indicators in managing the business and in evaluating the operating performance of the Company.

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
	%	%
Financial revenue	**8.01**	7.96
Interest expense	**2.27**	2.41
Average net financial income margin yield	**5.74**	5.55
Adjusted operating expense ratio	**2.38**	2.42
Adjusted operating income on average earning assets	**3.36**	3.13

Net financial income margin to average earning assets have showed improvement period over period. Interest expense has decreased from 2.41% for the nine months ended September 30, 2014 to 2.27% for the current year to date period as a result of the utilization of a more cost effective financing facility for the Fleet vertical, while the adjusted operating expense ratio has decreased marginally from the 2.42% reported during the comparative nine months ended September 30, 2014 to 2.38% for the current nine month period.

Financial revenue as a percentage of average finance receivables has increased marginally to 8.01% during the nine months ended September 30, 2015 from 7.96% in the comparative nine months ended September 30, 2014. The increase over the comparative period is primarily due to the capital advisory fees earned in the current period, and higher fleet management fee revenues, offset by lower interest income yields, a result of the acquisition of PHH Arval on July 7, 2014.

Adjusted operating income on average earning assets was 3.36% during the nine months ended September 30, 2015 compared to 3.13% for the comparative nine months ended September 30, 2014. The increase over the comparative period is primarily due to the lower cost of funds contributed by the acquisition of PHH Arval.

Financial Revenue

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's)	**$**	$
Interest income		
Gross interest income (2)	**403,293**	205,723
Amortization of lease origination costs (2)	**(10,969)**	(9,382)
Interest income	**392,324**	196,341
Rental revenue, net		
Rental revenue	**121,600**	55,555
Depreciation of equipment under operating leases	**(30,854)**	(13,574)
Rental revenue, net	**90,746**	41,981
Total interest income and rental revenue, net	**483,070**	238,322
Management fees and other revenues	**181,791**	70,975
	664,861	309,297
Provision for credit losses	**11,281**	10,677
Financial revenue (1)	**653,580**	298,620

(1) For additional information, see "Description of Non-IFRS Measures" section.
(2) Prior periods have been reclassified to conform to the current period presentation.

The following table sets forth a summary of the Company's financial revenue from finance receivables and equipment under operating leases, presented as a yield to average finance receivables, average equipment under operating leases and average earning assets for the nine months ended September 30, 2015 and 2014:

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
	$	$
Interest income		
Gross interest income as a percentage of average finance receivables (1)	**5.85 %**	6.47 %
Amortization of lease origination costs as a percentage of average finance receivables (1)	**(0.16)%**	(0.29)%
Interest income as a percentage of average finance receivables	**5.69 %**	6.18 %
Provision for credit losses as a percentage of average finance receivables	**(0.16)%**	(0.34)%
	5.53 %	5.84 %
Rental revenue, net		
Rental revenue as a percentage of average equipment under operating leases, gross	**9.40 %**	9.60 %
Depreciation of equipment under operating leases, as a percentage of average equipment under operating leases, gross	**(2.38)%**	(2.34)%
Rental revenue, net as a percentage of average equipment under operating leases, net	**7.17 %**	7.30 %
Total interest income and rental revenue, net as percentage of average earning assets	**5.78 %**	6.07 %
Management fees and other revenues as a percentage of average earning assets	**2.23 %**	1.89 %
Financial revenue as a percentage of average earning assets	**8.01 %**	7.96 %
Average finance receivables (2)	**9,239,642**	4,237,733
Average equipment under operating leases, net	**1,688,287**	766,367
Average earning assets	**10,877,528**	5,004,100

(1) Prior periods have been reclassified to conform to the current period presentation.
(2) Average finance receivables include the average investment in managed fund.

Total interest income and rental revenue, net was $483.1 million for the nine months ended September 30, 2015, an increase of $244.8 million or 102.7% compared to $238.3 million for the nine months ended September 30, 2014. Overall, total interest income and rental revenue, net showed substantial growth reflecting the acquisition of PHH Arval on July 7, 2014 and GE US Fleet Operations on August 31, 2015, and increased origination volumes, which reached $5,148.4 million for the nine months ended September 30, 2015 compared to $3,051.4 million for the nine months ended September 30, 2014.

Average earning assets increased to $10,877.5 million for the nine months ended September 30, 2015 from $5,004.1 million in the comparative nine months ended September 30, 2014.

Average interest income yield on average finance receivables for the nine months ended September 30, 2015 was 5.69% compared to 6.18% in the comparative nine months ended September 30, 2014. The decrease of 0.49% over the comparative period is driven primarily by the increase in the Fleet Management assets due to the acquisition of PHH Arval on July 7, 2014 and GE US Fleet Operations on August 31, 2015, that have comparatively lower interest income yields.

Average net rental income yield on average equipment under operating leases, net for the nine months ended September 30, 2015 was 7.17%, compared to 7.30% for the comparative period in 2014.

Management fees and other revenues

Management fees and other revenues consist of the following for the nine months ended September 30, 2015 and 2014:

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's)	**$**	$
Management fees and other revenues		
Syndication fees	**18,651**	9,712
Capital advisory fees	**15,783**	—
Fleet management fees	**129,590**	47,401
Other income	**17,767**	13,862
Management fees and other revenues	**181,791**	70,975

Syndication fees

Syndication fees were $18.7 million for the nine months ended September 30, 2015, an increase of $9.0 million compared to $9.7 million for the nine months ended September 30, 2014, as a result of increased syndication activity during the current period. Transactions are typically syndicated in instances where the Company wants to manage credit exposures or concentrations by selling transactions to another funder on a non-recourse basis.

Capital advisory fees

Capital advisory fees were $15.8 million for the nine months ended September 30, 2015, primarily as a result of the closing of a capital advisory transaction during the second quarter of 2015. Capital advisory fees are structuring fees and other fees received in conjunction with the Company's capital advisory transactions.

Fleet management fees

Fleet management fees were $129.6 million during the nine months ended September 30, 2015, compared to $47.4 million during the comparative nine months ended September 30, 2014. The increase over the comparative nine months ended September 30, 2014 is the result of the acquisition of PHH Arval on July 7, 2014 and the GE US Fleet Operations on August 31, 2015. These fees are earned by the Company from various fleet management services provided to customers and provide further yield enhancement for the Fleet Management vertical.

Other income

Other income was $17.8 million during the nine months ended September 30, 2015 compared to $13.9 million for the comparative nine months ended September 30, 2014. The increase in other income over the comparative period is due to changes in the volume of ancillary financial revenues and services, including prepayment charges, late fees, and other administrative fees, offset by the loss of wholesale program revenues as a result of the Company exiting that business in late 2014.

Provision for credit losses

The Company's provision for credit losses for the nine months ended September 30, 2015 was $11.3 million, an increase of $0.6 million compared to $10.7 million for the nine months ended September 30, 2014. The amount provisioned during the nine months represents 0.16% on the average finance receivables held during the nine months ended September 30, 2015, a decrease from the 0.34% reported in the comparable period. The decrease in the provision for the nine months ended September 30, 2015 over the amount recorded during the nine months ended September 30, 2014, is the result of a combination of an increase in average total finance receivables and offset by a change in the mix of business, including the acquisition of PHH Arval on July 7, 2014 and the GE US Fleet Operations on August 31, 2015, which has a historical loss rate significantly lower than the Company's legacy portfolios.

Management continues to closely monitor the performance of the portfolio and the provision for credit losses against the underlying assets and the mix of business. The overall portfolio continues to perform better than expected with delinquencies and charge-offs below target levels.

Impaired receivables, which are being reported at their net realizable value, represent 0.09% of the total portfolio of finance receivables as at September 30, 2015 compared to 0.06% at December 31, 2014. Reported portfolio arrears at their current levels continue to reflect the Company's prudent underwriting standards, however, they also reflect the rapid growth in finance receivables.

Interest Expense

The following table sets forth the components of the Company's interest expense for the nine months ended September 30, 2015 and 2014:

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's for stated values, except percentage amounts)	**$**	$
Gross interest expense	**162,654**	80,598
Amortization of deferred financing costs	**22,646**	9,739
Interest expense	**185,300**	90,337
Ratios and statistics (1)		
Net financial income	**468,280**	208,283
Average net financial income margin yield	**5.74%**	5.55%
Average secured borrowings outstanding	**9,786,448**	3,843,964
Average cost of borrowing	**2.52%**	3.13%

(1) All yields have been annualized. For additional information, see "Description of Non-IFRS Measures" section

Interest Expense

Gross interest expense was $162.7 million for the nine months ended September 30, 2015, an increase of $82.1 million or 101.8% compared to $80.6 million for the nine months ended September 30, 2014. The increase was primarily the result of an increase in the average outstanding debt to $9,786.4 million for the nine months ended September 30, 2015 from $3,844.0 million for the nine months ended September 30, 2014, due to the Company's growth in its origination volumes for the period and the acquisition of PHH Arval on July 7, 2014 and the GE US Fleet Operations on August 31, 2015.

Included in interest expense is the amortization of deferred financing costs. These costs are incurred by the Company to secure financing for its lease and loan transactions. These deferred costs are capitalized at the commitment date, deferred and expensed over the life of the underlying credit facilities. Amortization of deferred financing costs for the nine months ended September 30, 2015 was $22.6 million, an increase of $12.9 million or 132.5% compared to $9.7 million for the nine months ended September 30, 2014. The increase over the comparative nine months ended September 30, 2014 reflects the increased diversification in the Company's funding facilities, including the establishment of a borrowing facility for the Rail Finance vertical and the assumption and integration of secured borrowing facilities on the acquisition of PHH Arval on July 7, 2014, the issuance of unsecured convertible debentures in June 2014 and May 2015, and the expansion of the senior facility to partially finance the acquisition of the GE Fleet Operations.

The Company's annualized average cost of borrowings was 2.52% for the nine month period ended September 30, 2015 versus 3.13% reported for the comparative nine months ended September 30, 2014. The decrease over the comparative period primarily reflects the lower cost of funds on the credit facilities assumed on the acquisition of PHH Arval on July 7, 2014 and the integration of other Fleet facilities into those more efficient ones, but also reflect the on-going management of existing facilities and the addition of new capacity in specific verticals.

The annualized average Net Financial Income Margin Yield was 5.74% for the nine months ended September 30, 2015 compared to 5.55% for the nine months ended September 30, 2014, an increase of 0.19%.

Operating Expenses

All of the operating expenses of the Company are selling and administrative expenses.

The following table sets forth a summary of the Company's operating expenses by category for the nine months ended September 30, 2015 and 2014:

	For the nine month periods ended	
	September 30, 2015	September 30, 2014
(in 000's, except percentage amounts)	**$**	$
Salaries, wages and benefits	**115,665**	58,416
General and administrative expenses	**78,340**	32,235
Adjusted operating expenses (1)	**194,005**	90,651
Amortization of convertible debt synthetic discount	**6,334**	1,418
Share-based compensation	**24,748**	12,716
Operating expenses	**225,087**	104,785
Ratios		
Annualized adjusted operating expenses ratio (1)	**2.38%**	2.42%

(1) For additional information, see "Description of Non-IFRS Measures" section.

Operating expenses were $225.1 million for the nine months ended September 30, 2015, an increase of $120.3 million or 114.8% compared to $104.8 million for the nine months ended September 30, 2014.

Adjusted operating expenses were $194.0 million for the nine months ended September 30, 2015 compared to $90.7 million for the comparative nine months ended September 30, 2014 representing an increase of $103.3 million or 114.0%. The overall increase in operating expenses reflect the continued increase in the total assets of the Company which have grown from $10.4 billion at September 30, 2014 to $23.6 billion at September 30, 2015.

Adjusted operating expense ratio was 2.38% for the nine month period ended September 30, 2015, a slight decrease over the 2.42% reported for the nine month period ended September 30, 2014. The decrease reflects the Company's efforts to integrate the PHH Arval acquisition through staff rationalization, offset by expenses related to the capital advisory businesses that are not directly correlated with average earning assets, and increased IT maintenance costs as the PHH Arval operations are disentangled from its previous owner.

Salaries, wages and benefits

Salaries, wages and benefits were $115.7 million for the nine months ended September 30, 2015, an increase of $57.3 million or 98.0% compared to $58.4 million for the nine months ended September 30, 2014. The increase in these expenses reflects the continued investment in infrastructure to support the growth of the Company's portfolio, including the acquisition of PHH Arval on July 7, 2014 and the GE Fleet Portfolio in the US on August 31, 2015, and the introduction of the capital advisory business within Aviation finance. This expense for the nine months ended September 30, 2015 represents 1.42% of average earning assets, a decrease over the 1.56% reported for the nine month ended September 30, 2014.

General and administrative expenses

General and administrative expenses were $78.3 million during the nine months ended September 30, 2015, an increase of $46.1 million or 143.0% compared to $32.2 million during the nine months ended September 30, 2014. The increase in G&A expenses over the comparative nine month ended September 30, 2014, reflects the Company's higher level of activities as well as the impact of PHH Arval acquired on July 7, 2014 and the GE US Fleet Operations on August 31, 2015, and increased IT expenditures from the commencement of the amortization of software intangibles that are now operational and ongoing IT maintenance. As a percent of average earning assets, these expenses increased to 0.96% for the nine months ended September 30, 2015 from 0.86% for the same period in 2014.

Amortization of convertible debenture synthetic discount

Amortization of convertible debenture synthetic discount represents the accretion of the convertible debenture discount created from the bifurcation of the convertible debenture between debt and share capital.

Share-based compensation

Share-based compensation represents the recognition of the non-cash fair value attributed to the options granted to the Company's employees and directors, and the value of deferred share units and performance share units granted during the period. Options expense are recognized on a proportionate basis consistent with the vesting period of such options. The options amounts are calculated using the Black-Scholes option pricing model, while DSUs and PSUs are calculated based on the market value of the Company's common shares. Share-based compensation expenses were $24.7 million for the nine months ended September 30, 2015, compared to $12.7 million for the nine months ended September 30, 2014.

Business acquisition costs

Business acquisition costs, which consist of integration costs, transaction costs and the amortization of intangibles acquired as part of business acquisitions, were $183.5 million for the nine months ended September 30, 2015 compared to $98.4 million for the nine months ended September 30, 2014. The expenses incurred during the nine months ended September 30, 2015 are primarily transaction costs related to the acquisition of GE Capital's Fleet operations, and the final integration costs associated with the completion of the PHH Arval integration and separation initiatives. The costs incurred in the comparative period ended September 30, 2014 were primarily related to transaction costs incurred on the acquisition of PHH Arval. As we have noted previously, business and asset acquisition costs will continue to create volatility in the Company's net income as the Company continues executing on its acquisition based growth plan.

Consolidated Financial Position

The following table sets forth a summary of the Company's consolidated financial position as of the dates presented:

			As at
	September 30, 2015	June 30, 2015	December 31, 2014
(in 000's for stated values, except per unit amounts)	**$**	$	$
Cash	**47,459**	86,945	66,869
Restricted cash	**466,540**	488,202	443,238
Cash held in escrow	**—**	1,997,329	—
Finance receivables	**16,347,221**	9,478,260	8,465,989
Equipment under operating leases	**3,991,195**	1,938,032	1,279,670
Investment in managed fund	**144,340**	129,896	—
Derivative financial instruments	**15,831**	45,632	5,746
Deferred tax assets	**135,870**	49,250	39,405
Non-portfolio assets	**2,424,022**	1,072,013	989,585
Total assets	**23,572,478**	15,285,559	11,290,502
Accounts payable and accrued liabilities	**660,578**	439,198	368,113
Subscription receipts escrow liability	**—**	1,997,329	—
Secured borrowings	**16,576,204**	8,682,200	7,751,395
Convertible debentures	**831,916**	829,470	303,147
Derivative financial instruments	**65,066**	16,950	11,196
Deferred tax liabilities	**61,369**	50,558	25,700
Total liabilities	**18,195,133**	12,015,705	8,459,551
Shareholders' equity	**5,377,345**	3,269,854	2,830,951
Total liabilities and shareholders' equity	**23,572,478**	15,285,559	11,290,502

Total Assets

Total assets were $23,572.5 million as at September 30, 2015, an increase of $12,282.0 million, or 108.8% compared to $11,290.5 million as at December 31, 2014, and an increase of $8,286.9 million, or 54.2% compared to $15,285.6 million as at June 30, 2015. The increase over December 31, 2014 is the result of organic originations of $5,148.4 million recorded during the nine months ended September 30, 2015 and finance receivables and equipment under operating leases acquired of $7,791.9 million on the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, net of principal repayments, syndications, depreciation of equipment under operating leases and others of $2,347.5 million, and net increases to other assets of $1,689.2 million. The increase over June 30, 2015 is the result of organic originations of $1,890.0 million during the quarter and finance receivables and equipment under operating leases acquired of $7,791.9 million on the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, net of principal repayments, syndications, depreciation of equipment under operating leases and others, including the impact of the strengthening US dollar, of $759.7 million, resulting in a net increase in finance assets of $8,922.2, offset by a reduction of cash held in escrow from the release of funds on the conversion of subscription receipts to common shares of $1,997.3 million and net increases to other assets of $1,362.0 million.

Restricted cash

The following table sets forth a summary of the Company's restricted cash by category as of the dates presented:

			As at
	September 30, 2015	**June 30, 2015**	December 31, 2014
(in 000's)	**$**	**$**	$
Cash reserve accounts			
Vehicle Management Asset-Backed Debt	**115,225**	105,476	102,232
Life insurance companies term funding facilities	**51,114**	54,419	56,531
Securitization programs	**40,426**	42,238	39,192
Asset-backed securities	**24,466**	28,091	14,520
	231,231	230,224	212,475
Collections held in trust	**218,559**	257,978	223,213
Collateral posted for derivatives	**16,750**	—	7,550
Total restricted cash	**466,540**	488,202	443,238
Cash reserve accounts as a percent of:			
Vehicle Management Asset-Backed Debt	**2.07%**	**2.00%**	**2.11%**
Life insurance companies term funding facilities	**10.11%**	**10.23%**	**9.87%**
Securitization programs	**4.02%**	**3.88%**	**5.20%**
Asset-backed securities	**2.56%**	**2.71%**	**2.87%**

Restricted cash represents cash reserve and collection accounts which are held in trust as security for secured borrowings as required by the lenders of certain secured borrowings facilities. These funds can only be used to repay these debts and are not available to the Company for use in its operating activities as at the balance sheet date.

Cash reserve accounts increased to $231.2 million at September 30, 2015 compared to $212.5 million reported at December 31, 2014 and decreased from $230.2 million reported at June 30, 2015, an increase of $18.8 million or 8.8% and a decrease of $1.0 million or 0.4%, respectively. The increase relative to the comparative period ended December 31, 2014 resulted primarily from the new financings during the first quarter of 2015, with more than U.S. $405.0 million raised on March 3, 2015 related to the Rail Financing vertical, and the impact of foreign exchange translation. The increase from the immediately preceding quarter is related to an increase in the cash requirements in the US Fleet Management secured borrowings programs.

Collections held in trust represent repayments received on assets financed pursuant to the revolving and non-revolving secured borrowing facilities, which are subsequently remitted back to the facilities on specific dates. Collections held in trust have decreased by $4.7 million from December 31, 2014 and decreased by $39.4 million from June 30, 2015. The decrease over the period ended December 31, 2014 is primarily from the timing of cash receipts on the assets financed and the timing of remittances to lenders, while the decrease from the immediately preceding quarter end is related to the repayment of one of the Company's Aviation Finance asset-backed securities borrowing programs.

Cash held in escrow

The net proceeds of cash held in escrow at June 30, 2015 were released to the Company upon the satisfaction of the closing of the agreement to acquire GE fleet management operations in the U.S. on August 31, 2015, and the related subscription receipts were converted to common shares of the Company.

Finance receivables

The following table sets forth a breakdown of the Company's finance receivables as of September 30, 2015, June 30, 2015 and September 30, 2014:

			As at
	September 30, 2015	June 30, 2015	December 31, 2014
(in 000's for stated values, except percentage amounts)	**$**	**$**	$
Net investment in finance receivables	**15,174,976**	8,564,167	7,749,260
Impaired receivables - at net realizable value	**14,830**	10,404	5,451
	15,189,806	8,574,571	7,754,711
Unamortized origination costs and subsidies	**(45,927)**	(44,149)	(39,665)
	15,143,879	8,530,422	7,715,046
Prepaid lease payments and Security deposits	**(16,485)**	(31,070)	(49,314)
Interim fundings	**440,871**	640,668	414,673
Fleet management service receivables	**722,112**	317,157	345,560
Other	**80,979**	40,396	56,939
	16,371,356	9,497,573	8,482,904
Allowance for credit losses	**24,135**	19,313	16,915
Finance receivables, net	**16,347,221**	9,478,260	8,465,989
Ratios			
Allowance for credit losses as a percentage of finance receivables	**0.15%**	0.20%	0.20%

Finance receivables before the allowance for credit losses increased to $16,371.4 million at September 30, 2015, an increase of $7,888.5 million or 93.0% from $8,482.9 million as at December 31, 2014, and an increase of $6,873.8 million, or 72.4% compared to $9,497.6 million as at June 30, 2015.

The year to date finance receivable growth is the result of organic originations of $4,298.4 million and finance receivables acquired of $6,234.2 million on the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, net of principal repayments, syndications, and others of $2,644.2 million. The increase from June 30, 2015 is the result of organic originations of $1,512.1 million and finance receivables acquired of $6,234.2 million on the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, net of principal repayments, syndications and others of $872.6 million. Refer to Note 18 of the Company's interim financial statements for a more detailed analysis.

The changes in Interim fundings over the prior periods are primarily related to the Fleet Management vertical, and the impact of foreign exchange rate adjustments.

All finance receivables are secured under the applicable provincial personal property registries and the applicable United States Uniform Commercial Code.

Allowance for credit losses

Management maintains an allowance for credit losses, which it establishes to provide for impairment of individual, or groups of assets. Individual impairment is assessed by examining contractual delinquency, and the individual borrower's financial condition, such as the identification of a borrower entering bankruptcy, or the company being in the process of legal or collateral repossession proceedings with a debtor. Accounts over 120 days past due are automatically considered to be impaired and are fully allowed for net of any anticipated recoveries and are presented at their net realizable value. Accounts that are contractually delinquent less than 120 days are allowed for by applying probability-weighted assumptions consistent with industry standards and the Company's own experience with respect to the chances of an identified account resulting in a borrower default. The amount of allowance for credit losses is measured as the difference between the carrying amounts of the assets on the consolidated statements of financial position and the present value of the estimated future cash flows on the financial receivables, discounted at the financial receivable's original effective interest rate.

According to the Company's underwriting policies and procedures, the Company assesses credit risk related to specific customer defaults, by performing detailed assessments on the value of the underlying security, the customer's financial condition and ability to service the debt, both at loan inception and throughout the term of the loan.

The Company's allowance for credit losses was $24.1 million as at September 30, 2015, an increase of $7.2 million or 42.7% over the $16.9 million reported at December 31, 2014, and an increase of $4.8 million, or 25.0% compared to $19.3 million as at June 30, 2015. The allowance for credit losses as a percentage of finance receivables as at September 30, 2015 was 0.15% consistent with 0.20% as at December 31, 2014 and 0.20% as at June 30, 2015 and in line with management's expectation of the level of losses considering the existing mix of receivables. The increase in the allowance for credit losses quarter over quarter is in large part a result of the acquisition of the GE Fleet Operations which contributed $4.4 million to the increase.

Please refer to sections titled "Portfolio Segmentation" and "Delinquencies and Losses" of this MD&A for additional information.

Portfolio Segmentation

The Company's portfolio of finance receivables continues to be weighted to the U.S. which accounted for 78.2% of the portfolio, while Canada now represents 18.6%. The concentration of the portfolio has decreased in Canada since December 31, 2014 primarily due to the acquisition of GE Capital's fleet management operations in the U.S. in August 2015 and the continued organic growth of the Commercial and Vendor Finance vertical and Fleet Management vertical in the U.S. The Canadian distribution of the Company's finance receivables is concentrated in the provinces with the largest populations and the greatest economic activity, while the U.S. portfolio is more broadly distributed throughout the U.S.

The geographic distribution of the Company's finance receivables (excluding prepaid lease payments, security deposit and others receivables, and the allowance for credit losses) by the ultimate obligor is as follows:

				As at
	September 30, 2015		December 31, 2014	
(in 000's, except percentage amounts)	**$**	**%**	$	%
Canada				
Ontario	**1,127,330**	**7.4**	1,097,013	14.2
Alberta	**636,361**	**4.2**	730,819	9.5
British Columbia	**349,135**	**2.3**	337,295	4.4
Québec	**324,836**	**2.1**	448,868	5.8
Other provinces and territories (individually less than 1% at the current period end)	**378,598**	**2.6**	413,670	5.3
Total Canada	**2,816,260**	**18.6**	3,027,665	39.2
USA				
Texas	**1,399,636**	**9.2**	532,074	6.9
California	**964,086**	**6.4**	337,801	4.4
New York	**693,972**	**4.6**	372,563	4.8
Florida	**617,817**	**4.1**	199,033	2.6
Michigan	**446,720**	**2.9**	99,567	1.3
Pennsylvania	**434,189**	**2.9**	228,956	3.0
Ohio	**427,710**	**2.8**	182,509	2.4
Minnesota	**408,948**	**2.7**	174,435	2.3
Missouri	**401,091**	**2.6**	96,781	1.3
Illinois	**385,510**	**2.5**	152,620	2.0
Georgia	**373,195**	**2.5**	127,340	1.7
Virginia	**340,064**	**2.2**	184,303	2.4
North Carolina	**313,696**	**2.1**	128,449	1.7
New Jersey	**300,515**	**2.0**	114,701	1.5
Massachusetts	**288,123**	**1.9**	136,356	1.8
Tennessee	**279,070**	**1.8**	91,447	1.2
Maryland	**273,534**	**1.8**	134,039	1.7
Louisiana	**262,234**	**1.7**	136,003	1.8
Oklahoma	**232,434**	**1.5**	55,640	0.7
Indiana	**231,027**	**1.5**	84,853	1.1
Arizona	**212,837**	**1.4**	80,092	1.0
Washington	**210,390**	**1.4**	65,256	0.8
Colorado	**186,424**	**1.3**	57,855	0.7
South Carolina	**180,538**	**1.3**	55,755	0.7
Alabama	**173,527**	**1.2**	52,615	0.6
Wisconsin	**157,923**	**1.0**	51,910	0.6
Other states and territories (individually less than 1% at the current period end)	**1,648,453**	**10.9**	661,656	8.6
Total USA	**11,843,663**	**78.2**	4,594,609	59.6
Others				
New Zealand	**404,113**	**2.7**	—	—
Switzerland	**79,843**	**0.5**	92,772	1.2
Total Others	**483,956**	**3.2**	92,772	1.2
Total	**15,143,879**	**100.0**	7,715,046	100.0

The distribution of the collateral over asset classes is as follows:

				As at
	September 30, 2015		December 31, 2014	
(in 000's, except percentage amounts)	**$**	**%**	**$**	**%**
Vehicles	**11,829,394**	**78.1**	4,944,812	64.1
Aircraft	**943,193**	**6.2**	964,888	12.5
Construction equipment	**607,014**	**4.0**	353,334	4.6
Highway trailers	**546,116**	**3.6**	296,993	3.8
Healthcare equipment	**181,949**	**1.2**	172,283	2.2
Restaurant equipment	**168,494**	**1.1**	87,112	1.1
Industrial equipment	**193,984**	**1.3**	124,136	1.6
Office equipment	**165,287**	**1.1**	157,490	2.0
Transportation equipment	**151,161**	**1.0**	241,556	3.1
Highway tractors	**149,836**	**1.0**	194,516	2.5
Technology equipment	**44,836**	**0.3**	48,119	0.6
Manufacturing equipment	**47,810**	**0.3**	53,112	0.7
Golf carts	**12,329**	**0.1**	15,827	0.2
Other equipment	**102,476**	**0.7**	60,868	1.0
	15,143,879	**100.0**	7,715,046	100.0

Delinquencies and losses

The contractual delinquency at each reporting period, by geography of the ultimate obligor is as follows:

(in $'000s, except percentage amounts)							**As at September 30, 2015**	
	Canada	**%**	**USA**	**%**	**Other**	**%**	**Total**	**%**
Current	**2,806,801**	**99.67**	**11,810,029**	**99.72**	**482,014**	**99.60**	**15,098,844**	**99.70**
31 to 60 days	**3,090**	**0.11**	**19,609**	**0.17**	**1,414**	**0.29**	**24,113**	**0.16**
61 to 90 days	**319**	**0.01**	**4,020**	**0.03**	**528**	**0.11**	**4,867**	**0.03**
91 to 120 days	**95**	**—**	**1,130**	**0.01**	**—**	**—**	**1,225**	**0.01**
Impaired receivables	**5,955**	**0.21**	**8,875**	**0.07**	**—**	**—**	**14,830**	**0.10**
Total	**2,816,260**	**100.00**	**11,843,663**	**100.00**	**483,956**	**100.00**	**15,143,879**	**100.00**

(in $'000s, except percentage amounts)							**As at December 31, 2014**	
	Canada	**%**	**USA**	**%**	**Other**	**%**	**Total**	**%**
Current	3,012,186	99.50	4,579,007	99.66	92,772	100.00	7,683,965	99.60
31 to 60 days	6,505	0.21	10,765	0.23	—	—	17,270	0.22
61 to 90 days	1,659	0.05	3,459	0.08	—	—	5,118	0.07
91 to 120 days	1,864	0.06	1,378	0.03	—	—	3,242	0.04
Impaired receivables	5,451	0.18	—	—	—	—	5,451	0.07
Total	3,027,665	100.00	4,594,609	100.00	92,772	100.00	7,715,046	100.00

Credit losses, delinquency and provisions, as at and for each of the respective periods are as follows:

	Nine months ended September 30, 2015	Year ended December 31, 2014
(in 000's)	**$**	$
Allowance for credit losses, beginning of period	**16,915**	11,071
Provision for credit losses	**11,281**	12,945
Charge-offs, net of recoveries	**(10,112)**	(10,439)
Business acquisition	**4,112**	2,529
Impact of foreign exchange rates	**1,939**	809
Allowance for credit losses, end of period	**24,135**	16,915
Allowance for credit losses as a percentage of finance receivables	**0.15%**	0.20%

Net charge-offs of $10.1 million during the nine-month period ended September 30, 2015 represents an annualized loss rate of 0.15% on average finance receivables.

The allowance for credit losses of $24.1 million as at September 30, 2015 represent 0.15% of the finance receivables outstanding, a reduction from the 0.20% reported at June 30, 2015 and December 31, 2014, and in-line with management's expectation of losses from the business and the mix of assets, including the addition of finance receivables acquired from the GE Fleet Operations.

Equipment under operating leases

The following table sets forth a breakdown by vertical of the Company's equipment under operating leases as of September 30, 2015, June 30, 2015 and December 31, 2014:

			As at
	September 30, 2015	June 30, 2015	December 31, 2014
(in 000's for stated values, except for percentage amounts)	**$**	$	$
Equipment under operating leases, net			
Aircraft	**307,133**	273,383	125,998
Railcars	**2,126,370**	1,664,649	1,153,672
Fleet Vehicles	**1,557,692**	—	—
	3,991,195	1,938,032	1,279,670

The Company's railcar assets are amortized for up to 50 years from their manufacture date to an approximate 10% salvage value. The Company's helicopter assets are amortized for up to 30 years from their manufacture date to an approximate 30% salvage value.

The geographic distribution of the Company's equipment under operating lease by the ultimate obligor is as follows:

				As at
	September 30, 2015		December 31, 2014	
(in 000's, except percentage amounts)	**$**	**%**	$	%
Canada				
Alberta	**188,554**	**4.7**	67,858	5.3
Ontario	**77,113**	**1.9**	1,220	0.2
Other provinces and territories (individually less than 1% at the current period end)	**77,567**	**2.0**	43,912	3.4
Total Canada	**343,234**	**8.6**	112,990	8.9
USA				
Texas	**490,775**	**12.3**	281,305	22.0
Illinois	**252,420**	**6.3**	157,504	12.3
Pennsylvania	**182,234**	**4.6**	108,210	8.5
New Jersey	**143,728**	**3.6**	118,947	9.3
Minnesota	**109,639**	**2.8**	44,791	3.5
Oklahoma	**94,422**	**2.4**	44,418	3.5
Colorado	**88,914**	**2.2**	34,176	2.7
Ohio	**87,230**	**2.2**	67,342	5.3
Connecticut	**69,201**	**1.7**	61,670	4.8
Nebraska	**64,187**	**1.6**	—	—
Kansas	**50,365**	**1.3**	6,591	0.5
Utah	**45,117**	**1.1**	37,120	2.9
South Dakota	**39,599**	**1.0**	30,077	2.4
Other states and territories (individually less than 1% at the current period end)	**310,410**	**7.8**	153,623	11.8
Total USA	**2,028,241**	**50.8**	1,145,774	89.5
Others				
Australia	**868,799**	**21.8**	—	—
New Zealand	**404,113**	**10.1**	—	—
Mexico	**330,340**	**8.3**	5,870	0.4
UK	**16,468**	**0.4**	15,036	1.2
Total Others	**1,619,720**	**40.6**	20,906	1.6
Total	**3,991,195**	**100.0**	1,279,670	100.0

Investment in managed fund

During the second quarter of 2015, the Company acquired a 32% interest in ECAF I Holdings Ltd., which is the parent holding company of ECAF I LuxCo S.ár.l., an entity that has invested in Class E-1 notes of ECAF I Ltd, a rated pooled-aircraft asset backed securities issuer. ECAF I Holdings Ltd. is accounted for using the equity method in the interim condensed consolidated financial statements.

Non-portfolio assets

The following table sets forth a summary of the Company's non-portfolio assets by category for the periods presented:

			As at
	September 30, 2015	June 30, 2015	December 31, 2014
(in 000's)	**$**	$	**$**
Accounts receivable and other assets	**130,026**	93,417	64,258
Notes receivable	**47,302**	46,532	45,299
Property, equipment and leasehold improvements	**94,153**	17,612	17,020
Intangible assets	**432,496**	413,855	391,898
Goodwill	**1,720,045**	500,597	471,110
	2,424,022	1,072,013	989,585

Accounts receivable and other assets

Accounts receivable and other assets have increased by $65.7 million to $130.0 million at September 30, 2015 from the amount reported on December 31, 2014 and increased by $36.6 million from June 30, 2015. The increase from the amount reported at December 31, 2014 is primarily due to a $45.6 million commodity tax receivable that was incurred on the acquisition of the GE Fleet Operations in Mexico, the remaining increases are primarily due to an increase in inventory and prepaid expenses and the impact of the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, and foreign exchange translation on U.S. denominated balances. The increase from June 30, 2015, is primarily due to the $45.6 million commodity tax receivable that was incurred on the acquisition of the GE Fleet Operations in Mexico, and the impact of the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, offset primarily by decreases in accrued fees and syndication proceeds receivable.

Notes receivable

Notes receivable represent loans to certain employees of the Company granted in order to help finance the purchase of the Company's common shares. Such loans have been issued on market terms, bear interest at 3%, and are evidenced by individual promissory notes and additionally secured by the shares purchased under the loan arrangements.

Property, equipment and leasehold improvements

Property, equipment and leasehold improvements ("Capital assets") represent primarily leasehold improvements, office equipment and vehicles. Capital assets have increased from the balances reported at December 31, 2014 and June 30, 2015, primarily due to the acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015, that contributed $75.0 million to capital assets.

Intangible assets

Intangible assets consist of computer software, licenses and customer relationships and have increased from the balances reported at December 31, 2014 and June 30, 2015, primarily due to acquisition of software licenses and the impact of foreign exchange translation on U.S. denominated balances. The Company is in the process of assessing the fair value of the intangible assets acquired from purchase of the GE Fleet Operations, and the impact of the acquisition is not reflected in the balance of intangible assets at September 30, 2015.

Goodwill

Goodwill represents the excess of purchase price over the fair value of the net identifiable assets acquired as part of the Alter Moneta, TLS, Nexcap, GE Canadian Portfolio, PHH Arval and GE Fleet Operations acquisitions. The change over December 31, 2014 and June 30, 2015, is primarily related to the acquisition of the GE Fleet Operations, which increased goodwill by $1,184.6 million, the remaining changes are due to the impact of foreign exchange translation of U.S. denominated goodwill balances. The Company is in the process of assessing the fair value of the tangible and intangible assets acquired from purchase of the GE Fleet Operations, as a result, the goodwill attributable to the GE Fleet Operations will be subject to adjustments.

Deferred tax assets and liabilities

Deferred income tax assets and liabilities are presented on the consolidated statements of financial position on a net basis by entity. Deferred income tax assets and liabilities are primarily the result of temporary differences related to share issuance costs, finance receivables and tax loss carry-forwards and other temporary differences.

Secured borrowings

The following table below represents the allocation of the Company's secured borrowings between key programs and facilities:

			As at
	September 30, 2015	June 30, 2015	December 31, 2014
(in 000's)	**$**	$	$
Term notes, in amortization period	**1,986,881**	2,156,341	1,603,795
Term notes, in revolving period	**1,134,325**	1,061,650	928,080
Variable-funding notes	**2,453,453**	2,063,225	2,304,015
Other	**1,523**	2,008	8,818
Vehicle Management Asset-Backed Debt	**5,576,182**	5,283,224	4,844,708
Life insurance company term funding facilities	**505,509**	532,047	572,956
Securitization programs	**1,004,692**	1,089,113	753,090
Asset-backed securities	**957,266**	1,036,575	505,824
Term senior facilities	**8,596,492**	775,494	1,106,072
	16,640,141	8,716,453	7,782,650
Deferred financing costs	**(63,937)**	(34,253)	(31,255)
	16,576,204	8,682,200	7,751,395

Term senior facilities have increased as a result of the Company expanding the facility, to partially finance the acquisition of the GE Fleet Operations in August and September of 2015. Asset-backed securities increased from December 31, 2014, due to a new Secured borrowing agreement with unrelated investors for U.S. $405.0 million to fund eligible pools of finance assets in the Rail Finance vertical. Securitization programs have increased from December 31, 2014 primarily from the establishment of a new program with a Canadian bank for a committed facility of $100.0 million and the impact of foreign exchange rates on US denominated balances. The majority of other secured borrowing arrangements have increased from December 31, 2014 reflecting additional utilization of new and existing facilities to finance increased originations during the intervening periods, and the impact of foreign exchange rates.

Convertible debentures

On May 29, 2015, the Company closed an offering of $575.0 million, 4.25% extendible convertible subordinated debentures at a conversion price of $23.80 representing a 40% premium over the common share price at the time of issuance.

On June 18, 2014, the Company closed an offering of $345.0 million of 5.125% extendible convertible subordinated debentures at conversion price of $17.85 representing a 40% premium over the common share price at the time of issuance.

The debentures are accounted as a compound financial instrument, with the debt component reflecting an effective interest rate of 7.5% and 5.5% respectively and is presented net of issuance costs.

Under IFRS, the convertible debentures are factored in the earnings per share dilution calculation if the earnings per share effect of the after-tax effective interest amount (including the amortization of issuance costs) divided by the number of shares to be issued upon the conversion using the applicable conversion rate is less than the basic earnings per share. While being potentially dilutive from an earnings per share basis, the conversion of the debentures would de-leverage the balance sheet allowing the Company to further leverage-up by raising additional secured borrowing to the permitted leverage ratio.

Summary of Quarterly Information

The following table sets out selected financial information for each of the eight most recent quarters, the latest of which ended September 30, 2015. This information has been prepared on the same basis as the Company's audited consolidated financial statements, and all necessary adjustments have been included in the amounts stated below to present fairly the unaudited quarterly results when read in conjunction with the audited consolidated financial statements of the Company and the related notes to those statements.

(in $ 000's for stated values, except per share amounts)	Q3 2015	Q2 2015	Q1 2015	Q4, 2014	Q3, 2014	Q2, 2014	Q1, 2014	Q4, 2013
Financial revenue (1)	**258,521**	207,739	187,320	175,703	157,043	75,077	66,500	50,945
Adjusted operating income (1)	**107,121**	88,764	78,390	71,838	59,996	31,334	26,302	20,359
Amortization of convertible debenture synthetic discount	**2,906**	1,956	1,472	1,445	1,418	—	—	—
Share based compensation	**8,774**	9,438	6,536	6,135	4,861	3,661	4,194	4,212
Business acquisition costs	**133,040**	44,489	5,924	11,186	83,434	13,942	1,026	15,936
Net income / (loss) before income taxes	**(37,599)**	32,881	64,458	53,072	(29,717)	13,731	21,082	211
Net income / (loss)	**(4,656)**	25,157	49,497	47,064	(19,959)	11,128	15,836	(278)
Net earnings (loss) per share, basic	**(0.04)**	0.07	0.16	0.16	(0.10)	0.04	0.07	—
Net earnings (loss) per share, diluted	**(0.04)**	0.07	0.16	0.15	(0.10)	0.04	0.07	—
Total earning assets (3)	**19,310,511**	10,632,095	10,063,755	9,028,930	8,296,138	4,043,790	3,771,474	2,978,500
Loan and lease originations	**1,889,951**	1,801,054	1,457,433	1,665,765	1,174,764	792,603	1,084,014	997,172
Allowance for credit losses	**24,135**	19,313	18,475	16,915	16,308	11,767	11,086	11,071
As a % of finance receivables (2)	**0.15**	0.20	0.20	0.20	0.21	0.37	0.37	0.40
Senior revolving credit facility	**8,596,492**	775,494	1,127,608	1,106,072	815,431	323,835	748,202	211,566
Secured borrowings	**7,979,712**	7,906,706	7,662,627	6,645,323	6,179,421	2,033,155	1,718,814	1,682,344
Convertible debentures	**831,916**	829,470	305,140	303,147	301,189	299,264	—	—
Shareholders' equity	**5,377,345**	3,269,854	3,058,637	2,830,951	2,723,435	1,726,331	1,610,781	1,446,656
Book value per common share	**12.56**	10.29	10.20	9.34	8.93	7.22	7.22	7.05

(1) For additional information, see "Description of Non-IFRS Measures" section.
(2) Prior period amounts have been restated for current period presentation for equipment under operating leases.
(3) Prior period amounts have been restated for current period presentation of total earning assets.

Key factors that account for the fluctuation in the Company's quarterly results include the volume of leases and loans that the Company has originated as well as the timing of the major business and portfolio acquisitions including: (i) the railcar and helicopter portfolios acquired in December 2013; (ii) the railcar portfolios acquired in January 2014, March 2014, June 2014, September 2014, December 2014, March 2015, June 2015 and September 2015; (iii) PHH Arval on July 7, 2014; (iv) GE Capital's fleet management operations in the U.S., Mexico, New Zealand and Australia in August and September 2015; and (v) the various new vendor and commercial finance programs and relations entered into during the intervening periods.

Liquidity & Capital Resources

An important liquidity measure for the Company is its ability to maintain diversified funding sources to support its operations. The Company's primary sources of liquidity are (i) cash flows from operating activities, (ii) the secured borrowing facilities, and (iii) equity. The Company's primary use of cash is the funding of finance receivables and the funding of working capital. The Company manages its capital resources by utilizing the financial leverage available under its term funding and revolving facilities and, when additional capital is required, the Company has access to capital through the issuance of convertible debt, preferred or common shares.

Management believes that the immediate liquidity available to the Company of $4,337.3 million at September 30, 2015 is sufficient to fund the Company's anticipated near term needs for its existing operations.

The Company examines its financial leverage as a key indicator of the strength of the Company's Consolidated Statements of Financial Position. As at September 30, 2015, the Company's financial leverage ratio was 3.24:1. As at the same date, the Company's tangible leverage ratio as computed based on the Company's most restrictive covenant was 4.53:1 and well within the maximum imposed of 6:1.

The Company's capitalization is calculated as follows:

				As at
		September 30, 2015	June 30, 2015	December 31, 2014
(in 000's, except ratio amounts)		**$**	$	$
Secured borrowings		**16,576,204**	8,682,200	7,751,395
Convertible debentures		**831,916**	829,470	303,147
Total debt	**(a)**	**17,408,120**	9,511,670	8,054,542
Subscription receipts escrow liability		**—**	1,997,329	—
Accounts payable and accrued liabilities		**660,578**	439,198	368,113
		18,068,698	11,948,197	8,422,655
Total shareholders' equity	**(b)**	**5,377,345**	3,269,854	2,830,951
		23,446,043	15,218,051	11,253,606
Financial leverage	**(a)/(b)**	**3.24**	2.91	2.85
Tangible leverage ratio		**4.53**	3.07	3.72

Cash flow and liquidity

On a year to date basis, overall corporate cash has decreased from $66.9 million at December 31, 2014 to $47.5 million at September 30, 2015.

During the three months ended September 30, 2015, cash utilized in operating activities was $420.6 million, an increase of $117.2 million over the $303.4 million utilized during the comparative three months ended September 30, 2014. The increase over the comparative period is due to an increase in net operating asset and liabilities balances, and an increase in net loss for the current period, offset by an increase in non-cash amounts charged to income. During the nine months ended September 30, 2015, cash utilized from operating activities was $1,453.9 million, an increase of $181.7 million over the $1,272.2 million utilized during the comparative nine months ended June 30, 2014. The increase over the comparative period is due to an increase in net operating asset and liabilities balances, offset by an increase in net income for the current year and an increase in non-cash amounts charged to income.

During the three and nine months ended September 30, 2015, cash utilized in investing activities was $6,967.6 million and $9,132.9 million, respectively, compared to a utilization of $332.4 million and $1,324.3 million for comparative three and nine months ended September 30, 2014, an increase of $6,635.3 million and $7,808.6 million, respectively. The increase in the period is primarily due to acquisition of the GE Fleet Operations on August 31, 2015 and September 30, 2015.

Cash generated from financing activities for the three and nine months ended September 30, 2015 was $7,347.5 million and $10,564.2 million, respectively, compared to $643.9 million and $2,629.1 million generated in the comparative three and nine month periods in 2014, an increase of $6,703.6 million and $7,935.1 million, respectively. During the quarter ended September 30, 2015, the Company utilized its senior facility to partially finance the acquisition of the GE Fleet Operations. In addition, during the nine-months ended September 30, 2015, the Company issued subscription receipts, preferred shares and unsecured convertible debentures for aggregate net proceeds of $2,674.5 million.

Debt and contractual repayment obligations

The Company with $4.3 billion in available sources of financing, has significant resources available to continue funding projected growth. Finance receivables are securitized on a regular basis to ensure cash is always available to fund new transactions. Cash levels are also monitored closely by management. In addition, the Company adheres to a strict policy of matching the maturities of owned finance assets and the related debt as closely as possible in order to manage its liquidity position.

The Company's available sources of financing are as follows:

			As at
	September 30, 2015	June 30, 2015	December 31, 2014
(in 000's)		$	$
Cash	**47,459**	86,945	66,869
Term Senior Facility			
Facility amount	**11,343,250**	2,150,000	1,950,000
Utilized against facility	**8,596,492**	775,494	1,106,072
	2,746,758	1,374,506	843,928
Vehicle Management Asset-Backed Debt			
Facilities	**6,509,892**	6,512,289	5,820,611
Utilized against available facilities	**5,576,182**	5,283,224	4,844,708
	933,710	1,229,065	975,903
Life Insurance Company Term Funding Facilities			
Commitments	**736,057**	808,334	891,332
Utilized against facilities	**505,509**	532,047	572,956
	230,548	276,287	318,376
Securitization Programs			
Facility commitments	**1,383,478**	1,355,981	1,113,175
Utilized against facility	**1,004,692**	1,089,113	753,090
	378,786	266,868	360,085
Asset-Backed Securities			
Facility	**957,266**	1,036,575	506,323
Utilized against facility	**957,266**	1,036,575	505,824
	—	—	499
Total available sources of capital, end of period	**4,337,261**	3,233,671	2,565,660

The Company was in compliance with all of the terms of its credit facilities and loan agreements throughout the period and as at September 30, 2015.

Critical Accounting Policies and Estimates

Management's discussion and analysis of financial conditions and results of operations are made with reference to the unaudited interim condensed consolidated financial statements for the three months ended September 30, 2015. A summary of the Company's significant accounting policies are presented in Note 2 to audited consolidated financial statements for the year ended December 31, 2014. Some of the Company's accounting policies, as required by IFRS, require management to make subjective, complex judgments and estimates to matters that are inherently uncertain. Accounting policies that require management's judgment and estimates are described in the "Critical Accounting Policies and Estimates" section of the December 31, 2014 MD&A.

During the nine-months ended September 30, 2015, the Company acquired investments in associates and adopted the equity method for accounting for its investment in associates, the detailed policy is presented in Note 2 of the unaudited interim condensed consolidated financial statements for the three and nine-month periods ended September 30, 2015.

Related Party Transactions

The Company's related parties include the following persons and/or entities: (a) associates, or entities which are controlled or significantly influenced by the Company; (b) key management personnel, which are comprised of directors and/or officers of the Corporation and those persons having authority and responsibility for planning, directing and controlling the activities of the Company; (c) entities controlled by key management personnel. The Company's policies and procedures and nature of its related party transactions have not changed materially from December 31, 2014, as described under "Related-Party Transactions" in the Company's 2014 Annual MD&A.

Future Accounting Changes

All accounting standards effective for periods beginning on or after January 1, 2015 have been adopted by the Company. The following new IFRS pronouncements have been issued but are not yet effective and may have a future impact on the Company's financial statements.

IFRS 9, "Financial Instruments" ["IFRS 9"], will replace IAS 39, "Financial Instruments: Recognition and Measurement" ["IAS 39"]. IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. The new standard also requires a single impairment method to be used, replacing the multiple impairment methods in IAS 39. The new standard also introduced a new hedge accounting model in November 2013, and expands the scope of eligible hedged items and risks eligible for hedge accounting and aligns hedge accounting more closely with risk management. In July 2014, the IASB issued the final version IFRS 9, which is to be effective for years beginning on or after January 1, 2018. Management is currently evaluating the potential impact that the adoption of IFRS 9 will have on the Company's consolidated financial statements.

Risk Management

The Company has risk management processes in place to monitor, evaluate and manage the principal risks it assumes in conducting its business activities. These risks include credit, liquidity, interest rate, and various sources of operational risk. The Company's approach to the management of risk has not changed significantly from that described in the "Risk Management" section of the Company's 2014 Annual MD&A.

Outlook and Economic Conditions

The Company's principal objective is a continuation of managed growth by developing quality new business opportunities while maintaining high underwriting standards. The Company is well positioned to capitalize on market opportunities and to address increased competition through its experienced management and staff, coupled with its substantial capital and borrowing capacity. The Company continues to look for opportunities to introduce new financial and credit services to fuel growth in a competitive market.

Consolidated Statements of Financial Position

					As at
(in 000's)	**September 30, 2015** **$**	**June 30, 2015** **$**	**March 31, 2015** **$**	**December 31, 2014** **$**	**September 30, 2014** **$**
Assets					
Finance receivables	**16,371,356**	9,497,573	9,236,081	8,482,904	7,828,873
Allowance for credit losses	**(24,135)**	(19,313)	(18,475)	(16,915)	(16,308)
Finance receivables, net	**16,347,221**	9,478,260	9,217,606	8,465,989	7,812,565
Equipment under operating leases	**3,991,195**	1,938,032	1,624,053	1,279,670	1,113,530
Investment in managed fund	**144,340**	129,896	—	—	—
Cash	**47,459**	86,945	19,763	66,869	46,776
Other assets	**2,890,562**	3,557,544	1,601,795	1,432,823	1,402,189
Derivative financial instruments	**15,831**	45,632	14,472	5,746	5,424
Deferred tax assets	**135,870**	49,250	53,318	39,405	69,028
	23,572,478	15,285,559	12,531,007	11,290,502	10,449,512
Liabilities					
Senior revolving facilities	**8,596,492**	775,494	1,127,608	1,106,072	815,431
Secured borrowings	**7,979,712**	7,906,706	7,662,627	6,645,323	6,179,421
Convertible debentures	**831,916**	829,470	305,140	303,147	301,189
Accounts payable and accrued liabilities	**660,578**	2,436,527	324,987	368,113	380,096
Derivative financial instruments	**65,066**	16,950	15,545	11,196	6,305
Deferred tax liabilities	**61,369**	50,558	36,463	25,700	43,635
	18,195,133	12,015,705	9,472,370	8,459,551	7,726,077
Shareholders' equity					
Share capital	**4,226,993**	2,270,046	2,248,307	2,248,103	2,249,048
Preferred shares	**533,635**	534,038	365,113	365,113	365,113
Convertible debentures	**46,196**	46,266	33,135	33,135	33,135
Contributed surplus	**55,223**	48,273	44,787	39,692	35,249
Retained earnings (accumulated deficit)	**65,516**	79,336	61,498	18,299	(22,467)
Accumulated other comprehensive income	**449,782**	291,895	305,797	126,609	63,357
	5,377,345	3,269,854	3,058,637	2,830,951	2,723,435
	23,572,478	15,285,559	12,531,007	11,290,502	10,449,512

Consolidated Statements of Operations

	For the three months ended				
	September 30, 2015	June 30, 2015	March 31, 2015	December 31, 2014	September 30, 2014
(in 000's for stated values, except per share amounts)	$	$	$	$	$
Net Financial Income					
Interest income	**161,210**	119,521	111,593	102,527	96,249
Rental revenue, net	**36,173**	28,592	25,981	20,664	17,306
	197,383	148,113	137,574	123,191	113,555
Interest expense	**73,590**	58,108	53,602	50,046	45,819
Net interest income and rental revenue, net before provision for credit losses	**123,793**	90,005	83,972	73,145	67,736
Provision for credit losses	**4,770**	3,284	3,227	2,268	3,851
Net interest income and rental revenue, net	**119,023**	86,721	80,745	70,877	63,885
Management fees and other revenues	**65,908**	62,910	52,973	54,780	47,339
	184,931	149,631	133,718	125,657	111,224
Operating Expenses					
Salaries and wages	**45,251**	36,391	34,023	32,835	33,285
General and administrative	**32,559**	24,476	21,305	20,984	17,943
Amortization of convertible debenture synthetic discount	**2,906**	1,956	1,472	1,445	1,418
Share-based compensation	**8,774**	9,438	6,536	6,135	4,861
	89,490	72,261	63,336	61,399	57,507
Business Acquisition Costs					
Amortization of intangible assets from acquisition	**4,972**	5,202	4,743	7,840	746
Transaction and integration costs	**128,068**	39,287	1,181	3,346	82,688
	133,040	44,489	5,924	11,186	83,434
Income (loss) before income taxes	**(37,599)**	32,881	64,458	53,072	(29,717)
Income (recovery) of taxes	**(32,943)**	7,724	14,961	6,008	(9,758)
Net income (loss)	**(4,656)**	25,157	49,497	47,064	(19,959)
Free operating cash flow per share					
Basic	**0.32**	0.31	0.27	0.25	0.21
After-tax adjusted operating income per share					
Basic	**0.26**	0.23	0.21	0.19	0.16
Net Income / (Loss) per share					
Basic	**(0.04)**	0.07	0.16	0.16	(0.10)
Diluted	**(0.04)**	0.07	0.16	0.15	(0.10)

Internal Control over Disclosure and Financial Reporting

The Chief Executive Officer ("CEO") and the Chief Financial Officer ("CFO") are responsible for designing disclosure controls and procedures to ensure that material information is being recorded, processed, summarized, and reported to senior management, including the certifying officers and other members of the Board of Directors, on a timely basis, so that appropriate decisions can be made regarding public disclosure. In addition, the CEO and CFO are responsible to design, or cause to be designed under their supervision, internal controls over financial reporting to a standard that provides reasonable assurance of the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

Limitations on the effectiveness of disclosure controls and internal controls over financial reporting

It should be noted that while the Company's CEO and CFO believe that the Company's internal control system and disclosure controls and procedures provide a reasonable level of assurance that the objectives of the control systems are met, they do not expect that the Company's control systems will prevent all errors and fraud. A control system, no matter how well conceived or operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. The design of any system of controls is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurances that any designs will succeed in achieving its stated goals under all potential conditions.

The Company has an established process in place which includes the continuous testing and reporting of the results to senior management and the Board of Directors on the effectiveness of the disclosure controls and internal controls over financial reporting.

Updated Share Information

The Company is currently authorized to issue (i) an unlimited number of common shares without nominal or par value and (ii) an unlimited number of preferred shares, issuable in series.

As at November 10, 2015, the Company had 385,985,499 common shares issued and outstanding. In addition, 22,960,523 options were issued and outstanding under the Company's stock option plan as at November 10, 2015. These convertible securities are convertible into, or exercisable for common shares of the Company of which 9,409,616 are exercisable at September 30, 2015 for proceeds to the Company upon exercise of $78.8 million. In addition, the Company had extendible convertible debentures outstanding that are convertible into an aggregate of 43,487,394 common shares.

As at November 10, 2015, the Company had 4,600,000 Preferred Shares, Series A, 5,216,400 Preferred Shares, Series C, 5,321,900 Preferred Shares, Series E and 6,900,000 Preferred Shares, Series G issued and outstanding.

This Management's Discussion and Analysis is dated as of the close of business on November 10, 2015.