Condensed Consolidated Interim Financial Statements of

# POLLARD BANKNOTE LIMITED

(unaudited)

Nine months ended September 30, 2018

These condensed consolidated interim financial statements have not been audited or reviewed by the Company's independent external auditors, KPMG LLP.

# **Condensed Consolidated Statements of Financial Position**

(In thousands of Canadian dollars) (unaudited)

	56	eptember 30, 2018	December 31, 2017*
Assets			
Current assets			
Cash	\$	4,676	\$ 5,603
Restricted cash		6,065	5,780
Accounts receivable		48,391	40,749
Inventories (note 6)		32,377	32,008
Prepaid expenses and deposits		5,805	6,331
Income tax receivable		214	
Total current assets		97,528	90,471
Non-current assets			
Property, plant and equipment		63,217	54,319
Equity investment (note 7)		1,135	877
Goodwill		58,389	51,768
Intangible assets		34,428	27,746
Deferred income taxes		847	3,093
Total non-current assets		158,016	137,803
Fotal assets	\$	255,544	\$ 228,274
Current liabilities  Accounts payable and accrued liabilities	\$	38,363	\$ 36,766
Dividends payable		768	706
Income taxes payable		-	
Contract liabilities (note 12)			
		832	702
Current portion long-term debt (note 8)		172	702 784
Current portion subordinated debt (note 9)		172 -	702 784 3,585
Current portion subordinated debt (note 9)		172	702 784 3,585
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities		172 - 40,135	702 784 3,585 45,916
Current portion subordinated debt (note 9)  Fotal current liabilities  Non-current liabilities  Long-term debt (note 8)		172 - 40,135 77,196	702 784 3,585 45,916 83,771
Current portion subordinated debt (note 9)  Fotal current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)		172 - 40,135 77,196 -	702 784 3,585 45,916 83,771 13,149
Current portion subordinated debt (note 9)  Fotal current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)		172 - 40,135 77,196 - 71	702 784 3,585 45,916 83,771 13,149 789
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities		172 - 40,135 77,196 - 71 536	702 784 3,585 45,916 83,771 13,149 789 753
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)		172 - 40,135 77,196 - 71 536 13,930	702 784 3,585 45,916 83,771 13,149 789 753 22,959
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)  Deferred income taxes		172 - 40,135 77,196 - 71 536	702 784 3,585 45,916 83,771 13,149 789 753 22,959 3,368
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)  Deferred income taxes  Total non-current liabilities		172 - 40,135 77,196 - 71 536 13,930 5,745	702 784 3,585 45,916 83,771 13,149 789 753 22,959 3,368
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)  Deferred income taxes  Total non-current liabilities  Shareholders' equity		172 - 40,135 77,196 - 71 536 13,930 5,745 97,478	702 784 3,585 45,916 83,771 13,149 789 753 22,959 3,368 124,789
Current portion subordinated debt (note 9)  Total current liabilities  Jon-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)  Deferred income taxes  Total non-current liabilities		172 - 40,135 77,196 - 71 536 13,930 5,745 97,478	702 784 3,585 45,916 83,771 13,149 789 753 22,959 3,368 124,789
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)  Deferred income taxes  Total non-current liabilities  Shareholders' equity  Share capital (note 11)  Reserves		172 - 40,135 77,196 - 71 536 13,930 5,745 97,478	3,373 702 784 3,585 45,916 83,771 13,149 789 753 22,959 3,368 124,789
Current portion subordinated debt (note 9)  Total current liabilities  Non-current liabilities  Long-term debt (note 8)  Subordinated debt (note 9)  Contract liabilities (note 12)  Other non-current liabilities  Pension liability (note 10)  Deferred income taxes  Total non-current liabilities  Shareholders' equity  Share capital (note 11)		172 - 40,135 77,196 - 71 536 13,930 5,745 97,478	702 784 3,585 45,916 83,771 13,149 789 753 22,959 3,368 124,789

<sup>\*</sup> Pollard has initially applied IFRS 15 *Revenue from Contracts with Customers* and IFRS 9 *Financial Instruments* at January 1, 2018. Under the transition methods chosen, comparative information has not been restated. See note 3.

# **Condensed Consolidated Statements of Income**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

	hree months ended eptember 30, 2018	Three months ended September 30, 2017*	Nine months ended September 30, 2018	Nine months ended September 30, 2017*
Sales	\$ 94,468	\$ 70,741	\$ 261,643	\$ 206,074
Cost of sales	71,967	52,517	199,260	157,865
Gross profit	22,501	18,224	62,383	48,209
Administration Selling Other (income) expense	8,838 3,612	9,139 2,674	24,236 9,793	21,122 6,766
(note 13)	469	(246)	565	646
Income from operations	9,582	6,657	27,789	19,675
Finance costs (note 14) Finance income (note 14)	891 (881)	1,169 (974)	5,600 (881)	2,905 (1,104)
Income before income taxes	9,572	6,462	23,070	17,874
Income taxes (note 15)	2,365	1,831	6,291	5,432
Net income	\$ 7,207	\$ 4,631	\$ 16,779	\$ 12,442
Net income per share (basic) (note 16)	\$ 0.28	\$ 0.20	\$ 0.66	\$ 0.53
Net income per share (diluted) (note 16)	\$ 0.28	\$ 0.20	\$ 0.66	\$ 0.53

<sup>\*</sup> Pollard has initially applied IFRS 15 *Revenue from Contracts with Customers* and IFRS 9 *Financial Instruments* at January 1, 2018. Under the transition methods chosen, comparative information has not been restated. See note 3.

# **Condensed Consolidated Statements of Comprehensive Income**

(In thousands of Canadian dollars) (unaudited)

	Three months ended September 30, 2018	Three months ended September 30, 2017*	Nine months ended September 30, 2018	Nine months ended September 30, 2017*
Net income	\$ 7,207 \$	4,631	\$ 16,779	\$ 12,442
Other comprehensive income (loss):  Items that are or may be reclassified to profit and loss Foreign currency translation differences – foreign operations Items that will never be reclassified to profit and loss Defined benefit plans remeasurements, net of income tax	(2,887)	(732)	2,931	(1,411)
(note 10)	3,857	3,693	7,183	(940)
Other comprehensive income	070			(2.251)
(loss)	970	2,961	10,114	(2,351)
Comprehensive income	\$ 8,177 \$	7,592	\$ 26,893	\$ 10,091

<sup>\*</sup> Pollard has initially applied IFRS 15 *Revenue from Contracts with Customers* and IFRS 9 *Financial Instruments* at January 1, 2018. Under the transition methods chosen, comparative information has not been restated. See note 3.

# **Condensed Consolidated Statements of Changes in Equity**

(*In thousands of Canadian dollars*) (unaudited)

# For the nine months ended September 30, 2018

	Share capital	Translation reserve	Retained earnings (deficit)	Total equity
Balance at December 31, 2017 Adjustment on initial application of IFRS 15,	\$ 73,209	2,965	(18,605)	57,569
net of income tax of \$123 (note 3)	-	-	332	332
Adjusted balance at January 1, 2018	\$ 73,209	2,965	(18,273)	57,901
Net income Other comprehensive income	-	-	16,779	16,779
Foreign currency translation differences – foreign operations  Defined benefit plans remeasurements, net	-	2,931	-	2,931
of income tax of \$2,600 (note 10)	-	-	7,183	7,183
Total other comprehensive income	\$ -	2,931	7,183	10,114
Total comprehensive income	\$ -	2,931	23,962	26,893
Issue of common shares (note 11)	\$ 35,351	-	-	35,351
Share based compensation	-	-	91	91
Dividends (note 11)	-	-	(2,305)	(2,305)
Balance at September 30, 2018	\$ 108,560	5,896	3,475	117,931

# For the nine months ended September 30, 2017

	Share capital	Translation reserve	Deficit	Total equity
Balance at January 1, 2017	\$ 73,209	3,917	(25,289)	51,837
Net income Other comprehensive loss Foreign currency translation differences –	-	-	12,442	12,442
foreign operations  Defined benefit plans remeasurements, net of	-	(1,411)	-	(1,411)
income tax reduction of (\$375)	-	-	(940)	(940)
Total other comprehensive loss	\$ -	(1,411)	(940)	(2,351)
Total comprehensive income (loss)	\$ -	(1,411)	11,502	10,091
Share based compensation	\$ -	-	35	35
Dividends	-	-	(2,119)	(2,119)
Balance at September 30, 2017	\$ 73,209	2,506	(15,871)	59,844

# **Condensed Consolidated Statements of Cash Flows**

(In thousands of Canadian dollars) (unaudited)

	Nine months	Nine months
	ended	ended
	September 30,	September 30,
	2018	2017*
Cash increase (decrease)		
Operating activities:		
Net income	\$ 16,779	\$ 12,442
Adjustments		
Income taxes	6,291	5,432
Amortization and depreciation	12,724	8,616
Interest expense	3,067	2,734
Unrealized foreign exchange loss (gain)	1,421	(1,929)
Loss on sale of property, plant and equipment	-	83
Loss on equity investment (note 7)	2,113	1,119
Pension expense	4,742	3,691
Contract liabilities	(742)	(70)
Interest paid	(3,228)	(2,381)
Income tax paid	(9,187)	(5,154)
Pension contribution	(4,097)	(2,707)
Change in non-cash operating working capital		
(note 17)	(381)	(1,533)
	29,502	20,343
Investing activities		
Additions to property, plant and equipment	(10,158)	(5,124)
Acquisition of International Gamco, Inc. (note 5)	(21,558)	-
Acquisition of INNOVA Gaming Group Inc. (note 5)	<del>-</del>	(39,318)
Equity investments (note 7)	(2,358)	(1,376)
Additions to intangible assets	(4,163)	(1,345)
- Thanking to many access	(38,237)	(47,163)
Financing activities		
Proceeds from issue of share capital (note 11)	35,351	_
Net proceeds (repayments) of long-term debt	(7,719)	14,972
Net proceeds (repayments) of subordinated debt	(16,734)	11,498
Change in other non-current liabilities	(233)	724
Deferred financing charges paid	(493)	(562)
Dividends paid	(2,243)	(2,119)
Dividentes para	7,929	24,513
Foreign exchange loss on cash held in foreign currency	(121)	(396)
Change in cash position	(927)	(2,703)
Cash position, beginning of period	5,603	7,500
Cash position, end of period	\$ 4,676	\$ 4,797
· · · · · · · · · · · · · · · · · · ·		

<sup>\*</sup> Pollard has initially applied IFRS 15 *Revenue from Contracts with Customers* and IFRS 9 *Financial Instruments* at January 1, 2018. Under the transition methods chosen, comparative information has not been restated. See note 3.

## **Notes to Condensed Consolidated Interim Financial Statements**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 1. Reporting entity:

Pollard Banknote Limited ("Pollard") was incorporated under the laws of Canada on March 26, 2010. The address of Pollard's registered office is 140 Otter Street, Winnipeg, Manitoba, Canada, R3T 0M8.

The condensed consolidated interim financial statements of Pollard as at and for the nine months ended September 30, 2018, comprise Pollard, Pollard's subsidiaries and its interest in other entities. Pollard is primarily involved in the manufacture and sale of lottery and gaming products.

The controlling entity of Pollard is Pollard Equities Limited ("Equities"), a privately held company. On February 1, 2018, Pollard completed a share offering, (note 11), which reduced Equities ownership to approximately 67.6% of Pollard's increased outstanding share amount.

Pollard's consolidated financial statements as at and for the year ended December 31, 2017, are available at <a href="https://www.sedar.com">www.sedar.com</a>.

The operations of International Gamco, Inc. ("Gamco"), acquired during the first quarter of 2018, are included in the condensed consolidated interim financial statements from February 1, 2018 (note 5).

The overall impact of seasonality does not have a significant impact on the operations of Pollard.

## 2. Basis of preparation:

#### (a) Statement of compliance:

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standards ("IAS") 34 *Interim Financial Reporting* and do not include all of the information required for full annual consolidated financial statements.

On November 6, 2018, Pollard's Board of Directors approved these condensed consolidated interim financial statements.

## (b) Use of estimates and judgements:

The preparation of condensed consolidated interim financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

In preparing these condensed consolidated interim financial statements, the significant judgements made by management in applying Pollard's accounting policies and the key sources

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 2. Basis of preparation (continued):

of estimation uncertainty were the same as those applied to the consolidated financial statements as at and for the year ended December 31, 2017.

## 3. Significant accounting policies:

Except for the accounting policies described below, these condensed consolidated interim financial statements follow the same significant accounting policies as described and used in Pollard's consolidated financial statements for the year ended December 31, 2017 and should be read in conjunction with these statements.

International Financial Reporting Interpretations Committee ("IFRIC") Interpretation 22 *Foreign Currency Transactions and Advance Consideration* clarifies the date of the transaction for the purposes of determining the exchange rate to use on initial recognition of the related asset, expense or income is the date on which an entity initially recognizes the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration. This interpretation had no material impact on the condensed consolidated interim financial statements.

International Financial Reporting Standard ("IFRS") 2 *Share-Based Payments* was amended to clarify how to account for certain types of share-based payment transactions. This amendment had no material impact on the condensed consolidated interim financial statements.

## IFRS 9 Financial Instruments

IFRS 9 *Financial Instruments*, replaced the previous guidance in IAS 39 *Financial Instruments: Recognition and Measurement.* IFRS 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets and new general hedge accounting requirements.

IFRS 9 largely retains the existing requirements in IAS 39 for the classification and measurement of financial liabilities and the adoption of IFRS 9 did not change Pollard's accounting policies for financial liabilities. However, it eliminates the previous IAS 39 categories for financial assets of held to maturity, loans and receivables, and available for sale. The standard contains three classification categories for financial assets: measured at amortized cost; fair value through other comprehensive income ("FVOCI") and fair value through profit and loss ("FVTPL").

The classification changes for each class of Pollard's financial assets and liabilities, upon adoption at January 1, 2018, had no impact on the measurement of financial instruments. Under the new classifications Pollard has classified:

Cash, restricted cash and accounts receivable as amortized cost (formerly loans and receivables under IAS 39).

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 3. Significant accounting policies (continued):

Accounts payable and accrued liabilities, dividends payable, long-term debt, subordinated debt and other non-current liabilities as amortized cost (formerly other financial liabilities).

Pollard has adopted the new general hedging accounting model in IFRS 9. Currently Pollard has no hedges in place.

The adoption of IFRS 9 did not result in any transition adjustments being recognized as at January 1, 2018. See note 20 for Pollard's updated accounting policies result from the adoption of IFRS 9.

IFRS 15 Revenue from Contracts with Customers

IFRS 15 Revenue from Contracts with Customers specifies the steps and timing for recognizing revenue, as well as requiring more informative, relevant disclosures. IFRS 15 supersedes IAS 11 Construction Contracts and IAS 18 Revenue. Pollard has initially adopted the new standard effective January 1, 2018. Pollard has applied IFRS 15 using the cumulative effect method (without practical expedients) and therefore the comparative information has not been restated and continues to be reported under IAS 11 and IAS 18.

Under certain contracts, Pollard is compensated for its products based on its customers' sales of those products at retail. Prior to IFRS 15, Pollard recognized sales under these contracts at the time the product was sold at retail. Under IFRS 15 Pollard has concluded that control transfers to its customers at delivery of the product to the customer. This will accelerate the recognition of sales under these contracts to the time of receipt of shipment. Pollard's sales under these contracts could vary year over year depending on the timing of shipments.

The impact of transition to IFRS 15 on retained earnings at January 1, 2018 was \$332, net of \$123 of income taxes. The impact on the statement of financial position included an increase in accounts receivable of \$3,260, a decrease in inventories of \$2,805 and an increase in the deferred income tax liability of \$123.

For the nine months ended September 30, 2018, Pollard's revenue increased by \$430 and cost of sales increased by \$319 as a result of the adoption of IFRS 15. See note 12 for Pollard's updated accounting policies resulting from the adoption of IFRS 15.

# 4. Future accounting standards:

In January 2016, the International Accounting Standards Board ("IASB") issued IFRS 16 *Leases* which replaces IAS 17 *Leases*. This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17,

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 4. Future accounting standards (continued):

while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided. The new standard is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted for entities that apply IFRS 15 *Revenue from Contracts with Customers* at or before the date of initial adoption of IFRS 16. Pollard is currently reviewing its lease contracts in order to determine the financial impact of the new standard on its consolidated financial statements.

In June 2017, the IASB issued IFRIC Interpretation 23 *Uncertainty over Income Tax Treatments*. The Interpretation aims to reduce diversity in how companies recognize and measure a tax liability or tax asset when there is uncertainty over income tax treatments. The Interpretation is effective for annual periods beginning on or after January 1, 2019 and is to be applied retrospectively. Early adoption is permitted. Pollard is currently assessing the impact of the Interpretation on its consolidated financial statements.

In October 2017, the IASB issued amendments to IAS 28 *Investments in Associates and Joint Ventures.* The amendments clarify that long-term interests in associates and joint ventures, to which the equity method is not applied, are in the scope of both IFRS 9 *Financial Instruments* (including impairment testing) and IAS 28 in terms of the application of IFRS 9 loss absorption and the impairment requirements of IAS 28. These amendments are effective for annual periods beginning on or after January 1, 2019. Early adoption is permitted. Pollard is currently assessing the impact of these amendments on its consolidated financial statements.

In February 2018, the IASB issued amendments to IAS 19 *Employee Benefits*. The amendments were issued to specify how an entity determines pension expenses when changes to a defined benefit plan occur. When a change to a plan takes place, including an amendment, curtailment or settlement, IAS 19 requires an entity to remeasure its employee benefit plan liability or asset. The amendments require an entity to use the updated assumptions from this remeasurement to determine current service cost and the net finance cost for the remainder of the reporting period after the change to the plan. The amendments are for annual and interim reporting periods beginning on or after January 1, 2019 and is to be applied prospectively. Pollard is currently assessing the impact of these amendments on its consolidated financial statements.

## 5. Acquisitions:

INNOVA Gaming Group Inc.

On August 3, 2017, 10188557 Canada Inc. (the "Offeror"), a wholly-owned subsidiary of Pollard, acquired 17,929,021 common shares of INNOVA Gaming Group Inc. ("INNOVA", "Diamond Game") which had been validly tendered under the offer to acquire all of the outstanding common shares (the "Offer") for \$2.50 in cash per common share. The Offer was extended until August 15, 2017.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 5. Acquisitions (continued):

On August 15, 2017, an additional 1,167,946 common shares were acquired under the extension of the Offer for \$2.50 in cash per common share. A total of 19,096,967 common shares or 95.13% of the issued and outstanding common shares were acquired under the Offer. On August 18, 2017, Pollard mailed to all remaining holders of common shares a Notice of Compulsory Acquisition pursuant to the provisions of Section 206 of the Canada Business Corporations Act to complete the acquisition of 100% of the common shares. On September 18, 2017, the Compulsory Acquisition was completed and the Offeror acquired the remaining 976,932 common shares not already held by the Offeror, thereby becoming the holder of 100% of the common shares. On September 19, 2017, INNOVA was formally delisted from the Toronto Stock Exchange. The acquisition was completed for aggregate consideration of \$50,185.

The purchase price was funded by proceeds from Pollard's credit facility and additional subordinated debt. The acquisition has been accounted for using the acquisition method. The fair values of the identifiable assets and liabilities have been based on management's best estimates and valuation techniques as at August 3, 2017, the acquisition date. During the period ended June 30, 2018, the allocation of the purchase price to acquired assets and liabilities was finalized.

Cash purchase price	\$ 50,185
Cash acquired	(10,867)
Net purchase price	\$ 39,318
Additional net tangible assets acquired	
Accounts receivable	\$ 3,702
Inventories	1,739
Prepaid expenses and deposits	2,255
Property, plant and equipment	10,288
Deferred income tax asset	5,912
Accounts payable and accrued liabilities	(5,915)
Income taxes payable	(189)
Contract liabilities	(2,505)
Long-term debt	(1,467)
Deferred income tax liability	(4,892)
Net tangible assets acquired (excluding cash)	\$ 8,928
Trademarks	\$ 2,616
Software	2,733
Patents	436
Customer contracts	10,247
Identifiable intangible assets acquired	\$ 16,032
Goodwill acquired	\$ 14,358

The goodwill acquired is largely attributable to the assembled workforce and the expected synergies from the combined businesses. This goodwill is not expected to be deductible for tax purposes.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 5. Acquisitions (continued):

International Gamco, Inc.

On February 1, 2018, Pollard Holdings Inc., a wholly-owned subsidiary of Pollard, acquired 100% of the common shares of International Gamco, Inc. ("Gamco"). The purchase price was funded by proceeds from Pollard's credit facility and cash on hand. The acquisition has been accounted for using the acquisition method. The fair values of the identifiable assets and liabilities have been based on management's best estimates and valuation techniques as at February 1, 2018, the acquisition date. As per the sales agreement, the net purchase price was decreased by the amount of other current liabilities assumed, which were specified in the agreement. The majority of these other current liabilities were paid in March 2018.

Purchase price	\$ 21,648
Cash acquired	(90)
Net purchase price	\$ 21,558
Additional net tangible assets acquired	
Restricted cash - other current liabilities	\$ 5,999
Accounts receivable	1,554
Inventories	4,511
Prepaid expenses and deposits	329
Property, plant and equipment	7,025
Patents	36
Deferred income tax asset	1,362
Accounts payable and accrued liabilities	(1,612)
Income taxes payable	(156)
Other current liabilities	(5,999)
Deferred income tax liability	(2,372)
Net tangible assets acquired (excluding cash)	\$ 10,677
Trade name	\$ 526
Game library	579
Customer relationships	4,058
Identifiable intangible assets acquired	\$ 5,163
Goodwill acquired	\$ 5,718

The goodwill acquired is largely attributable to the assembled workforce and the expected synergies from the combined businesses, including a greater share of the charitable gaming market. This goodwill is not expected to be deductible for tax purposes. The allocation of the purchase price to acquired assets and liabilities is preliminary and is subject to change if new information becomes available.

During the measurement period, the fair value of acquired accounts payable and accrued liabilities was increased by \$360 with an offsetting increase to goodwill in the period ended September 30, 2018.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 5. Acquisitions (continued):

Acquisition costs related to the Gamco purchase in the nine months ended September 30, 2018, were \$227. These costs were included in administration expenses.

During the period between February 1, 2018 and September 30, 2018, Gamco generated revenues of approximately \$20,202 and net income of \$761, after depreciation and amortization of the purchase price allocation, which have been recorded in the consolidated financial statements. If Gamco had been acquired on January 1, 2018, incremental revenue of \$2,217 and net loss of \$4,755 (which includes \$4,826 of transaction related expenditures, net of income tax) would have been included in the nine months ended September 30, 2018.

#### 6. Inventories:

	Sept	September 30, 2018		December 31, 2017
Raw materials Work-in-process Finished goods	\$	12,869 2,370 17,138	\$	11,755 930 19,323
	\$	32,377	\$	32,008

During the third quarter of 2018, Pollard recorded inventory write-downs of \$118 representing an increase in the obsolescence reserves, and inventory write-downs of \$45 due to changes in foreign exchange rates. During the nine months ended September 30, 2018, Pollard recorded inventory write-downs of \$345 representing an increase in the obsolescence reserves, and inventory write-downs of \$23 due to changes in foreign exchange rates.

During the third quarter of 2017, Pollard recorded inventory write-downs of \$88 representing an increase in the obsolescence reserves and inventory write-downs of \$5 due to changes in foreign exchange rates. During the nine months ended September 30, 2017, Pollard recorded inventory write-downs of \$290 representing an increase in the obsolescence reserves and inventory write-downs of \$2 due to changes in foreign exchange rates.

The cost of sales reflects the costs of inventory including direct material, direct labour and manufacturing overheads.

# Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 7. Equity investment:

	Nir	ne months ended		Nine months ended
Interest in joint venture	September		Septen	nber 30, 2017
Balance – beginning of period Investment Equity loss Effects of movements in exchange rates	\$	877 2,358 (2,113) 13	\$	468 1,376 (1,119) 45
Balance – end of period	\$	1,135	\$	770

Pollard has entered into an agreement with NeoGames US, LLP for the establishment of NeoPollard Interactive LLC. The entity was established to provide iLottery services in the United States and Canada, excluding the State of Michigan.

Pollard and Neogames S.à r.l. also operate the iLottery operation for the Michigan Lottery under a separate joint operating agreement. Pollard recognizes its interest in the joint operation by including its assets, including its share of any assets held jointly, its liabilities, including its share of any liabilities incurred jointly and its share of revenue and expenses.

# 8. Long-term debt:

	September 30, 2018	December 31, 2017
Credit facility, interest of 3.4% to 3.9%, payable		
monthly, maturing 2021	\$ 77,663	\$ 83,972
Equipment debt, interest of 6.72%, payable monthly, maturing 2019	40	189
Equipment leases, interest of 3.89% to 5.55%, payable monthly, maturing 2019	132	647
Deferred financing charges, net of amortization	(467)	(253)
	77,368	84,555
Less current portion	(172)	(784)
	\$ 77,196	\$ 83,771

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 8. Long-term debt (continued):

## Credit facility

Effective June 22, 2018, Pollard renewed its credit facility. The credit facility provides loans of up to \$160,000 for its Canadian operations and US\$12,000 for its U.S. subsidiaries. The credit facility also includes an accordion feature which can increase the facility by \$25,000. The borrowings for the Canadian operations can be denominated in Canadian or U.S. dollars, to a maximum of \$160,000 Canadian equivalent. Borrowings under the credit facility bear interest at fixed and floating rates based on Canadian and U.S. prime bank rates, banker's acceptances or LIBOR. At September 30, 2018, the outstanding letters of guarantee drawn under the credit facility were \$1,273 (December 2017 - \$1,909).

Included in the total credit facility balance is a U.S. dollar denominated balance of US\$24,700 (December 2017 - US\$14,700).

Under the terms and conditions of the credit facility agreement Pollard is required to maintain certain financial covenants including debt to income before interest, income taxes, amortization and depreciation ("Adjusted EBITDA") ratios and certain debt service coverage ratios. As at September 30, 2018, Pollard is in compliance with all financial covenants.

As of September 30, 2018, Pollard had unused credit facility available of \$96,576 (December 2017 - \$34,202).

Pollard's credit facility is secured by a first security interest in all of the present and after acquired property of Pollard. The facility can be prepaid without penalties. Under the terms of the agreement the facility was committed for a three-year period, renewable June 22, 2021.

# Equipment debt and leasing

Pollard's subsidiary, Diamond Game, entered into agreements to purchase equipment payable in monthly installments including interest. The equipment purchased includes charitable gaming machines, machinery and equipment, and computer equipment all relating to the operations of Diamond Game.

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 9. Subordinated debt:

	Sep	tember 30, 2018	December 31, 2017
Subordinated debt (interest of 8.00% payable quarterly) Less current portion	\$	- -	\$ 16,734 (3,585)
	\$	-	\$ 13,149

On June 23, 2017, Pollard entered into a loan agreement with Equities for a subordinated term loan with a seven year term, repayable at any time (subject to meeting certain financial covenants under the secured credit facility). The loan was provided to assist with the purchase of Diamond Game. A total of \$25,092 was drawn in the third quarter of 2017. Interest on the subordinated debt commenced with the first draw at a rate of 8%. Quarterly principal payments on the loan facility commenced the month following the first draw, which occurred August 4, 2017.

In addition to the mandatory quarterly payments, Pollard has made three lump sum prepayments. On September 20, 2017, Pollard repaid \$7,462 in outstanding principal and on February 23, 2018, Pollard repaid an additional \$7,471 in outstanding principal. On June 29, 2018, Pollard repaid in full the remainder of the outstanding principal in the amount of \$7,471.

#### 10. Pension liability:

During the three month period ended September 30, 2018, Pollard recorded a remeasurement gain of \$3,857 (net of \$1,419 of income tax) on its defined pension plans. The remeasurement gain resulted from an increase in the discount rate and a gain arising on plan asset investments, reducing the net pension liability.

During the nine month period ended September 30, 2018, Pollard recorded a remeasurement gain of \$7,183 (net of \$2,600 of income tax) on its defined pension plans. The remeasurement gain resulted from an increase in the discount rate and a gain arising on plan asset investments, reducing the net pension liability.

During the three month period ended September 30, 2017, Pollard recorded a remeasurement gain of \$3,693 (net of \$1,376 of income tax) on its defined pension plans. During the nine month period ended September 30, 2017, Pollard recorded a remeasurement loss of \$940 (net of \$375 of income tax reduction).

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 11. Share capital:

#### Issue of common shares

On February 1, 2018, Pollard announced that it had entered into an agreement with a syndicate of underwriters led by Canaccord Genuity Corp. (together, the "Underwriters") to purchase on a bought deal basis 1,800,000 common shares of Pollard at a price of \$18.45 per share. Pollard also granted the Underwriters an over-allotment option exercisable at any time up to 30 days following the closing of the offering, to purchase up to an additional 270,000 common shares. On February 21, 2018, Pollard issued 2,070,000 common shares. The proceeds, net of commissions and offering expenses, was \$35,351. At September 30, 2018, the total number of common shares issued was 25,613,158.

On October 17, 2018, 12,500 common shares were issued in conjunction with the exercise of stock options.

#### **Dividends**

Dividends are paid on the common shares within 15 days of the end of each quarter and are fully discretionary, as determined by the Board of Directors of Pollard.

On August 8th, 2018, a dividend of \$0.03 per share was declared, payable on October 15, 2018, to the shareholders of record on September 30, 2018.

## 12. Revenue:

Pollard has adopted IFRS 15 with an initial application date of January 1, 2018. The updated accounting policies and required disclosures are detailed below.

## Accounting policies

Revenue is recognized through the following steps: 1) identification of the contract with the customer, 2) identification of the performance obligations in the contract, 3) determination of the transaction price, 4) allocation of the transaction price to the performance obligations in the contract and 5) recognition of revenue when the performance obligation is satisfied.

Revenue is recognized when control of the product or service is transferred to the customer. Volume rebates are accrued and recorded as a reduction to revenues based on historical experience and management's expectations regarding sales volume. For printed products sold to the lottery and charitable markets, control transfers to the customer when the products are delivered to the customer and invoicing occurs at this time. Under certain lottery contracts, Pollard is compensated for its products based on its customers' sales of those products at retail. Pollard has concluded that control transfers to its customers at delivery of the product to the customer and therefore recognizes

Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 12. Revenue (continued):

revenue at that point in time. Contracts relating to lump-sum licensed properties and licensed merchandise sales, iLottery services and digital products have a single performance obligation and therefore revenues are recognized at a point in time when products or services are provided.

Under contracts where Pollard receives royalty payments for licensed properties revenues are recognized over time as the related product is sold at retail. Loyalty programs, digital maintenance fees and lottery management services revenues are also recognized over time as the products or services are provided.

Certain Pollard subsidiaries provide gaming systems under contracts that contain multiple-element revenue arrangements, including license fees, training, consulting, maintenance, product support services and periodic upgrades. Where such arrangements exist, the amount of revenue allocated to each element is based upon the stand-alone selling prices of the various elements. The estimated price of each element is determined based on the current market price of each of the elements when sold separately. Pollard earns revenue from leasing of gaming systems and capitalizes the costs of installing gaming equipment. Revenue from the provision of gaming systems is generally recognized over time as a daily fee or as a percentage of revenue generated by the gaming machines. Service and maintenance revenue is recognized as the related services are performed.

Contract assets are recognized when Pollard delivers product to certain customers, however under these contracts, Pollard is not able to bill for this product until these products are sold at retail. Pollard transfers these contract assets to trade receivables when Pollard is able to invoice the customer. Contract liabilities consists of customer advances for services to be rendered in the future and is recognized as revenue in future periods.

# **Notes to Condensed Consolidated Interim Financial Statements (continued)**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 12. Revenue (continued):

Revenue - geographical segment	Nine months ended September 30, 2018								
	Instant ticket		Total						
Canada	\$ 58,942	\$	8,533	\$	67,475				
United States	131,705		10,961		142,666				
International	51,502		-		51,502				
Total	\$ 242,149	\$	19,494	\$	261,643				

Revenue - geographical segment	Nine months ended September 30, 2017							
	Instant ticket	Instant ticket Diamond Game						
Canada United States International	\$ 41,549 115,485 45,218	\$	1,988 \$ 1,834 -	43,537 117,319 45,218				
Total	\$ 202,252	\$	3,822 \$	206,074				

Revenue - product lines	Nine months ended September 30, 2018							
		Instant ticket		Total				
Lottery Charitable Gaming systems	\$	201,089 41,060 -	\$	- - 19,494	\$	201,089 41,060 19,494		
Total	\$	242,149	\$	19,494	\$	261,643		

Revenue - product lines	Nine months ended September 30, 2017								
	Instant ticket Diamond Game					Total			
Lottery Charitable Gaming systems	\$	180,834 21,418 -	\$	- - 3,822	\$	180,834 21,418 3,822			
Total	\$	202,252	\$	3,822	\$	206,074			

# **Notes to Condensed Consolidated Interim Financial Statements (continued)**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 12. Revenue (continued):

Contract balances	Sep	otember 30, 2018	January 1, 2018
Trade receivables, which are included in accounts receivable	\$	42,049 \$	36,263
Contract assets, which are included in accounts receivable (1)		3,814	3,260
Contract liabilities (2)		903	1,491

<sup>(1)</sup> Pollard recognized contract assets upon adoption IFRS 15 as an adjustment to the opening balance at January 1, 2018.

<sup>(2)</sup> Contract liabilities were previously classified as deferred revenue.

Contract liabilities	Nine months ended September 30, 2018				
Balance – beginning of period Increases due to cash received Revenue recognized during the period	\$	1,491 982 (1,570)			
Balance – end of period		903			
Less current portion		(832)			
	\$	71			

# Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 13. Other (income) expense:

	ee months ended tember 30, 2018	Three months ended September 30, 2017	,	Nine months ended September 30, 2018	Nine months ended September 30, 2017
Loss on equity investment (note 7) EBITDA support agreement Other income	\$ 928 (505) 46	\$ 314 (318) (242)	\$	2,113 (1,515) (33)	\$ 1,119 (318) (155)
	\$ 469	\$ (246)	\$	565	\$ 646

# EBITDA support agreement

One of Pollard's subsidiaries, INNOVA, previously entered into an EBITDA support agreement with Amaya Inc. pursuant to which, subject to certain terms and conditions, Amaya Inc. will pay INNOVA each year for up to five years from July 1, 2015, an amount equal to the shortfall, if any, between (i) INNOVA's EBITDA directly or indirectly derived from the deployment of INNOVA's products at certain entertainment centers or in connection with INNOVA's relationship with a certain customer, and (ii) \$2,000. This agreement remains in effect after the acquisition of INNOVA's common shares by Pollard.

## 14. Finance costs and finance income:

Finance costs	Three months ended September 30, 2018		Three months ended September 30, 2017		Nine months ended September 30, 2018		Nine months ended September 30, 2017
Foreign exchange loss Interest	\$ - 891	\$	- 1,169	\$	2,533 3,067	\$	171 2,734
	\$ 891	\$	1,169	\$	5,600	\$	2,905

	hree months ended ptember 30,	Three months ended September 30,	S	Nine months ended eptember 30,	Nine months ended September 30,
Finance income	 2018	2017		2018	2017
Foreign exchange gain	\$ 881	\$ 974	\$	881	\$ 1,104
	\$ 881	\$ 974	\$	881	\$ 1,104

# **Notes to Condensed Consolidated Interim Financial Statements (continued)**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 15. Income taxes:

Income tay expense	ree months ended otember 30,	Three months ended September 30,	Nine months ended September 30,	Nine months ended September 30,
Current Deferred (reduction)	\$ 2018 2,011 354	\$ 2,295 (464)	\$ 5,530 761	\$ 6,436 (1,004)
	\$ 2,365	\$ 1,831	\$ 6,291	\$ 5,432

		Three	months ended	Three months ended				
Reconciliation of effective tax rate		Septer	nber 30, 2018	S	Septem			
Net income for the period		\$	7,207		\$	<u>2017</u> 4,631		
Total income taxes		·	2,365		,	1,831		
Income before income taxes		\$	9,572		\$	6,462		
Income tax using Pollard's domestic tax rate	27.0%	\$	2,584	27.0%	\$	1,745		
Effect of tax rates in foreign jurisdictions	(2.1%)		(198)	5.7%		369		
Non-deductible amounts	1.2%		110	5.9%		379		
Effect of non-taxable items related to foreign exchange	(1.4%)		(131)	(10.3%)		(662)		
	24.7%	\$	2,365	28.3%	\$	1,831		

# **Notes to Condensed Consolidated Interim Financial Statements (continued)**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 15. Income taxes (continued):

Reconciliation of effective tax rate		e months ended mber 30, 2018		e months ended ember 30, 2017		
Net income for the period Total income taxes		\$	16,779 6,291		\$	12,442 5,432
Income before income taxes		\$	23,070		\$	17,874
Income tax using Pollard's domestic tax rate	27.0%	\$	6,229	27.0%	\$	4,826
Effect of tax rates in foreign jurisdictions	(1.3%)		(311)	5.7%		1,017
Non-deductible amounts	0.8%		196	3.8%		687
Effect of non-taxable items related to foreign exchange	0.8%		177	(6.1%)		(1,098)
	27.3%	\$	6,291	30.4%	\$	5,432

# 16. Net income per share:

	Three months ended September 30,	Three months ended September 30,
	2018	2017
Net income attributable to shareholders for basic and diluted net income per share	\$ 7,207	\$ 4,631
Weighted average number of shares (basic) Weighted average impact of share options on issue	25,613,158 250,000	23,543,158 250,000
Weighted average number of shares (diluted)	25,863,158	23,793,158
Net income per share (basic)	\$ 0.28	\$ 0.20
Net income per share (diluted)	\$ 0.28	\$ 0.20

Pollard issued 2,070,000 common shares on February 1, 2018, which added 2,070,000 shares to the calculation of the weighted average number of share (basic) for the three month period ended September 30, 2018.

# **Notes to Condensed Consolidated Interim Financial Statements (continued)**

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 16. Net income per share (continued):

		ne months ended ember 30, 2018	Nine mon end September 20		
Net income attributable to shareholders for basic and diluted net income per share	\$	16,779	\$	12,442	
Weighted average number of shares (basic) Weighted average impact of share options on issue	2	5,378,103 250,000		23,543,158 199,634	
Weighted average number of shares (diluted)	2	5,628,103		23,742,792	
Net income per share (basic)	\$	0.66	\$	0.53	
Net income per share (diluted)	\$	0.66	\$	0.53	

Pollard issued 2,070,000 common shares on February 1, 2018, which added 1,834,945 shares to the calculation of the weighted average number of share (basic) for the nine month period ended September 30, 2018.

# 17. Supplementary cash flow information:

	ne months ended tember 30, 2018	Nine months ended ptember 30, 2017
Change in non-cash operating working capital: Accounts receivable Inventories Prepaid expenses and deposits Income taxes payable Accounts payable and accrued liabilities Contract liabilities	\$ (2,219) 1,825 647 (298) (454) 118	\$ 2,849 (8,026) (1,468) (385) 5,629 (132)
	\$ (381)	\$ (1,533)

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 18. Related party transactions:

Pollard Equities Limited and affiliates

During the quarter ended September 30, 2018, Pollard paid property rent of \$797 (2017 - \$790) and \$95 (2017 - \$90) in plane charter costs to an affiliate of Equities. During the nine months ended September 30, 2018, Pollard paid property rent of \$2,414 (2017 - \$2,382) and \$284 (2017 - \$270) in plane charter costs to affiliates of Equities. In addition, during the quarter, Pollard paid Equities nil (2017 - \$400) in interest on Pollard's subordinated debt and \$421 (2017 - \$651) for the nine months ended September 30, 2018.

During the quarter Equities paid Pollard \$18 (2017 - \$18) for accounting and administration fees and \$54 (2017 - \$54) during the nine months ended September 30, 2018.

At September 30, 2018, included in accounts payable and accrued liabilities is an amount owing to Equities and its affiliates for rent, interest and other expenses of \$26 (December 31, 2017 - \$1,900).

Neogames S.à r.l. and affiliates

During the quarter Pollard reimbursed operating costs and paid software royalties of \$961 (2017 - \$674) to its iLottery joint venture partner, which are recorded in cost of sales, and \$2,522 (2017 - \$2,156) during the nine months ended September 30, 2018.

At September 30, 2018, included in accounts payable and accrued liabilities is a net amount owing to Pollard's iLottery partner of \$915 (December 31, 2017 - \$698) for reimbursement of operating costs and capital expenditures, and its share of operating results.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 18. Related party transactions (continued):

Key management personnel

Key management personnel are those having authority and responsibility for planning, directing and controlling the activities of the company. The Board of Directors and the Executive Committee are considered key management personnel.

Key management personnel compensation comprised:

	 ee months ended tember 30, 2018	Three months ended September 30, 2017	Nine months ended eptember 30, 2018	Nine months ended September 30, 2017
	2010	2017	2016	2017
Wages, salaries and benefits Profit share Expenses related to	\$ 940 9	\$ 853 6	\$ 2,322 20	\$ 2,200 18
defined benefit plans	152	126	457	377
	\$ 1,101	\$ 985	\$ 2,799	\$ 2,595

At September 30, 2018, the Directors and Named Executive Officers of Pollard, as a group, beneficially owned or exercised control or direction over 17,439,058 common shares of Pollard.

## 19. Segmented information:

Pollard has two reportable segments, Instant ticket and Diamond Game, which are Pollard's strategic business units. The strategic business units offer different products and services, and are managed separately. For each of the strategic business units, Pollard's Co-CEO's review internal management reports on a monthly basis. The Diamond Game segment was acquired August 3, 2017, therefore, for a portion of the three and nine month periods ended September 30, 2017, Pollard had only one segment.

The Instant ticket segment derives its revenues from the manufacture of instant tickets and related products. The Diamond Game segment derives its revenues from the development of game systems.

There was no inter-segment revenue.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 19. Segmented information (continued):

Segment information about profits and assets is as follows:

	Three months ended September 30, 2018					
	Instant ticket		Diamond Game		Total	
Revenues from external customers Operating costs and expenses	\$ 88,040 79,476	\$	6,428 5,420	\$	94,468 84,896	
Earnings before income taxes Total assets	8,564 198,127		1,008 57,417		9,572 255,544	

	Nine months ended September 30, 2018					
	Instant ticket		Diamond Game		Total	
Revenues from external customers	\$ 242,149	\$	19,494	\$	261,643	
Operating costs and expenses	221,764		16,809		238,573	
Earnings before income taxes	20,385		2,685		23,070	
Total assets	198,127		57,417		255,544	

## 20. Financial instruments:

Pollard has adopted IFRS 9 with an initial application date of January 1, 2018. The adoption of IFRS 9 did not result in any transition adjustments. The updated accounting policies are detailed below.

## Financial assets and liabilities

Financial assets are initially measured at fair value. On initial recognition, Pollard classifies its financial assets as either amortized cost, fair value through other comprehensive income or fair value through profit or loss, depending on its business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. Financial assets are not reclassified subsequent to their initial recognition, unless there are changes in the business model for managing them.

A financial asset is measured at amortized cost if it meets both following conditions and is not designated as at FVTPL:

1) is held within a business model whose objective is to hold assets to collect contractual cash flows; and

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

#### 20. Financial instruments (continued):

2) the contractual terms give rise on specified dates to cash flows that are solely payments on principal and interest on the principal amount outstanding.

The adoption of IFRS 9 did not change Pollard's accounting policies for financial liabilities.

## Impairment of financial assets

For accounts receivable Pollard applies the simplified approach to providing for expected credit losses ("ECL") by applying the lifetime expected credit loss provision. When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECL's, Pollard considers reasonable and supportable information that is available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on Pollard's historical experience and informed credit assessment and including forward looking information.

# Hedge accounting

Pollard may use certain derivative financial instruments to manage risks of fluctuation in interest rates and foreign exchange rates. The hedge accounting model require Pollard to ensure that hedge accounting relationships are aligned with its risk management objectives and strategy and to apply qualitative and forward-looking approach to assessing hedge effectiveness. To qualify for hedge accounting, Pollard documents its risk management objective and strategy for undertaking the hedge. The documentation must demonstrate how the hedge relationship is aligned with the actual risk management objective and include an analysis of the sources of ineffectiveness and how it determines the hedge ratio.

Cash flow hedges are fair valued through other comprehensive income. The effective portion of changes in the fair value of derivative instruments that are designated and qualify as cash flow hedges are recognized in the cash flow hedge reserve within equity. The gain or loss relating to the ineffective portion is recognized immediately in profit or loss.

When forward contracts are used to hedge transactions, Pollard can designate only the change in fair value of the forward contract related to the spot component as the hedging instrument. Gains or losses relating to the effective portion of the change in the spot component of the forward contracts are recognized in the cash flow hedge reserve within equity. The change in the forward element of the contract that relates to the hedged item is recognized within other comprehensive income in the costs of hedging reserve within equity. However, Pollard can also designate the full change in fair value of the forward contract (including forward points) as the hedging instrument. In such cases, the gains or losses relating to the effective portion of the change in fair value of the entire forward contract are recognized in the cash flow hedge reserve within equity. Amounts accumulated in equity are reclassified in the periods when the hedged item affects profit or loss.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

## 20. Financial instruments (continued):

When a hedging instrument expires, or is sold or terminated, or when a hedge no longer meets the criteria for hedge accounting, any cumulative deferred gain or loss and deferred costs of hedging in equity at that time remains in equity until the transaction occurs, resulting in the recognition of a non-financial asset. When the forecast transaction is no longer expected to occur, the cumulative gain or loss and deferred costs of hedging that were reported in equity are immediately reclassified to profit or loss.

## 21. Financial risk management:

Pollard has exposure to the following risks from its use of financial instruments:

Credit risk Liquidity risk Currency risk Interest rate risk

Pollard's risk management policies are established to identify and analyze the risks, to set appropriate risk limits and controls and to monitor risks and adherence to limits. The Audit Committee oversees how management monitors compliance with Pollard's risk management policies and procedures. The Audit Committee is assisted in its oversight role by Internal Audit, who undertakes regular reviews of risk management controls and utilizes the annual risk assessment process as the basis for the annual internal audit plan.

## Credit risk

The following table outlines the details of the aging of Pollard's receivables and the related allowance for doubtful accounts:

	Sep	otember 30, 2018	December 31, 2017
Current Past due for 1 to 60 days Past due for more than 60 days Less: Allowance for doubtful accounts	\$	43,496 3,888 1,155 (148)	\$ 37,786 2,635 366 (38)
	\$	48,391	\$ 40,749

# Liquidity risk

Liquidity risk is the risk that Pollard will not be able to meet its financial obligations as they fall due. Pollard's approach is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities—when due. In addition, Pollard—maintains a committed—credit facility including up to

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 21. Financial risk management (continued):

\$160,000 for its Canadian operations and US\$12,000 for its U.S. subsidiaries. At September 30, 2018, the unused balance available for drawdown under the credit facility was \$96,576 (December 31, 2017 - \$34,202).

The 2018 requirements for capital expenditures, working capital, and dividends are expected to be financed from cash flow provided by operating activities and the unused credit facility. Pollard enters into contractual obligations in the normal course of business operations.

## Currency risk

Pollard sells a significant portion of its products and services to customers in the United States and to some international customers where sales are denominated in U.S. dollars. In addition, a significant portion of its cost inputs are denominated in U.S. dollars. Pollard also generates revenue in currencies other than the Canadian and U.S. dollar, primarily in Euros.

A 50 basis point strengthening/weakening in the foreign exchange rate between the Canadian and U.S. dollar would decrease/increase the income before income taxes due to changes in operating cash flow by approximately \$10 for the third quarter of 2018 (2017 - \$28) and approximately \$18 for the nine months ended September 30, 2018 (2017 - \$117). A 50 basis point strengthening/weakening in the foreign exchange rate between the Canadian and Euro would decrease/increase the income before income taxes due to changes in operating cash flow by approximately \$19 for the third quarter of 2018 (2017 - \$18) and approximately \$53 for the nine months ended September 30, 2018 (2017 - \$48).

In addition, translation differences arise when foreign currency monetary assets and liabilities are translated at foreign exchange rates that change over time. At September 30, 2018, the amount of financial liabilities denominated in U.S. dollars exceeds the amount of financial assets denominated in U.S. dollars by approximately \$11,992 (December 31, 2017 - \$1,305). A 50 basis point weakening/strengthening in the value of the Canadian dollar relative to the U.S. dollar would result in a decrease/increase in income before taxes of approximately \$60 for the three and nine months ended September 30, 2018 (2017 - \$44).

Pollard utilizes a number of strategies to mitigate its exposure to currency risk. Four manufacturing facilities are located in the U.S. and a significant amount of cost inputs for all production facilities are denominated in U.S. dollars, offsetting a large portion of the U.S. dollar revenue in a natural hedge.

Pollard also uses financial hedges, including foreign currency contracts, to help manage foreign currency risk. At September 30, 2018, Pollard had no outstanding foreign currency contracts.

## Notes to Condensed Consolidated Interim Financial Statements (continued)

(In thousands of Canadian dollars, except for share amounts) (unaudited)

# 21. Financial risk management (continued):

Interest rate risk

Pollard is exposed to interest rate risk relating to its fixed and floating rate instruments. Fluctuation in interest rates will have an effect on the valuation and repayment of these instruments.

A 50 basis point decrease/increase in interest rates would result in an increase/decrease in income before income taxes of approximately \$84 for the three months ended September 30, 2018 (2017 - \$106) and approximately \$291 for the nine months ended September 30, 2018 (2017 - \$318).

## 22. Subsequent events:

On October 31, 2018, Pollard Systems Inc., a wholly-owned indirect subsidiary of Pollard, acquired substantially all of the operating assets and business of Schafer Systems Inc. ("Schafer") for a purchase price of US\$23,500, subject to a working capital adjustment. Schafer is a leading global provider of lottery ticket dispensers and play stations.