# **CHESSWOOD INCOME FUND**

# INTERIM CONSOLIDATED FINANCIAL STATEMENTS

# FOR THE THREE AND NINE MONTHS ENDED

# **SEPTEMBER 30, 2010**



# **CHESSWOOD INCOME FUND**

# NOTICE TO READERS

Accompanying this notice are the unaudited interim consolidated financial statements of the Fund for the three and nine months ended September 30, 2010. These statements have been prepared by, and are the responsibility of, the Fund's management.

Following consultation with management and with the Fund's independent auditors, the Fund's board of trustees concluded that the auditors would not be engaged to perform a review of these financial statements. Under applicable securities legislation, there is no requirement that auditors be engaged to review these statements, but the Fund must advise you if (as noted above) no review engagement is made.



#### TO OUR UNITHOLDERS

Chesswood had an excellent third quarter!

Our performance this quarter was driven by continued lower delinquencies and significantly reduced net charge-offs at Pawnee. The lower charge-off levels resulted in the lowering of our allowance for bad debts, further enhancing earnings for the quarter.

In late October we increased our monthly distribution for the third time this year, reflecting the continuing trend in improved earnings for the Fund.

Chesswood's tax rate in 2010 is generally at the same level as we expect will apply following our conversion to a dividend paying corporation.

With a growing portfolio and a new and expanded banking agreement at Pawnee, cash resources and modest leverage by industry standards, we are very well positioned for future growth.

Barry Shafran President & CEO

#### **FUND PROFILE**

Chesswood Income Fund ("Chesswood" or the "Fund") is an unincorporated, open-ended, limited purpose trust established under the laws of the Province of Ontario pursuant to a declaration of trust. The Fund was created to indirectly acquire (i) all of the shares in Pawnee Leasing Corporation ("Pawnee"), a Colorado company, and (ii) all of the shares of cars4U Ltd., pursuant to a plan of arrangement under the *Business Corporations Act* (Ontario).

In May 2010, the Fund obtained unitholder and court approval for conversion into a dividend-paying corporation (Chesswood Group Limited - "New Cheswood"), which is expected to become effective on January 1, 2011. It is currently expected that following the conversion, New Chesswood will pay monthly per share dividends equal to the monthly per trust unit distributions currently being paid by the Fund. The amount of any dividends payable by New Chesswood will be at the discretion of the board of directors of New Chesswood and will be evaluated on an ongoing basis, and may be revised subject to business circumstances and expected capital requirements depending on, among other things, New Chesswood's earnings, financial requirements for its operating entities, growth opportunities, the satisfaction of applicable solvency tests for the declaration and payment of dividends and other conditions existing from time to time.

Through its interest in Pawnee, the Fund is involved in the business of micro and small-ticket equipment leasing to small businesses in the start-up and "B" credit market in the lower 48 states of the United States. Through its interest in Sherway LP, the Fund is involved in selling, servicing and leasing Acura automobiles in the Province of Ontario. Through its interest in Lease-Win Limited ("Lease-Win"), the Fund has a portfolio of automobile leases under administration.

The Fund's annual report and annual information form for the year-ended December 31, 2009, and its financial statements for the three and nine months ended September 30, 2010, are available on SEDAR at www.sedar.com, and provide additional information on the Fund and its operating companies.



Our units are listed on the Toronto Stock Exchange under the symbol CHW.UN.

#### **BUSINESS OF PAWNEE**

Pawnee is an equipment leasing company that provides lease financing on micro and small-ticket business equipment. Pawnee focuses on small businesses (with a particular focus in the start-up and "B" credit segment of the U.S. leasing market), servicing the lower 48 states through a network of approximately 550 independent brokers. As of September 30, 2010, Pawnee administered 7,363 leases in its portfolio, with remaining scheduled lease payments of approximately U.S.\$105.9 million over the next five years.

Pawnee finances equipment leases where generally:

- (i) the equipment is fundamental to the core operations of the lessee's business;
- (ii) the cost of the equipment usually does not exceed U.S.\$50,000;
- (iii) a personal guarantee of at least the major shareholder/owner is obtained; and
- (iv) all scheduled lease payments are required to be paid by direct debit out of the lessee's account.

Pawnee's business does not involve leasing of consumer goods. Pawnee funds only commercial equipment.

A key aspect of Pawnee's business is managing potential risks in order to limit defaults to the greatest extent possible. Pawnee has developed a number of risk management tools and processes which it continually monitors and improves to address changes in its market and in the equipment finance industry.

Management believes that Pawnee is the leading micro and small-ticket funding source available to equipment leasing brokers and lessors in the start-up equipment leasing market in the U.S. and is a well-recognized player in the "B" credit market. Pawnee's success in these higher risk niche markets is due to Pawnee's ability to select creditworthy businesses through its proprietary credit analysis matrix and process, and its efficient servicing and collection processes.

Pawnee has traditionally provided funding to two very similar micro and small-ticket commercial leasing markets – the start-up market and the "B" credit market. The creditworthiness of start-up businesses does not fall into traditional credit categories because of their lack of business credit history. Pawnee defines "start-up" businesses to be those businesses with less than two years of operating history. "B" credit businesses are those that have two or more years of operating history and have some unique aspect to their overall credit profile such that they are not afforded an "A" rated credit source or that the business owner(s) do not have an "A" rated personal credit history.

Pawnee added a new product offering to a limited number of its broker network in late 2008. This additional "B" market product, now offered to most of Pawnee's brokers, referred to as "B+" complements Pawnee's long standing core "B" product, by offering funding to lessees that have stronger credit profiles than Pawnee has considered in the past.

Assessed as lower risk business than Pawnee's traditional "B" business, "B+" lessees receive funding based on rates that typically range from 14-26%. At September 30, 2010, less than 18% of Pawnee's lease receivables consisted of the "B+" product. Pawnee expects its "B+" product to continue to gain market share.

As the U.S. economy continues to be weak, fewer individuals are starting new businesses and many existing businesses are hesitant to acquire new equipment and thus require less funding. Pawnee has, as a result, been experiencing weak demand for its core leasing product in 2010. Pawnee's lease originations for the newer "B+" product as a percentage of total lease originations have been increasing over the last year.

The start-up and "B" credit segments of the micro and small-ticket leasing market have historically been, and continue to be, more sensitive to monthly lease payment amounts than to the effective rates of interest charged to lessees.

Pawnee's business model is different from certain other leasing, equipment finance, consumer, sub-prime mortgage and finance companies in a number of important respects, including the following:



- Pawnee does not sell its leases, but rather retains its leases for their full term,
- Pawnee's revenues are derived directly from its leases and are not derived from (and therefore, and more importantly, Pawnee's revenues are not dependent upon) fees from the sale of its portfolio of leases, and
- not only is there significant geographic diversification (within the United States) within Pawnee's portfolio of leases, there is also significant diversification in terms of the equipment funded and the industries in which Pawnee's lessees operate. At September 30, 2010:
  - no state represented more than 9.7% of the number of Pawnee's total active leases, with the exception of California which represented 11.6%;
  - Pawnee financed over 70 equipment categories, with its five largest categories by volume, being restaurant, auto repair, titled trucks and trailers, beauty salon and fitness equipment, which combined accounted for 52.5% of the number of active leases;
  - its lessees operated in over 85 different industry segments, with no industry concentration accounting for more than 15.1% of its number of active leases;
  - no lessee accounted for more than 0.01% of its total lease portfolio; and
  - its largest source of lease originations accounted for 20.2% of its leases in the nine-months ended September 30, 2010, and its ten largest origination sources accounted for 43.4% of its leases.

Pawnee's revenues and fundings are not dependent upon continuously finding third party buyers for its lease portfolio (where demand is driven by factors such as prevailing interest rates and the quality of other available portfolios and other available investments). Rather, Pawnee has a continuing lending facility.

As of September 30, 2010, Pawnee employed approximately 40 full-time equivalent employees, over one-third of whom are dedicated to collection and default remediation.

#### SHERWAY LP AND LEASE-WIN

Sherway LP, through its Acura Sherway dealership, sells new Acura brand vehicles and related automobile services and products, and also sells used vehicles of various brands.

Lease-Win had 607 leases in its portfolio under administration with remaining scheduled lease payments totaling approximately \$12.3 million as at September 30, 2010. As of September 1, 2008, Lease-Win ceased originating new leases other than extensions with existing customers and a very small volume of leases on behalf of one originator, until the contract with that one originator terminated in February 2009. Virtually all of Lease-Win's leases are open-ended leases, which limits Lease-Win's exposure to losses where the fair market value of a leased vehicle is less than its residual value at the end of the lease term.

The Fund's automotive business follows a seasonal pattern, with revenue and net earnings traditionally being significantly lower in the first quarter than in other quarterly periods.





# **MANAGEMENT'S DISCUSSION AND ANALYSIS**

The following management's discussion and analysis ("MD&A") is a review of the financial condition and results of operations of Chesswood Income Fund ("Chesswood" or the "Fund") for the three and nine-months ended September 30, 2010. This discussion should be read in conjunction with the consolidated financial statements and accompanying notes of the Fund for the three and nine-months ended September 30, 2010, and the consolidated financial statements and accompanying notes of the Fund for the year ended December 31, 2009 set forth in the Fund's 2009 Annual Report. The financial statements of the Fund are prepared in accordance with Canadian generally accepted accounting principles ("GAAP"). The fiscal year of the Fund ends on December 31. The date of this MD&A is October 29, 2010.

This discussion contains forward-looking statements. Please see "Forward-Looking Statements" for a discussion of the risks, uncertainties and assumptions relating to these statements. This discussion also makes reference to certain non-GAAP measures to assist in assessing the Fund's financial performance. Non-GAAP measures do not have any standard meaning prescribed by GAAP and are therefore unlikely to be comparable to similar measures presented by other issuers. See "Non-GAAP Measures" for the definition of and reconciliation to GAAP measures of EBITDA, Adjusted EBITDA and Distributable Cash.

All dollar amounts in this MD&A are Canadian dollars, unless otherwise indicated.

Our annual information form in respect of the fiscal year ended December 31, 2009 is available on SEDAR at www.sedar.com, and provides additional information and should be read in conjunction with this report, management's discussion and analysis, financial statements and notes thereto.

## **2010 EVENTS**

In January 2010, the holders of the Fund's convertible debentures elected to exercise their conversion rights and were issued an aggregate of 999,997 trust units of the Fund ("Fund Units"), in accordance with the conversion price of \$3.50 per unit provided by the convertible debentures. On conversion, the equity amount of the convertible debentures was also transferred to Fund Unit capital. Debentures with a principal amount of \$2.8 million (out of the \$3.5 million convertible debentures) were held by directors of Chesswood GP Limited, which is a wholly-owned subsidiary of the Fund, and were converted to 787,141 Fund Units.

In June 2010, Pawnee paid U.S.\$3.59 million, followed by an additional U.S.\$1.65 million in mid-September, for income tax installments, as the bonus depreciation tax incentive in the Creating Small Business Jobs Act of 2010 had not yet been passed in Congress. On September 27, 2010, that Act was passed with retroactive bonus depreciation to January 1, 2010, thus Pawnee expects to receive a refund of the U.S.\$5.24 million installments paid when the 2010 tax return is filed and processed in 2011.

During the nine-month period ended September 30, 2010, Lease-Win has paid \$784,000 in income taxes relating to 2009, which was included in accounts payable at December 31, 2009; and \$673,000 in tax installments relating to 2010 which is included in prepaid income taxes.

In July 2010, the Fund raised \$5.28 million through the issuance of 1,320,799 Fund Units under a rights offering. The net proceeds from the offering are being used to support the growth of Pawnee as well as general corporate purposes.

In September 2010, Pawnee renewed and expanded its credit facility which was due to mature in May 2011. The credit facility limit has been increased by U.S.\$2.5 million to U.S.\$55 million, while the accordion feature of the loan agreement has been increased to U.S.\$85 million from U.S.\$65 million. As of September 30, 2010, U.S.\$38.4 million was outstanding under the facility and Pawnee had capacity to draw up to and in excess of the U.S.\$55.0 million commitment and remain within the borrowing base under the facility. The Fund contributed U.S.\$2 million to Pawnee in conjunction with the new credit facility to support Pawnee's growth. Legal and other financing costs totaling U.S.\$430,000 were incurred and will be amortized over the term of the facility. Legal and other financing costs totaling U.S.\$75,000 relating to the former facility were expensed during the third quarter of 2010.

During the three-months ended September 30, 2010, Sherway LP extended its lease for its premises until June 30, 2017 with an option for an additional five years. As part of this lease extension, approximately \$200,000 in total leasehold improvements were



completed, of which the landlord paid for half. In accordance with accounting rules, \$200,000 was capitalized to property and equipment and will be amortized over the remaining term of the lease, and the \$100,000 paid by the landlord will be credited against rent expense over the same term.

Pawnee has experienced a significant drop in delinquent leases and net charge-offs throughout 2010. In the nine-months ended September 30, 2010, Pawnee's actual net charge-offs totaled U.S.\$6.0 million compared to U.S.\$8.8 million in the same period in the prior year, a decrease of U.S.\$2.8 million year-over-year. Pawnee's gross lease receivable for leases with payments over 30 days delinquent at December 31, 2009 totaled 6.23% compared to 3.58% at September 30, 2010, a decrease of 2.65%. During the nine-month period ended September 30, 2010, the provision for credit losses totaled \$3.4 million compared to \$11.2 million in the same period in the prior year, a decrease of \$7.7 million year-over-year or 68.8%. This decrease in the provision for credit losses was the predominant reason for the increase in operating income year-over-year. For the nine-months ended September 30, 2010, Pawnee's non-cash decrease in allowance for doubtful accounts totaled U.S.\$2.8 million compared to a non-cash increase of U.S.\$527,500 in the allowance for doubtful accounts in the same period in 2009.

# FORWARD-LOOKING STATEMENTS

In this report, management makes statements that are considered forward-looking statements. Forward-looking information consists of disclosure regarding possible events, conditions or results that is based on assumptions about future economic conditions and courses of action. Wherever used, the words "may", "could", "should", "will", "anticipate", "intend", "expect", "plan", "predict", "believe", and similar expressions identify forward-looking statements. These statements reflect management's current beliefs and are based on information currently available to management, but indicate management's expectations of future growth, results of operations, business performance, and business prospects and opportunities.

Forward-looking statements should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether, or the times at which, such performance or results will be achieved. Forward-looking statements are based on information available at the time they are made, assumptions made by management, and management's good faith belief with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in forward-looking statements, historical results or current expectations. The Fund assumes no obligation to publicly update or revise its forward-looking statements even if experience or future changes make it clear that any projected results expressed or implied therein will not be realized.

The Fund operates in a dynamic environment that involves various risks and uncertainties, many of which are beyond the Fund's control and which could have an effect on the Fund's business, revenues, operating results, cash flow, distributable cash and financial condition, including without limitation:

- continuing access to required financing;
- continuing access to products to allow us to hedge our exposure to changes in interest rates;
- risks of increasing default rates on leases;
- our provision for credit losses;
- increasing competition;
- increased governmental regulation of the rates and methods we use in financing and collecting on our leases;
- dependence on key personnel; and
- general economic and business conditions.



Readers should also carefully review the risk factors described under "Risk Factors" below and the risk factors described in the Fund's annual information form filed with various Canadian securities regulatory authorities through SEDAR (the System for Electronic Document Analysis and Retrieval) at www.sedar.com.

# **KEY PERFORMANCE INDICATORS - PAWNEE**

Management regularly evaluates and analyzes key performance indicators, including the following, to more effectively operate Pawnee's business:

Pawnee Portfolio Statistics (in U.S.\$ thousands except # of leases and %'s)

1 awnee 1 of tiono Statis		Dec 31	Mar 31	June 30	Sep 30	Dec 31	Mar 31	June 30	Sep 30
	Sep 30 2008	2008	2009	2009	2009	2009	2010	2010	2010
	2008	2008	2009	2009	2009	2009	2010	2010	2010
Number of leases									
outstanding (#)	6,899	6,980	7,059	7,021	7,134	7,092	7,079	7,191	7,363
Gross lease receivable									
("GLR") <sup>(1)</sup>	\$97,921	\$101,324	\$104,037	\$103,896	\$105,225	\$104,156	\$103,742	\$104,541	\$105,908
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Residual receivable	\$12,970	\$13,066	\$13,261	\$13,035	\$13,018	\$12,914	\$12,931	\$13,104	\$13,416
Net investment in leases,									
before allowance	\$76,303	\$78,558	\$80,620	\$80,631	\$81,283	\$80,637	\$80,605	\$81,709	\$83,484
G 2 1 2	60.075	60.022	60.142	60.020	eo 222	60.102	eo 204	eo 222	eo (15
Security deposits	\$8,975	\$9,022	\$9,142	\$9,038	\$9,223	\$9,192	\$9,204	\$9,332	\$9,615
Allowance for doubtful									
accounts	\$10,604	\$11,150	\$11,461	\$11,658	\$11,688	\$11,674	\$11,145	\$10,099	\$8,829
Over 31 days delinquency									
(% of GLR) (2)	7.62%	6.90%	6.34%	5.88%	6.44%	6.23%	4.54%	3.79%	3.58%
Net charge-offs for the three									
months ended	\$2,648	\$2,827	\$3,091	\$3,083	\$2,695	\$2,793	\$2,576	\$2,030	\$1,428
Provision for credit losses									
for the three months ended	\$3,465	\$3,373	\$3,402	\$3,275	\$2,720	\$2,779	\$2,047	\$984	\$158

#### Notes:

## Lease Application, Approval and Origination Volume

Management regularly reviews lease application, lease approval and lease origination volumes, for trends that may indicate changes in the economic or competitive landscape that may necessitate adjustments in Pawnee's approach to doing business in its market segments. Pawnee also uses this data in its forecasting and budgeting process. Management reviews application approval data to analyze and predict shifts in the credit quality of Pawnee's lease applicants, and looks at individual broker approval rates to determine whether a broker is submitting applications that meet Pawnee's credit criteria. Pawnee refers to total lease originations as a percentage of leases approved as the "closing ratio". Pawnee tracks and reviews the closing ratio to aid management in determining the efficiency and effectiveness of Pawnee's origination processes. Significant changes in any of these key metrics will usually result in a more detailed review, which may include review of broker, industry or equipment type, equipment cost, or geographic areas for specific results.

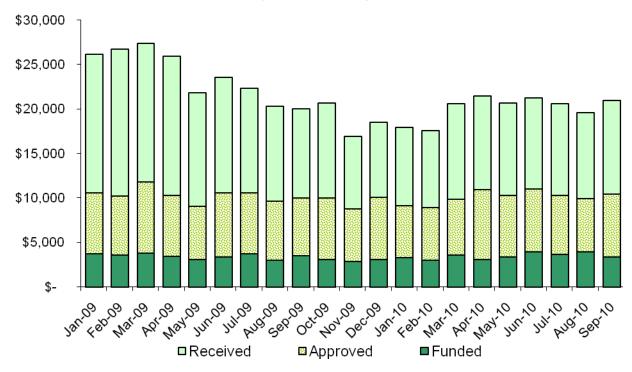
<sup>(1)</sup> Excludes residual receivable.

<sup>(2)</sup> Over 31-days delinquency includes non-accrual gross lease receivables. Pawnee ceases to accrue interest income on leases after they become 94 days contractually past due unless information indicates that an earlier cessation of income is warranted and charges-off leases when they become 154 days contractually past due, unless information indicates that an earlier charge-off is warranted.



## Lease Application, Approval and Origination Volume

(in thousands U.S.\$)



From September 2008 through March 2009, Pawnee's application flow was higher than normal as a result of a market "correction". During this time, many of its competitors left the market due to a variety of competitive reasons including: lack of funding, return to their core markets, and poor portfolio performance.

#### Asset Quality

Pawnee is a niche specialty leasing company that is focused on doing business with commercial enterprises that are not usually considered by conventional financing sources and that generally have a higher risk profile. This exposes the firm to a greater risk level; however management has built an operating model that is based on managing this risk. As a result, Pawnee has been able to generate greater margins with lower volume than many typical lease or finance companies.

Risk management begins with carefully selecting which independent brokers Pawnee does business with. All brokers must have personal credit profiles acceptable to Pawnee, industry references and preferably have been active in the equipment finance industry for a minimum of one year. Two regional marketing managers are responsible for training and for developing a knowledge base with new and existing brokers regarding Pawnee's underwriting policies and procedures. This training process is very important in ensuring that neither the broker nor Pawnee spend extraordinary time in reviewing and handling applicants that can't meet Pawnee's basic qualifications. The managers are also responsible for monitoring the brokers for credit application review and closing efficiencies, including applications submitted, approved and ultimately funded.

The Pawnee credit process is not the automated scoring procedure typical of high volume equipment finance companies. A credit analyst reviews each application and manually completes a proprietary credit matrix, which is used as a guide for reaching a prudent credit decision. The matrix is designed to ensure that all of Pawnee's analysts are consistent in their review of applications. Analysts are available to directly assist brokers submitting lease applications and communicate credit decisions, including what would make an applicant more likely to be approved. Four basic principles underscore all credit decisions: (i) all business owners must personally guarantee the lease and must therefore submit their personal credit information for consideration; (ii) all scheduled lease payments must be paid through direct debit; (iii) all leases must be on Pawnee's standard proprietary lease



documentation; and (iv) all leases assigned to Pawnee must be approved by Pawnee in accordance with the same criteria used in originating its own leases.

Pawnee's credit matrix undergoes continual review by management, in addition to periodic assessment by outside professionals with statistical expertise.

#### **Operating Efficiency**

Pawnee manages operating performance using, in addition to other tools, a comprehensive budgetary review process. Included in this review are line-item-level comparisons of revenues and expenses to budget and trend data for the period then ended. If management finds there is a significant or unusual variance from budget or expectations, management will review the variance in detail and take corrective action, if necessary. Management focuses its attention on significant changes from projections and takes appropriate action, as necessary.

Pawnee's static pool loss analysis measures lease loss performance by identifying a finite pool of lease originations and segmenting this pool into discrete quarterly or annual vintages according to when the leases were originated. Poorly performing brokers, geographic areas, equipment types and industries are reviewed in more detail to determine if there is a systematic or other identifiable cause on which corrective action can be taken. For example, if management determines that Pawnee has unusually high losses on leases for a particular type of equipment, management may raise the minimum required credit matrix score for those leases to be approved or stop originating leases of that equipment type altogether.

#### **Collections**

The ability to efficiently service and collect on leases is critical in achieving appropriate profit margins and stable cash flows. Management of Pawnee recognizes the importance of the ability to collect on leases and, as such, a great deal of emphasis is placed on the employment and retention of experienced collection personnel. Over one-third of Pawnee's personnel dedicate their activities to the collections process. Pawnee's collections department is structured to systematically and quickly resolve delinquent leases whenever possible, mitigate losses and collect post-default recovery dollars.

Pawnee's collections activities begin when a lease initially becomes delinquent. An account is recognized as troubled if for any reason the direct debit payment is not successfully received on the required due date – the account is immediately considered delinquent. When the lease becomes 31 days past due, or earlier if the collector recognizes that the problem is something more significant than a past due payment, the lease is referred to the appropriate negotiation, repossession/remarketing, bankruptcy or legal specialist on the Advanced Collection team. Pawnee regularly remediates a high percentage of leases that go initially past due.

The Advanced Collection team's objective is to minimize Pawnee's loss through a combination of collecting payments, writing forbearances, repossessing and selling leased equipment, initiating lawsuits and, most importantly, negotiating settlements. After 154 days of delinquency, or earlier if the Advanced Collection team determines the account is uncollectible, the lease is charged off.

After an account is charged off, it may continue to be handled internally when collection prospects for recovery through a personal guarantor or other remedy are considered good. If not, it is normally assigned to an independent collection agency for additional collection efforts. At this stage in the collections process, the primary sources of recovery are payments on restructured accounts, settlements with guarantors, equipment sales, litigation and bankruptcy court distributions.

Throughout the collections process, Pawnee's repossession/remarketing specialists perform a wide variety of functions, including acting on repossession requests from any collector, managing third-party vendors that perform repossession activities, working with remarketers to establish and approve the selling price on all repossessed equipment, and selling equipment on behalf of Pawnee.



# **KEY PERFORMANCE INDICATORS – SHERWAY LP**

Management monitors and analyzes a number of key indicators of the Acura Sherway dealership's operations, by profit centre/department. One key indicator for each department is the level of gross margins being generated - on a per unit and total volume basis. This measure, along with other metrics that may vary amongst departments, as applicable, is monitored daily, weekly and monthly. The analyses of these various metrics allows management to react quickly to trends, concerns and opportunities in each department, on a daily, weekly and/or monthly basis.

# **NON-GAAP MEASURES**

The Fund provides non-GAAP measures as supplementary information. Management believes EBITDA, Adjusted EBITDA and distributable cash are useful measures in evaluating the performance of the Fund and in determining whether to invest in Fund Units. Specifically, management views distributable cash as an operating performance measure, as it is a measure generally used by Canadian income trusts as an indicator of financial performance. As the Fund will distribute substantially all of its distributable cash on an on-going basis, and since EBITDA and Adjusted EBITDA are metrics used by many investors to compare issuers on the basis of the ability to generate cash from operations, management believes that, in addition to net income (loss), EBITDA and Adjusted EBITDA are useful supplemental measures from which to make adjustments to determine distributable cash.

EBITDA, Adjusted EBITDA and distributable cash are not earnings measures recognized by GAAP and do not have standardized meanings prescribed by GAAP. Therefore, EBITDA, Adjusted EBITDA and distributable cash may not be comparable to similarly titled measures presented by other issuers. Investors are cautioned that EBITDA, Adjusted EBITDA and distributable cash should not be construed as an alternative to net income (loss) determined in accordance with GAAP as indicators of Chesswood's performance or to cash flows from operating, investing and financing activities as measures of liquidity and cash flows.

Definitions of EBITDA and Adjusted EBITDA

"EBITDA" is defined as net income (loss) adjusted to exclude interest, income taxes, depreciation and amortization.

"Adjusted EBITDA" is defined as EBITDA adjusted for (i) interest on leasing and vehicle credit lines, (ii) non-cash gain (loss) on interest rate swaps, (iii) non-cash unrealized gain (loss) on foreign exchange, (iv) elimination of the effects of Accounting Guideline 12 of the Canadian Institute of Chartered Accountants (which is described in Accounting for the Securitization of Leases and Off-Balance Sheet Arrangements under Critical Accounting Policies and Estimates) from Lease-Win's results to provide for a constant yield basis of revenue recognition over the term of Lease-Win's securitized leases, (v) non-cash unit compensation expenses, and (vi) the non-cash loss on sale of property and equipment. See "Distributable Cash" for a reconciliation of EBITDA and Adjusted EBITDA to net income.

# **DISTRIBUTABLE CASH**

Distributable cash is not a defined term under GAAP, but is derived from Adjusted EBITDA, which in turn is derived from net earnings, which is a measure recognized under GAAP. Management believes that distributable cash is a useful supplemental measure of performance as it provides investors with an indication of the amount of cash available for distribution to unitholders. Distributable cash should not be used as an alternative to using net income as a measure of profitability or as an alternative to the statement of cash flows.

Management of the Fund calculates distributable cash, using an operations approach, as the aggregate amount the Fund's subsidiaries can distribute up to the Fund in compliance with their bank covenants, is based on GAAP (or U.S. GAAP) net income with a few adjustments. Management believes that cash flows from operations is not an appropriate measure from which to derive distributable cash for the Fund because normal day-to-day lease financing transactions are required to be grouped under financing and investing activities in accordance with GAAP and therefore cash flows from operations does not reflect these core activities. Management believes that by calculating distributable cash with reference to, and providing a reconciliation of distributable cash with, net income, the Fund's financial disclosure provides the most transparent evaluation of the Fund's performance, being the income generated by the Fund's operating entities which can actually be used for distribution. Our method of calculating



distributable cash may not be comparable to similarly titled items reported by many other issuers but is intended to provide greater transparency in the circumstances of the Fund.

	For th	ne three mon	ths ended	For the nine-
	March 31,	June 30,	September 30,	months ended
	2010	2010	2010	September 30,
(\$ thousands except per unit amounts)				2010
Net income	\$825	\$1,455	\$2,419	\$4,699
Interest expense	695	704	872	2,271
Income tax provision	896	1,022	1,173	3,091
Amortization expense	186	184	185	555
EBITDA (1)	2,602	3,365	4,649	10,616
Foreign exchange (gain) loss	(9)	4	77	72
Interest rate swap mark-to-market loss	259	841	558	1,658
Unit-based compensation expense	109	302	250	661
Elimination of AcG-12 in Lease-Win	22	61	(57)	26
Interest on leasing lines	(695)	(704)	(872)	(2,271)
Adjusted EBITDA (1)	2,288	3,869	4,605	10,762
Income Taxes – Pawnee	(879)	(1,085)	(1,235)	(3,199)
Amortization expense – Pawnee	(22)	(23)	(23)	(68)
Capital expenditures	(3)	(2)	(104)	(109)
Distributable cash (I)	\$1,384	\$2,759	\$3,243	\$7,386
Total distributions declared to unitholders	\$971	\$976	\$1,293	\$3,240
Distributions declared per unit	\$0.105	\$0.105	\$0.12	\$0.33

<sup>(1)</sup> EBITDA, Adjusted EBITDA and Distributable cash are non-GAAP measures. See "Non-GAAP Measures" for a definition of EBITDA, Adjusted EBITDA and Distributable cash.

On July 6, 2007, the Canadian Securities Administrators amended National Policy 41-201 - Income Trusts and Other Indirect Offerings. The revised policy is intended to promote further transparent disclosure for investors with respect to presentation of distributable cash. On July 18, 2007, the Canadian Institute of Chartered Accountants ("CICA") issued its interpretive release "Standardized Distributable Cash in Income Trusts and Other Flow-Through Entities: Guidance on Preparation and Disclosures". This interpretive release provides guidance on reporting Standardized Distributable Cash in the MD&A of income trusts and other flow-through entities. It supplements the non-GAAP financial measures discussion provided in CICA's "Canadian Performance Reporting Board (CPRB) 2004 publication Management's Discussion and Analysis: Guidance on Preparation and Disclosure". Although this guidance related to disclosure of distributable cash has been issued, a range of alternative disclosures and definitions persist in practice. Other income trusts and the investment community employ various definitions and calculations of distributable cash and the related distribution percentage that can produce significantly differing results.

Canadian Securities Administrators Notice 52-306 – Non-GAAP Financial Measures and National Policy 41-201 concluded that distributable cash is, in all circumstances, a cash flow measure, and that distributable cash is fairly presented only when reconciled to cash flows from operating activities as presented in the issuer's financial statements. Although, for the reasons detailed above, management does not believe that reconciliation of distributable cash to cash flows from operating activities is as useful a presentation in the circumstances of the Fund as the reconciliation of distributable cash to net income, a reconciliation to cash flows from operating activities is presented below. To arrive at distributable cash various adjustments, all of which are derived from actual financial results, are made to cash generated from operating activities, details of which are as follows:



Cash Flow Available for Distribution (\$ thousands)	For the three-months ended September 30,		For the nine-months ended September 30,	
(\$ thousands)	2010	2009	2010	2009
Cash (used in) provided by operating activities	\$6,501	\$8,389	\$9,194	\$24,506
Less: Non-cash items added back to cash provided by operating activities			, ,	
Accretion expense on lease financing (a)	(115)	(23)	(171)	(115)
Gain on sale of leased vehicles	36	61	113	301
Provision for credit losses (a)	(898)	(3,601)	(5,576)	(13,251)
Provision for income taxes (a)	(1,173)	(890)	(3,091)	(1,044)
Provision for income taxes – exclude non-cash taxes relating to Canadian automotive operations	(62)	-	(108)	
Amortization relating to Pawnee (a)	(23)	(22)	(68)	(63)
Subtotal	\$4,266	\$3,914	\$293	\$10,334
Amortization of securitization servicing liability (b) AcG-12 impact (b)  Subtotal	29 (58) (4) \$4,262	37 55 215 \$4,129	88 26 273 \$566	125 239 674 \$11,008
Less: Changes in non-cash working capital items relating to operations (	c)		·	Ψ11,000
Accounts receivable (d)	(193)	(51)	(1)	77
Inventories (e)	(2,009)	(2,925)	350	(3,522)
Prepaid and other assets (f)	(32)	421	(95)	(174)
Prepaid income taxes (f)	1,582	(515)	6,020	(3,304)
Accounts payable and accrued liabilities (f)	(264)	47	655	(602)
Non-cash working capital items sub-total	(916)	(3,023)	6,929	(7,525)
Subtotal	\$3,346	\$1,106	\$7,495	\$3,483
Capital expenditures (g)	(104)	(53)	(109)	(365)
Cash flow available for distribution	\$3,242	\$1,053	\$7,386	\$3,118

- (a) Pawnee's dividends issued up to the Fund are subject to compliance with all bank covenants and may not exceed 95% of Pawnee's consolidated net income, as determined in accordance with U.S. GAAP, excluding mark-to-market adjustments for interest rate swaps. Under the new loan agreement entered into on September 24, 2010, Pawnee's permitted dividends issued up to the Fund would be reduced to 90% of consolidated net income, as determined in accordance with GAAP, excluding mark-to-market adjustments for interest rate swaps, should Pawnee's leverage rise to a specified level. Thus there are a number of non-cash items on the Statement of Cash Flows that cannot be considered in the calculation of cash flow available for distribution.
- (b) Under GAAP, the Consolidated Statement of Cash Flows deducts non-cash items relating to Lease-Win leases that are securitized and accounted for using AcG-12, but does not consider any adjustment for the actual effective yield interest earned on the securitized leases during the period, less any interest paid to the securitization company.
- (c) Changes in non-cash working capital items various working capital items, including but not limited to the timing of receivables collected and payment of payables and accruals, can have a significant impact on the determination of cash flow available for distribution. Accordingly, management excludes the impact of changes in non-cash working capital items to remove the resulting variability of including such amounts in the determination of cash flow available for distribution. As well, based on bank covenants, the subsidiaries are unable to adjust for these non-cash working capital changes to calculate cash flow that they can send up to the Fund. Even though this is included in cash provided by operations on the Consolidated Statement of Cash Flows per GAAP, it should not be included to calculate cash flow



- available for distribution as a result of the bank covenants. Realized changes in working capital are typically funded from excess cash flow or the Fund's subsidiaries' credit facilities.
- (d) The accounts receivable balance principally relates to the Acura Sherway dealership and includes amounts due from the manufacturer for financing contracts in transit, which are typically collected within seven to ten days, and are usually at their highest levels at month end. Vehicle receivable balances fluctuate throughout the year based on seasonality, and sales volumes of the industry. Any fluctuation is temporary in nature and is typically funded from existing working capital at the dealership or the dealership's credit facilities. There is no impact on cash flow available for distribution.
- (e) Inventory balances, comprised predominantly of vehicles at the automotive operations also fluctuate throughout the year based on seasonality, sales volumes and market conditions. Vehicle inventory is financed through vehicle financing credit facilities. The changes in the vehicle financing credit facilities are included in financing activities on the Consolidated Statements of Cash Flows. Any fluctuation in inventory is typically offset by fluctuations in vehicle financing or existing working capital at the dealerships. There is no impact on cash flow available for distribution.
- (f) The prepaid expenses and other assets are not expected to change significantly and the changes in prepaid expenses and other assets are typically funded from existing working capital at the subsidiaries or the subsidiaries' credit facilities. Management does not expect changes in accounts payable and accrued liabilities to be significant, and changes in accounts payable and accrued liabilities are typically funded from existing working capital or the Fund's subsidiaries' credit facilities.
- (g) The Fund's operating businesses do not regularly require significant capital asset expenditures or depend on capital-intensive operations. Annual capital expenditures can typically be funded by excess cash flow from operations. In September 2010, Acura Sherway performed leasehold improvements generating the majority of the capital expenditures noted above (in July 2009, Pawnee completed its conversion to a new management operating system).

Management believes that adjusting for certain non-cash items added back to net income, and non-cash working capital items is necessary to provide a more meaningful understanding of sustainable cash flows as shown in the table entitled Cash Flows Available for Distribution. These adjustments relating to non-cash items are known and somewhat predictable in nature.

In accordance with National Policy 41-201, the following table compares both cash generated from operating activities and net income to distributions paid to unitholders:

	For the three-m	For the three-months ended Septem		onths ended
	2010	2009	2010	2009
•	(\$ thouse	ands)	(\$ thouse	ands)
Cash provided by operating activities	\$6,501	\$9,569	\$9,194	\$16,080
Net income	\$2,419	\$2,142	\$4,699	\$2,698
Distributions paid to unitholders	\$1,192	\$636	\$3,057	\$1,282
Excess of cash provided by operating activities over distributions paid to unitholders	\$5,309	\$8,933	\$6,137	\$14,798
Excess of net income over distributions paid to unitholders	\$1,227	\$1,506	\$1,642	\$1,416

Cash provided by operating activities is significantly higher than distributions paid to unitholders; the primary reasons for the difference is outlined in the previous table entitled Cash Flow Available for Distribution. The Distributable Cash table on page 8 outlines the primary reasons for the differences between net income and Distributable Cash.



# SELECTED QUARTERLY FINANCIAL INFORMATION

	For the three-months ended		For the nine months ended	
<u>Fiscal 2010</u>	March 31,	June 30,	September 30,	September 30,
(\$ thousands except per unit figures)	2010	2010	2010	2010
Revenue	\$18,257	\$20,442	\$20,140	\$58,839
Gross profit	8,833	8,963	9,173	26,969
Income before tax, and gain (loss) on foreign				
exchange and interest rate swaps	1,971	3,322	4,227	9,520
Income before tax	1,721	2,477	3,592	7,790
Income tax provision	896	1,022	1,173	3,091
Net income	825	1,455	2,419	4,699
Basic income per unit	\$0.09	\$0.16	\$0.22	\$0.48
Diluted income per unit	\$0.09	\$0.15	\$0.21	\$0.46
Total assets	118,729	127,839	133,542	133,542
Total long-term financial liabilities	57,416	65,317	66,656	66,656
Other Data				
Adjusted EBITDA (1)	\$2,288	\$3,869	\$4,605	\$10,762
Distributable cash	1,384	2,759	3,243	7,386
Distributions declared	971	976	1,293	3,240
Distributions declared per unit (1)(2)	\$0.105	\$0.105	\$0.12	\$0.33

<u>Fiscal 2009</u>		E d d	-months ended		For the year
	3.6 1.21	ended			
(\$ thousands except per unit figures)	March 31,	June 30,	September 30,	December 31,	December 31,
	2009	2009	2009	2009	2009
Revenue	\$16,408	\$21,698	\$20,783	\$19,110	\$77,999
Gross profit	9,930	10,040	8,779	9,067	37,816
Income before tax, and gain (loss) on foreign					
exchange and interest rate swaps	734	1,337	1,328	1,773	5,172
Income before tax	721	2,283	1,259	2,046	6,309
Income tax provision (recovery) (3)	165	141	568	2,370	3,244
Net income	556	2,142	691	(324)	3,065
Basic and diluted income per unit	\$0.07	\$0.25	\$0.08	(\$0.04)	\$0.36
Total assets	149,563	133,511	121,410	118,791	118,791
Total long-term financial liabilities	80,641	70,958	65,919	63,438	63,438
Other Data					
Adjusted EBITDA (1)	\$1,142	\$1,739	\$1,775	\$2,230	\$6,886
Distributable cash	855	1,210	1,053	748	3,866
Distributions declared	636	634	751	743	2,764
Distributions declared per unit (1)(2)	\$0.075	\$0.075	\$0.090	\$0.090	\$0.330

Fiscal 2008					For the year
		For the thr	ee-months ended		ended
(\$ thousands except per unit figures)	March 31,	June 30,	September 30,	December 31,	December 31,
	2008	2008	2008	2008	2008
Revenue	\$22,907	\$23,321	\$19,717	\$17,960	\$83,905
Gross profit	9,342	9,422	8,915	9,631	37,310
Income before tax, goodwill impairment and loss					
on foreign exchange and interest rate swaps	212	1,129	718	628	2,687
Income (loss) before tax	(560)	(13,107)	225	(959)	(14,401)
Income tax provision (recovery) (3)	(307)	479	152	(1,895)	(1,571)
Net income (loss)	(253)	(13,586)	73	936	(12,830)
Basic and diluted income (loss) per unit	(0.03)	(1.59)	0.01	0.10	(1.51)
Total assets	138,978	120,857	121,307	144,524	144,524
Total long-term financial liabilities	69,154	67,199	68,084	77,926	77,926
Other Data					
Adjusted EBITDA (1)	\$451	\$1,438	\$1,067	\$1,248	\$4,204
Distributable cash	688	909	815	2,459	4,871
Distributions declared	1,207	1,230	774	598	3,809
Distributions declared per unit (1)(2)	\$0.171	\$0.171	\$0.107	\$0.075	\$0.524

<sup>(1)</sup> Adjusted EBITDA and Distributable cash are non-GAAP measures. See "Non-GAAP Measures" for the definitions of EBITDA and Adjusted EBITDA. See "Distributable cash" for a description of the calculation methodology for Distributable cash, and for a reconciliation of EBITDA, Adjusted EBITDA and Distributable cash to net income.

# RESULTS OF OPERATIONS FOR THE NINE-MONTHS ENDED SEPTEMBER 30, 2010 AND 2009

Pawnee's U.S. dollar results for the nine-months ended September 30, 2010 were converted at approximately 1.0356, which was the average exchange rate for the nine-month period. The U.S. dollar results for the nine-months ended September 30, 2009 were converted at approximately 1.1701 which was the average exchange rate for the corresponding period.

Revenue from automotive operations totaled \$36.9 million in the nine-months ended September 30, 2010 compared to \$35.7 million for the same period in the prior year, an increase of \$1.2 million or 3.4% year-over-year. Vehicle sales at Acura Sherway decreased by 10 vehicles during the nine-month period compared to the same period in the prior year, however the average sales price was \$4,000 higher and these differences were the predominant reason for the increase of \$1.2 million in revenue.

The automotive operations generated \$5.0 million in gross profit for the nine-months ended September 30, 2010 compared to \$5.6 million in the same period in the prior year, a decrease of \$582,000 or 10.4%. Gross profit at Acura Sherway decreased by \$267,000 in the nine-months compared to the same period in the prior year as the average cost of sale per vehicle increased more than the increase in average sales price, coupled with a decrease in gross profit from service and parts of \$114,000. Gross profit from Lease-Win decreased by \$315,000 in the nine-months compared to the same period in the prior year predominantly from the decrease in income resulting from fewer leases outstanding and ancillary income earned when leases terminate.

<sup>(2)</sup> Based on weighted average units outstanding during period.

<sup>(3)</sup> When the inter-company note was exchanged for equity on December 30, 2009 (see 2009 Annual Report under the heading "Inter-Company Debt Exchanged for Equity"), the deferred interest payable established in 2008 and 2009 required by GAAP (which eliminated on consolidation) was reversed and so was the future tax asset (which did not eliminate on consolidation), resulting in an increase in the income tax provision and future taxes payable on December 30, 2009. The 2009 increase in the income tax provision and future taxes payable totaled \$1.8 million ("tax effect on exchange of inter-company debt to equity"); of which approximately \$1.2 million related to recovery of income taxes booked in Q4-2008 and the remaining \$625,000 related to reduced tax expense reported in the first nine-months of 2009.



Direct financing lease income totalled \$18.7 million in the nine-months ended September 30, 2010 compared to \$19.6 million in the same period in the prior year; a decrease of approximately \$886,000 year-over-year predominantly due to a decrease of \$2.4 million from the change in the foreign exchange rates and an increase of \$1.6 million in direct financing lease income. In U.S. dollars, Pawnee's direct financing lease income totalled \$17.7 million in the nine-months ended September 30, 2010 compared to U.S.\$16.4 million in the same period in the prior year, an increase of approximately U.S.\$1.3 million compared to the same period in the prior year.

Ancillary lease and other income totaled \$3.3 million in the nine-months ended September 30, 2010 compared to \$3.6 million in the same period in the prior year, a decrease of \$312,000 year-over-year predominantly due to foreign exchange. In U.S. dollars, Pawnee's ancillary lease and other income increased approximately \$93,000 in the nine-month period compared to the same period in the prior year.

Salaries, commissions and benefits totaled \$5.9 million in the nine-months ended September 30, 2010 compared to \$5.6 million in the same period in the prior year, an increase of \$373,000. Compensation expense at the Fund increased by approximately \$507,000 predominantly due to the non-cash unit based compensation for trustees, directors and certain senior management. In U.S. dollars, Pawnee's salaries and benefits increased by approximately \$211,000, however with the effect of foreign exchange, Pawnee's salaries and benefits decreased, in Canadian dollars, by approximately \$92,000. Salaries at the Canadian automotive operations decreased in the nine-month period by approximately \$44,000 year-over-year.

During the nine-month period ended September 30, 2010, the provision for credit losses totaled \$3.4 million compared to \$11.2 million in the same period in the prior year; a decrease of \$7.7 million year-over-year. The \$7.7 million year-over-year decrease is comprised of a decrease of \$429,000 due to the change in foreign exchange rates and a decrease of \$7.3 million in the provision for credit losses. In the nine-month period, Pawnee's actual net charge-offs decreased by U.S.\$2.8 million year-over-year. For the nine-months ended September 30, 2010, Pawnee's non-cash decrease in allowance for doubtful accounts totaled U.S.\$2.8 million compared to a non-cash increase of U.S.\$527,500 in the allowance for doubtful accounts in the same period in 2009.

General and administrative expenses totaled \$5.3 million for the nine-months ended September 30, 2010 compared to \$4.9 million in the same period in the prior year, an increase of \$340,000, predominantly as a result of the recognition of costs of \$350,000 relating to the conversion of the Fund to a corporation, expected on or about January 1, 2011. As well, the withholding taxes on dividends from Pawnee increased by \$182,000 in the nine-months ended September 30, 2010 compared to the same period in the prior year due to increased dividends from Pawnee year-over-year. In U.S. dollars, Pawnee's general and administrative expenses increased by approximately \$148,600, however with the effect of foreign exchange, Pawnee's general and administrative expenses decreased, in Canadian dollars, by approximately \$143,000. General and administrative expenses at the Canadian automotive operations decreased in the nine-month period by approximately \$98,000 year-over-year.

Interest expense on long-term debt totaled approximately \$2.1 million in the nine-months ended September 30, 2010 compared to \$2.9 million in the same period in the prior year, a decrease of \$825,000 year-over-year. Pawnee's interest expense, on its lease financing, decreased by approximately \$525,000 year-over-year in the nine-month period. \$270,000 of the decrease related to the change in foreign exchange rates. Interest expense at the Fund decreased by \$260,000 year-over-year as a result of the conversion of the Fund's convertible debentures to Fund Units in January 2010. Lease-Win's interest expense decreased by \$41,000 year-over-year due to the decrease in lease financing debt outstanding.

Income before gains and losses on foreign exchange and interest rate swaps totaled \$9.5 million for the nine-months ended September 30, 2010 compared to \$3.4 million in the same period of the prior year, an increase of \$6.1 million.

The \$6.1 million increase in income is mostly the result of a \$7.4 million increase in operating income from Pawnee, predominantly from a decrease in provision for credit losses; offset by a \$350,000 increase in one-time general and administrative expenses at the Fund; \$368,100 decrease in income from the Canadian automotive operations (mainly at Lease-Win); and \$546,000 decrease in income as a result of the increase in non-cash unit based compensation expense for certain trustees, directors and senior management.



The mark-to-market adjustment to revalue the interest rate swaps at Pawnee created a non-cash loss of \$1.7 million in the nine-months ended September 30, 2010 compared to a non-cash gain of \$510,000 in the same period of the prior year, a decrease of \$2.2 million in income before taxes year-over-year.

The provision for income taxes for the nine-months ended September 30, 2010 totaled \$3.1 million compared to \$874,000 in the same period of the prior year, an increase of \$2.2 million. Prior to December 30, 2009, the Fund had reduced its taxable income and, therefore, its calculation of income tax expense by the tax effect of interest expense on intercompany notes that were eliminated on consolidation. The intercompany note was exchanged for equity on December 30, 2009, thus the Fund's taxable income is no longer reduced by this intercompany interest expense. For further details refer to our 2009 Annual Report. Approximately \$1.0 million of the increase in income tax expense is the result of the conversion of the inter-company note for equity. The remaining increase in income tax expense is due to the year-over-year increase in income before taxes.

For the nine-months ended September 30, 2010, the Fund reported consolidated net income of \$4.7 million or \$0.48 income per Fund Unit, compared to net income of \$3.4 million or \$0.40 per Fund Unit in the nine-months ended September 30, 2009, an increase of \$1.3 million year-over-year. The \$1.3 million increase in net income year-over-year included the \$2.6 million decrease in the non-cash interest rate swap loss due to mark-to-market valuation and the foreign exchange gain and the increase in income tax provision of \$2.2 million year-over-year.

#### RESULTS OF OPERATIONS FOR THE THREE-MONTHS ENDED SEPTEMBER 30, 2010 AND 2009

Pawnee's U.S. dollar results for the three-months ended September 30, 2010 were converted at approximately 1.0391, which was the average exchange rate for the three-month period. The U.S. dollar results for the three-months ended September 30, 2009 were converted at approximately 1.0979 which was the average exchange rate for the corresponding period.

Revenue from automotive operations totaled \$12.7 million in the three-months ended September 30, 2010 compared to \$14.0 million for the same period in the prior year, a decrease of \$1.3 million or 9.3% year-over-year. Vehicle sales at Acura Sherway decreased by 38 vehicles during the three-month period compared to the same period in the prior year; and was the predominant reason for the decrease in revenue.

The automotive operations generated \$1.7 million in gross profit for the three-months ended September 30, 2010 compared to \$1.9 million in the same period in the prior year, a decrease of \$232,000 or 11.8%. Gross profit at Acura Sherway decreased by \$232,000 in the three-months compared to the same period in the prior year due to fewer vehicles being sold in the period.

Direct financing lease income totalled \$6.4 million in the three-months ended September 30, 2010 compared to \$5.7 million in the same period in the prior year; an increase of approximately \$621,000 year-over-year, predominantly due to a decrease of \$362,000 from the change in the foreign exchange rates and an increase of \$983,000 in direct financing lease income. In U.S. dollars, Pawnee's direct financing lease income totalled \$6.0 million in the three-months ended September 30, 2010 compared to U.S.\$5.1 million in the same period in the prior year, an increase of approximately U.S.\$885,000 in the three-month period compared to the same period in the prior year.

Ancillary lease and other income totaled \$1.1 million in the three-months ended September 30, 2010 relatively unchanged to the same period in the prior year. In U.S. dollars, Pawnee's ancillary lease and other income increased approximately \$55,000 in the three-month period compared to the same period in the prior year.

Salaries, commissions and benefits totaled \$2.1 million in the three-months ended September 30, 2010 compared to \$1.9 million in the same period in the prior year, an increase of \$222,000. In U.S. dollars, Pawnee's salaries and benefits increased by approximately \$169,000, with the effect of foreign exchange, Pawnee's salaries and benefits increased, in Canadian dollars, by approximately \$144,000. Commissions and benefits at the Canadian automotive operations decreased in the three-month period by approximately \$86,500 year-over-year due to decreased new and used vehicle sales. Compensation expense at the Fund increased by approximately \$143,000 due to the non-cash unit based compensation for trustees, directors and certain senior management.



During the three-month period ended September 30, 2010, the provision for credit losses totaled \$187,000 compared to \$3.0 million in the same period in the prior year; a decrease of \$2.8 million year-over-year. The \$2.8 million year-over-year decrease is comprised of an increase of \$94,000 due to the change in foreign exchange rates and a decrease of \$2.9 million in the provision for credit losses. In the three-month period, Pawnee's actual net charge-offs decreased by U.S.\$1.3 million year-over-year. Pawnee's non-cash decrease in allowance for doubtful accounts totaled U.S.\$1.3 million compared to a non-cash increase of U.S.\$25,000 in the allowance for doubtful accounts in the same period in 2009.

Interest expense on long-term debt totaled approximately \$817,000 in the three-months ended September 30, 2010 compared to \$781,000 in the same period in the prior year, an increase of \$36,000 year-over-year. Pawnee's interest expense on its lease financing increased by approximately \$130,000 year-over-year in the three-month period. Legal and other financing costs totaling U.S.\$75,000 relating to the former credit facility were expensed during the third quarter of 2010. Interest expense at the Fund decreased by \$87,600 year-over-year as a result of the conversion of the Fund's convertible debentures to Fund Units in January 2010. Lease-Win's interest expense decreased by \$6,500 year-over-year due to the decrease in lease financing debt outstanding.

Income before gains and losses on foreign exchange and interest rate swaps totaled \$4.2 million for the three-months ended September 30, 2010 compared to \$1.3 million in the same period of the prior year, an increase of \$2.9 million. The \$2.9 million increase in income is predominantly the result of the \$3.1 million increase in Pawnee's income which was driven primarily by the decrease in provision for credit losses; offset by \$123,000 decrease in income from the Canadian automotive operations (predominantly from Acura Sherway); and \$143,000 decrease in income as a result of the increase in non-cash unit based compensation expense for certain trustees, directors and senior management.

The mark-to-market adjustment to revalue the interest rate swaps at Pawnee created a non-cash loss of \$558,000 in the three-months ended September 30, 2010 compared to \$16,000 in the same period of the prior year, a decrease of \$542,000 in income before taxes year-over-year.

The provision for income taxes for the three-months ended September 30, 2010 totaled \$1.2 million compared to \$568,000 in the same period of the prior year, an increase of \$605,000. Prior to December 30, 2009, the Fund had reduced its taxable income and, therefore, the calculation of income tax expense by the tax effect of interest expense on intercompany notes that were eliminated on consolidation. The intercompany note was exchanged for equity on December 30, 2009, thus the Fund's taxable income is no longer reduced by this intercompany interest expense. For further details refer to our 2009 Annual Report. Approximately \$241,000 of the increase in income tax expense is the result of the conversion of the inter-company note for equity, the remaining increase in income tax expense is due to the year-over-year increase in income before taxes.

For the three-months ended September 30, 2010, the Fund reported consolidated net income of \$2.4 million, or \$0.22 income per Fund Unit, compared to net income of \$691,000, or \$0.08 per Fund Unit in the three-months ended September 30, 2009, an increase of \$1.7 million year-over-year.

The \$1.7 million increase in net income year-over-year in the three month period was predominately from the \$2.9 million increase in operating earnings, the \$566,000 decrease in the non-cash interest rate swap mark-to-market valuation and foreign exchange amounts; and the year-over-year \$605,000 increase in income tax provision.

# **BALANCE SHEET**

Total consolidated assets of the Fund at September 30, 2010 were \$133.5 million, an increase of \$14.8 million from December 31, 2009. Over sixty percent of the total assets are represented by Pawnee's and Lease-Win's net investments in direct financing lease receivables. The exchange rate on September 30, 2010 was 1.0298 compared to 1.0466 at December 31, 2009. The change in the foreign exchange rates decreased assets by \$1.5 million, thus total assets excluding the foreign exchange impact increased by \$16.3 million from December 31, 2009. Income tax installment payments of \$6.5 million, a \$4.7 million increase in cash, and a \$3.7 million increase in net investment in leases accounted for the majority of the increase in assets.

Cash totaled \$12.3 million at September 30, 2010 compared to \$7.6 million at December 31, 2009, an increase of approximately \$4.7 million. The Fund successfully completed a rights-offering raising \$5.1 million, net of costs, through the issuance on July 2, 2010 of 1,320,799 Fund Units at \$4.00 per unit. The net proceeds from that offering are being used to support the growth of



Pawnee and for general corporate purposes. As Lease-Win continues its wind down, it is accumulating significant cash balances, a large portion of which will be used to satisfy its tax obligations over the next three years. During the nine-month period, Lease-Win has paid \$784,000 in income taxes relating to 2009 and \$673,000 in taxes relating to 2010. At September 30, 2010, \$1.8 million (December 31, 2009 - \$2.6 million) of the Fund's consolidated cash balance represents funds on hand at Lease-Win.

Accounts receivable totaled \$929,000 at September 30, 2010, unchanged from December 31, 2009. The accounts receivable balance principally relates to the Acura Sherway dealership and includes amounts due from the manufacturer for financing contracts in transit, which are typically collected within seven to ten days, and are usually at their highest levels at month end. Vehicle receivable balances fluctuate throughout the year based on seasonality, and sales volumes of the industry.

Inventory totaled \$7.6 million at September 30, 2010 compared to \$7.2 million at December 31, 2009, an increase of \$350,000. Vehicle inventory balances at dealerships fluctuate throughout the year based on seasonality, sales volumes and market conditions.

Prepaid expenses totaled \$1.6 million at September 30, 2010. Prepaid personal property taxes paid on behalf of Pawnee's lessees of approximately \$797,000 comprise the majority of the prepaid expenses balance. The majority of the increase in prepaid expenses and other assets from December 31, 2009 relates to the legal and other financing costs totaling U.S.\$430,000 that were incurred as part of renewing and expanding Pawnee's credit facility and will be amortized over the term of the facility.

In June 2010, Pawnee paid U.S.\$3.59 million, followed by an additional U.S.\$1.65 million in mid-September, for income tax installments as the bonus depreciation tax incentive in the Creating Small Business Jobs Act of 2010 had not yet been passed in Congress. On September 27, 2010, that Act was passed with retroactive bonus depreciation to January 1, 2010, thus Pawnee expects to receive a refund of the U.S.\$5.24 million installments paid once the 2010 tax return is filed and processed in 2011. During the nine-month period, Lease-Win has paid \$784,000 in income taxes relating to 2009, which was included in accounts payable at December 31, 2009; and \$673,000 in tax installments relating to 2010 which is included in prepaid income taxes.

As at September 30, 2010, net investment in leases totaled \$82.0 million compared to \$78.2 million at December 31, 2009, an increase of \$3.7 million; the increase was comprised of:

(\$ thousands)

	(\$ inousunus)
Decrease in allowance for doubtful accounts	2,930
Increase of 271 leases since December 31, 2009 at Pawnee	3,169
Decrease in net investment in leases from change in foreign exchange	(\$1,158)
Decrease of U.S.\$13.23 per lease in the average book value of net investment in leases	(97)
Net decrease in net investment in leases on-balance sheet at Lease-Win	(1,112)
Total increase in net investment in leases	\$3,732

The gross lease receivable of leases under administration as at September 30, 2010 was approximately \$121.4 million, compared to \$129.2 million at December 31, 2009. Pawnee's gross lease receivable represented \$109.1 million (U.S.\$105.9 million) of the total gross lease receivable outstanding at September 30, 2010, compared to \$109.0 million (U.S.\$104.2 million) at December 31, 2009.

Lease-Win's gross lease receivable under administration totaled \$12.3 million at September 30, 2010 down from \$20.2 million at December 31, 2009, a decrease of \$7.9 million. As of September 1, 2008, Lease-Win ceased originating new leases other than extensions with existing customers and a very small volume of leases on behalf of one originator, until the contract with that originator terminated in February 2009.

The \$82.0 million in net investment in leases is net of \$9.3 million in allowance for doubtful accounts compared to \$12.4 million in allowance for doubtful accounts at December 31, 2009. At Pawnee, the allowance for doubtful accounts of U.S.\$8.8 million represents 11.93% of the net investment in lease receivables less security deposits on hand at September 30, 2010 compared to U.S.\$11.7 million or 16.34% at December 31, 2009. Pawnee has a policy of maintaining an allowance for doubtful accounts, as a percentage of net investment in leases, that is equal to the last twelve-month rolling net charge-off percentage level. Pawnee ceases to accrue interest income on leases after they become 94 days contractually past due, unless information indicates earlier

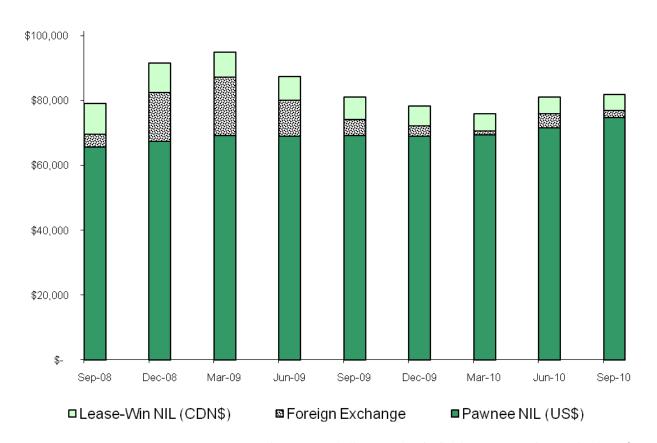


cessation is warranted, and charges-off leases when they become 154 days contractually past due, unless information indicates that an earlier charge-off is warranted.

The chart below shows that the foreign exchange impact of converting Pawnee's U.S.\$ based net investment in leases to Canadian dollars has created the majority of the variance in net investment in leases balance over time. Lease-Win's on-balance sheet net investment in leases comprises a very small portion of the Fund's consolidated balance.

#### **Components of Net Investment In Leases**

(in thousands of dollars)



Pawnee NIL = Pawnee's net investment in leases, net of allowance for doubtful accounts in thousands of U.S.\$. Foreign Exchange = foreign exchange impact of converting Pawnee's U.S.\$ net investment in leases to Canadian \$. LW NIL = Lease-Win's on-balance sheet net investment in leases in thousands of Canadian \$.

Unlike certain other equipment leasing and finance companies, Pawnee does not sell any of its lease receivables. All receivables originated by Pawnee are retained for their full term. Pawnee funds its leases through a floating rate facility offered by a banking syndicate, as discussed below.

Included in the net investment in lease receivables is \$426,000 in securitized lease receivables at Lease-Win, relating to \$6.7 million in assets under administration. At December 31, 2009 Lease-Win's assets under administration totaled \$13.1 million. At September 30, 2010, 59.1% of Lease-Win's gross lease receivable was securitized compared to 71.9% at December 31, 2009, which reflects Lease-Win's decision to self-finance shorter-term leases. Lease-Win has used securitization for funding its leasing activities since July 1997. These securitization transactions have an off-balance sheet component. See "Critical Accounting Policies and Estimates".



Intangible assets totaled \$7.8 million at September 30, 2010 compared to \$8.4 million at December 31, 2009. The \$605,000 decrease in intangible assets is comprised of \$485,000 in amortization of broker relationships and back-end systems and a \$120,000 decrease as the result of the change in foreign exchange rates. The significant intangible assets of broker relationships and customer relationships do not require any outlay of cash to be maintained, as the creation of lease receivables does not require an outlay of cash, other than commissions, which are separately expensed.

Goodwill totaled \$13.6 million at September 30, 2010, compared to \$13.8 million at December 31, 2009. The \$180,000 decrease in goodwill during the period was due to the movement in foreign exchange rates. Goodwill is typically tested annually for impairment unless certain circumstances arise that would require an assessment prior to an annual review.

Goodwill, December 31, 2008	\$18,923
Cumulative foreign exchange adjustment	(5,147)
Goodwill, December 31, 2009	\$13,776
Cumulative foreign exchange adjustment	(180)
Goodwill, September 30, 2010	\$13,596

Vehicle inventory is financed through vehicle financing credit facilities, of which \$6.2 million was outstanding at September 30, 2010 compared to \$6.1 million at December 31, 2009, leaving \$1.4 million of inventory that was self-financed as at September 30, 2010 compared to \$1.1 million of inventory self-financed at December 31, 2009.

Lease financing of \$40.3 million at September 30, 2010 is comprised of:

(\$ thousands)	<u>September 30, 2010</u>	<u>December 31, 2009</u>
Pawnee's credit facility	\$39,563	\$36,186
Lease-Win's credit facility	710	1,083
•	\$40,273	\$37,269
Pawnee's credit facility (U.S.\$)	\$38,418	\$34,574

In September 2010, Pawnee renewed and expanded its credit facility which was due to mature in May 2011. The credit facility limit has been increased by U.S.\$2.5 million to U.S.\$55.0 million, while the accordion feature of the loan agreement has been increased to U.S.\$85.0 million from U.S.\$65.0 million. Pawnee's borrowings under the credit facility are subject to, among other things, adhering to certain percentages of eligible gross lease receivables, and the maintenance of a minimum debt to tangible net worth ratio. This credit facility is secured by substantially all of Pawnee's assets, contains negative covenants including the maintaining of leverage and interest coverage ratios, requires Pawnee to mitigate its interest rate risk by entering interest rate swaps for a notional amount not less than 50% of the outstanding amount, and matures on September 24, 2013.

Lease-Win's floating rate lease financing is the amount financed through a Canadian chartered bank and not securitized. Many of the leases financed through the bank have certain characteristics that make them ineligible for securitization, such as: age of vehicle, length of term, or concentration of leases from certain customers. Lease-Win's lease financing is repaid over the term of the corresponding leases. Lease-Win's credit facility is declining as Lease-Win's lease portfolio gradually winds down as a result of ceasing to originate new leases after September 1, 2008, other than extensions with existing customers.

The majority of the \$10.0 million in customer security deposits relates to security deposits held by Pawnee. Pawnee's primary lease contract requires that the lessee provide two payments as security deposit (not advance payments), which are held for the full term of the lease and then returned or applied to the purchase option of the equipment at the lessee's request, unless the lessee has previously defaulted (in which case the deposit is applied against the lease receivable). Historically, a very high percentage of lessees' deposits are either applied to the purchase option of the leased equipment at the end of the lease term or used to offset charge-offs. The approximate \$247,000 increase in the security deposit balance from December 31, 2009 is due to a \$51,000 increase.



increase in security deposits at Pawnee, \$155,000 decrease as a result of foreign exchange conversion and \$41,000 decrease in security deposits at Lease-Win.

The \$199,000 servicing liability at December 31, 2009 has been reclassified to accounts payable. Most of Lease-Win's lease receivables are sold on a fully serviced basis. Accordingly, upon each securitization a servicing liability is recorded to recognize the potential reduction in the cash flows receivable by the Fund's automotive leasing operations if an amount was paid by the special purpose entity to a replacement servicer. The estimated fees that would otherwise be payable to a replacement servicer forms the basis of determination of the fair value of the servicing liability that is charged against the gain or loss at the time of recognizing the sale of securitized assets. At September 30, 2010, the servicing liability totaled \$100,000 and would be payable only if Lease-Win was unable to service the lease receivables that have been sold.

Pawnee enters into interest rate swap agreements with its principal lender under its banking facility that provides for payment of an annual fixed rate. In return, Pawnee receives payment of a LIBOR based floating rate amount. Pawnee's bank has the option to terminate the swaps typically one year prior to the maturity date. The interest rate swaps are intended to offset a portion of the variable interest rate risk on the credit facility. At September 30, 2010, the mark-to-market adjustment is a loss of approximately \$3.3 million compared to \$1.7 million at December 31, 2009 and is shown as a liability on the balance sheet.

The following interest rate swaps were outstanding at September 30, 2010:

Effective Date	Notional Amount U.S.\$	Annual Fixed Rate	Maturity date	Bank Call Date
July 2008	15,000,000	4.80%	March 2012	March 2010
November 2008	15,000,000	3.36%	March 2011	March 2010
March 28, 2011	15,000,000	3.12%	March 2014	n/a
March 28, 2012	15,000,000	4.00%	March 2015	n/a

Pawnee's interest rate swaps are not considered trading instruments as it intends to hold them until termination. Nonetheless, the interest rate swaps do not qualify as a hedge for accounting purposes, and are therefore recorded as a separate derivative financial instrument. Accordingly, the estimated fair value of the interest rate swaps is recorded as a liability on the accompanying consolidated balance sheet. Payments made and received pursuant to the terms of the interest rate swaps and adjustments to the fair value of the interest rate swaps are recorded as an adjustment to interest expense. The fair value of interest rate swaps is based upon the estimated net present value of cash flows, and does not necessarily reflect the amount that would be required to settle the interest rate swaps.

The \$3.5 million principal amount of convertible debentures (the "Debentures") bore interest at the rate of 9% per annum, payable quarterly, and were to be due on January 31, 2011. The Debentures were convertible into Fund Units (at the holders' option) at a conversion price of \$3.50 per Fund Unit. The Fund had the option to convert the Debentures into Fund Units (at the conversion price of \$3.50 per Fund Unit) in the event that the 20-day average price for the Fund Units was at least \$4.40 per Fund Unit. Debentures in the principal amount of \$2.8 million (out of the aggregate \$3.5 million principal amount of the Debentures) were held by trustees of the Fund and/or directors of Chesswood GP Limited, which is a 100% owned subsidiary of the Fund. The conversion option was valued at approximately \$80,170. In January 2010, the holders of the Debentures elected to exercise their conversion rights and were issued an aggregate of 999,997 Fund Units, in accordance with the conversion price of \$3.50 per unit provided in the Debentures.

Future income taxes payable at September 30, 2010 totaled \$16.4 million compared to \$12.9 million at December 31, 2009, an increase of \$3.5 million. The increase in future income taxes payable is the result of a future income tax provision of approximately \$3.1 million, receipt of \$655,000 income tax refund relating to 2009 and \$156,000 decrease as a result of the change in foreign exchange rates.

Income taxes in Pawnee and Lease-Win are provided for using the asset and liability method of accounting. This method recognizes future tax assets and liabilities that arise from differences between the accounting basis of the subsidiaries' assets and liabilities and their corresponding tax basis.



At September 30, 2010, the \$82.8 million Fund Units balance in the Unitholder Equity section of the balance sheet is comprised of 9,308,354 Fund Units, 1,274,601 Class B common shares and 203,936 Class C common shares of Chesswood US Acquisitionco Ltd. ("U.S. Acquisitionco") outstanding. The Class B and C common shares of U.S. Acquisitionco were issued as partial consideration for the acquisition of Pawnee and are fully exchangeable at any time for Fund Units, on a one-to-one basis, through a series of steps.

During the nine-month period, options to acquire 70,500 Fund Units were exercised and options to acquire 225,000 Fund Units were granted, leaving options to acquire 784,500 Fund Units outstanding at September 30, 2010. As of September 30, 2010, unrecognized non-cash compensation expense related to non-vested options was \$274,000, which is expected to be recognized over the three-year vesting period.

During the nine-month period, 155,000 restricted units were exercised and 195,000 were granted, leaving 215,000 restricted units outstanding at September 30, 2010. As of September 30, 2010, unrecognized non-cash compensation expense related to non-vested restricted units granted was \$468,800. The Fund expects to recognize this expense over the six months.

The Fund successfully completed a rights offering raising \$5.1 million, net of costs, through the issuance on July 2, 2010 of 1,320,799 Fund Units at \$4.00 per unit. The net proceeds from the offering are being used to support the growth of Pawnee and for general corporate purposes.

At September 30, 2010, the Fund deficit is comprised of a cumulative net loss of \$4.3 million (December 31, 2009 - \$8.98 million) and cumulative distributions to Unitholders of \$24.5 million (December 31, 2009 - \$21.3 million). The Fund's cumulative net loss of \$4.3 million at September 30, 2010 (December 31, 2009 - \$8.98 million), as shown on the consolidated Statements of Unitholders' Equity, included \$32.4 million in cumulative non-cash goodwill and intangible asset impairment (December 31, 2009 - \$32.4 million); thus cumulative income before the cumulative goodwill and intangible asset impairment totals \$28.1 million (December 31, 2009 - \$23.4 million) compared to cumulative distributions to Unitholders of \$24.5 million (December 31, 2009 - \$21.3 million).

#### LIQUIDITY AND CAPITAL RESOURCES OVERVIEW

The primary sources of cash for the Fund and its subsidiaries have been cash flows from operating activities, and borrowings under its various subsidiaries' credit facilities. The primary uses of cash for the Fund and its subsidiaries are to fund equipment and vehicle leases, long-term debt principal repayments and distributions to unitholders. The majority of the cash required for the acquisition of the Fund's operating businesses and related costs was raised through the Fund's initial public offering.

The Fund's subsidiaries' objective is to maintain low cash balances, investing any free cash in leases as needed and using any excess to pay down debt on the primary financing facilities. The subsidiaries fund working capital needs, lease originations and growth using advances under credit facilities available when operating cash flow is not sufficient. At September 30, 2010, the Fund's operating units had \$18.3 million in additional borrowings available under various credit facilities to fund business operations.

The Fund itself does not have any credit facility. Each of its operating subsidiaries has a credit facility. These credit facilities are used to provide funding for the subject subsidiary's operations (i.e. to provide financing for the purchase of assets which are to be the subject of leases or to acquire vehicle inventory and support working capital). The credit facilities are not intended to directly fund distributions by the Fund (and these facilities generally limit the amount which can be distributed up to the Fund to the net income of the subject subsidiary).

#### Cash Sources and Uses

#### For the nine-months ended September 30, 2010

The Fund's operations generated net cash flow from operations of \$9.2 million during the nine-months ended September 30, 2010 compared to net cash flow generated from operations of \$24.5 million in the nine-months ended September 30, 2009, a decrease



of \$15.3 million compared to the same period in the prior year. Cash flow generated from operations during the nine-months ended September 30, 2010 includes the cash outflow from the increase in inventory of \$350,000 but excludes the \$86,000 cash inflow from the increase in short-term vehicle financing. Cash flow generated from operations during the nine-months ended September 30, 2009 includes the cash inflow from the decrease in inventory of \$3.5 million but excludes the \$3.9 million cash outflow from the decrease in short-term vehicle financing.

Thus, cash flow from operations after considering the movement in these short-term working capital items was \$9.3 million in the nine-months ended September 30, 2010 compared to \$20.6 million in the same period in the prior year, a decrease of \$11.3 million or approximately 54.9% compared to the same period in the prior year. The change in prepaid income taxes accounts for \$9.3 million of the \$11.3 million decrease in cash flow from operations, which relates to \$6.0 million in income tax instalment payments at Pawnee and Lease-Win in 2010 compared to an income tax refund of \$3.3 million received in 2009. Also affecting the cash flow from operations for the nine-month period ended September 30, 2010 is the net change of \$1.2 million in cash outflow for accounts payable which included Lease-Win's payment in 2010 of \$784,000 in income taxes relating to 2009.

During the nine-months ended September 30, 2010, investment in net direct financing leases of \$11.0 million (2009 – \$14.4 million) was offset by financing of \$9.0 million (2009 - \$2.2 million) from proceeds from lease financing and securitization, cash received from residual interest in securitizations, and security deposits, resulting in a net usage of \$2.0 million (2009 - \$12.2 million) of cash used in the investment of leases prior to payments against lease financing credit facilities.

Cash flow from operations after considering the vehicle financing and leasing transactions was \$7.3 million in the nine-months ended September 30, 2010 compared to \$8.4 million in the same period of the prior year, a decrease of \$1.1 million.

During the nine-months ended September 30, 2010, cash payments applied to lease financing credit facilities totalled \$4.2 million compared to \$5.4 million during the nine-months ended September 30, 2009. Of the \$4.2 million cash payments toward lease financing credit facilities during the nine-months ended September 30,2010 U.S.\$2.0 million reflects the additional investment in Pawnee in conjunction with the renewed and expanded credit facility, \$1.7 million of excess cash was applied against Pawnee's line-of-credit and \$373,000 (2009 - \$1.8 million) were required payments at Lease-Win.

Cash flow from operations after considering the vehicle financing, leasing transactions and lease financing payments was \$3.1 million in the nine-months ended September 30, 2010 compared to \$3.0 million in the same period of the prior year. The \$3.1 million cash inflow in 2010 includes net income tax payments of \$6.0 million (\$5.4 million will be refunded in early 2011), thus cash flow from operations in 2010 before those tax payments was \$9.1 million. The \$3.0 million cash inflow in 2009 includes a tax refund from of \$3.3 million, thus cash flow from operations before tax cash flows totalled an outflow of \$378,000. Thus cash inflow from leasing and automotive operations totalled \$9.1 million in the nine-months ended September 30, 2010 compared to an outflow of cash of \$378,000 in 2009, an increase of \$9.5 million.

Capital expenditures totalled \$109,000 (2009 – \$312,000) during the nine-months ended September 30, 2010. During the three-months ended September 30, 2010, Sherway LP extended its lease for its premises until June 30, 2017 with an option for an additional five years. As part of this lease extension, approximately \$200,000 in leasehold improvements were completed, of which the landlord paid for half. In accordance with accounting rules, \$200,000 was capitalized to property and equipment and will be amortized over the remaining term of the lease, and the \$100,000 paid by the landlord will be credited against rent expense over the same term.

The Fund successfully completed a rights-offering raising \$5.1 million, net of costs, through the issuance on July 2, 2010 of 1,320,799 Fund Units at \$4.00 per unit. The net proceeds from the offering are being used to support the growth of Pawnee and for general corporate purposes.

The Fund paid distributions to unitholders in the amount of \$3.1 million during the nine-months ended September 30, 2010 compared to \$2.0 million in the same period in the prior year; an increase of \$1.1 million due to the increase in distributions per Fund Unit and an increase in the number of Fund Units outstanding.

In total, in the nine-months ended September 30, 2010, there was an increase in cash of \$4.7 million compared to an increase of \$344,000 in the same period in the prior year, an increase of \$4.3 million.



# For the three-months ended September 30, 2010

The Fund's operations generated net cash flow from operations of \$6.5 million during the three-months ended September 30, 2010 compared to net cash flow generated from operations of \$8.4 million in the three-months ended September 30, 2009, a decrease of \$1.9 million compared to the same period in the prior year.

Cash flow generated from operations during the three-months ended September 30, 2010 includes the cash inflow from the decrease in inventory of \$2.0 million but excludes the \$2.1 million cash outflow from the decrease in short-term vehicle financing. Cash flow generated from operations during the three-months ended September 30, 2009 includes the cash inflow from the decrease in inventory of \$2.9 million but excludes the \$3.0 million cash outflow from the decrease in short-term vehicle financing.

Thus, cash flow from operations after considering the movement in these short-term working capital items was \$4.4 million in the three-months ended September 30, 2010 compared to \$5.4 million in the same period in the prior year, a decrease of \$1.1 million or approximately 20.4% compared to the same period in the prior year. The \$2.1 million year-over-year increase in tax payments in the prepaid income taxes accounts led the decrease in cash flow from operations. The U.S.\$1.65 million tax instalment paid during the quarter will be refunded once Pawnee's 2010 tax return in filed and processed in 2011.

During the three-months ended September 30, 2010, investment in net direct financing leases of \$4.3 million (2009 – \$4.3 million) was offset by financing of \$3.9 million (2009 - \$604,000) from proceeds from lease financing and securitization, cash received from residual interest in securitizations, and security deposits, resulting in a net usage of cash of \$380,000 (2009 – \$3.7 million) of cash used in the investment of leases prior to payments against lease financing credit facilities.

Cash flow from operations after considering the vehicle financing and leasing transactions was \$4.0 million in the three-months ended September 30, 2010 compared to \$1.7 million in the same period of the prior year, an increase of \$2.3 million (an increase of \$4.3 million if you exclude the tax instalments paid in 2010 that will be refunded in 2011).

During the three-months ended September 30, 2010, cash payments applied to lease financing credit facilities totalled \$2.1 million. Of the lease financing payments during the three-months ended September 30,2010, U.S.\$2.0 million reflects the additional investment in Pawnee in conjunction with the renewed and expanded credit facility and \$68,000 (2009 - \$219,000) related to Lease-Win's required payments.

Capital expenditures totaled \$104,000 (2009 – \$53,000) during the three-months ended September 30, 2010. During the three-months ended September 30, 2010, Sherway LP extended its lease for its premise until June 30, 2017 with an option for an additional five years. As part of this lease extension, approximately \$200,000 in leasehold improvements were completed, of which the landlord paid for half. In accordance with the accounting rules \$200,000 was capitalized to property and equipment and will be amortized over the remaining term of the lease, and the \$100,000 paid by the landlord will be credited against rent expense over the same term.

The Fund successfully completed a rights-offering raising \$5.1 million, net of costs, through the issuance on July 2, 2010 of 1,320,799 Fund Units at \$4.00 per unit. The net proceeds from the offering are being used to support the growth of Pawnee and for general corporate purposes.

The Fund paid distributions to unitholders in the amount of \$1.2 million during the three-months ended September 30, 2010 compared to \$715,000 in the same period in the prior year; an increase of \$477,000 due to the increase in distributions per Fund Unit and an increase in the number of Fund Units outstanding.

In total, in the three-months ended September 30, 2010, there was an increase in cash of \$5.3 million compared to \$692,000 in the same period in the prior year.

Chesswood's trustees and directors will continue to review the Fund's cash flow and cash position, to determine appropriate changes, if any, to the distribution policy going forward. Chesswood's distributable cash may or may not attain the levels necessary to generate the current level of distributions.



The Fund expects that current operations and planned capital expenditures for the foreseeable future of its subsidiaries will be financed using funds generated from operations, existing cash, and the funds available under existing credit facilities. The Fund may require additional funds to finance future acquisitions and support significant internal growth initiatives. It will seek such additional funds, if necessary, through public or private equity or debt financings from time to time, as market conditions permit.

The Fund's methodology for calculating distributable cash, which is based on the earnings of its subsidiaries that can be distributed up to the Fund, is subject to the terms of credit facilities which permit distributions based on net income determined in accordance with GAAP (or, in the case of Pawnee, U.S. GAAP). Distributions to date have been funded from operational cash flows (which term is not intended to be a reference to cash flow from operations in the Fund's financial statements, as management believes that cash flow from operations is not an appropriate measure from which to derive or reflect the Fund's distributable cash because normal day-to-day leasing and vehicle financing transactions are required to be grouped under financing and investing activities in accordance with GAAP and therefore cash flows from operations does not reflect these core activities).

#### Financial Covenants, Restrictions and Events of Default

Each of the Fund's operating subsidiaries is subject to bank and/or manufacturer covenants relative to leverage and/or working capital.

Pawnee funds its business primarily through variable rate borrowings and has a revolving credit facility for up to U.S.\$55 million which can, subject to certain conditions, be extended to U.S.\$85 million. As of September 30, 2010, Pawnee had used approximately U.S.\$38.4 million of its available borrowing under this facility (U.S.\$34.6 as of December 31, 2009). Pawnee's ability to access funding at competitive rates through various economic cycles enables it to maintain the liquidity necessary to manage its business, and its ability to continue to access funding is an important condition to its future success. Pawnee is required to purchase fixed interest rate hedges for at least 50% of the total commitment under its credit facility, and as of September 30, 2010 Pawnee has hedged U.S.\$30.0 million, representing approximately 78.1% of the U.S.\$38.4 million outstanding under the credit facility.

Pawnee's secured borrowing agreement has financial covenants and other restrictions with which it must comply in order to obtain continued funding and avoid default. Events of default under these arrangements include a change in control without lender-approval.

Advances on the revolving facility may be drawn at any time, subject to compliance with borrowing base calculations and compliance with the covenants set out therein. As of September 30, 2010, U.S.\$38.4 million was outstanding under the facility and Pawnee had capacity to draw up to and in excess of the U.S.\$55.0 million commitment and remain within the borrowing base under the facility.

Pawnee is restricted in its ability to merge, acquire companies or be acquired, or incur additional debt without lender approval. Furthermore, dividends are limited to compliance with all bank covenants and may not exceed 95% of Pawnee's consolidated net income, as determined in accordance with U.S. GAAP, with a few adjustments, including mark-to-market adjustments for interest rate swaps. Under the new loan agreement entered into on September 24, 2010, Pawnee's permitted dividends issued up to the Fund would be reduced to 90% of consolidated net income, as determined in accordance with GAAP, excluding mark-to-market adjustments for interest rate swaps, should Pawnee's leverage rise to a specified level.

Pawnee is subject to the risk of increases in interest rates as the credit facility used to fund the business operations has a variable interest rate, while the yields on its equipment leases are fixed. Pawnee seeks to mitigate that risk through the use of swap agreements that effectively convert floating rate debt to fixed rates.

If the current variable rate credit facility were to become unavailable and Pawnee was unable to obtain replacement facilities on acceptable terms, or at all, Pawnee may not have access to the financing necessary to conduct business, which would limit its ability to fund operations. Pawnee's current funding agreement expires on September 24, 2013.



#### **Distribution to Unitholders**

The Fund declared cash distributions during the nine-months ended September 30, 2010 as follows:

Unitholder Record Date	Per Unit
January 31, 2010	\$0.035
February 28, 2010	\$0.035
March 31, 2010	\$0.035
April 30, 2010	\$0.035
May 31, 2010	\$0.035
June 30, 2010	\$0.035
July 31, 2010	\$0.040
August 31, 2010	\$0.040
September 30, 2010	\$0.040
	\$0.330

# **Distribution Policy**

The Fund's policy is to pay monthly distributions to unitholders of record on the last business day of each month by the 15<sup>th</sup> of the following month (or the next business day thereafter if the 15<sup>th</sup> is not a business day). Unitholder distributions are subject to review and approval by the trustees of the Fund and the board of directors of Chesswood GP Limited.

On October 18, 2010, the Fund announced an increase in the monthly distributions commencing in the fourth quarter of 2010 from \$0.04 to \$0.045 per unit.

The Fund's trustees and directors review the Fund's cash flow and cash position on an ongoing basis, to determine any appropriate change to the distribution policy going forward.

Following the Fund's conversion into Chesswood Group Limited ("CGL") on January 1, 2011, the amount of any dividends payable by CGL will be at the discretion of its board of directors, will be evaluated on an ongoing basis, and may be revised subject to business circumstances and expected capital requirements depending on, among other things, CGL's earnings, financial requirements for its operating entities, growth opportunities, the satisfaction of applicable solvency tests for the declaration and payment of dividends and other conditions existing from time to time. It is currently expected that following the conversion, CGL will pay monthly per share dividends equal to the monthly per Fund Unit distributions currently being paid by the Fund.

#### Minimum payments

The aggregate amount of minimum principal payments required on debt is as follows:

(\$ thousands)	2010	2011		2012		2013	Total
Lease-Win's lease financing (1)	\$710	\$	-	\$	-	\$ -	\$710
Pawnee's lease financing credit facility (2)	-	-		-	-	39,563	39,563
Total	\$710	\$	-	\$	-	\$39,563	\$40,273

<sup>(1) \$710,000</sup> of the long-term debt would only be payable in 2010 if the bank called the loan, which is not anticipated. Otherwise the loan is payable over the term of the underlying leases.

<sup>(2)</sup> Pawnee's lease financing credit facility is a line-of-credit; as such the balance can fluctuate.



# **OUTLOOK**

While originations in our core business at Pawnee continue to be soft, our overall portfolio continues to grow, fueled by Pawnee's growth in its portfolio of B+ leases. We expect a return to growth in Pawnee's core product originations, as confidence in the U.S. economy and business environment returns.

Unitholders approved the Fund's plan to convert to a dividend-paying equity corporation at the annual and special meeting held on May 13, 2010. The Fund continues to expect the conversion to take place on January 1, 2011.

# **RISK FACTORS**

An investment in Fund Units entails certain risk factors that should be considered carefully.

The Fund operates in a dynamic environment that involves various risks and uncertainities, many of which are beyond the Fund's control and which could have an effect on the Fund's business, revenues, operating results, cash flow, distributable cash and financial condition. Readers should carefully review the risk factors in the Fund's annual information form filed with various Canadian securities regulatory authorities through SEDAR (the System for Electronic Document Analysis and Retrieval) at www.sedar.com, a summary of which are set out below.

# Dependence on Key Personnel

Our operating companies depend to a large extent upon the abilities and continued efforts of their key operating and sales (leasing) personnel and senior management teams.

# Relationships with Brokers and Other Origination Sources

Pawnee has formed relationships with hundreds of origination sources, comprised primarily of lease brokerage firms. Pawnee relies on these relationships to generate lease applications and originations. The failure to maintain effective relationships with its brokers and other origination sources or decisions by them to refer leasing transactions to, or to sign contracts with, other financing sources could impede Pawnee's ability to generate lease transactions.

#### Risk of Future Legal Proceedings

Our operating companies are threatened from time to time with, or are named as defendants in, or may become subject to, various legal proceedings, fines or penalties in the ordinary course of conducting their respective businesses. A significant judgment or the imposition of a significant fine or penalty on an operating company (or on a company engaged in a similar business, to the extent the operating company operates in a similar manner) could have a material adverse impact on our business, financial condition and results of operations, and on the amount of cash available for distribution to our unitholders.

#### Interest Rate Fluctuations

Our operating companies (and, in particular, Pawnee and Lease-Win) are exposed to fluctuations in interest rates under their borrowings. Increases in interest rates (to the extent not mitigated by interest hedging arrangements) may have a material adverse impact on our businesses, financial condition and results of operations, and on the amount of cash available for distribution to our unitholders.

Pawnee and Lease-Win's leases are written at fixed interest rates and terms. Pawnee and Lease-Win generally finance their activities using both fixed rate funds and floating rate funds. To the extent Pawnee and Lease-Win finance fixed rate leases with floating rate funds, they are exposed to fluctuations in interest rates such that an increase in interest rates could narrow or eliminate the margin between the yield on a lease and the effective interest rate paid by the lessor to finance the lease. While Pawnee enters into interest rate swaps to mitigate rate fluctuation risk, there can be no assurances that these arrangements will be



sufficient to fully protect Pawnee against interest rate risks, or that Pawnee will be able to maintain such arrangements on a continuing basis.

#### Portfolio Delinquencies; Inability to Underwrite Lease Applications

Pawnee's receivables consist primarily of lease receivables originated under leasing programs designed to serve smaller, often owner-operated businesses who have limited access to traditional financing. There is a high degree of risk associated with leasing to such parties. The typical lessee in Pawnee's portfolio is a start-up business that has not established business credit or to a more established business that has experienced some business or personal credit difficulty at sometime in their history. As a result, such leases entail a relatively higher risk and may be expected to experience higher levels of delinquencies and loss levels. Pawnee cannot guarantee that the delinquency and loss levels of its receivables will correspond to the historical levels Pawnee has experienced on its portfolio and there is a risk that delinquencies and losses could increase significantly.

In addition, since defaulted leases and certain delinquent leases can neither be used as collateral under its variable rate financing facilities, higher than anticipated lease defaults and delinquencies could adversely affect Pawnee's liquidity by reducing the amount of funding available to it under these financing arrangements. Furthermore, increased rates of delinquencies or loss levels could result in adverse changes to the terms of future financing arrangements, including increased interest rates payable to lenders and the imposition of more burdensome covenants and increased credit enhancement requirements.

#### Deterioration in Economic or Business Conditions

Our operating companies' operating results may be negatively impacted by various economic factors and business conditions, including the level of economic activity in the markets in which they operate. To the extent that economic activity or business conditions deteriorate, delinquencies and credit losses may increase. Delinquencies and credit losses generally increase during economic slowdowns or recessions such as that currently being experienced in the United States. As Pawnee extends credit primarily to small businesses, many of Pawnee's customers may be particularly susceptible to economic slowdowns or recessions, and may be unable to make scheduled lease payments during these periods. Unfavourable economic conditions may also make it more difficult for Pawnee and Lease-Win to maintain new lease origination volumes and the credit quality of new leases at levels previously attained. Unfavourable economic conditions could also increase funding costs or operating cost structures, limit access to credit facilities, securitizations and other capital markets or result in a decision by lenders not to extend further credit. Sherway LP, as the operator of a premium brand, new car dealership, could also be negatively affected by deteriorating economic conditions which result in reduced new car sales.

In addition, the leasing industry generally may be affected by changes in accounting treatment for leases, and negative publicity with respect to, among other things, fraud or deceptive practices by certain participants in the industry. Greater governmental scrutiny is also a risk, especially as to the tax treatment of certain transaction structures or other aspects of these transactions that, if changed, could result in additional tax, fee or other revenue to that governmental authority. Any of these factors may make leasing less attractive or diminish the profitability of the existing financing alternatives offered by our operating companies.

### Losses from Leases

Losses from leases in excess of Pawnee's or Lease-Win's expectations would have a material adverse impact on our businesses, financial condition and results of operations, and on the amount of cash available for distribution to our unitholders.

Changes in economic conditions, the risk characteristics and composition of the portfolio, bankruptcy laws, and other factors could impact Pawnee's actual and projected net credit losses and the related allowance for credit losses. Should there be a significant change in the above noted factors, then Pawnee and Lease-Win may have to set aside additional reserves which could have a material adverse impact on their respective business, financial condition and results of operations and on the amount of cash available for distribution to our unitholders.



Determining the appropriate level of the allowance is an inherently uncertain process and therefore the determination of this allowance may prove to be inadequate to cover losses in connection with a portfolio of leases. Factors that could lead to the inadequacy of an allowance for credit losses may include the inability to appropriately underwrite credit risk of new lease originations, effectively manage collections, or anticipate adverse changes in the economy or discrete events adversely affecting specific leasing customers, industries or geographic areas.

# Adverse Events or Legal Determinations in Areas With High Geographic Concentrations of Leases

If judicial or other governmental rulings or actions or interpretations of laws adverse to the leasing business in general or to business practices engaged in by Pawnee, or adverse economic conditions or the occurrence of other significant events such as natural disasters and terrorist attacks, were to occur in a geographic region with a high concentration of leases or equipment leased from Pawnee, there could be a material adverse impact on our business, financial condition and results of operation, and the amount of cash available for distribution to our unitholders.

### **External Financing**

Pawnee and Lease-Win depend and will continue to depend on the availability of credit (and, for Lease-Win, securitization financing) from external financing sources to continue to finance new leases, refinance existing leases and satisfy their other working capital needs. Pawnee and Lease-Win may be unable to obtain additional financing on acceptable terms or at all. If any or all of their funding sources become unavailable on acceptable terms or at all, or if any of their credit (or, for Lease-Win, securitization) facilities are not renewed or re-negotiated upon expiration of their terms, Pawnee and Lease-Win may not have access to the financing necessary to conduct their respective businesses, which would limit their ability to finance their operations.

Although Pawnee's and Lease-Win's relationships with their lenders are excellent, the current challenges facing financial institutions has resulted in an increased risk that such lenders may elect not to renew these credit facilities for reasons which may be unrelated to Pawnee or Lease-Win.

#### "Characterization" Risks

If an applicable court or regulatory authority were to make an adverse finding, or take an adverse action on the basis that one of Pawnee's form of lease is not a true lease for commercial law, tax law, or other legal purposes, adverse consequences could result with respect to leases entered into in such form including the loss of preferred creditor status (which would impact upon Pawnee's rights to recover on its claim), limitations on finance changes and other fees that can be enforced, and additional federal, state and other (income or sales) taxes payable by Pawnee.

#### Defenses to Enforcement of a Significant Number of Leases

Certain defenses and recovery impediments are more common in micro and small-ticket equipment finance transactions than with respect to equipment finance providers in other segments of the equipment finance industry. Management believes that certain of these risks are sufficiently addressed in Pawnee's existing lease documentation and related business practices. However, there are other risks that Pawnee has not addressed for various reasons, including that certain of these risks are not susceptible to being addressed either at all, or without incurring cost inefficiencies or taking other measures deemed unacceptable by Pawnee's management based on a risk-reward assessment. Pawnee has never experienced any material occurrence of these risks nor have these risks historically had a material adverse impact on Pawnee. However, there is no assurance that these risks will not have a material adverse impact on Pawnee's business, financial condition and results of operations in the future.

#### Origination, Funding and Administration of Transactions

Pawnee's origination, funding and transaction administration practices could result in certain vulnerabilities in its enforcement rights. For example, certain of Pawnee's leases are assignments of transactions already documented by its lease brokers. Acquiring leases by this "indirect" process subjects Pawnee to various risks, including risks that might arise by reason of the broker's insolvency, administrative inadequacies or fraudulent practices, as well as any third party claims against the broker or its



rights with respect to the assigned lease. Any of these broker related risks can impair Pawnee's rights with respect to recovering the rents and/or leased property under its leases. Pawnee has not been involved in any claims or litigation in relation to such risks and Pawnee does not conduct lien searches in the name of, require lien releases from or file financing statements against the lease broker.

If the lessee or broker is the party to whom the vendor of the leased equipment has agreed to sell the leased property at the time of its delivery, then, under applicable commercial law, the lessee or broker, as applicable, may be deemed to have acquired title to the leased property prior to Pawnee's having funded the transaction. It has not been Pawnee's practice to ensure that the title to the leased property has not already passed or to obtain assurances that it is acquiring good title to that property free of liens and other third party claims. The manner in which Pawnee purchases the leased equipment is typical in this market segment, especially with respect to similarly situated equipment financing providers. Pawnee has not yet faced any meaningful challenge or adverse consequence from this practice, but there can be no assurance that such a challenge or consequence will not occur in the future.

In most circumstances where the leased equipment is less than U.S.\$15,000 (or U.S.\$10,000 if for a home business) for Pawnee's core leasing product and U.S.\$35,000 for the "B+" product, Pawnee's practice of requiring only a verbal confirmation that the leased property has been delivered and irrevocably accepted under the subject lease, and/or inspecting the leased property to confirm the same, could make Pawnee vulnerable to certain defenses. By way of example, Pawnee's deemed failure to deliver conforming property under the lease documents could be a defense to a lessee's "unconditional" obligation to pay the rents and certain other amounts under the related lease. Pawnee has not suffered any material losses relating to these practices, however, there can be no assurance that it would not in the future.

# Changes in Governmental Regulations, Licensing and Other Laws and Industry Codes of Practice

Leasing companies are subject to laws and regulations relating to extending financing generally and are also members of industry associations which have adopted, among other things, codes of business practice. Laws, regulations and codes of business practice may be adopted with respect to existing leases or the leasing, marketing, selling, pricing, financing and collections processes which might increase the costs of compliance of Pawnee and Lease-Win, or require them to alter their respective businesses, strategies or operations, in a fashion that could hamper Pawnee's ability to conduct business in the future.

#### State Licensing Requirements

If an applicable court or regulatory authority were to make an adverse finding or otherwise take adverse action with respect to Pawnee based on its failure to have a finance lender's or other license or registration required in the applicable state, Pawnee would have to change business practices and could be subject to financial or other penalties.

#### Fees, Rates and Charges

Pawnee's lease documents require payment of late payment fees, late charge interest, and other charges either relating to the non-payment, or enforcement of its leases. It could be determined that these fees and/or the interest rates charged exceed applicable statutory or other legal limits. If the charges are deemed to be punitive and not compensatory, or to have other attributes that are inconsistent with, or in violation of, applicable laws, they could be difficult to enforce. A number of charges payable with respect to lease transactions in the micro and small-ticket equipment finance market have been the subject of litigation by customers against financing parties over the past few years. Although Pawnee is not currently the subject of any such litigation, there can be no assurance that a lessee or a group of lessees will not attempt to bring a lawsuit against Pawnee in relation to fees and charges, which Pawnee may or may not be successful in defending.

Pawnee believes that its fee programs are designed and administered so as to comply with legal requirements and are within the range of leasing company practices in its market segment. Nevertheless, certain attributes of these fees or charges, and Pawnee's practices, including that its leases typically provide for several different fees and charges resulting in a substantial amount of fee income and the possibility that the fees and charges may exceed actual costs involved or may otherwise be deemed excessive,



could attract litigation, including class actions, that would be costly even if Pawnee were to prevail and as to which no assurance can be given of Pawnee's successful defense. In addition to the risk of litigation, fee income is important to Pawnee and the failure of Pawnee to continue to collect most or all of these fees could have a material adverse impact on our business, financial condition and results of operations, and on the amount of cash available for distribution to our unitholders.

#### Possible Acquisitions

The growth strategy for the Fund includes seeking out acquisitions in the financial services industries. Acquisitions, if they occur, may increase the size of the operations as well as increase the amount of indebtedness that may have to be serviced by the Fund and its subsidiaries. There is no assurance that such acquisitions can be made on satisfactory terms, or at all. The successful integration and management of acquired businesses involve numerous risks that could adversely affect the growth and profitability of the Fund and its subsidiaries. There is no assurance that such acquisitions will be successfully integrated.

#### Insurance

To ensure that the lessor of the item of leased property suffering a loss receives the related insurance proceeds, the lease also requires that the lessor be named as a loss payee under the requisite casualty coverage. However, each lessee is ultimately relied upon to obtain and maintain the required coverage for leased equipment but there is no certainty that they will obtain the requisite coverage either conforming to the requirements of the lease, or at all. Additionally, there are often policy provisions including exclusions, deductibles and other conditions that by their terms, or by reason of a breach, could limit, delay or deny coverage. There can be no assurance that any insurance will protect our operating company's interest in the equipment, and the failure by the lessee to obtain insurance or the failure by the operating companies to receive the proceeds from such insurance policies could have a material adverse impact on our business, financial condition and results of operations, and on the amount of cash available for distribution to our unitholders.

# Lessor Liability

There is a risk that a lessor, such as Pawnee or Lease-Win, could be deemed liable for harm to persons or property in connection with, among other things, the ownership or leasing of the leased property, or the conduct or responsibilities of the parties to the lease relating to that property. The liability may be contractual (such as warranties regarding the equipment), statutory such as federal, state or provincial environmental liability or pursuant to various legal theories (such as negligence). There have been cases in which a lessor has been held responsible for damage caused by leased property without a showing of negligence or wrong-doing on the lessor's part. Even if a lessor ultimately succeeds in defending itself or settling any related litigation, the related costs and any settlement amount could be significant.

#### Liability for Misuse of Leased Equipment

There is no practical manner to ensure that leased equipment or a leased vehicle will be used, maintained or caused to comply with applicable law. Pawnee requires its lessees to deliver evidence of compliance with same as a condition to funding but has no assurance (and Lease-Win has no assurance) that a lessee will take the appropriate actions during the lease term to address any use, maintenance or compliance issues which may arise. A lessee's conduct (or lack thereof) could subject Pawnee or Lease-Win, as applicable, to liability to third parties.

#### Estimates Relating to Value of Leases

Based on the particular terms of a lease, leasing companies estimate the residual value of the financed equipment or vehicle, which is recorded as an asset on its balance sheet. At the end of the lease term, leasing companies seek to realize the recorded residual for the equipment or vehicle by selling the equipment or vehicle to the lessee or in the secondary market or through renewal of the lease by the lessee. The ultimate realization of the recorded residual values depends on numerous factors,



including: accurate initial estimate of the residual value; the general market conditions and interest rate environment at the time of expiration of the lease; the cost of comparable new equipment or vehicle; the obsolescence of the leased equipment or vehicle; any unusual or excessive wear and tear on or damage to the equipment or vehicle; and the effect of any additional or amended government regulations.

If Pawnee or Lease-Win (in connection with those leases where the lessee is not obligated to either purchase the equipment or guarantee the residual value of the equipment at the end of the term of the lease) is unable to accurately estimate or realize the residual values of the leased equipment or vehicles subject to their leases, the amount of recorded assets on its balance sheet will have been overstated.

# Competition From Alternative Sources of Equipment Financing

The business of micro and small-ticket equipment leasing in the United States is highly fragmented and competitive. Pawnee focuses its business on the segment of the micro and small-ticket leasing market involving start-up businesses that have not established business credit or established businesses that have experienced some credit difficulty in their history that do not meet the credit standards of more traditional financing sources. Pawnee's main competition comes from leasing companies, home equity loans, and credit cards.

If Pawnee expands its suite of products to target potential lessees with higher credit scores (as it has recently been doing on a limited basis, as described above under "Business of Pawnee") or if the creditworthiness of its potential customers increases for various external reasons, it can expect to face competition from more traditional financing sources as well, including: national, regional and local finance companies; captive finance and leasing companies affiliated with major equipment manufacturers; and financial services companies, such as commercial banks, thrifts and credit unions.

Many of the firms and institutions providing financing alternatives are substantially larger than Pawnee and have considerably greater financial, technical and marketing resources. Some of them may have a lower cost of funds and access to funding sources that are unavailable to Pawnee. A lower cost of funds could enable a competitor to offer leases with pricing lower than that of Pawnee, potentially forcing Pawnee to decrease its prices or lose origination volume. In addition, some financing sources may have higher risk tolerances or different risk assessments, which could allow them to establish more origination sources and customer relationships to increase their market share.

Further, because there are fewer barriers to entry with respect to the micro and small-ticket leasing market, new competitors could enter this market at any time, especially if an improvement in the economy leads to a greater ability of small businesses to establish improved levels of creditworthiness.

# Fraud by Lessees, Vendors or Brokers

While Pawnee makes every effort to verify the accuracy of information provided to it when making a decision whether to underwrite a lease and has implemented systems and controls to protect itself against fraud, in a small number of cases in the past Pawnee has been a victim of fraud by lessees, vendors and brokers. In cases of fraud, it is difficult and often unlikely that Pawnee will be able to collect amounts owing under a lease or repossess the related equipment. Increased rates of fraud could have a material adverse impact on our business, financial condition and results of operations, and on the amount of cash available for distribution to our unitholders.

# Protection of Intellectual Property

Pawnee continually develops and improves its brand recognition, which has been an important factor in maintaining its competitive position. No assurance can be given that others will not independently develop substantially similar branding. Despite Pawnee's efforts to protect its proprietary rights, unauthorized parties may attempt to obtain and use information that Pawnee regards as proprietary. Stopping unauthorized use of Pawnee's proprietary rights may be difficult, time-consuming and costly. There can be no assurance that Pawnee will be successful in protecting its proprietary rights.



#### Failure of Computer and Data Processing Systems

Our operating companies are dependent upon the successful and uninterrupted functioning of their computer and data processing systems. The failure of these systems could interrupt operations or materially impact Pawnee and Lease-Win's ability to originate and service their lease portfolios and (in the case of Pawnee) broker networks. If sustained or repeated, a system failure could negatively affect the operations of Pawnee and Lease-Win. Pawnee and Lease-Win maintain confidential information regarding lessees in their computer systems. This infrastructure may be subject to physical break-ins, computer viruses, programming errors, attacks by third parties or similar disruptive problems. A security breach of computer systems could disrupt operations, damage reputation and result in liability.

## Competition in the Automobile Retailing Industry

The automotive retailing industry is competitive. In large metropolitan areas, consumers have a number of choices in deciding where to purchase a new or used vehicle and where to have such vehicle serviced.

# Manufacturers' Control Over Dealerships and the Acura Framework Agreement

Automobile dealerships operate pursuant to dealer agreements with automobile manufacturers. Through the terms and conditions of these dealer agreements, automobile manufacturers exert considerable influence over the operations of dealerships.

The success of an automobile dealership is highly dependent upon the overall success of the line of vehicles that each dealership sells. Sherway LP's business is affected to varying degrees by the demand for its manufacturer's vehicles, and by the financial condition, management, marketing, production and distribution capabilities of such manufacturers. In addition, the timing, structure and amount of manufacturer incentives may impact the timing and profitability of sales transactions. Events such as labour disputes and other production disruptions that may adversely affect a manufacturer may also adversely affect Sherway LP. Similarly, the delivery of vehicles from manufacturers later than scheduled or diminished availability to Sherway LP of popular makes, models and/or accessories, which may occur particularly during periods of new product introductions, can lead to reduced sales during such periods. Moreover, any event that causes adverse publicity involving such manufacturers may have an adverse effect on Sherway LP.

# Accounting for the Securitization of Leases

Lease-Win is party to various securitization transactions with an off-balance sheet component. The policies discussed below are considered by management to be critical to securing an understanding of Chesswood's financial statements, as they require the use of significant judgment and estimation in order to measure, at a specific point in time, matters that are inherently uncertain. For all of these policies, management cautions that future events rarely develop precisely as forecasted, and estimates routinely require adjustment and may require material adjustment.

Substantially all leases originated by Lease-Win are sold to a securitization trust. Lease-Win removes the leases from its balance sheet and records a gain on the sale. Lease-Win retains an interest in the leases in the form of a interest-only strip and deferred proceeds (residual interest), and assumes first risk of credit losses up to the amount of the reserve held at the Securitization Trust. As the cash flows of the underlying leases and market conditions change, the value of Lease-Win's residual interests may also change, resulting in either additional unrealized gains or impairment of the residual interests.

All leases securitized are transferred with servicing rights retained. Servicing activities include processing of lease payments and the administration of leases. Lease-Win provides for an estimated servicing fee of 1.5% on the outstanding gross receivable of leases securitized, as well as the right to receive certain ancillary income including, but not limited to, late fees and prepayment penalties. Estimated lease servicing costs are recorded in the current liabilities at allocated carrying amounts based on original lease receivable balances. Variations in the prepayment rate assumptions could materially affect the carrying value of the estimated lease servicing liabilities.



Lease-Win is required, under the terms of the securitization, to build and/or maintain reserves to specified levels, using the excess cash flows received, until specified percentages of the securitized portfolio are attained. Lease-Win funds the reserve account from the proceeds of the sale. Upon maturity of the leases, any remaining amounts in the securitization trust are distributed. The estimated future cash flows to be distributed to Lease-Win are included as part of the residual interest and are valued upon the timing of the distribution from the reserve account.

Revenues consist of proceeds from the sale of lease receivables, accretion or impairment on residual interests and excess interest spread received on leases.

# Security Risks

Despite implementation of network security measures similar to most other on-line e-commerce sites, the infrastructure of the cars4U.com website is potentially vulnerable to computer break-ins and similar disruptive problems.

#### Cyclicality and Seasonality

Sales of motor vehicles, particularly new vehicles, historically have been subject to cyclical and seasonal variations. Management believes that the industry is affected by many factors, including general economic conditions, consumer confidence, and the level of personal discretionary spending, interest rates and credit availability. There can be no assurance that the industry will not experience sustained periods of decline in vehicle sales, particularly new vehicle sales, in the future.

#### **Imported Products**

A significant portion of the new vehicle business of the Sherway LP dealership involves the sale of vehicles, parts or vehicles composed of parts that are manufactured outside North America. As a result, the operations of the Sherway LP dealership are subject to customary risks of selling imported merchandise, including fluctuations in the value of currencies, changes in import duties, exchange controls, trade restrictions, work stoppages and general political and economic conditions in foreign countries.

#### **Environmental Matters**

Sherway LP is subject to a wide range of federal, provincial and local environmental laws and regulations, including those governing discharges to the air and water, the storage of petroleum substances and chemicals, the handling and disposal of wastes and the remediation of contamination arising from spills and releases. As with automobile dealerships generally, and parts, service and collision service centre operations in particular, Sherway LP's business involves the generation, use, handling and disposal of hazardous or toxic substances or wastes.

Environmental laws and regulations have become very complex and it has become very difficult for businesses that routinely handle hazardous and non-hazardous wastes to achieve and maintain full compliance with all applicable environmental laws. From time to time, Sherway LP can be expected to experience incidents and encounter conditions that will not be in compliance with environmental laws and regulations.

However, Sherway LP has not been subject to any material environmental liabilities in the past and it is not anticipated that any material environmental liabilities will be incurred by it in the future. In addition, to minimize the risk of environmental liability related to acquired dealerships, Sherway LP intends to obtain environmental studies on such dealerships as a condition to their acquisition.

Environmental laws and regulations and their interpretation and enforcement are changed frequently and the trend of more expansive and stricter environmental legislation and regulations is likely to continue. Hence, there can be no assurance that compliance with environmental laws or regulations or the future discovery of unknown environmental conditions will not require additional expenditures or that such expenditures would not be material.



### Risks Related to our Structure and Exchange Rate Fluctuations

The distributions expected to be made to our unitholders will be denominated in Canadian dollars, however, a significant percentage of our revenues are expected to be derived from the revenues of Pawnee, which is in U.S. dollars. Changes in the value of the U.S. dollar could have a negative impact on the amount in Canadian dollars available for distribution to our unitholders.

### Unpredictability and Volatility of Unit Price

A publicly-traded income trust will not necessarily trade at values determined by reference to the underlying value of its business. The prices at which the Fund Units will trade cannot be predicted. The market price of the Fund Units could be subject to significant fluctuations in response to variations in quarterly operating results and other factors. The annual yield on the Fund Units as compared to the annual yield on other financial instruments may also influence the price of Fund Units in the public trading markets. In addition, the securities markets have experienced significant price and volume fluctuations from time to time in recent years that often have been unrelated or disproportionate to the operating performance of particular issuers. These broad fluctuations may adversely affect the market price of the Fund Units.

### Leverage, Restrictive Covenants

Pawnee, Lease-Win and Sherway LP have third party debt service obligations under their respective credit facilities. The degree to which our subsidiaries are leveraged could have important consequences to our unitholders, including: (i) the ability of such subsidiaries to obtain additional financing for working capital in the future may be limited; (ii) a portion of the cash flow from the assets of such subsidiaries may be dedicated to the payment of the principal of and interest on their respective indebtedness, thereby reducing funds available for distribution to the Fund; and (iii) certain of the respective borrowings of such subsidiaries will be at variable rates of interest, which will expose them to the risk of increased interest rates. The ability of such subsidiaries to make scheduled payments of the principal of or interest on, or to refinance, their indebtedness will depend on their future cash flow, which is subject to their respective assets, prevailing economic conditions, prevailing interest rate levels, and financial, competitive, business and other factors, many of which are beyond their control.

### Loss of Limited Liability

On December 16, 2004, the *Trust Beneficiaries' Liability Act, 2004*, a new Ontario Statute included in Bill 106, received Royal Assent. That statute provides, in effect, that our unitholders are not liable, as beneficiaries of a trust, for any act, default, obligation or liability of the Fund or as trustees, arising after December 16, 2004. That statute has not yet been judicially considered and it is possible that reliance on the statute by a unitholder could be successfully challenged on jurisdictional or other grounds.

### Statutory Remedies

Although the Fund is a legal entity, it is not generally regulated by established corporate law and unitholders' rights are governed primarily by the specific provisions of our Declaration of Trust, which addresses such items as the nature of the Fund Units, the entitlement of our unitholders to cash distributions, restrictions respecting non-resident holdings, meetings of our unitholders, delegation of authority, administration, Fund governance and liabilities and duties of the Fund's trustees to our unitholders. As well, under certain existing legislation such as the *Bankruptcy and Insolvency Act* (Canada) and the *Companies Creditor's Arrangement Act* (Canada), the Fund is not a legally recognized entity within the definitions of these statutes. In the event of an insolvency or restructuring of the Fund, the rights of our unitholders will be different from those of shareholders of an insolvent or restructuring corporation.



### Restrictions on Potential Growth

The payout by our operating companies of a significant portion of their distributable cash will make additional capital and operating expenditures dependent upon increased cash flow or additional financing in the future. Lack of those funds could limit the future growth of our operating companies and their cash flow. In addition, recently proposed federal taxation measures would provide expedited applicability of taxation of income trusts to the Fund if we issue equity in excess of certain prescribed annual limits.

#### Canadian Income Tax Matters

The income of the Fund and its related entities must be computed in accordance with Canadian and foreign tax laws, as applicable, and the Fund is subject to Canadian tax laws, all of which may be changed in a manner that could adversely affect the amount of distributable cash.

The Income Tax Act (Canada) contains rules that tax certain publicly-traded trusts in the same manner as corporations and tax distributions of such taxed income as taxable dividends from a Canadian corporation. For trusts existing on October 31, 2006, this tax will generally apply beginning in 2011. Generally, these rules will have the effect of reducing the amount of cash available for distribution to our unitholders. As described above, the Fund has received the approval of its unitholders for a proposed "conversion" into a dividend paying corporation, with such conversion expected to be made effective on January 1, 2011.

### **United States Income Tax Matters**

There can be no assurance that U.S. federal income tax laws and administrative policies will not develop or be changed in a manner that adversely affects our unitholders.

Subject to the "earnings stripping" rules and other restrictions on deductibility of interest, U.S. Acquisitionco treated the U.S.\$33.5 million subordinated note it had issued to a Canadian subsidiary of the Fund (the "Subordinated Acquisitionco Debt") as debt for all purposes, and claimed interest deductions with respect to the Subordinated Acquisitionco Debt in computing its income for U.S. federal income tax purposes. There is a risk that the U.S. Internal Revenue Service (the "IRS") could successfully argue that the Subordinated Acquisitionco Debt should have been treated as equity rather than debt for U.S. federal income tax purposes, however, in which case the otherwise deductible interest on such indebtedness would be treated as non-deductible distributions (and potentially subject to a dividend withholding tax).

A successful challenge of this position would increase the U.S. federal income tax liability of U.S. Acquisitionco, due to the absence of tax deductions for interest payments. Together with the possible dividend withholding tax on such payments, the amount of after-tax cash generated that would otherwise be available to make payments on the Subordinated Acquisitionco Debt and distributions to the Canadian subsidiary of the Fund which is a shareholder of U.S. Acquisitionco would be reduced, thereby having an adverse effect on the cash flow of the Fund available for distribution to our unitholders.

Even if the Subordinated Acquisitionco Debt is respected as debt for U.S. federal income tax purposes, there is a risk that the IRS may challenge the interest rate on such indebtedness as having been in excess of an arm's length rate. If the IRS were successful in challenging the interest rate, U.S. Acquisitionco would not be able to fully deduct interest paid on such indebtedness, and a dividend withholding tax may result, both of which could increase the U.S. federal income tax liability and thereby reduce cash flow of the Fund available for distribution to our unitholders.

Other limitations on the deductibility of interest under U.S. federal income tax laws, potentially including limitations applicable to certain high-yield debt obligations, could have applied under certain circumstances to defer and/or eliminate all or a portion of the interest deduction that U.S. Acquisitionco has otherwise entitled to with respect to interest on such indebtedness. Furthermore, if the payment were recharacterized as a dividend, the imposition of a dividend withholding tax with respect to the payments



coupled with the increased U.S. federal income tax liability of U.S. Acquisitionco would reduce the cash flow of the Fund available for distribution to our unitholders.

There is a risk that the "portfolio interest exemption" may not be available to any of the Fund's non-U.S. unitholders. If that occurs, U.S. withholding tax at a rate of 30% (subject to possible reduction to 10% under the Canada – U.S. tax treaty) may be imposed on interest payments on the Subordinated Acquisitionco Debt, and thus the cash flow of the Fund available for distribution to our unitholders may be adversely affected. U.S. Acquisitionco has taken the position that the "portfolio interest exemption" should apply for those non-U.S. unitholders who meet certain ownership, identity and certification requirements, provided that the Fund is classified as a partnership for U.S. federal income tax purposes (and as long as it meets the "qualifying income exception" to the U.S. publicly traded partnership rules). U.S. Acquisitionco has received an opinion from U.S. tax counsel that the portfolio interest exemption should apply to non-U.S. unitholders. There is limited, non-binding IRS authority that the 10% threshold should be determined at the Fund unitholder level, not at the Fund level, which generally would allow for the portfolio interest exemption to apply. There can be no certainty, however, that the IRS will not take a contrary position. Furthermore, Treasury or the U.S. Congress may enact regulations or legislation, respectively, that supersede this position. If the portfolio interest exemption did not apply, U.S. withholding tax would arise on the interest payments made to the Fund that are attributable to our non-U.S. unitholders. This would have an adverse effect on the cash flow of the Fund available for distribution to our unitholders.

Although the burden of the U.S. tax liability would fall ultimately upon the non-U.S. unitholder that does not qualify for the portfolio interest exception, the obligation to withhold the U.S. taxes due would fall on U.S. Acquisitionco. U.S. Acquisitionco is not anticipating the imposition of any withholding obligation provided that the ownership, identity and certification requirements are met, and is not establishing any reserves or hold-backs to fund any such obligation. If the IRS were to seek collection of unpaid withholding taxes from U.S. Acquisitionco, U.S. Acquisitionco may also be subject to interest and penalties, which would reduce the available cash flow for all our unitholders.

U.S. Acquisitionco has not established any procedure for monitoring the level of investment of non-U.S. unitholders, so its assumption that individual non-U.S. unitholders will hold less than 10% of the stock of U.S. Acquisitionco (after the application of U.S. attribution rules) is based solely upon its observations of patterns of trading in similar Canadian investment funds.

If any non-U.S. unitholder is or becomes ineligible for the portfolio interest exemption, such unitholder is required to give notice to the Fund, pursuant to our Declaration of Trust. The Declaration of Trust contains provisions that allow U.S. Acquisitionco and the Fund to recover from a unitholder amounts that should have been, but were not, withheld from a distribution to such unitholder because of failure to provide such notice. However, there can be no assurance that U.S. Acquisitionco and the Fund will be able to recover these amounts in full or at all, which could result in a reduction in cash available for distribution to other unitholders.

It is possible that U.S. "corporate inversion" tax rules could apply to U.S. Acquisitionco's acquisition of Pawnee. If these rules were to apply, they could prevent certain types of income of Pawnee from being offset by certain tax attributes such as loss carryforwards. However, because it is not anticipated that Pawnee will have significant amounts of the types of income that are subject to these rules, the potential adverse effect of these rules should not be significant.

### RELATED PARTY TRANSACTIONS

- 1) Debentures in the principal amount of \$2.8 million (out of the aggregate \$3.5 million principal amount of the Debentures) were held by trustees of the Fund and/or directors of Chesswood GP Limited, which is a 100% owned subsidiary of the Fund were converted to Fund Units in January 2010.
- 2) Pawnee leases a 10,800 square foot office facility. The lessor is a related party because of common ownership between itself and the holders of the Class B and C common shares of Chesswood U.S. Acquisitionco Ltd. (the subsidiary through which the Fund holds its interest in Pawnee). As of September 30, 2010, the minimum lease payments are U.S.\$202,261 per year triple net and run through 2011, with options for two additional five-year terms.



### **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

Understanding the Fund's accounting policies is essential to understanding the results of the Fund's operations and financial condition. The Fund's significant accounting policies are described in Note 1 to the Fund's consolidated financial statements for the year ended December 31, 2009. The preparation of these financial statements requires us to make estimates and judgments that affect reported amounts of assets and liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities at the date of our financial statements. On an ongoing basis, we evaluate our estimates, including credit losses, residuals, initial direct costs and fees, other fees and realizability of deferred tax assets. We base our estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Critical accounting policies are defined as those that are reflective of significant judgments and uncertainties. Our financial statements are based on the selection and application of critical accounting policies, the most significant of which are described below.

### Revenue Recognition

Direct financing lease income is recognized under the effective interest method. The effective interest method of income recognition applies a constant rate of interest equal to the internal rate of return on the lease.

### Late Fee and Other Income

Late fee and other income consists of charges and fees for such things as administration fees to process each lease at origination, late fees, collection call charges, property tax management fees, interim rental fees, insurance fees and lease termination fees. Fee income also includes net residual income, which includes income from lease renewals and gains and losses on the realization of residual values of equipment disposed of at the end of term. Fees are recognized when received. Net residual income includes charges for the reduction in estimated residual values on equipment for leases in renewal and is recognized during the renewal period.

### Lease Residual Values

A direct financing lease is recorded at the aggregate future minimum lease payments plus the estimated residual values less unearned income. Residual values reflect the estimated amounts to be received at lease termination from lease extensions, sales or other dispositions of leased equipment. These estimates are based on industry data and on our experience. Management performs periodic reviews of the estimated residual values and any impairment, if other than temporary, is recognized in the current period.

### Allowance for Credit Losses

Pawnee and Lease-Win determine and record a provision for credit losses in order to maintain an allowance for credit losses to cover, at a minimum, the estimated losses for all of the leases in their portfolio that show signs of impairment at the balance sheet date.

Pawnee's lease receivables are composed of a large number of homogenous leases, with relatively small balances. Thus, the evaluation of the allowance for credit losses is performed collectively for the lease receivable portfolio. Pawnee's policy is to maintain an allowance for doubtful accounts, as a percentage of its net investment in leases, equal to the last twelve-month rolling net charge-off percentage level. Pawnee ceases to accrue interest income on leases after they become 94 days contractually past due unless information indicates that an earlier cessation of income is warranted, and charges off leases when they become 154 days contractually past due, unless information indicates that an earlier charge-off is warranted.

Pawnee management's periodic evaluation of the adequacy of the allowance is based on past loss experience of known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay, the estimated value of any underlying collateral, and current economic conditions. These estimates involve judgments and a certain level of subjectivity.



Projections of Pawnee's probable net credit losses are inherently uncertain, and as a result we cannot predict with certainty the amount of such losses. Changes in economic conditions, the risk characteristics and composition of the portfolio, bankruptcy laws, and other factors could impact Pawnee's actual and projected net credit losses and the related allowance for credit losses.

At Lease-Win, management reviews each outstanding receivable, on an individual basis, for collectibility and for reserve requirements, if any.

### Accounting for the Securitization of Leases and Off-Balance Sheet Arrangements

The Fund, through its subsidiary Lease-Win, transfers or sells receivables to a securitization trust (the "Securitization Trust") as a means of financing its automobile finance contracts. These securitization transactions have an off-balance sheet component. These transactions are currently considered a sale under Canadian GAAP. As such, Lease-Win is required to make estimates in respect of frequency, timing and severity of losses and prepayment on the underlying pools of assets sold, which impacts the future expected cash flows Lease-Win would expect to receive from the sale of the receivables. The expected cash flows are discounted at a rate that Lease-Win feels is commensurate with the underlying risk of the receivables. Changes in these estimates or significant variations in actual performance from these estimates could significantly impact Lease-Win's financial results in a period.

Substantially all leases originated are sold to the Securitization Trust which result in the sale of the leases. Lease-Win removes the leases from its balance sheet and records a gain on the sale. Lease-Win retains an interest in the leases in the form of an interest-only strip and deferred proceeds (residual interest and cash reserve monies), that is recorded as an asset on the balance sheet and assumes first risk of credit losses up to the amount of the reserve held by the Securitization Trust. As the cash flows of the underlying leases and market conditions change, the value of Lease-Win's residual interests may also change, resulting in either additional unrealized gains or impairment of the residual interests.

All leases securitized are transferred with servicing rights retained. Servicing activities include processing of lease payments and the administration of leases. Lease-Win provides for an estimated servicing fee of 1.5% on the outstanding gross receivable of leases securitized, as well as the right to receive certain ancillary income including, but not limited to, late fees and prepayment penalties. Estimated lease servicing costs are recorded in the liabilities at allocated carrying amounts based on original lease receivable balances. Variations in the prepayment rate assumptions could materially affect the carrying value of the estimated lease servicing liabilities.

Lease-Win is required, under the terms of its securitizations, to build and/or maintain reserves to specified levels, using the excess cash flows received, until specified percentages of the securitized portfolio are attained. Lease-Win funds the reserve account from the proceeds of the sale. Upon maturity of the leases, any remaining amounts in the Securitization Trust are distributed. The estimated future cash flows to be distributed to Lease-Win are included as part of the residual interest and are valued upon the timing of the distribution from the reserve account.

Revenue from automotive operations include revenues from proceeds from the sale of lease receivables, accretion or impairment on residual interests, lease servicing fees and excess interest spread received on leases.

### Gains on Sale of Lease Receivables

When Lease-Win securitizes its lease receivables, it records a gain on sale. Lease-Win calculates the gains on sale as the cash proceeds less the allocated cost of leases sold and the estimated servicing liability. The relative fair value of the receivable is determined using discounted cash flow models, which require various management assumptions (see discussion below under "Valuation of Residual Interests"). Variations in these assumptions affect the estimated fair values, which would affect the reported gains on sale.

### Valuation of Residual Interests

Lease-Win uses discounted cash flow models to arrive at the estimated fair values of its residual interests. The fair value of residual interests is estimated by computing the present value of the future cash flows from the retained interest and the reserve



account less expected losses to be incurred on the portfolio of the leases sold (as projected to occur) over the terms of the leases. Prepayment and loss assumptions used in estimating the cash flows are based on evaluations of the actual experience of Lease-Win's servicing portfolio, the characteristics of the applicable lease portfolio, as well as taking into consideration the current economic and interest rate environments and their expected impact. The prepayment speeds are somewhat correlated with the movement of market interest rates. As market interest rates decline there is a corresponding increase in actual and expected borrower prepayments as customers refinance existing leases under more favourable interest rate terms. This, in turn, reduces the anticipated cash flows from the residual interests. The estimated cash flows are discounted at an interest rate Lease-Win believes an unaffiliated third-party purchaser would require as a rate of return on a financial instrument with a similar risk profile. Lease-Win evaluates the fair values of residual interests quarterly by updating the actual and expected assumptions in the discounted cash flow models based on current information and events and by estimating, or validating with third-party experts, if necessary, what a market participant would use in determining the current fair value. Variations in the above assumptions, as well as the discount rate and interest rate assumptions, could materially affect the estimated fair values, which may require Lease-Win to record impairments or unrealized gains. In addition, variations will also affect the amount of residual interest accretion recorded on a monthly basis.

As the cash flows of the underlying leases and market conditions change, the value of Lease-Win's residual interest may also change, resulting in either additional unrealized gains or impairment of the value of the residual interests.

### Accounting for Goodwill and Intangible Assets

Goodwill and other intangible assets (trade names and framework agreement) with indefinite useful lives are not amortized, but are evaluated for impairment on an annual basis, or more frequently if certain events or circumstances exist. The Fund performs its annual impairment test in the last quarter of each fiscal year, at a minimum. If the fair value of a subsidiary is less than its carrying value, then the implied fair value of the goodwill must be compared to the carrying value of that goodwill. If the fair value of the goodwill is less than the carrying value, goodwill is deemed to be impaired and an impairment loss, equal to the amount by which the fair value exceeds the carrying value, must be recorded.

Management reviews goodwill and intangible assets not subject to amortization on an annual basis or at any other time when events or circumstances have occurred that might indicate an impairment of the carrying values. When the carrying amount of a reporting unit exceeds its fair value, then an impairment loss would be recognized in an amount equal to the excess, if any, of the carrying value of the reporting unit's goodwill and/or intangible assets not subject to amortization over their fair value.

For purposes of impairment testing, the fair values of the reporting units, Pawnee and Sherway, are derived from valuation models using an income approach. Under the income approach, the discounted future cash flows are estimated for the following five years and a terminal value is estimated for each of the reporting units. The discount rates used are based on an industry-weighted cost of capital and consider the risk-free rate, market equity risk premium, size premium and operational risk premium for possible variations from projections. The terminal value is the value attributed to the reporting unit's operations beyond the discrete projected period using a perpetuity growth rate based on industry, revenue and operating income trends and growth prospects.

The Fund has in 2007 and 2008 applied other approaches for testing goodwill impairment where the fair value using the income approach and the carrying value significantly exceeded the Fund's aggregate market capitalization. Although the Fund may again in the future consider the appropriateness of alternate approaches in performing additional impairment testing on goodwill and its long-lived intangible assets, it is anticipated that, absent compelling reasons to do otherwise, the analysis will be weighted towards the income approach.

The fair value of Pawnee's trade name intangible asset (which is not subject to amortization) is estimated using a relief-from-royalty approach which takes the present value of expected after-tax royalty cash flows it might generate if it were licensed, in an arm's length transaction, to a third party. The key assumptions under this valuation approach are royalty rates, expected future revenues and discount rates.

The fair value of Sherway's framework agreement (which is not subject to amortization) is estimated using the income approach utilizing the excess-earnings methodology. Under this methodology, projected cash flows attributable to the framework agreement are identified and are reduced by contributory charges and discounted at an appropriate rate. The key assumptions



under this valuation approach are expected future cash flows, the percentage applied to the projected cash flows that determines which cash flows are attributable to the framework agreement, contributory asset charges and discount rates.

The performance of the goodwill impairment test is subject to significant judgment in determining the fair value of the subsidiaries, due to the estimation of future cash flows, discount rates, and other assumptions. Changes in these estimates and assumptions could have a significant impact on the fair value and/or goodwill impairment.

Intangible assets with a finite life which are broker relationships and back-end systems software, are stated at cost, being the fair value of the assets upon acquisition, less accumulated amortization and provision for impairment, if any. Broker relationships and back-end systems are being amortized on a straight-line basis over seven years.

### Interest Rate Swaps and Foreign Exchange Contracts

Hedge accounting requires recognition of the fair value of all derivative instruments on the balance sheet as either assets or liabilities. Changes in a derivative's fair value are recognized currently in earnings unless specific hedge accounting criteria are met. Gains and losses on derivative hedging instruments must be recorded in either other comprehensive income or current earnings, depending on the nature and designation of the instrument.

Pawnee's interest rate swaps are not considered trading instruments as Pawnee intends to hold them until termination. Nonetheless, the interest rate swaps do not qualify as a hedge for accounting purposes, and are therefore recorded as separate derivative financial instruments. Accordingly, the estimated fair value of the interest rate swaps are recorded as an asset or a liability on the accompanying consolidated balance sheet. Payments made and received pursuant to the terms of the interest rate swaps are recorded as an adjustment to interest expense, and adjustments to the fair value of the interest rate swaps are recorded as gain or loss on interest rate swaps. The fair value of interest rate swaps is based upon the estimated net present value of cash flows, and does not necessarily reflect the amount that would be required to settle the interest rate swaps.

Chesswood Holdings LP, a wholly owned subsidiary of the Fund, had entered into foreign exchange contracts to manage its exposure to the U.S. dollar as significant cash flows for unitholder distributions are generated in the U.S. As the foreign exchange contracts relate to equity transactions, they did not qualify as a hedge for accounting purposes, and were therefore recorded as separate derivative financial instruments. The fair value was determined from a monthly market valuation report obtained from its bank counterparty.

### **Income Taxes**

Pawnee and Lease-Win use the asset and liability method to account for income taxes. Under the asset and liability method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. The measurement of deferred tax assets is reduced, if necessary, by a valuation allowance for future tax benefits for which realization is not considered more likely than not. Pawnee and Lease-Win account for their lease arrangements as operating leases for federal income tax reporting purposes. This results in temporary differences between financial and income tax reporting for which deferred taxes have been provided.

Significant management judgment is required in determining the provision for income taxes, deferred tax assets and liabilities and any necessary valuation allowance recorded against net deferred tax assets. The process involves summarizing temporary differences resulting from the different treatment of items, for example, leases for tax and accounting purposes. These differences result in deferred tax assets and liabilities, which are included within the consolidated balance sheet. Management must then assess the likelihood that deferred tax assets will be recovered from future taxable income or tax carry-back availability and, to the extent management believes recovery is not likely, a valuation allowance must be established. To the extent that we establish a valuation allowance in a period, an expense must be recorded within the tax provision in the statement of operations.



On October 31, 2006, the Minister of Finance for Canada ("Finance") announced proposed changes to the Income Tax Act (Canada) which modify the taxation of certain flow-through entities including mutual fund trusts and their unitholders. On September 22, 2007, this legislation received royal assent and applies a 30.5% tax at the trust level on distributions of certain income from a "specified investment flow through" ("SIFT") trust and treats such distributions as dividends to unitholders. The legislation provides that existing SIFT trusts will be grandfathered and the trust distribution tax will not apply until 2011 as long as normal growth guidelines are met.

The Fund is considered a SIFT trust and is expected to be subject to the trust distribution tax commencing in 2011 assuming no changes in the current structure occur. GAAP requires the Fund to recognize future income tax assets and liabilities based on estimated temporary differences expected as at January 1, 2011, and on the basis of its structure at the balance sheet date. GAAP does not permit the Fund to consider future changes to its structure.

Most of the Fund's future income tax assets and liabilities are already recorded as substantially all operating assets are held by Pawnee and Lease-Win which are corporations and are tax paying entities. The Fund estimates that the unrecognized temporary differences, in the other subsidiaries, outstanding as of September 30, 2010 that will remain outstanding as of January 1, 2011 is approximately \$2.4 million resulting in a future tax asset of \$433,000, based on an effective tax rate of 30.5%. The Fund's estimate of its future income taxes will vary based on actual results of the factors described above, and such variations may be material.

### RECENT ACCOUNTING PRONOUNCEMENTS

### Future changes in accounting policy

#### IFRS-IASB

In February 2008, Canada's Accounting Standards Board ("AcSB") confirmed that the changeover to International Financial Reporting Standards ("IFRS") from Canadian GAAP will be required for publicly accountable enterprises effective for interim and annual financial statements relating to fiscal years beginning on or after January 1, 2011. IFRS are issued by the International Accounting Standards Board ("IASB").

The Fund's first IFRS reporting period is December 31, 2011 and this will require the restatement for comparative purposes of amounts reported by the Fund under Canadian GAAP for the year ended December 31, 2010. The implementation and transition to IFRS is being managed by the Director of Finance; third party advisors have been engaged to assist in the implementation and transition project.

The transition to IFRS consists of the following phases:

- Initial impact assessment and scoping This phase included the identification of the relevant differences between existing Canadian GAAP and the current state of IFRS and IFRS 1 elections, highlighting the areas that will affect the Fund; and determining the resource and training requirements. An IFRS Transition Plan based on the results was established.
- 2) Identification and selection This phase included identification, evaluation and selection of accounting policies necessary for the Fund to change over to IFRS. This phase also included other operational elements such as information technology, internal control over financial reporting and training.

During fiscal 2009, the Fund established, and is currently in the process of executing, a formal IFRS Transition Plan. The Plan comprises:

- an established project structure and governance practices;
- detailed timetable for fiscal 2009 and 2010;
- identification and allocation of both internal and external resources;
- development and execution of a training program;



- detailed analysis of all Canadian GAAP to IFRS differences;
- detailed analysis and selection of all IFRS 1 elections; and
- assessment of impact on data systems, internal controls over financial reporting, and business activities, such as financing and compensation arrangements.
- 3) Integration the Fund is in the process of integrating the necessary procedures underlying financial system and processes that are required for the changeover to IFRS.

The IASB currently has projects underway that are expected to result in new pronouncements. The continuing evolution of IFRS is likely to mean that the application of these standards will change and the impact on the financial statements may be material. Management continues to monitor these regulatory developments.

The Fund will present its results for fiscal 2010 using Canadian GAAP while also preparing interim disclosures for fiscal 2010 in accordance with IFRS. To accomplish this, in 2010 the Fund is maintaining two parallel books of account.

The Fund has completed the initial impact assessment and scoping phase. The Fund started working on the identification and selection phase during the second quarter of 2009. The integration phase started in the fourth quarter of 2009. The identification and selection, and integration phases were completed in the fourth quarter of 2009 but will be subject to ongoing assessment.

IFRS are premised on a conceptual framework similar to Canadian GAAP. However, significant differences exist in certain matters of recognition, measurement and disclosure. The Fund's analysis of IFRS and comparison with currently applied accounting principles has identified a number of differences, although management believes many of these differences will not have a material impact on the reported results and financial position. However, there may be significant changes following from the IFRS accounting principles and provisions from first-time adoption of IFRS standards in certain areas.

Set out below are the key areas where changes in accounting policies are expected to impact the Fund's consolidated financial statements. The list of changes that will result from the transition to IFRS should not be considered comprehensive. The commentary highlights those areas the Fund expects to be the most significant, however, analysis of changes is still in progress. At this stage, the Fund is not able to quantify the expected impact on the consolidated financial statements.

#### IFRS:

Adoption of IFRS will require the application of IFRS 1 First-Time Adoption of International Financial Reporting Standards ("IFRS 1"), which provides guidance for an entity's initial adoption of IFRS. IFRS 1 generally requires that an entity apply all IFRS effective at the end of its first IFRS reporting period retrospectively. However, IFRS 1 requires certain mandatory exceptions and allow limited optional exemptions from this general requirement in specified areas of certain standards.

- Business combinations
  - IFRS 1 allows the guidance under IFRS 3 Business Combinations to be applied either retrospectively or prospectively. Retrospective application would require that all business combinations occurring before the date of transition to IFRS (January 1, 2010) be restated. Management expects to adopt IFRS 3 prospectively; accordingly, all business combinations to be completed on or after January 1, 2010, if any, will be accounted for in accordance with IFRS 3.
- Cumulative translation difference
  IAS 21 The Effects of Changes in Foreign Exchange Rates requires an entity to determine the translation differences in accordance with IFRS from the date on which a subsidiary was formed or acquired. IFRS 1 allows cumulative translation differences for all foreign operations to be deemed to be zero at the date of transition to IRFS. At December 31, 2009 the accumulated foreign translation unrealized loss was \$3,391,000. Management expects to adopt this exemption which will increase the deficit by the same amount to \$33,658,000. There will be no change however, to total Unitholders' Equity at December 31, 2009.

IFRS 1 allows for certain other optional exemptions; however, management does not expect such exemptions to be significant to IFRS adoption.



### IMPACT OF IFRS ADOPTION

### Securitization

On adopting IFRS, IAS 39 uses a risk and rewards model to determine whether the asset has been sold and derecognition is appropriate. Using the substance over form concept, IFRS does not require that there be a legal transfer to a third party but instead requires that substantially all of the risks and rewards of ownership transfer. As a result, management expects the derecognized leases to be recognized on the balance sheet with the separate recognition of the associated liabilities.

As of September 1, 2008, Lease-Win ceased originating new leases other than extensions with existing customers. Lease-Win is self-financing any extensions, thus the amount of leases securitized and the corresponding securitization debt is decreasing each month as a portion of the monthly payments and residuals from securitized leases are applied to the debt.

As the securitized leases continue to wind-down, experience has shown that the actual contractual payment stream will vary depending on prepayment rates and charge-offs. Accordingly, the estimated September 30, 2011 value of net investment in leases securitized and the securitized loan, shown in the table below to be recognized on the balance sheet under IFRS, is just an estimate and the values could be materially lower.

The increase in assets and liabilities relating to Lease-Win's securitized leases under IFRS are shown below:

	September 30, 2010	September 30, 2011				
	(actual)	(estimated)				
	(\$thousands)					
Net investment in leases pledged	\$6,729	\$1,950				
Securitization loan	\$6,729	\$1,950				

There are no bank covenants relating to the consolidated debt to equity calculation, thus the additional debt does not affect any bank or debt covenants. Lease-Win's existing covenants should accommodate the anticipated additional debt levels in 2011.

### Presentation of Fund Units

A Fund Unit is a financial instrument for both Canadian GAAP and IFRS. Under IFRS, a liability arises where a financial instrument contains a contractual obligation to deliver cash or another financial asset to another entity. A mandatory requirement in the Fund's Declaration of Trust to distribute taxable income may be interpreted as a contractual obligation to deliver cash. Management has considered the options available to the Fund to allow it to continue accounting for Fund Units as equity, and as a result at the annual and special meeting of the Fund's unitholders on May 13, 2010 sought and obtained unitholder approval for an amendment to the Declaration of Trust to permit greater discretion in making future distributions.

At the 2010 annual and special meeting of the Fund's unitholders approval was also obtained to convert the Fund to a dividend paying corporation, expected to take effect on January 1, 2011.

The Fund will adopt both IAS 12 Income Taxes and SIC 25 Income Taxes – Changes in the Tax Status of an Entity or its Shareholders with effect from the date of conversion to a dividend-paying corporation. Income tax assets and liabilities of the comparative 2010 year will not be restated. The IASB is expected to issue an Exposure Draft on income taxes at some time during 2010 with a final IFRS to be issued in the first half of 2011. Management is following this process closely in order to determine the potential effect on the Fund and the relative merits of early adopting the new standard, if possible.

### • Earnings Per Unit

Under IFRS, an entity is required to present both basic earnings per unit and diluted earnings per unit. IAS 33 requires that the computation of diluted earnings per unit for year-to-date periods be based on the weighted average of the number of incremental units included in each interim period that makes up the year-to-date period being calculated. Canadian



GAAP requires the denominator to be recalculated for an annual period using the incremental units for the year. The earnings per unit calculated on adoption of IFRS may differ from the Canadian GAAP equivalent. The impact will be determined once the Fund can quantify these adjustments with greater certainty.

### • Presentation & Disclosures

Under IFRS, presentation of the financial statements will change and disclosure requirements will increase significantly in comparison to Canadian GAAP. In addition, the Fund will make additional required disclosures in its first IFRS compliant consolidated financial statements

In response to financial reporting issues emerging from the global financial crisis, the IASB plans to make revisions to or to replace existing IFRS standards. One such standard addresses impairment of financial instruments recorded at amortized cost, which includes net investment in leases. Based on the Exposure Draft issued by the IASB, significant changes to the existing standard are anticipated; however, the IASB indicated that the new standard is unlikely to require adoption until at least 2014. The changes will be in effect subsequent to the Fund's date of transition; with the result that the impact to the Fund of adopting IFRS will extend beyond its transitional year. At this time the Fund cannot reasonably determine the impact on the financial statements.

### **CONTROLS & PROCEDURES**

Chesswood's Chief Executive Officer and Director of Finance evaluated, or caused an evaluation under their direct supervision of, the design and operating effectiveness of the Fund's disclosure controls and procedures (as defined in National Instrument 52-109 - Certification of Disclosure in Issuers' Annual and Interim Filings) as at September 30, 2010 and have concluded that the disclosure controls and procedures were appropriately designed and have been effective, subject to the weaknesses described below.

Chesswood has also established internal controls over financial reporting (as defined in National Instrument 52-109) ("ICFR") to provide reasonable assurance regarding the reliability of the Fund's financial reporting and preparation of its financial statements for external purposes in accordance with GAAP. The Fund's Chief Executive Officer and Director of Finance assessed, or caused an assessment under their direct supervision of, the design and operating effectiveness of the Fund's ICFR as at September 30, 2010 using the Committee of Sponsoring Organizations Internal Control - Integrated Framework. Based on that assessment, it was determined that the Fund's ICFR was designed appropriately and was effective with the below noted exceptions.

The Fund's audit committee is working with management on its independent review regime and monitoring the implementation of the other control enhancement steps envisioned below.

### Weakness of Controls

Based on management's evaluation of controls, it was concluded that the Fund's disclosure controls and procedures and its ICFR had some weaknesses. A material weakness is defined as a deficiency, or a combination of deficiencies, such that there is a reasonable possibility that a material misstatement of the Fund's annual or interim financial statements will not be prevented or detected on a timely basis. The weaknesses in disclosure controls and procedures and ICFR, and the additional processes undertaken to address such weaknesses, can be summarized as follows:

### 1) Segregation of Duties

Given the Fund's size, it has limited resources within the finance department at head office to adequately segregate duties and to permit or necessitate the comprehensive documentation of all policies and procedures that form the basis of an effective design of ICFR. As a result, the Fund is reliant on the knowledge of a limited number of employees and on the performance of mitigating procedures during its financial close process to ensure that the consolidated financial statements are presented fairly in all material respects. Although the finance department of Pawnee has staffing levels which the Fund's management believes is appropriate in the context of the scope of Pawnee's operations, and although the individuals comprising the members of the Fund's management and Pawnee's management responsible for financial reporting are considered to have appropriate proficiency and experience to effectively perform their respective duties, the nature and size of the Fund's operations are such that the duties are performed by a



small number of persons. While management of the Fund believes that the flow of information and degree of consultation with the finance personnel of Pawnee is significant, in order to mitigate the risk of material misstatement in the consolidated financial statements, the Fund implemented additional review and monitoring controls at head office on a monthly basis, and at Pawnee on a quarterly basis, beginning in the second quarter of 2009. In addition, further steps to cross train existing personnel has been undertaken where possible.

### 2) Information Technology Controls

Due to the relatively small size of the Fund, the Fund has not been able to maintain effective controls over certain key end user computing applications, such as spreadsheets, used in the Fund's financial reporting process as well as appropriate security controls to manage access to key information. Controls pertaining to access profiles and password protocols require revision to mitigate the risk of inappropriate access to systems and applications. In addition, improvements to exception reporting are required to ensure that any unauthorized modification of the data or formulas within spreadsheets is identified and reported. It should be noted that the foregoing weaknesses relate to the Fund and its systems and that Pawnee's systems are believed to be more commensurate with the scope of its operations.

Given the above noted weaknesses, the Fund has performed additional analyses and other post-closing procedures to ensure the consolidated financial statements are prepared accurately and completely and that the disclosed data is in accordance with GAAP and did not note any material exceptions based on these additional procedures.

### 3) Anti-fraud controls

As a result of the lack of segregation of duties at the Fund level as described above, the anti-fraud controls are limited. While management found no evidence of fraudulent activity, the Director of Finance has access to both accounting records and corporate assets, principally the operating bank account, and prepares journal entries without any independent review. Management feels the existing signing authorities and current review of bank balances is sufficient to mitigate the risk.

### 4) Remediated Accounting Software

Management notes that as a result of a management software system conversion at Pawnee in July 2009 a discrepancy was detected in the accrual income calculation on certain leases that were modified from their original terms. This discrepancy resulted from the prior management software not correctly adjusting income in accordance with the modified lease terms. The Fund recorded the entire discrepancy in the quarter in which the discrepancy was detected, and the new software does adjust for modified lease terms.

No changes were made to the design of the Fund's ICFR during the quarter ended September 30, 2010 that would have materially affected or would be reasonably likely to materially affect the Fund's ICFR.

It should be noted that a control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected. These inherent limitations include, amongst other items: (i) that management's assumptions and judgments could ultimately prove to be incorrect under varying conditions and circumstances; (ii) the impact of undetected errors; and (iii) controls may be circumvented by the unauthorized acts of individuals, by collusion of two or more people, or by management override.

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 assurance that any design will succeed in achieving its stated goals under all potential (future) conditions.



### **MARKET FOR SECURITIES**

The Fund Units are traded on the Toronto Stock Exchange under the symbol CHW.UN. The following table summarizes the high and low sales prices of the Fund Units and the average daily trading volume for each month in the period ended September 30, 2010, as reported by the Toronto Stock Exchange.

2010	High	Low	Average Daily Volume
January	\$4.68	\$3.87	9,960
February	\$4.41	\$4.01	5,353
March	\$4.65	\$4.25	5,573
April	\$4.60	\$4.35	11,390
May	\$4.50	\$4.12	4,805
June	\$4.40	\$4.17	10,501
July	\$4.78	\$4.11	4,340
August	\$4.85	\$4.61	5,013
September	\$5.15	\$4.66	10,145
-	\$5.15	\$3.87	7,387

### **ADDITIONAL INFORMATION**

Additional information about the Fund is available:

- At the www.chesswoodfund.com website
- At the www.sedar.com website
- Via email to investorrelations@Chesswoodfund.com, or
- Via phone at 416-386-3099

### CHESSWOOD INCOME FUND CONSOLIDATED BALANCE SHEETS

(in thousands of dollars)

ASSETS         (monadified)         (monadified)		Note	Sep	September 30, 2010		cember 31, 2009
Cash         \$ 12,269         \$ 7,585           Accounts receivable         929         930           Inventories         7,572         7,222           Prepaid expenses and other assets         1,606         1,414           Prepaid income taxes         6,505         -           Net investment in leases         2         81,969         78,237           Future income tax asset         433         433         433           Property and equipment         838         809         112,166         96,630           Intangible assets         7,780         8,385         385	A CONTING		(1	unaudited)	<u> </u>	(audited)
Accounts receivable         929         930           Inventories         7,572         7,222           Prepaid expenses and other assets         1,606         1,414           Prepaid income taxes         6,505         -           Net investment in leases         2         81,969         78,237           Future income tax asset         433         433           Property and equipment         883         809           Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         133,542         \$118,791           LIABILITIES         4492         \$ 5,176           Accounts payable and accrued liabilities         4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3         40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4         3,305         1,683           Convertible debentures         5         5         5         3,465           Future income taxes         7         82,788         73,			ф	12.260	ď	7.505
Inventories         7,572         7,222           Prepaid expenses and other assets         1,606         1,414           Prepaid income taxes         6,505         -           Net investment in leases         2         81,969         78,237           Future income tax asset         433         433           Property and equipment         883         809           Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         \$ 133,542         \$ 118,791           LIABILITIES         * 4,492         \$ 5,176           Distributions payable and accrued liabilities         \$ 4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         6,213         6,127           Lease financing         3         40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4         3,305         1,683           Convertible debentures         5         -         3,465           Future income taxes         7         82,788         73,621 <td></td> <td></td> <td>Ф</td> <td>*</td> <td>Þ</td> <td><i>'</i></td>			Ф	*	Þ	<i>'</i>
Prepaid expenses and other assets         1,606         1,414           Prepaid income taxes         6,505         -           Net investment in leases         2         81,969         78,237           Future income tax asset         433         433         433           Property and equipment         883         809         112,166         96,630           Intangible assets         7,780         8,385         600         13,596         13,776 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>						
Prepaid income taxes         6,505         -           Net investment in leases         2         81,969         78,237           Future income tax asset         433         433           Property and equipment         883         809           Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         13,596         13,776           Distributions payable and accrued liabilities         \$ 4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3         40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4         3,305         1,683           Convertible debentures         5         -         3,465           Future income taxes         16,352         12,920           Vehicle financing         7         82,788         73,621           Conversion option         5         -         3,465           Future income taxes         7         82,788         73,621           Conversion option         5 </td <td></td> <td></td> <td></td> <td>*</td> <td></td> <td></td>				*		
Net investment in leases         2         81,969         78,237           Future income tax asset         433         433           Property and equipment         883         809           Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         \$ 13,594         \$ 118,791           LIABILITIES         ***         4,92         \$ 5,176           Distributions payable and accrued liabilities         \$ 4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3 40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4 3,305         1,683           Convertible debentures         5 - 3,465         3,465           Future income taxes         16,352         12,920           UNITHOLDERS' EQUITY         5         -         80           Contributed surplus         7         82,788         73,621           Conversion option         5         -         80           Contributed surplus         3,921         (3,921) <td>•</td> <td></td> <td></td> <td>*</td> <td></td> <td>1,414</td>	•			*		1,414
Future income tax asset         433         433           Property and equipment         883         809           Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         133,542         \$118,791           LIABILITIES         **         4,492         \$ 5,176           Distributions payable and accrued liabilities         \$ 4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3 40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4 3,305         1,683           Convertible debentures         5 5 .         3,465           Future income taxes         16,352         12,920           UNITHOLDERS' EQUITY         Total conversion option         5 .         80           Conversion option         5 .         80           Convision option         5 .         80           Conversion option         5 .         80           Conversion option         5 .         80           Conversion option         5	-	2		*		- 78 227
Property and equipment         883         809           Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         133,542         \$ 18,791           LIABILITIES         \$ 4,492         \$ 5,176           Distributions payable and accrued liabilities         431         248           Vehicle financing         6,213         6,127           Lease financing         3 40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4 3,305         1,683           Convertible debentures         5 3,365         1,683           Future income taxes         16,352         12,920           UNITHOLDERS' EQUITY         5 - 80         80           Conversion option         5 - 80         2,366         2,076           Conversion option         5 - 80         2,386         2,076           Accumulated other comprehensive loss         3,921         (3,921)         (3,921)           Deficit         25,445         42,119		2		*		
Intangible assets         112,166         96,630           Goodwill         13,596         13,776           TOTAL ASSETS         133,542         118,791           LIABILITIES           Accounts payable and accrued liabilities         \$4,492         \$5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3         40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4         3,305         1,683           Convertible debentures         5         -         3,465           Future income taxes         16,352         12,920           Enture income taxes         7         82,788         73,621           Conversion option         5         -         80           Contributed surplus         2,386         2,076           Accumulated other comprehensive loss         (3,921)         (3,921)         (3,921)           Deficit         (28,808)         (30,267)						
Intangible assets         7,780         8,385           Goodwill         13,596         13,776           TOTAL ASSETS         133,542         \$118,791           LIABILITIES           Accounts payable and accrued liabilities         \$4,492         \$5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3         40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4         3,305         1,683           Convertible debentures         5         -         3,465           Future income taxes         16,352         12,920           Enture income taxes         16,352         12,920           VUNITHOLDERS' EQUITY         7         82,788         73,621           Conversion option         5         -         80           Conversion option         5         -         80           Contributed surplus         2,386         2,076           Accumulated other comprehensive loss         3(3,921)         3(3,921)           Deficit         2,880s         (30,267)	Property and equipment					
Goodwill TOTAL ASSETS         13,596 \$ 13,776           TOTAL ASSETS         118,791           LIABILITIES         *** Accounts payable and accrued liabilities** Distributions payable \$ 4,492 \$ 5,176           Distributions payable \$ 431 \$ 248           Vehicle financing         6,213 \$ 6,127           Lease financing         3 40,273 \$ 37,269           Customer security deposits         10,031 \$ 9,784           Interest rate swaps         4 3,305 \$ 1,683           Convertible debentures         5 - 3,465           Future income taxes         16,352 \$ 12,920           VNITHOLDERS' EQUITY         Tund units         7 82,788 \$ 73,621           Conversion option         5 - 80           Conversion option         5 - 80           Contributed surplus         2,386 \$ 2,076           Accumulated other comprehensive loss         (3,921) \$ (3,391)           Deficit         (28,808) \$ (30,267)           Deficit         52,445 \$ 42,119	Intengible accets					
TOTAL ASSETS         \$ 133,542         \$ 118,791           LIABILITIES           Accounts payable and accrued liabilities         \$ 4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3 40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4 3,305         1,683           Convertible debentures         5 - 3,465         12,920           Future income taxes         16,352         12,920           UNITHOLDERS' EQUITY         5         -         80           Conversion option         5         -         80           Conversion option         5         -         80           Contributed surplus         2,386         2,076           Accumulated other comprehensive loss         (3,921)         (3,391)           Deficit         (28,808)         (30,267)				*		
LIABILITIES         \$ 4,492         \$ 5,176           Distributions payable and accrued liabilities         \$ 4,492         \$ 5,176           Distributions payable         431         248           Vehicle financing         6,213         6,127           Lease financing         3 40,273         37,269           Customer security deposits         10,031         9,784           Interest rate swaps         4 3,305         1,683           Convertible debentures         5 -         3,465           Future income taxes         16,352         12,920           UNITHOLDERS' EQUITY         T         82,788         73,621           Conversion option         5 -         80           Contributed surplus         2,386         2,076           Accumulated other comprehensive loss         (3,921)         (3,391)           Deficit         (28,808)         (30,267)			•		•	
Accounts payable and accrued liabilities       \$ 4,492       \$ 5,176         Distributions payable       431       248         Vehicle financing       6,213       6,127         Lease financing       3 40,273       37,269         Customer security deposits       10,031       9,784         Interest rate swaps       4 3,305       1,683         Convertible debentures       5 - 3,465       12,920         Future income taxes       16,352       12,920         UNITHOLDERS' EQUITY       7       82,788       73,621         Conversion option       5 - 80       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)	TOTAL ASSETS		Ψ	133,342	Ψ	110,771
Accounts payable and accrued liabilities       \$ 4,492       \$ 5,176         Distributions payable       431       248         Vehicle financing       6,213       6,127         Lease financing       3 40,273       37,269         Customer security deposits       10,031       9,784         Interest rate swaps       4 3,305       1,683         Convertible debentures       5 - 3,465       12,920         Future income taxes       16,352       12,920         UNITHOLDERS' EQUITY       7       82,788       73,621         Conversion option       5 - 80       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)	LIABILITIES					
Distributions payable       431       248         Vehicle financing       6,213       6,127         Lease financing       3       40,273       37,269         Customer security deposits       10,031       9,784         Interest rate swaps       4       3,305       1,683         Convertible debentures       5       -       3,465         Future income taxes       16,352       12,920         UNITHOLDERS' EQUITY         Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)			\$	4,492	\$	5,176
Vehicle financing       6,213       6,127         Lease financing       3       40,273       37,269         Customer security deposits       10,031       9,784         Interest rate swaps       4       3,305       1,683         Convertible debentures       5       -       3,465         Future income taxes       16,352       12,920         VNITHOLDERS' EQUITY       81,097       76,672         UNITHOLDERS' EQUITY       5       -       80         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)	• •			*		
Lease financing       3       40,273       37,269         Customer security deposits       10,031       9,784         Interest rate swaps       4       3,305       1,683         Convertible debentures       5       -       3,465         Future income taxes       16,352       12,920         UNITHOLDERS' EQUITY         Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119				6,213		
Customer security deposits       10,031       9,784         Interest rate swaps       4       3,305       1,683         Convertible debentures       5       -       3,465         Future income taxes       16,352       12,920         WNITHOLDERS' EQUITY         Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119	_	3		*		
Interest rate swaps       4       3,305       1,683         Convertible debentures       5       -       3,465         Future income taxes       16,352       12,920         81,097       76,672         UNITHOLDERS' EQUITY       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119	_			*		
Convertible debentures       5       -       3,465         Future income taxes       16,352       12,920         81,097       76,672         UNITHOLDERS' EQUITY         Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119	• •	4		*		
Future income taxes       16,352       12,920         81,097       76,672         UNITHOLDERS' EQUITY         Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119	-	5		-		
UNITHOLDERS' EQUITY         7         82,788         73,621           Conversion option         5         -         80           Contributed surplus         2,386         2,076           Accumulated other comprehensive loss         (3,921)         (3,391)           Deficit         (28,808)         (30,267)           52,445         42,119	Future income taxes			16,352		
UNITHOLDERS' EQUITY         Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119			-			
Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119			-	<u> </u>		
Fund units       7       82,788       73,621         Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119	UNITHOLDERS' EQUITY					
Conversion option       5       -       80         Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119		7		82,788		73,621
Contributed surplus       2,386       2,076         Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119		5		_		
Accumulated other comprehensive loss       (3,921)       (3,391)         Deficit       (28,808)       (30,267)         52,445       42,119				2,386		
Deficit (28,808) (30,267)  52,445 42,119	<del>-</del>			*		
	_					
TOTAL LIABILITIES AND UNITHOLDERS' EQUITY \$ 133,542 \$ 118,791				52,445		42,119
	TOTAL LIABILITIES AND UNITHOLDERS' EQUITY		\$	133,542	\$	118,791

### CHESSWOOD INCOME FUND INTERIM CONSOLIDATED STATEMENTS OF INCOME

### FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2010 AND 2009

(in thousands of dollars, except per unit amounts)

(unaudited)

	FOR THE THREE MONTHS ENDED SEPTEMBER 30,		Е	NDED SEP	NE MONTHS TEMBER 30,		
		2010	 2009		2010		2009
REVENUE							
Revenue - automotive operations	\$	12,706	\$ 13,975	\$	36,862	\$	35,714
Direct financing lease income		6,359	5,738		18,726		19,612
Ancillary lease and other income		1,075	 1,070		3,251		3,563
		20,140	20,783		58,839		58,889
COST OF SALES - automotive operations		10,967	12,004		31,870		30,140
GROSS PROFIT		9,173	8,779		26,969		28,749
EXPENSES							
Salaries and commissions		2,101	1,879		5,935		5,562
Provision for credit losses		187	2,993		3,431		11,150
General and administrative		1,601	1,515		5,257		4,917
Interest on long-term debt		817	781		2,106		2,931
Other interest		55	85		165		147
Amortization - property and equipment		49	54		145		181
Amortization - intangible assets		136	144		410		462
		4,946	 7,451	-	17,449		25,350
INCOME BEFORE ITEMS BELOW		4,227	1,328		9,520		3,399
Unrealized gain (loss) on interest rate swaps		(558)	(16)		(1,658)		510
Net gain (loss) on foreign exchange		(77)	 (53)		(72)		354
		(635)	 (69)	-	(1,730)		864
INCOME BEFORE INCOME TAXES		3,592	1,259		7,790		4,263
Provision for income taxes		1,173	 568		3,091		874
NET INCOME	\$	2,419	\$ 691	\$	4,699	\$	3,389
Basic income per unit (note 10)	\$	0.22	\$ 0.08	\$	0.48	\$	0.40
Diluted income per unit (note 10)	\$	0.21	\$ 0.08	\$	0.46	\$	0.40

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2010 AND 2009 (in thousands of dollars)

	FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2010 2009			FOR THE NINE MONTH ENDED SEPTEMBER 3 2010 2009				
Net income Other comprehensive income:	\$	2,419	\$	691	\$	4,699	\$	3,389
Unrealized (loss) gain on translation of self-sustaining foreign operations  Comprehensive income (loss) for the period	\$	(954) 1,465	\$	(4,327)	\$	(530) 4,169	\$	(7,508) (4,119)

### CHESSWOOD INCOME FUND INTERIM CONSOLIDATED STATEMENTS OF UNITHOLDERS' EQUITY FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2010 AND 2009

### (in thousands of dollars)

(unaudited)

	FOR THE THREE MONTHS ENDED SEPTEMBER 30,			FOR THE NINI ENDED SEPTI				
	<b>2010</b> 2009		2010			2009		
Fund Units								
Balance, beginning of period	\$	77,527	\$	74,869	\$	73,621	\$	76,141
Units issued under rights offering (Note 7)	·	5,125	Ť	-	•	5,125	\$	-
Units issued on conversion of debentures (Note 5)		-		-		3,545		-
Restricted units issued (Note 8(ii))		41		-		319		-
Unit options exercised (Note 8(i))		95		-		178		-
Units purchased under normal course issuer bid		-		(905)		-		(2,177)
Balance, end of period	\$	82,788	\$	73,964	\$	82,788	\$	73,964
Contributed Surplus								
Balance, beginning of period	\$	2,194	\$	1,065	\$	2,076	\$	74
Unit-based compensation expense		250		19		661		20
Restricted units issued (Note 8(ii))		(41)		-		(319)		-
Unit options exercised (Note 8(i))		(17)		-		(32)		-
Excess of book value over purchase price of Fund Units purchased under normal course issuer bid				576				1 566
	\$	2,386	\$	1,660	\$	2,386	\$	1,566 1,660
Balance, end of period	<u> </u>	2,300	Φ	1,000	<u> </u>	2,360	<u> </u>	1,000
Accumulated other comprehensive income (loss), beginning of								
period	\$	(2,967)	\$	2,663	\$	(3,391)	\$	5,844
Other comprehensive income (loss) for the period		(954)		(4,327)		(530)		(7,508)
Accumulated other comprehensive income (loss), end of period	\$	(3,921)	\$	(1,664)	\$	(3,921)	\$	(1,664)
Cumulative net income (loss)								
Balance, beginning of period	\$	(6,695)	\$	(9,342)	\$	(8,975)	\$	(12,040)
Net income		2,419		691		4,699		3,389
Balance, end of period	\$	(4,276)	\$	(8,651)	\$	(4,276)	\$	(8,651)
Cumulative distributions to unitholders								
Balance, beginning of period	\$	(23,239)	\$	(19,797)	\$	(21,292)	\$	(18,528)
Distributions to unitholders		(1,293)		(757)		(3,240)		(2,026)
Balance, end of period	\$	(24,532)	\$	(20,554)	\$	(24,532)	\$	(20,554)
Deficit, balance at beginning of period	\$	(29,934)	\$	(29,139)	\$	(30,267)	\$	(30,568)
Net income		2,419		691		4,699		3,389
Distributions  Deficit help as at and of pariod	_	(1,293)	ф.	(757)	_	(3,240)	ф.	(2,026)
Deficit, balance at end of period	\$	(28,808)	\$	(29,205)	\$	(28,808)	\$	(29,205)

# CHESSWOOD INCOME FUND INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2010 AND 2009 (in thousands of dollars)

(unaudited)

	FC		MONTHS ENDED			E MONTHS ENDED		
		SEPTEME 2010	SER 30,	2009	 2010	VIBER 30	2009	
CASH PROVIDED BY (USED IN)								
OPERATING ACTIVITIES								
Net income	\$	2,419	\$	691	\$ 4,699	\$	3,389	
Add (deduct) items not involving cash:								
Amortization		185		198	555		643	
Accretion expense on lease financing		115		23	171		115	
Gain on sale of leased vehicles		(36)		(61)	(113)		(301)	
Unrealized (gain) loss on interest rate swaps		558		16	1,658		(510)	
Impairments of retained interest in securitizations Amortization of securitization servicing liability		(25) (29)		(123) (37)	(159) (88)		(310) (125)	
Provision for credit losses		(29) 898		3,601	5,576		13,251	
Unit-based compensation expense		250		107	661		115	
Provision for income taxes		1,173		890	3,091		1,044	
Net loss (gain) on foreign exchange		77		53	72		(354)	
(6 / 6	-	5,585		5,358	 16,123		16,957	
Changes in non-cash working capital items relating to operation	ons							
Accounts receivable		193		51	1		(77)	
Inventories		2,009		2,925	(350)		3,522	
Prepaid and other assets		32		(421)	95		174	
Prepaid income taxes		(2,100)		515	(6,538)		3,304	
Income tax receivable		518		-	518		-	
Accounts payable and accrued liabilities		264		(49)	 (655)		579	
		916		3,021	(6,929)		7,502	
Cash provided by operating activities		6,501		8,379	9,194		24,459	
INVESTING ACTIVITIES								
Purchase of property and equipment		(104)		(53)	(109)		(365)	
Cash received from residual interest in securitization		263		380	760		1,269	
Increase in net investment in leases		(4,260)		(4,275)	(10,988)		(14,404)	
Increase in security deposits		286		189	 405		188	
Cash used in investing activities		(3,815)		(3,759)	 (9,932)		(13,312)	
FINANCING ACTIVITIES								
Issuance of units under rights offering (note 2(b))	\$	5,125	\$	-	\$ 5,125	\$	-	
Proceeds from securitization of leases		-		-	-		137	
Vehicle financing		(2,097)		(2,988)	86		(3,855)	
Proceeds from lease financing		3,331		27 169	7,845		605	
Lease financing payments Proceeds from exercise of options		(2,142) 77		-	(4,237) 145		(5,392)	
Payment of financing costs		(458)		_	(479)		_	
Proceeds from sale of foreign exchange forward contracts		-		_	-		391	
Units repurchased under normal course issuer bid		-		(329)	-		(611)	
Cash distributions paid		(1,192)		(715)	(3,057)		(1,997)	
Cash provided by (used in) financing activities		2,644		(3,836)	5,428		(10,722)	
Unrealized foreign exchange gain (loss) on cash		(3)		(92)	(6)		(81)	
Net (decrease) increase in cash		5,327		692	4,684		344	
Cash, beginning of period		6,942		5,327	7,585		5,675	
Cash, end of period	\$	12,269	\$	6,019	\$ 12,269	\$	6,019	

Supplemental disclosures of cash flow information (see note 11)



### 1. SIGNIFICANT ACCOUNTING POLICIES

These consolidated financial statements of Chesswood Income Fund (the "Fund") have been prepared by management in accordance with Canadian generally accepted accounting principles. The disclosures contained in the unaudited interim consolidated financial statements do not include all requirements of generally accepted accounting principles for annual financial statements. The unaudited interim consolidated financial statements should be read in conjunction with the annual consolidated financial statements for the year-ended December 31, 2009. The unaudited interim consolidated financial statements are based upon accounting principles consistent with those used and described in the annual consolidated financial statements.

In the opinion of management, the accompanying unaudited interim consolidated financial statements reflect all adjustments which are necessary to present fairly the financial position of the Fund as of September 30, 2010 and the results of operations and cash flows for the three and nine-months ended September 30, 2010.

All financial information is presented in Canadian dollars, unless otherwise noted.

### **Future accounting changes**

**International Financial Reporting Standards** 

The Accounting Standards Board ("AcSB") confirmed in February 2008 that IFRS will replace GAAP for publicly accountable enterprises for financial periods beginning on or after January 1, 2011. The Fund will prepare its financial statements in accordance with IFRS beginning January 1, 2011.

### 2. NET INVESTMENT IN LEASES

The Fund's net investment in direct finance leases includes the following:

	September 30,	December 31,
	2010	2009
	(\$ thous	sands)
Total minimum lease payments for non-securitized leases	\$111,385	\$111,920
Residual values of leased equipment	16,647	16,498
	128,032	128,418
Initial direct costs of lease origination	6,473	6,578
Unearned income	(43,628)	(45,172)
Net investment in leases before allowance for doubtful accounts	\$90,877	\$89,824
Allowance for doubtful accounts	(9,334)	(12,449)
	81,543	77,375
Securitized lease receivable	426	862
Net investment in leases	\$81,969	\$78,237
Less: Current portion	(26,566)	(21,001)
Net investment in leases - long-term portion	\$55,403	\$57,236

The U.S.\$ dollar exchange rate on September 30, 2010 was 1.0298 compared to 1.0466 at December 31, 2009. The change in the foreign exchange rates accounted for an \$1.2 million decrease in net investment in leases between December 31, 2009 to September 30, 2010.



### The activity in the allowance for doubtful accounts is as follows:

### For the nine-months ended September 30,

		2010
Pawnee equipment	Lease-Win automotive	Total
leases	(\$ thousands)	Total
\$12,218	\$231	\$12,449
3,302	129	3,431
(180)	-	(180)
(8,382)	(129)	(8,511)
2,134	11	2,145
\$9,092	\$242	\$9,334
	\$12,218 3,302 (180) (8,382) 2,134	equipment leases leases (\$ thousands)  \$12,218 \$231 3,302 129 (180) - (8,382) (129) 2,134 11

For the nine-months ended September 30,

			2009
	Pawnee	Lease-Win	
	equipment	automotive	
	leases	leases	Total
		(\$ thousands)	
Balance at January 1, 2009	\$13,654	\$378	\$14,032
Provision for credit losses	10,995	155	11,150
Impact of change in foreign exchange rates during period	(1,752)	-	(1,752)
Charge-offs	(12,440)	(320)	(12,760)
Recoveries	2,075	26	2,101
Balance at September 30, 2009	\$12,532	\$239	\$12,771

The Fund's experience has shown that the actual contractual payment stream will vary depending on a number of variables including: prepayment rates, charge-offs and modifications. Accordingly, the scheduled collections of minimum lease payments receivable as at September 30, 2010 shown in the table below are not to be regarded as a forecast of future cash collections.



Scheduled collections of minimum lease payments receivable are as follows at September 30, 2010:

	Pawnee	Lease-Win	Total
	equipment	automotive	
	leases	leases	
	(	\$ thousands)	
2010 (October – December)	\$18,357	\$1,344	\$19,701
2011	41,451	2,684	44,135
2012	30,205	832	31,037
2013	13,849	292	14,141
2014	4,615	-	4,615
2015	587		587
Total minimum lease payments for non-securitized leases	\$109,064	\$5,152	\$114,216
Residual values of leased equipment (*)	13,816	(*)	13,816
Sub-total	\$122,880	\$5,152	\$128,032
Unearned income, net of initial direct costs of lease origination	(36,767)	(388)	(37,155)
Net investment in leases before allowance for doubtful accounts.	\$86,113	\$4,764	\$90,877
Direct finance lease income as a percent of average net investment	29.00%	12.45%	
in leases before allowance (annualized)			

<sup>(\*)</sup> guaranteed residual payments on non-securitized Canadian automotive leases are included in scheduled lease payments.

### Lease receivables past due

Pawnee's lease receivables are composed of a large number of homogenous leases, with relatively small balances. Thus, the evaluation of the allowance for credit losses is performed collectively for the lease receivable portfolio.

At Lease-Win, management reviews each outstanding receivable, on an individual basis, for collectability and for reserve requirements, if any.

Pawnee ceases to accrue interest income on leases after they become 94 days contractually past due unless information indicates that earlier cessation of income recognition is warranted. Pawnee charges-off leases against the allowance for doubtful accounts when they become 154 days contractually past due, unless information indicates that an earlier charge-off is warranted. Pawnee's historical trends reflect high success rates in remedying leases that initially become past due. Therefore, only leases that are on non-accrual status are considered impaired.

The table below does not include the \$10.0 million (December 31, 2009 - \$9.8 million) in security deposits from lessees. The potential proceeds from repossessed collateral in vehicles and equipment, and potential recoveries from personal guarantees and legal settlements that would offset any charge-offs, is also excluded because an estimate of the fair value of the collateral cannot reasonably be determined.



The following aging of net investment in leases before allowance for doubtful accounts represents the full carrying value of the leases that have lease payments past due.

				As at Sept	ember 30, 2010
(\$ thousands)	Current	1-30 days	31 - 60 days	61 - 90 days	Over 90 days
Equipment leases (Pawnee)	\$79,878	\$3,152	\$1,292	\$672	\$1,119
Automotive leases (Lease-Win)	3,917	379	232	143	92
	\$83,795	\$3,531	\$1,524	\$815	\$1,211
Impaired	167	226	390	312	1,197
Past due but not impaired	\$-	\$3,305	\$1,134	\$503	\$14
				As at De	cember 31 2009

				As at Dec	Zember 31, 2009
(\$ thousands)	Current	1-30 days	31 - 60 days	61 - 90 days	Over 90 days
Equipment leases (Pawnee)	\$75,196	\$3,941	\$2,337	\$1,063	\$1,857
Automotive leases (Lease-Win)	3,929	850	493	37	121
	\$79,125	4,791	\$2,830	\$1,100	\$1,978
Impaired	172	134	574	513	1,978
Past due but not impaired	\$-	\$4,657	\$2,256	\$587	\$-

Leases modified at Pawnee during the nine-months ended September 30, 2010 had a total net investment in leases balance at the time of modification of \$7.0 million (2009 - \$17.5 million). These amounts reflect the net investment in lease balances prior to payments collected since modification, leases that terminated early after modifications or leases charged-off after modification. The net investment in leases at Pawnee that have been modified (in 2010 or prior) and are current at September 30, 2010 is \$3.9 million (December 31, 2009 - \$5.6 million). On average the lease terms have been modified to extend the leases by approximately 2.7 months.

### Collateral

When a lease is charged-off, the related equipment no longer has a carrying value on the financial statements. If any amounts are recovered from the sale of equipment after charge-off, the recovered amount is credited to the allowance for doubtful accounts when received; in the nine-months ended September 30, 2010, the proceeds from the disposal of repossessed equipment that was charged-off totaled approximately \$892,000 (2009 - \$1.2 million). Repossessed equipment is held at various warehouses throughout the U.S. that are owned by a company contracted to repossess and remarket the equipment. As Pawnee leases a wide range of small equipment with a cost that does not typically exceed U.S.\$50,000 at the start of the lease, it is difficult to estimate the fair value of the repossessed equipment on hand at any month-end. The repossessed equipment has a carrying value of nil (2009 – nil).

At Lease-Win, the estimated fair value of repossessed vehicle collateral received for net investment in leases on which impairment losses were recognized totaled \$6,500 (2009 - \$6,000) during the nine-months ended September 30, 2010. The carrying amount of repossessed vehicles taken back as a result of payment default that are still in Lease-Win's possession (and included in inventory) amounted to \$70,000 (December 31, 2009 - \$20,849). Vehicles in inventory are valued at net realizable value.



### Securitization lease receivable – Lease-Win

	September 30,	December 31,
	2010	2009
	(\$ thous	sands)
Assets under administration from the securitization of leases	\$6,729	\$13,075
Weighted average effective interest rate earned	11.10%	10.93%
Weighted average effective interest rate paid to securitization	5.91%	5.81%
company (annualized)		

### 3. LEASE FINANCING

In September 2010, Pawnee renewed and expanded its credit facility, which was due to mature in May 2011. The credit facility limit has been increased by U.S.\$2.5 million to U.S.\$55.0 million (2009 - U.S.\$52.5 million) of which U.S.\$38.4 million was utilized at September 30, 2010 (December 31, 2009 - U.S.\$34.6 million). The accordion feature of the loan agreement has been increased to U.S.\$85.0 million from U.S.\$65.0 million.

The credit facility is secured by substantially all of Pawnee's assets, contains negative covenants (including the maintenance of leverage and interest coverage ratios), requires Pawnee to mitigate its interest rate risk by entering interest rate swaps for a notional amount not less than 50% of the outstanding line-of-credit balance, and matures on September 24, 2013.

Pawnee is restricted in its ability to merge, acquire companies or be acquired, or incur additional debt without lender approval. Furthermore, dividends are limited to compliance with all bank covenants and may not exceed 95% of Pawnee's consolidated net income, as determined in accordance with U.S. GAAP, with a few adjustments, including mark-to-market adjustments for interest rate swaps. Under the new loan agreement entered into on September 24, 2010, Pawnee's permitted dividends issued up to the Fund would be reduced to 90% of consolidated net income, as determined in accordance with U.S. GAAP, excluding mark-to-market adjustments for interest rate swaps, should Pawnee's leverage rise to a specified level.

### 4. INTEREST RATE SWAPS

During the first quarter of 2010, Pawnee entered into two interest rate swaps. The first interest rate swap is effective in March 2011 and entitles the subsidiary to receive a LIBOR-based floating interest rate and requires the subsidiary to pay a fixed 3.12% interest rate on a notional amount of U.S.\$15.0 million through March 2014. The second interest rate swap is effective in March 2012 and entitles the subsidiary to receive a LIBOR-based floating interest rate and requires the subsidiary to pay a fixed 4.00% interest rate on a notional amount of U.S.\$15.0 million through March 2015.

The interest rate swaps are intended to offset a portion of the variable interest rate risk on the credit facility. At September 30, 2010, the mark-to-market adjustment is a loss of approximately \$3.3 million compared to \$1.7 million at December 31, 2009 and is shown as a liability on the balance sheet.

The following interest rate swap agreements were outstanding at September 30, 2010:

Effective Date	Notional Amount U.S.\$	Annual Fixed Rate	Maturity date	Bank Call Date
July 2009	15,000,000	4.80%	March 2012	March 2010



November 2009	15.000.000	3.36%	March 2011	March 2010
March 28, 2011	15,000,000	3.12%	March 2014	n/a
March 28, 2012	15,000,000	4.00%	March 2015	n/a

### 5. CONVERTIBLE DEBENTURES

In January 2010, the holders of the convertible debentures elected to exercise their conversion rights and were issued an aggregate of 999,997 Fund Units, in accordance with the conversion price of \$3.50 per unit provided by the convertible debentures. On conversion, the equity amount of the convertible debentures was also transferred to Fund Unit capital.

### 6. MINIMUM PAYMENTS

The following are the contractual principal payments and maturities of significant financial liabilities:

(\$ thousands)	2010	2011	2012	2013	Total
Lease-Win's lease financing (a)	\$710	\$-	\$-	\$-	\$710
Pawnee's lease financing credit facility (b)	-	-	-	39,563	39,563
Total	\$710	\$-	\$-	\$39,563	\$40,273

<sup>(</sup>a) Lease-Win's lease financing would only be payable in 2010 if the bank called the loan, which is not anticipated, otherwise the loan is payable over the term of the underlying leases. See note 13(d) for anticipated principal payments.

### 7. FUND UNITS

Trust units and transactions during the period were as follows:

	Number of Fund	Number of Class	Fund Units
	Units	B & C US	Total
		Acquisition Co	
		Ltd. shares	
	(000's)	(000's)	(\$000's)
Fund Units at December 31, 2009	6,762	1,479	\$73,621
Units issued under rights offering	1,321		5,141
Units issued on conversion of debentures (Note 5)	1,000	-	3,545
Units issued on exercise of restricted units (Note 8(ii))	155	-	319
Units issued on exercise of unit options Mote (8(i))	71	-	178
Fund Units at September 30, 2010	9,309	1,479	\$82,804

On July 2, 2010, the Fund successfully completed a rights offering raising gross proceeds of \$5.28 million through the issuance of 1,320,799 units at \$4.00 per unit. Issue costs totaled \$139,000. The net proceeds from the offering will be used to support the growth of Pawnee and for general corporate purposes.

In November 2009, the Board of Trustees approved the repurchase and cancellation of up to 518,624 of the Fund's outstanding units for the period commencing November 10, 2009 and ending on November 9, 2010. During the ninemonths ended September 30, 2010, no Fund Units were repurchased under the normal course issuer bid.

During the nine-months ended September 30, 2009, the Fund repurchased for cancellation 240,500 Fund Units for a total consideration of \$610,750 or approximately \$2.54 per unit. The book value of the Fund Units \$2,176,525 or \$9.05 per unit. The excess of book value over purchase price of \$1,565,775 was credited to contributed surplus.

<sup>(</sup>b) Pawnee's lease financing credit facility is a line-of-credit, as described in Note 3, and, as such the balance can fluctuate.



### 8. COMPENSATION PLANS

### (i) Equity Unit Options

A summary of the number of unit options outstanding is as follows:

	For the three-mo Septembe		For the nine-months ended September 30,	
	2010	2009	2010	2009
Balance, January 1	822,000	630,000	630,000	100,000
Granted	-	-	225,000	530,000
Exercised	(37,500)	-	(70,500)	-
Balance, at September 30	784,500	630,000	784,500	630,000

The options were exercised for total cash consideration of \$145,230. On exercise, the fair value of options that had been expensed to date during the vesting period of \$32,430 was transferred from contributed surplus to Fund Unit Capital.

An analysis of the options outstanding at September 30, 2010 is as follows:

Grant date	Number of options	Vested	Expiry date	Exercise price
May 10, 2006	100,000	100,000	May 9, 2016	\$10.00
June 23, 2009	459,500	88,500	June 22, 2019	\$2.06
April 13, 2010	225,000	-	April 13, 2020	\$4.49

At September 30, 2010, the weighted average exercise price is \$3.77 (December 31, 2009 - \$3.32) and the weighted average remaining contractual life for all options outstanding is 8.56 years (December 31, 2009 - 8.98 years).

During the nine-months ended September 30, 2010, salaries and commission expense and contributed surplus included \$78,995 (2009 - \$1,400) relating to option expense. As of September 30, 2010, unrecognized non-cash compensation expense related to the outstanding options was \$274,000, which is expected to be recognized over the remaining vesting period.

### (ii) Restricted Units

A summary of the restricted units outstanding is as follows:

	For the three-months ended		For the nine-months ended	
	Septemb	per 30,	September 30,	
	2010	2009	2010	2009
Balance, beginning of period	235,000	175,000	175,000	-
Granted	-	-	195,000	175,000
Exercised	(20,000)		(155,000)	
Balance, end of period	215,000	175,000	215,000	175,000

The restricted units exercised were fully vested. On exercise, the value of the restricted units of \$319,300 that had been expensed during the vesting period was transferred from contributed surplus to Fund Unit capital.

During the nine-months ended September 30, 2010, salaries and commission expense and contributed surplus included \$582,200 (2009 - \$6,900) relating to the restricted units. As of September 30, 2010, unrecognized non-cash compensation expense related to non-vested restricted units was \$468,800, which is expected to be recognized over the next six months.



### 9. DISTRIBUTIONS TO UNITHOLDERS

During the period, the Fund received Unitholders approval of an amendment to the Declaration of Trust, effective January 1, 2010, to permit greater discretion in making future distributions which will allow the Fund to continue to account for the units as Equity on conversion to IFRS, instead of as Debt and the distributions as an adjustment to equity as opposed to interest expense on the income statement.

On October 18, 2010, the Fund announced an increase in the monthly distributions commencing in the fourth quarter of 2010 from \$0.04 to \$0.045 per unit.

### 10. INCOME PER UNIT

The weighted average Units and Class B and Class C shares of U.S. Acquisitionco outstanding during the three-month and nine-month periods ended are calculated as follows:

	For the three-months ended September 30,		For the nine-months ended September 30,	
	2010	2009	2010	2009
Weighted average number of Fund Units outstanding used in computing basic income per unit	9,260,619	6,879,406	8,188,623	6,955,067
Effect of rights issue (Note 7)	90,958	70,789	81,878	71,430
Class B shares	1,274,601	1,274,601	1,274,601	1,274,601
Class C shares	203,936	203,936	203,936	203,936
Weighted average units outstanding used in computing basic income per unit	10,830,114	8,428,732	9,749,038	8,505,034
Dilutive effect of options	269,039	96,746	247,739	2,195
Dilutive effect of restricted units	215,000	175,000	141,429	6,697
Weighted average number of units outstanding used in computing diluted income per unit	11,314,153	8,700,478	10,138,206	8,513,926

Options to purchase 325,000 units (2009 - 100,000 units) were outstanding during the period but were excluded from the calculations of diluted income per unit because the effect would be anti-dilutive (their exercise price was greater than the average Fund Unit price during the period).

For 2009, the debentures, convertible into 1,000,000 units, were outstanding but were excluded from the calculations as the effect would be anti-dilutive, given a conversion price that was greater than the average Fund Unit price during the period.

### 11. CASH FLOW SUPPLEMENTARY DISCLOSURE

	For the three-r Septemb		For the nine-m Septemb	
	2010	2009	2010	2009
		(\$ thous	ands)	
Interest paid	\$758	\$787	\$2,100	\$2,939
Income tax paid	2,117	63	7,436	225



### 12. CAPITAL MANAGEMENT

The Fund's capital is comprised of unitholders' equity. The Fund's objective when managing capital is to safeguard the Fund's ability to continue as a going concern in order to provide returns for unitholders and to maintain financial strength.

The Fund's capital is not subject to any capital requirements imposed by a regulator. However, each of the Fund's operating subsidiaries is subject to bank and/or manufacturer covenants in respect of leverage and/or working capital. These bank covenants safeguard the capital in each of its operating subsidiaries. Pawnee is restricted in its ability to further merge, acquire companies or be acquired, or incur additional debt without lender approval. Furthermore, dividends from Pawnee are limited to compliance with all bank covenants and may not exceed 95% of Pawnee's consolidated net income, as determined in accordance with U.S. GAAP, excluding mark-to-market adjustments for interest rate swaps. Under the new loan agreement entered into on September 24, 2010, Pawnee's dividends issued up to the Fund are reduced to 90% of consolidated net income, as determined in accordance with GAAP, excluding mark-to-market adjustments for interest rate swaps when Pawnee's leverage rises to a specified level.

The Fund's subsidiaries' objective is to maintain low cash balances, investing any free cash in leases as needed and using any excess to pay down debt on the primary financing facilities. The subsidiaries fund working capital needs, lease originations and growth using advances under credit facilities available when operating cash flow is not sufficient. At September 30, 2010, the Fund's operating units had \$18.3 million in additional borrowings available under various credit facilities to fund business operations and growth.

Pawnee has a credit facility that allows borrowings of up to U.S.\$55.0 million subject to, among other things, certain percentages of eligible gross lease receivables, of which U.S.\$38.4 million was utilized at September 30, 2010 (December 31, 2009 - U.S.\$34.6 million). The terms of this facility are described in Note 3.

The Fund itself does not have any credit facility. Each of its operating subsidiaries has a credit facility. These credit facilities are used to provide funding for the subject subsidiary's operations (i.e. to provide financing for the purchase of assets which are to be the subject of leases or to acquire vehicle inventory and support working capital). The credit facilities are not intended to directly fund distributions by the Fund (and these facilities generally limit the amount which can be distributed up to the Fund to an amount based on the net income of the subject subsidiary).

Under Pawnee's debt to equity covenant calculation, customer security deposits are treated as an offset to net investment in leases and are not considered debt. Below is the Fund's consolidated debt to equity analysis. There are no bank covenants relating to the consolidated debt to equity calculation.

	September 30, 2010	December 31, 2009
	(\$ thousand	ds, except ratio)
Debt	\$71,066	\$63,423
Equity	\$52,445	\$45,584
Debt/Equity	1.36	1.39



### 13. FINANCIAL INSTRUMENTS

Fair value

The following table represents the carrying values and the fair values of financial instruments:

	Septembe	r 30, 20	10	December	31, 20	09
	rrying /alue		Tair alue	rrying Value	I	Fair alue
Cash	\$ 12,269	\$	12,269	\$ 7,585	\$	7,585
Accounts receivable	929		929	930		930
Net investment in leases (i)	81,969		n/a	78,237		n/a
Accounts payable	4,492		4,492	5,176		5,176
Distributions payable	431		431	248		248
Vehicle financing (ii)	6,213		6,213	6,127		6,127
Lease financing (ii)	40,273		40,273	37,269		37,269
Customer security deposits	10,031		10,031	9,784		9,784
Interest rate swaps	3,305		3,305	1,683		1,683
Convertible debentures	_		-	3,465		3,465

<sup>(</sup>i) There is no organized market for valuing the net investment in leases. The carrying value is the amortized cost using the effective interest rate method.

The following schedule represents the hierarchy of financial instruments measured at fair value on the balance sheet:

	<b>September 30, 2010</b>		December 31, 2009			
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Interest rate swaps	-	\$3,305	_	-	\$1,683	-

### Financial Risk Management

In the normal course of business, the Fund manages risks that arise as a result of its use of financial instruments. These risks include market, liquidity and credit risk.

### a) Market risk

Market risk is the risk that the fair value of financial instruments will fluctuate due to changes in market factors. Market risk includes fair value risk, interest rate risk and foreign currency risk. The Fund is exposed to some of these risks directly

<sup>(</sup>ii) The stated value of the vehicle and lease financing approximates fair values, as the interest rates attached to these instruments are representative of current market rates, for loans with similar terms, conditions and maturities.



through its financial instruments. There have been no significant changes to the Fund's risk exposures since December 31, 2009.

### b) Liquidity risk

Liquidity risk is the risk that the Fund is not able to meet its financial obligations as they become due or can do so only at excessive cost. The Fund's subsidiaries are subject to bank and manufacturer covenants with respect to working capital. The bank covenants safeguard the liquidity in the Fund's subsidiaries.

The Fund's operations and growth are financed through a combination of cash flows from operations and borrowing under existing credit facilities. Prudent liquidity risk management implies maintaining sufficient working capital and adequate committed credit facilities, to the extent possible.

Pawnee has a credit facility that allows borrowings of up to U.S.\$55.0 million subject to, among other things, certain percentages of eligible gross lease receivables, of which U.S.\$38.4 million was utilized at September 30, 2010 (December 31, 2009 U.S.\$34.6 million). See Note 3 for further disclosure related to Pawnee's credit facility. At this time, management believes that the syndicate of financial institutions that provides Pawnee's credit facility is financially viable and will continue to provide this facility, however there are no guarantees in the current economic environment. Fees on the credit facility may increase, however we believe that any increases would be within market rates.

### c) Credit risk

Credit risk stems primarily from the potential inability of a customer or counterparty to a financial instrument to meet its contractual obligations. The Fund is exposed to credit risk with respect to cash, accounts receivable and net investment in leases. The carrying amount of financial assets represents the Fund's maximum exposure.

Credit risk associated with cash is minimized substantially by ensuring that the cash is placed with creditworthy counterparties. Management monitors changes in the status of financial institutions where cash is held to mitigate potential credit risk. The Fund's excess cash is held in accounts with a major Canadian chartered bank.

Accounts receivable principally relates to the Acura Sherway dealership and includes amounts due from the manufacturer and financing contracts in transit, which are typically collected within seven to ten days. Credit risk is primarily limited to the concentration of the receivable with the automotive manufacturer.

Pawnee's lease receivables are with smaller, often owner-operated businesses that have limited access to traditional financing. There is a high degree of risk associated with leasing to such parties. The typical lessee in Pawnee's portfolio is a start-up business that has not established business credit or a more established business that has experienced some business credit difficulty at some time in its history. As a result, such leases entail a relatively higher credit risk and may be expected to experience higher levels of delinquencies and loss levels. The credit risk is mitigated by Pawnee funding only 'business essential' commercial equipment, where the value of the equipment is typically less than \$50,000, by obtaining at least one personal guarantee for each lease, by having diversification by geographic location (within the United States), by types of equipment funded and by significant diversification in terms of the industries in which Pawnee's lessees operate with no significant concentration with any one customer. See Note 2 for further disclosure related to aging and continuity of allowance for doubtful accounts.

### At September 30, 2010:

- no state represented more than 9.7% of the number of Pawnee's total active leases, with the exception of California which represented 11.6%;
- Pawnee financed over 70 equipment categories, with its five largest categories by volume, being restaurant, auto repair, titled trucks and trailers, beauty salon, and fitness equipment which combined accounted for 52.5% of the number of active leases;



- its lessees operated in over 85 different industry segments, with no industry concentration accounting for more than 15.1% of its number of active leases;
- no lessee accounted for more than 0.01% of its total lease portfolio; and
- its largest source of lease originations accounted for originations of 20.2% of its leases in the nine-months ended September 30, 2010, and its ten largest origination sources accounted for 43.4% of its leases.

Pawnee added a new product offering to a limited number of its brokers in late 2008. This additional "B+" product complements Pawnee's long standing core "B" product, by offering funding to lessees that have stronger credit profiles than Pawnee has considered in the past. Assessed as lower risk business than Pawnee's traditional "B" business, these "B+" lessees receive funding based on rates that typically range from 14-26%. At September 30, 2010, less than 18% of Pawnee's lease receivables consisted of this "B+" product.

Pawnee's credit risk is also mitigated by the fact that Pawnee's primary lease contract requires that the lessee provide two payments as security deposit (not advance payments), which are held for the full term of the lease and then returned or applied to the purchase option of the equipment at the lessee's request, unless the lessee has previously defaulted (in which case the deposit is applied against the lease receivable).

Pawnee and Lease-Win are entitled to repossess leased equipment and vehicles if the lessees default on their lease contracts to mitigate credit losses. When an asset previously accepted as collateral is acquired, it undergoes a process of repossession and disposal in accordance with the legal provisions of the relevant market. Please see Note 2 for a further discussion on the repossession of collateral during the nine-months ended 2010 and 2009.

Pawnee's lease receivables are composed of a large number of homogenous leases, with relatively small balances, and as such, the evaluation of the allowance for credit losses is performed collectively for the lease receivable portfolio. Pawnee's policy is to maintain an allowance for doubtful accounts, as a percentage of its net investment in leases, equal to the last twelve-month rolling net charge-off percentage level. Pawnee ceases to accrue interest income on leases after they become 94 days contractually past due unless information indicates that an earlier cessation of income is warranted, and charges off leases, against the allowance for doubtful accounts, when they become 154 days contractually past due, unless information indicates that an earlier charge-off is warranted.

Lease-Win is exposed to credit risk due to delinquencies. The credit risk associated with Lease-Win's lease receivables is mitigated by liens placed against the vehicles, personal guarantees, and the ability to repossess vehicles for non-payment.

Credit risk also exists at Lease-Win as a result of using only one financial institution to securitize its lease receivables and that institution's ability to source funding for its financing. This risk is mitigated with Lease-Win having a long-standing relationship with its bank and the excess capacity available on its bank leasing facility.

### d) Interest rate risk

The Fund is subject to interest rate risk as its subsidiaries' credit facilities bear interest at rates that vary in accordance with borrowing rates either in the U.S. and Canada.

The Fund's cash is used to finance working capital, which is short-term in nature, and is at floating interest rates. The vehicle financing used to finance the inventory, which is short-term in nature, is also at floating interest rates thus exposing the Fund to interest rate fluctuations.



Pawnee and Lease-Win's leases are written at fixed interest rates and terms. Pawnee and Lease-Win generally finance their activities using both fixed rate and floating rate funds. To the extent Pawnee and Lease-Win finance fixed rate leases with floating rate funds, they are exposed to fluctuations in interest rates such that an increase in interest rates could narrow or, in Lease-Win's case, eliminate the margin between the yield on a lease and the effective interest rate paid by the lessor to finance the lease. See Note 2 for effective interest rates on leases written. See Note 4 for more information relating to interest rate swaps associated with mitigating this interest rate risk.

Lease-Win finances its activities using both fixed rate and floating rate funds. All of Lease-Win's \$710,000 lease financing is at a floating rate. Lease-Win has the right to fix the rate on all its floating rate debt at the bank's prime rate plus 2.125%. The leases financed through securitization can be financed at fixed or floating rate. As at September 30, 2010, approximately \$435,000 of Lease-Win's \$7.3 million securitized gross lease receivables were funded on a floating rate basis. See Note 2 for the effective interest rates on securitization facilities. The annualized effective interest rates on Pawnee's credit facilities for the nine-months ended September 30, 2010 was 7.59% (2009 – 8.08%) based on the monthend average debt balance.

The following table presents a sensitivity analysis for hypothetical changes in market interest rates and their potential impact on the Fund for the nine-months ended September 30, 2010:

	+100 bps	-100 bps
	(\$thous	ands)
Increase (decrease) in interest expense	107	(107)
Increase (decrease) in net income	(88)	88

The following table presents a sensitivity analysis for hypothetical changes in market interest rates and their potential impact on the Fund for the nine-months ended September 30, 2009:

	+100 bps	-100 bps
	(\$thouse	ands)
Increase (decrease) in interest expense	125	(125)
Increase (decrease) in net income	(96)	96

The following are the principal payments and maturities of significant financial liabilities:

(\$ thousands)	2010	2011	2012	2013	Total
Lease-Win's lease financing	\$92	\$378	\$240	\$-	\$710
Pawnee's lease financing credit facility (i)	-	-	-	39,563	39,563
Total	\$92	\$378	\$240	39,563	\$40,273

<sup>(</sup>i) Pawnee's lease financing credit facility is a line-of-credit, as such the balance can fluctuate. The interest rate is also floating, thus the interest payments are dependent on the balance of the line-of-credit and interest rate at any point of time.

### e) Foreign currency risk

Foreign currency risk is the risk of loss due to changes in the foreign exchange rates and the volatility of foreign exchange rates. The Fund is exposed to fluctuations in the U.S. dollar as significant cash flows are generated in the U.S. while distributions are paid in Canadian dollars. The Fund also has a significant portion of its net assets denominated in U.S. dollars.

Monetary assets and liabilities denominated in foreign currencies are translated at exchange rates prevailing at the balance sheet date and non-monetary assets and liabilities are translated at historical exchange rates.



Assets and liabilities of self-sustaining foreign operations denominated in foreign currencies are translated into Canadian dollars at the exchange rates in effect at each period-end date. The resulting unrealized exchange gains or losses on translation are reported in other comprehensive income. Revenue and expenses denominated in foreign currencies are translated into Canadian dollars at the average foreign currency exchange rate for the period. Foreign exchange gains and losses on other transactions are recorded as income in the year in which they occur.

U.S. Denominated Balances	September 30, 2010	September 30, 2009
Foreign exchange risk to balance sheet	(\$ thou	
Year-end exchange rate	1.0298	1.0722
U.S. denominated assets in U.S.\$	$$1\overline{00,270}$	\$102,188
Effect of a 10% increase or decrease in the Cdn/U.S.\$ on assets	\$10,326	\$10,957
U.S. denominated liabilities in U.S.\$ Effect of a 10% increase or decrease in the Cdn/U.S.\$ on liabilities	\$66,781	\$56,983
	\$6,877	\$6,581
U.S. denominated net assets in U.S.\$	\$33,489	\$45,205
U.S. denominated net assets in CDN\$	\$34,487	\$48,469
Effect of a 10% increase or decrease in the Cdn/U.S.\$ on U.S. denominated	,	
net assets	\$3,449	\$4,847
Foreign exchange risk to income statement		
Net income from U.S. in U.S.\$ for nine-months ended	\$1,943	\$2,777
Average exchange rate	1.0356	1.1701
Net income from US in Cdn\$	\$2,012	\$3,250
Effect of a 10% increase or decrease in the Cdn/U.S.\$ on U.S. denominated	,	
net income	\$201	\$325

### 14. COMMITMENTS

During the three-months ended September 30, 2010, Sherway LP extended its premise lease until June 30, 2017.



The Fund entities are committed to aggregate minimum rental payments under operating leases for premises as follows:

	September 30, 2010
	(\$ thousands)
2010 (October to December)	<b>\$149</b>
2011	458
2012	384
2013	384
2014	384
2015	384
thereafter	\$576
Total	\$ 2,719

### 15. RELATED PARTY TRANSACTIONS

In January 2010, debentures with a principal amount of \$2.8 million (out of the \$3.5 million convertible debentures) held by directors of Chesswood GP Limited, a wholly-owned subsidiary of the Fund, were converted to 787,141 Fund Units.

Pawnee leases a 10,800 square foot office facility. The lessor is owned and controlled by the holders of the Class B and C shares of U.S. Acquisitionco. The minimum lease payments are U.S.\$202,261 per year triple net and run through 2011 with options for two additional five-year terms. These transactions were recorded at the average exchange rate.

These transactions are in the normal course of business and are measured at the exchange amount which is the amount of consideration established and agreed to by the related parties.

### 16. SEASONAL OPERATIONS

The Fund's automotive business follows a seasonal pattern, with revenue and net income based on past experience of the predecessor companies being significantly lower in the first quarter than in other quarterly periods.

### 17. COMPARATIVE FIGURES

Certain of the comparative figures have been reclassified to conform with the presentation adopted in the current year's consolidated financial statements. The servicing liability has been reclassified to accounts payable and accrued liabilities.

### 18. SEGMENTED INFORMATION

The Fund's operations consist of two reporting segments: equipment leasing and automotive operations. The two reporting segments are also in separate geographic locations: automotive operations are located in Canada and equipment leasing is located in the United States. The accounting policies of the segments are the same as those described in the significant accounting policies in Note 1 of the 2009 Annual Report. Segmented information is as follows:



	For the ni	ne-months ende	d September 3	0, 2010
		(\$ thousa	nds)	
	Automotive operations -	Equipment leasing –	Corporate overhead -	
	Canada	U.S.	Canada	Total
Revenue	\$37,243	\$21,596	\$-	\$58,839
Gross profit	5,373	21,596	-	26,969
Provision for credit losses	129	3,302	_	3,431
Interest expense	193	2,078	_	2,271
Amortization - property and equipment	91	47	7	145
Amortization - intangible assets	-	410	_	410
Corporate overhead	-	-	2,142	2,142
Income (loss) before other items	954	10,715	(2,149)	9,520
Unrealized loss on interest rate swaps	-	(1,658)	. , ,	(1,658)
Unrealized gain on foreign exchange	-	-	(72)	(72)
Income (loss) before income taxes	954	9,057	(2,221)	7,790
Provision of income taxes	108	(3,199)	. , , ,	(3,091)
Net income (loss)	\$1,062	\$5,858	(\$2,221)	\$4,699
	. ,	. ,	· / /	. ,
Total Assets	\$20,747	\$103,258	\$9,537	\$133,542
Net investment in leases	4,948	77,021	· -	81,969
Goodwill	2,520	11,076	_	13,596
Intangible assets	889	6,891	_	7,780
Property and equipment additions	101	8	_	109
	For the n	ine-months ende		2009
		(\$ thousa	nds)	2009
	Automotive	(\$ thousa Equipment	nds)  Corporate	2009
	Automotive operations –	(\$ thousa Equipment leasing –	nds)  Corporate overhead -	
Davanua	Automotive operations – Canada	(\$ thousa Equipment leasing – U.S.	Corporate overhead - Canada	Total
Revenue	Automotive operations – Canada \$36,170	(\$ thousa Equipment leasing – U.S. \$22,719	nds)  Corporate overhead -	Total \$58,889
Gross profit	Automotive operations – Canada \$36,170 6,030	(\$ thousa Equipment leasing – U.S. \$22,719 22,719	Corporate overhead - Canada \$-	Total \$58,889 28,749
Gross profit Provision for credit losses	Automotive operations – Canada \$36,170 6,030 155	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150
Gross profit Provision for credit losses Interest expense	Automotive operations – Canada \$36,170 6,030 155 215	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603	Corporate overhead - Canada \$ 260	Total \$58,889 28,749 11,150 3,078
Gross profit Provision for credit losses Interest expense Amortization - property and equipment	Automotive operations – Canada \$36,170 6,030 155	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets	Automotive operations – Canada \$36,170 6,030 155 215	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603	Corporate overhead - Canada \$ 260 12	Total \$58,889 28,749 11,150 3,078 181 462
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead	Automotive operations – Canada \$36,170 6,030 155 215 129	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462	Corporate overhead - Canada \$ 260 12 - 1,060	Total \$58,889 28,749 11,150 3,078 181 462 1,060
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items	Automotive operations – Canada \$36,170 6,030 155 215	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343	Corporate overhead - Canada \$ 260 12	Total \$58,889 28,749 11,150 3,078 181 462 1,060 <b>3,399</b>
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps	Automotive operations – Canada \$36,170 6,030 155 215 129	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 <b>3,399</b> 510
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510	Corporate overhead - Canada \$-	Total \$58,889 28,749 11,150 3,078 181 462 1,060 <b>3,399</b> 510 354
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes	Automotive operations – Canada \$36,170 6,030 155 215 129	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes Provision for income taxes	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388 - 1,388 48	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853 603	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263 874
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes	Automotive operations – Canada \$36,170 6,030 155 215 129	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 <b>3,399</b> 510 354 <b>4,263</b>
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes Provision for income taxes Net income (loss)	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388 48 48 \$1,340	(\$ thousa Equipment leasing – U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853 603 \$3,250	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263 874 \$3,389
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes Provision for income taxes Net income (loss)  Total Assets	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388 48 \$1,340	(\$ thousa Equipment leasing — U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853 603 \$3,250	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263 874 \$3,389
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes Provision for income taxes Net income (loss)  Total Assets Net investment in leases	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388 48 \$1,340 \$19,984 6,931	(\$ thousa Equipment leasing — U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853 603 \$3,250 \$97,060 74,620	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263 874 \$3,389  \$121,410 81,551
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes Provision for income taxes Net income (loss)  Total Assets Net investment in leases Goodwill	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388 48 \$1,340 \$19,984 6,931 2,520	(\$ thousa  Equipment leasing - U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853 603 \$3,250  \$97,060 74,620 12,057	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263 874 \$3,389  \$121,410 81,551 14,577
Gross profit Provision for credit losses Interest expense Amortization - property and equipment Amortization - intangible assets Corporate overhead Income (loss) before other items Unrealized gain on interest rate swaps Foreign exchange gain Income (loss) before income taxes Provision for income taxes Net income (loss)  Total Assets Net investment in leases	Automotive operations – Canada \$36,170 6,030 155 215 129 - 1,388 48 \$1,340 \$19,984 6,931	(\$ thousa Equipment leasing — U.S. \$22,719 22,719 10,995 2,603 40 462 - 3,343 510 - 3,853 603 \$3,250 \$97,060 74,620	Corporate overhead - Canada \$	Total \$58,889 28,749 11,150 3,078 181 462 1,060 3,399 510 354 4,263 874 \$3,389  \$121,410 81,551



	For the three-months ended September 30, 2010				
		nds)			
	Automotive operations –	Equipment leasing –	Corporate overhead -		
	Canada	U.S.	Canada	Total	
Revenue	\$12,837	\$7,303	\$-	\$20,140	
Gross profit	1,870	7,303	-	9,173	
Provision for credit losses	18	169	-	187	
Interest expense	63	809	-	872	
Amortization - property and equipment	31	16	2	49	
Amortization - intangible assets	-	136	-	136	
Corporate overhead	=	-	565	565	
Income (loss) before other items	389	4,405	(567)	4,227	
Unrealized loss on interest rate swaps	=	(558)		(558)	
Unrealized loss on foreign exchange	=	-	(77)	(77)	
Income (loss) before income taxes	389	3,847	(644)	3,592	
Provision of (recovery of) income taxes	(62)	1,235		1,173	
Net income (loss)	\$451	\$2,612	(\$644)	\$2,419	
Property and equipment additions	\$101	\$3	\$-	\$104	

	For the three-months ended September 30, 2009				
		(\$ thousa	nds)		
	Automotive	Equipment	Corporate		
	operations –	leasing –	overhead -		
	Canada	U.S.	Canada	Total	
Revenue	\$14,141	\$6,642	\$-	\$20,783	
Gross profit	2,137	6,642	-	8,779	
Provision for credit losses	52	2,941	-	2,993	
Interest expense	52	679	135	866	
Amortization - property and equipment	35	16	3	54	
Amortization - intangible assets	-	144	-	144	
Corporate overhead	-	-	377	377	
Income (loss) before other items	519	1,324	(515)	1,328	
Unrealized gain on interest rate swaps	-	(16)	-	(16)	
Foreign exchange gain	-	-	(53)	(53)	
Income before income taxes	519	1,308	(568)	1,259	
Provision for income taxes	-	345	223	568	
Net income	\$519	\$963	(\$791)	\$691	
Property and equipment additions	\$41	\$12	\$-	\$53	

### 19. SUBSEQUENT EVENTS

(i) See Note 9 for details of the future increase in monthly unitholder distributions.

### **Directors, Trustees and Officers**

**Trustees, Directors and Officers** 

Edward Sonshine, Q.C.\*

Trustee (1)

Chairman of the Fund *President & C.E.O.*,

RioCan Real Estate Investment Trust

\*Queen's Counsel

**Clare Copeland** 

Trustee (1)

Chairman, Compensation Committee C.E.O., Falls Management Company Chairman, Toronto Hydro Corporation

Frederick W. Steiner

Trustee (1)

Chairman, Audit and Governance Committee

President & C.E.O.,

Imperial Coffee and Services Inc.

Jeffrey Wortsman

Trustee (1)

President & C.E.O.,

Danier Leather Inc.

**Barry Shafran** 

Director (2)

President & C.E.O., Chesswood GP Limited Chairman, Pawnee Leasing Corporation

**David Obront** 

Director (2)

President,

DOit Investments Ltd.

**Robert Day** 

Director (2)

Former Chairman, Pawnee Leasing Corporation

**Samuel Leeper** 

Director (2)

Former C.E.O., Pawnee Leasing Corporation

**Fund Executive Team** 

**Barry Shafran** 

President & C.E.O.

Lisa Stevenson

Director of Finance

**Other Information** 

**Auditors** 

BDO Canada LLP

**Transfer Agent** 

Equity Investment Services Inc.

**Corporate Counsel** 

McCarthy Tétrault LLP

Website

www.chesswoodfund.com

**Toronto Stock Exchange Symbol** 

CHW.UN

<sup>(1) –</sup> Each of the Trustees is also a director of Chesswood GP Limited, (please refer to note (2) below).

<sup>(2) -</sup> Director of Chesswood GP Limited, which is a 100% owned subsidiary of the Fund.



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