

Consolidated Financial Statements

**Atlantic Lottery Corporation Inc.**

March 31, 2018

## INDEPENDENT AUDITORS' REPORT

To the Shareholders of  
**Atlantic Lottery Corporation Inc.**

We have audited the accompanying consolidated financial statements of **Atlantic Lottery Corporation Inc.**, which comprise the consolidated balance sheet as at March 31, 2018 and the consolidated statements of operations, comprehensive income, changes in deficiency and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's responsibility for the consolidated financial statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audit is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of **Atlantic Lottery Corporation Inc.** as at March 31, 2018, and its financial performance and its cash flows for the year then ended, in accordance with International Financial Reporting Standards.

*Ernst + Young LLP*

Saint John, Canada,  
June 7, 2018

Chartered Accountants

## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

To the Shareholders of  
**Atlantic Lottery Corporation Inc.**

The consolidated financial statements presented in this Annual Report are the responsibility of the management of **Atlantic Lottery Corporation Inc.** They have been approved by its Board of Directors.

Management prepared the consolidated financial statements in accordance with International Financial Reporting Standards. The financial information contained in the Annual Report is consistent with the data presented in the consolidated financial statements.

**Atlantic Lottery Corporation Inc.** maintains books of account, systems of information, systems of financial and management control, as well as a comprehensive internal audit program, which provide reasonable assurance that accurate financial information is available, that assets are protected and that resources are managed efficiently.

The Board of Directors oversees external and internal audit activities through its audit committee. The committee reviews matters related to accounting, auditing, internal control systems, the consolidated financial statements and reports of the internal and independent external auditors.



Brent Scrimshaw  
President & CEO



Patrick Daigle, CPA, CA  
CFO

**ATLANTIC LOTTERY CORPORATION INC.  
CONSOLIDATED BALANCE SHEET AS AT  
MARCH 31**

[In thousands of dollars]

	2018	2017
<b>ASSETS</b>		
<i>Current</i>		
Cash [note 5]	\$ 3,019	\$ 2,917
Restricted prize cash [note 5]	18,214	18,120
Accounts receivable [note 6]	22,326	19,690
Prepaid expenses and deposits	15,029	21,008
Inventory [note 7]	5,841	6,420
	<b>64,429</b>	<b>68,155</b>
Property and equipment [note 8]	71,405	89,009
Intangibles [note 9]	76,521	70,009
Employee future pension benefits [note 16]	34,264	32,529
Other long-term assets	2,633	-
<b>TOTAL ASSETS</b>	<b>\$ 249,252</b>	<b>\$ 259,702</b>
<b>LIABILITIES</b>		
<i>Current</i>		
Line of credit [note 10]	\$ 16,197	\$ 11,480
Accounts payable and accrued liabilities [note 11]	24,505	26,227
Deferred revenue	1,102	1,537
Liabilities for unclaimed prizes [note 12]	18,214	18,120
Due to shareholders [note 13]	6,595	9,579
Current portion of long-term debt [note 14]	45,617	45,067
	<b>112,230</b>	<b>112,010</b>
Employee future other post-employment benefits [note 16]	13,853	15,168
Long-term debt [note 14]	88,729	114,347
Other long-term liabilities	675	1,340
	<b>103,257</b>	<b>130,855</b>
<b>SHAREHOLDERS' EQUITY</b>		
Share capital [note 18]	1	1
Accumulated other comprehensive income (loss)	2,633	(667)
Retained earnings	31,131	17,503
	<b>33,765</b>	<b>16,837</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 249,252</b>	<b>\$ 259,702</b>
Commitments [note 21]		

See accompanying notes

On behalf of the Board

*Robert MacKinnon* *Paula McDonald*

Director

Director

**ATLANTIC LOTTERY CORPORATION INC.  
CONSOLIDATED STATEMENT OF OPERATIONS  
YEAR ENDED MARCH 31**

[In thousands of dollars]

	<b>2018</b>	2017
<b>Revenue</b>		
Gross ticket sales	\$ 709,512	\$ 699,074
Net video lottery receipts	439,136	434,012
Entertainment center revenue	19,626	19,259
	<b>1,168,274</b>	1,152,345
Prizes on ticket sales	412,117	392,267
<b>Net revenue</b>	<b>756,157</b>	760,078
<b>Direct expenses</b>		
Commissions	134,165	133,436
Ticket printing	11,583	10,032
Other direct cost	2,784	2,602
	<b>148,532</b>	146,070
<b>Gross profit</b>	<b>607,625</b>	614,008
<b>Expenses</b>		
Operating and administrative expenses	101,562	105,054
Depreciation and amortization [notes 8 and 9]	31,490	32,549
Interest [notes 10 and 14]	3,135	3,315
	<b>136,187</b>	140,918
<b>Profit before the following</b>	<b>471,438</b>	473,090
Other income	(69)	(1,284)
Taxes [note 20]	47,714	47,899
Payments to the Government of Canada [note 19]	4,568	4,543
	<b>52,213</b>	51,158
<b>Net profit</b>	<b>\$ 419,225</b>	\$ 421,932

See accompanying notes

**ATLANTIC LOTTERY CORPORATION INC.**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**YEAR ENDED MARCH 31**

[In thousands of dollars]

	2018	2017
<b>Net profit</b>	<b>\$ 419,225</b>	<b>\$ 421,932</b>
<b>Other comprehensive income</b>		
Mark-to-market gains on derivative instruments designated and qualifying as cash flow hedges		
Change in fair value <i>[note 15]</i>	<b>3,300</b>	1,239
Employee future benefits		
Change in actuarial assumptions <i>[note 16]</i>	<b>(492)</b>	10,235
Other comprehensive income	<b>2,808</b>	11,474
<b>Comprehensive income</b>	<b>\$ 422,033</b>	<b>\$ 433,406</b>

*See accompanying notes*

**ATLANTIC LOTTERY CORPORATION INC.**  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY [DEFICIENCY]**  
**YEAR ENDED MARCH 31**

[In thousands of dollars]

					2018	
	Share	Accumulated other	Retained	Total		
	capital	comprehensive	earnings	shareholders'		
		income (loss)		equity		
<b>Balance, beginning of year</b>	\$ 1	\$ (667)	\$ 17,503	\$	16,837	
<b>Net profit</b>	-	-	419,225		419,225	
<b>Other comprehensive income</b>	-	3,300	(492)		2,808	
<b>Comprehensive income</b>	-	3,300	418,733		422,033	
<b>Distribution of profit to shareholders [note 13]</b>						
<b>New Brunswick Lotteries and Gaming Corporation</b>	-	-	(124,923)		(124,923)	
<b>Province of Newfoundland and Labrador</b>	-	-	(130,084)		(130,084)	
<b>Nova Scotia Provincial Lotteries and Casino Corporation</b>	-	-	(133,217)		(133,217)	
<b>Prince Edward Island Lotteries Commission</b>	-	-	(16,881)		(16,881)	
<b>Total profit allocated to shareholders</b>	-	-	(405,105)		(405,105)	
<b>Balance, end of year</b>	\$ 1	\$ 2,633	\$ 31,131	\$	33,765	
<b>2017</b>						
	Share	Accumulated other	Retained	Total		
	capital	comprehensive	earnings	shareholders'		
		loss	(deficit)	equity		
				(deficiency)		
<b>Balance, beginning of year</b>	\$ 1	\$ (1,906)	\$ (6,738)	\$	(8,643)	
<b>Net profit</b>	-	-	421,932		421,932	
<b>Other comprehensive income</b>	-	1,239	10,235		11,474	
<b>Comprehensive income</b>	-	1,239	432,167		433,406	
<b>Distribution of profit to shareholders [note 13]</b>						
<b>New Brunswick Lotteries and Gaming Corporation</b>	-	-	(124,486)		(124,486)	
<b>Province of Newfoundland and Labrador</b>	-	-	(135,194)		(135,194)	
<b>Nova Scotia Provincial Lotteries and Casino Corporation</b>	-	-	(132,200)		(132,200)	
<b>Prince Edward Island Lotteries Commission</b>	-	-	(16,046)		(16,046)	
<b>Total profit allocated to shareholders</b>	-	-	(407,926)		(407,926)	
<b>Balance, end of year</b>	\$ 1	\$ (667)	\$ 17,503	\$	16,837	

See accompanying notes

**ATLANTIC LOTTERY CORPORATION INC.**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**AS AT MARCH 31**

[In thousands of dollars]

	2018	2017
<b>Cash provided by (used in)</b>		
<i>Operating activities</i>		
Net profit	\$ 419,225	\$ 421,932
Add (deduct) non-cash items:		
Depreciation and amortization [notes 8 and 9]	31,490	32,549
Loss (gain) on disposal of property and equipment	105	(504)
Other comprehensive income	2,808	11,474
	<b>453,628</b>	465,451
Net change in non-cash components of working capital [note 22]	<b>(1,125)</b>	(13,341)
Increase in employee future benefits	<b>(3,050)</b>	(19,386)
	<b>449,453</b>	432,724
<i>Investing activities</i>		
Purchase of property and equipment	<b>(4,391)</b>	(4,284)
Purchase of intangible assets	<b>(16,132)</b>	(23,325)
Proceeds on disposal of property and equipment	20	1,294
	<b>(20,503)</b>	(26,315)
<i>Financing activities</i>		
Increase (decrease) in line of credit	4,717	(10,608)
Proceeds of long-term debt	75,000	110,000
Repayment of long-term debt	<b>(100,068)</b>	(100,557)
Repayment of long-term lease payable	-	(504)
Decrease in other long-term liabilities	<b>(665)</b>	(1,275)
Increase in other long-term assets	<b>(2,633)</b>	-
	<b>(23,649)</b>	(2,944)
Distribution to shareholders	<b>(405,105)</b>	(407,926)
Increase (decrease) increase in cash	196	(4,461)
Cash, beginning of year	21,037	25,498
<b>Cash, end of year</b>	<b>\$ 21,233</b>	\$ 21,037

See accompanying notes



## Atlantic Lottery Corporation Inc.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

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## 1. NATURE OF OPERATIONS

Atlantic Lottery Corporation Inc. [the “Corporation”] was incorporated under the *Canada Business Corporations Act* on September 3, 1976. The Corporation’s shareholders are the New Brunswick Lotteries and Gaming Corporation, Province of Newfoundland and Labrador, Nova Scotia Gaming Corporation, and Prince Edward Island Lotteries Commission. The registered office of the Corporation is located at 922 Main Street in Moncton, New Brunswick, Canada.

The profit of the Corporation is distributed twice monthly to each of the shareholders. The distribution to each province consists of the calculated profit in each province as determined by the Amended and Restated Unanimous Shareholders’ Agreement.

The Corporation has been appointed to undertake, conduct and manage lotteries by and on behalf of the provinces of New Brunswick, Newfoundland and Labrador and Prince Edward Island. The Corporation has been appointed to operate lotteries in the province of Nova Scotia by the Nova Scotia Gaming Corporation [“NSGC”].

The Corporation has entered into a formal operating agent agreement [the “Agreement”] with NSGC that requires the Corporation to obtain the prior approval of NSGC before making certain changes related to lottery schemes in Nova Scotia. The Agreement provides that all assets acquired by the Corporation exclusively for the operation of lotteries in Nova Scotia are held by the Corporation in trust for and on behalf of NSGC, and that all liabilities incurred to acquire those assets are also the liabilities of NSGC. In the case of the Agreement being cancelled, the Corporation has a 24-month period to transfer all assets and liabilities related to the lottery schemes in Nova Scotia to NSGC. However, these assets and liabilities related to the Nova Scotia lottery activities are included on the Corporation’s consolidated balance sheet, because NSGC does not have the intent to cancel the Agreement and therefore the Corporation’s expectation is that the economic benefit of all the acquired assets will stay with the Corporation over their entire useful lives.

The Corporation has conduct and manage agent agreements with the provinces of New Brunswick, Newfoundland and Labrador and Prince Edward Island, which include similar provisions. Also, these provinces currently do not have the intent to cancel the agreements and therefore all assets and liabilities related to the lottery operations in these provinces are also recorded with the same assumption in the Corporation’s consolidated financial statements.

The Articles of Incorporation restrict the number of shareholders to four and any invitations to the public to subscribe for securities of the Corporation are prohibited. Because of these restrictions, the Corporation manages capital through working capital and debt to ensure sufficient liquidity to manage current and future operations. The acquisition of debt requires the approval of the Corporation’s Board of Directors and NSGC.

The Corporation is also restricted under the *Gaming Control Acts* of each province for the management of prize funds. The Corporation is required to maintain cash on hand equivalent to the amount of prize liabilities outstanding.

## 2. SIGNIFICANT ACCOUNTING POLICIES

### Basis of preparation

The consolidated financial statements of the Corporation for the year ended March 31, 2018 were authorized for issue by the Board of Directors on June 7, 2018.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Basis of measurement**

These consolidated financial statements were prepared on a going concern basis, under the historical cost basis, except for derivative financial instruments that have been measured at fair value.

#### **Statement of compliance**

The consolidated financial statements of the Corporation and its subsidiaries for the year ended March 31, 2018 have been prepared in accordance with International Financial Reporting Standards ["IFRS"] and interpretations adopted by the International Accounting Standards Board ["IASB"].

#### **Functional and presentation currency**

The consolidated financial statements are presented in Canadian dollars, which is the Corporation's functional currency. All dollar values are rounded to the nearest thousandth dollar [\$'000], except for per share amounts.

#### **Basis of consolidation**

The consolidated financial statements include the accounts of the Corporation and its wholly owned subsidiaries, Atlantic Gaming Equipment Limited, and 7865813 Canada Inc. The financial statements of the subsidiaries are prepared for the same reporting period as the consolidated financial statements of the Corporation, using consistent accounting policies.

The subsidiaries are fully consolidated from the date of acquisition, being the date at which the Corporation obtains control, and continue to be consolidated until the date that such control ceases.

All inter-Corporation balances, transactions, income and expenses, and profits and losses, including dividends resulting from inter-Corporation transactions, are eliminated in full.

#### **Cash and restricted prize cash**

Cash and restricted prize cash in the consolidated balance sheet comprise cash at banks and on hand.

For the purpose of the consolidated statement of cash flows, cash and restricted prize cash consist of cash, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Corporation's cash management.

Pursuant to provincial regulations, the Corporation maintains restricted cash accounts in an amount equivalent to current game liabilities. Withdrawals from these accounts are restricted to payment of prizes [note 12].

Funds held for alc.ca wallets represent funds provided to the Corporation through player wallets on alc.ca. These amounts are deposited into a separate bank account and are internally restricted by the Corporation exclusively for funding the alc.ca wallet liability.

#### **Inventory**

Inventory consists of lottery tickets [Scratch'N Win and Breakopen], food and beverage consumables, and restaurant and merchandise supplies. Inventory is valued at the lower of cost, determined on an average cost basis, and net realizable value. Costs incurred in bringing each product to its present location and condition are accounted for as purchase costs on an average cost basis.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 2. SIGNIFICANT ACCOUNTING POLICIES [Continued]

##### Property and equipment

Property and equipment are stated at cost, net of accumulated depreciation and/or accumulated impairment losses, if any. Historical cost includes expenditures that are directly attributable to the acquisition of the assets. Subsequent costs are included in an asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Corporation and the cost of the item can be measured reliably. All other repair and maintenance expenses are charged to the consolidated statement of operations as incurred. Borrowing costs, internal salaries and travel costs related to the acquisition, construction or production of qualifying assets, are capitalized.

Land and assets not ready for use are not depreciated. Depreciation on other assets is charged to the consolidated statement of operations based on cost, less estimated residual value, on a straight-line basis over the estimated useful lives of the assets. The Corporation is using the following useful lives for the different asset categories:

<u>Asset</u>	<u>Useful life</u>
Building	5 to 50 years
Automotive	4 to 10 years
Operational and gaming equipment	3 to 24 years
Finance lease	Lease term
<u>Leasehold improvements</u>	<u>Lease term</u>

If the costs of a certain component of property and equipment are significant in relation to the total cost of the item, these costs are accounted for and depreciated separately.

The assets' residual values, useful lives and methods of depreciation are reviewed annually, and adjusted prospectively, if appropriate.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset [calculated as the difference between the net disposal proceeds and the carrying amount of the asset] is included in the consolidated statement of operations in the year the asset is derecognized.

Pre-opening costs are expensed to the consolidated statement of operations as incurred.

##### Intangible assets

##### Intangible assets acquired separately

Acquired intangible assets are primarily software, patents and licenses on technologies. Intangible assets acquired separately are carried at cost less accumulated amortization and/or impairment losses. Amortization is charged to the consolidated statement of operations on a straight-line basis over their estimated useful lives as follows:

<u>Asset</u>	<u>Useful life</u>
Software licenses	3 to 15 years
Computer software	3 to 15 years
Gaming software	3 to 7 years
Finance lease	Lease term

## Atlantic Lottery Corporation Inc.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

## 2. SIGNIFICANT ACCOUNTING POLICIES [Continued]

The Corporation only has intangible assets acquired with a finite useful life. The estimated useful lives and amortization methods are reviewed at the end of each annual reporting period, with the effect of any changes in estimates being accounted for on a prospective basis. The amortization expense on intangible assets with finite lives is recognized in the consolidated statement of operations in the expense category consistent with the function of the intangible asset. Intangible assets not ready for use are not amortized.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the consolidated statement of operations when the asset is derecognized.

### Internally generated intangible assets - research and development expenditures

Expenditure on research activities is recognized as an expense in the period in which it is incurred. Development costs relating primarily to the development of new gaming or lottery software or internet websites used for purposes of selling the Corporation's services are recognized as an intangible asset when the Corporation can demonstrate that the following conditions required by International Accounting Standards ["IAS"] 38, *Intangible Assets* are met:

- the asset is identifiable and will generate expected future economic benefits; and
- the cost can be determined reliably.

The amount initially recognized for internally generated intangible assets is the sum of the acquisition and manufacturing costs that can be directly attributed to the development process as well as a reasonable portion of the development-related fixed costs. If the internally generated intangible asset does not meet the conditions of IAS 38, the development expenditure is recognized in profit or loss in the period during which it was incurred. Subsequent to initial recognition, internally generated intangible assets are reported at cost less accumulated amortization and/or accumulated impairment losses. Amortization of the asset begins when the development is complete and the asset is available for use. It is amortized over the period of expected future benefit on a straight-line basis. The current useful lives applied are as follows:

<b>Asset</b>	<b>Useful life</b>
Software licenses	3 to 15 years
Computer software	3 to 15 years
Gaming software	3 to 7 years

During the period of development, the intangible asset is tested for impairment annually.

### Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of an asset that takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. All other borrowing costs are expensed in the period during which they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### Leases

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at inception date: whether fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Corporation as a lessee**

Finance leases, which transfer to the Corporation substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the commencement of the lease at the lower of fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognized in the consolidated statement of operations.

Leased assets are depreciated on the same basis as owned assets over the useful lives of the assets. However, if there is no reasonable certainty that the Corporation will obtain ownership by the end of the lease term, the asset is depreciated over the shorter of the estimated useful life and the lease term.

Operating lease payments are recognized as an expense in the consolidated statement of operations on a straight-line basis over the lease term.

#### **Impairment of financial assets**

The Corporation assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, the Corporation estimates the asset's fair market value. An asset's fair market value can be measured via recent market transactions or discounted cash flow model. If the carrying amount is lower than the present value of estimated future cash flows discounted at the current market rate of return for a similar financial asset, impairment of that amount exists.

Impairment losses are recognized in the consolidated statement of operations in those expense categories consistent with the function of the impaired asset.

#### **Impairment of non-financial assets**

The Corporation assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, the Corporation estimates the asset's recoverable amount. An asset's recoverable amount is the higher of the fair value of an asset or cash-generating unit ["CGU"] less costs to sell, and its value in use. It is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used.

Impairment losses are recognized in the consolidated statement of operations in those expense categories consistent with the function of the impaired asset.

For previously impaired assets, an assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the Corporation estimates the asset's or CGU's recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the consolidated statement of operations.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Provisions**

Provisions are recognized when the Corporation has a present obligation [legal or constructive] as a result of a past event, and the costs to settle the obligation are both probable and able to be reliably measured. Where the Corporation expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the consolidated statement of operations net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as a finance cost. The Corporation has recorded provisions for sick leave and asset decommissioning.

#### **Pensions and other post-employment benefits**

The Corporation participates in a multiple-employer defined benefit contributory pension plan. The Corporation also provides certain post-employment healthcare benefits, life insurance and ad-hoc supplementary pensions.

The cost of providing benefits under the defined benefit plans is determined separately for each plan using the projected unit credit method. Actuarial gains and losses are recognized as income or expense in other comprehensive income immediately in the period when they occur.

The past service costs are recognized as an expense on a straight-line basis over the average period until the benefits become vested. If the benefits have already vested, immediately following the introduction of, or changes to, a pension plan, past service costs are recognized immediately.

The defined benefit asset or liability comprises the present value of the defined benefit obligation (using a discount rate based on high quality corporate bonds, as explained in note 16 less past service costs and (for the pension obligation) less the fair value of plan assets, out of which the obligations are to be settled. Plan assets are not available to the creditors of the Corporation, nor can they be paid directly to the Corporation. Fair value is based on market price information and, in the case of quoted securities, is the published bid price. The value of any defined benefit asset recognized is restricted to the sum of any past service costs and the present value of any economic benefits available in the form of refunds from the plan or reductions in the future contributions to the plan.

#### **Financial instruments**

##### **Initial recognition and measurement**

The Corporation at initial recognition designates its financial assets either as (i) financial assets at fair value through profit or loss, (ii) loans and receivables, or (iii) available for sale. Financial liabilities are classified as (i) fair value through profit or loss, (ii) financial liabilities at amortized cost, or (iii) derivatives designated as hedging instruments in an effective hedge, as appropriate. All financial instruments are initially measured at fair value plus, in the case of financial assets not recognized at fair value through profit or loss, directly attributable transaction costs.

The Corporation's financial assets include cash, restricted prize cash, accounts receivable, and due from shareholders.

The Corporation's financial liabilities include line of credit, accounts payable and accrued liabilities, liabilities for unclaimed prizes, due to shareholders, long-term debt, long-term lease payable and other long-term liabilities, including derivative instruments.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Subsequent measurement of financial assets**

The subsequent measurement of financial assets depends on their classification, as follows:

- i. Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for trading and financial assets designated upon initial recognition at fair value through profit or loss. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. This category includes derivative financial instruments entered into by the Corporation that are not designated as hedging instruments in hedge relationships as defined by IAS 39, *Financial Instruments: Recognition and Measurement*, including separated embedded derivatives, are also classified as held for trading unless they are designated as effective hedging instruments.

Financial assets at fair value through profit or loss are carried in the consolidated balance sheet at fair value with changes in fair value recognized in other expenses (income) or interest expense in the consolidated statement of operations.

The Corporation has not designated any financial assets upon initial recognition as at fair value through profit or loss.

- ii. Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortized cost using the effective interest rate method ["EIR"], less impairment. The losses arising from impairment are recognized in the consolidated statement of operations in depreciation and amortization expense.

Securities in this category include cash, restricted prize cash, accounts receivable, and due from shareholders.

#### **Derecognition**

A financial asset [or, where applicable, a part of a financial asset or part of a group of similar financial assets] is derecognized when the rights to receive cash flows from the asset have expired or the Corporation has transferred its rights to receive cash flows from the asset.

#### **Impairment of financial assets**

The Corporation assesses at each reporting date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset [an incurred "loss event"] and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and, where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

For financial assets carried at amortized cost, the Corporation first assesses individually whether objective evidence of impairment exists, individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Corporation determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows [excluding future expected credit losses that have not yet been incurred].

#### **Subsequent measurement of financial liabilities**

The measurement of financial liabilities depends on their classification, as follows:

- i. Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss includes financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

Financial liabilities are classified as held for trading if they are acquired for the purpose of selling in the near term. This category includes derivative financial instruments entered into by the Corporation that are not designated as hedging instruments in hedge relationships as defined by IAS 39.

Gains or losses on liabilities held for trading are recognized in the consolidated statement of operations. The Corporation has not designated any financial liabilities upon initial recognition as at fair value through profit or loss.

- ii. Financial liabilities at amortized cost

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortized cost using the EIR method. Gains and losses are recognized in the consolidated statement of operations when the liabilities are derecognized as well as through the EIR amortization process.

Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included in other expenses (income) in the consolidated statement of operations.

Financial liabilities classified in this category include line of credit, accounts payable and accrued liabilities, liabilities for unclaimed prizes, due to shareholder, and long-term debt.

- iii. Derivatives designated as hedging instruments in an effective hedge

The Corporation uses derivative financial instruments such as interest rate swaps to hedge its risks associated with interest rate fluctuations. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and is subsequently remeasured at fair value. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.



## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

Any gains or losses arising from changes in fair value on derivatives that do not qualify for hedge accounting are taken directly to net profit or loss for the year.

The fair value of interest rate swap contracts is determined by reference to market values for similar instruments. At the inception of a hedge relationship, the Corporation formally designates and documents the hedge relationship to which it wishes to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. The documentation includes identification of the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and how the entity will assess the hedging instrument's effectiveness in offsetting the exposure to changes in the hedged item's fair value or cash flows attributable to the hedged risk.

Such hedges are expected to be highly effective in achieving offsetting changes in fair value or cash flows and are assessed on an ongoing basis to determine that they actually have been highly effective throughout the financial reporting periods for which they were designated.

Interest rate swaps when hedging exposure to variability in cash flows that is either attributable to a particular risk associated with a recognized asset or liability or highly probable forecast transactions are classified as cash flow hedges. The effective portion of the gain or loss on the hedging instrument is recognized directly in other comprehensive income, while the ineffective portion is recognized in the consolidated statement of operations in other expenses (income).

Amounts taken to other comprehensive income are transferred to the consolidated statement of operations when the hedged transaction affects profit or loss, such as when the hedged financial income or financial expense is recognized or when a forecast sale or purchase occurs.

If the forecasted transaction or firm commitment is no longer expected to occur, the cumulative gain or loss previously recognized in equity is transferred to the consolidated statement of operations. If the hedging instrument expires or is sold, terminated or exercised without replacement or rollover, or if its designation as a hedge is revoked, any cumulative gain or loss previously recognized in other comprehensive income remains in other comprehensive income until the forecast transaction or firm commitment affects profit or loss.

The Corporation uses interest rate swaps to hedge the volatility of variable interest payments to a fixed interest rate over the term of the respective debt.

Financial liabilities classified in this category include other long-term liabilities.

#### **Current versus non-current classification**

Derivative instruments that are not designated as, and are effective hedging instruments, are classified as current or non-current or separated into a current and non-current portion based on an assessment of the facts and circumstances [i.e., the underlying contracted cash flows].

- Where the Corporation holds a derivative as an economic hedge [and does not apply hedge accounting] for a period beyond 12 months after the reporting date, the derivative is classified as non-current [or separated into current and non-current portions] consistent with the classification of the underlying item.
- Derivative instruments that are designated as, and are effective hedging instruments, are classified consistent with the classification of the underlying hedged item. The derivative instrument is separated into a current portion and non-current portion only if a reliable allocation can be made.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Derecognition**

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the consolidated statement of operations.

#### **Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount reported in the consolidated balance sheet if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

#### **Fair value of financial instruments**

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices or dealer price quotations [bid price for long positions and ask price for short positions], without any deduction for transaction costs.

For financial instruments not traded in an active market, the fair value is determined using appropriate valuation techniques. Such techniques may include using recent arm's length market transactions; reference to the current fair value of another instrument that is substantially the same; discounted cash flow analysis or other valuation models.

#### **Revenue recognition**

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Corporation and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received, excluding discounts, free tickets and pari-mutuel commissions. The Corporation assesses its revenue arrangements against specific criteria in order to determine if it is acting as the principal or agent. The Corporation has concluded that it is acting as principal in all of its revenue arrangements. In each of the revenue categories, the following specific recognition criteria must also be met before revenue is recognized:

#### **Gross ticket sales**

##### **Lottery revenue**

Lottery revenue and the corresponding direct expenses are recognized on the draw date. Receipts for lottery tickets sold before March 31 for draws held subsequent to that date are recorded as deferred revenue.

##### **Instant ticket revenue**

Revenue from instant ticket games and the corresponding direct expenses are recognized at the time of activation, which determines the transfer of legal ownership to the retailer.

##### **Interactive revenue**

Revenue from interactive games and the corresponding direct expense are recognized at the time of play.

#### **Net video lottery receipts**

Revenue from video lottery and the corresponding direct expenses are recognized at the time of play and are recorded net of credits paid out.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Entertainment centre revenue**

Entertainment centre revenue includes receipts from electronic gaming devices, recorded net of credits paid out at the time of play, table games recorded net of payouts at the time of play, racing events, and restaurant sales.

The Corporation operates a loyalty points program at its Entertainment centre, which allows players to accumulate points at the time of play. The points can then be redeemed for products or play. Consideration received is allocated between the Entertainment centre revenue and the points issued, with the consideration allocated to the points equal to their fair value. The fair value of the points issued is deferred and recognized as revenue when the points are redeemed.

#### **Prize expense**

Prize expense for draw-based games is recorded based on the actual prize liability experienced for each online game at the time of the draw. All obligations for prizes from these drawings are recorded as liabilities for unclaimed prizes on the consolidated balance sheet.

Instant ticket prizes are recognized as a percentage of ticket sales in line with the theoretical prize payout for that game.

Video lottery and interactive game prizes are based on the actual prizes won for each individual game, at the point at which the sale occurs.

In addition to cash prizes, the Corporation also awards free tickets. The value ascribed to these prizes is equal to the sale price.

#### **Interest income**

For all financial instruments measured at amortized cost, interest income or expense is recorded using the effective interest rate, which is the rate that exactly discounts the estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or liability. Interest income is included in other income in the consolidated statement of operations.

#### **Sales tax**

As a prescribed registrant, the Corporation makes GST/HST remittances to the Federal Government pursuant to the Games of Chance Regulations of the *Excise Tax Act*. The Corporation's net tax for a reporting period is calculated using net tax attributable to both gaming and non-gaming activities. The net tax attributable to gaming activities results in a tax burden of two times the GST/HST rate on most taxable gaming expenditures incurred by the Corporation [note 20]. HST is paid in New Brunswick, Newfoundland and Labrador, Nova Scotia, and Prince Edward Island at their respective HST rates.

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the consolidated balance sheet.

#### **Income taxes**

The Corporation is owned by the four Atlantic Provincial Governments and is exempt from income taxes.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **2. SIGNIFICANT ACCOUNTING POLICIES [Continued]**

#### **Payments to the Government of Canada**

Under federal/provincial agreements, the Government of Canada agreed to withdraw from the sale of lottery tickets and to refrain from re-entering the field of gaming and betting. In consideration, all provinces and territories of Canada pay \$24,000 annually, in 1979 dollars, adjusted by the consumer price index each year [note 19].

### **3. SIGNIFICANT ACCOUNTING ESTIMATES AND ASSUMPTIONS**

The preparation of the Corporation's consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of revenue, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods.

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts recognized in the consolidated financial statements of the Corporation are discussed below.

#### **Determination of useful lives for tangible and intangible assets**

The Corporation has based the determination of the useful lives for its tangible and intangible assets on a detailed review of all empirical data for the different asset classes and also used the knowledge of the appropriate operations people to conclude on the useful lives. Furthermore, the Corporation at least annually updates if the current applied useful lives are still valid for the different asset classes. Any external or internal changes in the Corporation's environment may result in an impact on the expectation of the useful lives of certain assets and hence a triggering event to reconsider the expectation of the useful lives.

#### **Impairment of financial assets**

Impairment exists when the enterprise value of an asset exceeds its fair market value. Fair market value can be measured via recent market transactions or discounted cash flow model. The cash flows are derived from the budget for the next five years. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes.

#### **Impairment of non-financial assets**

Impairment exists when the carrying value of an asset or CGU exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The value-in-use calculation is based on a discounted cash flow model. The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Corporation is not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes. The key assumptions used to determine the recoverable amount for the different CGU, including a sensitivity analysis, are further explained in notes 8 and 9.

#### **Employee future benefits**

The cost of defined benefit pension plans and other post-employment benefits and the present value of the pension obligation are determined using actuarial valuations. An actuarial valuation involves making various assumptions.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **3. SIGNIFICANT ACCOUNTING ESTIMATES AND ASSUMPTIONS [Continued]**

These include the determination of the discount rate, future salary increases, mortality rates, the return on the investment in the plan assets and future pension increases. Due to the complexity of the valuation, the underlying assumptions and its long-term nature, a defined benefit obligation is highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date. Further details about the assumptions used are given in note 16.

#### **Development costs**

Development costs are capitalized in accordance with the accounting policy in note 2 “Intangible assets”. Initial capitalization of costs is based on management’s judgment that technological and economic feasibility is confirmed, usually when a product development project has reached a defined milestone according to an established project management model. In determining the amounts to be capitalized, management makes assumptions regarding the expected future cash generation of the project, discount rates to be applied and the expected period of benefit. As at March 31, 2018, the amount of capitalized development costs was \$2,792 [2017 - \$3,128].

Capitalized development costs are primarily for the customization, implementation and testing of new gaming software solutions and of web sites offering information about games to the Corporation’s customers, but also to place an order on the web site resulting in revenue for the Corporation. During the development of these new gaming software solutions and the revenue orientated web sites, there is some uncertainty if these tools will be finally accepted by the market and will generate sufficient revenue. However, based on the Corporation’s market research and review of other markets where these or similar solutions were already implemented, the Corporation’s management is confident that the capitalized development costs will result in sufficient future benefits to cover the capitalized costs.

#### **Fair value of financial instruments**

Where the fair value of financial assets and financial liabilities [especially derivative financial instruments like interest rate swaps] recorded on the consolidated balance sheet cannot be derived from active markets, they are determined using valuation techniques including the discounted cash flows model. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

#### **Revenue recognition – Player Loyalty Program**

The Corporation estimates the fair value of points awarded under the Player Loyalty Program by applying statistical techniques. Inputs to the models include making assumptions about expected redemption rates, the mix of products that will be available for redemption in the future and customer preferences. Points issued under the program have a one-year expiration period. As at March 31, 2018, the estimated liability for unredeemed points was approximately \$64 [2017 - \$60].

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

### 4. STANDARDS ISSUED BUT NOT YET EFFECTIVE

Standards issued but not yet effective up to the date of issuance of the Corporation's consolidated financial statements are listed below. This listing of standards and interpretations issued are those that the Corporation reasonably expects to have an impact on disclosures, financial position or performance when applied at a future date. The Corporation intends to adopt these standards when they become effective.

#### **IFRS 9, *Financial Instruments***

IFRS 9 replaces IAS 39, *Financial Instruments: Recognition and Measurement*. It introduces amendments to classification and measurement for financial assets, a new expected loss impairment model, and a new hedge accounting model. IFRS 9 will become effective on April 1, 2018 and will be applied retrospectively in accordance with IAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors*. Management continues to evaluate the impact of the new standard on the Company's financial statements, however expects presentation of revenue for some transactions to be presented net of prizes paid and expects no change for the treatment of its cash flow hedge.

#### **IFRS 15, *Revenue from Contracts with Customers***

IFRS 15 was issued in May 2014 and provides a single, principles based five-step model to be applied to all contracts with customers. The standard provides guidance on timing of revenue recognition, including accounting for variable consideration, costs of fulfilling and obtaining a contract and various other matters. New disclosures about revenue are also introduced. The new standard is required to be applied either retrospectively to each prior reporting period presented ("full retrospective method") or retrospectively with the cumulative effect of initially applying the new standard recognized at the date of initial application ("modified retrospective method"). The Corporation is adopting the new standard under the modified retrospective method from April 1, 2018.

The Corporation continues to assess the impact of the new standard on its consolidated financial statements. Management have reviewed the nature of the Corporation's contracts with its customers in its most significant revenue arrangements in effect at March 31, 2018. The Corporation has identified the areas of significant impact and continues to assess their implications upon adoption. Management will continue to evaluate other sources of revenue, as well as disclosure, transition and other implications of IFRS 15 through to the date of its adoption.

The new standard will increase revenue disclosure requirements, including disaggregation of revenue and discussion of deferred revenue. The Corporation is currently considering the additional disclosure and presentation requirements. It is expected that revenue in the notes to the financial statements will be presented net of prize expense (consideration payable to a customer) compared to its current gross presentation. Additionally, the Corporation will continue to evaluate the impact the new standard will have on processes, systems, and internal controls.

#### **IFRS 16, *Leases***

IFRS 16 will replace IAS 17, IFRIC 4, SIC-15 and SIC-27. IFRS 16 has the objective to prescribe the accounting policies and disclosures applicable to leases, both for lessees and lessors. The standard provides a new model for lease accounting in which all leases, other than short-term and small-ticket-item leases, will be accounted for by recognizing a right-to-use asset and a lease liability. The right-to-use asset will be subsequently amortized over the lease term and the lease liability will be reduced by each lease payment made, after expensing a portion of the lease payment as interest expense. IFRS 16 was issued in January 2016 and is effective January 1, 2019 with early application permitted. The Corporation is currently assessing the impact of IFRS 16 and plans to adopt the new standard on the required effective date.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 5. CASH

Cash is represented by cash on hand and bank balances, less outstanding cheques.

		<b>2018</b>		2017
Cash	\$	<b>3,019</b>	\$	2,917
Restricted prize cash		<b>18,214</b>		18,120
Total cash	\$	<b>21,233</b>	\$	21,037

The Corporation has a cash balance of \$1,479 [2017 - \$1,101] to fund player wallets.

#### 6. ACCOUNTS RECEIVABLE

		<b>2018</b>		2017
Lottery retailers	\$	<b>17,443</b>	\$	14,094
Taxes receivable		<b>237</b>		426
Other		<b>4,646</b>		5,170
Total accounts receivable	\$	<b>22,326</b>	\$	19,690

Lottery retailers' receivables are collected on a weekly basis. The Corporation had bad debt expense of \$61 [2017 - \$118] related to lottery retailer receivables.

#### 7. INVENTORY

		<b>2018</b>		2017
Ticket stock	\$	<b>5,750</b>	\$	6,318
Food and beverage		<b>79</b>		76
Restaurant and merchandise		<b>12</b>		26
Total inventory	\$	<b>5,841</b>	\$	6,420

During the year, the Corporation recorded inventory write-offs in the amount of \$1,884 [2017 - \$665].

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 8. PROPERTY AND EQUIPMENT

	Land	Building	Automotive	Operational and gaming equipment	Finance lease	Leasehold improvements	Not ready for use	Total
Cost or valuation:								
<b>As at March 31, 2016</b>	\$ 1,707	\$ 19,191	\$ 1,904	\$ 147,886	\$ 5,120	\$ 8,482	\$ 16,220	\$ 200,510
Additions	\$ -	\$ 93	\$ 215	\$ 519	\$ -	\$ 9	\$ 3,448	4,284
Transfers	\$ -	\$ 82	\$ -	\$ 17,629	\$ -	\$ 11	\$ (17,722)	-
Disposals	\$ -	\$ -	\$ (455)	\$ (13,502)	\$ (5,120)	\$ (2)	\$ (29)	(19,108)
<b>As at March 31, 2017</b>	1,707	19,366	1,664	152,532	-	8,500	1,917	185,686
<b>Additions</b>	-	<b>361</b>	<b>46</b>	<b>1,390</b>	-	-	<b>2,594</b>	<b>4,391</b>
<b>Transfers</b>	-	<b>457</b>	<b>38</b>	<b>3,710</b>	-	-	<b>(4,244)</b>	<b>(39)</b>
<b>Disposals</b>	-	<b>(38)</b>	<b>(24)</b>	<b>(6,155)</b>	-	-	-	<b>(6,217)</b>
<b>As at March 31, 2018</b>	\$ 1,707	\$ 20,146	\$ 1,724	\$ 151,477	\$ -	\$ 8,500	\$ 267	\$ 183,821
Depreciation and impairment:								
<b>As at March 31, 2016</b>	\$ -	\$ 8,071	\$ 693	\$ 72,875	\$ 5,120	\$ 6,133	\$ -	\$ 92,892
Depreciation for the year	-	805	288	21,077	-	383	-	22,553
Disposals	-	-	(353)	(13,293)	(5,120)	(2)	-	(18,768)
<b>As at March 31, 2017</b>	-	8,876	628	80,659	-	6,514	-	96,677
<b>Depreciation for the year</b>	-	<b>686</b>	<b>343</b>	<b>20,492</b>	-	<b>331</b>	-	<b>21,852</b>
<b>Disposals</b>	-	<b>(32)</b>	<b>(18)</b>	<b>(6,063)</b>	-	-	-	<b>(6,113)</b>
<b>As at March 31, 2018</b>	\$ -	\$ 9,530	\$ 953	\$ 95,088	\$ -	\$ 6,845	\$ -	\$ 112,416
Net book value:								
<b>As at March 31, 2018</b>	\$ 1,707	\$ 10,616	\$ 771	\$ 56,389	\$ -	\$ 1,655	\$ 267	\$ 71,405
As at March 31, 2017	\$ 1,707	\$ 10,490	\$ 1,036	\$ 71,873	\$ -	\$ 1,986	\$ 1,917	\$ 89,009

During the year, the Corporation carried out a review of the recoverable amount of assets and there was no impairment identified [2017 - nil].

As at March 31, 2018, assets classified as not ready for use consists of \$95 for gaming equipment [2017 - \$1,007]; \$140 for computer equipment not yet in use [2017 - \$892]; \$32 for building and leasehold improvements not yet in use [2017 - \$18]; and borrowing costs on computer equipment not yet in use of nil [2017 - nil].



## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 9. INTANGIBLE ASSETS

	Software licenses	Computer software	Gaming software	Finance lease	Not ready for use	Total
Cost:						
<b>As at March 31, 2016</b>	\$ 77,501	\$ 5,839	\$ 21,284	\$ 7,128	\$ 10,342	\$ 122,094
Additions	1,777	-	549	-	20,999	23,325
Transfers	5	-	1,074	-	(1,079)	-
Disposals	(362)	-	(2,977)	(7,128)	-	(10,467)
<b>As at March 31, 2017</b>	78,921	5,839	19,930	-	30,262	134,952
<b>Additions</b>	<b>134</b>	<b>87</b>	<b>15</b>	<b>-</b>	<b>15,896</b>	<b>16,132</b>
<b>Transfers</b>	<b>40,673</b>	<b>45</b>	<b>2,572</b>	<b>-</b>	<b>(43,251)</b>	<b>39</b>
<b>Disposals</b>	<b>(30,625)</b>	<b>(5,341)</b>	<b>(335)</b>	<b>-</b>	<b>-</b>	<b>(36,301)</b>
<b>As at March 31, 2018</b>	<b>\$ 89,103</b>	<b>\$ 630</b>	<b>\$ 22,182</b>	<b>\$ -</b>	<b>\$ 2,907</b>	<b>\$ 114,822</b>
Amortization and impairment:						
<b>As at March 31, 2016</b>	\$ 43,190	\$ 5,234	\$ 9,823	\$ 6,717	\$ -	\$ 64,964
Amortization	6,064	520	3,256	156	-	9,996
Disposals	(167)	-	(2,977)	(6,873)	-	(10,017)
<b>As at March 31, 2017</b>	49,087	5,754	10,102	-	-	64,943
<b>Amortization</b>	<b>6,193</b>	<b>38</b>	<b>3,407</b>	<b>-</b>	<b>-</b>	<b>9,638</b>
<b>Disposals</b>	<b>(30,610)</b>	<b>(5,340)</b>	<b>(330)</b>	<b>-</b>	<b>-</b>	<b>(36,280)</b>
<b>As at March 31, 2018</b>	<b>\$ 24,670</b>	<b>\$ 452</b>	<b>\$ 13,179</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 38,301</b>
<b>Net book value:</b>						
<b>As at March 31, 2018</b>	<b>\$ 64,433</b>	<b>\$ 178</b>	<b>\$ 9,003</b>	<b>\$ -</b>	<b>\$ 2,907</b>	<b>\$ 76,521</b>
As at March 31, 2017	\$ 29,834	\$ 85	\$ 9,828	\$ -	\$ 30,262	\$ 70,009

The above includes internally developed additions of \$2,792 [2017 - \$3,128], transfers of \$28 [2017 - nil], and disposals of (\$68) [2017 - nil].

During the year, the Corporation carried out a review of the recoverable amount of intangible assets, which led to the recognition of an impairment recovery of nil [2017 - nil].

The Corporation capitalizes internal salary and travel expenditures related to implementation and testing of new gaming software solutions and internet websites for the sale of new customer products.

During the year, the Corporation recorded capitalized borrowing costs amounting to \$294 [2017 - \$226] at a range of 2.15% to 2.65% [2017 - 2.2%].

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 10. LINE OF CREDIT

The Corporation has available a \$60,000 line of credit, which bears interest at prime less 0.55%, and charges a standby fee on the daily unadvanced portion of the credit facility at a rate of 0.09% per annum.

Included in interest expense is \$278 [2017 - \$440] relating to the line of credit.

#### 11. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

		2018		2017
Trade payables and accruals	\$	15,486	\$	16,367
Salaries payable		3,491		3,961
Taxes payable		4,413		4,995
Asset decommissioning provision		1		1
Player payable		1,114		903
Total accounts payable and accrued liabilities	\$	24,505	\$	26,227

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 12. LIABILITIES FOR UNCLAIMED PRIZES

	2018	2017
Unclaimed prizes		
Current prizes	\$ 18,214	\$ 18,120
Special prize fund	-	-
	\$ 18,214	\$ 18,120

	2018	2017
Special prize fund		
Balance, beginning of year	\$ -	\$ 2
Unclaimed prizes expired during year	3,944	5,810
Prize payouts	(3,944)	(5,812)
Balance, end of year	\$ -	\$ -

Unclaimed prizes from regional lottery games are retained in a prize fund for 12 months from the announced beginning date of the draw and sports games are retained in a prize fund for 744 days from the date of purchase of the ticket. Unclaimed prizes remaining after the respective periods are transferred to a special prize fund and are recorded as a reduction to prize expense and/or used for prizes in subsequent draws. Prizes of national lottery games are funded by the Interprovincial Lottery Corporation, with the exception of prizes for certain free tickets, which are paid out of general prize funds as incurred.

Scratch'N Win prizes do not have an expiry period. Based on historical records, the Corporation has determined that minimal prizes are claimed after 36-months from the date of launch of the game. All unclaimed prizes from Scratch'N Win lottery games are retained in a prize fund for 36 months from the date of launch of the game. Unclaimed prizes remaining after the 36-month claiming period are transferred to a special prize fund and are recorded as a reduction to prize expense and/or used for prizes in subsequent draws. Unclaimed prizes of national games are administered by the Interprovincial Lottery Corporation.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 13. DUE TO/FROM SHAREHOLDERS

The amount due to (from) shareholders relates to the profit earned for the year, not yet paid (received).

	Profit earned	2018		Profit paid	Profit payable
		Profit withheld	Profit distributed		
New Brunswick Lotteries and Gaming Corporation	\$ 128,666	\$ 3,743	\$ 124,923	\$ 122,330	\$ 2,593
Province of Newfoundland and Labrador	133,774	3,690	130,084	128,381	1,703
Nova Scotia Gaming Corporation	137,981	4,764	133,217	131,197	2,020
Prince Edward Island Lotteries Commission	18,779	1,898	16,881	16,602	279
	\$ 419,200	\$ 14,095	\$ 405,105	\$ 398,510	\$ 6,595

	Profit earned	2017		Profit paid	Profit payable
		Profit withheld	Profit distributed		
New Brunswick Lotteries and Gaming Corporation	\$ 128,229	\$ 3,743	\$ 124,486	\$ 121,124	\$ 3,362
Province of Newfoundland and Labrador	138,884	3,690	135,194	132,658	2,536
Nova Scotia Provincial Lotteries and Casino Corporation	136,964	4,764	132,200	128,987	3,213
Prince Edward Island Lotteries Commission	17,944	1,898	16,046	15,578	468
	\$ 422,021	\$ 14,095	\$ 407,926	\$ 398,347	\$ 9,579

Profit earned is based on lottery operations and does not include the profit or loss of subsidiary companies.

Since 2007, the Corporation has been making supplemental payments to the pension plan to reduce the pension plan solvency deficit. The supplemental payments were being funded by the Corporation via debt because the Corporation retains no retained earnings. The Corporation began withholding a portion of monthly profit distributions to shareholders in 2014 to fund the supplemental payments. The withholdings are scheduled until 2019 when the pension solvency deficit is expected to be eliminated and supplemental payments discontinued.

The deficit withholdings are allocated among the shareholders based on the provincially allocated pension expense during the period of 2007-2010 to align with the time period in which the deficit arose. During the year ended March 31, 2018, the Corporation withheld profit of \$14,095 [2017 - \$14,095].

On November 14, 2016, the Corporation filed an appeal with the Tax Court of Canada for notices of assessment received from the Canada Revenue Agency ("CRA") for HST in respect of the operation of video lottery terminals on First Nations' reserves in the province of Nova Scotia. The assessments were paid, covered the periods from June 2009 to July 2013, and totaled \$29,668. The Corporation has been self-assessing HST for the periods from August 2013 onwards, and remitting the monthly payments to CRA. At March 31, 2018, the additional self-assessed amounts totaled \$31,806 [2017 - \$23,796]. All amounts paid to CRA have been reimbursed to the Corporation by NSGC. If the Corporation is successful, it will collect total amounts remitted to CRA and make a corresponding payment to the NSGC. Currently, the outcome is undeterminable.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 14. LONG-TERM DEBT

	2018	2017
Bank term loan, amortized over 10 years, bearing variable interest rates based on 30-day Bankers' Acceptances, hedged by a fixed interest rate swap bearing interest at 1.98%, maturing in July 2026.	\$ 77,647	\$ 85,925
Bank term loan, amortized over 84 months, bearing variable interest rates based on 30-day Bankers' Acceptances, hedged by fixed interest rate swaps bearing interest rates at 1.94%, maturing in December 2019.	28,930	44,974
Bank term loan, amortized over 20 years, bearing variable interest rates based on 30-day Bankers' Acceptances, hedged by a fixed interest rate swap bearing interest at 5.13%, maturing in August 2016 and refinanced with a fixed interest rate swap bearing interest at 3.14%, beginning August 2016 and maturing in August 2026.	7,337	8,067
Bankers' Acceptance, maturing on June 4, 2018 bearing interest at 2.27%.	20,000	
Bankers' Acceptance, maturing on June 5, 2017 bearing interest at 1.54%.		20,000
Bank term loan, amortized over 186 months, bearing a fixed interest rate at 3.50%, maturing in November 2018.	432	448
	<b>134,346</b>	159,414
Current portion of long-term debt	45,617	45,067
	<b>\$ 88,729</b>	\$ 114,347

Long-term debt is reduced by established monthly payments. Payments over the next 12 months are disclosed in the current portion of long-term debt.

The aggregate maturities of long-term debt for each of the five years subsequent to March 31, 2018 are approximately as follows: 2019 - \$45,617; 2020 - \$22,359; 2021 - \$9,617; 2022 - \$9,830 and 2023 - \$10,048.

Included in interest expense is \$2,858 [2017 - \$2,868] relating to long-term debt.

The Corporation has a debt covenant limiting cash payments to shareholders to be less than or equivalent to profit earned. The Corporation is in compliance with this covenant. No assets have been pledged as security for the above debt.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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**15. CASH FLOW HEDGES**

**Derivatives not designated as hedging instruments**

The Corporation does not use derivative contracts to manage transaction exposures.

**Cash flow hedges**

The Corporation holds three bank term loans bearing variable interest rates based on 30-day Bankers' Acceptances, hedged by fixed interest rate swaps. The interest rate swap has the same terms as the loan agreement to realize an effective hedge situation and therefore is not expected to impact the consolidated statement of operations. There were no highly probable transactions for which hedge accounting has been claimed that have not occurred and no significant element of hedge ineffectiveness requiring recognition in the consolidated statement of operations.

During the year ended March 31, 2018, the Corporation recorded the fair value of its cash flow hedges as a long-term asset of \$2,633 [2017 – liability of \$667] while the effective portion of the hedging derivative was recognized in other comprehensive income.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

### **16. EMPLOYEE FUTURE BENEFITS**

#### **Pension benefits**

The Corporation participates in a multi-employer defined benefit contributory pension plan. Benefits of the pension plan are based on employees' length of service and the average of the 60 consecutive months of highest pensionable earnings prior to termination or retirement. The Corporation's share of the multi-employer plan assets and the related accrued benefit obligation have been actuarially measured for accounting purposes as at March 31, 2018 using the projected benefit method prorated on service and management's best estimate of expected plan performance, salary escalation and retirement ages of employees. The fair value of plan assets are broken down into two classes: 57% common stock [2017 – 57%], and 43% fixed income securities [2017 – 43%].

The main plan is funded by contributions from participating employers and from plan members, including the Corporation. As a multi-employer plan, obligations and assets are not segregated by employer. All main plan assets are available to provide for all main plan obligations. The Corporation's share of the main plan assets is 91.1%, based on the Corporation's share of the main plan liabilities to the total main plan liabilities as at March 31, 2017, the date of the last actuarial valuation.

In addition to the main plan, there are two supplemental plans: a supplemental executive retirement plan and a supplemental employee retirement plan. These plans provide additional pension benefits to certain members of the plan. Both supplemental plans are unfunded pension arrangements.

The most recent actuarial valuation for funding purposes was performed on March 31, 2017 by Mercer, a firm of consulting actuaries. Despite there being a surplus of \$75,600 on a going concern basis, the valuation resulted in a solvency deficit of \$12,900 for the entire plan. Pursuant to the Act, the Corporation will pay its share of special payments, on average \$5,013 annually, into the Plan in addition to the employer contribution for current service cost. The next actuarial funding valuation will be performed at March 31, 2020. The additional amount paid during the fiscal year ended March 31, 2018 was \$5,250 [2017 - \$11,765].

#### **Other post-employment benefits**

The Corporation also sponsors the following post-employment benefits:

1. Extended health and dental benefits.
2. Life insurance and ad-hoc supplementary pensions.

The most recent actuarial valuation of the other post-employment benefits liabilities was conducted on March 31, 2018, and those results were extrapolated to March 31, 2018. Actuarial reports are prepared based on projections of employees' compensation levels to the time of retirement and future health care costs based on management's best estimate.

#### **Sick leave**

The Corporation offers its employees accumulation of unused sick leave days that the employees can use in later annual periods. The Corporation has provided for the cumulated sick leave days for which past empirical data of the usage of such days and the resulting future cash outflow are probable. Included in the individual costs for a sick leave day are all annual payroll costs of the respective employee divided by the average number employment days per annum. A provision totaling \$771 [2017 - \$721] is recorded and is included as part of other post-employment benefits.

# Atlantic Lottery Corporation Inc.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

### 16. EMPLOYEE FUTURE BENEFITS [Continued]

Information about the Corporation's employee future benefits as at March 31, in aggregate, is as follows:

	Defined benefit pension plan - Corporation's share		Other post-employment benefits (unfunded)	
	2018	2017	2018	2017
<b>Change in defined benefit obligation</b>				
Balance, beginning of year	\$ 172,127	\$ 161,066	\$ 14,447	\$ 12,283
Current service cost [employer portion]	4,890	4,926	892	781
Interest expense	6,615	6,315	558	487
Cash flows				
Benefits paid	(6,821)	(4,715)	(277)	(217)
Employees' contributions	2,445	2,407	-	-
Other significant events				
Employee contributions paid to buy past service	17	431	-	-
Remeasurements				
Effect of changes in demographic assumptions	34	6,883	(1,510)	841
Effect of changes in financial assumptions	7,994	(4,668)	368	272
Effect of experience adjustments	1,047	(518)	(1,396)	-
Balance, end of year	\$ 188,348	\$ 172,127	\$ 13,082	\$ 14,447
<b>Change in fair value of plan assets</b>				
Balance, beginning of year	\$ 204,656	\$ 171,981	\$ -	\$ -
Interest income	8,056	7,121	-	-
Return on plan assets [excluding interest income]	6,045	13,045	-	-
Cash flows				
Employer contributions	8,214	14,706	277	217
Employees' contributions	2,445	2,407	-	-
Benefits paid	(6,821)	(4,715)	(277)	(217)
Administrative expense paid from plan assets	-	(320)	-	-
Other significant events				
Employee contributions paid to buy past service	17	431	-	-
Balance, end of year	\$ 222,612	\$ 204,656	\$ -	\$ -
<b>Amounts recognized in the consolidated balance sheet</b>				
Defined benefit obligation ["DBO"]	\$ 188,348	\$ 172,127	\$ 13,082	\$ 14,447
Fair value of plan assets	222,612	204,656	-	-
Funded status	(34,264)	(32,529)	13,082	14,447
Net liability (asset)	\$ (34,264)	\$ (32,529)	\$ 13,082	\$ 14,447



# Atlantic Lottery Corporation Inc.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

### 16. EMPLOYEE FUTURE BENEFITS [Continued]

	Defined benefit pension plan - Corporation's share		Other post-employment benefits (unfunded)	
	2018	2017	2018	2017
<b>Components of defined benefit cost</b>				
Service cost				
Current service cost	\$ 4,890	\$ 4,926	\$ 892	\$ 781
Total service cost	4,890	4,926	892	781
Net interest cost				
Interest expense on DBO	6,615	6,315	558	487
Interest income on plan assets	(8,056)	(7,121)	-	-
Total net interest cost	(1,441)	(806)	558	487
Administrative expenses on taxes	-	320	-	-
Defined benefit cost included in Statement of Operations ["Stmt. Ops."]	3,449	4,440	1,450	1,268
Remeasurements				
Effect of changes in demographic assumptions	34	6,883	(1,510)	841
Effect of changes in financial assumptions	7,994	(4,668)	368	272
Effect of experience adjustments	1,047	(518)	(1,396)	-
[Return] loss on plan assets [excluding interest income]	(6,045)	(13,045)	-	-
Total remeasurements included in other comprehensive income ["OCI"]	3,030	(11,348)	(2,538)	1,113
Total defined benefit cost recognized in Stmt. Ops and OCI	\$ 6,479	\$ (6,908)	\$ (1,088)	\$ 2,381
<b>Net defined benefit (asset) liability reconciliation</b>				
Net defined benefit (asset) liability as of beginning of year	\$ (32,529)	\$ (10,915)	\$ 14,447	\$ 12,283
Defined benefit cost included in Stmt. Ops.	3,449	4,440	1,450	1,268
Total remeasurements included in OCI	3,030	(11,348)	(2,538)	1,113
Cash flows				
Employer contributions	(8,214)	(14,706)	(277)	(217)
Net defined benefit (asset) liability as of end of year	\$ (34,264)	\$ (32,529)	\$ 13,082	\$ 14,447
<b>Significant assumptions</b>				
<b>Benefit obligation</b>				
Discount rate	3.65%	3.90%	3.65%	3.90%
Rate of salary increase	2.25%	2.25%	-	-
Rate of price inflation	1.75%	1.75%	-	-
Rate of pension increase (service after July 1, 2013)	0.88%	0.88%	-	-
Rate of pension increase (service before July 1, 2013)	1.75%	1.75%	-	-
Rate of immediate trend of health care costs	-	-	3.30%	3.27%
<b>Defined benefit cost</b>				
Discount rate	3.90%	4.00%	3.90%	4.00%
Rate of salary increase	2.25%	3.00%	-	-
Rate of price inflation	1.75%	1.75%	-	-
Rate of pension increase (service after July 1, 2013)	0.88%	0.88%	-	-
Rate of pension increase (service before July 1, 2013)	1.75%	1.75%	-	-
Rate of immediate trend of health care costs	-	-	3.27%	4.08%

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 16. EMPLOYEE FUTURE BENEFITS [Continued]

The following table demonstrates the Corporation's sensitivity to a reasonably possible change in the significant assumptions used to determine the defined benefit obligation:

	Change in	Defined benefit pension plan - Corporation's share		Other post-employment benefits (unfunded)	
		discount rate	Weighted average duration of defined benefit obligation	2018	Weighted average duration of defined benefit obligation
Effect on net defined benefit obligation	+ 0.5%	17.15 years	\$ 172,872	19.46 years	\$ 11,869
Effect on net defined benefit obligation	- 0.5%	17.37 years	\$ 205,440	20.29 years	\$ 14,478
	Change in		2018		2018
	inflation rate				
Effect on net defined benefit obligation	+ 0.5%		\$ 199,621		N/A
Effect on net defined benefit obligation	- 0.5%		\$ 177,593		N/A
	Change in		2018		2018
	mortality				
Effect on net defined benefit obligation	- 1 year setback		\$ 191,861		\$ 13,411
Effect on net defined benefit obligation	+ 1 year setback		\$ 184,224		\$ 12,751
	Change in		2018		2018
	health care cost trend rate				
Effect on net defined benefit obligation	+ 1.0%		N/A		\$ 15,968
Effect on net defined benefit obligation	- 1.0%		N/A		\$ 10,863

The sensitivity analyses above have been determined based on a method that extrapolates the impact on the net defined benefit obligation as at March 31, 2018 as a result of reasonable changes in key assumptions.

#### 17. PROVISIONS

##### Decommissioning

The Corporation records the fair value of a decommissioning provision in the year during which it is incurred and can be reasonably estimated. This provision is associated with the retirement of tangible long-lived assets that result from the acquisition, construction, development and/or normal use of the assets. The Corporation also records a corresponding asset that is amortized over the life of the asset. Decommissioning provisions are classified as current if the useful life will expire in the next fiscal year and as a long-term asset if the useful lives extend beyond the next fiscal year. Provisions have been recorded for gaming equipment in the amount of \$676 [2017 - \$675]. The provision is classified as a current payable of \$1 [2017 - \$1] and a long-term liability of \$675 [2017 - \$674].

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 18. SHARE CAPITAL

Authorized and issued on incorporation is one common share to each of the provinces or their agencies for cash consideration of one hundred dollars per share.

#### 19. PAYMENTS TO THE GOVERNMENT OF CANADA

The Corporation, as the Regional Marketing Organization of the Interprovincial Lottery Corporation, remits its member provinces' share of the above payments to the Interprovincial Lottery Corporation. The payment is included in the consolidated statement of operations as a deduction from profit and was allocated to the Corporation's member provinces based upon disposable income of the province, as follows:

	2018	2017
New Brunswick Lotteries and Gaming Corporation	\$ 1,419	\$ 1,390
Province of Newfoundland and Labrador	1,130	1,142
Nova Scotia Provincial Lotteries and Casino Corporation	1,750	1,749
Prince Edward Island Lotteries Commission	269	262
	<u>\$ 4,568</u>	<u>\$ 4,543</u>

#### 20. TAXES

In lieu of the collection of HST on lottery ticket sales to the consumer, GST/HST paid on goods and services purchased that relate to gaming activities is not recoverable and is recorded as tax expense. Said goods and services are subject to the HST rate being applied a second time for remittance to the Federal Government, also recorded as tax expense.

	2018	2017
Harmonized Sales Tax (HST)	\$ 47,714	\$ 47,899

#### 21. COMMITMENTS

##### Operating leases

The Corporation is committed to payments for the lease of equipment and premises occupied by its head office, as well as operations in Nova Scotia, Newfoundland and Labrador, and Prince Edward Island. These leases have a duration of between one and 12 years, and the lease contracts end in the period from 2019 to 2029. Some of the contracts for the head office and operational properties include renewal options. The minimum future annual lease payments over the next five years are as follows: 2019 - \$4,605; 2020 - \$4,342; 2021 - \$4,273; 2022 - \$4,238 and 2023 - \$3,593. Future lease payments due later than five years total \$14,224.

##### Other Commitments

The Corporation entered into multiple agreements for Infrastructure Services, Application Services and Project Services. The minimum annual payments over the next five years are as follows: 2019 - \$15,186; 2020 - \$13,259; 2021 - \$6,751; 2022 - \$2,731 and 2023 - \$1,146.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 22. NET CHANGE IN NON-CASH COMPONENTS OF WORKING CAPITAL

	2018	2017
Decrease (increase)		
Accounts receivable	\$ (2,636)	\$ (1,778)
Prepaid expenses and deposits	5,979	(4,464)
Inventory	579	(244)
	\$ 3,922	\$ (6,486)
Increase (decrease)		
Accounts payable and accrued liabilities	\$ (1,722)	\$ (10,783)
Deferred revenue	(435)	(1,221)
Liabilities for unclaimed prizes	94	(1,432)
Due to shareholders	(2,984)	6,581
	\$ (5,047)	\$ (6,855)
Net change	\$ (1,125)	\$ (13,341)

#### 23. RELATED PARTY TRANSACTIONS

##### Transactions with key management personnel

Key management personnel [Corporate Executives] receive compensation in the form of short-term employee benefits and post-retirement benefits. Key management personnel compensation for the year ended March 31, 2018 is \$2,202 [2017 - \$2,193], which includes pension benefits of \$143 [2017 - \$139].

##### Other related party transactions

The Corporation is related to its shareholders: New Brunswick Lotteries and Gaming Corporation, Province of Newfoundland and Labrador, Nova Scotia Gaming Corporation and Prince Edward Island Lotteries Commission.

The Corporation holds 100% equity interest in Atlantic Gaming Equipment Limited, and 7865813 Canada Inc. All intra-Corporation balances, transactions, income and expenses, and profits and losses, including dividends resulting from intra-Corporation transactions, are eliminated in full.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 24. FINANCIAL INSTRUMENTS

##### Fair value versus carrying amounts

The fair value of financial instruments generally corresponds to the consideration for which the instrument could be exchanged in an arm's-length transaction between knowledgeable, willing parties.

Financial instruments that are measured subsequent to initial recognition at fair value are grouped into Levels 1 to 3 based on the degree to which the fair value is observable:

- Level 1 fair value measurements are those derived from quoted prices [unadjusted] in active markets for identical assets or liabilities;
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly [i.e. as prices] or indirectly [i.e. derived from prices]; and
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data [unobservable inputs].

The following tables present the breakdown of fair value measurements of financial instruments recognized at fair value on the consolidated balance sheet.

	2018			
	Level 1	Level 2	Level 3	Total
<b>Financial assets</b>				
Derivatives designated as hedging instruments in an effective hedge	\$ -	\$ 2,633	\$ -	\$ 2,633
<b>Total financial assets</b>	<b>\$ -</b>	<b>\$ 2,633</b>	<b>\$ -</b>	<b>\$ 2,633</b>
	2017			
	Level 1	Level 2	Level 3	Total
Financial liabilities				
Derivatives designated as hedging instruments in an effective hedge	\$ -	\$ 667	\$ -	\$ 667
<b>Total financial liabilities</b>	<b>\$ -</b>	<b>\$ 667</b>	<b>\$ -</b>	<b>\$ 667</b>

The fair value of cash, restricted prize cash, accounts receivable, due to/from shareholders, line of credit, accounts payable and accrued liabilities and liabilities for unclaimed prizes approximate their carrying amount largely due to the short-term maturities of these instruments.

The Corporation has entered into a derivative financial instrument with a financial institution with an investment grade credit rating. Interest rate swaps are the only derivatives valued using a valuation technique with market observable inputs. The applied valuation technique is a swap valuation model using present value calculations. The models incorporate various inputs, including the credit quality of counterparties and interest rate curves. Because the derivatives are valued with their fair value in accordance with IAS 39, the recorded carrying value at the consolidated balance sheet date equals the fair value of the financial instrument.

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **25. CAPITAL MANAGEMENT**

The Corporation does not retain any earnings. Net profit, after deducting contractual amounts due to the Government of Canada, is returned to the Province of Newfoundland and Labrador, Province of Prince Edward Island, Province of Nova Scotia and Province of New Brunswick.

The Corporation's policy is to maintain a structure that allows it to have sufficient liquidity to meet both operational demands and payments to the provinces. The profit of the Corporation is distributed twice monthly to each of the shareholders.

As a result of fluctuating cash flow requirements and to minimize market risk, the Corporation maintains a high degree of liquidity and has a line of credit available. Corporate assets are financed through debt borrowings in the form of bank term loans and a line of credit.

The Board of Directors is responsible for the oversight of management, including its policies related to financial and risk management issues.

There were no changes in the Corporation's approach to capital management during the year.

### **26. FINANCIAL RISK MANAGEMENT**

The Corporation has exposure to credit risk, liquidity risk, and market risk from its use of financial instruments. This note presents information about the Corporation's exposure to each of these risks and its objectives, policies and procedures for measuring and managing these risks.

#### **Risk management framework**

The Board of Directors has overall responsibility for the establishment and oversight of the Corporation's risk management framework. The Board of Directors has established the Audit Committee, which is responsible for developing and monitoring the Corporation's risk management policies. The Audit Committee reports regularly to the Board of Directors on its activities. The Corporation's risk management policies are established to identify and analyze the risks faced by the Corporation, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in the market conditions and the Corporation's activities. The Corporation, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Audit Committee oversees how management monitors compliance with the Corporation's risk management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the Corporation. The Audit Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

#### **Credit risk**

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Corporation is subject to credit risk due to the nature of its operations where retail partners collect the Corporation's revenue.

## Atlantic Lottery Corporation Inc.

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2018

[thousands of dollars]

#### 26. FINANCIAL RISK MANAGEMENT [Continued]

This risk is managed through frequent collection of revenue and the control to pull funds from retailers' bank accounts and through retaining security deposits where the individual risk is assessed as high. The Corporation is not materially exposed to any one individual retailer or service provider and has applied standard credit practices, which limit the Corporation's exposure to credit risk. The maximum risk the Corporation would be exposed to is \$78 and the average balance for any one retail location outstanding is approximately \$4. There is an accounts receivable balance outstanding of \$35 greater than 90 days. As a result of the limited and controlled risk, there is no provision established for bad debt.

The Corporation is not subject to credit risk for internet gaming sales because they are through credit card, debit card, online bill payment purchases or webcash purchases where customers pay in advance of transactions.

#### Liquidity risk

Liquidity risk is the risk that the Corporation will not be able to meet its financial obligations as they become due.

To manage cash flow requirements, the Corporation has a line of credit from which it may borrow up to \$60,000. Short-term financing is unsecured and interest is payable at prime less 0.55%, and charges a standby fee on the daily unadvanced portion of the credit facility at a rate of 0.09% per annum.

The Corporation's Finance division manages liquidity risk by forecasting and assessing actual cash flow requirements on an ongoing basis, as well as by planning for short-term liquidity with investment maturities chosen to ensure that sufficient funds are available to meet the Corporation's financial obligations.

The carrying values of the financial liabilities approximate their fair values due to the relatively short periods to maturity of these items, or because they are payable on demand. The table below summarizes the maturity profile of the Corporation's financial liabilities based on contractual undiscounted payments.

Maturity	Less than 12				
	On demand	months	1 to 2 years	2 to 5 years	5 to 10 years
Line of credit	\$ 16,197	\$ -	\$ -	\$ -	\$ -
Accounts payable and accrued liabilities	-	24,505	-	-	-
Liabilities for unclaimed prizes	-	18,214	-	-	-
Debt	-	45,617	31,976	30,149	26,604
Other long-term liabilities	-	-	219	422	34
	\$ 16,197	\$ 88,336	\$ 32,195	\$ 30,571	\$ 26,638

## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2018

[thousands of dollars]

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### **26. FINANCIAL RISK MANAGEMENT [Continued]**

#### **Market risk**

Market risk is the risk that changes in market prices will affect the fair value of future cash flows of a financial instrument. Market risk consists of currency risk, interest rate risk and other market price risk.

#### **Currency risk**

The Corporation is exposed to currency risk [or foreign exchange risk] by settling certain obligations in foreign currencies [primarily USD and GBP]. Gains and losses due to foreign exchange rate fluctuations are minimized by settling foreign obligations as quickly as possible. The transactions in foreign currency are minimal and therefore the Corporation is not materially impacted by currency risk.

#### **Interest rate risk**

The Corporation's Finance division manages interest rate risk by forecasting and assessing actual cash flow requirements on an ongoing basis, and securing fixed rate debt (hedges) for financing of long-term projects. On an ongoing basis, the Corporation is exposed to interest rate risk through its line of credit which is subject to interest charges at prime less 0.55%, and charges a standby fee on the daily unadvanced portion of the credit facility at a rate of 0.09%. Fluctuations in the prime rate by plus or minus 1% could impact the Corporation's annual net profit by an amount of \$162 [2017 - \$115] based on the line of credit balance as at March 31, 2018.

#### **Other market price risk**

The Corporation offers the Pro•Line brand of lottery products in the marketplace. The Corporation manages risks associated with these products by:

- setting odds for each event within a short time frame before the actual event;
- establishing sales liability thresholds by events, by combination of events, by retailer, and by player; and
- posting conditions and prize structure statements on [www.alc.ca](http://www.alc.ca).

The Corporation has the authority to suppress sales of any game at any time when liability is a concern.