Consolidated Financial Statements

goeasy Ltd.

For the Years Ended
December 31, 2018 and 2017

INDEPENDENT AUDITOR'S REPORT

To the shareholders of ***goeasy* Ltd.**

Opinion

We have audited the consolidated financial statements of ***goeasy* Ltd.** and its subsidiaries (the Company), which comprise the consolidated statements of financial position as at December 31, 2018 and 2017, and the consolidated statements of income, consolidated statements of comprehensive income, consolidated statements of changes in shareholders' equity and consolidated statements of cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements of *goeasy* Ltd. present fairly, in all material respects, the consolidated financial position of *goeasy* Ltd. as at December 31, 2018 and 2017, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards (IFRSs).

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

Management is responsible for the other information. The other information comprises:

- Management's Discussion & Analysis.
- The information, other than the consolidated financial statements and our auditor's report thereon, in the Annual Report.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information, and in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

We obtained Management's Discussion & Analysis prior to the date of this auditor's report. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

The Annual Report is expected to be made available to us after the date of the auditor's report. If based on the work we will perform on this other information, we conclude there is a material misstatement of other information, we are required to report that fact to those charged with governance.

Responsibilities of Management and Those Charged with Governance for the (Consolidated) Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs, 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.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements

represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

The engagement partner on the audit resulting in this independent auditor's report is David Tedesco.

Ernst & Young LLP

Chartered Professional Accountants
Licensed Public Accountants

Toronto, Canada
February 13, 2019

goeasy Ltd.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(expressed in thousands of Canadian dollars)

	As At December 31, 2018	As At December 31, 2017
ASSETS		
Cash (note 5)	**100,188**	109,370
Amounts receivable (note 6)	**15,450**	14,422
Prepaid expenses	**3,835**	3,545
Consumer loans receivable, net (note 7)	**782,864**	513,425
Lease assets (note 8)	**51,618**	54,318
Property and equipment (note 9)	**21,283**	15,941
Derivative financial asset (note 13)	**35,094**	-
Deferred tax assets (note 18)	**9,445**	2,121
Intangible assets (note 10)	**14,589**	15,163
Goodwill (note 10)	**21,310**	21,310
TOTAL ASSETS	**1,055,676**	749,615
LIABILITIES AND SHAREHOLDERS' EQUITY		
Liabilities		
Accounts payable and accrued liabilities	**45,103**	43,071
Income taxes payable	**7,499**	9,445
Dividends payable (note 14)	**3,247**	2,426
Deferred lease inducements	**1,234**	1,294
Unearned revenue	**6,002**	4,819
Convertible debentures (note 12)	**40,581**	47,985
Notes payable (note 13)	**650,481**	401,193
Derivative financial liability (note 13)	**-**	11,138
TOTAL LIABILITIES	**754,147**	521,371
Shareholders' equity		
Share capital (note 14)	**138,090**	85,874
Contributed surplus (note 15)	**16,105**	15,305
Accumulated other comprehensive income	**3,624**	141
Retained earnings	**143,710**	126,924
TOTAL SHAREHOLDERS' EQUITY	**301,529**	228,244
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**1,055,676**	749,615

See accompanying notes to the consolidated financial statements.

On behalf of the Board:

David Ingram
Director

Donald K. Johnson
Director

goeasy Ltd.

CONSOLIDATED STATEMENTS OF INCOME

(expressed in thousands of Canadian dollars except earnings per share)

	Year Ended	
	December 31, 2018	December 31, 2017
REVENUE		
Interest income	**255,997**	172,315
Lease revenue	**119,745**	125,111
Commissions earned	**117,000**	91,353
Charges and fees	**13,449**	12,949
	506,191	401,728
EXPENSES BEFORE DEPRECIATION AND AMORTIZATION		
Salaries and benefits	**114,522**	102,666
Stock-based compensation (note 15)	**6,836**	5,623
Advertising and promotion	**19,145**	16,654
Bad debts	**118,980**	67,826
Occupancy	**34,665**	33,100
Technology costs	**11,118**	10,688
Other expenses (note 16)	**29,205**	25,570
	334,471	262,127
DEPRECIATION AND AMORTIZATION		
Depreciation of lease assets	**40,088**	41,221
Depreciation of property and equipment	**5,719**	5,702
Amortization of intangible assets	**6,196**	5,285
	52,003	52,208
Total operating expenses	**386,474**	314,335
Operating income	**119,717**	87,393
Finance costs (note 17)		
Interest expenses and amortisation of deferred financing charges	**45,800**	28,642
Refinancing cost	**-**	8,198
	45,800	36,840
Income before income taxes	**73,917**	50,553
Income tax expense (recovery) (note 18)		
Current	**24,354**	10,854
Deferred	**(3,561)**	3,567
	20,793	14,421
Net income	**53,124**	36,132
Basic earnings per share (note 19)	**3.78**	2.67
Diluted earnings per share (note 19)	**3.56**	2.56

goeasy Ltd.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(expressed in thousands of Canadian dollars)

	Year Ended	
	December 31, 2018	December 31, 2017
Net income	**53,124**	36,132
Other comprehensive (loss) income to be reclassified to statement of income in subsequent periods		
Change in foreign currency translation reserve	**(20)**	(48)
Change in fair value of cash flow hedge, net of taxes	**3,503**	(770)
Transfer of realized translation losses	**-**	79
	3,483	(739)
Comprehensive income	**56,607**	35,393

See accompanying notes to the consolidated financial statements.

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(expressed in thousands of Canadian dollars)

	Share Capital	Contributed Surplus	Total Capital	Retained Earnings	Accumulated Other Comprehensive (Loss) Income	Total Shareholders' Equity
Balance, December 31, 2017	**85,874**	**15,305**	**101,179**	**126,924**	**141**	**228,244**
International Financial Reporting Standards 9 adjustment (note 3)	**-**	**-**	**-**	**(12,659)**	**-**	**(12,659)**
Adjusted Balance, January 1, 2018	**85,874**	**15,305**	**101,179**	**114,265**	**141**	**215,585**
Common shares issued	**48,112**	**(2,972)**	**45,140**	**-**	**-**	**45,140**
Conversion of convertible debentures	**7,924**	**-**	**7,924**	**-**	**-**	**7,924**
Stock-based compensation (note 15)	**-**	**6,836**	**6,836**	**-**	**-**	**6,836**
Shares withheld related to net share settlement	**-**	**(3,064)**	**(3,064)**	**-**	**-**	**(3,064)**
Shares purchased for cancellation (note 14)	**(3,820)**	**-**	**(3,820)**	**(11,175)**	**-**	**(14,995)**
Comprehensive income	**-**	**-**	**-**	**53,124**	**3,483**	**56,607**
Dividends (note 14)	**-**	**-**	**-**	**(12,504)**	**-**	**(12,504)**
Balance, December 31, 2018	**138,090**	**16,105**	**154,195**	**143,710**	**3,624**	**301,529**
Balance, December 31, 2016	82,598	9,943	92,541	102,610	880	196,031
Common shares issued	3,812	(1,801)	2,011	-	-	2,011
Equity component of convertible debentures issued	-	3,220	3,220	-	-	3,220
Stock-based compensation (note 15)	-	5,623	5,623	-	-	5,623
Shares withheld related to net share settlement	-	(1,680)	(1,680)	-	-	(1,680)
Shares purchased for cancellation (note 14)	(536)	-	(536)	(2,159)	-	(2,695)
Comprehensive income (loss)	-	-	-	36,132	(739)	35,393
Dividends (note 14)	-	-	-	(9,659)	-	(9,659)
Balance, December 31, 2017	85,874	15,305	101,179	126,924	141	228,244

See accompanying notes to the consolidated financial statements.

goeasy Ltd.

CONSOLIDATED STATEMENTS OF CASH FLOWS

(expressed in thousands of Canadian dollars)

	Year Ended	
	December 31, 2018	December 31, 2017
OPERATING ACTIVITIES		
Net income	**53,124**	36,132
Add (deduct) items not affecting cash		
Bad debts expense	**118,980**	67,826
Depreciation of lease assets	**40,088**	41,221
Depreciation of property and equipment	**5,719**	5,702
Amortization of intangible assets	**6,196**	5,285
Stock-based compensation (note 15)	**6,836**	5,623
Amortization of premium on notes payable	**(1,005)**	-
Amortization of deferred financing charges	**4,540**	1,117
Deferred income tax (recovery) (note 18)	**(3,561)**	3,567
(Gain) loss on sale or disposal of assets	**(568)**	(2,709)
	230,349	163,764
Net change in other operating assets and liabilities (note 20)	**1,847**	15,636
Net issuance of consumer loans receivable	**(405,827)**	(226,752)
Purchase of lease assets	**(37,913)**	(42,041)
Cash used in operating activities	**(211,544)**	(89,393)
INVESTING ACTIVITIES		
Purchase of property and equipment	**(11,225)**	(5,940)
Purchase of intangible assets	**(5,622)**	(6,136)
Proceeds on sale of assets	**1,231**	4,931
Cash used in investing activities	**(15,616)**	(7,145)
FINANCING ACTIVITIES		
Issuance of notes payable (note 13)	**203,202**	405,620
Payment of advances from revolving credit facilities	**(70,000)**	-
Advances from revolving credit facility	**69,378**	-
Payment of common share dividends (note 14)	**(11,683)**	(8,900)
Shares withheld related to net share settlement	**(3,064)**	(1,680)
Issuance of common shares	**45,140**	2,011
Issuance of convertible debentures (note 12)	**-**	49,918
Advances of term loan	**-**	(263,294)
Purchase of common shares for cancellation (note 14)	**(14,995)**	(2,695)
Cash provided by financing activities	**217,978**	180,980
Net increase in cash during the period	**(9,182)**	84,442
Cash, beginning of period	**109,370**	24,928
Cash, end of period	**100,188**	109,370

See accompanying notes to the consolidated financial statements.

1. CORPORATE INFORMATION

goeasy Ltd. (the "Parent Company") was incorporated under the laws of the Province of Alberta, Canada by Certificate and Articles of Incorporation dated December 14, 1990 and was continued as a corporation in the Province of Ontario pursuant to Articles of Continuance dated July 22, 1993. The Parent Company has common shares listed on the Toronto Stock Exchange (the "TSX") under the symbol "GSY" and its head office is located in Mississauga, Ontario, Canada.

The Parent Company and all of the companies that it controls (collectively referred to as "goeasy" or the "Company") are a leading full-service provider of goods and alternative financial services that provides everyday Canadians with a path for a better tomorrow, today. The principal operating activities of the Company include: i) providing loans and other financial services to consumers; and ii) leasing household products to consumers.

The Company operates in two reportable segments: easyfinancial and easyhome. As at December 31, 2018, the Company operated 241 easyfinancial locations (including 33 kiosks within easyhome stores) and 165 easyhome stores (including 31 franchises and one consolidated franchise location). As at December 31, 2017, the Company operated 228 easyfinancial locations (including 42 kiosks within easyhome stores) and 171 easyhome stores (including 30 franchises and one consolidated franchise location).

The consolidated financial statements were authorized for issue by the Board of Directors on February 13, 2019.

2. SIGNIFICANT ACCOUNTING POLICIES

Basis of Preparation

The consolidated financial statements of the Company for the year ended December 31, 2018 have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). The policies applied in these consolidated financial statements were based on IFRS issued and outstanding as at December 31, 2018.

Certain comparative amounts have been restated to conform with the presentation adopted in the current period.

Basis of Consolidation

The consolidated financial statements include the financial statements of the Parent Company and all of the companies that it controls. goeasy Ltd. controls an entity: i) when it has the power to direct the activities of the entity that have the most significant impact on the entity's risks and/or returns; ii) where it is exposed to significant risks and/or returns arising from the entity; and iii) where it is able to use its power to affect the risks and/or returns to which it is exposed. This includes all wholly-owned subsidiaries and a special purpose entity ("SPE") where goeasy Ltd. has control but does not have ownership of a majority of voting rights.

As at December 31, 2018, the Parent Company's principal subsidiaries were:

- RTO Asset Management Inc.
- easyfinancial Services Inc.
- easyhome U.S. Ltd.

All intra-group transactions and balances were eliminated on consolidation.

Presentation Currency

The consolidated financial statements are presented in Canadian dollars ("CAD"), which is the Parent Company's functional currency. The functional currency is the currency of the primary economic environment in which a reporting entity operates and is normally the currency in which the entity generates and expends cash. All financial information presented in CAD has been rounded to the nearest thousand, unless noted otherwise.

Foreign Currency Translation

The Parent Company's presentation and functional currency is the Canadian dollar. Each entity in the Company determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. The functional currency of the Company's United States (U.S.) subsidiary, easyhome U.S. Ltd. and its SPE, is the U.S. dollar ("USD"). The functional currency of all other entities that are consolidated is the Canadian dollar.

Foreign currency transactions are initially recorded at the rate prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the spot rate on the reporting date. All differences are recorded in other comprehensive income. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions.

The assets and liabilities of foreign operations are translated into CAD at the rate of exchange prevailing at the reporting date and items in comprehensive income are translated at the average exchange rates prevailing for the year. The exchange differences arising on the translation are recognized in other comprehensive income. On disposal or divestiture of a foreign operation, the component of accumulated other comprehensive income relating to that particular foreign operation is reclassified to net income.

Revenue Recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable, excluding promotional discounts, rebates and sales taxes. The Company assesses its revenue arrangements against specific criteria in order to determine if it is acting as principal or agent. The Company has concluded that it is acting as principal in all of its revenue arrangements except for the sale of certain ancillary products where it acts as agent and therefore recognizes such revenue on a net basis.

i) Interest Income

Interest income from consumer loans receivable is recognized when earned using the effective interest rate method.

ii) Lease Revenue

Merchandise is leased to customers pursuant to agreements that provide for periodic lease payments collected in advance. The lease agreements can be terminated by the customer at the end of the periodic lease period without any further obligation or cost to the customer.

Lease revenue consists of lease payments, product damage liability waivers and processing and other fees. Revenue from lease agreements is recognized when earned. Lease revenue also consists of revenue from the ultimate sale of goods to customers, which represents the culmination of the lease asset life cycle and occurs when title passes to the customer. Such revenue is measured at the fair value of the consideration received or receivable.

iii) Commissions Earned and Charges and Fees

Commissions earned are recognized when, or as, a performance obligation is satisfied by providing a service to a customer, in the amount of the consideration to which the Company expects to receive. Charges and fees are recognized as revenue at a point in time upon when the transaction is completed.

Vendor Rebates

The Company participates in various vendor rebate programs, including vendor volume rebates and vendor advertising incentives. The Company records the benefit of vendor volume rebates on purchases made as a reduction of lease assets based on the rebate amounts the Company believes are probable and reasonably estimable during the term of each rebate program. Vendor advertising incentives that are related to specific advertising programs are accounted for as a reduction of the related expenses.

Cash

Cash consists of bank balances and cash on hand, adjusted for in-transit items such as outstanding cheques and deposits.

Financial Assets

A. IFRS 9

Initial recognition and measurement

Beginning January 1, 2018, financial assets are classified at initial recognition at fair value through: i) profit or loss ("FVTPL"), ii) amortized cost, iii) debt financial instruments measured at fair value through other comprehensive income ("FVOCI"), iv) equity financial instruments designated at FVOCI, or v) financial instruments designated at FVTPL, based on the contractual cash flow characteristics of the financial assets and the business model under which the financial assets are managed. All financial assets are measured at fair value with the exception of financial assets measured at amortized cost. Financial assets are reclassified when and only when the business model under which they are managed has changed. All reclassifications are to be applied prospectively from the reclassification date.

All debt instrument financial assets that do not meet a "solely payment of principal and interest" ("SPPI") test, including those that contain embedded derivatives are classified at initial recognition as FVTPL. For debt instrument financial assets that meet the SPPI test, classification at initial recognition is determined based on the business model under which these instruments are managed. Debt instruments that are managed on a "held for trading" or "fair value" basis are classified as FVTPL. Debt instruments that are managed on a "hold to collect and for sale" basis are classified as FVOCI for debt. Debt instruments that are managed on a "hold to collect" basis are classified as amortized cost.

Financial assets consist of amounts receivable and consumer loans receivable, and are initially measured at fair value plus transaction costs. They are subsequently measured at amortized cost.

Amortized cost is determined using the effective interest rate method, factoring in acquisition costs paid to third parties, and the allowance for loan losses. The effective interest rate is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to the carrying amount. When calculating the effective interest rate, the Company estimates future cash flows considering all contractual terms of the financial instrument.

The Company does not have any financial assets that are subsequently measured at fair value except for the derivative Financial Instrument which may be in an asset or liability position depending on the prevailing foreign exchange rates at such time (see section "Derivative Financial Instrument and Hedge Accounting").

Financial assets are derecognized when the rights to receive cash flows from the asset have expired or the Company has transferred its rights to receive cash flows from an asset.

Impairment of Financial Assets

The Company applies an expected credit loss ("ECL") model, where credit losses that are expected to transpire in future years irrespective of whether a loss event has occurred or not as at the statement of financial position date, are provided for. The Company assesses and segments its loan portfolio into performing (Stage 1), under-performing (Stage 2) and non-performing (Stage 3) categories as at each statement of financial position date. Loans are categorized as under-performing if there has been a significant increase in credit risk. The Company utilizes internal risk rating changes, delinquency and other identifiable risk factors to determine when there has been a significant increase or decrease in the credit risk of a loan. Indicators of a significant increase in credit risk include a recent degradation in internal company risk rating based on the Company's custom behaviour credit scoring model, NSF transactions, delinquency and adjustments to the loan's terms. Under-performing loans are recategorized to performing only if there is deemed to be a substantial decrease in credit risk. Loans are categorized as non-performing if there is objective evidence that such loans will likely charge off in the future which we have determined to be when loans are delinquent for greater than 30 days. For performing loans, the Company is required to record an allowance for loan losses equal to the expected losses on that group of loans over the ensuing twelve months. For under-performing and non-performing loans, the Company is required to record an allowance for loan losses equal to the expected losses on those groups of loans over their remaining life.

The Company does not provide any additional credit to borrowers who are delinquent. In order for additional credit to be advanced to a borrower, they must be current on their pre-existing loan and meet the Company's credit and underwriting requirements. In limited situations, the Company may amend the terms of a loan, typically through deferring payments and extending the loan amortization period, for customers that are current or are in arrears as a means to ensure the customer remains able to repay the loan.

The key inputs in the measurement of ECL allowances are as follows:

- The probability of default is an estimate of the likelihood of default over a given time horizon;
- The exposure at default is an estimate of the exposure at a future default date;
- The loss given default is an estimate of the loss arising in the case where a default occurs at a given time; and
- Forward-looking indicators ("FLIs").

Ultimately, the ECL is calculated based on the probability weighted expected cash collected shortfall against the carrying value of the loan and considers reasonable and supportable information about past events, current conditions and forecasts of future events and economic conditions that may impact the credit profile of the loans. Forward-looking information is considered when determining significant increase in credit risk and measuring expected credit losses. Forward-looking macroeconomic factors are incorporated in the risk parameters as relevant. From an analysis of historical data, management has identified and reflected in our ECL allowance those relevant FLIs variables that contribute to credit risk and losses within our loan portfolio. Within our loan portfolio, the most highly correlated variables are unemployment rates, inflation, and oil prices.

Unsecured customer loan balances that are delinquent greater than 90 days and secured customer loan balances that are delinquent greater than 180 days are written off against the allowance for loan losses.

Consumer loan balances, together with the associated allowances, are written off when there is no realistic prospect of further recovery. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to bad debts expense.

For amounts receivable, the Company applies a simplified approach in calculating ECLs recognizing a loss allowance based on lifetime ECLs at each reporting date.

Modified Loans

In cases where a borrower experiences financial difficulties, the Company may grant certain concessionary modifications to the terms and conditions of a loan. Modifications may include payment deferrals, extension of amortization periods, rate reductions and other modifications intended to minimize the economic loss. The Company has policies in place to determine the appropriate remediation strategy based on the individual borrower.

If the Company determines that a modification results in the expiry of cash flows, the original asset is derecognized while a new asset is recognized based on the new contractual terms. Significant increase in credit risk is assessed relative to the risk of default on the date of modification.

If the Company determines that a modification does not result in derecognition, significant increase in credit risk is assessed based on the risk of default at initial recognition of the original asset. Expected cash flows arising from the modified contractual terms are considered when calculating the ECL for the modified asset. For loans that were modified while having lifetime ECLs, the loans can revert to having twelve-month ECLs after a period of performance and improvement in the borrower's financial condition.

B. IAS 39

Prior to January 1, 2018, financial assets consist of amounts receivable and consumer loans receivable, which are stated net of interest receivable, unamortized deferred financing costs and an allowance for loan losses. Financial assets are initially measured at fair value.

Amounts receivable are subsequently measured at amortized cost and are carried at the amount of cash expected to be received.

The Company's consumer loans receivable include accrued interest earned from consumer loans that is expected to be received in future periods, acquisition costs paid to third parties, and the allowance for loan losses.

The Company’s consumer loans receivable are subsequently measured at amortized cost. Amortized cost is determined using the effective interest rate method. The effective interest rate is the rate that exactly discounts the estimated future cash receipts through the expected life of the consumer loans receivable to the carrying amount. When calculating the effective interest rate, the Company estimates future cash flows considering all contractual terms of the financial instrument, but not future loan losses.

The Company does not have any financial assets that are subsequently measured at fair value except for the Derivative Financial Instrument which may be in an asset or liability position depending on the prevailing foreign exchange rates at such time (see section “Derivative Financial Instrument and Hedge Accounting”).

Financial assets are derecognized when the rights to receive cash flows from the asset have expired or the Company has transferred its rights to receive cash flows from an asset.

Impairment of Financial Assets

The Company 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 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 has occurred after the initial recognition of the asset [an incurred ‘loss event’], the event has a negative impact on the estimated cash flows of the financial asset and the loss can be reliably estimated. The carrying amount of the financial asset is reduced through the use of an allowance account and the amount of the loss is recognized as a bad debts expense.

The allowance for loan losses is a provision that is reported on the Company’s consolidated statements of financial position that is netted against the gross consumer loans receivable to arrive at the net consumer loans receivable. The allowance for loan losses provides for a portion of the future charge offs that have not yet occurred within the portfolio of consumer loans receivable that exist at the end of a period. It is determined by the Company using a standard calculation that considers i) the relative maturity of the loans within the portfolio; ii) the long-term expected charge off rates based on actual historical performance; and iii) the long-term expected charge-off pattern (timing) for a vintage of loans over their life based on actual historical performance. The allowance for loan losses essentially estimates the charge offs that are expected to occur over the subsequent five-month period for loans that existed as at the consolidated statements of financial position date. Unsecured customer loan balances that are delinquent greater than 90 days and secured customer loan balances that are delinquent greater than 180 days are written off against the allowance for loan losses.

Financial assets, together with the associated allowances, are written off when there is no realistic prospect of further recovery. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to bad debts expense.

Lease Assets

Lease assets are stated at cost net of accumulated depreciation and accumulated impairment losses, if any.

The cost of lease assets comprises their purchase price and any costs directly attributable to bringing the assets to the location and condition necessary for them to be capable of operating in the manner intended by management. Vendor volume rebates are recorded as a reduction of the cost of lease assets.

As the leases are effectively cancellable by the customer with a week's notice, and there are no bargain purchase options provided to the customer, the customer leases are considered operating in nature. Lease agreements entitle customers to buy out a lease asset earlier in accordance with conditions stipulated in the lease agreements.

The residual value, useful life and depreciation method of the lease assets are reviewed at each financial year end, and if expectations differ from previous estimates, they are adjusted, and the changes are accounted for prospectively as a change in accounting estimates. In the event management determines that the Company can no longer lease or sell certain lease assets, they are written off. The residual value of lease assets is nominal.

Depreciation on lease assets is charged to net income as follows:

- Lease assets, excluding game stations, computers and related equipment, are depreciated using the units of activity method over the expected lease agreement term.
- Game stations are depreciated on a straight-line basis over 18 months. Computers and related equipment are depreciated on a straight-line basis over 24 months.
- Depreciation for all lease assets includes the remaining book values at the time of disposition of the lease assets that have been sold and amounts that have been charged off as stolen, lost or no longer suitable for lease.

The Company's lease assets are subject to theft, loss or other damage from its customers. The Company records a provision against the carrying value of lease assets for estimated losses.

Property and Equipment

The cost of property and equipment comprises their purchase price and any costs directly attributable to bringing the assets to the location and condition necessary for them to be capable of operating in the manner intended by management.

Property and equipment are stated at cost net of accumulated depreciation and accumulated impairment losses, if any.

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 Company and the cost of the item can be measured reliably. All other expenses are charged to net income as repairs and maintenance expense when incurred.

Depreciation on property and equipment is charged to net income.

Property and equipment are depreciated on a straight-line basis over the estimated useful lives of the assets as follows:

Asset category	Estimated useful lives
Furniture and fixtures	7 years
Computer	5 years
Office equipment	7 years
Automotive	5 years
Signage	7 years
Leasehold improvements	5 or 10 years depending on the lease term

Property and equipment are derecognized upon disposal or when no future economic benefits are expected from their use or disposal. Any gains or losses arising on derecognition of the assets (calculated as the difference between the net disposal proceeds and the carrying amount of the assets) are included in net income in the period the assets are derecognized.

Intangible Assets

Intangible assets acquired separately are measured on initial recognition at cost. The costs of intangible assets acquired in a business combination are their estimated fair values at the date of acquisition. Following initial recognition, intangible assets are carried at costs less any accumulated amortization and accumulated impairment losses, if any. Internally generated intangible assets, excluding capitalized development costs, are not capitalized and the expenditure is reflected in net income in the period in which the expenditure is incurred.

The useful lives of intangible assets are assessed as either finite or indefinite.

Intangible assets with finite lives are amortized over the economic useful life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at the end of each reporting period for potential impairment indicators. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and are treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in net income.

Customer lists and software are amortized over their estimated useful lives of five years. Websites and digital properties are amortized over their estimated useful lives of three years.

Intangible assets with indefinite useful lives are not amortized but are tested for impairment annually. The assessment of indefinite life is reviewed annually to determine whether the indefinite life continues to be supportable. If not, the change in useful life from indefinite to finite is made on a prospective basis.

The Company's trademarks have been assessed to have an indefinite life.

Gains or losses arising from the derecognition of intangible assets are measured as the difference between the net disposal proceeds and the carrying amounts of the asset and are recognized in net income when the assets are derecognized.

Development Costs

Development costs, including those related to the development of software, are recognized as an intangible asset when the Company can demonstrate:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- its intention to complete and its ability to use or sell the asset;
- how the asset will generate future economic benefits;
- the availability of resources to complete the asset; and
- the ability to measure reliably the expenditure during development.

Following initial recognition of the development expenditure as an asset, the cost model is applied requiring the asset to be carried at cost less any accumulated amortization and accumulated impairment losses. Amortization of the asset begins when development is complete, and the asset is available for use. It is amortized over the period of the expected future benefit.

Business Combinations and Goodwill

Business combinations are accounted for using the purchase method. The cost of an acquisition is measured at the fair value of the assets given, equity instruments and liabilities incurred or assumed at the date of exchange. Identifiable assets acquired, and liabilities and contingent liabilities assumed in a business combination are measured initially at fair value at the date of acquisition, irrespective of the extent of any non-controlling interest.

Goodwill is initially measured at cost being the excess of the cost of the business combination over the Company's share in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities. If the fair values of the assets, liabilities and contingent liabilities can only be calculated on a provisional basis, the business combination is recognized initially using provisional values. Any adjustments resulting from the completion of the measurement process are recognized within twelve months of the date of acquisition.

After initial recognition, goodwill is measured at cost less accumulated impairment losses, if any. Goodwill is not amortized. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Company's operating segments that are expected to benefit from the synergies of the combination, irrespective of whether other assets and liabilities of the acquiree are assigned to those segments.

Impairment of Non-Financial Assets

The Company assesses, at each reporting date, whether there is an indication that an asset or a cash-generating unit ("CGU") may be impaired.

The Company regularly reviews lease assets that are idle for more than 90 days for any indicators of impairment. Such assets deemed not leaseable or sellable are discarded and their net carrying value reduced to nil.

A CGU is defined as the smallest identifiable group of assets that generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets.

For the easyhome business unit, a CGU was determined to be at the individual store level as the cash inflows of an individual store are largely independent of the cash inflows of other assets in the Company. For the easyfinancial business unit, a CGU was determined to be at the business unit level rather than at the individual store or kiosk level, as the cash inflows are largely dependent on easyfinancial's centralized loan and collections centre.

If an indication of impairment exists, or when annual testing for an asset is required, the Company estimates the asset or CGU's recoverable amount. The recoverable amount is the higher of the asset or CGU's fair value less costs to sell and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case it is determined for the CGU to which the asset belongs. 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 discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU. In determining fair value less costs to sell, an appropriate valuation model is used. Impairment losses are recognized in net income.

The impairment test calculations are based on detailed budgets and forecasts which are prepared annually for each CGU to which the assets are allocated. These budgets and forecasts generally cover a period of three years with a long-term growth rate applied after the third year.

For assets excluding goodwill, 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 Company 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 or CGU's recoverable amount since the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset or CGU does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of amortization, had no impairment loss been recognized for the asset or CGU in prior years. Such reversals are recognized in net income.

Goodwill is tested for impairment annually and when circumstances indicate that the carrying value may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each group of CGUs to which the goodwill relates. Where the recoverable amount of the CGUs is less than their carrying amount, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods.

Intangible assets with indefinite useful lives are tested for impairment annually at the CGU level and when circumstances indicate that the carrying value may be impaired.

Financial Liabilities

Financial liabilities are initially recognized at fair value. In the case of certain loans and borrowings, the fair value at initial recognition includes the value of proceeds received net of directly attributable transaction costs. The Company's financial liabilities include a revolving credit facility, U.S. dollar denominated notes payable, convertible debentures, term loans, derivative financial instruments and accounts payable and accrued liabilities.

After initial recognition, the Company's interest-bearing debt is subsequently measured at amortized cost using the effective interest rate method. Amortized cost is calculated by taking into account any fees or costs related to the interest-bearing debt. Interest expense and the amortization of deferred financing charges are included in finance costs.

Non-interest bearing financial liabilities, such as accounts payable and accrued liabilities, are carried at the amount owing.

A financial liability is derecognized when the obligation under the liability is settled, discharged, cancelled or expired. Any gains or losses are recognized in net income when liabilities are derecognized.

Convertible Debentures

Convertible debentures include both liability and equity components associated with the conversion option. The liability component of the convertible debentures is initially recognised at fair value determined by discounting the future principal and interest payments at the rate of interest prevailing at the date of issue for a similar non-convertible debt instrument.

The equity component of the convertible debenture is initially recognised at fair valued determined as the difference between the gross proceeds of the convertible debt issuance less the liability component and the deferred tax liability that arises from the temporary difference between the carrying value of the liability and its tax basis. The equity component is allocated to contributed surplus within shareholders' equity. Directly attributable transaction costs related to the issuance of convertible debentures are allocated to the liability and equity components on a pro-rata basis, reducing the fair value at the time of initial recognition.

Derivative Financial Instruments and Hedge Accounting

The Company's financing activities expose it to the financial risks of changes in foreign exchange rates. The Company utilizes derivative financial instruments as cash flow hedges to assist in the management of certain foreign exchange risks.

Derivative financial instruments are initially measured at fair value on the trade date and are subsequently remeasured at fair value at each reporting date using observable market inputs.

The Company designates derivative financial instruments as cash flow hedges to hedge the change due to foreign exchange risk when the derivative financial instruments meet the criteria for hedge accounting in accordance with IFRS 9.

In order to qualify for hedge account, formal documentation must include identification of the hedging instrument, the hedged item, the nature of the risk being hedged and how the Company will assess whether the hedging relationship meets the hedge effectiveness requirements (including the analysis of sources of hedge ineffectiveness and how the hedge ratio is determined). A hedging relationship qualifies for hedge accounting if it meets all the following effectiveness requirements:

- There is an economic relationship between the hedged item and the hedging instrument.
- The effect of credit risk does not dominate the change in values that result from that economic relationship.
- The hedge ratio of the hedging relationship is consistent with management's risk strategy.

Where an effective hedge exists, the change in the fair value of the derivative instrument is recognized in Other Comprehensive Income and reclassified to profit or loss as a reclassification adjustment in the same period or periods during which the hedged cash flows (in this case the interest or principal payments of the Company's USD Notes Payable) affect profit or loss. As such there is no net impact on net income.

Hedge effectiveness is assessed at the inception of the hedge and on an ongoing basis. Should a hedge cease to be effective any changes in fair value related to movements in the foreign currency rates would be taken in net income.

Leases

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

i) Company as a Lessee

Finance leases that transfer substantially all the risks and rewards incidental to ownership of the leased item are capitalized at the inception of the lease at the fair value of the leased asset, or, if lower, at the present value of the minimum lease payments. Subsequent lease payments are apportioned between finance costs and a reduction of the lease liability. Finance costs are recognized in net income. Capitalized leased assets are depreciated over the shorter of the estimated useful life of the asset and the lease term.

Operating lease payments (net of any amortization of incentives) are expensed as incurred. Incentives received from the lessor to enter into an operating lease are capitalized as deferred lease inducements in the consolidated statements of financial position and depreciated over the term of the lease.

ii) Company as a Lessor

Leases where the Company does not transfer substantially all the risks and benefits of ownership of the asset are classified as operating leases. The leasing income is recognized when earned over the lease term net of incentive costs provided to customers.

The Company is in the business of leasing assets. As the leases are effectively cancellable by the customer with a week's notice, and there are no bargain purchase option provided to the customer, the customer leases are considered operating in nature.

Provisions

Provisions are recognized when the Company 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 reliably measurable. Where there is expected to be a reimbursement of some or all of a provision, for example under an insurance contract, the reimbursement is recognized as a separate asset, but only when the reimbursement is virtually certain. If the effect of the time value of money is material, provisions are discounted. Where discounting is used, the increase in the provision as a result of the passage of time is recognized as a finance cost.

Taxes

i) Current Income Taxes

Current income tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those enacted or substantively enacted by the end of the reporting period.

Current income tax assets and liabilities are only offset if a legally enforceable right exists to offset the amounts and the Company intends to settle on a net basis, or to realize the asset and settle the liability simultaneously.

Current income tax relating to items recognized directly in equity is recognized in equity and not in net income.

Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

ii) Deferred Income Taxes

Deferred income taxes are provided for using the liability method on temporary differences at the reporting date between the tax basis of assets and liabilities and their carrying amount for financial reporting purposes. Deductible income tax liabilities are recognized for all taxable temporary differences. Deferred income tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable income will be available against which the deductible temporary differences and the carry-forward of unused tax credits and unused tax losses can be utilized.

The following temporary differences do not result in deferred income tax assets or liabilities:

- the initial recognition of assets or liabilities, not arising in a business combination, that does not affect accounting or taxable profit;
- the initial recognition of goodwill; and
- investment in subsidiaries, associates and jointly controlled entities where the timing of reversal of the temporary differences can be controlled and reversal in the foreseeable future is not probable.

The carrying amount of deferred income tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable income will be available to allow all or part of the deferred income tax asset to be utilized. Unrecognized deferred income tax assets are reassessed at the end of each reporting period and are recognized to the extent that it has become probable that future taxable income will be available to allow the deferred income tax asset to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset is realized, or the liability is settled, based on tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred income tax assets and liabilities are offset if a legally enforceable right exists to set off current income tax assets against current income tax liabilities and the deferred income taxes relate to the same taxable entity and the same taxation authority.

iii) Sales Tax

Revenue, expenses and assets are recognized net of the amount of sales tax except where the sales tax incurred on a purchase of assets or services is not recoverable from the taxation authority, in which case the sales tax is recognized as part of the cost of acquisition of the asset or as part of the expense item as applicable.

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of amounts receivable or accounts payable and accrued liabilities in the consolidated statements of financial position.

Stock-based Payment Transactions

The Company has stock-based compensation plans as described in note 15.

i) Equity-Settled Transactions

The Company has stock options, Restricted Share Units ("RSU") and Deferred Share Units ("DSU") which are currently accounted for as equity-settled awards. The cost of such equity-settled transactions is measured by reference to the fair value determined using the market value on the grant date or the Black-Scholes option pricing model, as appropriate. The inputs into this model are based on management's judgments and estimates.

The cost of equity-settled transactions is charged to net income, with a corresponding increase in contributed surplus over the vesting period. The cumulative expense recognized for equity-settled transactions at each reporting date reflects the extent to which the vesting period has elapsed and the Company's best estimate of the number of equity instruments that will ultimately vest. The expense for a period is recognized in stock-based compensation expense in the consolidated statements of income. No expense is recognized for awards that do not ultimately vest.

ii) Cash-Settled Transactions

The Company has Performance Share Units ("PSU") which mirror the value of the Company's publicly-traded common shares and can only be settled in cash ("cash-settled transactions"). The cost of cash-settled transactions is measured initially at fair value at the grant date. The liability is remeasured to fair value, at each reporting date up to and including the settlement date, based on the value of the Company's publicly-traded common shares and the Company's best estimate of the number of cash-settled instruments that will ultimately vest.

The cost of cash-settled transactions is charged to net income, with a corresponding increase in liabilities, over the period in which the performance and service conditions are fulfilled. The cumulative expense recognized for cash-settled transactions at each reporting date reflected the extent to which the vesting period had elapsed and the Company's best estimate of the number of cash-settled instruments that will ultimately vest. The expense for a period including changes in fair value are recognized in stock-based compensation expense in the consolidated statements of income. No expense is recognized for awards that do not ultimately vest.

Earnings Per Share

Basic earnings per share is computed by dividing net income by the weighted average number of common shares outstanding during the year.

Diluted earnings per share is calculated using the treasury stock method, which assumes that the cash that would be received on the exercise of options, warrants and convertible debentures is applied to purchase shares at the average price during the period and that the difference between the shares issued upon exercise of the options and the number of shares obtainable under this computation, on a weighted average basis, is added to the number of shares outstanding.

Significant Accounting Judgments, Estimates and Assumptions

The preparation of the consolidated financial statements in conformity with IFRS requires management to make accounting judgements, estimates and assumptions that affect the reported amounts of assets, liabilities and contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting periods.

These accounting judgments, estimates and assumptions are continuously evaluated and are based on management's historical experience, best knowledge of current events and conditions and other factors that are believed to be reasonable under the circumstances. As future events and their effects cannot be determined with precision, actual results could differ significantly from these estimates, which could materially impact these consolidated financial statements. Changes in estimates will be reflected in the consolidated financial statements in future periods.

Key areas of estimation where management has made difficult, complex or subjective judgments often in respect of matters that are inherently uncertain are as follows:

i) Allowance for Credit Losses and Allowance for Loan Losses

ECL method is applied in determining the allowance for credit losses on gross consumer loans receivable as at December 31, 2018. The key inputs in the measurement of ECL allowances, all of which are subject to accounting judgments, estimates and assumptions are discussed in Note 2.

The allowance for loan losses as at December 31, 2017 consists of both specific allowances on identified impaired loans and an estimate of incurred losses in the loan portfolio under IAS 39 that have not yet been identified based on an assessment of historical loss rates and patterns.

ii) Interest Receivable from Consumer Loans

Consumer loans receivable include accrued interest earned from consumer loans that is expected to be received in future periods. Interest receivable from consumer loans is determined based on the amounts the Company believes will be collected in future periods.

iii) Amortization of Deferred Acquisition Costs

Consumer loans receivable include incremental costs incurred by the Company to acquire consumer loans. The deferred acquisition costs are recognized into income over the expected life of the consumer loans, as estimated by management.

iv) Cost of Lease Assets

Lease assets are recorded at cost, including freight. Vendor volume rebates are recorded as a reduction of the cost of lease assets and are determined based on the rebate amounts the Company believes are probable and reasonably estimable during the term of each rebate program.

v) Depreciation of Lease Assets

Certain assets on lease, (excluding game stations, computers and related equipment) are depreciated based on the time on lease against the lease agreement term, which is estimated by management for each product category. Other assets on lease such as game stations, computers and related equipment are depreciated on a straight-line basis over their estimated useful lives.

vi) Depreciation of Property and Equipment

Property and equipment are recorded at cost, including freight, and are depreciated on a straight-line basis over their estimated useful lives, which are estimated by management for each class of asset.

vii) Impairment on Non-Financial Assets

The indicators of impairment are based on management's judgment. If an indication of impairment exists, or when annual testing for an asset is required, the Company estimates the asset's or CGU's recoverable amount. 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 the recoverable amount, management estimates the asset's or CGU's value in use. Value in use is based on the estimated future cash flows of the asset or CGU discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

The impairment test calculations are based on detailed budgets and forecasts which are prepared for each CGU to which the assets are allocated. These budgets and forecasts generally cover a period of three years with a long-term growth rate applied after the third year. Key areas of management judgment include the cash flow forecast, the growth rate applied to cash flows subsequent to the third year and the discount rate.

viii) Impairment of Goodwill and Indefinite Life Intangibles

In assessing the recoverable amount, management estimated the group of CGU's value in use. Value in use is based on the estimated future cash flows of the asset or CGU discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. The impairment test calculations are based on detailed budgets and forecasts which are prepared for each CGU to which the assets are allocated. These budgets and forecasts generally cover a period of three years with a long-term growth rate applied after the third year. Key areas of management judgment involve the cash flow forecast, the growth rate applied to cash flows subsequent to the third year and the discount rate.

ix) Fair Value of Stock-Based Compensation

The fair value of equity settled stock-based compensation plan grants are measured at the grant date using either the related market value or the Black-Scholes option pricing model, as appropriate. The Black-Scholes option pricing model was developed for estimating the fair value of traded options that are fully transferable and have no vesting restrictions. In addition, option pricing models require the input of highly subjective assumptions, including expected share price volatility. The Company's share options have characteristics significantly different from those of freely traded options and because changes in subjective input assumptions can materially affect the fair value estimate, the existing models do not necessarily provide a single reliable measure of the fair value of the unit options granted.

The vesting of the Company's stock-based compensation plans is based on the expected achievement of long-term targets and management retention rates, the assessment of which are subject to management's judgment.

x) Provisions

Provisions are recognized when the Company 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 reliably measurable. The estimation of the costs to settle such obligations are subject to management's judgment.

xi) Taxation Amounts

Tax provisions, including current and deferred income tax assets and liabilities, may require estimates and interpretations of federal and provincial income tax rules and regulations and judgments as to their interpretation and application to the Company's specific situation. Therefore, it is possible that the ultimate value of the tax assets and liabilities could change in the future and that changes to these amounts could have a material effect on the Company's consolidated financial statements.

xii) Unearned Revenue

Unearned revenue includes lease payments that have not yet been earned, lease processing fees that are received at the inception of a consumer lease and secured loan origination fees charged to consumers. The processing fees are recognized into income over the expected life of the lease agreement, as estimated by management. The secured loan origination fees are recognized into income over the expected life of the loan, as estimated by management.

xiii) Convertible Debentures

The convertible debentures are accounted for as a compound financial instrument with a liability component and a separate equity component. The debt component of this compound financial instrument is measured at fair value on initial recognition by discounting the stream of future interest and principal payments at the rate of interest prevailing at the date of issue for instruments of similar term and risk as estimated by management. The debt component is subsequently deducted from the total carrying value of the compound instrument to derive the equity component.

3. ADOPTION OF ACCOUNTING STANDARD

IFRS 9, *Financial Instruments*

Effective January 1, 2018, the Company adopted IFRS 9, *Financial Instruments* ("IFRS 9"). IFRS 9 introduces a new expected loss impairment model which replaces the existing incurred loss impairment model under IAS 39, *Financial Instruments: Recognition and Measurement* ("IAS 39"). The adoption of IFRS 9 does not require restatement of comparative period financial statements except in limited circumstances related to aspects of hedge accounting. Entities are permitted to restate comparatives provided hindsight is not applied. The Company made the decision not to restate comparative period financial information and has recognized any measurement differences between the previous carrying amounts and the new carrying amounts on January 1, 2018, through an adjustment to opening retained earnings.

Under IAS 39, a collective allowance for loan loss is recorded on those loans, or groups of loans, where a loss event had occurred but had not been reported, as at, or prior to, the balance sheet date. An incurred but not reported loss event provided objective evidence to establish an allowance for loan loss against such loans. IAS 39 prohibited recognizing any allowance for loan losses expected in the future if a loss event has not occurred.

Refer to Note 2 for initial recognition and measurement and impairment policy under IFRS 9.

Consistent with IAS 39, all financial assets held by the Company under IFRS 9 are initially measured at fair value plus transaction costs and subsequently measured at amortized cost with the exception of derivative financial instruments. Derivatives continue to be measured at FVTPL under IFRS 9. There were no material changes to the carrying values of financial instruments as a result of the transition to the classification and measurement requirements of IFRS 9.

The classification and measurement of financial liabilities remain essentially unchanged from the IAS 39 requirements, except that changes in the fair value of liabilities designated at FVTPL using the fair value option (FVO) which are attributable to changes in own credit risk are presented in OCI, rather than profit and loss.

Under IFRS 9, the Company is required to apply an expected credit loss (ECL) model, where credit losses that are expected to transpire in future years irrespective of whether a loss event has occurred or not as at the balance sheet date, are provided for.

It is important to note that the adoption of IFRS 9 does not directly impact the net charge-off rate of the Company's consumer loans receivable portfolio which is driven by borrowers' credit profile and behaviour. The Company will continue to write off unsecured customer balances that are delinquent greater than 90 days and secured customer balances that are delinquent greater than 180 days. Likewise, the cash flows used in and generated by the Company's consumer loans receivable portfolio are not impacted by the adoption of IFRS 9 as the periodic increase in the allowance for loan losses as a result of growth in the consumer loans receivable is a non-cash item.

The following table summarizes the transition adjustment required to adopt IFRS 9 as at January 1, 2018, which is entirely as a result of the change in the impairment requirements.

	IAS 39 carrying amount as at December 31, 2017	**Transition Adjustment**	**IFRS 9 carrying amount as at January 1, 2018**
Consumer loans receivable	**513,425**	**(17,406)**	**496,019**
Deferred tax asset	**2,121**	**4,749**	**6,870**
Retained earnings	**126,924**	**(12,659)**	**114,265**

The reconciliation of the Company's closing allowances for credit losses in accordance with IAS 39, as at December 31, 2017 and the opening allowance for credit losses in accordance with IFRS 9, as at January 1, 2018 is as shown in the following table:

	As reported under IAS 39 as at December 31, 2017	Transition Adjustments	As reported under IFRS 9 as at January 1, 2018
Allowance for credit losses	**31,706**	**17,406**	**49,112**
Stage 1 (Performing)			**24,384**
Stage 2 (Under-Performing)			**16,193**
Stage 3 (Non-Performing)			**8,535**
Total			**49,112**

Hedge accounting

IFRS 9 also introduces a new general hedge accounting model that aims to better align accounting with risk management activities. The Company has adopted hedge accounting under IFRS 9 and applied it prospectively. At the date of the initial application, the Company's hedging relationships were eligible to be treated as continuing hedging relationships. Consistent with prior periods, the Company has continued to designate the change in fair value of all of the cross-currency swaps to the Company's cash flow hedge relationship and, as such, the adoption of the hedge accounting requirements of IFRS 9 had no significant impact on the Company's financial statements. The Company complies with the revised hedge accounting disclosures as required by the related amendments to IFRS 7, *Financial Instruments: Disclosures* (IFRS 7). The application of hedge accounting requirements of IFRS 9 did not have a material impact on the Company's accounting policies or comparative balances in the financial statements.

IFRS 15, *Revenue from Contracts with Customers*

On January 1, 2018, the Company adopted and applied IFRS 15, Revenue from Contracts with Customers ("IFRS 15"), which clarifies the principles for recognizing revenue and cash flows arising from contracts with customers. The new standard did not result in any financial adjustments to the Company's consolidated financial statements, nor any material changes to the Company's revenue recognition policies. Additional required disclosures and revenue segmentation is as provided in note 19 Segmented Reporting.

4. STANDARDS ISSUED BUT NOT YET EFFECTIVE

IFRS 16, *Leases*

The Company will be required to adopt IFRS 16, *Leases* ("IFRS 16") on January 1, 2019, which is the IASB replacement of IAS 17, *Leases* ("IAS 17"). IFRS 16 will require lessees to recognize a lease liability that reflects future lease payments and a "right-of-use asset" for most lease contracts. Lessor accounting under IFRS 16 is substantially unchanged from today's accounting under IAS 17. Lessors will continue to classify all leases using the same classification principle as in IAS 17 and distinguish between two types of leases: operating and finance leases. As such IFRS 16 will not impact the financial results of the Company's easyhome leasing business. However, the accounting for the Company's premises and vehicle leases will be impacted by this standard.

The Company set up a team under the direction of the Company's chief financial officer which reviewed all of the Company's leasing arrangements. From the lessee's perspective, IFRS 16 affected the accounting for the Company's vehicle and premises leases which were treated as operating leases under IAS 17, whereby such lease payments were expensed periodically as part of operating expenses without the recognition of the corresponding assets and related depreciation. Under IFRS 16, a significant right-of-use asset and lease liability will be recognized at the date of implementation resulting in a material increase to both total assets and total liabilities. The right-of-use asset will be amortized on a straight-line basis over the lease term of the underlying lease assets. The lease liability will also be amortized under the effective interest rate method using the interest rate inherent in the underlying leases and lease payments will include both a principal and interest component.

The net effect of this change is that earnings before income tax, depreciation and amortization (EBITDA) is expected to increase as the depreciation of the right-of-use assets and interests on the lease liability are excluded from this measure. The impact on net income is expected to be minor.

Transition to IFRS 16

The Company plans to adopt IFRS 16 using the modified retrospective method commencing January 1, 2019. Under this method the Company will not restate 2018 under IFRS 16. In determining the opening balance sheet impact of the adoption of IFRS 16 as at January 1, 2019, the Company will recalculate all right of use asset and the lease liability of all leases as if these calculations had occurred from the data of inception of those leases. Additionally, the Company will elect to apply the standard to contracts that were previously identified as leases applying IAS 17 and IFRIC 4. The Company will therefore not apply the standard to contracts that were not previously identified as containing a lease applying IAS 17 and IFRIC 4.

The Company will elect to use the exemptions proposed by the standard on lease contracts for which the lease terms ends within 12 months as of the date of initial application, and lease contracts for which the underlying asset is of low value. The Company has leases of certain office equipment (i.e., printing and photocopying machines) that are considered of low value.

The estimated impact as at the January 1, 2019 date of adoption is: i) a right of use asset of between $41 and $46 million; ii) a lease liability of between $46 and $50 million; iii) a reduction of retained earnings of approximately $3 million and iv) a deferred tax asset of approximately $1 million.

5. CASH

Certain cash on deposit at banks earns interest at floating rates based on daily bank deposit rates. The Company has pledged part of its cash to fulfil collateral requirements under its derivative financial instruments contract. As at December 31, 2018, the fair value of the cash pledged was nil (2017 - $16.2 million).

6. AMOUNTS RECEIVABLE

	December 31, 2018	December 31, 2017
Vendor rebate receivable	**593**	657
Due from franchisees	**2,467**	2,778
Commission receivable	**9,439**	8,475
Other	**2,951**	2,512
	15,450	14,422
Current	**14,438**	13,397
Non-current	**1,012**	1,025
	15,450	14,422

Other amounts receivable consisted of amounts due from customers, franchisees, indirect taxes and other items.

7. CONSUMER LOANS RECEIVABLE

Consumer loans receivable represents amounts advanced to customers and includes both unsecured and secured loans. Unsecured loan terms generally range from 9 to 60 months while secured loan terms generally range from 6 to 10 years.

	December 31, 2018	December 31, 2017
Gross consumer loans receivable	**833,779**	526,546
Interest receivable from consumer loans	**10,472**	6,530
Unamortized deferred acquisition costs	**18,354**	12,055
Allowance for credit losses	**(79,741)**	(31,706)
	782,864	513,425

The allocation of the Company's gross consumer loans receivable as at December 31, 2018 and 2017 based on loan types are as follows:

	December 31, 2018	December 31, 2017
Unsecured instalment loans	**780,850**	518,049
Secured instalment loans	**52,929**	8,497
	833,779	526,546

The scheduled principal repayment aging analysis of gross consumer loans receivable portfolio as at December 31, 2018 and 2017 are as follows:

	December 31, 2018		**December 31, 2017**	
	$	**% of total loans**	**$**	**% of total Loans**
0 - 6 months	**139,631**	**16.7%**	104,208	19.8%
6 - 12 months	**104,619**	**12.5%**	79,952	15.2%
12 - 24 months	**221,626**	**26.6%**	149,356	28.4%
24 - 36 months	**204,227**	**24.5%**	125,258	23.8%
36 - 48 months	**106,346**	**12.8%**	50,714	9.6%
48 - 60 months	**29,002**	**3.5%**	11,686	2.2%
60 months +	**28,328**	**3.4%**	5,372	1.0%
	833,779	**100.0%**	526,546	100.0%

The gross consumer loans receivable portfolio categorized by the contractual time to maturity at year-ends are summarized as follows:

	December 31, 2018		**December 31, 2017**	
	$	**% of total loans**	**$**	**% of total Loans**
0 - 1 year	**34,355**	**4.1%**	37,332	7.1%
1 - 2 years	**108,262**	**13.0%**	96,443	18.3%
2 - 3 years	**260,205**	**31.2%**	183,254	34.8%
3 - 4 years	**270,621**	**32.5%**	145,165	27.6%
4 - 5 years	**108,932**	**13.1%**	55,853	10.6%
5 years +	**51,404**	**6.1%**	8,499	1.6%
	833,779	**100.0%**	526,546	100.0%

An aging analysis of gross consumer loans receivable past due is as follows:

	December 31, 2018		**December 31, 2017**	
	$	**% of total loans**	**$**	**% of total loans**
1 - 30 days	**25,442**	**3.1%**	17,275	3.3%
31 - 44 days	**5,931**	**0.7%**	3,601	0.7%
45 - 60 days	**5,930**	**0.7%**	3,330	0.6%
61 - 90 days	**6,559**	**0.8%**	4,349	0.8%
91 - 180 days	**83**	**0.0%**	-	-
	43,945	**5.3%**	28,555	5.4%

The following table provides the gross consumer loans receivable split by the Company's risk ratings and further segregated by Stage 1, Stage 2, and Stage 3. The categorization of borrowers into low, normal and high risk is based on the Company's custom behaviour credit scoring model. This scoring model has been built and refined using analytical techniques and statistical modelling tools which has proven more effective at predicting future losses than traditional credit scores available from credit reporting agencies. Borrowers categorized as low risk have expected future losses that are lower than the average expected loss rate of the overall loan portfolio. Customers categorized as normal risk have expected future losses that are approximately the same as the average expected loss rate of the overall loan portfolio. Customers categorized as high risk have expected future losses that are higher than the average expected loss rate of the overall loan portfolio. The median TransUnion Risk Score for those borrowers categorized as low, normal and high risk is presented below as reference.

	As at December 31, 2018				
	Median TransUnion Risk Score	**Stage 1 (Performing)**	**Stage 2 (Under-performing)**	**Stage 3 (Non-Performing)**	**Total**
Low Risk	**610**	**324,989**	**1,517**	**-**	**326,506**
Normal Risk	**539**	**310,059**	**8,763**	**-**	**318,822**
High Risk	**496**	**66,119**	**103,998**	**18,334**	**188,451**
Total	**544**	**701,167**	**114,278**	**18,334**	**833,779**

An analysis of the changes in the classification of gross consumer loans receivable is as follows:

	Year ended December 31, 2018			
	Stage 1 (Performing)	**Stage 2 (Under-Performing)**	**Stage 3 (Non-Performing)**	**Total**
Balance as at January 1, 2018	**446,920**	**68,440**	**11,186**	**526,546**
Gross loan originated	**922,550**	**-**	**-**	**922,550**
Principal payments and other adjustments	**(527,488)**	**13,559**	**(3,226)**	**(517,155)**
Transfers to (from)				
Stage 1 (Performing)	**135,378**	**(133,616)**	**(1,762)**	**-**
Stage 2 (Under-Performing)	**(234,495)**	**250,963**	**(16,468)**	**-**
Stage 3 (Non-Performing)	**(22,481)**	**(70,007)**	**92,488**	**-**
Gross charge-offs	**(19,217)**	**(15,061)**	**(63,884)**	**(98,162)**
Balance as at December 31, 2018	**701,167**	**114,278**	**18,334**	**833,779**

The changes in the allowance for credit losses are summarized below:

	December 31, 2018	December 31, 2017
Balance, beginning of year	**49,112**	23,456
Net amounts written-off against allowance	**(88,351)**	(59,576)
Increase due to lending and collection activities	**118,980**	67,826
Balance, end of year	**79,741**	31,706

An analysis of the changes in the classification of the allowance for credit losses is as follows:

	Year ended December 31, 2018			
	Stage 1 (Performing)	**Stage 2 (Under-Performing)**	**Stage 3 (Non-Performing)**	**Total**
Balance as at January 1, 2018	**24,384**	**16,193**	**8,535**	**49,112**
Gross loans originated	**53,883**	**-**	**-**	**53,883**
Principal payments and other adjustments	**(20,232)**	**2,713**	**(11,009)**	**(28,528)**
Transfers to (from) including remeasurement				
Stage 1 (Performing)	**23,634**	**(25,868)**	**(1,252)**	**(3,486)**
Stage 2 (Under-Performing)	**(20,893)**	**70,393**	**(12,403)**	**37,097**
Stage 3 (Non-Performing)	**(4,754)**	**(20,870)**	**85,638**	**60,014**
Net amounts written-off against allowance	**(18,307)**	**(14,347)**	**(55,697)**	**(88,351)**
Balance as at December 31, 2018	**37,715**	**28,214**	**13,812**	**79,741**

8. LEASE ASSETS

	December 31, 2018	December 31, 2017
Cost		
Balance, beginning of year	**68,493**	74,049
Additions	**37,913**	42,041
Disposals	**(44,226)**	(47,597)
Balance, end of year	**62,180**	68,493
Accumulated Depreciation		
Balance, beginning of year	**(14,175)**	(18,761)
Depreciation for the year	**(40,088)**	(41,221)
Disposals	**43,701**	45,807
Balance, end of year	**(10,562)**	(14,175)
Net book value	**51,618**	54,318

During the year ended December 31, 2018, the net book value of the lease assets sold by the Company was $516 (2017 – $1,752).

9. PROPERTY AND EQUIPMENT

	Furniture and Fixtures	Computer and Office Equipment	Automotive	Signage	Leasehold Improvements	Total
Cost						
As at December 31, 2016	13,912	9,296	212	5,544	24,306	53,270
Additions	865	1,764	-	492	2,819	5,940
Disposals	(276)	(662)	-	(125)	(494)	(1,557)
As at December 31, 2017	**14,501**	**10,398**	**212**	**5,911**	**26,631**	**57,653**
Additions	**1,926**	**2,066**	**-**	**393**	**6,840**	**11,225**
Disposals	**(683)**	**(1,400)**	**(6)**	**(121)**	**(1,451)**	**(3,661)**
As at December 31, 2018	**15,744**	**11,064**	**206**	**6,183**	**32,020**	**65,217**
Accumulated Depreciation						
As at December 31, 2016	(9,667)	(5,980)	(207)	(4,083)	(17,230)	(37,167)
Depreciation	(1,186)	(1,119)	(3)	(368)	(3,026)	(5,702)
Disposals	205	434	-	94	424	1,157
As at December 31, 2017	**(10,648)**	**(6,665)**	**(210)**	**(4,357)**	**(19,832)**	**(41,712)**
Depreciation	**(1,070)**	**(1,128)**	**(3)**	**(411)**	**(3,107)**	**(5,719)**
Disposals	**654**	**1,309**	**7**	**103**	**1,424**	**3,497**
As at December 31, 2018	**(11,064)**	**(6,484)**	**(206)**	**(4,665)**	**(21,515)**	**(43,934)**
Net Book Value						
As at December 31, 2017	3,853	3,733	2	1,554	6,799	15,941
As at December 31, 2018	**4,680**	**4,580**	**-**	**1,518**	**10,505**	**21,283**

As at December 31, 2018, the amount of property and equipment classified as under construction or development and not being amortized was $1.5 million (2017 – $0.9 million).

During the year ended December 31, 2018, the net book value of the property and equipment sold by the Company was $168 (2017 – $395).

For easyhome, various impairment indicators were used to determine the need to test a CGU for impairment. Examples of impairment indicators include a significant decline in revenue, performance significantly below budget and expectations and negative CGU operating income during the year. Where these impairment indicators existed, the carrying value of the assets within a CGU was compared with its estimated recoverable value which was generally considered to be the CGU's value in use. When determining the value in use of a CGU, the Company developed a discounted cash flow model for the individual CGU. Sales and cost forecasts were based on actual operating results, three-year operating budgets consistent with strategic plans presented to the Company's Board of Directors and a 1% long-term growth rate. The pre-tax discount rate used on the forecasted cash flows was 13.60%. Where the carrying value of the CGU's assets exceeded the recoverable amounts, as represented by the CGU's value in use, the store's property and equipment assets were written down. It was concluded that, due to the portability of lease assets held within the CGU and the cash flows generated by individual lease assets, no impairment write-down of the lease assets was required. As such, the CGU impairment charge was limited to the property and equipment held by the impaired CGU.

For easyfinancial, it was determined that no indicators of impairment existed that would require an impairment test on property and equipment.

For the year ended December 31, 2018, the Company recorded a net impairment recovery in depreciation of property and equipment of $150 (2017 – $211 net impairment charge). All impairment charges and recoveries related solely to the easyhome segment.

10. INTANGIBLE ASSETS AND GOODWILL

	Trademarks	Customer Lists	Software	Total
Cost				
As at December 31, 2016	2,088	1,094	24,890	28,072
Additions	-	108	6,028	6,136
Disposals	-	-	(2)	(2)
As at December 31, 2017	**2,088**	**1,202**	**30,916**	**34,206**
Additions	**-**	**481**	**5,141**	**5,622**
Disposals	**-**	**-**	**(2)**	**(2)**
As at December 31, 2018	**2,088**	**1,683**	**36,055**	**39,826**
Accumulated Amortization				
As at December 31, 2016	(1,992)	(585)	(11,183)	(13,760)
Amortization	-	(224)	(5,061)	(5,285)
Disposals	-	-	2	2
As at December 31, 2017	**(1,992)**	**(809)**	**(16,242)**	**(19,043)**
Amortization	**-**	**(230)**	**(5,966)**	**(6,196)**
Disposals	**-**	**-**	**2**	**2**
As at December 31, 2018	**(1,992)**	**(1,039)**	**(22,206)**	**(25,237)**
Net Book Value				
As at December 31, 2017	96	393	14,674	15,163
As at December 31, 2018	**96**	**644**	**13,849**	**14,589**

Trademarks are considered indefinite life intangible assets as there is no foreseeable limit to the period over which the assets are expected to generate net cash flows.

Included in additions for the year ended December 31, 2018 were $5.1 million (2017 – $6.0 million) of internally developed software application and website costs.

Goodwill was $21.3 million as at December 31, 2018 (2017 – $21.3 million). There were no disposals or impairments applied to goodwill during the years ended December 31, 2018 and 2017.

Goodwill and indefinite life intangible assets were allocated to the group of CGUs to which they relate. The carrying value of goodwill was fully allocated to the easyhome CGUs. Impairment testing is performed annually and was performed as at December 31, 2018 and 2017. The impairment test consisted of comparing the carrying value of assets within the CGU to the recoverable amount of that CGU as measured by discounting the expected future cash flows using a value in use approach. The discounted cash flow model was based on historical operating results, detailed sales and cost forecasts over a three-year period, a 1% long-term growth rate and a pre-tax discount rate used on the forecasted cash flows of 13.60%, all of which were consistent with the strategic plans presented to the Company's Board of Directors.

Based on the analysis performed by management, no impairment charge was required on goodwill.

11. REVOLVING CREDIT FACILITY

The Company's revolving credit facility consists of a $174.5 million senior secured revolving credit facility maturing on November 1, 2020.

The revolving credit facility was provided by a syndicate of banks. Interest on advances is payable at either the Canadian Bankers' Acceptance rate plus 450 bps or the lender's prime rate plus 350 bps, at the option of the Company. During the year, the Company made advances against the revolving credit facility amounting to $70.0 million which was subsequently paid in July 2018. As at December 31, 2018 and December 31, 2017, no amount was drawn on this facility.

The financial covenants of the revolving credit facility were as follows:

Financial covenant	**Requirements**	**December 31, 2018**
Minimum consolidated tangible net worth	>132,000, plus 50% of consolidated net income	**$ 249,610**
Maximum consolidated leverage ratio	< 3.25	**2.40**
Minimum consolidated fixed charge coverage ratio	> 1.75	**2.08**
Maximum net charge off ratio	< 15.0%	**12.7%**
Minimum collateral performance index	> 90.0%	**99.9%**

As at December 31, 2018, the Company was in compliance with all of its financial covenants under its credit agreements.

12. CONVERTIBLE DEBENTURES

In June 2017, the Company issued $53.0 million of 5.75% convertible unsecured subordinated debentures, with interest payable semi-annually on January 31 and July 31 each year and commencing on January 31, 2018 (the "Debentures"). The Debentures mature on July 31, 2022 and are convertible at the holder's option into common shares of the Company at a conversion price of $44.00 per share.

On and after July 31, 2020, and prior to July 31, 2021, the Debentures may be redeemed in whole or in part from time to time and with proper notice by the Company, provided that the volume-weighted average trading price of the common shares on the TSX for the 20 consecutive trading days prior to the 5th trading day before redemption notification date was not less than 125% of the conversion price. On or after July 31, 2021, the Company may redeem with proper notice the convertible debentures for the principal amount plus accrued and unpaid interest.

The following table summarizes the details of the convertible debentures:

	Liability component of Debenture	Equity component of Debenture	Net Book Value
Debentures	48,342	4,658	53,000
Transaction costs	(2,812)	(270)	(3,082)
Net proceeds	45,530	4,388	49,918
Deferred taxes	-	(1,168)	(1,168)
Accretion in carrying value of debenture liability	685	-	685
Accrued interest	1,770	-	1,770
As at December 31, 2017	**47,985**	**3,220**	**51,205**
Conversion of debentures to equity (net of $1,013 unamortized deferred financing costs)	**(7,924)**	-	**(7,924)**
Accretion in carrying value of debenture liability	**1,234**	-	**1,234**
Accrued interest	**2,858**	-	**2,858**
Interest payment	**(3,572)**	-	**(3,572)**
As at December 31, 2018	**40,581**	**3,220**	**43,801**

As at December 31, 2018, $8.9 million convertible debentures were converted into 203,000 common shares (December 31, 2017 - nil).

13. NOTES PAYABLE

On November 1, 2017, the Company issued USD325.0 million of 7.875% senior unsecured notes payable (the “Notes Payable”) with interest payable semi-annually on May 1 and November 1 of each year and commencing on May 1, 2018. The Notes Payable mature on November 1, 2022.

The Notes Payable include certain prepayment features: i) up to November 1, 2019, all of the Notes Payable can be prepaid at par plus a premium and accrued and unpaid interest; ii) from November 1, 2019 to October 31, 2020, all of the Notes Payable can be prepaid at a price of 103.94% plus accrued and unpaid interest; iii) from November 1, 2020 to October 31, 2021, all of the Notes Payable can be prepaid at a price of 101.97% plus accrued and unpaid interest; and iv) subsequent to November 1, 2021 the Notes Payable can be prepaid at par plus accrued and unpaid interest.

Concurrent with the issuance of the Notes Payable in 2017, the Company entered into derivative financial instruments (the “cross-currency swaps”) as cash flow hedges to manage the Notes Payable’s foreign currency risk associated with future exchange rate fluctuations between the US Dollar and Canadian Dollar. By entering into the cross-currency swaps, the Company fixed the foreign currency exchange rate for the proceeds from the offering for all required payments of principal and interest under the USD325.0 million Notes Payable at a fixed exchange rate of USD1.000 = C$1.2890. The cross-currency swaps fully hedge the obligation under the Notes Payable to C$418.9 million at an interest rate of 7.84%.

The following table summarizes the details of the USD325.0 million Notes Payable:

	December 31, 2018	December 31, 2017
Notes Payable in C$ at issuance	**418,925**	418,925
Change in fair value of Notes Payable since issuance date due to changes in foreign exchange rate	**24,278**	(10,367)
	443,203	408,558
Accrued interest on credit facilities	**5,694**	5,508
Unamortized deferred financing costs	**(10,821)**	(12,873)
	438,076	401,193

On July 16, 2018, the Company issued an additional USD150.0 million of Notes Payable due on November 1, 2022. These notes were issued at a price of USD1,050 per USD1,000 principal amount.

Concurrent with the issuance of the additional Notes Payable in 2018, the Company entered into derivative financial instruments ("cross-currency swaps") as cash flow hedges to fix the foreign currency exchange rate for the proceeds from the offering and for all required payments of principal and interest under the additional Notes Payable at a fixed exchange rate of USD1.000 = C$1.316, thereby fully hedging the USD150.0 million additional Notes Payable to C$197.5 million at a Canadian dollar interest rate of 7.52%. The issuance of the Notes Payable was at a 105 premium to par resulting in an interest rate excluding the effect of financing charges of 6.17%, and when factoring in financing charges, an effective interest rate of 6.69%.

The following table summarizes the details of the USD150.0 million Notes Payable:

	December 31, 2018	December 31, 2017
Notes Payable in C$ at issuance	**197,458**	-
Change in fair value of Notes Payable since issuance date due to changes in foreign exchange rate	**7,097**	-
	204,555	-
Accrued interest on credit facilities	**2,475**	-
Unamortized premium	**8,868**	-
Unamortized deferred financing costs	**(3,493)**	-
	212,405	-

The following table summarizes the total carrying value of Notes Payable:

	December 31, 2018	December 31, 2017
Notes Payable issued November 2017	**438,076**	401,193
Notes Payable issued July 2018	**212,405**	-
	650,481	401,193

The Company has elected to use hedge accounting for the Notes Payable and the cross-currency swaps. (i.e., the same notional amount, maturity date, interest rate, interest payment dates). The Company has established a hedge ratio of 1:1 for the hedging relationships as the underlying risk of the foreign exchange and commodity forward contracts are identical to the hedged risk components. To test the hedge effectiveness, the Company uses the hypothetical derivative method and compares the changes in the fair value of the hedging instruments against the changes in fair value of the hedged items attributable to the hedged risks. There are no significant sources of hedge ineffectiveness between the Notes Payable and cross-currency swaps. There was no hedge ineffectiveness recognized in net income for the year ended December 31, 2018.

As the Notes Payable and the cross-currency swaps are in an effective hedging relationship, changes in the fair value of the cross-currency swaps is recorded in Other Comprehensive Income and subsequently reclassified into net income to offset the effect of foreign currency exchange rates related to the Notes Payable recognized in net income.

The cross-currency swaps have an aggregated notional amount equal to the aggregated principal outstanding of the hedged Notes Payable. During 2018, the change in fair value of the cross-currency swaps used for measuring ineffectiveness for the period is as follows:

	December 31, 2018	December 31, 2017
Derivative financial asset (liability) related to Notes Payable issued November 2017	**25,680**	(11,138)
Derivative financial asset (liability) related to Notes Payable issued July 2018	**9,414**	-
	35,094	(11,138)

The counter party has posted cash collateral of $29.9 million as at December 31, 2018 (2017 – nil) in respect of the derivative financial instruments.

14. SHARE CAPITAL

Authorized Capital

The authorized capital of the Company consisted of an unlimited number of common shares with no par value and an unlimited number of preference shares.

Each common share represents a shareholder’s proportionate undivided interest in the Company. Each common share confers to its holder the right to one vote at any meeting of shareholders and to participate equally and rateably in any dividends of the Company. The common shares are listed for trading on the TSX.

Common Shares Issued and Outstanding

The changes in common shares issued and outstanding are summarized as follows:

	December 31, 2018		**December 31, 2017**	
	# of shares (in 000's)	**$**	**# of shares (in 000's)**	**$**
Balance, beginning of the year	**13,476**	**85,874**	13,325	82,598
Share issuance, net of cost	**920**	**44,182**	-	-
Convertible Debt	**203**	**7,924**	-	-
Exercise of RSUs	**146**	**2,860**	58	1,315
Exercise of stock options	**46**	**562**	174	2,377
Dividend reinvestment plan	**12**	**508**	4	120
Shares purchased for cancellation	**(398)**	**(3,820)**	(85)	(536)
Balance, end of the year	**14,405**	**138,090**	13,476	85,874

Dividends on Common Shares

For the year ended December 31, 2018, the Company paid dividends of $11.7 million (2017 - $8.9 million) or $0.855 per share (2017 - $0.665 per share). On November 7, 2018, the Company declared a dividend of $0.225 per share to shareholders of record on December 28, 2018, payable on January 11, 2019. The dividend paid on January 11, 2019 was $3.2 million.

Shares Purchased for Cancellation

During the year ended December 31, 2018, the Company purchased and cancelled 398,452 (2017 - 85,388) of its common shares on the open market at an average price of $37.61 (2017 - $31.53) for a total cost of $15.0 million (2017 - $2.7 million) pursuant to a normal course issuer bid. The normal course issuer bid in effect as at December 31, 2018 allows for a total purchase of up to 555,000 common shares and expires on November 12, 2019.

15. STOCK-BASED COMPENSATION

Share Option Plan

Under the Company's share option plan, options to purchase common shares may be granted by the Board of Directors to directors, officers and employees. Options are generally granted at exercise prices equal to the fair market value at the grant date, vest at the end of a three-year period based on earnings per share targets and have exercise lives of five years.

On May 3, 2017, the Company's shareholders approved a resolution to amend the share option plan to change the maximum number of common shares issuable from treasury under the share option plan from 2,038,000 to such number which represents 6% of the issued and outstanding common shares from time to time.

	December 31, 2018		December 31, 2017	
	# of Option (in 000's)	Weighted average exercise price $	# of Option (in 000's)	Weighted average exercise price $
Outstanding balance, beginning of year	**526**	**23.70**	471	14.31
Options granted	**186**	**35.50**	238	32.37
Options exercised	**(46)**	**9.81**	(174)	10.87
Options forfeited or expired	**(53)**	**31.30**	(9)	10.20
Outstanding balance, end of year	**613**	**27.67**	526	23.70
Exercisable balance, end of year	**236**	**17.98**	208	15.64

Outstanding options to officers and employees as at December 31, 2018 were as follows:

	Outstanding			Exercisable	
Range of Exercise Prices $	**# of Option (in 000's)**	**Weighted average remaining contractual life in years**	**Weighted average exercise price $**	**# of Option (in 000's)**	**Weighted average exercise price $**
16.22 - 19.99	**226**	**0.50**	**17.71**	**226**	**17.71**
20.00 - 29.99	**10**	**0.67**	**24.45**	**10**	**24.45**
30.00 - 35.50	**377**	**3.97**	**33.73**	**-**	**-**
16.22 - 35.50	**613**	**2.64**	**27.67**	**236**	**17.98**

The Company used the fair value method of accounting for stock options granted to employees. During the year ended December 31, 2018, the Company recorded an expense of $914 (2017 – $586) in stock-based compensation expense related to its stock option plan in the consolidated statements of income, with a corresponding adjustment to contributed surplus.

Options granted in 2018 and 2017 were determined using the Black-Scholes option pricing model with the following assumptions:

	2018	2017
Risk-free interest rate (% per annum)	**2.01**	1.37
Expected hold period to exercise (years)	**4.75**	4.75
Volatility in the price of the Company's shares (%)	**35.74**	35.54
Dividend yield (%)	**2.03**	2.22

Restricted Share Unit ("RSU") Plan

On May 3, 2017, the Company's shareholders approved a resolution to amend the RSU Plan to change the maximum number of common shares issuable from treasury under the RSU Plan from 1,165,000 to such number which represents 5% of the issued and outstanding common shares from time to time.

Under the Company's RSU plan, RSUs may be granted by the Board of Directors to employees of the Company. RSUs are granted at fair market value at the grant date and generally vest at the end of a three-year period based on long-term targets.

	December 31, 2018		December 31, 2017	
	# of RSUs (in 000's)	Weighted average fair value at grant date $	# of RSUs (in 000's)	Weighted Average Fair Value at Grant Date $
Outstanding balance, beginning of year	**641**	**22.78**	598	19.71
RSUs granted	**184**	**39.78**	185	31.95
RSU dividend reinvestments	**10**	**39.80**	11	29.36
RSU exercised	**(226)**	**16.93**	(116)	22.55
RSUs forfeited	**(76)**	**25.26**	(37)	21.69
Outstanding balance, end of year	**533**	**31.14**	641	22.78

For the year ended December 31, 2018, $5,181 (2017 – $4,409) was recorded as an expense in stock-based compensation expense related to the Company's RSU program in the consolidated statements of income with a corresponding adjustment to contributed surplus.

Deferred Share Unit ("DSU") Plan

During the year ended December 31, 2018, the Company granted 14,767 DSUs (2017 – 17,100 DSUs, respectively) to directors under its DSU Plan. DSUs are granted at fair market value at the grant date and vest immediately upon grant. For the year ended December 31, 2018, $741 (2017 – $628, respectively) was recorded as stock-based compensation expense under the DSU Plan in the consolidated statements of income. Additionally, for the year ended December 31, 2018, an additional 3,684 DSUs (2017 – 3,460 DSUs) were granted as a result of dividends reinvested.

Stock-Based Compensation Expense

During the year ended December 31, 2018, the company recorded $6,836 in stock-based compensation expense. (2017 – $5,623).

Contributed Surplus

The following is a continuity of the activity in the contributed surplus account:

	December 31, 2018	December 31, 2017
Contributed surplus, beginning of year	**15,305**	9,943
Equity-settled stock-based compensation expense		
Stock options	**914**	586
Restricted share units	**5,181**	4,409
Deferred share units	**741**	628
Equity component of convertible debentures	**-**	3,220
Reduction due to exercise of stock-based compensation		
Stock options	**(112)**	(486)
Restricted share units	**(5,924)**	(2,995)
Contributed surplus, end of year	**16,105**	15,305

16. OTHER EXPENSES

In the normal course of its operations, the Company periodically sells select lease portfolios and other assets. For the year ended December 31, 2018, other expenses included net gains realized on the sale of lease portfolios and other assets of $0.6 million (2017 – $2.9 million).

17. FINANCE COSTS

Finance costs in consolidated statements of income include interest expense, amortization of deferred financing costs and accretion expense on both the credit facilities and the convertible debentures. As a result of repaying the term loan in 2017, the Company incurred an early repayment penalty and expensed the remaining unamortized deferred financing costs associated with the term loan resulting in a one-time before tax charge of $8.2 million in 2017.

	December 31, 2018	December 31, 2017
Interest expense	**41,260**	25,660
Amortization of deferred financing costs and accretion expense	**4,540**	2,982
Refinancing cost	**-**	8,198
	45,800	36,840

18. INCOME TAXES

The Company's income tax provision was determined as follows:

	December 31, 2018	December 31, 2017
Combined basic federal and provincial income tax rates	**27.2%**	27.2%
Expected income tax expense	**20,112**	13,765
Non-deductible expenses	**574**	410
U.S. and SPE results not tax effected	**27**	841
Effect of capital gains on sale of assets and investments	**(92)**	(401)
Other	**172**	(194)
	20,793	14,421

The significant components of the Company's income tax expense were as follows:

	December 31, 2018	December 31, 2017
Current income tax:		
Current income tax charge	**23,689**	15,853
Adjustments in respect of prior years and other	**665**	(4,999)
	24,354	10,854
Deferred income tax:		
Relating to origination and reversal of temporary differences	**(3,561)**	3,567
	20,793	14,421

The significant components of the Company's deferred tax assets are as follows:

	December 31, 2018	December 31, 2017
Amounts receivable and allowance for credit losses	**7,481**	1,676
Premium on notes payable	**2,350**	-
Stock based compensation	**1,994**	1,848
Unearned revenue	**454**	462
Loss carry forwards	**187**	-
Revaluation of notes payable and cross-currency swaps	**(986)**	-
Tax cost of lease assets and property and equipment in excess of net book value	**(991)**	(1,620)
Financing fees	**(1,044)**	(245)
	9,445	2,121

All changes to the deferred tax assets were recorded as an expense in deferred tax expense in the consolidated statements of income.

At December 31, 2018 and 2017, there was no recognized deferred tax liabilities for taxes that would be payable on the undistributed earnings of the Company's subsidiaries. The Company has determined that undistributed earnings of its subsidiaries would not be distributed in the foreseeable future.

19. EARNINGS PER SHARE

Basic Earnings Per Share

Basic earnings per share amounts were calculated by dividing the net income for the year by the weighted average number of ordinary shares and DSUs outstanding. DSUs were included in the calculation of the weighted average number of ordinary shares outstanding as these units vest upon grant.

	December 31, 2018	**December 31, 2017**
Net income	**53,124**	36,132
Weighted average number of ordinary shares outstanding (in 000's)	**14,045**	13,544
Basic earnings per ordinary share	**3.78**	2.67

For the year ended December 31, 2018, 173,667 DSUs (2017 - 154,201 DSUs) were included in the weighted average number of ordinary shares outstanding.

Diluted Earnings Per Share

Diluted earnings per share reflect the potential dilutive effect that could occur if additional common shares were assumed to be issued under securities or instruments that may entitle their holders to obtain common shares in the future. Dilution could occur through the exercise of stock options, the exercise of RSUs, or the exercise of the conversion option of the convertible debentures. The number of additional shares for inclusion in the diluted earnings per share calculation was determined using the treasury stock method. For the years ended December 31, 2018 and 2017, the convertible debentures were dilutive. Therefore, diluted earnings per share is calculated based on a fully diluted net income (adjusted for the after-tax financing cost associated with the convertible debentures) and including the shares to which those debentures could be converted.

	December 31, 2018	December 31, 2017
Net income	**53,124**	36,132
After tax impact of convertible debentures	**2,690**	1,790
Fully diluted net income	**55,814**	37,922
Weighted average number of ordinary shares outstanding (in 000’s)	**14,045**	13,544
Dilutive effect of stock-based compensation (in 000’s)	**496**	559
Dilutive effect of convertible debentures (in 000’s)	**1,130**	702
Weighted average number of diluted shares outstanding (in 000’s)	**15,671**	14,805
Dilutive earnings per ordinary share	**3.56**	2.56

For the year ended December 31, 2018, 185,784 stock options to acquire common shares (2017 – 238,088), were considered anti-dilutive using the treasury stock method and therefore excluded in the calculation of diluted earnings per share.

20. NET CHANGE IN OTHER OPERATING ASSETS AND LIABILITIES

The net change in other operating assets and liabilities was as follows:

	December 31, 2018	December 31, 2017
Amounts receivable	**(1,028)**	(6,565)
Prepaid expenses	**(290)**	(1,636)
Accounts payable and accrued liabilities	**2,032**	10,584
Income taxes payable	**(1,946)**	6,571
Deferred lease inducements	**(60)**	(212)
Unearned revenue	**1,183**	(385)
Accrued interest	**1,956**	7,279
	1,847	15,636

Supplemental disclosures in respect of the consolidated statements of cash flows comprised the following:

	December 31, 2018	December 31, 2017
Income taxes paid	**26,300**	6,516
Income taxes refunded	**-**	2,233
Interest paid	**45,023**	12,687
Interest received	**253,578**	174,478

21. COMMITMENTS AND GUARANTEES

The Company is committed to software maintenance, development and licensing service agreements, and operating leases for premises and vehicles. The minimum annual lease payments plus estimated operating costs required for the next five years and thereafter are as follows:

	Within 1 year	After 1 year, but not more than 5 years	More than 5 years
Premises	**20,275**	**42,946**	**56,121**
Vehicles	**850**	**1,911**	**279**
Technology commitments	**8,778**	**12,755**	**-**
Total contractual obligations	**29,903**	**57,612**	**56,400**

During the year ended December 31, 2018, $31.8 million (2017 – $30.4 million) was recognized as an expense in the consolidated statements of income in respect of operating leases.

22. CONTINGENCIES

The Company was involved in various legal matters arising in the ordinary course of business. The resolution of these matters is not expected to have a material adverse effect on the Company's financial position, financial performance or cash flows.

The Company has agreed to indemnify its directors and officers and particular employees in accordance with the Company's policies. The Company maintains insurance policies that may provide coverage against certain claims.

23. CAPITAL RISK MANAGEMENT

The Company manages its capital to maintain its ability to continue as a going concern and to provide adequate returns to shareholders by way of share appreciation and dividends. The capital structure of the Company consists of bank debt (revolving operating facility), notes payable, convertible debentures and shareholders' equity, which includes share capital, contributed surplus, accumulated other comprehensive income and retained earnings.

The Company manages its capital structure and makes adjustments to it in light of economic conditions. The Company, upon approval from its Board of Directors, will balance its overall capital structure through new share issues, share repurchases, the payment of dividends, increasing or decreasing bank debt and term debt or by undertaking other activities as deemed appropriate under specific circumstances. The Company's strategy, objectives, measures, definitions and targets have not changed significantly in the past year.

The Company has externally imposed capital requirements as governed through its financing facilities. These requirements are to ensure the Company continues to operate in the normal course of business and to ensure the Company manages its debt relative to net worth. The capital requirements are congruent with the Company's management of capital.

The Company monitors capital on the basis of the financial covenants of its financing facilities.

For the years ended December 31, 2018 and 2017, the Company was in compliance with all of its externally imposed financial covenants.

24. FINANCIAL RISK MANAGEMENT

Overview

The Company's activities are exposed to a variety of financial risks: credit risk, liquidity risk, interest rate risk and currency risk. The Company's overall risk management program focuses on the unpredictability of financial and economic markets and seeks to minimize potential adverse effects on the Company's financial performance.

Credit Risk

The maximum exposure to credit risk is represented by the carrying amount of the amounts receivable, consumer loans receivable and lease assets with customers under merchandise lease agreements. The Company makes consumer loans and leases products to thousands of customers pursuant to policies and procedures that are intended to ensure that there is no concentration of credit risk with any particular individual, company or other entity, although the Company is subject to a higher level of credit risk due to the credit constrained nature of many of the Company's customers and in circumstances where its policies and procedures are not complied with.

The credit risk on the Company's consumer loans receivable made in accordance with policies and procedures is impacted by FLIs. The analysis performed by the Company determined that the rate of inflation and rate of unemployment were positively correlated with the Company's historic loss rates while oil prices were negatively correlated with the Company's historic loss rates. For purposes of determining its allowance for loan losses at each statement of financial position date, the Company utilizes the forecasts of these FLIs from five large Canadian banks. The impact on the allowance for credit losses as a percentage of ending gross consumer loans receivable should each of these FLIs increase (or decrease) by 10%, as at December 31, 2018 is as follows:

	Change in FLIs	**Impact on allowance for credit losses as a percentage of the ending gross consumer loans receivable**
Rate of unemployment	**+/- 10%**	**+/- 43 bps**
Rate of inflation	**+/- 10%**	**+/- 9 bps**
Oil prices	**+/- 10%**	**-/+ 22 bps**

As at December 31, 2018, the Company's gross consumer loan receivable portfolio was $833.7 million (2017 – $526.5 million). Net charge-offs expressed as a percentage of the average loan book were 12.7% for the year ended December 31, 2018 (2017 – 13.6%).

The credit risk related to lease assets with customer's results from the possibility of customer default with respect to agreed upon payments or in not returning the lease assets. The Company has a standard collection process in place in the event of payment default, which includes the recovery of the lease asset if satisfactory payment terms cannot be worked out with the customer, as the Company maintains ownership of the lease assets until payment options are exercised. As at December 31, 2018, the Company's lease assets were $51.6 million (2017 – $54.3 million). Lease asset losses for the year ended December 31, 2018 represented 3.3% (2017 – 3.0%) of total revenue for the easyhome segment.

The credit risk related to other amounts receivable are managed in accordance with policies and procedures resulting from the possibility of default on rebate payments, amounts due from licensee and franchisees and other amounts receivable. The Company deals with credible companies, performs ongoing credit evaluations of creditors and consumers and allows for uncollectible amounts when determined to be appropriate.

Liquidity Risk

The Company addresses liquidity risk management by maintaining sufficient availability of funding through its financing facility. The Company manages its cash resources based on financial forecasts and anticipated cash flows, which are periodically reviewed with the Company's Board of Directors.

The Company believes that the cash flow provided by operations and funds available from the credit facility will be sufficient in the near term to meet operational requirements, purchase lease assets, meet capital spending requirements and pay dividends. In addition, the incremental financing obtained in 2018 will allow the Company to continue growing its consumer loans receivable portfolio into the third quarter of 2020. In order for the Company to achieve the full growth opportunities available, however, additional sources of financing over and above the currently available credit facility will be required in the future. There is no certainty that these long-term sources of capital will be available or at terms favourable to the Company.

Substantially all liabilities are due within 12 months with the exception of the Company's credit facilities. These credit facilitates have no current component and are due as disclosed in note 12 & 13. As at December 31, 2018, no amount was drawn on Company's revolving credit facilities (note 11).

Interest Rate Risk

Interest rate risk measures the Company's risk of financial loss due to adverse movements in interest rates. As at December 31, 2018 the Notes Payable and the Convertible Debentures had a fixed rate of interest. The $174.5 million Revolving Facility has a variable interest rate at either the Canadian Banker's Acceptance rate plus 450 bps or the lender's prime rate plus 350 bps, at the option of the Company. However as of December 31, 2018 the Company had not drawn upon this facility.

The Company does not hedge interest rates. Accordingly, future changes in interest rates will affect the amount of interest expense payable by the Company to the extent that draws are made on the variable rate Revolving Facility.

As at December 31, 2018, none of the Company's outstanding borrowings were subject to movements in floating interest rates.

Currency Risk

Currency risk measures the Company's risk of financial loss due to adverse movements in currency exchange rates.

The Company completed an offering of USD$325 million Notes in 2017 and USD$150 million in 2018. These Notes are due November 1, 2022 with a USD coupon rate of 7.875%. Concurrent with these offerings, the Company entered into currency swap agreements to fix the foreign exchange rate for the proceeds from the offerings and for all required payments of principal and interest under these Notes effectively hedging the obligation. The hedge is designed to match the cash flow obligations of the Company under the Notes Payable.

The Company sources a portion of the assets it leases in Canada from U.S. suppliers. As a result, the Company had foreign exchange transaction exposure. These purchases were funded using the spot rate prevailing at the date of purchase. Pricing to customers can be adjusted to reflect changes in the Canadian dollar landed cost of imported goods and, as such, there is not a material foreign currency transaction exposure. A 5% movement in the Canadian and USD exchange rate would have increased or decreased net income for the year by approximately $5.

25. FINANCIAL INSTRUMENTS

Recognition and Measurement of Financial Instruments

The Company classified its financial instruments as follows:

Financial instruments	Measurement	December 31, 2018	December 31, 2017
Cash	Amortized cost	**100,188**	109,370
Amounts receivable	Amortized cost	**15,450**	14,422
Consumer loans receivable	Amortized cost	**782,864**	513,425
Derivative financial assets	Fair value	**35,094**	-
Accounts payable and accrued liabilities	Amortized cost	**45,103**	43,071
Derivative financial liabilities	Fair value	**-**	11,138
Convertible debentures	Amortized cost	**40,581**	47,985
Notes Payable	Amortized cost	**650,481**	401,193

Fair Value Measurement

All assets and liabilities for which fair value was measured or disclosed in the unaudited interim condensed consolidated financial statements were categorized within the fair value hierarchy, described as follows, based on the lowest level input that was significant to the fair value measurement as a whole:

- Level 1 — Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 — Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 — Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

The hierarchy required the use of observable market data when available. The following table provides the fair value measurement hierarchy of the Company's financial assets and liabilities measured as at December 31, 2018 and 2017:

December 31, 2018	Total	Level 1	Level 2	Level 3
Cash	**100,188**	**100,188**	**-**	**-**
Amounts receivable	**15,450**	**-**	**-**	**15,450**
Consumer loans receivable	**782,864**	**-**	**-**	**782,864**
Derivative financial asset	**35,094**	**-**	**35,094**	**-**
Accounts payable and accrued liabilities	**45,103**	**-**	**-**	**45,103**
Convertible debentures	**40,581**	**-**	**-**	**40,581**
Notes Payable	**650,481**	**-**	**-**	**650,481**

December 31, 2017	Total	Level 1	Level 2	Level 3
Cash	109,370	109,370	-	-
Amounts receivable	14,422	-	-	14,422
Consumer loans receivable	513,425	-	-	513,425
Accounts payable and accrued liabilities	43,071	-	-	43,071
Derivative financial liabilities	11,138	-	11,138	-
Convertible debentures	47,985	-	-	47,985
Notes Payable	401,193	-	-	401,193

There were no transfers between Level 1, Level 2, or Level 3 during the current or prior year.

26. RELATED PARTY TRANSACTIONS

Key management personnel includes all corporate officers with the position of president, executive vice president or senior vice president. The following summarizes the expense related to key management personnel during the year.

	December 31, 2018	December 31, 2017
Short-term employee benefits including salaries	**6,049**	5,617
Share-based payment transactions	**4,111**	3,993
	10,160	9,610

27. SEGMENTED REPORTING

For management purposes, the Company had two reportable segments: easyfinancial and easyhome. The Company's business units generate revenue in four main categories: i) interest generated on the Company's gross consumer loans receivable portfolio; ii) lease payments generated by easyhome lease agreements; iii) commissions and other revenues generated by the sale of various ancillary products; and iv) charges and fees.

General and administrative expenses directly related to the Company's business segments were included as operating expenses for those segments. All other general and administrative expenses were reported separately as part of Corporate. Management assessed the performance based on segment operating income (loss). The following tables summarize the relevant information for years ended December 31, 2018 and 2017:

Year ended December 31, 2018	**easyfinancial**	**easyhome**	**Corporate**	**Total**
Revenue				
Interest income	**250,622**	**5,375**	**-**	**255,997**
Lease revenue	**-**	**119,745**	**-**	**119,745**
Commissions earned	**110,423**	**6,577**	**-**	**117,000**
Charges and fees	**7,280**	**6,169**	**-**	**13,449**
	368,325	**137,866**	**-**	**506,191**
Total operating expenses before depreciation and amortization	**218,138**	**74,215**	**42,118**	**334,471**
Depreciation and amortization	**8,333**	**42,104**	**1,566**	**52,003**
Segment operating income (loss)	**141,854**	**21,547**	**(43,684)**	**119,717**
Finance costs				
Interest expense and amortization of deferred financing charges	**-**	**-**	**45,800**	**45,800**
	-	**-**	**45,800**	**45,800**
Income (loss) before income taxes	**141,854**	**21,547**	**(89,484)**	**73,917**

Year ended December 31, 2017	**easyfinancial**	**easyhome**	**Corporate**	**Total**
Revenue				
Interest income	171,667	648	-	172,315
Lease revenue	-	125,111	-	125,111
Commissions earned	86,598	4,755	-	91,353
Charges and fees	6,203	6,746	-	12,949
	264,468	137,260	-	401,728
Total operating expenses before depreciation and amortization	154,559	72,570	34,998	262,127
Depreciation and amortization	7,255	43,808	1,145	52,208
Segment operating income (loss)	102,654	20,882	(36,143)	87,393
Finance costs				
Interest expense and amortization of deferred financing charges	-	-	28,642	28,642
Refinancing cost	-	-	8,198	8,198
	-	-	36,840	36,840
Income (loss) before income taxes	102,654	20,882	(72,983)	50,553

As at December 31, 2018, the Company's goodwill of $21.3 million (December 31, 2017 – $21.3 million) related entirely to its easyhome segment.

In scope under IFRS 15 are revenues relating to commissions earned and charges and fees. Lease revenue is covered under IAS 17. Included in lease revenue is certain additional services provided by the Company related to the lease, but which fall under the scope of IFRS 15. These revenues totaled $14.2 million and $14.8 million in 2018 and 2017 respectively.

The Company's easyhome business consisted of four major product categories: furniture, electronics, computers and appliances. Lease revenue generated by these product categories as a percentage of total lease revenue years ended December 31, 2018 and 2017 were as follows:

	December 31, 2018 (%)	**December 31, 2017 (%)**
Furniture	**44**	44
Electronics	**31**	32
Computers	**12**	12
Appliances	**13**	12
	100	100