

# **CIBT EDUCATION GROUP INC.**

# **Annual Information Form**

For the year ended August 31, 2016

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#### GLOSSARY

"AIF" means an annual information form that is prepared pursuant to Part 6 of National Instrument 51-102 *Continuous Disclosure Obligations*.

"Audit Committee" means the Company's audit committee.

"Board" means the Company's board of directors.

"CIBT School of Business" means the Company's subsidiary, CIBT School of Business & Technology Corp.

"Company" means CIBT Education Group Inc.

"Fiscal 2014" means the Company's fiscal year ended August 31, 2014.

"Fiscal 2015" means the Company's fiscal year ended August 31, 2015.

"Fiscal 2016" means the Company's fiscal year ended August 31, 2016.

"Global Education Holdings" means the Company's subsidiary, Global Education City Holdings Inc.

"IRIX" means the Company's subsidiary, IRIX Design Group Inc.

"NI 52-110" means National Instrument 52-110 Audit Committees.

"RMB" means the renminbi, the national currency of the People's Republic of China.

"SSDC" means Sprott-Shaw Degree College Corp., a subsidiary of the Company.

"SEDAR" means the System for Electronic Document Analysis and Retrieval.

## **PRELIMINARY NOTES**

#### Date of Information

Unless otherwise stated, the information herein is presented as at August 31, 2016, being the date of the Company's most recently completed financial year.

#### **Information Incorporated by Reference**

Information may be incorporated by reference into an AIF provided the same is concurrently or previously filed under the Company's profile on the SEDAR website at www.sedar.com. This AIF should be read in conjunction with the Company's consolidated financial statements for Fiscal 2016 and management's discussion and analysis related thereto, and its quarterly interim financial statements for the period ending May 31, 2016, February 29, 2016 and November 30, 2015; the Company's information circular and proxy material pertaining to its annual general meeting held on February 26, 2016; and all of the Company's news releases and material change reports filed during Fiscal 2016; all of which are available on the Company's website at www.cibt.net and under the Company's profile on SEDAR. The Company's information circular and proxy material pertaining to its annual general meeting held on February 26, 2016 and all of the Company's news releases and material change reports filed during Fiscal 2016 and all of the Company's news releases and material pertaining to its annual general meeting held on February 26, 2016 and all of the Company's meeting pertaining to its annual general meeting held on February 26, 2016 and all of the Company's news releases and material change reports filed during Fiscal 2016 are incorporated herein by reference.

#### Currency

Unless otherwise specified, in this AIF all references to "dollars" or to "\$" are to Canadian dollars.

#### Special Note Regarding Forward-Looking Statements

Statements contained in this AIF that are not historical facts are forward-looking statements (within the meaning of the Canadian securities legislation) that involve risks and uncertainties. Forward-looking statements include, but are not limited to, financial projections, information or expectations about the Company's business plans, results of operations, products or markets, or otherwise makes statements about future events. Such forward-looking statements can be identified by the use of words such as "intends", "anticipates", "believes", "estimates", "projects", "forecasts", "expects", "plans" and "proposes". Although the Company believes that the expectations reflected in these forward-looking statements are based on reasonable assumptions, there are a number of risks and uncertainties that could cause actual results to differ materially from such forward-looking statements. These include, among others, the risk factors and other cautionary statements under "*Description of Business*". These cautionary statements identify important factors that could cause actual results to differ materially from such forward-looking statements. Factors that could cause actual results to differ materially from the forward-looking statements. Factors that could cause actual results to differ materially from the forward-looking statements include but are not limited to the following:

- history of losses from operations
- need for additional capital to expand operations
- dependence on key personnel, the Company's facility providers and educational service providers in China
- risks involving the Chinese legal system, tax system, and foreign currency limitation
- ability to compete effectively with competitors that have greater financial, marketing and other resources
- the Company's reliance upon third parties
- ability to manage planned growth and integrate new business opportunities into existing operations
- risks related to government regulations and obtaining required approvals
- risks related to real estate market fluctuations and other risks related to ownership of an interest in real estate
- risks related to real estate project developments generally such as construction delays due to permit issuance, construction costs, and interest rates

Although the Company has attempted to identify important factors that could affect the Company and may cause actual actions, events or results to differ materially from those described in forward-looking statements, there may

be other factors that cause actions, events or results not to be anticipated, estimated or intended. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. The forward-looking statements in this AIF speak only as of the date hereof. The Company does not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events, other than as required by applicable securities laws.

## CORPORATE STRUCTURE

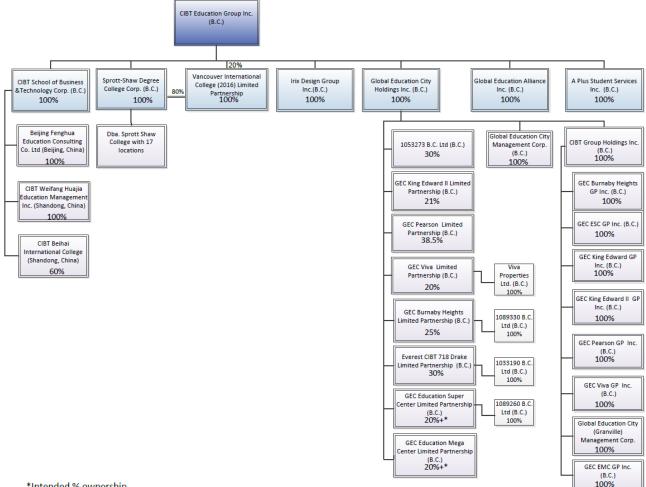
#### Name, Address and Incorporation

The Company is a company pursuant to the Business Corporations Act (British Columbia). It was incorporated on November 17, 1986 pursuant to the Company Act (British Columbia) under the name Moneywise Resources Inc. The Company changed its name to Stealth Ventures Inc. on October 1, 1992 and to Annova International Holdings Corp on May 10, 1994. The Company changed its name to Annova Business Group Inc. and consolidated its share capital on a 1:4 basis on April 27, 1995. On November 27, 1998, the Company changed its name to Capital Alliance Group Inc. and consolidated its share capital on a 1:2 basis. On November 14, 2007, the Company changed its name to CIBT Education Group Inc. and on February 23, 2010, the Company increased its authorized share capital from 100,000,000 to 150,000,000 common shares without par value.

The head office of the Company is located at 777 West Broadway, Suite 1200, Vancouver, BC, V5Z 4J7 and its registered office is located at 595 Burrard Street, Suite 2900, Vancouver, BC, V7X 1J5.

#### **Intercorporate Relationships**

The following corporate organization chart shows the Company's direct and indirect material subsidiaries as at the date of this AIF. The corporate jurisdiction of each entity is shown within parentheses.



\*Intended % ownership

## GENERAL DEVELOPMENT OF THE BUSINESS

#### **Three Year History**

Over the past three years, the Company has increased the number of international students recruited to attend schools in Canada through continued expansion and utilization of the Company's recruitment network, as well as joint overseas marketing efforts by all of the Company's subsidiary schools. The Company's significant strength in international recruitment led to the formation of a subsidiary that recruits for top tier North American schools, called *Global Education Alliance Inc*. The Company also undertook a number of consolidation efforts to decrease operating costs and improve operating efficiency. These reorganization measures have included termination of redundant infrastructure between SSDC and other subsidiaries, merging of certain campus locations and office locations, and combination of administration and accounting functions with other subsidiaries. With its partners and investors, both international and domestic, the Company has expanded its business into education related real estate projects.

During Fiscal 2014, the Company and/or its subsidiaries:

- 1. completed the sale of KGIC Business College (2010) Corp. and KGIC Language College (2010) Corp. to Loyalist Group Limited for \$13,500,000, which produced a net gain on sale (after all adjustments and net of tax) of \$7,030,395;
- 2. established the Company's education related real estate business (in particular, the development of studentcentric serviced apartments for rent to domestic and foreign students studying in Metro Vancouver and the provision of various services to the students and their families) and entered into several agreements and organizational transactions in connection with the first two projects thereunder;
- 3. established a new English education center called *CIBT International English* in Weifang, China, which offers programs for students in primary and secondary schools, and for adults.

During Fiscal 2015, Global Education City Holdings partnered with an investor to acquire, through a limited partnership, Viva Suites Hotel located in downtown Vancouver, BC. The phased conversion of the 17-storey hotel into student centric serviced apartments and long stay hotel began in Fiscal 2015 and is expected to be completed during the current fiscal year. Global Education City Management Corp., a wholly owned subsidiary of Global Education City Holdings, entered into a twenty year management agreement in connection with this project. The Company also received and began evaluating proposals from real estate developers offering their lands, and proposals from schools wishing to establish arrangements with Global Education City Holdings to better service their students' accommodation needs.

During Fiscal 2016, the Company and/or its subsidiaries:

- 1. sold one of its operating entities, Acsenda School of Management, for approximately \$5,000,000, which produced a net gain on sale (after all adjustments and net of tax) of \$3,827,120;
- 2. expanded one of the GEC branded properties under development in central Vancouver area from two parcels of land to three parcels of lands; and
- 3. completed the acquisition of Vancouver International College for \$1,500,000. Vancouver International College enrolls approximately 1,300 students per year and specializes in English language training.

## **DESCRIPTION OF BUSINESS**

#### General

The Company is an education and student accommodations investment company headquartered in Vancouver, BC. The Company's business activities cover three complementary areas:

- 1. operation of a network of business, technical and language colleges in North America and Asia;
- 2. recruitment of international students to North America; and
- 3. development and management of student-centric accommodations and services.

In addition, the Company owns 51% of IRIX, a design and advertising company based in Vancouver, BC.

Approximately 75% of the Company's consolidated total revenue in Fiscal 2016, 85% of the Company's consolidated total revenue in Fiscal 2015, and 89% of the Company's consolidated total revenue in Fiscal 2014, was derived from its education business, mainly from Sprott Shaw College and Acsenda School of Management, prior to the sale of Acsenda in 2016. None of these revenues resulted from sales or transfers to controlling shareholders or sales or transfers to joint ventures in which the Company is a participant or to entities in which the Company has an investment accounted for by the equity method.

Approximately 3% of the Company's consolidated total revenue in 2016, 2% of the Company's consolidated total revenue in Fiscal 2015, and 3% of the Company's consolidated total revenue in Fiscal 2014, was derived from its student recruitment business. None of these revenues resulted from sales or transfers to controlling shareholders or sales or transfers to joint ventures in which the Company is a participant or to entities in which the Company has an investment accounted for by the equity method.

Approximately 14% of the Company's consolidated total revenue in Fiscal 2016, 10% of the Company's consolidated total revenue in Fiscal 2015, and 5% of the Company's consolidated total revenue in Fiscal 2014 was derived from its student accommodations business. None of these revenues resulted from sales or transfers to controlling shareholders or sales or transfers to joint ventures in which the Company is a participant or to entities in which the Company has an investment accounted for by the equity method.

IRIX generated less than 4% of the Company's consolidated total revenue in Fiscal 2016, Fiscal 2015 and Fiscal 2014.

As at August 31, 2016, the Company had \$11,548,744 in deferred educational revenue and had \$4,341,970 in cash and cash equivalents on hand, and an un-utilized operating credit facility of \$1,500,000. It is the view of management of the Company that it has sufficient cash and cash equivalents on hand to cover its current business commitments, but may need additional capital to fully carry out its proposed expansion plan, and may not be able to further implement its business strategy unless sufficient funds are raised, which could cause the Company to scale back or discontinue any expansion plans.

#### Services

#### (i) Education Business

#### Activities

The Company, through SSDC and CIBT School of Business, owns and operates a network of business, technical and language colleges in North America and Asia offering Western and Chinese accredited business and management degrees, programs in college preparation, healthcare, hotel management and tourism, English language training, English teacher certifications, junior and high school preparation programs for overseas study, and other career/vocational training.

CIBT School of Business is a post-secondary education provider in China offering Chinese associate degree programs and programs for English teacher preparation, English as a Second Language, and accounting. These programs range in length from one month to three years.

SSDC currently provides education programs and services in Canada through its operating entities Sprott Shaw College and Vancouver International College. Sprott Shaw College is a private career and technical training college offering diplomas and certificates in health sciences and social development, tourism, hospitality, business, administrative, trades and applied technology, and international studies. These programs range in length from 12 weeks to four years. Vancouver International College is a Group 4 Independent School certified by the BC Ministry of Education specializing in English language training. Its programs include English as a Second Language, English for Academic Purposes, and British Columbia Certificate of Graduation (high school). These programs range in length from five to 14 weeks.

#### Student Enrollment Statistics

A student start is defined as the number of students who registered with the school (and took classes) at any time during the fiscal year, as compared to student population, defined as students who are enrolled in programs exceeding one year in duration (i.e.: most college and university programs are two to four year programs.)

A number of students enrolled with SSDC take programs that run less than a year. Once a program is finished and a new student is enrolled, that new student will also count as a start, even though the total number of students actually taking classes at the time (i.e. total student population) has not increased. As a result, total student starts for a year for SSDC exceeds the total student population at SSDC at any given time.

In contrast, most of CIBT School of Business's students in China are enrolled in courses that are one to three years in length, so this phenomenon is not very pronounced at CIBT School of Business. Due to this anomaly, the Company generally reports total student population figures (as opposed to total annual student start figures) for CIBT School of Business, but total annual student starts for SSDC. As a result, the reader must be careful to discern between mixing the two when evaluating enrollment figures presented using these two different types of enrollment reporting mechanisms.

Presented below is a table indicating total annual student starts, as well as total student population figures, for CIBT School of Business and SSDC.

	Total Annual Student Starts (9/1/2015 – 8/31/2016)	Total Student Populations as at 8/31/2016
CIBT School of Business	1,260	1,260
SSDC	2,152	1,330
Total	3,412 (1) (2)	2,590 (1) (2)
(1) The Company's sale of	Accenda School of Management closed in	mid August 2016 and so data concerning

The Company's sale of Acsenda School of Management closed in mid-August 2016 and so data concerning this school is not included.

<sup>(2)</sup> The Company's purchase of Vancouver International College completed at the end of June 2016 and so data concerning this school is not included.

#### Locations

The programs in China are provided from either a university campus or from a satellite centre organized within an established local university or college through cooperation agreements between the Company or a subsidiary and the respective university or college. The cooperating university or college provides its facilities, and the Company is responsible for renovating classrooms and providing video conferencing equipment.

CIBT School of Business also has joint program schools at two locations in China offering hotel management, design, early childhood education, physical education and business courses.

SSDC's Sprott Shaw College division provides its programs from 14 campuses and three offices in British Columbia, including one satellite location, Canada, all of which are leased. Sprott Shaw College also provides a number of its programs through mini-campuses located in various other parts of Canada. SSDC's Vancouver International College division provides its programs from one campus in downtown Vancouver, BC.

SSDC's former school, Acsenda School of Management, provided its programs from one campus in downtown Vancouver, BC.

#### Target Students

The target students for the Company's schools are recent high school graduates or adults working in urban centres. The Company believes that its core educational programs in business, hotel and tourism management, and healthcare represent large and growing markets with attractive employment opportunities.

The Company's management believes prospective students are attracted to its schools due to the quality of its programs, its relatively long operating history in the private education sector, its extensive international network and its ability to provide training which is relevant in obtaining jobs from multinational corporations and other employers in China and elsewhere. CIBT School of Business and SSDC employ a variety of marketing and recruiting methods to attract students and increase enrollments. CIBT School of Business uses recruitment channels such as recruiting agents, direct recruitment from government colleges and student referrals. CIBT School of Business also relies on Internet and newspaper advertising. SSDC's student recruitments are generated through a combination of recruiting agents and student referrals and SSDC relies on traditional marketing methods including radio, television, newspaper and bill board advertising.

#### Governmental Approvals

The educational operations of CIBT School of Business in China and SSDC in Canada require approvals from various government authorities. In order to open its campuses and/or offer its educational programs, CIBT School of Business obtained approvals from the following authorities:

- Ministry of Education The Ministry of Education in China is the government's national agency that is responsible for approvals of all Chinese and foreign bachelor's and master's degree programs offered in China.
- Provincial Education Committees A provincial committee provides provincial approvals to operate a campus or school in a Canadian province, as well as approvals for bachelor and master's degree programs to be offered in the province.
- Municipal Education Bureaus A municipal education bureau provides municipal approvals to operate a campus or school in a Canadian city, as well as approvals for certificate, bachelor or master degree programs to be offered in the city.

The following table describes the approvals obtained for CIBT School of Business's campus and for the programs provided at the campus.

Campus	Location	Offered Programs in each campus	Approval Authority	Approval Date	Renewal Date
CIBT Beihai	Weifang,	IT program, Business English	Shandong	October 31,	Renewal not
International	Shandong	program, CET program, Auto	Provincial	2004	required
College	province	training program	Government		

The Company's management is satisfied that all approvals necessary for CIBT School of Business to carry on its education business in China have been obtained.

SSDC is subject to the jurisdiction of certain regulatory bodies, including the following:

- Private Training Institutions Branch: The Private Training Institutions Branch sets basic education standards for registered private career training institutions in British Columbia and establishes standards of quality which must be met by accredited institutions. The Private Training Institutions Branch, which replaced the Private Career Training Institutions Agency, is established under the *Private Training Act*, and currently falls under the responsibility of the BC Ministry of Advanced Education.
- StudentAid BC: StudentAid BC helps eligible students with the cost of their post-secondary education through loans, grants, scholarships, and other programs.
- College of Licensed Practical Nurses of British Columbia: The College of Licensed Practical Nurses of British Columbia is responsible for regulating the profession of Licensed Practical Nurses in the public interest.
- BC Care Aide & Community Health Worker Registry: The Registry develops a process for Health Care Assistant program recognition and lists Health Care Assistant educational institutions in British Columbia that meet specific program standards.

- Ministry of Children and Families: The Ministry of Children and Families provides programs and services to ensure that healthy children and responsible families are living in safe, caring and inclusive communities.
- Industry Training Authority: The Industry Training Authority is a provincial crown agency. It was established in 2004 and is responsible for managing BC's industry training system to develop the skilled workforce needed to ensure the competitiveness and economic prosperity of the Company's businesses and the Province of British Columbia.

In British Columbia, all vocational programs costing over \$1,000 and providing at least 40 hours of instruction are accredited by MoE. SSDC's Practical Nursing program is approved by the College of Licensed Practical Nurses of British Columbia. The Early Childhood Education program is approved by the Ministry of Children and Families. The Trades Programs are approved by the Industry Training Authority. All academic programs are subjected to a quality assessment process undertaken by the Degree Quality Assessment Board which then makes recommendations in support of the Minister of Advanced Education's statutory powers to approve new degree programs.

#### (ii) Student Recruitment Business

#### Activities

Global Education Alliance, a division of the Company, recruits international students for primary schools, secondary schools and universities in North America, such as British Columbia Institute of Technology, Capilano University, Columbia College, Pythagoras Academy, Southpointe Academy and Vancouver Community College. One source of students for recruitment is the education centres operated by the Company in Asia under the brand name, *CIBT International English*. Global Education Alliance also relies upon referral contacts to provide international student leads.

#### (iii) Student Accommodations Business

#### Activities

The Company's student accommodations business is administered through Global Education City Holdings, an investment holding and management company with a special focus on education real estate projects in Canada.

Due to the low vacancy rate generally, and, in particular, the significant shortage of affordable rental apartments in Metro Vancouver, students face difficulty in finding affordable housing when coming to study in Vancouver. In order to help meet this need, Global Education City Holdings is spearheading the development of education themed real estate projects in Metro Vancouver featuring student-centric accommodations and services, including international student landing services, hot meals, student lounge for after school activities, shuttle bus to and from nearly schools, private tutoring, excursion activities for the weekends, and student counseling, all of which are intended to provide a safe, secure, and convenient environment for the students. In addition to serviced apartments and short-stay hotels for students, the Company has also identified a need for affordable housing for technology workers migrating from across Canada and the USA to Vancouver, as many major software development companies have announced plans to establish development centres in Vancouver.

The student accommodations business provides the Company with four potential revenue streams

- 1. fees from developing and structuring each project;
- 2. a proportional interest in the net profits generated by each project through the holding of limited partnership units;
- 3. management fees from managing the business operations of each project; and
- 4. a negotiated share of the proceeds from the disposition of the project as part of the management agreement.

#### (iv) Operations of IRIX

#### Products and Services

IRIX provides a wide range of production and design services. The types of major services and the percentages of overall revenues of IRIX are summarized as follows:

Description	Percentage of Overall
	Revenues 2016
Graphic Design	43%
Product Sales	13%
Marketing Consulting Services	8%
Production Services for print, video, film and multimedia	28%
Media Booking Agency	8%

#### Marketing Strategy

IRIX targets small-size businesses that are looking to promote themselves in the marketplace through good marketing of a defined image. IRIX works with clients to find a good solution to fulfill the promises of their brands or services through advertising, corporate identity, personal profile building, printing services, multimedia production, marketing support, website development, web application, online marketing, and internet advertising. IRIX's experience and understanding of the Chinese market also allows it to target clients who intend to build a Chinese customer base.

IRIX focuses its marketing efforts on targeting clients in the following industries:

- Real estate
- Banking and Financial Services
- Retail and Consumer Products
- Food and Beverage Products
- Manufacturing

#### Specialized Skill and Knowledge

The Company's education business requires instructors with knowledge of the subjects taught as part of the programs offered by the Company's subsidiaries.

#### **Competitive Conditions**

The Company's education business faces competition from providers of traditional education programs and training services, and expects to face increasing competition from existing competitors and new market entrants in the online education market, including the following:

- U.S. or Canadian-based for-profit post-secondary and English as a Second Language education companies that also offer educational services in Canada.
- Chinese, U.S. or European-based for-profit post-secondary education companies that also offer westernstyle educational programs in China.
- For profit post-secondary education companies offering Chinese language training and professional training programs. This segment consists of thousands of small training companies operating schools with a few dozen to a few hundred students. This segment is the most significant competitor to the Company's IT and automotive technical training programs. Examples of the Company's competition in this segment include NIIT School and Aptech School (IT program). In Weifang alone, there are three other schools that provide automotive technical training programs: North China Auto School, Lan Xiang Career College, and DaZhong Auto School.

- Not-for-profit post-secondary education companies that offer western-style educational programs. These are typically joint ventures established between U.S. or European universities and Chinese universities, and are generally offered in the larger cities. There are currently a large number of these arrangements in China, and they pose the biggest competitive threat to the business programs the Company offers. For instance, in Beijing, both Yangtze River Business School and China Agriculture University/Luton University of the United Kingdom provide business programs which are comparable to those offered by the Company.
- Not-for-profit post-secondary education companies that offer western-style educational programs. These are typically public schools run by the Chinese government. However, despite not offering programs based on the western education style, their programs are in high demand and they are one of the Company's significant competitors.
- Online education companies that offer download and self-study, language based one-on-one video conference teaching using low cost personal computers, and American and Canadian universities (such as Simon Fraser University and Richard Ivey School of Business) who use video conferencing equipment to deliver classes within their system of school, but do not operate outside of that system of schools.

The recruitment business faces competition from independent agents, and immigration companies as well as direct recruitment by schools.

The Company's student accommodations business does not currently face any significant competition but no assurance can be given that this situation will continue.

IRIX faces intense competition from a wide range of companies. The multimedia, advertising and graphic design market consists of many competitors, from world-wide or nation-wide advertising companies or agencies, to self-employed web designers or programmers. Many of IRIX's competitors have substantially greater financial and other resources. IRIX primarily competes with small-size Vancouver-based companies rather than large-size advertising companies or agencies.

IRIX's products and services are distinguished by the quality of the products and services being offered and an emphasis on customer focus rather than low price. Therefore, an aggressive price competition from existing or future competitors could result in the need to reduce prices or increase the Company's spending and could result in a decrease in the Company's revenues and profitability.

IRIX's competitors for the Asian market in Vancouver currently include five to ten firms, including Grapheme/Koo, Cossette Communications Group, Chinese Agency (Canada) Ltd, and Hamasaki Wong. Other advertising and graphic firms who compete in the real estate market include Traction Creative Communications and Fleming Creative Group.

#### Intangible Assets

The Company's trademarks, copyrights, domain names, trade secrets and other intellectual property rights distinguish its services from those of its competitors and contribute to its ability to compete in its target markets. The Company relies on a combination of copyright and trademark law, trade secret protection and confidentiality agreements with its employees, lecturers, business partners and others, to protect its intellectual property rights. In addition, the Company requires its employees to enter into agreements with the Company under which they acknowledge that all inventions, trade secrets, works of authorship, developments and other processes made by them during their employment are the Company's property.

The Company, directly or indirectly, owns the copyright to all of the contents of its websites, which include www.cibt.net, www.cibt.edu, www.cibt.ca, www.sprottshaw.com, and www.irix-design.com. The Company, directly or indirectly, is the owner of the registered trademarks Sprott Shaw College, Sprott-Shaw, Sprott-Shaw Community College, Pitman Business College, Tourism Training Institute, Concordia Career College and Modus International Language Institute, GEC and Global Education City, and has applied for registration of the trademarks GEC Education Super Center, GEC Education Mega Center and Education Mega Center.

In addition, the Company owns the following intangible assets, among others, related to its education programs and training services business, directly or indirectly through its subsidiaries:

- affiliation agreements
- recruiting agent agreements
- course curriculum

The Company's intellectual property is subject to risks of theft and other unauthorized use, and the Company's ability to protect its intellectual property from unauthorized use is limited. In addition, the Company may be subject to claims that it has infringed the intellectual property rights of others. The Company's failure to protect its intellectual property rights may undermine its competitive position, and litigation to protect its intellectual property rights or defend against third-party allegations of infringement may be costly and ineffective.

#### Cycles

The Company's education business is seasonal in nature as it fluctuates with the applicable school terms. As a result, the Company has historically received spikes in its deferred revenues in September, which is the typical starting date for a student of SSDC.

#### Employees

#### Total Employees

As at August 31, 2016, the Company's head office in Vancouver employed 7 full-time personnel who oversee its operations and carry out strategic planning, corporate communications, marketing, financing, human resources and information technology functions.

As at August 31, 2016, the personnel employed in the Company's education business were as follows:

	Full-time Instructors	Part-time Instructors	Administrative and Other Employees	Total Employees
CIBT School of Business	4	11	9	24
VIC	16	5	8	29
SSDC	41	94	78	213
Total	61	110	95	266

As at August 31, 2016, the Company's student recruitment business had 6 full-time employees and no part-time employees, and its student accommodations business had 11 full-time employees and 3 part-time employees.

As at August 31, 2016, IRIX had 10 full-time employees and no part-time employees.

#### **Foreign Operations**

Approximately 9% of the Company's consolidated revenues earned during Fiscal 2016 were generated through foreign operations, most of which are conducted in China and other parts of Asia.

#### **Bankruptcy and Similar Procedures**

Management of the Company is not aware of any bankruptcy, receivership or similar proceedings against the Company or any of its subsidiaries, within the three most recently completed fiscal years or during or proposed for the current fiscal year.

#### **Risk Factors**

In addition to the risks described elsewhere in this AIF, the Company and its subsidiaries are subject to certain risks including those described below.

#### Risks Related to the Company's Business

#### The Company has experienced losses.

The Company experienced operating losses during Fiscal 2016 and it is possible it will continue to experience losses. In addition, the Company expects that its operating expenses and business development expenses will increase as it enrolls more students, acquires new schools and continues to expand its program offerings through its acquisitions, and invests in its student accommodations business. As a result, there can be no assurance the Company will be able to generate sufficient revenues to achieve profitability.

#### The Company will need additional capital to fully carry out its proposed plans.

The Company will require significant expenditures of capital in order to carry out its full business strategy. The Company plans to obtain the necessary additional funds from commercial bank loans or the sale of assets on terms considered favourable by the Company. However, there can be no assurance that the Company will obtain the financing required, or at all. If the Company is not able to obtain the necessary additional financing, it may be forced to scale back its business plans or eliminate them altogether.

#### Environmental matters.

The Company is an investor in entities holding real property (the "**Real Estate Entities**") which are subject to various federal, provincial and municipal laws relating to environmental matters. Such laws provide that the Real Estate Entities could be liable for the costs of removal of hazardous substances and remediation of hazardous locations. The failure to remove or remediate such substances or locations, if any, could adversely affect the Real Estate Entities' ability to sell such real estate or to borrow using such real estate as collateral and could potentially also result in claims against the Real Estate Entities. The Company is not aware of any material non-compliance with environmental laws with respect to any of the properties held by a Real Estate Entity in which the Company holds an interest, nor of any pending or threatened investigations or actions by environmental regulatory authorities.

Environmental laws and regulations may change and the Company may become subject to more stringent environmental laws and regulations in the future. Compliance with more stringent environmental laws and regulations could have an adverse effect on the Company's business, financial condition or results of operations.

#### Liquidity of real estate investments.

The Company's investments in the Real Estate Entities are relatively illiquid. Such illiquidity may tend to limit the Company's ability to vary its portfolio promptly in response to changing economic or investment conditions.

# The expansion of the Company's business through acquisitions, joint ventures, and other strategic transactions creates risks that may reduce the benefits the Company anticipates from these strategic transactions.

The Company intends to enter into acquisitions, joint ventures and other strategic transactions to acquire new campuses or schools to expand its operations. The Company's management is unable to predict whether or when any other future strategic transactions will occur.

Acquisitions, joint ventures or other strategic transactions may present financial, managerial and operational challenges, including but not limited to maintaining the consistency of the Company's teaching quality and its culture to ensure that recognition of the Company's brands does not suffer. The Company may be exposed to successor liability relating to prior actions involving a predecessor company, or contingent liabilities incurred before a strategic transaction. Liabilities associated with an acquisition or a strategic transaction could adversely affect the Company's financial performance. Any failure to integrate new businesses or manage any new alliances successfully could adversely affect the Company's reputation and financial performance.

# The Company may not be able to improve the operating performance and financial results of acquired businesses or lower the costs of services provided as planned.

While the Company believes that there usually are a number of opportunities to reduce operating costs and improve the financial results of businesses acquired by it, the Company cannot fully evaluate its plans or confirm its projections until it controls the acquired business. The Company may not be able to achieve its planned operating improvements, cost reductions or expected synergies in its expected time periods, if at all. In addition, some of the improvements the Company plans to implement may depend upon capital expenditure projects at the acquired business. Such capital projects may not be completed in the Company's expected time periods, if at all, may not achieve the results that the Company has estimated or may have a cost substantially in excess of the Company's planned amounts. This could materially adversely affect the Company's results of operations and financial condition on a consolidated basis.

# A substantial decrease in government student loans, or a significant increase in financing costs for SSDC's students, could have a material adverse effect on student enrollment and financial results.

Some of SSDC's students in Canada are highly dependent on government-funded financial aid programs. Students apply for student loans on an annual basis. If there are changes to financial aid program regulations that restrict student eligibility or reduce funding levels for student loans, SSDC's enrollment and/or collection of student billings may suffer, causing revenues to decline.

Interest rates have reached relatively low levels in recent years, creating a favourable borrowing environment for students. However, if interest rates increase, the SSDC's students may have to pay higher interest rates on their loans, which could result in a significant reduction in SSDC's student population and revenues.

# If SSDC is not able to continue to have its campuses and education facilities in Canada certified as eligible educational institutions in accordance with the requirements of applicable student loan regulations at the federal and provincial levels, its students will not be eligible for student loans if they enroll in SSDC's programs and SSDC could suffer from reduced enrollment levels, which would have a material adverse effect on its revenues.

Private educational institutions must be certified on a campus by campus basis in order for their students to be eligible to apply for student loan and student grant funding. Certifications are valid for a period of up to five years, subject to review by the granting authority. There are also a number of administrative requirements that must be complied with in order to maintain an existing certification. SSDC employs a Manager of Student Services and two other staff members whose responsibilities include the oversight of each campus' compliance program with the administrative requirements to maintain their student loan accreditations. In addition, SSDC's head office and StudentAid BC each conduct semi-annual audits to verify that the campuses are in compliance. However, there can be no assurance that SSDC's campuses will be certified in the future or will maintain their existing certifications. If SSDC was to lose certifications for a number of its campuses, its enrollment levels would in all likelihood decrease, which would negatively impact its results of operations and financial condition.

#### The Company's quarterly results of operations are likely to fluctuate based on seasonal student enrollment patterns.

The Company's education business is seasonal in nature and it receives a large portion of its cash flows at the beginning of each new school year in September and cash flows increase again in the summer due to summer classes. Accordingly, the Company's results in a given quarter may not be indicative of its results in any subsequent quarter or annually. The Company's quarterly results of operations have tended to fluctuate as a result of seasonal variations in its education business in China and Canada, principally due to seasonal enrollment patterns.

#### The Company operates its education business in a competitive industry.

The post-secondary education market is highly fragmented and competitive. The Company competes for students with traditional public and private colleges and universities, other not-for-profit schools, including those that offer online learning programs, and alternatives to higher education, such as employment and military service. Many public and private schools, colleges, and universities offer online programs. The Company expects to experience additional competition in the future as more colleges, universities, and for-profit schools offer an increasing number of online programs. Public institutions receive substantial government subsidies, and public and private non-profit

institutions have access to government and foundation grants, tax-deductible contributions, and other financial resources generally not available to for-profit schools. Accordingly, public and private nonprofit institutions may have instructional and support resources superior to those in the for-profit sector, and public institutions can offer substantially lower tuition prices. Some of the Company's competitors in both the public and private sectors also have substantially greater financial and other resources than the Company. The Company may not be able to compete successfully against current or future competitors and may face competitive pressures that could adversely affect its business, prospects, financial condition, and results of operations. These competitive factors could cause the Company's enrollments, revenues, and profitability to significantly decrease. However, any students which enroll at a competitor's school will still be a potential client of the Company's student accommodations business.

# A portion of the Company's Canadian business is generated through overseas recruitment activities which require students to apply for student visas, and this exposes the Company to the risk of visa and immigration policy changes.

International student recruitment is subject to uncertainty regarding the student's application for a student visa. Should the Canadian government decrease the number of student visas it offers within various foreign countries in which the Company actively recruits, it could have a material adverse effect on the Company's results of operation and financial condition.

#### A surge of student housing could adversely affect the Company's education-related real estate business.

Although there is currently a large need for student accommodations in the Metro Vancouver area, a material decrease in this need, whether due to an increase in competition or other reasons, could jeopardize the Company's education-related real estate business. In addition, the Company's real estate business is dependent upon securing substantial third party investment for its projects.

#### Real estate market fluctuations, increased interest rates, and delays in construction

The Company's student housing business can be subject to various risks including an increase in interest rates, delays in construction for reasons including but not limited to delays in obtain required permits, cost overruns, and fluctuations in the value of real estate.

#### The Company may be negatively affected by a continued economic crisis.

The ongoing global economic crisis has at various times over the last several years adversely affected world economies, including that of Canada and China. In addition, the global financial crisis affecting the banking system and financial markets has resulted in a severe tightening in credit markets, a low level of liquidity in many financial markets and increased volatility in credit and equity markets. If these conditions continue or worsen, the Company's cost of borrowing may increase and it may become more difficult to obtain financing for its operations or investments, which may adversely affect the Company's business operations and implementation of its growth strategy.

#### Tax risks.

The Company is subject to various taxes including, but not limited to, Canadian income tax, goods and services tax, provincial sales tax, land transfer tax and payroll tax, and its tax filings will be subject to audit by various taxation authorities. While the Company intends to base its tax filings and compliance on the advice of its tax advisors, there can be no assurance that its tax filing positions will never be challenged by a relevant taxation authority resulting in a greater than anticipated tax liability.

#### No Dividends on Shares

The Company has never declared or paid any dividends or distributions on its Shares. It is currently expected that the Company will retain future earnings, if any, to support operations and to finance future acquisitions and investments and therefore will not pay any cash dividends on its shares for the foreseeable future.

#### Litigation risk.

The Company is currently a party, along with others, to litigation that it believes is without merit as it pertains to the Company. See "Legal Proceedings" below. The Company has not had any business relationship with any of the plaintiffs, does not operate in the plaintiffs' principal area of business (Alberta), nor does it offer products or services similar to that of the plaintiffs. The Company has filed a Statement of Defence denying all liability and intends to vigorously oppose the claims made against it. However, no assurance can be given that the courts will uphold the Company's position which may have a material adverse effect on the Company.

#### Risks Related to Doing Business in China

#### The Company is exposed to currency exchange risk which could cause its reported earnings or losses to fluctuate.

The value of the RMB against the Canadian dollar fluctuates and is affected by, among other things, changes in political and economic conditions in China as well as the global economy. It is possible that the Chinese government could adopt a more flexible currency policy, which could increase the volatility of the exchange rate between the RMB and the U.S. dollar. The Company can offer no assurance that the RMB will be stable against the U.S. dollar or any other foreign currency.

The Company's functional and reporting currency is the Canadian dollar. However, a portion of the Company's assets, liabilities, revenues and expenses are denominated in RMB – during Fiscal 2016, approximately 9% of the Company's revenues were generated from business activities in China. As a result, the Company is exposed to currency exchange risk on any assets and liabilities and revenues and expenses denominated in currencies other than the Canadian dollar, including the RMB. To the extent the Canadian dollar strengthens against foreign currencies, the translation of these foreign currency denominated transactions results in reduced revenue, operating expenses and net income or loss for the Company's international operations. Similarly, to the extent the Canadian dollar weakens against foreign currencies, the translation of these foreign currency denominated transactions results in increased revenue, operating expenses and net income or loss for the Company's international operations.

#### The Company is subject to limitations on its ability to convert Chinese currency.

Conversion of RMB into foreign currencies and of foreign currencies into RMB, for payments relating to "capital account transactions", which principally includes investments and loans, generally requires the approval of the Chinese State Administration of Foreign Exchange and other relevant Chinese governmental authorities. Restrictions on the convertibility of the RMB for capital account transactions could affect the ability of the Company's Chinese subsidiary to make investments overseas or to obtain foreign exchange through debt or equity financing, including by means of loans or capital contributions from the Company.

# The Company depends upon the acquisition and maintenance of approvals to conduct its business in China. Failure to obtain or renew these approvals will adversely affect our operation in China.

The Company is dependent upon certain approvals in China, including, without limitation, campus approvals, and program approvals, to conduct its business. While the Company believes that all steps necessary to obtain or maintain these approvals have been taken and will be taken, the failure to obtain or renew these approvals could have a material adverse impact on the Company's business, results of operations and financial condition. It is also possible that new laws and regulations governing the education business in China will prohibit or restrict foreign investment in the education business generally, which would significantly impact the scope of its operations and may materially adversely impact its results of operations.

Chinese economic, political and social conditions, as well as changes in any government policies, laws and regulations, could adversely affect the overall economy in China or the prospects of the education market, which in turn could adversely affect the Company's business.

The Company's business, financial condition, results of operations, prospects and certain transactions it may undertake are subject, to a significant extent, to economic, political and legal developments in China.

Demand for the Company's programs and services depends, in large part, on economic conditions in China. A continued slowdown in China's economic growth may cause the Company's potential customers to delay or cancel their plans to participate in the Company's educational services, which in turn could reduce its revenues.

China's social and political conditions are also not as stable as those of the USA and other developed countries. Any sudden changes to China's political system or the occurrence of widespread social unrest could have negative effects on the Company's business and results of operations. In addition, China has tumultuous relations with some of its neighbors and a significant further deterioration in such relations could have negative effects on the Chinese economy and lead to changes in governmental policies that would be adverse to the Company's business interests.

#### Uncertainties with respect to the Chinese legal system could adversely affect the Company.

The Company's operations in China are governed by Chinese laws and regulations. Since 1979, Chinese legislation and regulations have significantly enhanced the protections afforded to various forms of foreign investments in China. However, China has not developed a fully integrated legal system and recently enacted laws and regulations may not sufficiently cover all aspects of economic activities in China. In particular, because these laws and regulations are relatively new, and because of the limited number of published decisions and their non-binding nature, the interpretation and enforcement of these laws and regulations involve uncertainties. Operating in China involves a high risk that restrictive rules and regulations could change at any time.

# The Company is subject to uncertainty related to the tax systems in China and any uncertainty in taxation could negatively affect its business, results of operations and financial condition.

China currently has a number of laws related to various taxes imposed by both national and regional governmental authorities. Applicable taxes include value added tax, corporate income tax (profits tax), and payroll (social) taxes, together with others. In contrast to more developed market economies, laws related to these taxes have not been in force for a significant period, and interpretive regulations are often unclear or nonexistent. Often, there are differing opinions regarding legal interpretation, both among and within government ministries and organizations, resulting in uncertainties and areas of conflict. Matters of taxation, customs and currency control, as well as other areas, are subject to review and investigation by a number of governmental authorities, who are enabled by law to impose extremely severe fines and penalties. Any regulatory uncertainty in taxation or other areas could have a material adverse effect on the Company's business, results of operations and financial condition.

# There are various restrictions under Chinese law on the distribution of dividends by the Company's Chinese operating companies.

The Wholly-Foreign Owned Enterprise Law (1986), as amended and the Wholly-Foreign Owned Enterprise Law Implementing Rules (1990), as amended and the Company Law of the People's Republic of China (2006) contain the principal regulations governing dividend distributions by wholly foreign owned enterprises. Under these regulations, wholly foreign owned enterprises may pay dividends only out of their accumulated profits, if any, determined in accordance with Chinese accounting standards and regulations. Additionally, a wholly foreign owned enterprise is required to set aside a certain amount of its accumulated profits each year, if any, to fund certain reserve funds. These reserves are not distributable as cash dividends except in the event of liquidation and cannot be used for working capital purposes.

#### General Operating Risks

#### Loss of certain key personnel may adversely impact the Company's business.

The success of the Company's business will depend on the management skills of certain key personnel and the relationships they have with educators, administrators and other business contacts they have in China and North America. The loss of the services of any of the Company's key personnel could impair our ability to successfully manage our business in China and Canada. The Company also depends on successfully recruiting and retaining qualified and experienced managers, sales persons and other personnel who can function effectively in China and Canada. In some cases, the market for these skilled employees is highly competitive. The Company may not be able to retain or recruit such personnel on terms acceptable to it, which could adversely affect the Company's business prospects and financial condition.

#### The Company's success depends, in part, on its ability to keep pace with changing market needs.

The success of the Company's business will depend on the management skills of certain key personnel and the relationships they have with educators, administrators and other business contacts they have in China and North America. The loss of the services of any of the Company's key personnel could impair our ability to successfully manage our business in China and Canada, which could adversely affect the Company's business prospects and financial condition.

# The personal information that the Company collects may be vulnerable to breach, theft or loss, which could subject the Company to liability or adversely affect its reputation and operations.

Possession and use of personal information in the Company's operations subjects it to risks and costs that could harm the Company's business and reputation. The Company collects, uses and retains large amounts of personal information regarding its students and their families, including personal and family financial data. The Company also collects and maintains personal information of its employees in the ordinary course of business. Although the Company uses security and business controls to limit access and use of personal information, a third party may be able to circumvent those security and business controls, which could result in a breach of student or employee privacy. In addition, errors in the storage, use or transmission of personal information could result in a breach of student or employee privacy. Possession and use of personal information in the Company's operations also subjects it to legislative and regulatory burdens that could require the Company to implement certain policies and procedures, regarding the identity theft related to student credit accounts, and could require the Company to make certain notifications of data breaches and restrict its use of personal information. A violation of any laws or regulations relating to the collection or use of personal information could result in the imposition of fines against the Company. As a result, the Company may be required to expend significant resources to protect against the threat of these security breaches or to alleviate problems caused by these breaches. While the Company believes it takes appropriate precautions and safety measures, there can be no assurances that a breach, loss or theft of any such personal information will not occur. Any breach, theft or loss of such personal information could have a material adverse effect on the Company's financial condition, reputation and growth prospects and result in liability under privacy statutes and legal actions against the Company.

# Compliance with rules and requirements applicable to public companies may cause the Company to incur increased costs.

Changing laws, regulations and standards relating to corporate governance and continuous disclosure result in increased legal and financial compliance costs. These laws, regulations and standards are subject to varying interpretations, in many cases due to their lack of specificity, and, as a result, their application in practice may evolve over time as new guidance is provided by regulatory and governing bodies. This could result in continuing uncertainty regarding compliance matters and higher costs necessitated by ongoing revisions to disclosure and governance practices.

#### DIVIDENDS

The Company has never declared or paid any cash or stock dividends on their common shares since their inception. Since the Company currently has a policy of investing earnings in the expansion of its business, the Company does not anticipate paying cash or stock dividends on their common shares for the foreseeable future. Future dividends on their common shares will be determined by the Board in light of circumstances existing at the time, including their earnings and financial condition. There is no assurance that dividends will ever be paid.

## **DESCRIPTION OF CAPITAL STRUCTURE**

#### **Common Shares**

All of the issued common shares of the Company are fully paid and non-assessable. Each common share entitles the holder thereof to one vote per share at all meetings of shareholders. All of the common shares issued rank equally as to dividends, voting rights and distribution of assets on winding up or liquidation. Shareholders have no preemptive rights, nor any right to convert their common shares into other securities. There are no existing indentures or agreements affecting the rights of shareholders other than the notice of articles and articles of the Company.

## **MARKET FOR SECURITIES**

#### Market

The common shares of the Company are listed and posted for trading on the Toronto Stock Exchange under the symbol "MBA" and on the OTCQX under the symbol "MBAIF".

#### **Trading Price and Volume**

The following table sets forth the particulars of the trading of the common shares of the Company on the Toronto Stock Exchange during the most recently completed financial year:

Month	High (CDN\$)	Low (CDN\$)	Close (CDN\$)	Volume
September 2015	0.31	0.26	0.30	483,190
October 2015	0.32	0.26	0.30	190,660
November 2015	0.30	0.24	0.27	774,199
December 2015	0.28	0.24	0.28	698,464
January 2016	0.32	0.27	0.28	595,750
February 2016	0.30	0.27	0.27	356,908
March 2016	0.28	0.26	0.28	344,450
April 2016	0.31	0.26	0.28	714,416
May 2016	0.37	0.28	0.34	869,358
June 2016	0.38	0.26	0.37	714,987
July 2016	0.44	0.32	0.41	1,683,432
August 2016	0.60	0.38	0.56	1,416,216

## **DIRECTORS AND OFFICERS**

#### Name, Occupation and Security Holding

The name, province or state and country of residence, position with and principal business or occupation in which each director and executive officer of the Company has been engaged during the immediately preceding five years, is as follows:

Name, Position, Province or State and Country of Residence	Principal Occupation or Employment for the Past Five Years	Director Since
TOBY CHU <sup>3,4</sup> BC, Canada Chief Executive Officer, President, Chairman and Director	President and Chief Executive officer of the Company.	May 11, 1994
TONY DAVID <sup>2</sup> BC, Canada <i>Director</i>	Retired oral maxillofacial surgeon.	July 28, 1998
DEREK FENG <sup>1,2,4</sup> California, USA <i>Director</i>	Management Director of Fosun Group since July 2016; CEO of Global Education & Technology Group from 2014 until 2016; Chairman/Interim CEO of ChinaCast Education Corporation from 2012 to 2014; Executive Vice President, Strategy, Planning and Operations at Knowledge Universe from 2006 to 2011.	July 19, 2011

Name, Position, Province or State and Country of Residence	Principal Occupation or Employment for the Past Five Years	Director Since
DAVID HSU <sup>1,2,4</sup> California, USA Director and Vice-Chairman	Businessman and retired physician.	February 27, 2006
DENNIS HUANG BC, Canada Secretary and Chief Financial Officer	Chief Financial Officer of the Company since June 2010.	Not Applicable
TROY RICE <sup>1,3</sup> Arizona, USA <i>Director</i>	Chief Financial Officer of Strategic Solar Energy, LLC since 2010; Chief Investment Officer of HFC Advisors from 2009 to 2011.	October 28, 2005
SHANE WEIR <sup>1,3</sup> Hong Kong, PRC Director	Senior solicitor with Weir & Associates in Hong Kong and Shanghai; registered investment advisor and director of Asia Pacific Investment Advisors Ltd. in Hong Kong.	December 12, 2008

- 1. Member of Audit Committee.
- 2. Member of the Company's compensation committee.
- 3. Member of the Company's corporate governance committee.
- 4. Member of the Company's executive committee.

#### Term of Office

The term of office for each of the Company's directors expires immediately before each annual meeting of shareholders.

#### Share Ownership

As of October 31, 2016, the directors and executive officers of the Company, as a group, beneficially own, directly or indirectly, or exercise control or direction over an aggregate of 14,339,450 common shares, which together represent approximately 20.89% of the Company's issued and outstanding common shares. The statement as to the number of common shares beneficially owned, directly or indirectly, or over which control or direction is exercised by the directors and executive officers of the Company as a group is based upon information furnished by the directors and executive officers.

#### **Cease Trade Orders, Bankruptcies, Penalties or Sanctions**

None of the directors or executive officers of the Company, is at the date of the AIF, or was within the past ten years before the date of the AIF, a director, chief executive officer or chief financial officer of any other company (including the Company), that:

- (a) was subject to an order (as defined below) that was issued while the director or executive officer was acting in the capacity as director, chief executive officer or chief financial officer; or
- (b) was subject to an order that was issued after the director or executive officer ceased to be a director, chief executive officer or chief financial officer and which resulted from an event that occurred while that person was acting in the capacity as director, chief executive officer and chief financial officer.

In this section, "order" means:

- (a) a cease trade order;
- (b) an order similar to a cease trade order; or
- (c) an order that denied the relevant company access to any exemption under securities legislation.

None of the directors or executive officer of the Company or a shareholder holding a sufficient number of securities of the Company to affect materially the control of the Company are, or have been within the past ten years, directors, officers or promoters of other companies which were declared bankrupt or made a voluntary assignment in bankruptcy, made a proposal under any legislation relating to bankruptcy or insolvency or has been subject to or instituted any proceedings, arrangement or compromise with any creditors or had a receiver, receiver manager or trustee appointed to hold the assets of that company.

None of the directors or executive officer of the Company or a shareholder holding a sufficient number of securities of the Company to affect materially the control of the Company has, within the past ten years, declared bankruptcy or made a voluntary assignment in bankruptcy, made a proposal under any legislation relating to bankruptcy or insolvency or has been subject to or instituted any proceedings, arrangement or compromise with any creditors or had a receiver, receiver manager or trustee appointed to hold the assets of that director, executive officer or shareholder.

None of the directors or executive officers of the Company or a shareholder holding a sufficient number of securities of the Company to affect materially the control of the Company has been subject to:

- (a) any penalties or sanctions imposed by a court relating to securities legislation or by a securities regulatory authority or has entered into a settlement agreement with a securities regulatory authority; or
- (b) any other penalties or sanctions imposed by a court or regulatory body that would likely be considered important to a reasonable investor in making an investment decision.

## LEGAL PROCEEDINGS AND REGULATORY ACTIONS

#### Legal Proceedings

The Company and its properties were not subject to any legal proceedings during Fiscal 2016 except for the following:

An action in the Court of Queen's Bench of Alberta (Action No. 1601-08615) was commenced on June 29, 2016 by Arlington Street Investments Inc. and others against Tri View Capital Ltd. ("**Triview**"), the Company and others. TriView previously raised funds for one or more of the plaintiffs' projects and has also raised funds for certain of the Company's real estate projects. Disputes developed between TriView and the plaintiffs concerning business dealings not involving the Company's real estate projects and seek damages of approximately \$15,000,000. The Company has not had any business relationship with any of the plaintiffs, does not operate in the plaintiffs' principal area of business (Alberta), nor does it offer products or services similar to that of the plaintiffs. The Company has filed a Statement of Defence denying all liability and intends to vigorously oppose the claims made against it.

The Company is a party to various other legal proceedings and claims that arise in the ordinary course of business as either a plaintiff or defendant. The Company has analyzed all legal proceedings and the allegations therein. The outcome of any of these other proceedings, either individually or in the aggregate, is not expected to have a material adverse effect on the Company's financial position, results of operations or liquidity.

#### **Regulatory Actions**

The Company has not:

- (a) had any penalties or sanctions imposed against it by a court relating to securities legislation or by a securities regulatory authority during the most recently completed financial year;
- (b) had any other penalties or sanctions imposed against it by a court or regulatory body that would likely be considered important to a reasonable investor in making an investment decision; or

(c) entered into any settlement agreements with a court relating to securities legislation or with a securities regulatory authority during the most recently completed financial year.

## INTEREST OF MANAGEMENT AND OTHERS IN MATERIAL TRANSACTIONS

For the purposes of this AIF, "informed person" means:

- (a) a director or executive officer of the Company;
- (b) a person or company that beneficially owns, or controls or directs, directly or indirectly, more than 10% of any class or series of the outstanding voting securities of the Company; and
- (c) any associate or affiliate of any of the persons or companies referred to in paragraphs (a) or (b) above.

No informed person has or has had any material interest, direct or indirect, in any transaction undertaken by the Company during its three most recently completed fiscal years or during the current fiscal year or in any proposed transaction, which, in either case, has materially affected or will materially affect the Company or any of its subsidiaries.

#### TRANSFER AGENTS AND REGISTRARS

The registrar and transfer agent of the Company is Computershare Trust Company of Canada. The Company's register of transfer of common shares is located in Vancouver, BC.

## MATERIAL CONTRACTS

The Company has entered into the following contracts, other than contracts entered into in the ordinary course of business, that are material to the Company and that were entered into within the most recently completed financial year, or prior thereto but are still in effect:

- 1. By agreement dated December 10, 2007, the Company entered into a registration rights agreement with Shane Corporation S.à.r.l., a private limited liability company incorporated in Luxembourg, in order to set out their rights in connection with registration, public offerings and sales of common shares. Entering into the registration rights agreement was a condition to, and in connection with, Shane Corporation S.à.r.l. entering into a plan of reorganization between the parties.
- 2. By agreement dated December 2, 2015, the Company entered into a share purchase agreement concerning the sale of Acsenda School of Management for approximately \$5,000,000.

#### **INTERESTS OF EXPERTS**

The Company's independent registered chartered auditor is BDO Canada LLP, 600 Cathedral Place, 925 West Georgia Street, Vancouver, BC, V6C 3L2. BDO Canada LLP has reported on the Company's consolidated financial statements for Fiscal 2016, which have been filed with the relevant securities regulatory authorities. BDO Canada LLP is independent from the Company within the meaning of the Rules of Professional Conduct of the Institute of Chartered Professional Accountants of British Columbia.

## **ADDITIONAL INFORMATION**

#### Audit Committee

Pursuant to the provisions of NI 52-110, reporting issuers in those jurisdictions which have adopted NI 52-110 are required to provide disclosure with respect to its audit committee including the text of the audit committee's charter,

composition of the committee, and the fees paid to the external auditor. The Audit Committee charter is attached as Appendix A.

#### Composition of Audit Committee

The Audit Committee is comprised of David Hsu, Derek Feng, Troy Rice and Shane Weir. All members of the Audit Committee are independent directors of the Company within the meaning of NI 52-110. The chairman of the Audit Committee is Troy Rice. All members of the Audit Committee are financially literate. The Company considers "financial literacy" to be the ability to read and understand a company's fundamental financial statements, including a company's balance sheet, statement of income (loss) and cash flow. The members of the Audit Committee are appointed by the Board at its first meeting following the annual shareholders' meeting to serve one year terms and are permitted to serve an unlimited number of consecutive terms.

#### **Relevant Education and Experience**

In addition to each member's general business experience, the education and experience of each Audit Committee member that is relevant to the performance of his responsibilities as an Audit Committee member is as follows:

**David Hsu** obtained his Medical Doctorate from the Medical School of the University of Hamburg, Germany in 1967 and MBA from Pepperdine University of Malibu, California in 1987. Dr. Hsu has served as a director and officer of several private and public companies and was also one of the founders of Multi-Fineline Electronix, Inc. (NASDAQ: MFLEX), a company that manufactures and assembles flexible circuits. Prior to going public, during his seventeen years as the chairman of the board of directors, Dr. Hsu was involved with financial, strategic planning, and marketing, and expanded the company's manufacturing operations in China, and helped the company achieve listing in 2004.

**Derek Feng** is currently the Management Director of Education Investment for Fosun Group in China, a publicly traded conglomerate based in Hong Kong with property and other businesses around the world. Prior to joining Fosun, he was the CEO of Global Education & Technology Group, a leading education company in China with over 3,000 employees. Previously Mr. Feng was the Chairman/Interim CEO of ChinaCast Education Corporation. From 2006 to 2011, he was Executive Vice President, Strategy, Planning and Operations at Knowledge Universe, an education holding company with more than 40,000 employees in North America, Europe and Asia. Prior to joining Knowledge Universe, Mr. Feng held several executive positions at the General Electric Company including leading global business development at GE Industrial, a \$33 billion revenue division of GE. Mr. Feng had also held positions as a Senior Analyst in the Financial Planning and Reporting division of Enron Oil Trading and Transportation, and as a Vice President in the Investment Banking Division of Takenaka and Company, through which gained expertise in financial reporting and analysis. Mr. Feng graduated from Tsinghua University in China in 1989 with a Bachelor's degree in Industrial Automation and earned a Master of Business Administration degree from University of California, Los Angeles in 1992.

*Troy Rice* served as the senior vice president of Business Development at Universal Technical Institute, Inc. (NYSE: UTI), an automotive repair education company, from 2002 to 2005. From 2001 to 2002 Mr. Rice was vice president of Petsmart, Inc. (NASDAQ: PETM), a supplier of pet supplies and products, and from 1995 to 2001, he was the senior vice president of Comfort Systems USA (NYSE: FIX), and been the chief financial officer of five companies. Mr. Rice received his Bachelor's degree in accounting from the University of Iowa in 1985 and his MBA from Arizona State University in 1992. Mr. Rice is also a Certified Public Accountant in the State of Arizona.

*Shane Weir* is a senior solicitor and consultant with Weir & Associates, Solicitors & Notaries in Hong Kong. He received his LL.B from the University of Saskatchewan in 1977 and practices in areas of Business Law, Banking Law, Commercial Law, Finance, Immigration, Intellectual Property, Securities, Taxation, Telecoms, Trademarks, Entertainment Law, and Trusts and Estates. Mr. Weir is an independent non-executive director and a member of the audit committee of e-Kong Group Limited, a listed company in Hong Kong. He has more than 40 years relevant experience and/or experience that assist in understanding and evaluating a company's financial statements and other financial information, and to make knowledgeable and thorough inquiries and discussions regarding same.

#### **Reliance on Certain Exemptions**

At no time since the commencement of the Company's most recently completed financial year, has the Company relied on the exemption in sections 2.4 (De Minimis Non-audit Services), 3.2 (Initial Public Offerings), 3.4 (Events Outside Control of Member), 3.5 (Death, Disability or Resignation of Audit Committee Member) of NI 52-110, or an exemption from NI 52-110, in whole or in part, granted under Part 8 of NI 52-110.

#### Reliance of the Exemption in Subsection 3.3(2) or Section 3.6

At no time since the commencement of the Company's most recently completed financial year, has the Company relied on the exemption in subsection 3.3(2) (Controlled Companies) or section 3.6 (Temporary Exemption for Limited and Exception Circumstances) of NI 52-110.

#### **Reliance on Section 3.8**

At no time since the commencement of the Company's most recently completed financial year, has the Company relied on section 3.8 (Acquisition of Financial Literacy) of NI 52-110.

#### Audit Committee Oversight

At no time since the commencement of the Company's most recently completed financial year, was a recommendation of the Audit Committee to nominate or compensate an external auditor not adopted by the Board.

#### **Pre-Approval Policies and Procedures**

The Audit Committee is required to approve the engagement of the Company's external auditors in respect of non-audit services.

The aggregate fees billed by the Company's external auditors in each of the last two financial years for audit fees are as follows:

Financial Year Ending	Audit Fees	Audit Related Fees <sup>(1)</sup>	Tax Fees <sup>(2)</sup>	All Other Fees <sup>(3)</sup>
2016	\$235,352	\$39,639	\$43,350	\$Nil
2015	\$260,000	\$13,005	\$14,385	\$2,295 <sup>(4)</sup>

Fees charged for assurance and related services reasonably related to the performance of an audit, and not included under "Audit Fees".

<sup>2</sup> Fees charged for tax compliance, tax advice and tax planning services.

<sup>3</sup> Fees for services other than disclosed in any other column.

<sup>4</sup> Fees incurred in connection with consulting services relating to the acquisition of the Viva Suites Hotel.

#### General

Additional information relating to the Company may be found under the Company's profile on the SEDAR website at <u>www.sedar.com</u>.

Additional information, including directors' and officers' remuneration and indebtedness, principal holders of the Company's securities, and securities authorized for issuance under equity compensation plans, will be contained in the Company's information circular for its annual meeting scheduled to be held on January 27, 2017 which the Company expects to file on SEDAR on or about January 5, 2017.

Additional financial information is provided in the Company's audited consolidated financial statements and management discussion and analysis for Fiscal 2016 which is available on SEDAR.

#### APPENDIX A

#### **Audit Committee Charter**

#### Purpose

The primary purpose of the Audit Committee (the "**Committee**") is to assist the Board of Directors (the "**Board**") in fulfilling its responsibility to oversee management's conduct of the Company's financial reporting process. This includes oversight and review of the following:

- financial reporting and the accounting system,
- the Company's systems of internal accounting and financial controls, and
- the annual independent audit of the Company's financial statements.

In discharging its oversight role, the Committee is empowered to investigate any matter brought to its attention with full access to all books, records, facilities and personnel of the Company and the power to retain outside counsel, auditors or other experts for this purpose. The Board and the Committee are in place to represent the Company's shareholders; accordingly, the outside auditor is ultimately accountable to the Board and the Committee.

The Committee shall review the adequacy of this Charter on an annual basis and regularly report to the Board about Committee activities, issues and related recommendations.

#### Membership

The Committee shall be comprised of not less than three members of the Board all of whom shall be "independent" pursuant to applicable laws, rules and regulations of applicable Canadian and U.S. securities regulators. All members must also be financially literate or become financially literate within a reasonable period of time appointment to the Committee. In addition, at least one member of the Committee will have accounting or related financial management expertise.

The Committee may seek guidance from the Company's legal counsel to determine the independence of a particular director on an as needed basis.

Each Committee member will be appointed by the Board of Directors for a one year term and may serve any number of consecutive terms.

At the beginning of each fiscal year, the Committee members shall select a Chairperson.

#### Meetings

The Committee is required to meet at least once per fiscal quarter to review interim and annual financial statements before filings are made with the appropriate regulatory body.

The Committee Chairperson shall, in consultation with management and the auditors, establish the agenda for each meeting and ensure agenda materials are circulated to members in advance of each meeting such that sufficient time is provided for members to review the materials.

The audit committee shall keep regular minutes of its meetings and record all material matters and shall cause such minutes to be recorded in the books kept for that purpose and shall distribute such minutes to the board of directors.

A majority of the members of the audit committee shall constitute a quorum thereof. Questions arising shall be determined by a majority of votes of the members of the audit committee present, and in the case of an equality of votes, the chairperson shall not have a second or casting vote.

#### Authority

The audit committee shall have the power, authority and discretion delegated to it by the board of directors which shall not include the power to change the membership of or fill vacancies in the audit committee.

The audit committee shall conform to the regulations which may from time to time be imposed upon it by the board of directors. The board of directors shall have the power at any time to revoke or override the authority given to or acts done by the audit committee except as to acts done before such revocation or act of overriding and to terminate the appointment or change the membership of the audit committee or fill vacancies in it as it shall see fit.

#### Resolutions

A resolution approved in writing by all of the members of the audit committee shall be valid and effective as if it had been passed at a duly called meeting. Such resolution shall be filed with the minutes of the proceedings of the audit committee and shall be effective on the date stated thereon or on the latest date stated in any counterpart.

#### **General Responsibilities**

The Committee's job is one of oversight and members of the Committee recognize that the Company's management is responsible for preparing the Company's financial statements and that the outside auditors are responsible for auditing those financial statements. In carrying out its oversight responsibilities, the Committee is not providing any expert or special assurance as to the Company's financial statements or any professional certification as to the outside auditor's work.

The following functions shall be the common recurring activities of the Committee in carrying out its oversight function. These functions are set forth as a guide with the understanding that the Committee may diverge from this guide as appropriate given the circumstances.

- Review the annual financial statements and related matters and recommend their approval to the board of directors, after discussing matters such as the selection of accounting policies, major accounting judgements, accruals and estimates with the auditors and management prior to the Company's filing of its annual report.
- Review the Company's annual filings as necessary.
- Review the interim financial statements, as a group or through the Committee chair, with the outside auditors and discuss matters such as the selection of accounting policies, major accounting judgements, accruals and estimates with the auditors and management prior to the Company's filing of its interim report.
- Oversee all aspects of the external audit, including the following:
  - audit results, selection of an independent public accounting firm,
  - terms of engagement of each audit, including review of the interim financial statements and the audit of the annual financial statements,
  - the reasonableness of estimated audit fees,
  - the scope of the audit, including materiality, locations to be visited, audit reports to be prepared, areas of audit risk, timetable, deadlines and coordination with any internal audits taking place,
  - the post-audit management letter together with management's response,
  - the form of the audit report,
  - any other related audit engagements (e.g. audit of the company pension plan),
  - non-audit services performed by an auditor,
  - pre-approve all audit and non-audit services,
  - provision by the auditors of a formal written statement outlining all relationships between the auditor and the Company on an annual basis,

- assessing the auditor's performance, as well as the impact non-audit services performed by the auditors' accounting firm on the auditors' independence,
- recommending the auditor for appointment by the board of directors, and
- meeting with the auditors to discuss pertinent matters, including the quality of accounting personnel.
- Discuss with management and the outside auditors the quality and adequacy of the Company's accounting systems, the reliability of the accounting systems, the effectiveness of the internal controls and any changes needed to improve such reliability and effectiveness.
- Review any internal control weaknesses identified by the auditors, together with management's responses.
- Ensure that adequate procedures are in place for the review of the Company's public disclosure of financial information extracted or derived from the Company's financial statements (except for disclosure required to be reviewed by the audit committee), and periodically assess the adequacy of those procedures.
- Review and approve the Company's hiring policies regarding partners, employees and former partners and employees of the present and former external auditor of the Company.
- Review and oversee any and all transactions between the Company and a related party of the Company.
- Oversee the hiring process to fill key financial positions within the Company, including chief financial officer and the controller.
- Oversee succession planning and human resource development within the Company's accounting and finance groups.
- Report to the board of directors following each meeting on the major discussions and decisions made by the audit committee and propose recommendations to the board.

The Committee shall:

- Have the power to conduct or authorize investigations into matters within the Committee's scope of responsibilities.
- Have unrestricted access to members of management and all information relevant to its responsibilities.
- Be empowered to retain independent counsel, external accountants, or others to assist it in the conduct of its duties, as the Committee deems necessary.
- The Company must provide appropriate funding, as determined by the Committee, to compensate the external accountants engaged for the purpose of rendering an audit report or performing other audit, review or attest services, to compensate any advisers employed by the Committee, and to pay ordinary administrative expenses that are necessary or appropriate in carrying out the Committee's duties.
- Request members of management, counsel, internal audit, and external accountants, to participate in Committee meetings, as necessary, to carry out the Committee responsibilities.
- Periodically and at least annually, the Committee shall meet in private session with only the Committee members. The Committee shall also meet in executive session separately with the external accountants, at least annually. However, either the external accountants or counsel, may, at any time,

request a meeting with the Audit Committee or the Committee chairperson, with or without management attendance.

*Other Functions* — The Committee shall perform such other functions required by law, rules of applicable securities regulators, the Company's certificate of incorporation or bylaws, or the Board of Directors.

*External Reports* — The Committee shall provide for inclusion in the Company's filings with applicable securities regulators, any report from the Audit Committee required by applicable laws and regulations.