

**CLAIRVEST GROUP INC.
MANAGEMENT'S DISCUSSION AND ANALYSIS
FOR THE QUARTER ENDED SEPTEMBER 30, 2019**

November 12, 2019

The Management's Discussion and Analysis ("MD&A") of financial condition and results of operations analyzes significant changes in the unaudited interim condensed consolidated financial statements of Clairvest Group Inc. ("Clairvest" or the "Company"). It should be read in conjunction with the accompanying unaudited interim condensed consolidated financial statements and notes of Clairvest as at and for the quarter ended September 30, 2019, and the quarterly news release.

The Company's condensed consolidated financial statements include those subsidiaries which provide investment-related services and that the Company controls by having the power to govern the financial and operating policies of these entities. The following entities, which are significant in nature, provide investment-related services on behalf of the Company.

- Clairvest GP Manageco Inc.
- Clairvest GP (GPLP) Inc.
- Clairvest Funds GP Inc.
- CEP MIP GP Corporation
- Clairvest USA Limited
- Clairvest General Partner Limited Partnership
- Clairvest General Partner III Limited Partnership
- Clairvest General Partner IV Limited Partnership
- Clairvest General Partner V Limited Partnership

The Company employs various acquisition entities in structuring its investments, all of which are controlled by Clairvest. These acquisition entities, which are accounted for at fair value in accordance with International Financial Reporting Standards ("IFRS") as described in the Critical Accounting Estimates section below, include the following:

- 2141788 Ontario Corporation ("2141788 Ontario")
- 2486303 Ontario Inc. ("2486303 Ontario")
- CEP III Co-Investment Limited Partnership ("CEP III Co-Invest")
- MIP III Limited Partnership ("MIP III")
- CEP IV Co-Investment Limited Partnership ("CEP IV Co-Invest")
- MIP IV Limited Partnership ("MIP IV")
- CEP V Co-Investment Limited Partnership ("CEP V Co-Invest")
- MIP V Limited Partnership ("MIP V")
- CEP VI Co-Investment Limited Partnership ("CEP VI Co-Invest")
- MIP VI Limited Partnership ("MIP VI")

2141788 Ontario, a limited partner of CEP III Co-Invest and CEP V Co-Invest, is a wholly owned acquisition entity of Clairvest. 2486303 Ontario is a wholly owned acquisition entity of Clairvest, which together with Clairvest, directly and indirectly holds a 100% interest in Clairvest Equity Partners Limited Partnership ("CEP"). CEP was an investment fund held by third-party investors until December 2015. Clairvest's relationship with CEP III Co-Invest and MIP III, CEP IV Co-Invest and MIP IV, and CEP V Co-Invest and MIP V, and CEP VI Co-Invest and MIP VI are described in *note 11* to the condensed consolidated financial statements.

Clairvest invests its own capital, and that of third parties, through various Clairvest Equity Partnerships (together, the "CEP Funds") in carefully selected companies that have the potential to generate superior returns. These Partnerships include the following:

- Clairvest Equity Partners III Limited Partnership ("CEP III")
- Clairvest Equity Partners IV Limited Partnership ("CEP IV")
- Clairvest Equity Partners IV-A Limited Partnership ("CEP IV-A")
- Clairvest Equity Partners V Limited Partnership ("CEP V")
- CEP V HI India Investment Limited Partnership ("CEP V India")
- Clairvest Equity Partners V-A Limited Partnership ("CEP V-A")
- Clairvest Equity Partners VI Limited Partnership ("CEP VI")

Clairvest Equity Partners VI-A Limited Partnership ("CEP VI-A")
Clairvest Equity Partners VI-B Limited Partnership ("CEP VI-B")

The Company concluded that its ownership interests in the CEP Funds, which meet the definition of structured entities under IFRS, do not meet the definition of control under IFRS. Accordingly, the financial positions and operating results of the CEP Funds are not included in Clairvest's condensed consolidated financial statements.

All amounts are in Canadian dollars unless otherwise indicated.

CRITICAL ACCOUNTING ESTIMATES

The consolidated financial statements as at and for the year ended March 31, 2019, contain certain disclosures not included in the unaudited interim condensed consolidated financial statements as at and for the quarter ended September 30, 2019, accordingly, this MD&A should be read in conjunction with the audited consolidated financial statements as at and for the year ended March 31, 2019.

Clairvest prepared its consolidated financial statements in accordance with IFRS 10, "Consolidated Financial Statements", as issued by the International Accounting Standards Board. For a discussion of all significant accounting policies which includes a discussion of the Company's critical accounting estimates, refer to note 2 to the condensed consolidated financial statements. A description of critical accounting estimates is provided below.

Fair value of financial assets or liabilities

When a financial asset or liability is initially recognized, its fair value is generally the value of consideration paid or received. Acquisition costs relating to corporate investments are not included as part of the cost of the investment. Subsequent to initial recognition, the fair value of an investment quoted on an active market is generally the bid price on the principal exchange on which the investment is traded. Investments that are escrowed or otherwise restricted on sale or transfer are recorded at amounts at fair values which take into account the escrow terms or other restrictions. In determining the fair value of such investments, the Company considers the nature and length of the restriction, business risk of the investee company, its stage of development, market potential, relative trading volume and price volatility and any other factors that may be relevant to the ongoing and realizable value of the investments. The amounts at which Clairvest's publicly-traded investments could be disposed of may differ from this fair value and the differences could be material. Differences could arise as the value at which significant ownership positions are sold is often different than the quoted market price due to a variety of factors such as premiums paid for large blocks or discounts due to illiquidity. Estimated costs of disposition are not included in the fair value determination.

In the absence of an active market, the fair values are determined by management using the appropriate valuation methodologies after considering the history and nature of the business, operating results and financial conditions, the general economic, industry and market conditions, capital market and transaction market conditions, contractual rights relating to the investment, public market comparables, private market transactions multiples and, where applicable, other pertinent considerations. The process of valuing investments for which no active market exists is inevitably based on inherent uncertainties and the resulting values may differ from values that would have been used had an active market existed. The amounts at which Clairvest's privately-held investments could be disposed of may differ from the fair value assigned and the differences could be material. Estimated costs of disposition are not included in the fair value determination.

In determining the fair value of public company warrants for which the underlying security is traded on a recognized securities exchange, and if there are sufficient and reliable observable market inputs, including exercise price and term of the warrants; interest rate; current market price; expected dividends; and volatility of the underlying security, a valuation technique is used. If market inputs are insufficient or unreliable, the warrants are valued at intrinsic value, which is equal to the higher of the closing bid price of the underlying security less the exercise price of the warrant, or nil. For private company warrants, the underlying security for which is not traded on a recognized securities exchange, the fair value is determined consistently with other investments which do not have an active market as described above.

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A change to an estimate with respect to Clairvest's privately-held corporate investments or publicly-traded corporate investments would impact corporate investments and net investment gain.

Recognition of carried interest and corresponding expenses

The Company recognizes unrealized carried interest from the CEP Funds on its consolidated statements of financial position which is based on the fair values of the financial instruments held by the CEP Funds. As discussed previously, fair values of certain financial instruments are determined using valuation techniques which by their nature involve the use of estimates and assumptions. Changes in the underlying estimates and assumptions could materially impact the determination of the fair value of these financial instruments. Imprecision in determining fair value using valuation techniques may affect the calculation of carried interest receivable and the resulting accrued liabilities for future payouts relating to these carried interest receivables at the statement of financial position date. The Company would only recognize unrealized carried interest in the event a significant reversal during a future period is highly improbable.

Deferred income taxes

The process of determining deferred income tax assets and liabilities requires management to exercise judgment while considering the anticipated timing of disposal of corporate investments, and proceeds thereon, tax planning strategies, changes in tax laws and rates, and loss carryforwards. Deferred income tax assets are only recognized to the extent that, in the opinion of management, it is probable that the deferred income tax asset will be realized. A change to an accounting estimate with respect to deferred income taxes would impact deferred income tax liability and income tax expense.

FINANCIAL CONDITION AND BOOK VALUE

The following table summarizes the Company's financial position and book value:

Financial Position			
(\$000's) (except share information)			
As at	September 30, 2019	June 30, 2019	March 31, 2019
Cash, cash equivalents and temporary investments ("treasury funds")	369,269	375,099	452,325
Carried interest	57,794	58,728	56,484
Corporate investments, at fair value	432,869	385,526	366,279
Total assets	902,710	916,891	911,253
Management participation	45,638	45,314	42,599
Total liabilities	112,414	140,107	132,561
Book value	790,296	776,784	778,692
Book value per share	52.35	51.32	51.44
Dividend per share declared ⁽¹⁾	—	0.5144	—
Number of common shares outstanding	15,097,301	15,136,495	15,136,495

⁽¹⁾ Declared annually during quarter ended June 30

Clairvest's book value increased by \$1.03 per share during the second quarter of fiscal 2020. The increase was due to \$15.5 million, or \$1.03 per share, in net income and comprehensive income ("net income") for the quarter. Also during the quarter, the Company purchased and cancelled 39,194 common shares for an aggregate cost of \$2.0 million, or an average cost of \$51.00 per share. The net income was primarily the result of \$19.6 million in net unrealized gains on the Company's underlying investee companies, net of \$3.0 million in foreign exchange losses. During the quarter, the Company also recorded \$1.7 million in net carried interest income and \$2.4 million in management participation.

ASSETS

As at September 30, 2019, the Company's treasury funds of \$369.3 million were held in cash, money market savings accounts rated not below R1-High, investment savings accounts, guaranteed investment certificates and corporate bonds either rated not below A or principally protected by the Canada Deposit Insurance Corporation and other securities as permitted by the Company's treasury policy (see notes 4 and 16 to the condensed consolidated financial statements for a detailed discussion of the Company's treasury funds). 2141788 Ontario also held \$41.2 million in cash, investment savings accounts, guaranteed investment certificates rated comparably, and other fixed income securities. In addition, Clairvest is the beneficial owner of \$7.5 million in cash held in various acquisition entities which are controlled by Clairvest.

Clairvest maintains a \$100.0 million revolving credit facility which is participated in by several Schedule 1 Canadian chartered banks. The credit facility, which had an expiry of December 2023 and is eligible for a one-year extension on each anniversary of the closing date, bears interest at the bank prime rate plus 1.25% per annum on drawn amounts and a standby fee of 0.70% per annum on undrawn amounts. During the second quarter of fiscal 2020, the credit facility was extended to December 2024 under the same terms and conditions. A renewal fee of \$75 thousand was paid during the quarter. The amount available under the credit facility as at September 30, 2019 was \$100.0 million, which is based on debt covenants and certain restrictions within the banking arrangement. No amounts had been drawn on the facility during the quarter and as at September 30, 2019.

Carried interest is further described in *note 8* to the condensed consolidated financial statements.

As at September 30, 2019, Clairvest had corporate investments with a carrying value of \$432.9 million, an increase of \$47.4 million during the second quarter of fiscal 2020, \$402.6 million of the carrying value represented the fair value of Clairvest's investee companies and the remaining \$30.3 million represented other net assets held by Clairvest's acquisition entities. Certain of these acquisition entities, as further described in *note 11* to the condensed consolidated financial statements, are responsible for investing alongside the CEP Funds.

Excluding net assets held by Clairvest's acquisition entities, the aggregate carrying value of Clairvest's investee companies increased by \$45.1 million during the second quarter of fiscal 2020, which comprised primarily the following:

- Net change in unrealized gain on its investee companies of \$19.6 million, \$13.7 million of which pertained to Head Digital Works Pvt Ltd. ("Head Digital Works");
- Investment made in SST Solar Holdings Inc. ("SST") of \$14.9 million;
- Investment made in FSB Technology (UK) Ltd. ("FSB Technology") of \$11.2 million;
- Net interest on debt investments and dividends accrued totaling \$1.0 million;
- Follow-on investment made in Also Energy Inc. ("Also Energy") of \$0.4 million; partially offset by
- Foreign exchange losses on revaluation totalling \$1.8 million;

Clairvest has implemented a hedging strategy because it has, directly and indirectly, several investments outside of Canada, currently in the United States, Chile, India, and the United Kingdom. In order to limit its exposure to changes in the value of these investments denominated in foreign currencies relative to the Canadian dollar, Clairvest and its acquisition entities enter into foreign exchange forward contracts as economic hedging positions against these foreign-denominated currencies. For the quarter ended September 30, 2019, the foreign exchange adjustments made in Clairvest's valuation of its investee companies is primarily offset by the foreign exchange adjustments made in the forward exchange forward contracts used to support its foreign exchange hedging strategy, except for its foreign exchange exposure in its investment in Chilean Gaming Holdings and the equity investment in Head Digital Works which were unhedged as at September 30, 2019. The foreign exchange adjustments made in the forward exchange forward contracts are described in the Derivative Financial Instruments section of the MD&A.

The following table summarizes the carrying value and cost of Clairvest's investee companies as at September 30, 2019 and March 31, 2019:

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(\$000's)	September 30, 2019			March 31, 2019		
	Fair value	Cost	Difference	Fair value	Cost	Difference
Investments made by CEP III Co-Invest alongside CEP III						
Chilean Gaming Holdings ⁽¹⁾	54,444	27,748	26,696	61,785	27,748	34,037
Investments made by CEP IV Co-Invest alongside CEP IV						
Centaur Gaming	8,516	—	8,516	7,843	—	7,843
County Waste of Virginia, LLC ("County Waste")	36,920	14,831	22,089	31,199	14,831	16,368
Davenport Land Investments ⁽²⁾	3,293	2,196	1,097	3,254	2,196	1,058
Northco / Top Aces	54,800	57,915	(3,115)	55,868	59,100	(3,232)
Impero Waste Systems, LLC ("Impero Waste") ⁽³⁾	—	—	—	544	3,019	(2,475)
Momentum Solutions	730	—	730	819	—	819
New Meadowlands Racetrack, LLC ("The Meadowlands")	11,174	6,444	4,730	10,681	6,444	4,237
Investments made by CEP V Co-Invest alongside CEP V						
Accel Entertainment Inc. ("Accel Entertainment")	49,868	15,978	33,890	36,067	15,978	20,089
Also Energy	13,157	12,148	1,009	12,463	11,621	842
Digital Media Solutions, LLC ("Digital Media Solutions") ⁽⁴⁾	6,752	995	5,757	10,055	995	9,060
Durante Rentals	13,744	13,591	153	—	—	—
FSB Technology	11,153	11,225	(72)	—	—	—
GTA Gaming	8,972	8,972	—	8,972	8,972	—
Head Digital Works	56,072	46,804	9,268	43,620	46,804	(3,184)
Meriplex Communications Ltd. ("Meriplex Communications")	6,953	6,732	221	7,016	6,732	284
Right Time Heating and Air Conditioning Canada Inc. ("Right Time HVAC")	6,375	6,375	—	6,375	6,375	—
Winters Bros. Waste Systems of Long Island Holdings, LLC ("Winters Bros. of LI")	13,647	10,636	3,011	11,647	10,636	1,011
Grey Eagle Casino	5,324	11,017	(5,693)	8,351	11,017	(2,666)
SST	14,790	14,882	(92)	—	—	—
Wellington Financial	3,140	—	3,140	2,955	154	2,801
	379,824	268,489	111,335	319,514	232,622	86,892
Other investments ⁽⁵⁾	22,816	292	22,524	20,034	455	19,579
	402,640	268,781	133,859	339,548	233,077	106,471

⁽¹⁾ Comprised Clairvest's indirect investment in various gaming properties in Chile

⁽²⁾ Comprised two entities which hold real estate surrounding a casino in Davenport, Iowa ("Davenport North" and "Davenport South")

⁽³⁾ Realized during fiscal 2020

⁽⁴⁾ During fiscal 2020, Digital Media Solutions completed a financing and made a distribution to its owners. CEP V Co-Invest received total distributions of US\$2.3 million (C\$3.1 million) which was recorded as distributions and a corresponding unrealized loss.

⁽⁵⁾ Comprised primarily 209,723 CIBC common shares received on the sale of Wellington Financial. The common shares are restricted for sale until January 2020

Significant events relating to these investee companies, other than with respect to valuation changes and foreign exchange adjustments, are described below.

FSB Technology

During the second quarter of fiscal 2020, CEP V Co-Invest invested £6.8 million (C\$11.2 million) in FSB Technology, a Business to Business sports and internet gaming technology supplier based in London, United Kingdom. The investment was made in the form of 6,846,401 Class A shares of FSB Technology for a 24.3% ownership interest on a fully diluted basis.

SST

During the second quarter of fiscal 2020, Clairvest invested US\$11.2 million (C\$14.9 million) in SST, a solar operations and maintenance company serving both the commercial and residential sector in the United States. The investment was made in the form of 11,200 Class A shares of SST for a 67.1% ownership interest on a fully diluted basis.

LIABILITIES

As at September 30, 2019, Clairvest had \$112.4 million in liabilities, which included \$5.2 million in accrued management and director compensation, \$43.9 million in share-based compensation, \$45.6 million in management participation, and \$4.7 million current and deferred income tax liability. \$52.7 million of these liabilities are payable only upon the cash realization of certain investments of Clairvest or the CEP Funds, and the cash realizations are expected to far exceed the payments required upon these realizations.

The \$43.9 million in share-based compensation included \$11.7 million accrued under the Non-Voting Option Plan, \$5.4 million under the Employee Deferred Share Units ("EDSU") plan, \$9.1 million under the Book Value Appreciation Rights Units plan, and \$17.8 million under the Directors Deferred Share Units and Appreciation Deferred Share Units plan.

Management participation is further described in *note 8* to the condensed consolidated financial statements.

EQUITY AND SHARE INFORMATION

Clairvest has a normal course issuer bid ("NCIB") outstanding enabling it to purchase up to 760,747 common shares during the 12-month period ending March 6, 2020. During the second quarter of fiscal 2020, 39,194 shares were purchased for cancellation under the NCIB for \$2.0 million.

As at September 30, 2019, Clairvest had 15,097,301 common shares issued and outstanding.

In June 2016, the Board of Directors of the Company authorized the creation of Non-Voting Series 2 Shares ("Non-Voting Shares") which have a two times preference over the common shares. The Non-Voting Shares were authorized as part of the new stock option program as described below. No Non-Voting Shares had been issued as at September 30, 2019 and November 12, 2019.

Also in June 2016, Company adopted a new stock option plan (the "Non-Voting Option Plan"). Options granted under the Non-Voting Option Plan are exercisable for Non-Voting Shares. As at September 30, 2019, 528,336 options had been granted under this plan since its inception. The Non-Voting Option Plan has a cash settlement feature. Options granted under this plan vest at a rate of one-fifth of the grant at the end of each year over a 5-year period. As at September 30, 2019, 518,758 options were outstanding, 193,685 options of which had vested.

In addition, in June 2016 the Board of Directors of the Company approved an Employee Deferred Share Units ("EDSU") Plan. The EDSU Plan provides, among other things, that participants may elect to receive all or a portion of their annual bonus amounts that would otherwise be payable in cash in the form of EDSUs. EDSUs may be redeemed for cash or for common shares of the Company in accordance with the terms of the plan. Clairvest is required to reserve one common share for each EDSU issued under the EDSU Plan. The maximum number of Clairvest common shares reserved for the EDSU Plan is 200,000 which represented approximately 1.3% of the outstanding number of common shares as at September 30, 2019. During the quarter, 28,265 EDSUs were issued in accordance with the EDSU plan. As at September 30, 2019, 107,496 EDSUs had been issued based on the terms and conditions of the EDSU Plan.

FINANCIAL RESULTS

Net income for the quarter and for the six months ended September 30, 2019 was \$15.5 million and \$21.4 million, respectively, compared with \$13.4 million and \$68.0 million for the same period during the last fiscal year. The following table summarizes the composition of net income:

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FINANCIAL RESULTS

(\$000's) (except per share information)	Quarter ended September 30		Six months ended September 30	
	2019	2018	2019	2018
Net investment gain (loss)				
- Investee companies inclusive of foreign exchange hedging activities	16,561	12,049	27,159	68,366
- Acquisition entities including distributions, interest, dividends and fees received from investee companies and net of taxes paid or payable by these acquisition entities	(2,395)	(205,366)	6,491	(201,285)
	14,166	(193,317)	33,650	(132,919)
Distributions, interest income, dividends and fees				
- CEP Funds	2,715	2,393	4,937	5,014
- Investee companies	1,312	763	2,451	2,123
- Treasury funds ⁽¹⁾	2,497	1,986	5,455	2,705
- Acquisition entities and other	5,898	212,758	6,132	213,303
	12,422	217,900	18,975	223,145
Net carried interest income – realized and unrealized changes	1,695	2,170	3,939	25,765
Total expenses	10,509	10,936	33,697	37,361
Net income before income taxes	17,774	15,817	22,867	78,630
Income taxes	2,263	2,444	1,478	10,602
Net income	15,511	13,373	21,389	68,028
Net income per share	1.03	0.88	1.42	4.48
Net income per share - fully diluted	1.03	0.88	1.42	4.48

⁽¹⁾ Includes realized gains/losses and market value changes to Clairvest's treasury funds.

The Company fair values its acquisition entities which hold Clairvest's interest in its investee companies as well as other assets and liabilities. Distributions, interest, dividends and fees earned from and realized gains or losses and net changes in unrealized gains or losses on the investee companies held by acquisition entities, including foreign exchange fluctuations and the hedging activities related to managing the foreign currency exposure of these investments, and income taxes incurred by these acquisition entities, are reflected in net investment gain (loss) until the net proceeds are distributed out of these acquisition entities, at which point the Company would record a distribution or a dividend from acquisition entities and reverse the net investment gain or loss which had previously been recorded.

The following tables summarize the net investment gain or loss of investee companies for the quarters and six months ended September 30, 2019 and 2018. This net investment gain or loss is inclusive of the foreign exchange hedging activities related to these investments:

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NET INVESTMENT GAIN (LOSS) ON INVESTEE COMPANIES

Quarter ended September 30 (\$000's)	2019			Total	2018 Total
	Net realized gain	Net unrealized gain (loss)	Foreign exchange gain (loss) ⁽¹⁾		
Accel Entertainment	—	—	5	5	1,875
Also Energy	—	—	(19)	(19)	(11)
Centaur Gaming	—	383	(18)	365	845
Chilean Gaming Holdings	—	(2,241)	(2,265)	(4,506)	1,734
County Waste	—	3,869	(25)	3,844	(2,471)
Davenport Land Investments	—	—	(8)	(8)	2
Digital Media Solutions	—	747	(85)	662	(3,142)
Durante Rentals	—	—	(26)	(26)	—
FSB Technology	—	—	27	27	—
Grey Eagle Casino	—	(972)	—	(972)	7
Head Digital Works	—	13,725	(551)	13,174	389
Impero Waste	—	—	(1)	(1)	(1,357)
MAG Aerospace / Momentum Solutions	—	(74)	—	(74)	130
The Meadowlands	—	—	9	9	(32)
Meriplex Communications	—	—	(11)	(11)	—
Northco / Top Aces	—	(20)	—	(20)	1,635
Rivers Casino	—	—	—	—	13,944
SST	—	—	(11)	(11)	—
Wellington Financial	—	229	—	229	(282)
Winters Bros. of LI	—	2,104	(13)	2,091	(2,382)
Other investments	—	1,803	—	1,803	1,165
Net investment gain (loss) on investee companies	—	19,553	(2,992)	16,561	12,049

⁽¹⁾ Inclusive of foreign exchange hedging activities

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NET INVESTMENT GAIN (LOSS) ON INVESTEE COMPANIES

	2019				2018
	Net realized gain	Net unrealized gain (loss)	Foreign exchange gain (loss) ⁽¹⁾	Total	Total
Accel Entertainment	—	13,958	(128)	13,830	3,856
Also Energy	—	—	(65)	(65)	(22)
Centaur Gaming	—	740	(42)	698	29,357
Chilean Gaming Holdings	—	(3,036)	(3,006)	(6,042)	1,525
County Waste	—	5,552	(191)	5,361	(3,178)
Davenport Land Investments	—	—	(14)	(14)	(16)
Digital Media Solutions	—	(3,269)	—	(3,269)	889
Durante Rentals	—	—	(26)	(26)	—
FSB Technology	—	—	27	27	—
Grey Eagle Casino	—	(3,028)	—	(3,028)	(1,177)
Head Digital Works	—	13,725	(1,286)	12,439	8,349
Impero Waste	2,469	—	(1)	2,468	(3,183)
MAG Aerospace / Momentum Solutions	—	(89)	—	(89)	18,373
The Meadowlands	—	—	(59)	(59)	(17)
Meriplex Communications	—	—	(29)	(29)	—
Northco / Top Aces	—	(49)	—	(49)	1,725
Rivers Casino	283	—	—	283	15,268
SST	—	—	(11)	(11)	—
Wellington Financial	—	339	—	339	(1,139)
Winters Bros. of LI	—	2,104	(62)	2,042	(3,502)
Other investments	—	2,353	—	2,353	1,258
Net investment gain (loss) on investee companies	2,752	29,300	(4,893)	27,159	68,366

⁽¹⁾ Inclusive of foreign exchange hedging activities.

The Company and its acquisition entities receive distributions, interest, dividends or fees from various investee companies. The following table summarizes the income earned by the Company and its acquisition entities for the quarter and six months ended September 30:

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DISTRIBUTIONS, INTEREST, DIVIDENDS AND FEES FROM INVESTEE COMPANIES (\$000's)

Quarter ended September 30 (\$000's)	2019			2018
	Earned directly by Clairvest	Earned through acquisition entities	Total	Total
Distributions and interest income				
Also Energy	—	142	142	14
Centaur Gaming	—	—	—	10
County Waste	—	217	217	68
Davenport Land Investments	—	35	35	30
Digital Media Solutions	—	177	177	5,257
Grey Eagle Casino	10	30	40	545
GTA Gaming	—	56	56	694
Head Digital Works	—	497	497	789
MAG Aerospace / Momentum Solutions	—	—	—	123
The Meadowlands	—	296	296	266
Northco / Top Aces	—	424	424	599
Rivers Casino	—	—	—	248
Wellington Financial	666	—	666	—
	676	1,874	2,550	8,643
Dividend income				
Chilean Gaming Holdings	—	981	981	343
Other investments	302	—	302	—
	302	981	1,283	343
Advisory and other fees	334	—	334	420
Distributions, interest, dividends and fees from investee companies	1,312	2,855	4,167	9,406

Six months ended September 30 (\$000's)	2019			2018
	Earned directly by Clairvest	Earned through acquisition entities	Total	Total
Distributions and interest income				
Also Energy	—	281	281	14
Centaur Gaming	—	—	—	63
County Waste	—	426	426	137
Davenport Land Investments	—	68	68	60
Digital Media Solutions	—	3,249	3,249	5,410
Grey Eagle Casino	41	123	164	1,598
GTA Gaming	—	139	139	—
Head Digital Works	—	995	995	1,630
MAG Aerospace / Momentum Solutions	—	—	—	414
The Meadowlands	—	591	591	528
Northco / Top Aces	—	1,012	1,012	2,637
Rivers Casino	—	—	—	622
Wellington Financial	1,261	—	1,261	—
	1,302	6,884	8,186	13,113
Dividend income				
Chilean Gaming Holdings	—	1,752	1,752	1,038
Other investments	592	—	592	533
	592	1,752	2,344	1,571
Advisory and other fees	557	—	557	1,147
Distributions, interest, dividends and fees from investee companies	2,451	8,636	11,087	15,831

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The Company also receives distributions, fees and interest from the CEP Funds as described in *note 7* to the condensed consolidated financial statements. The following table summarizes the distributions, fees and interest earned from the CEP Funds for the quarter and six months ended September 30:

DISTRIBUTIONS, FEES AND INTEREST FROM THE CEP FUNDS

Quarter ended September 30 (\$000's)	2019			2018
	Earned directly by Clairvest	Earned through acquisition entities	Total	Total
Priority distributions	2,056	—	2,056	2,043
Management fees	292	—	292	318
Interest on loans advanced	367	6	373	45
Distributions, fees and interest from the CEP Funds	2,715	6	2,721	2,406

Six months ended September 30 (\$000's)	2019			2018
	Earned directly by Clairvest	Earned through acquisition entities	Total	Total
Priority distributions	3,921	—	3,921	4,208
Management fees	590	—	590	654
Interest on loans advanced	426	12	438	181
Distributions, fees and interest from the CEP Funds	4,937	12	4,949	5,043

The Company also earns carried interest income from CEP and the CEP Funds, as described in *note 8* to the condensed consolidated financial statements. The following table summarizes net carried interest income earned by the Company for the quarter and six months ended September 30:

NET CARRIED INTEREST INCOME (\$000's)

	Quarter ended September 30		Six months ended September 30	
	2019	2018	2019	2018
Realized carried interest from CEP	24	160	24	220
Realized carried interest from the CEP Funds	2,605	82,210	2,605	86,547
Net change in unrealized carried interest from CEP and the CEP Funds	(934)	(80,200)	1,310	(61,002)
Net carried interest income⁽¹⁾	1,695	2,170	3,939	25,765

⁽¹⁾ Includes carried interest which are ultimately paid to non-Clairvest participants if and when they are payable, which are recorded as management participation as described below

During the quarter ended September 30, 2019, the Company earned \$2.5 million in income from its treasury funds, compared to \$2.0 million for the same quarter last year.

Total expenses for the second quarter of fiscal 2020 were \$10.5 million, compared with \$10.9 million for the same quarter last year. The following table summarizes expenses incurred by the Company for the quarter and six months ended September 30:

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TOTAL EXPENSES, EXCLUDING INCOME TAXES (\$000's)

	Quarter ended September 30		Six months ended September 30	
	2019	2018	2019	2018
Employee compensation and benefits	3,520	3,003	14,257	6,175
Share-based compensation expenses	677	3,529	9,133	9,735
Administration and other expenses	3,653	1,437	4,643	2,903
Finance and foreign exchange expenses	240	304	530	469
Management participation	2,419	2,663	5,134	18,079
Total expenses, excluding income taxes	10,509	10,936	33,697	37,361

The following table summarizes share-based compensation expenses incurred by the Company for the quarter and six months ended September 30:

TOTAL SHARE-BASED COMPENSATION EXPENSES (\$000's)

	Quarter ended September 30		Six months ended September 30	
	2019	2018	2019	2018
Non-voting options expenses	725	1,331	2,807	2,819
Book value appreciation rights expense	123	1,642	4,937	5,371
Deferred share units and appreciation deferred share units expense (recovery)	(111)	476	1,174	1,376
EDSU expense (recovery)	(60)	80	215	169
Total share-based compensation expenses	677	3,529	9,133	9,735

Management participation is further described in *note 8* to the condensed consolidated financial statements.

The Company recorded \$2.3 million in income tax expenses, and its acquisition entities recovered \$0.5 million in income tax expenses during the second quarter of fiscal 2020, compared with \$2.4 million in income taxes expenses incurred by the Company and \$0.4 million in income tax expense incurred by the acquisition entity for the same quarter last year. Income tax expense incurred or recovered by the Company's acquisition entities are reflected in net investment gain (loss).

Quarterly results (\$000's except per share information)	Gross revenue ⁽¹⁾	Net income (loss)	Net income (loss)	
			per common share	per common share fully diluted ⁽²⁾
	\$	\$	\$	\$
September 30, 2019	28,283	15,511	1.03	1.03
June 30, 2019	28,281	5,878	0.39	0.39
March 31, 2019	53,684	27,182	1.80	1.80
December 31, 2018	34,532	24,032	1.59	1.59
September 30, 2018	26,753	13,373	0.88	0.88
June 30, 2018	89,238	54,655	3.61	3.61
March 31, 2018	26,845	18,626	1.23	1.23
December 31, 2017	121,671	74,103	4.88	4.88

⁽¹⁾ Includes net investment gain (loss)

⁽²⁾ The sum of quarterly net income per common share may not equal the year to date net income per common share due to rounding and the dilutive effect on any quarters which may not be applicable for the full year.

OUTLOOK & SUBSEQUENT EVENTS

As a long-term investor, Clairvest is focused on building value in its investee companies by contributing strategic expertise, guiding management through volatile times and helping its investee companies capitalize on new opportunities that arise.

As at September 30, 2019, Clairvest had \$1.5 billion of capital available for future investments through treasury funds, credit facilities and access to funds at its acquisition entities and uncalled capital in the CEP Funds. With the available

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funds, Clairvest has ample liquidity to support its investee companies as appropriate and to continue its active pursuit of new investment opportunities to enhance shareholder value.

Subsequent to quarter end, Clairvest, CEP V and CEP V-A completed the sale of GTA Gaming. Clairvest held its investment in GTA Gaming through CEP V Co-Invest, which received proceeds of \$15.5 million, compared to a cost of \$9.0 million.

Also subsequent to quarter end, Clairvest, CEP V and CEP V-A announced their intention to roll 100% of their equity interest in Accel Entertainment pursuant to business combination between Accel Entertainment and TPG Pace Holdings Corp. Clairvest, CEP V and CEP V-A, together the largest shareholder of Accel Entertainment, will become the largest shareholder of the combined entity, which will be publicly-traded on the New York Stock Exchange. Under the terms of the proposed merger, Clairvest, which held its investment in Accel Entertainment through CEP V Co-Invest, will receive approximately 4.86 million shares of the combined company, representing approximately 4.5% equity ownership. The transaction is expected to close in November 2019. As at September 30, 2019, Clairvest's carrying value in Accel Entertainment reflected a discount to the proposed transaction price.

TRANSACTIONS WITH RELATED PARTIES

Clairvest is entitled to other various entitlements from its acquisition entities as described in *note 11* to the condensed consolidated financial statements.

As at September 30, 2019, Clairvest had accounts receivable from its investee companies totalling \$1.2 million, CEP III totalling \$0.1 million, CEP IV totalling \$0.1 million, CEP IV-A totalling \$0.1 million, CEP V totalling \$2.4 million, CEP V India totalling \$1.2 million, CEP V-A totalling \$5.0 million, CEP VI totalling \$1.1 million, CEP VI-A totalling \$1.6 million, and CEP VI-B totalling \$1.0 million. Additionally, acquisition entities of Clairvest which were not consolidated in accordance with IFRS held receivables from CEP V totalling \$30 thousand, from CEP V-A totalling \$6 thousand and from Clairvest's investee companies totalling \$38 thousand.

In addition, the Company advances loans to its acquisition entities and the CEP Funds. During the second quarter of fiscal 2020, the Company received net repayment of \$47.3 million on these loans, such that \$8.9 million in loans remained outstanding as at September 30, 2019. Further details are described in *note 11(e)* to the condensed consolidated financial statements.

As at September 30, 2019, Clairvest had share purchase loans receivable from certain officers of Clairvest (the "Officers") totalling \$2.8 million. The loans are interest bearing, have full recourse to the individual and are collateralized by the common shares of Clairvest owned by the Officers with a market value of \$4.1 million. None of these loans were made to key management.

Key management at Clairvest includes the Chief Executive Officer ("CEO"), the Vice Chairman, the President and its directors. The CEO and the President are entitled to annual discretionary cash bonuses of up to 175% of their individual annual salary based on individual performance. The Vice Chairman is entitled to annual discretionary cash bonuses of up to 100% of annual salary based on individual performance. There is also an annual objective cash bonus which is based on Clairvest's Incentive Bonus Program, the stock option plans, the BVAR Plan and the EDSU Plan. Annual salaries and compensation under these plans paid to the CEO, the Vice Chairman, and the President during the second quarter of fiscal 2020 was \$7.0 million. As at September 30, 2019, the total amounts payable to the CEO, the Vice Chairman, and the President under the aforementioned plans were \$12.6 million. During the second quarter of fiscal 2020, no compensation was paid to directors under the BVAR, DSU or ADSU plans. As at September 30, 2019, the total amounts payable to the directors of Clairvest under the DSU, ADSU and Non-Voting Option plans was \$18.9 million.

During the second quarter of fiscal 2020, Clairvest earned \$0.7 million in distributions and interest income, \$0.3 million in dividend income and \$0.3 million in advisory and other fees from its investee companies. Additionally, acquisition entities of Clairvest which were not consolidated earned \$1.9 million in distributions and interest income from its investee companies.

Clairvest and a related party of Clairvest, through a limited partnership, owns an aircraft that is available for use by both parties. Clairvest and the related party each hold a 50% limited partnership interest. As Clairvest, through a wholly-owned subsidiary, is the general partner of the limited partnership, Clairvest has recognized 100% of the net book value of the aircraft and a liability for the 50% ownership held by the related party. The cost of the aircraft had been included in fixed assets and the liability in accounts payable and accrued liabilities.

OFF-STATEMENT OF FINANCIAL POSITION ARRANGEMENTS

Clairvest has committed a total of \$55.5 million in various Wellington Financial funds, all of which was unfunded at September 30, 2019. As a result of the sale of Wellington Financial to CIBC in January 2018, these Wellington Financial funds are in the process of being wound up and may no longer invest in new investments.

Under Clairvest's Incentive Bonus Program, a bonus of 10% of after-tax cash income and realizations on certain Clairvest's corporate investments would be paid to management annually as applicable (the "Realized Amount"). As at September 30, 2019, the Realized Amount under the Bonus Program was \$0.1 million and had been accrued under accrued compensation expense liability. In accordance with IFRS, Clairvest is also required to record a liability equal to a bonus of 10% of the after-tax cash income and realizations which are applicable but which have yet to be realized. Accordingly, Clairvest also recorded a \$2.9 million accrued compensation expense liability which would only be payable to management when the corresponding realization events have occurred. The Bonus Program does not apply to the income generated from investments made by Clairvest through CEP III Co-Invest, CEP IV Co-Invest, CEP V Co-Invest, and CEP VI Co-Invest.

In conjunction with the sale of Casino New Brunswick during fiscal 2016, Clairvest has agreed to a net guarantee of \$1.8 million to fund any valid claims made by the purchaser under the indemnity provisions of the sale for a specified period of time. Any funding pursuant to the guarantee will be allocated 25% to CEP III Co-Invest and 75% to CEP III. As at September 30, 2019, no claims had been made and no amounts with respect to this guarantee had been funded.

As part of the holding structure of Chilean Gaming Holdings, an acquisition entity of CEP III Co-Invest had loans totalling \$37.8 million as at June 30, 2019 from an unrelated financial institution, while another acquisition entity of CEP III Co-Invest held term deposits totalling \$37.8 million as at June 30, 2019 with the same financial institution as security for these loans. The deposits were redeemed and used to repay the loans in full during the quarter ended September 30, 2019.

As at September 30, 2019, the Company had an accrued liability resulting from future minimum annual lease payments for the use of office space totalling \$4.8 million, of which \$0.6 million is due within one year, \$2.5 million is due after one year but not more than five years and \$1.7 million is due after 5 years.

In connection with its normal business operations, Clairvest is from time to time named as a defendant in actions for damages and costs allegedly sustained by plaintiffs. While it is not possible to estimate the outcome of the various proceedings at this time, Clairvest does not believe that it will incur any material loss in connection with such actions.

DERIVATIVE FINANCIAL INSTRUMENTS

Clairvest and its acquisition entities enter into foreign exchange forward contracts as economic hedges against the fair value of its foreign-denominated investments and loans in accordance with its foreign exchange hedging policy. During the second quarter of fiscal 2020, Clairvest received proceeds of \$48 thousand from settlement of a realized foreign exchange forward contract. In addition, acquisition entities of Clairvest received proceeds totalling \$1.7 million from settlement realized foreign exchange forward contracts during the quarter.

As at September 30, 2019, Clairvest had entered into a foreign exchange forward contract as hedge against its foreign-denominated investment as follows:

Foreign exchange forward contracts to sell US\$11.2 million at an average rate of Canadian \$1.3263 per U.S. dollar through to November 2019. The fair value of the forward contract as at September 30, 2019 was a gain of \$32 thousand.

As at September 30, 2019, acquisition entities of Clairvest had entered into foreign exchange forward contracts as hedged against its foreign-denominated investments as follows:

Foreign exchange forward contracts to sell US\$118.1 million and to buy US\$1.5 million at an average rate of Canadian \$1.3182 per U.S. dollar through to August 2020. The fair value of the forward contracts as at September 30, 2019 was a loss of \$0.5 million.

Foreign exchange forward contract to sell INR₹652.3 million at an average rate of Canadian \$0.01843 per Indian Rupee through to January 2020. The fair value of the forward contract as at September 30, 2019 was a gain of \$17 thousand.

Foreign exchange forward contract to sell GBP£6.8 million at an average rate of Canadian \$1.6567 per Pound Sterling through to July 2020. The fair value of the forward contract as at September 30, 2019 was a gain of \$0.1 million.

RISK MANAGEMENT

The private equity investment business involves accepting risk for potential return, and is therefore affected by a number of risk factors. These factors, categorized as market risk, investing process risk and other risks, are described below. Additional risks not currently known to us or that we currently believe to be immaterial may also have a material adverse effect on future business of the Company.

Market risk

Fair value risk

Fair value risk includes exposure to fluctuations in the fair market value of the Company's investments. Included in corporate investments are investee companies for which the fair values have been estimated based on assumptions that may not be supported by observable market prices. The most significant unobservable input is the multiple of earnings before interest, taxes, depreciation and amortization ("EBITDA") used for each individual investee company. In determining the appropriate multiple, Clairvest considers i) public company multiples for companies in the same or similar businesses; ii) where information is known and believed to be reliable, multiples at which recent transactions in the industry occurred; and iii) multiples at which Clairvest invested directly or indirectly in the company, or for follow-on investments or financings. The resulting multiple is adjusted, if necessary, to take into account differences between the investee company and those the Company selected for comparisons and factors include public versus private company, company size, same versus similar business, as well as with respect to the sustainability of the company's earnings and current economic environment. As at September 30, 2019, eight investee companies were valued using the earnings multiple approach. If the Company had used an earnings multiple for each investee company that was higher or lower by 0.5 times, the potential effect would have been an increase of \$18.2 million or a decrease of \$18.2 million to the carrying value of corporate investments and net investment gain, on a pre-tax basis, for the quarter ended September 30, 2019. Earnings multiples used are based on public company valuations as well as private market multiples for comparable companies.

Clairvest may also use information about recent transactions carried out in the market for valuations of private equity investments. When fair value is determined based on recent transaction information, this value is the most representative indication of fair value of up to 12 months. The fair value of corporate bonds, debentures or loans is primarily determined using discounted cash flow technique. This technique uses observable and unobservable inputs such as discount rates that take into account the risk associated with the investment as well as future cash flows. For those investments valued based on recent transactions and discounted cash flows, Clairvest has determined that there are no reasonable alternative assumptions that would change the fair value materially as at September 30, 2019.

The Company's corporate investment portfolio was diversified across 18 investee companies in 9 industries and 5 countries as at September 30, 2019. The Company has considered current economic events and indicators in the valuation of its investee companies.

Interest rate risk

Fluctuations in interest rates affect the Company's income derived from its treasury funds. For financial instruments which yield a floating interest rate, the income received is directly impacted by the prevailing interest rate. The fair value of financial instruments which yield a fixed interest rate would change when there is a change in the prevailing market interest rate. The Company manages interest rate risk on its treasury funds by conducting activities in accordance with the fixed income securities policy that is approved by the Audit Committee. Management's application of these policies is regularly monitored by the Audit Committee.

As at September 30, 2019, \$369.3 million of its treasury funds were held in cash or fixed income securities which generated a floating yield. If interest rates were higher or lower by 1%, the potential effect would have been an increase or a decrease of \$0.9 million to distributions and interest income on a pre-tax basis for the quarter ended September 30, 2019.

Certain of the Company's corporate investments are also held in the form of debentures and loans. Significant fluctuations in market interest rates can have a significant impact on the carrying value of these investments.

Currency risk

The Company has implemented a hedging strategy because it has, directly and indirectly, several investments outside of Canada, currently in the United States, Chile, India, and the United Kingdom. The Company also advances loans to investee companies which may be denominated in foreign currency. To limit its exposure to changes in the value of foreign-denominated currencies relative to the Canadian dollar, Clairvest and its acquisition entities enter hedging positions against these foreign-denominated currencies. As at September 30, 2019, the Company had net foreign exchange exposure to the CLP totalling \$44.9 million and the INR totalling \$43.3 million. For the quarter ended September 30, 2019, the Company's acquisition entities had foreign exchange losses of \$2.3 million on the CLP and \$0.6 million on the INR, the amounts of which had been included as a decrease to net investment gain for the quarter.

A number of investee companies are subject to foreign exchange risk. A significant change in foreign exchange rates can have a significant impact on the profitability of these entities and in turn the Company's carrying value of these corporate investments. The Company manages this risk through oversight responsibilities with existing investee companies and by reviewing the financial condition of investee companies regularly.

Commodity price risk

Certain of Clairvest's investee companies are subject to price fluctuations in commodities. Clairvest understands the risk of investing in cyclical industries which are largely tied to commodity prices and takes such risk into account in making these investments. The Company manages this risk through oversight responsibilities with existing investee companies and by reviewing the financial condition of investee companies regularly.

Investing process risk

Competition risk

Clairvest and the CEP Funds compete for acquisition of investments with many other investors, some of which may have greater depth of investment experience in particular industries or segment or greater financial resources. There may be intense competition for investments in which Clairvest intends to invest, and such competition may result in less favorable investment terms than would otherwise be the case. There can, therefore, be no assurance that the investments ultimately acquired by Clairvest will meet all the investment objectives of Clairvest, or that Clairvest will be able to invest all of the capital it has committed to invest alongside the CEP Funds. The Company manages this risk through a disciplined approach to investing its capital and that of the CEP Funds, and has strict investment policies where investments above a certain threshold require the approval of the Board of Directors.

Uncompleted and unspecified investment risk

The due diligence of each specific investment opportunity that Clairvest looks at and the negotiation, drafting and execution of the relevant agreements require substantial management time and attention and may incur substantial third-party costs. In the event that Clairvest elects not to complete a specific investment, the costs incurred up to that point for the proposed transaction are often not recoverable by Clairvest and the CEP Funds. Furthermore, in the event that Clairvest reaches an agreement relating to a specific investment, it may fail to complete such an investment for any

number of reasons, including those beyond Clairvest's control. Any such occurrence could similarly result in a financial loss to Clairvest and the CEP Funds due to the inability to recoup any of the related costs incurred to complete a transaction. A shareholder must rely upon the ability of Clairvest's management in making investment decisions consistent with its investment objectives and policies. Shareholders will not have the opportunity to evaluate personally the relevant economic, financial and other information which is utilized by Clairvest in its selection of investments.

Minority investment risk

Clairvest and the CEP Funds may make minority equity investments in entities in which they do not legally control all aspects of the business or affairs of such entities. As at September 30, 2019, 13 of the 18 investments made by Clairvest and the CEP Funds were minority equity investments. In all investments, Clairvest monitors the performance of each investment, maintains an ongoing dialogue with each investee's management team and seeks board representation and negative controls as conditions of each investment.

Gaming investment risk

As at September 30, 2019, Clairvest's exposure to gaming investments represented 26.0% of its net book value. These investments are subject to the risks of any other investment but have heightened exposure to political and regulatory risk whereby a change in the political or regulatory regime governing the gaming industry in a particular jurisdiction where Clairvest's gaming assets are located, including those in Chile or India, could have an impact on the ultimate returns of that investment. In addition, many of these investments involve the construction of a gaming facility whereby not only is Clairvest underwriting the risk of completing the facility on budget, but it is also relying on forecasted gaming revenue, versus historical results, which is only a best estimate. While a project is in construction and for a specified period thereafter, the owners of a newly constructed gaming facility may have to guarantee some or all of the bank facility or agree to fund any operating shortfall. The Company manages this risk through oversight responsibilities with existing investee companies and by reviewing the financial condition of investee companies regularly. Historically, Clairvest has been able to manage all of these risks but past performance of Clairvest provides no assurance of future success.

Risks upon sale of investments

In connection with the disposition of an investee company, Clairvest and the CEP Funds may be required to make representations about the business and financial affairs of the business. Clairvest and the CEP Funds may also be required to indemnify the purchasers of such investee companies to the extent that any such representation turns out to be incorrect, inaccurate or misleading.

Investment structure and taxation risks

Clairvest structures its investments in a manner that is intended to achieve its investment objectives. There can be no assurance that the structure of any investment will be as tax efficient as designed or that any particular tax result will be achieved, due to unanticipated tax law changes or unforeseen circumstances during the planning phase of the tax structuring. Furthermore, Clairvest's returns in respect of its investments may be reduced by withholding or other taxes imposed by jurisdictions in which Clairvest's investee companies are organized.

Other risks

Credit risk

Credit risk is the risk of a financial loss occurring as a result of default of a counterparty on its obligations to the Company. For the quarter ended September 30, 2019, there were no material income effects on changes of credit risk on financial assets. The Company manages credit risk on corporate investments through thoughtful planning, strict investment criteria, significant due diligence of investment opportunities and oversight responsibilities with existing investee companies and by conducting activities in accordance with investment policies that are approved by the Board of Directors. Management's application of these policies is regularly monitored by the Board of Directors. Management and the Board of Directors review the financial condition of its investee companies regularly.

The Company is also subject to credit risk on its accounts receivable and loans receivable, a significant portion of which are with its investee companies and its CEP Funds. The Company manages this risk through its oversight responsibilities with existing investee companies by reviewing their financial conditions regularly, and through its fiduciary duty as

manager of the CEP Funds and by maintaining sufficient uncalled capital for the CEP Funds to settle obligations as they come due.

The Company manages counterparty credit risk on derivative instruments by only contracting with counterparties which are Schedule 1 Canadian chartered banks. As at September 30, 2019, the Company's acquisition entities held derivative instruments which had net mark-to-market loss of \$0.4 million. The Company believes the counterparty risk with respect to its and its acquisition entities' derivative instruments is minimal.

The Company manages credit risk on its treasury funds by conducting activities in accordance with the fixed income securities policy which is approved by the Audit Committee. The Company also manages credit risk by contracting with counterparties which are Schedule 1 Canadian chartered banks or through investment firms where Clairvest's funds are segregated and held in trust for Clairvest's benefit. Management's application of these policies is regularly monitored by the Audit Committee. Management and the Audit Committee review credit quality of cash equivalents and temporary investments regularly.

Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they come due. Financial obligations arising from off-statement of financial position arrangements have been previously discussed. Accounts payable, loans payable, and derivative instruments have maturities of less than one year. Management participation liability, share-based compensation liability, and amounts accrued under the Bonus Program are only due upon cash realization or completion of the respective vesting periods. Total unfunded commitments to co-invest alongside the CEP Funds, as described were \$418.0 million as at September 30, 2019. The timing of any amounts to be funded under these commitments is dependent upon the timing of investment acquisitions, which are made at the sole discretion of the Company.

The Company manages liquidity risk by maintaining a conservative liquidity position that exceeds all liabilities payable on demand. The Company invests treasury funds in liquid assets such that they are available to cover any potential funding commitments and guarantees. In addition, the Company maintains a \$100.0 million credit facility which was undrawn as at September 30, 2019.

As at September 30, 2019, Clairvest had treasury funds of \$369.3 million and access to \$100.0 million in credit to support its obligations and current and anticipated corporate investments. Clairvest also had access to \$48.7 million in treasury funds held by its acquisition entities and \$1.0 billion in uncalled committed third-party capital through the CEP Funds as at September 30, 2019 to invest along with Clairvest's capital.

Conflicts of interest risk

Clairvest's primary business is that of a private equity investor investing its own capital but it also manages third-party capital through the CEP Funds. In accordance with the various fund agreements for the CEP Funds, Clairvest is required to invest alongside the CEP Funds unless the relevant CEP Fund investor committee approves such an investment to be invested by Clairvest without the CEP Funds' participation. Accordingly, Clairvest shareholders may not realize the full benefit of Clairvest investment opportunities as such opportunities are required to be shared with the CEP Funds.

Risk of CEP Fund Limited Partners' failure to meet capital calls

The general partner of the CEP Funds is responsible to manage the affairs of the CEP Funds, which includes calling capital for investments made by the CEP Funds. If a limited partner of the CEP Funds fails to make the required capital contribution when due, Clairvest could be required to increase its investment under certain conditions. The general partner of the CEP Funds manages this risk through designing the terms of the CEP Funds appropriately and due diligence of potential limited partners of the CEP Funds prior to admitting them to the partnership.

Minority shareholder risks

As at September 30, 2019, Clairvest's Board of Directors and employees owned approximately 90% of Clairvest's common shares and Kenneth B. Rotman owned or controlled over 50% of the common shares of Clairvest. Accordingly, Mr. Rotman and other insider shareholders have the ability to exercise substantial influence with respect to Clairvest's

affairs and can usually dictate the outcome of shareholder votes and may have the ability to prevent certain fundamental transactions.

Accordingly, Clairvest shares may be less liquid and trade at a relative discount compared to circumstances where such large shareholders did not have the ability to significantly influence or determine matters affecting Clairvest.

DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

In accordance with National Instrument 52-109, "Certification of Disclosure in Issuers' Annual and Interim Filings", issued by the Canadian Securities Administrators ("CSA"), Management has evaluated the effectiveness of Clairvest's disclosure controls and procedures as at September 30, 2019 and concluded that the disclosure controls and procedures are effective in ensuring that information required to be disclosed by Clairvest in its corporate filings is recorded, processed, summarized and reported within the required time period for the quarter then ended.

National Instrument 52-109 also requires certification from the Chief Executive Officers and Chief Financial Officer to certify their responsibilities for establishing and maintaining internal controls with regards to the reliability of financial reporting and the preparation of financial statements in accordance with IFRS. Management has evaluated Clairvest's design effectiveness of internal controls over financial reporting for the quarter ended September 30, 2019. Management has concluded that the design effectiveness of internal controls over financial reporting are effective as at September 30, 2019 based on this evaluation. No changes were made to internal controls over financial reporting during the quarter ended September 30, 2019 that have materially affected, or are reasonably likely to materially affect, internal controls over financial reporting.

USE OF NON-IFRS MEASURES

This MD&A contains references to various non-IFRS financial measures, including "book value" and "book value per share". Book value is calculated as the value of total assets less the value of total liabilities. Book value per share is calculated as book value divided by the total number of common shares of the Company outstanding as at a specific date. The terms book value and book value per share do not have any standardized meaning according to IFRS. There is no comparable IFRS financial measure presented in the Company's condensed consolidated financial statements and thus no applicable quantitative reconciliation for such non-IFRS financial measure. The Company believes that the measure provides information useful to its shareholders in understanding our performance, and may assist in the evaluation of the Company's business relative to that of its peers.

FORWARD-LOOKING STATEMENTS

A number of the matters discussed in this MD&A deal with potential future circumstances and developments and may constitute "forward-looking" statements. These forward-looking statements can generally be identified as such because of the context of the statements and often include words such as the Company "believes", "anticipates", "expects", "plans", "estimates" or words of a similar nature.

The forward-looking statements are based on current expectations and are subject to known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The impact of any one risk factor on a particular forward-looking statement is not determinable with certainty as such factors are interdependent upon other factors, and management's course of action would depend upon its assessment of the future considering all information then available.

All subsequent forward-looking statements, whether written or oral, attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. The Company assumes no obligation to update forward-looking statements should circumstances or management's estimates or opinions change.