



## **PARKIT ENTERPRISE INC.**

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MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL POSITION FOR  
THE THREE MONTH PERIOD ENDED JANUARY 31, 2015



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This Management's Discussion and Analysis ("MD&A") is prepared as of March 30, 2015 and outlines the business strategy, risk profile, business outlook and analysis of financial performance and financial position of the Company for the period ended January 31, 2015. This MD&A should be read in conjunction with the unaudited condensed consolidated interim financial statements and accompanying notes for the period ended January 31, 2015, as well as the consolidated financial statements and accompanying notes and MD&A for the year ended October 31, 2014.

This MD&A is based on financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"). All dollar amounts are in millions of Canadian dollars ("CAD"), unless otherwise stated.

## SECTION 1

### FORWARD LOOKING STATEMENTS

Certain statements contained in this Management Discussion & Analysis ("MD&A") constitute forward-looking statements, which reflect, among other things, management's expectations regarding the Company and the Company's business. The use of any of the words "anticipate", "continue", "estimate", "expect", "may", "will", "project", "should", "believe" and similar expressions are intended to identify forward-looking statements. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or event to differ materially from those anticipated in such forward-looking statements. The Company believes that the expectations reflected in those forward-looking statements are reasonable but no assurance can be given that these expectations will prove to be correct and such forward-looking statements included in, or incorporated by reference into, this MD&A should not be unduly relied upon. These statements are current only as of the date of the MD&A. The Company disclaims any obligation to publicly update or revise such statements to reflect any change in expectations, events, conditions or circumstances on which any such statements may be based, or that may affect the likelihood that actual results will differ from those in the forward looking statements, except as required by National Instrument 51-102.

In particular, this MD&A contains forward-looking statements pertaining to the following:

- Establishment and expansion of business segments
- Capital and general expenditures;
- Projections of market prices and costs;
- Expectations regarding the ability to raise capital; and
- Treatment under governmental regulatory regimes.

Actual results could differ materially from those anticipated in this MD&A as a result of the risk factors set forth below and elsewhere in the MD&A;

- Liabilities inherent in our operations;
- Uncertainties associated with estimated market demand and sector activity levels;
- Competition for, among other things, capital, acquisitions and skilled personnel;
- Fluctuations in foreign exchange or interest rates and stock market volatility; and
- The other factors discussed under "Risk Factors".

These factors should not be construed as exhaustive.



## NON-IFRS MEASURES

Certain terms used in the MD&A such as “Earnings Before Interest, Tax, Depreciation and Amortization” (“EBITDA”), “Net Operating Income” (“NOI”), “Yield”, “Occupancy”, “Gross Book Value”, “Appraised Value”, “Capitalisation (Cap) Rates”, “Investor Rate of Return” and any related per Unit amounts used by management to measure, compare and explain the operating results and financial performance of the Company are not recognized terms under IFRS, and therefore should not be construed as alternatives to net income or cash flow from operating activities calculated in accordance with IFRS. Management believes that these terms are relevant measures in comparing the Company’s performance to industry data, and the Company’s ability to earn cash from, and invest cash in parking real estate. These terms are defined in this MD&A. Such terms do not have standardized meaning prescribed by IFRS and may not be comparable to similarly titled measures presented by other publically traded companies.

EBITDA is a non-IFRS measure commonly used as a measurement tool in Canadian businesses. For the purposes of this MD&A, EBITDA is calculated as earnings determined under IFRS less amounts included for interest, taxes, depreciation and amortization included in the IFRS financial statements.

NOI is a non-IFRS measure commonly used as a measurement tool in real estate businesses. For the purposes of this MD&A, NOI is calculated as earnings determined under IFRS less amounts included for corporate expenses, other expenses, interest, taxes, depreciation and amortization included in the IFRS financial statements.



## SECTION 2

### BUSINESS OVERVIEW

Parkit Enterprise Inc. is an alternative real estate investment firm focused on income-producing parking facilities in the United States. Parkit currently has equity interests in two joint venture entities. Parkit is partnered with Parking Real Estate, LLC (“PRE”), comprised of senior executives in Propark America, Inc. (“Propark”), an established manager with a 30 year history of managing and developing parking facilities.

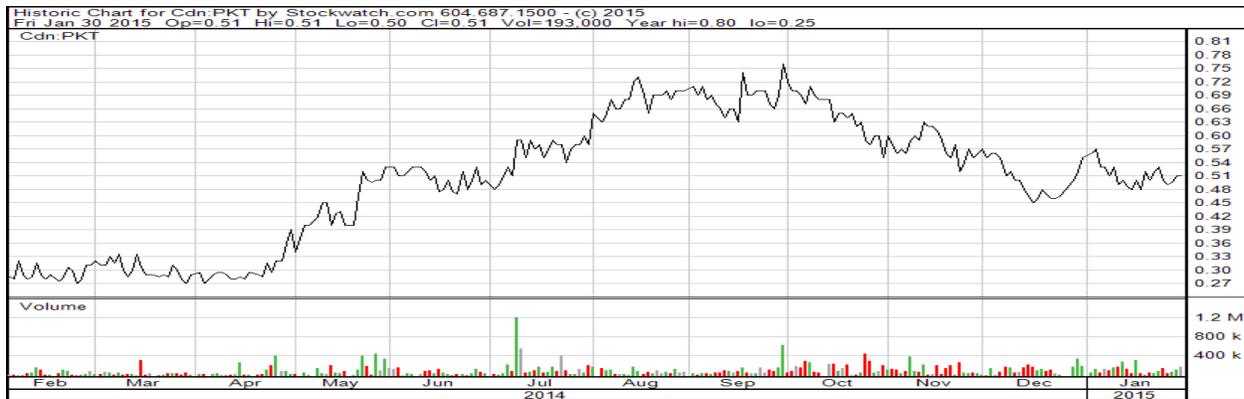
Following Parkit’s successful 2009 development of the Canopy Airport Parking facility, the Company made a second investment late last year in Espresso Airport Parking servicing the Oakland Airport in California. These investments provide the Company with recurring annual cash flows from operations and capital appreciation.

The Company’s investment strategy combines income-stability with value-add capital gain for shareholders. Diversified parking real estate (both geography and type) has good potential for attractive risk-adjusted returns. On a macro level, improving fundamentals of the US economy and a strengthening of the US dollar should provide positive long-term benefits for shareholders.

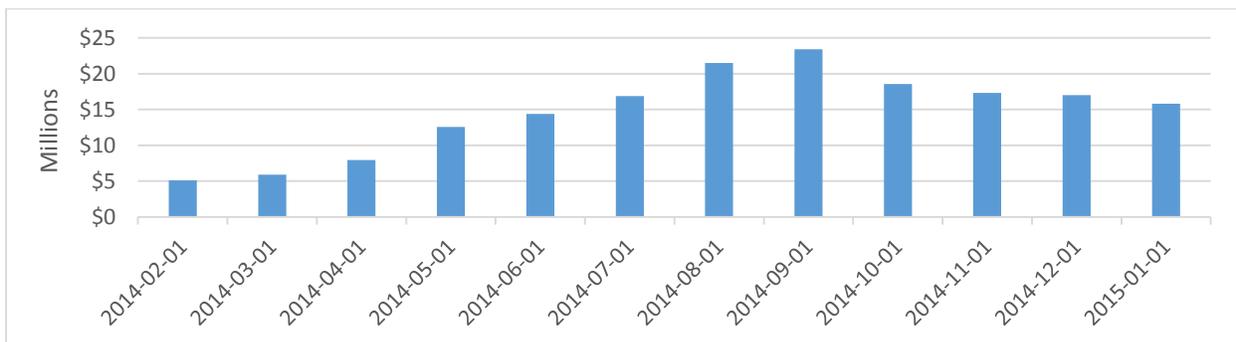
The Company’s shares trade on the TSX-Venture Exchange under the symbol PKT, and the OTCQX under the symbol PKTEF. Parkit has recently been recognized by the Exchange as a Top 50 company for 2015, ranking 3<sup>rd</sup> in Diversified Industries.

Additional information related to the Company is available on SEDAR at [www.sedar.com](http://www.sedar.com).

#### Trading History



#### Market Capitalization





## STRATEGIC DIRECTION

Parkit is seeking to finalize a joint venture agreement with an institutional equity partner to grow current investments through a combination of accretive acquisitions, yield optimization and capital appreciation. This joint venture would seek to acquire and aggregate (for scale economies) a portfolio of income producing parking facilities. Parkit will receive earnings in equity from net cash flows and capital gains from the disposition of this portfolio.

As the initial element of a larger aggregation strategy, the Company intends to vend its equity in Canopy and Espresso into an institutional joint venture that will acquire four additional assets, for a total asset value of approximately \$83 million.

Post-acquisition, management aims to improve cash flows from these assets through the optimization of the operations and financing at each of its portfolio properties. This approach has proved very successful. The completion of the re-financing of Canopy (in November 2013) significantly reduced financing costs and directly resulted in the Company receiving its first cash distributions from Canopy in 2014. Continuing optimization of Canopy along with the investment in Espresso have resulted in two consecutive profitable quarters for the Company.

At the corporate level, the Company now enjoys a significantly deleveraged balance sheet through the settlement of expensive short-term loans, and repayment of debt. This should enable the Company to utilize cash distributions from assets for re-investment into additional parking facilities that meet the Company's investing criteria.

The Company will also look to acquire assets outright or jointly where such purchases will be accretive to shareholder value. Parkit will incubate and optimize these assets for sale into the joint venture or elsewhere.

Visit the following websites for further information:

Parkit Enterprise Inc.  
Canopy Airport Parking  
Espresso Airport Parking  
Propark America Inc.

[www.parkitenterprise.com](http://www.parkitenterprise.com)  
[www.canopyairportparking.com](http://www.canopyairportparking.com)  
[www.expressoparking.com](http://www.expressoparking.com)  
[www.propark.com](http://www.propark.com)



## FINANCIAL AND OPERATIONAL HIGHLIGHTS

	January 31, 2015	January 31, 2014
<b>Summary of Company Financial Information</b>		
Revenue	\$ 2,803,095	\$ 2,032,546
Profit/(Loss) from Operations	383,594	(235,706)
Share of Profit from Joint Venture	260,682	-
Profit/(loss) Attributable to the Parent	272,400	(753,283)
Net Asset Value	1,725,719	(4,805,527)
<b>Portfolio Assets</b> (including those co-owned and not owned by Parkit)		
Number of Properties	2	1
Number of Stalls	6,100	4,200
Canopy Trailing Twelve Months Net Operating Income	\$ 4,106,665	\$ 2,469,317
Expresso Trailing Twelve Months Net Operating Income <sup>(1)</sup>	2,029,114	1,567,900
Gross Book Value <sup>(2)</sup>	\$ 38,322,151	\$ 18,633,680
Appraised Value <sup>(3)</sup>	64,831,250	40,174,080
Loan to Value <sup>(4)</sup>	47%	41%

(1) The joint venture acquired Expresso on September 26, 2014. NOI is calculated for the twelve months ended January 31, 2015, however the Company recognised only 127 days of operations in the Consolidated Financial Statements, from the initial date of investment.

(2) Defined as the Acquisition Cost of the portfolio's total assets (gross of minority interest).

(3) Defined as the latest valuation (gross of minority interest) of a property as appraised by an independent real estate appraiser in conformance with the Uniform Standards of Professional Appraisal Practice (US), or an independent third party buyer.

(4) Defined as the debt as a percentage of the Appraised Value.

## SUMMARY OF SIGNIFICANT EVENTS

### **Record Profit**

The Company recorded a record profit of \$272,400 in the quarter compared to a loss of \$753,283 for the same period. This is the second consecutive profitable quarter, following fourth quarter profits of \$133,000. Profitable operations arise from the continued improvement in results from in Canopy and Expresso, both of which achieved their best revenue and net operating income results for a first quarter period. These operations also had significant improvements to twelve month trailing revenues and net operating income. In addition, at a corporate level, the Company continues to apply rigorous control over expenses.

### **Record Twelve Month Revenues and Net Operating Income for Canopy**

Canopy achieved first quarter revenues of \$2.8 million. This is a 38% increase year on year, up from \$2.0 million in the first quarter of 2014. NOI of \$1.05 million. On a trailing twelve month basis, the first quarter saw the asset earning record revenues of \$10.6 million (2014 - \$8.1 million). This resulted in record twelve month trailing NOI of \$4.1 million (2014 - \$2.5 million).

*Continued on next page*



***Record Twelve Month Revenues and Net Operating Income for Espresso***

Similarly the Espresso asset acquired on September 26, 2014 continues to exceed expectations. The Company recognised its first full quarter of \$260,682 profit from the asset and received \$254,520 in cash flows. Espresso achieved record first quarter revenues of \$1.45 million (2014 - \$1.16 million) and NOI of \$472,830 (2014 - \$297,321). Trailing twelve month revenues were \$5.7 million (2014 - \$4.9 million). This resulted in record twelve month trailing NOI of \$2.0 million (2014 - \$1.6 million).

***Appointment of Joel Dumaresq to the Board of Directors*** - On January 29, 2015 the Company appointed Joel Dumaresq to its Board of Directors. Mr. Dumaresq career spans over 22 years in corporate finance and investment banking; service as Managing Director of Canadian private equity and merchant banking firm Matrix Partners Inc. for twelve years, prior to which he spent ten years with RBC Dominion Securities, a division of Royal Bank. Mr. Dumaresq is currently the Executive Chairman and CFO of TSX-V listed Taipan Resources, Inc. In conjunction with this appointment, Mr. Dumaresq was granted 200,000 incentive stock options exercisable at \$0.50 per share for a term of five years, in accordance with the Company's stock option plan.



## SECTION 3

### SUMMARY OF OPERATIONS

Detailed Statements of Operations are contained in the unaudited consolidated condensed financial statements and notes for the period ended January 31, 2015. A summary of the results of operations for the period ended January 31, 2015 and 2014 are as follows:

	January 31, 2015	January 31, 2014
Revenue	\$ 2,803,095	\$ 2,032,546
Property operating expenses	1,752,649	1,670,768
Net operating income	1,050,446	361,775
Mortgage interest	246,101	300,437
Depreciation	420,751	297,047
Other Expenses	237,402	559,444
Share of profit from joint venture	260,682	-
Profit/ (Loss) attributable to Parkit	272,400	(753,283)
Net profit/ (loss) per share – basic	0.01	(0.05)
Comprehensive profit/ (loss) attributable to Parkit	\$ 943,124	\$ (926,303)

Note: All revenues, operating expenses and share of profit from joint venture are in US dollars and translated to CDN dollars for the financial statements. Thus quarter on quarter comparisons are subject to variation in foreign exchange fluctuation.

Revenues are earned through Canopy (operated by Green Park Denver, LLC). Canopy is jointly owned by the Company and other investors and the Company consolidates 100% of revenues and expenses under International GAAP. During the period revenue increased to \$2.8 million (2013 – \$2.0 million), an increase of 37%. Revenues are earned in US Dollars, and results benefited from a 9% increase in the average quarterly exchange rate. In addition, Canopy has seen a continued increase in occupancy, with an average of 10% quarter-over-quarter overnight car count increases. The remaining increase is due to increased revenue per stall as rates are increased and stalls are occupied for longer period. In the quarter, the Company was entitled to 65% of profits from Canopy with the remainder recorded as “allocation of profit (loss) to non-controlling interest” on the Statement of Operations.

Property operating expenses during the period increased to \$1.75 million (2013 - \$1.67 million). When normalised for foreign exchange, Property operating expenses decreased 1% whilst revenues increased 28%. Included in property operating costs are automobile and vehicle costs which decreased due to the cost of fuel. General and administrative costs remained constant. Ground lease costs increased due to a contractual rate increase in 2014. Property management fees increased, however they remained constant at 5.2% of revenue. Repairs and maintenance costs decreased as in the first quarter of 2014, additional costs were incurred repairing two shuttle buses, significantly extending their useful economic lives. These costs were not incurred in the current quarter. The Company also incurred an additional 12% in salary cost. Of this, 9% related to foreign exchange, and 3% was due to increased staffing required as a result in increased parking. Property taxes remained constant.

Mortgage interest decreased to \$246,101 for the quarter (2013 - \$300,437) as a result of the favorable re-financing of the Canopy Airport Asset, decreasing mortgage costs 22%, which was offset by a 9% increase due to exchange rates. Under the terms of the new loan agreement interest is to be charged at a rate of LIBOR plus 5.25% with a floor of 5.5%. The maturity date of the loan is November 1, 2017 with an option to extend to November 1, 2018. The loan is secured by the Company’s ground lease covering the premises.

The Company recognised share of profit in joint venture of \$260,682 in the first quarter of 2015 (2013 – \$NIL). This is from the 50% interest in the joint venture operating the Espresso Parking Facility in Oakland, California. Parkit



receives preferred cash flow distributions over 100% of the cash flow until certain thresholds are met. In the period, this allowed Parkit to recognise 100% of the profit from this operation. The Company acquired its interest in this asset with the intent to roll it into a joint venture portfolio, once an institutional equity partnership has closed.

Other expenses incurred in the period ended January 31, 2015 are:

Corporate general and administrative expenses decreased by 42%. Included in this decrease was a reduction in professional fees. There were approximately \$30,000 of legal and other professional fees incurred in the first quarter of 2014, in relation to closing the refinancing of the Canopy asset. In the current quarter there were no significant professional fees. Rent, investor relations, and travel expenses all remained constant.

In the first quarter 2014, the Company made an allowance for input tax credits of \$172,000. This was not repeated in the first quarter of 2015. This expense was incurred because the Company was denied claims for input tax credits. This decision was appealed, however the Company was unsuccessful.

Management fees in the period were \$143,874, down from \$242,203 in the same period last year. Management fees increased quarter-on-quarter, however in the first quarter of 2014, a one-time fee was paid in relation to closing the re-financing of the Canopy asset. Excluding this, the fees increased by \$90,000 because in the first quarter 2014 cash flow restrictions meant management was remunerated on a part time basis. In 2014, management compensation was increased, and two independent directors were added to the board.

Short-term loan interest increased to \$151,603 (\$56,676). This is due to interest on a \$5.48 million loan secured on August 27, 2014 to acquire the Espresso Parking facility.

In the first quarter of 2015, the Company recorded a \$45,164 charge for share based payments (2013 – \$NIL). This was due to the issuing of options with the appointment of a new director. The option plan allows for 10% of outstanding share capital to be issued to management and directors as part of their remuneration packages.



## FINANCIAL POSITION

The following table presents consolidated information for the three most recently completed fiscal years:

	January 31, 2015	October 31, 2014	October 31, 2013
Current Assets	\$ 1,452,834	\$ 1,097,960	\$ 2,402,593
Other Assets	25,590,763	23,016,445	15,609,154
Total Assets	27,043,597	24,114,405	18,011,747
Current Liabilities	7,551,582	7,489,508	20,515,512
Long Term Liabilities	17,766,296	15,832,527	-
Total Liabilities	25,317,878	23,322,035	20,515,512
Equity (Deficiency)	\$ 1,725,719	792,370	\$ (2,503,765)

The Company's net asset position improved to \$1.73 million (October 31, 2014 – \$0.79 million) as a result of cash received from the Canopy and Espresso assets, \$154,764 of realised exchange gains on Long Term investments denominated in US dollars, and \$670,724 in foreign exchange gains recorded to other comprehensive income the investments in Canopy and Espresso, also denominated in US Dollars. The debt ratio continues to improve, calculated at 0.936 compared to 0.97 at October 31, 2014 and 1.14 at October 31, 2013. The Company's current ratio has also strengthened to 19.2% from 14.6 as at October 31, 2014. Management believes that future cash flows from operations are sufficient to service all the Company's current liabilities and debts, and will continue to improve leverage without additional financing.

In the fourth quarter of 2014, the Company entered into a joint venture to acquire and operate Espresso Parking in Oakland California. The Company took out a short term loan of \$5.48 million (US\$ 5 million) and acquired the interest at a cost of \$6.32 million (87% leveraged). At the end of the current period the book value of that interest is \$7.13 million, due to the strengthening of the US Dollar.

The assets and liabilities of the Canopy facility are incorporated in the Company's statement of financial position on a line by line basis. The assets and liabilities of Espresso are recorded net, on one line "Investment in Joint Venture". Additional management discussion and analysis of these assets can be found in the Investments section below.

The following page contains a summary of the assets and liabilities of the Company segregated by corporate head office and Canopy operations.



<b>ASSETS AND LIABILITIES AS AT JANUARY 31, 2015</b>	<b>Consolidated</b>	<b>Corporate</b>	<b>Canopy</b>
<b>ASSETS</b>			
<b>Current</b>			
Cash	\$ 648,248	\$ 346,425	\$301,823
Restricted cash	661,086	-	661,086
Prepaid expenses and deposits	143,500	91,326	52,174
<b>Long Term Investment</b>	1,220,832	1,220,832	-
<b>Equipment</b>	27,679	27,679	-
<b>Investment Property</b>	17,211,458	-	17,211,458
<b>Investment in Joint Venture</b>	7,130,794	7,130,794	-
	<u>\$ 27,043,597</u>	<u>\$ 8,817,056</u>	<u>\$ 18,226,541</u>
<b>LIABILITIES</b>			
<b>Current</b>			
Accounts payable and accrued liabilities	\$ 1,569,257	\$ 780,970	\$ 788,287
Short-term loans payable	5,300,505	5,300,505	-
Current portion of loans payable	<u>681,820</u>	<u>-</u>	<u>681,820</u>
	7,551,582	6,081,475	1,470,107
<b>Loans payable</b>	<u>17,766,296</u>	<u>-</u>	<u>17,766,296</u>
	<u>\$ 25,317,878</u>	<u>\$ 6,081,475</u>	<u>\$ 19,236,403</u>

<b>ASSETS AND LIABILITIES AS AT OCTOBER 31, 2014</b>	<b>Consolidated</b>	<b>Corporate</b>	<b>Canopy</b>
<b>ASSETS</b>			
<b>Current</b>			
Cash	\$ 563,515	363,096	\$ 200,419
Restricted cash	464,879	-	464,879
Prepaid expenses and deposits	69,566	23,318	46,248
<b>Long Term Investment</b>	1,082,400	1,082,400	-
<b>Equipment</b>	29,554	29,554	-
<b>Investment Property</b>	15,581,319	-	15,581,319
<b>Investments in Joint Venture</b>	<u>6,323,172</u>	<u>6,323,172</u>	<u>-</u>
	<u>\$ 24,114,405</u>	<u>\$ 7,821,540</u>	<u>\$ 16,292,865</u>
<b>LIABILITIES</b>			
<b>Current</b>			
Accounts payable and accrued liabilities	\$ 1,681,432	1,173,630	\$ 507,802
Short-term loans payable	5,242,007	5,242,007	-
Current portion of loans payable	<u>566,069</u>	<u>-</u>	<u>566,069</u>
	7,489,508	6,417,637	1,073,871
<b>Loans payable</b>	<u>15,832,527</u>	<u>-</u>	<u>15,832,527</u>
	<u>\$ 23,322,035</u>	<u>\$ 6,350,637</u>	<u>\$ 16,906,398</u>



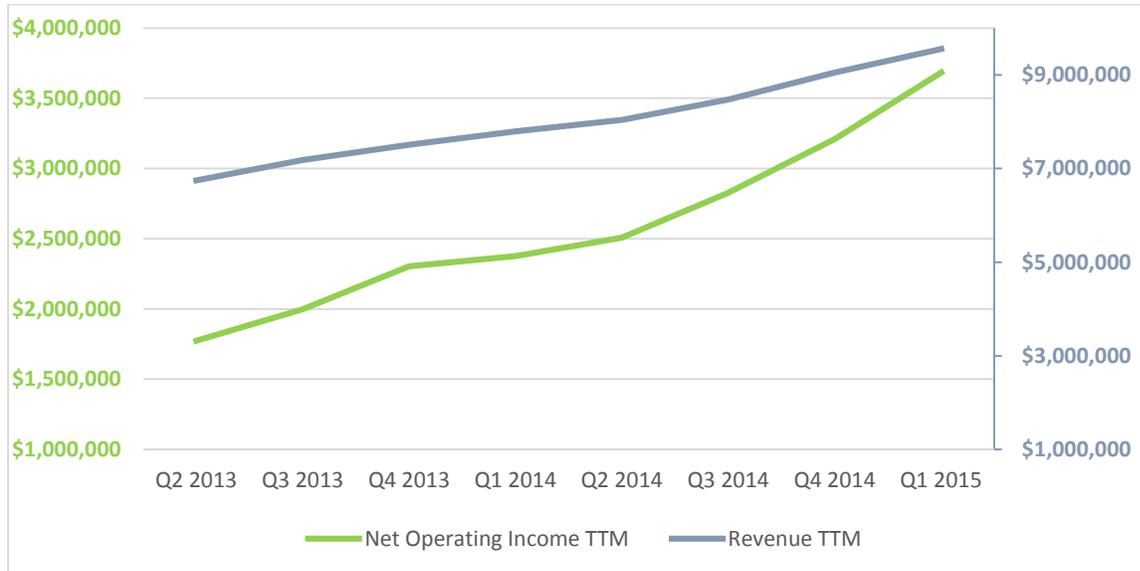
## INVESTMENTS

**\*All investments are in the United States. All results in the Investment section discussion are in US Dollars\***

### Income Producing Property - Green Park Denver, LLC (Canopy)

Green Park Denver, LLC is the operating company of Canopy Airport Parking, a 4,200 stall, LEED Gold certified parking facility at Denver International Airport. This is located in Denver Colorado.

The chart below shows the trailing twelve month (“TTM”) Net Operating Income and Revenue for Canopy in USD:



As at January 31, 2015 trailing twelve month revenues increased 6% to \$9.55 million (as at October 31, 2014 – \$9.05 million), and increased of 22% compared to the same period last year. Revenue TTM has increased by 43% over two years. Revenue increases are attributed to both occupancy and average income per stall increases. Occupancy (calculated as the average overnight car count) increased to 58% from 53% in the previous year, a 10.5% increase. Blended rates (the weighted average rates for open air, covered and valet parking) have steadily increased through the year, as a result of increasing rates and increasing hour that stalls are occupied. This demonstrates strong continuing growth for Canopy, and Management expects this trend to continue through 2015.

Net Operating Income TTM has increased 15% over last quarter, 55% over last year, and 98% the last two years. Since Canopy was opened in 2011, revenues have steadily increased, and the asset has increased profitability each year. There are relatively low marginal costs associated with additional revenue, as a result, management this trend is expected to continue over the next two to four years as operations stabilize, and occupancy maximises.

Parkit is entitled to preferred distributions of the Net Operating Income less the mortgage interest payments. These cash distributions are set out in the Operating Agreement of Green Park Denver, LLC and summarised on the next page:



<b>Equity Cash Flow Distribution</b>	<b>Class A</b>	<b>Class B</b>	<b>Class A return %</b>	<b>Cumulative Class A return \$US</b>	<b>Cumulative Class B return \$US</b>
First \$US 11.08M	100%	0%	100%	11.08M	-
Next \$US 6.92M (up to US\$18.00M)	80%	20%	150%	16.62M	1.38M
Next \$US 9.23M (up to US\$27.24M)	60%	40%	200%	22.16M	5.08M
Excess	50%	50%			

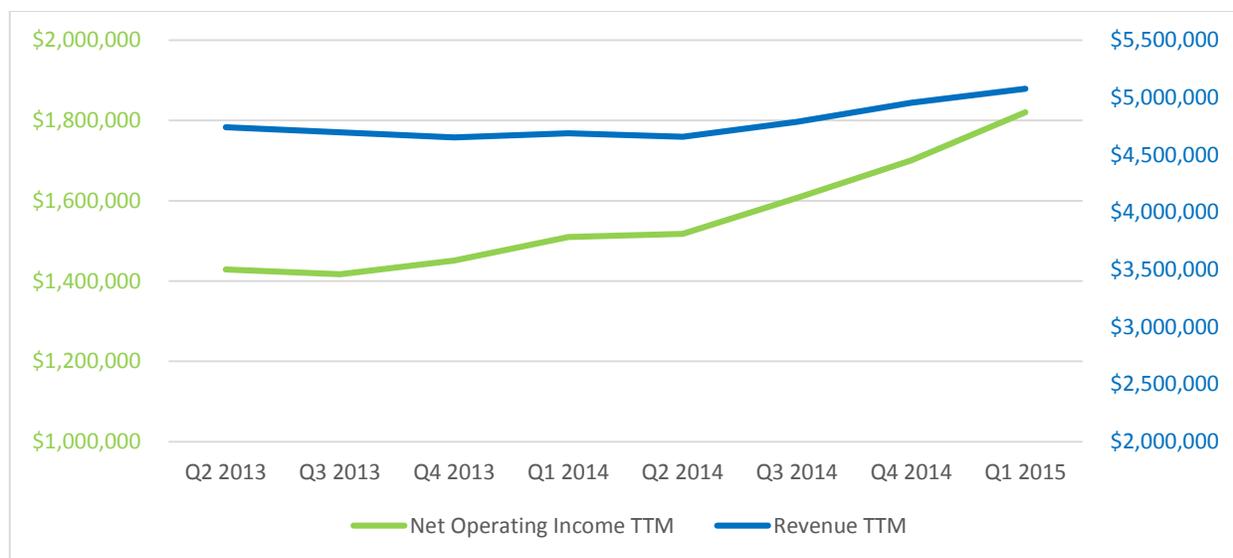
Parkit holds 81.6% of the Class A units in Green Park Denver, LLC. In total US\$11.5 million (US\$9.24 million to Parkit) has been distributed to the Class A unit holders during the year ended January 31, 2015.

In 2013, the Company engaged an independent third party appraiser to appraise Green Park Denver. This appraisal was performed in conformance with the Uniform Standards of Professional Appraisal Practice (US), and valued the business at \$US38.4 million.

#### Joint Venture - 880 Doolittle Drive, LLC (Expresso)

On September 26, 2014, the Company, jointly with PRE completed the acquisition of the Expresso off-airport parking facility at Oakland International Airport, California. Expresso is a 14 acre, 1900 stall property with valet, covered and open air parking. This purchase was achieved at a capitalization of 8.9% on a trailing twelve-month Net Operating Income of \$1.65 million. The acquisition was funded by a \$13.2 million first mortgage with Capital-Source, a division of Pacific Western Bank, and a \$5.5 million investment from Parkit. This was funded by the Company through a US\$5.0 million debt financing and the balance in cash.

The chart below shows the trailing twelve month (“TTM”) Net Operating Income and Revenue for Expresso in USD:



This asset was acquired by the joint venture on September 26, 2014. In the first quarter of 2015, the asset contributed \$223,606 profit to Parkit.

Trailing twelve month revenue have increased by 8% when compared the same period last year, and over the same time, the Net Operating Income has increased by 21%. Management expects to accelerate the growth of both Revenue and NOI from this asset.



Parkit is entitled to preferred distributions based on the return on Capital Contributions. This is defined in the Operating Agreement of 880 Doolittle Drive, LLC and summarised below:-

<b>Investor Rate of Return</b>	<b>Parkit</b>	<b>Other</b>
< 16%	100%	0%
16 – 23%	75%	25%
23 – 28%	70%	30%
28 – 33%	60%	40%
33% +	50%	50%

## SECTION 4

### LIQUIDITY AND CAPITAL RESOURCES

At January 31, 2015, the Company had a working capital deficiency of \$6,098,748 (October 31, 2014 – \$6,391,548), and current liabilities of \$7,551,582 (October 31, 2014 – \$7,489,508). The working capital deficiency includes cash of \$648,248 (October 31, 2014 – \$563,515) and restricted cash of \$661,086 (October 31, 2014 – \$464,879). Of the working capital deficiency \$455,024 (October 31, 2014 – \$263,000) are obligations of Canopy and secured by those cash flows. The Company expects to fund these liabilities through existing cash resources, revenue generated from operations, and the disposition of assets. The Company does not anticipate any additional debt or equity financings to fund current operations.

Management believes that based on its current cash flow projections, that the Company will be able to meet its liquidity requirements for the foreseeable future.

### CONTRACUAL OBLIGATIONS AND COMMITMENTS

The Company has a ground lease agreement relating to the premises of the Canopy parking facility. With the November 1, 2013 refinancing of Canopy, management has exercised its option to extend the lease to 2035. The annual lease expense from 2014 to 2030 will be the greater of 5% of Net Sales or US\$500,000 per annum. From 2030 to 2035, during the first option period, the lease expense will be the greater of 7% of net sales or US\$625,000. There are three remaining options of five years each, however at the exercise of each option, the landlord has the right to terminate under certain conditions.

There are no other expenditures not yet committed but required to maintain the Company’s capacity, or to meet the Company’s plans for growth and development activities.

In the year ended October 2014, the US\$16.5 million refinancing was used to settle two existing debt facilities with balances of US\$6.6million and US\$8.5 million, and thus is now naturally hedged by US dollar income from Canopy.

There are no other sources of financing that the Company has arranged but not yet utilized.

### OFF BALANCE SHEET ARRANGEMENTS

The Company has no off-balance sheet arrangements.

### PROPOSED TRANSACTIONS

Unless otherwise mentioned in the Management’s Discussion & Analysis there were no additional proposed transactions.



## OUTSTANDING SHARE DATA

As at the date of this report, the Company has 31,028,923 issued and outstanding common shares, 2,895,000 common share stock options outstanding, and 8,075,967 common share purchase warrants outstanding.

## SECTION 5

### SELECTED QUARTERLY INFORMATION

The following table sets forth the selected financial information of the Company on a consolidated basis for each of the eight most recent financial quarters (in thousands '000's):-

Financial	January 31, 2015	October 31, 2014	July 31, 2014	April 30, 2014
Income	\$ 2,803	2,826	2,719	\$ 2,244
Total operating and other expenses	2,647	2,843	3,515	2,434
Share of profit from joint venture	260	150	-	-
Comprehensive profit/(loss) attributable to parent	943	326	(834)	(339)
Net profit/ (loss) for the period	272	133	(796)	(190)
Per Share – basic	\$ 0.01	0.00	(0.03)	\$ (0.01)

Financial	January 31, 2014	October 31, 2013	July 31, 2013	April 30, 2013
Income	\$ 2,032	\$ 2,067	2,167	\$ 1,814
Total operating and other expenses	2,828	3,392	2,935	2,235
Comprehensive loss attributable to the parent	926	931	629	403
Net loss for the period	753	1,326	769	420
Per Share – basic and diluted	\$ (0.05)	\$ (0.12)	(0.06)	\$ (0.04)



## SECTION 6

### RELATED PARTY TRANSACTIONS

#### Remuneration of directors and senior management

Senior management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company, directly and indirectly. Remuneration below includes all amounts paid to Rick Baxter (CEO), Patrick Bonney (VP, Corporate Development), Simon Buckett (CFO), Joel Dumaresq (Director), Pesach Goldman (Director) and Robert Emri (Director). Senior management personnel include the Company's executive officers and members of the Board of Directors.

	January 31, 2015	January 31, 2014
Total for all senior management and directors:		
Short-term benefits	143,874	\$233,000
Share-based payments	45,164	-
<b>Total</b>	<b>\$189,038</b>	<b>\$233,000</b>

#### *Short-term benefits*

In addition to fees paid to the non-executive chairman and non-executive directors, these amounts comprise, for executive directors and senior managers, management fees and benefits earned during the year, plus cash bonuses awarded for the year.

#### *Share based payments*

This is the cost to the Company of senior management's participation in share-based payment plans, as measured by the fair value of options accounted for in accordance with IFRS 2 'Share-based Payments'.

The following balances were owing to directors and senior management:-

	January 31, 2015	October 31, 2014
Short Term benefits	\$ -	\$ -
Expenses	11,055	28,301
<b>Total</b>	<b>11,055</b>	<b>28,301</b>



## SECTION 7

### SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

A summary of significant accounting policies is described in Notes 2 and 3 of the Company's Consolidated Financial Statements for the year ended October 31, 2014. There are no material changes to the Company's significant accounting policies as of January 31, 2015.

The preparation of these consolidated financial statements in conformity with IFRS requires management to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported expenses during the period. Actual results could differ from these estimates.

Significant assumptions about the future and other sources of estimation and judgement uncertainty that management has made at the end of the reporting period may result in a material adjustment to the carrying amounts of assets and liabilities in the event that actual results differ from assumptions made.

The following highlights some of the key estimates, judgements and policies applied by the Company:-

#### *Estimates:*

- a) Depreciation - The depreciation of the parking facility requires management to estimate the useful lives of the assets as a cash and cost generating unit. The Company considers both internal and external information in determining the useful lives and depreciation methods, which are reviewed at each reporting date and adjusted as required.
- b) Impairment - Possible impairment of the parking facility requires management's judgements and estimates. Impairment consideration requires management to evaluate, at least annually, for indicators that the carrying value is impaired and may not be recoverable. Management considers both external and internal sources of information in assessing whether there are any indicators that the parking facility may be impaired. External sources of information the Company considers include changes in the market, economic and legal environment in which the Company operates that are not within its control and affect the recoverable amount of the parking facility. Internal sources of information the Company considers include the actual and expected economic performance of the assets.
- c) Taxes – The determination of income tax is inherently complex and requires making certain estimates and assumptions about future events. While income tax filings are subject to audits and reassessments, the Company has adequately provided for all income tax obligations. However, changes in facts and circumstances as a result of income tax audits, reassessments, jurisprudence and any new legislation may result in an increase or decrease in our provision for income taxes.
- d) Share-based payments - These are subject to estimation of the value of the award at the date of grant using pricing models such as the Black-Scholes option valuation model. The option valuation model requires the input of highly subjective assumptions including the expected stock price volatility. Because the Company's stock options have characteristics significantly different from those of traded options and because the subjective input assumptions can materially affect the calculated fair value, such value is subject to measurement uncertainty. Expected volatility is derived from a time series of post market prices therefore may not be an accurate representation of future volatility.

#### *Significant judgments:*

- a) Business combinations – The Company acquires subsidiaries that own real estate. At the time of acquisition, the Company considers whether each acquisition represents the acquisition of a business or the acquisition of an asset. The Company accounts for an acquisition as a business combination where an integrated set of activities is acquired in addition to the property. More specifically, consideration is made of the extent to which significant processes are acquired and, in particular, the extent of the services provided by the subsidiary (e.g., maintenance, cleaning, security, bookkeeping etc.).
- b) Consolidation and joint arrangements –The Company holds 81.6% of the Class A member units in Green Park Denver. The Company also has the right to appoint 50% of the board of Green Park Denver LLC.



In the year ended October 31, 2013 the asset was financed with a loan through the Company, resulting in rights and obligations to the assets and liabilities of the investee. In the year ended Oct 31, 2014 the loan was refinanced at the investee level, and the Company no longer has these rights and obligation to assets and liabilities, however in the year 100% of the Company’s revenues were generated by the asset and this was the only asset the Company held an interest in. Management was able to exert control over the asset as 81.6% of the investee’s returns were distributed to the Company. The Company has determined it has power over the investee; has exposure, or rights, to variable returns from its involvement with the investee; and has the ability to use its power over the investee to affect the amount of the investor’s returns, and has therefore determined that it has control and consolidates its investment.

The Company is part owner 880 Doolittle Dr LLC in which it has a 50% ownership interest. This investment is a joint arrangement and is separately incorporated. It is deemed that the joint arrangement is separate from the Company, having no interest in the assets and obligations of the joint arrangement. The Company has (after considering the structure and form of the arrangement, the terms agreed by the parties in the contractual arrangement and the Company’s rights and obligations arising from the arrangement) classified its interests as joint ventures under IFRS 11. As a consequence, it will account for its investment using the equity method.

*Significant Policies:*

**Basis of consolidation** - The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at October 31, 2014. Control is achieved when the Company is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically the Company’s controls an investee if, and only if, it has:-

- Power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee
- The ability to use its power over the investee to affect its returns

The Company reassesses whether or not it controls an investee if the facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Company obtains control over the subsidiary and ceases when the Company losses control of the subsidiary.

Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of operations from the date the Company gains control until the date when the Company ceases to control the subsidiary.

The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. All intra-group balances, transactions and unrealised gains and losses resulting from intra-group transactions are eliminated in full.

Non-controlling interests represent the portion of profit or loss and new assets not held by the Company and are presented separately in the statement of operations and within equity (deficiency) in the consolidated statement of financial position.

The consolidated financial statements incorporate the financial statements of the Company and the following subsidiaries:

Name of Subsidiary	Place of Incorporation	Percentage Ownership	Principal Activity	Functional Currency
Greenswitch Capital Ltd.	Canada	100%	Holding	CAD
Greenswitch America Inc.	USA	100%	Holding	CAD
Green Park Denver LLC	USA	40.6%	Operator of Canopy	US



Through its wholly owned subsidiary Greenswitch America Inc., the Company holds 40.6% of the member units of Green Park Denver LLC (“GP LLC”). The Company has determined it has power over the investee; has exposure, or rights, to variable returns from its involvement with the investee; and has the ability to use its power over the investee to affect the amount of the investor’s returns, and has therefore determined that it has control and consolidates its investment.

Green Park Denver LLC Membership Structure:

		Number of units	Percentage ownership
<b>Class A</b>	Greenswitch America Inc. (Parkit)	812,004	40.6%
<b>Class A</b>	Rocky Mountain Parking LLC*	100,000	5%
<b>Class A</b>	Other**	87,996	4.4%
<b>Class B</b>	Rocky Mountain Parking LLC*	1,000,000	50%
<b>Total</b>		2,000,000	100%

\* Rocky Mountain Parking LLC is an affiliate of Propark America West LLC.

\*\* Non-related outside investors

Distributions:

Class A units are entitled to 100% of the distributions until 100% of the original contributed capital is returned. Thereafter, Class A units are entitled to 80% of distributions until 150% of capital is returned; thereafter, 60% of distributions until 200% of capital is returned; and thereafter 50% of all remaining distributions. Entitlement to distributions is summarized in the following table:

Equity Cash Flow Distribution	Class A	Class B	Class A return %	Cumulative Class A return \$US	Cumulative Class B return \$US
First \$US 11.08M	100%	0%	100%	11.08M	-
Next \$US 6.92M (up to US\$18.00M)	80%	20%	150%	16.62M	1.38M
Next \$US 9.23M (up to US\$27.24M)	60%	40%	200%	22.16M	5.08M
Excess	50%	50%			

In total \$12.03 million (US\$11.45 million) was distributed to the Class A unit holders as of the period ended January 31, 2015 therefore the first stage of the waterfall was in effect.

**Investment in joint ventures** - A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agree sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control for strategic financial and operating decisions.

The considerations made in determining joint control are similar to those necessary to determine control over subsidiaries.

The Company’s investment in joint ventures are accounted for using the equity method.

Under the equity method, the investment in a joint venture is initially recognised at cost. The carrying amounts of the investment is adjusted to recognise changes in the Company's share of new assets of the joint venture since the acquisition date. Goodwill relating to the joint venture is included in the carrying amount of the investment and is neither amortised nor individually tested for impairment.

The income statement reflects the Company's share of the results of operations of the joint ventures. Any change in Other Comprehensive Income of those investees is presented as part of the Company's Other Comprehensive Income. In addition, when there has been a change recognised directly in the equity of the joint ventures, the Company recognises its share of any changes, when applicable, in the statement of changes in equity. Unrealised gains and losses resulting from transactions between the Company and the joint venture are eliminated to the extent of the interest in the joint venture.

Financial Statements of the joint ventures are prepared for the same reporting period as the Company. When necessary, adjustments are made to bring the accounting policies in line with those of the Company.

After application of the equity method, the Company determines whether it is necessary to recognise an impairment loss on its investment in joint ventures. At each reporting date, the Company determines whether there is objective evidence that the investment in the joint venture is impaired. If there is such evidence, the Company calculates the amount of impairment as the difference between the recoverable amount of the joint venture and its carrying value, then recognises the loss in the income statement.

**Foreign exchange and functional currency** - The consolidated financial statements are presented in Canadian dollars which is also the Company's functional currency. Each entity in the Company determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

#### 1) Transactions and balances in foreign currencies

Transactions in foreign currencies are initially recorded by the Company's entities at their respective functional currency spot rates at the date the transactions first qualifies for recognition. Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognised in profit or loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions.

#### 2) Group Companies

On consolidation, the assets and liabilities of foreign operations are translated into Canadian Dollars at the rate of exchange prevailing at the reporting date and their statements of profit or loss are translated at exchange rates that approximate the rates prevailing at the dates of the transactions. These rates are based on the average monthly rates during which the transactions occur, unless there is significant volatility of exchange rates, when the Company uses rates on a more frequent basis. The exchange differences arising on translation for consolidation are recognised in other comprehensive income. On disposal of a foreign operation, the component of other comprehensive income relating to that particular foreign operation is recognised in profit or loss.

**Profit/ Loss per share** - The Company presents basic and diluted loss per share data for its common shares, calculated by dividing the loss attributable to common shareholders of the Company by the weighted average number of common shares outstanding during the period. Diluted loss per share does not adjust the loss attributable to common shareholders or the weighted average number of common shares outstanding when the effect is anti-dilutive.



## SECTION 8

### RISKS AND UNCERTAINTIES

#### Liquidity Concerns and Future Financing Requirements

We may require additional financing in order to fund our businesses or business expansion. Our ability to arrange such financing in the future will depend in part upon prevailing capital market conditions, as well as our business success. There can be no assurance that we will be successful in our efforts to arrange additional financing on terms satisfactory to us. If additional financing is raised by the issuance of shares from treasury, control of the Company may change and shareholders may suffer additional dilution. If adequate funds are not available, or are not available on acceptable terms, we may not be able to operate our businesses at their maximum potential, to expand, to take advantage of other opportunities, or otherwise remain in business.

#### General Economic Factors

The willingness of airline passengers to spend money on parking instead of using sources of public transit may be dependent upon general economic conditions. Additionally, if general economic forces lag there is a possibility that air transport demand will decrease thereby directly affecting demand for airport related parking facilities.

#### Competition

The parking facilities directly competes with existing parking facilities surrounding the Denver International Airport and Oakland International Airport. Canopy competes by offering the first and only indoor parking facility at the Denver International Airport.

#### Future Acquisitions

As part of our business strategy, we may seek to grow by acquiring companies, assets or establishing business relations that we believe will complement our current or future business. We may not effectively select acquisition candidates or negotiate or finance acquisitions or integrate the acquired businesses and their personnel or acquire assets for our business. We cannot guarantee that we can complete any acquisition we pursue on favourable terms, or that any acquisitions completed will ultimately benefit our business.

#### Industry Regulation

There can be no assurances that we may not be negatively affected by changes in United States, Canadian federal, provincial or other legislation, or by any decisions or orders of any governmental or administrative body or applicable regulatory authority.

Our operations are governed by a broad range of federal, state, provincial and local environmental, health and safety laws and regulations, permits, approvals, common law and other requirements that impose obligations relation to, among other things: worker health and safety. As such there are potential liability risks (including potential civil actions, compliance or remediation orders, fines and other penalties) with respect to certain aspects of our businesses.

#### Conflicts of Interest

Certain of our directors and officers are, and may continue to be, involved in consulting activities outside of their roles with the Company. Situations may arise where the other interests of these directors and officers may conflict with our interests. Directors and officers of the Company with conflicts of interest will be subject to and follow the procedures set out in applicable corporate and securities legislation, regulation, rules and policies.



## Dependence on, and Protection of, Key Personnel

We depend on the continued support and involvement of our directors and officers to develop our business and operations, and the services of our key technical, sales, marketing and management personnel. The loss of any of these key persons could have a material adverse effect on our business, our results of operations, our ability to implement our business plans, and our financial condition. Our success is also highly dependent on our continuing ability to identify, hire, train, motivate and retain highly qualified technical, sales, marketing and management personnel. Competition for such personnel can be intense, and we cannot provide assurance that we will be able to attract or retain highly qualified personnel in the future. Our inability to attract and retain highly qualified technical, sales, marketing and management personnel may adversely affect our future growth and profitability. It may be necessary for us to increase the level of compensation paid to existing or new employees to a degree that our operating expenses could be materially increased. We do not currently maintain corporate life insurance policies on key employees.

## Currency Fluctuations

Our revenue is earned in U.S. dollars, and our operating expenses are incurred in Canadian and U.S. dollars. Fluctuations in the exchange rate between the U.S. and Canadian dollar may have a material adverse effect on our business, financial condition and operating results.

## SECTION 9

### CONTROLS AND PROCEDURES

For the purposes of National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings, the Company is a Venture Issuer and has made no representations relating to the design and evaluations of the disclosure controls and procedures ("DC&P") and internal controls over financial reporting ("ICFR") and it has not completed such an evaluation. Inherent limitations on the ability of the certifying officers to design and implement on a cost effective basis DC&P and ICFR may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.

## SECTION 10

### SUBSEQUENT EVENTS

There were no subsequent events as of the date of this Management Discussion and Analysis