



# **DISTINCT INFRASTRUCTURE GROUP INC.**

**Condensed Consolidated Interim Financial Statements**  
**For the three and six months ended June 30, 2017 and June 30, 2016**

(Unaudited, expressed in Canadian Dollars)

## Notice of No Auditor Review of Condensed Consolidated Interim Financial Statements

Under National Instrument 51-102, Part 4, subsection 4.3(3)(a), if an auditor has not performed a review of the condensed consolidated interim financial statements, they must be accompanied by a notice indicating that the condensed consolidated interim financial statements have not been reviewed by an auditor.

The management of Distinct Infrastructure Group Inc. is responsible for the preparation of the accompanying unaudited condensed consolidated interim financial statements. The unaudited condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards and are considered by management to present fairly the consolidated financial position, operating results and cash flows of the Company.

The Company's independent auditor has not performed a review of these condensed consolidated interim financial statements in accordance with standards established by the Canadian Institute of Chartered Accountants for a review of interim financial statements by an entity's auditor. These unaudited condensed consolidated interim financial statements include all adjustments, consisting of normal and recurring items, that management considers necessary for a fair presentation of the interim consolidated financial position, results of operations and cash flows.

*"Joe Lanni"*

.....  
Joe Lanni  
Chief Executive Officer  
Toronto, Ontario  
August 25, 2017

*"Alex Agius"*

.....  
Alex Agius  
Chief Executive Officer  
Toronto, Ontario  
August 25, 2017

*"Manny Bettencourt"*

.....  
Manny Bettencourt  
Chief Financial Officer  
Toronto, Ontario  
August 25, 2017

**Distinct Infrastructure Group Inc.**

**Table of Contents**

**Page**

Unaudited Condensed Consolidated Interim Financial Statements:

Unaudited Condensed Consolidated Interim Statements of Financial Position	4
Unaudited Condensed Consolidated Interim Statements of Comprehensive Income (Loss)	5
Unaudited Condensed Consolidated Interim Statements of Cash Flows	6
Unaudited Condensed Consolidated Interim Statement of Changes in Equity	7
Notes to the Unaudited Condensed Consolidated Interim Financial Statements	8

**Distinct Infrastructure Group Inc.**

Unaudited Condensed Consolidated Interim Statements of Financial Position

As at June 30, 2017 and December 31, 2016

	Notes	June 30, 2017 \$	December 31, 2016 \$ (Audited)
<b>ASSETS</b>			
<b>Current assets</b>			
Cash		2,960,870	9,448,829
Accounts receivable		27,323,645	23,684,358
Inventory		246,377	246,369
Prepaid expenses and deposits		751,092	560,430
Work in progress		28,957,308	20,864,883
Due from shareholders	13	95,631	149,631
Due from related party	13	250,000	250,000
<b>Total current assets</b>		<b>60,584,923</b>	<b>55,204,500</b>
<b>Non-current Assets</b>			
Deposit		105,000	105,000
Property and equipment	4	12,019,785	13,158,544
Goodwill	5	5,109,214	5,109,214
Due from related party	13	1,188,316	1,215,970
<b>Total non-current assets</b>		<b>18,422,315</b>	<b>19,588,728</b>
<b>TOTAL ASSETS</b>		<b>79,007,238</b>	<b>74,793,228</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>Current liabilities</b>			
Credit facilities	6	-	9,999,975
Accounts payable and accrued liabilities		9,201,622	6,503,980
Current portion of debentures and other debt	7	575,543	534,411
Income taxes payable		943,565	1,270,048
Current portion of finance lease obligations	10	2,705,887	3,106,304
<b>Total current liabilities</b>		<b>13,426,617</b>	<b>21,414,718</b>
<b>Non-current liabilities</b>			
Debentures and other debt	7	923,835	937,073
Revolving loan	8	20,999,975	-
Long-term debt	9	12,000,000	18,877,433
Finance lease obligations	10	3,666,680	4,709,149
<b>Total non-current liabilities</b>		<b>37,590,490</b>	<b>24,523,655</b>
<b>TOTAL LIABILITIES</b>		<b>51,017,107</b>	<b>45,938,373</b>
<b>Shareholders' equity</b>			
Share capital		21,225,696	21,104,399
Contributed surplus	11	330,149	286,958
Retained earnings		6,434,286	7,463,498
<b>Total shareholders' equity</b>		<b>27,990,131</b>	<b>28,854,855</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>79,007,238</b>	<b>74,793,228</b>

Subsequent Events (Note 18)

“Alexander Agius”

Director

“Joe Lanni”

Director

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

**Distinct Infrastructure Group Inc.**

Unaudited Condensed Consolidated Interim Statements of Comprehensive Income (Loss)

For the three and six months ended June 30, 2017 and 2016

	Notes	For the three months ended		For the six months ended	
		June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
		\$	\$	\$	\$
<b>Revenue</b>		20,250,043	15,514,275	36,292,386	26,273,730
<b>Expenses</b>					
Direct costs		14,814,317	11,042,213	26,533,114	18,710,891
Selling, general and administrative		3,069,097	2,863,319	5,830,453	4,924,635
Depreciation	4	657,019	731,985	1,315,445	1,264,264
<b>Total expenses</b>		18,540,433	14,637,517	33,679,012	24,899,790
<b>Earnings from operations</b>		1,709,610	876,758	2,613,374	1,373,940
<b>Other expenses</b>					
Finance expense		630,107	866,014	1,639,464	1,633,921
One-time finance expense		1,933,309	-	1,933,309	-
		2,563,416	866,014	3,572,773	1,633,921
(Loss) / income before taxes		(853,806)	10,744	(959,399)	(259,981)
Income taxes		-	-	69,813	-
<b>Net and comprehensive (loss) / income</b>		<b>(853,806)</b>	<b>10,744</b>	<b>(1,029,212)</b>	<b>(259,981)</b>
(Loss) / earnings per share					
<b>Basic and diluted</b>	12	<b>(0.02)</b>	<b>0.00</b>	<b>(0.03)</b>	<b>(0.01)</b>

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

**Distinct Infrastructure Group Inc.**

## Unaudited Condensed Consolidated Interim Statements of Cash Flows

For the six months ended June 30, 2017 and 2016

	<b>June 30, 2017</b>	<b>June 30, 2016</b>
<b>Notes</b>	<b>\$</b>	<b>\$</b>
<b>NET INFLOW (OUTFLOW) OF CASH RELATED TO THE FOLLOWING ACTIVITIES</b>		
<b>OPERATING</b>		
Net Income	(1,029,212)	(259,981)
<b>Items not affecting cash</b>		
Accretion	7 28,426	132,249
Loss on extinguishment of long-term debt	9 1,122,567	-
Share based compensation	11 43,191	121,938
Depreciation	4 1,315,445	1,264,264
Gain on disposal	(103,115)	-
	<u>1,377,302</u>	<u>1,258,470</u>
<b>Changes in non-cash working capital items</b>		
Accounts receivable	(3,639,287)	(3,666,666)
Inventory	(8)	(1,633)
Prepaid expenses and deposits	(190,662)	(455,716)
Work in progress	(8,092,425)	(8,244,168)
Accounts payable and accrued liabilities	2,697,642	3,830,992
Income taxes paid	(326,483)	(642,890)
<b>Cash flows used in operating activities</b>	<u>(8,173,921)</u>	<u>(7,921,611)</u>
<b>INVESTING ACTIVITIES</b>		
Purchase of property and equipment	4 (559,339)	(302,338)
Cash paid for business acquisitions, net of cash acquired	3 -	(1,899,334)
Proceeds from disposition of property and equipment	4 485,768	-
<b>Cash flows used in investing activities</b>	<u>(73,571)</u>	<u>(2,201,672)</u>
<b>FINANCING ACTIVITIES</b>		
Repayment from shareholder	54,000	20,000
Repayment of long-term debt	9 (20,000,000)	(337,461)
Proceeds from long-term debt	9 12,000,000	-
Proceeds from revolving loan	8 20,999,975	7,140,801
Repayment of credit facilities	6 (9,999,975)	-
Repayment of debentures and other debt	(532)	(39,960)
Repayment from related parties	27,654	94,857
Payment of finance lease obligations	(1,442,886)	(1,859,734)
Issuance of shares, net of shares issuance costs	11 121,297	-
<b>Cash flows provided by financing activities</b>	<u>1,759,533</u>	<u>5,018,503</u>
<b>NET CASH INFLOW</b>	<u>(6,487,959)</u>	<u>(5,104,780)</u>
<b>CASH, BEGINNING OF PERIOD</b>	<u>9,448,829</u>	<u>8,534,669</u>
<b>CASH, END OF PERIOD</b>	<u>2,960,870</u>	<u>3,429,889</u>

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

**Distinct Infrastructure Group Inc.**

## Unaudited Condensed Consolidated Interim Statement of Changes in Equity

For the six months ended June 30, 2017 and 2016

	Issued share capital		Contributed surplus	Retained earnings	Total equity
	No. of shares (1)	Amount			
<b>Balance, December 31, 2015</b>	<b>26,326,789</b>	<b>9,819,050</b>	<b>43,489</b>	<b>6,652,909</b>	<b>16,515,448</b>
Issuance of options	-	-	39,398	-	39,398
Share-based compensation	-	-	121,938	-	121,938
Net and comprehensive loss	-	-	-	(259,981)	(259,981)
<b>Balance, June 30, 2016</b>	<b>26,326,789</b>	<b>9,819,050</b>	<b>204,825</b>	<b>6,392,928</b>	<b>16,416,803</b>
<b>Balance, December 31, 2016</b>	<b>35,295,305</b>	<b>21,104,399</b>	<b>286,958</b>	<b>7,463,498</b>	<b>28,854,855</b>
Conversion of broker warrants to common shares (Note 11(a))	121,297	121,297	-	-	121,297
Issuance of options	-	-	38,764	-	38,764
Share-based compensation	-	-	4,427	-	4,427
Net and comprehensive loss	-	-	-	(1,029,212)	(1,029,212)
<b>Balance, June 30, 2017</b>	<b>35,416,602</b>	<b>21,225,696</b>	<b>330,149</b>	<b>6,434,286</b>	<b>27,990,131</b>

<sup>1</sup> On September 2, 2016 the Company consolidated its common shares on a 10 for 1 basis. All references to Share numbers reflect the consolidation.

The accompanying notes are an integral part of these condensed consolidated interim financial statements.

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

### 1. Nature of operations

Distinct Infrastructure Group Inc. (“DIG”, the “Company” and/or the “Group”) is a Canadian publicly traded design, engineering, construction, services and maintenance company. It predominantly services the utilities and telecommunications sector in southern Ontario, but has commenced services to other utilities in Ontario and Alberta. The Company was incorporated under the laws of the province of Ontario on April 25, 2007, and its name was subsequently changed by way of Articles of Amendment from Distinct Technical Services Inc. to DistinctTech Inc. In conjunction with the closing of a reverse take-over transaction (the “Transaction”), the Company changed its name to Distinct Infrastructure Group Inc. The Company’s shares are traded on the Toronto Venture Exchange (the “Exchange”) under the symbol DUG.

The Company operates in one reportable segment: utilities construction. Products and services in the utilities segment include: Technical services and maintenance, directional drilling, underground and aerial civil construction and hydro-excavation. Services have been chosen in order to provide safe, responsive and turnkey solutions to our utility customers. The Company’s utilities services across Canada share similar customer profiles, use interchangeable equipment fleets, use similar construction methods, share the same level of health and safety requirements and have similar long term economics.

The head office, principal address and registered records office of the Company is located at 77 Belfield Road, Toronto, Ontario, M9W 1G6.

### 2. Basis of preparation

#### Statement of compliance

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard (“IAS”) 34 “Interim Financial Reporting” as issued by the International Accounting Standards Board (“IASB”). These condensed consolidated interim financial statements have been prepared following the same accounting principles and application methods as those disclosed in the Company’s annual audited consolidated financial statements for the year ended December 31, 2016. Because the disclosures provided in these condensed consolidated interim financial statements do not conform in all respects with International Financial Reporting Standards (“IFRS”) for annual financial statements, these condensed consolidated interim financial statements should be read in conjunction with the annual audited consolidated financial statements for the year ended December 31, 2016.

These condensed consolidated interim financial statements were approved and authorized for issue by the Board of Directors on August 25, 2017.

#### Basis of consolidation

These condensed consolidated interim financial statements include the accounts of Distinct Infrastructure Group Inc. and the following wholly owned subsidiaries as at June 30, 2017.

Name of subsidiary	Principal activity	Place of Business and operation	Equity interest	
			June 30, 2017	December 31, 2016
DistinctTech Inc.	Utilities construction	Toronto, ON	100%	100%
iVac Services West Inc.	Hydrovac services	Edmonton, AB	100%	100%
Distinct Infrastructure Group West Inc.	Utilities construction	Edmonton, AB	100%	100%
iVac Services Inc.	Hydrovac services	Toronto, ON	100%	100%
QE2 Holding Corp.	Inactive	Edmonton, AB	100%	100%
Distinct Environmental Solutions Inc.	Inactive	Toronto, ON	100%	100%

On January 2, 2017, iVac Services West Inc. was created as result of the amalgamation between iVac Services Inc. (Alberta) (Formerly Candesto Enterprises Ltd.) and Mega Diesel Excavating Ltd. As well, Distinct Infrastructure Group West Inc. was created as a result of the amalgamation between Pillar Contracting Ltd. and Distinct Infrastructure Group (Alberta) Inc. (Formerly DistinctTech Inc. (Alberta)).



## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

### 2. Basis of preparation *(continued from previous page)*

#### Basis of preparation

The condensed consolidated interim financial statements of the Company are presented in Canadian dollars which is the Company's functional currency and have been prepared on a going concern basis under the historical cost convention, except for the initial recognition of assets and liabilities acquired in a business combination and for certain financial instruments that have been measured at fair value.

### 3. Business combinations

#### (i) Acquisition of Mega Diesel Excavating Ltd.

On March 10, 2016, the Company acquired all of the issued and outstanding shares of Mega Diesel Excavating Ltd. ("Mega") from two arm's length parties for an aggregate purchase price of \$2,637,766 of which \$2,121,840 was paid on closing and the balance of \$501,467 is payable on July 10, 2017. The Company also acquired cash of \$201,716 and issued 35,000 options as part of the transaction (Note 11 (a)).

The Company has made a preliminary determination of the fair value of the tangible and intangible assets acquired and liabilities assumed in the acquisition. The fair value of the intangible assets has been measured provisionally and if new information obtained within one year of the date of acquisition about the facts and circumstances that existed at the date of the acquisition identifies adjustments to the amounts then the accounting for the acquisition will be revised. The final allocation of the fair value of the net assets acquired and aggregate consideration may be significantly different from the preliminary allocation as presented below:

The total purchase price has been allocated as follows:

#### Fair value of net assets acquired:

Net working capital	687,279
Property and equipment	2,753,095
Obligation under finance lease	(1,808,955)
Long term debt	(24,168)
<b>Total net assets acquired</b>	<b>1,607,251</b>

#### Consideration given:

Cash	2,121,840
Promissory note	501,467
Options	14,459
<b>Total Consideration:</b>	<b>2,637,766</b>

#### Goodwill

**1,030,515**

The Company acquired Mega Diesel Excavation Ltd. in order to access its customer list and existing specific relationships in the refinery and pipeline space as well as to provide additional capacity in Western Canada.

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

### 4. Property and equipment

	Office and computer equipment	Machinery, Vehicles and Equipment	Construction equipment under finance lease	Total
<b>Cost</b>				
Balance December 31, 2016	1,055,105	3,122,441	15,775,744	19,953,290
Additions	69,822	128,544	360,973	559,339
Disposals	-	(52,392)	(526,500)	(578,892)
<b>Balance June 30, 2017</b>	<b>1,124,927</b>	<b>3,198,593</b>	<b>15,610,217</b>	<b>19,933,737</b>
<b>Accumulated Depreciation</b>				
Balance December 31, 2016	360,066	864,645	5,570,035	6,794,746
Change for the period	78,071	216,860	1,020,514	1,315,445
Disposals	-	-	(196,239)	(196,239)
<b>Balance June 30, 2017</b>	<b>438,137</b>	<b>1,081,505</b>	<b>6,394,310</b>	<b>7,913,952</b>
<b>Net book value</b>				
<b>December 31, 2016</b>	<b>695,039</b>	<b>2,257,796</b>	<b>10,205,709</b>	<b>13,158,544</b>
<b>June 30, 2017</b>	<b>686,790</b>	<b>2,117,088</b>	<b>9,215,907</b>	<b>12,019,785</b>

During the six month period ended June 30, 2017, the Company disposed of equipment with a net book value of \$382,653 for proceeds of \$485,768 for a gain on disposal of \$103,115.

### 5. Goodwill

	June 30, 2017	December 31, 2016
Balance, beginning of the period	\$5,109,214	\$4,078,699
Acquisition (note 3 (i))	-	1,030,515
<b>Balance, end of period</b>	<b>\$5,109,214</b>	<b>\$5,109,214</b>

### 6. Credit facilities

On May 26, 2017, the Company refinanced and retired its existing \$10,000,000 credit facility (“Line of Credit”) with a Senior Secured Revolving Facility (the “Revolving Loan”) from its existing lender, the Royal Bank of Canada (“RBC”) for up to a maximum of \$23,000,000 (Note 8). As at June 30, 2017, the balance of the Line of Credit was \$nil (December 31, 2016 – \$9,999,975).

### 7. Debentures and other debt

#### Debentures

	\$
<b>Balance as at December 31, 2016</b>	<b>895,409</b>
Accretion	28,426
<b>Balance as at June 30, 2017</b>	<b>923,835</b>

The Company assumed unsecured convertible debentures (the “Debentures”) with a principal balance of \$979,000 as part of the Transaction. Semi-annual interest payments on June 30 and December 31 are calculated at 8% per annum.

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

### 7. Debentures and other debt (continued from previous page)

The Debentures mature on October 20, 2018. Debenture holders may exercise the right to convert at an exercise price of \$2.50 per common share. The debentures are subject to forced conversion, at the option of the Company, if the common shares trade at or above \$3.00 per share for a period of 20 non-consecutive trading days.

#### Other debt

As part of the Transaction, the Company assumed various loans with two Canadian financial institutions bearing fixed interest at rates ranging from 0% to 5.99% per annum, monthly payments ranging from \$483 to \$1,086, including interest and maturity dates ranging from November 2016 to February 2019. The principal balance outstanding at June 30, 2017 is \$75,076 (December 31, 2016 - \$75,608), of which \$75,076 (December 31, 2016 - \$33,944) is due within the next year.

As part of the Mega acquisition (Note 3 (i)), the Company provided a note of \$501,467, bearing interest at 3% compounded monthly, unsecured and payable upon maturity, which is due on July 10, 2017. The Company is currently disputing this amount, and is seeking damages as part of its dispute.

### 8. Revolving loan

	\$
<b>Balance as at December 31, 2016</b>	<b>nil</b>
Issuance of Revolving Loan	20,999,975
<b>Balance as at June 30, 2017</b>	<b>20,999,975</b>

On May 26, 2017, the Company closed a debt facility with RBC representing a total lending amount of up to \$35,000,000 consisting of a \$23,000,000 Revolving Loan and a \$12,000,000 Senior Secured Term Loan Facility (the "Term Loan") (Note 9). As at June 30, 2017, the amount drawn on the Revolving Loan was \$20,999,975 (December 31, 2016 - \$nil).

The Revolving loan has a three year term and the Company can borrow or repay funds on the Revolving Loan prior to maturity at its discretion and is not subject to repayment fees. The Revolving Loan is secured by a first ranking general security agreement on all assets. Interest rates and financial covenants in connection with the Revolving Loan are consistent with those described below for the Term Loan in Note 9. The Revolving Loan is subject to a standby fee of 15% of the applicable Bankers' Acceptance margin.

The Company also has a corporate expense credit card up to a maximum of \$275,000 (December 31, 2016 - \$275,000).

### 9. Long-term debt

	\$
<b>Balance as at December 31, 2016</b>	<b>18,877,433</b>
Loss on extinguishment of long-term debt	1,122,567
Repayment of long-term Debt	(20,000,000)
Issuance of Term Loan	12,000,000
<b>Balance as at June 30, 2017</b>	<b>12,000,000</b>

In November 2015, the Company entered into a credit agreement with Crown Capital Fund IV, LP ("Crown") for a \$20,000,000 term loan ("Debt"). The loan carried an interest rate of 10% per annum and matured on November 25, 2020.

On May 26, 2017 the company exercised its option to prepay the \$20,000,000 Debt and incurred certain fees and non-cash expenses associated with the settlement transaction, including a \$600,000 early repayment fee to Crown. The repayment of the Crown Debt was funded using a portion of the RBC financing.

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

### 9. Long-term debt (continued from previous page)

On May 26, 2017 the Company entered into a five year \$12,000,000 Term Loan with RBC. The Term Loan is amortizing on a straight-line basis over eight years with quarterly principal repayments of \$375,000 and a \$4,875,000 bullet payment at loan maturity.

The Term Loan is repayable in part or in whole prior to maturity at the discretion of the Company and is not subject to repayment fees. The Term Loan is secured by a first ranking general security agreement on all assets of the Company.

The Term Loan and Revolving Loan bear interest at a floating rate benchmarked to Canadian Dollar Bankers' Acceptances plus an applicable margin of 1.85% - 2.85%. The applicable margin is tied to the Company's total leverage ratio. The Company is currently at the high end of this margin range.

Financial covenants in connection with the RBC Revolving Loan and Term Loan include:

- i. Net funded debt to earnings before interest, tax, depreciation and amortization ("EBITDA") required to be less than 4.25:1 for the period up to September 30, 2017, stepping down to 3.50:1 as at December 31, 2017, and then 3.00:1 from December 31, 2018 onward.
- ii. Debt service coverage required to be greater than 1.10:1 for the period up to September 30, 2017, stepping up to 1.25:1 as at December 31, 2017 onward.

Financial covenants are tested quarterly on a trailing twelve month basis. As at June 30, 2017, the Company is in compliance with its financial covenants.

### 10. Finance lease obligations

The following is a schedule of the future minimum lease payments of the finance leases expiring at various dates, ranging from July 1, 2017 to June 30, 2021, together with the balance of the obligation:

Estimated lease payments are as follows:

	<b>June 30, 2017</b>	<b>December 31, 2016</b>
2017	\$ 1,704,569	\$ 3,506,079
2018	2,766,159	2,782,338
2019	2,316,714	2,283,813
2020	240,724	193,260
Subsequent years	18,230	-
	<hr/> 7,046,396	<hr/> 8,765,490
Less amount representing interest	673,829	950,037
Present value of minimum lease payments	<hr/> 6,372,567	<hr/> 7,815,453
Less current portion	2,705,887	3,106,304
	<hr/> <b>\$ 3,666,680</b>	<hr/> <b>\$ 4,709,149</b>

Interest charges to the accounts of the Company on the above during the six months ending June 30, 2017 amounts to \$260,325 (June 30, 2016 – \$263,127).

The finance leases have interest rates that range from 0-7% with an average interest rate of 4% (December 31, 2016 – 4%). Interest and principal payments made on finance leases for the six months ended June 30, 2017 was \$1,442,886 (June 30, 2016 - \$1,859,734).

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

### 11. Share-based compensation and common share purchase warrants

#### (a) Share options

The Company has adopted a stock option plan in accordance with the policies of the Exchange for the benefit of its directors, officers, employees and other key personnel. A maximum of 10% of the issued and outstanding common shares of the Company are reserved for issuance pursuant to the stock option plan. The stock option plan provides that the terms of the options and the option price shall be fixed by the directors subject to the price restrictions and other requirements imposed by the Exchange.

The following tables provide a summary of the Company's stock option plan as at June 30, 2017:

	Number of share options	Weighted average exercise price \$
<b>Balance, December 31, 2016</b>	<b>1,135,000</b>	<b>1.77</b>
Options expired	(110,000)	1.50
<b>Balance, June 30, 2017</b>	<b>1,025,000</b>	<b>1.80</b>

#### (b) Common share purchase warrants

- (i) On February 9, 2017, 115,297 broker warrants were exercised at a price of \$1.00 for total proceeds to the Company of \$115,297. Each warrant consists of one common share and one-half common share purchase warrant. Each whole common share purchase warrant has an exercise price of \$2.00 per share and expires within 36 months of issuance.
- (ii) On May 5, 2017, 6,000 broker warrants were exercised at a price of \$1.00 for total proceeds to the Company of \$6,000. Each warrant consists of one common share and one-half common share purchase warrant. Each whole common share purchase warrant has an exercise price of \$2.00 per share and expires within 36 months of issuance.

The following tables provide a summary of the Company's common share purchase warrants outstanding as at June 30, 2017:

	Number of warrants	Weighted average exercise price \$
<b>Balance December 31, 2016</b>	<b>3,382,707</b>	<b>1.94</b>
Exercised broker warrants	(121,297)	1.00
Warrants issued on broker warrant exercise	60,648	2.00
<b>Balance, June 30, 2017</b>	<b>3,322,058</b>	<b>1.97</b>

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

### 12. Basic and diluted earnings (loss) per share

Details of the calculation of earnings (loss) per share are set out below:

	For the three months ended		For the six months ended	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
Net and comprehensive (loss)/income	(853,806)	10,744	(1,029,212)	(259,981)
Average number of common shares outstanding	35,414,360	26,326,789	35,387,488	26,326,789
Effect of dilutive securities: <sup>(1)</sup>				
Options and warrants	-	102,517	-	-
Weighted average number of diluted common shares outstanding	35,414,360	26,429,306	35,387,488	26,326,789
Basic earnings (loss) per share	(0.02)	0.00	(0.03)	(0.01)
Diluted earnings (loss) per share <sup>(1)</sup>	(0.02)	0.00	(0.03)	(0.01)

<sup>(1)</sup> When the impact of dilutive securities increases the earnings per share or decreases the loss per share, they are excluded for purposes of the calculation of diluted earnings (loss) per share.

### 13. Related party transactions

#### Due from related party

ABL Professional Management Services Inc. (“ABL”) provides engineering services to the Company. Transactions between the parties are incurred in the normal course of business. During the six months ended June 30, 2017, the Company has recorded net transactions of \$27,654 (June 30, 2016 - \$94,857). As at June 30, 2017, \$1,438,316 (December 31, 2016 - \$1,465,970) remains receivable and is due on demand. The shareholders of ABL have provided personal guarantees up to \$2,000,000 and ABL will repay amounts outstanding on or before August 23, 2018.

#### Due from shareholders

Receivables outstanding from two majority shareholders and co-chief executive officers of the Company amounts to \$95,631 (December 31, 2016 – \$149,631). The outstanding amounts will be repaid over the next twelve months, is personally guaranteed by the shareholders and bears interest at the Bank of Canada’s prime rate plus 1% per annum.

#### Compensation of key management personnel

Key management consists of the Co-Chief Executive Officers, Vice President of Finance, Vice President of Operations, Vice President of Corporate and Legal Affairs, Chief Financial Officer and Chief Operating Officer.

The Company pays its Co-Chief Executive Officers by way of a management services agreement(s) with companies controlled by these individuals. Payments totalling \$367,000 was paid for the six months ending June 30, 2017 (June 30, 2016 – \$365,000). The Company pays its other key management personnel by way of management services agreement(s) with companies controlled by these individuals. Payments totalling \$559,394 was paid for the six months ending June 30, 2017 (June 30, 2016 - \$497,182).

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

### 14. Other commitments

The Company leases its premises, vehicles and other related equipment under operating lease(s) that expire on various dates. The Company's total commitments of these leases, inclusive of occupancy cost, are as follows:

<b>Year</b>	<b>Amount</b>
2017	3,138,439
2018	5,912,978
2019	4,952,431
2020	3,242,821
2021	1,730,043
2022	1,301,256
Thereafter	2,961,239
Total	<u>23,239,207</u>

### 15. Capital management

The Company's primary objectives when managing capital are to (a) safeguard the Company's ability to develop and market services, and (b) provide a sound capital structure for raising capital at a reasonable cost for the funding of ongoing development of its services and new growth initiatives. The Board of Directors does not establish quantitative capital criteria for management, but rather relies on the expertise of the Company's management to sustain future development of the business.

The Company includes equity, comprised of issued share capital and retained earnings, in the definition of capital. The Company is dependent on cash flow from services and external financing to fund its continued growth. Management reviews its capital management approach on an ongoing basis and believes that this approach, given the relative size of the Company, is reasonable. There has been no change to the Company's capital management in 2017 or 2016.

The Company's capital structure is as follows:

	<b>June 30, 2017</b>	<b>December 31, 2016</b>
Current assets	\$ 60,584,923	\$ 55,204,500
Non-current assets	18,422,315	19,588,728
Current liabilities	(13,426,617)	(21,414,718)
Non-current liabilities	(37,590,490)	(24,523,655)
Shareholders' equity	<u>\$ 27,990,131</u>	<u>\$ 28,854,855</u>

### 16. Financial instruments

Transactions in financial instruments may result in an entity assuming or transferring to another party one or more of the financial risks described below. The required disclosures provide information that assists users of financial statements in assessing the extent of risk related to financial instruments.

#### (a) Fair value

The fair value of current financial assets and current financial liabilities approximates their carrying value due to their short-term maturity dates. The fair value of long-term debt and debentures approximates its carrying value as the interest rate attached to those instrument approximates a market rate of interest and interest rates have not changed materially during the period. The fair value of other debt approximates its carrying value due to the low principal balance and rates approximating market rates of interest for similar instruments.

## Distinct Infrastructure Group Inc.

Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

### 16. Financial instruments (continued from previous page)

#### (b) Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: interest rate risk, currency risk and price risk.

- Interest rate risk

The Company is exposed to interest rate risk due to the variable rate interest on its credit facilities. Changes in the lending rates may cause fluctuations in cash flows and interest expense. A 1% change in interest rates would impact earnings (loss) for the six month period ended June 30, 2017 by approximately \$165,000 (six months June 30, 2016 – approximately \$36,000).

- Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company enters into transactions to sell good to customers for which the related revenues, expense, accounts receivable and accounts payable balances are subject to exchange rate fluctuations. As at June 30, 2017 and December 31, 2016 the following balances are the Canadian equivalent of items denominated in US currency:

	<u>June 30, 2017</u>	<u>December 31, 2016</u>
Accounts receivable	\$ 588,695	\$ 313,067
Due to related party	(585,399)	(420,397)
	<u>\$ 3,296</u>	<u>\$ (107,330)</u>

- Other price risk

Price risk is the risk that the commodity prices that the Company charges are significantly influenced by its competitors and the commodity prices that the Company must charge to meet its competitors may not be sufficient to meet its expenses. The Company reduces its exposure to price risk by ensuring that it obtains information regarding the commodity prices that are set by the competitors in the region to ensure that its prices are appropriate. In addition, management closely monitors expenses and matches capital outlays to its revenue stream. In the opinion of management the price risk exposure to the Company is low and is not material.

#### (c) Credit risk

Credit risk is the risk of financial loss if a client fails to meet its contractual obligations, and arises primarily from the Company's accounts receivable and work in progress. The carrying amount of accounts receivables and work in progress totaling \$56,280,953 (December 31, 2016 – \$44,549,241) represents the maximum credit exposure. A significant portion of the trade accounts receivable are from the tele-communications industry and as such, the Company is exposed to all the risks associated with that industry. However, the majority of these receivables are from well-established, Canadian companies, whose creditworthiness is of the highest level, thereby reducing the risk of material payment default.

The Company has an established credit policy under which each new client is analyzed individually for creditworthiness. The review includes external ratings where available, credit reference checks and, in some cases, bank references. Creditworthiness of existing clients is monitored on an ongoing basis, along with monitoring the amount and age of balances outstanding.

#### (d) Concentration risk

The Company does have concentration risk. Concentration risk is the risk that a customer has more than ten percent of the total accounts receivable and work in progress balance and thus there is a higher risk to the business in the event of a default by one of these customers. Concentrations of credit risk relates to groups of counterparties that have similar economic or industry characteristics that cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions. At June 30, 2017, amounts owed from one customer comprised approximately 95% (December 31, 2016 – two customers 83%) of the total outstanding accounts receivable and work in progress. As at December 31, 2016 one particular customer's account represented 61% of the total outstanding accounts receivable and work in progress.



## Distinct Infrastructure Group Inc.

### Notes to the Unaudited Condensed Consolidated Interim Financial Statements

For the three and six months ended June 30, 2017 and 2016

---

#### 16. Financial instruments (continued from previous page)

The Company reduces this risk by regularly assessing the credit risk associated with these accounts and closely monitoring any overdue balances.

During the six months ended June 30, 2017, 88% of revenues were generated from 2 customers (June 30, 2016 – 80%), each with greater than 10% of total revenues. During the six months ended June 30, 2017 customers 1 and 2 represented 73% and 15% respectively. During the six months ended June 30, 2016 customers 1 and 2 represented 67% and 13% respectively.

##### (e) Liquidity risk

The Company does have a liquidity risk with accounts payable and accrued liabilities, debentures and other debt, revolving loan, long-term debt and finance lease obligations. Liquidity risk is the risk that the Company cannot repay its obligations when they become due to its creditors. The Company reduces its exposure to liquidity risk by ensuring that it documents when authorized payments become due; maintains an adequate revolving loan to repay trade creditors and repays long-term debt interest and principal as they become due. Undiscounted cash outflow of financial liabilities based on maturity date are as follows:

<b>June 30, 2017</b>	<b>1 year</b>	<b>2 to 5 years</b>	<b>&gt;5 years</b>	<b>Total</b>
Credit facility	-	-	-	-
Accounts payable and accrued liabilities	9,201,622	-	-	9,201,622
Debentures and other debt	575,543	979,000	-	1,554,543
Revolving loan	-	20,999,975	-	20,999,975
Long-term debt	1,500,000	10,500,000	-	12,000,000
Finance lease obligations	2,705,887	3,666,680	-	6,372,567
	<u>13,983,052</u>	<u>36,145,654</u>	<u>-</u>	<u>50,128,707</u>

  

<b>December 31, 2016</b>	<b>1 year</b>	<b>2 to 5 years</b>	<b>&gt;5 years</b>	<b>Total</b>
Credit facility	9,999,975	-	-	9,999,975
Accounts payable and accrued liabilities	6,503,980	-	-	6,503,980
Debentures and other debt	534,411	979,000	-	1,513,411
Revolving loan	-	-	-	-
Long-term debt	-	20,000,000	-	20,000,000
Finance lease obligations	3,106,304	4,709,149	-	7,815,453
	<u>20,144,670</u>	<u>25,688,149</u>	<u>-</u>	<u>45,832,819</u>

#### 17. Contingent liabilities

There is one legal proceeding against the Company for wrongful dismissal. For this claim, the plaintiff is seeking payment from the Company for damages of approximately \$418,000. The legal claim is ongoing and management believes that there is a low likelihood that there will be an economic outflow as a result of the claim. There were no accruals made for this amount in the financial statements.

#### 18. Subsequent Events

On August 11, 2017, the Company's existing lender, RBC, agreed to increase its Revolving Loan from \$23,000,000 to \$29,000,000 through to October 31, 2017. The amendment to the Revolving Loan is subject to the company maintaining a sufficient borrowing base in order to access the funds. As at the date of approval of these condensed interim consolidated financial statements, the Company has no amounts outstanding from the increased Revolving Loan.