NUNAVUT BUSINESS CREDIT CORPORATION



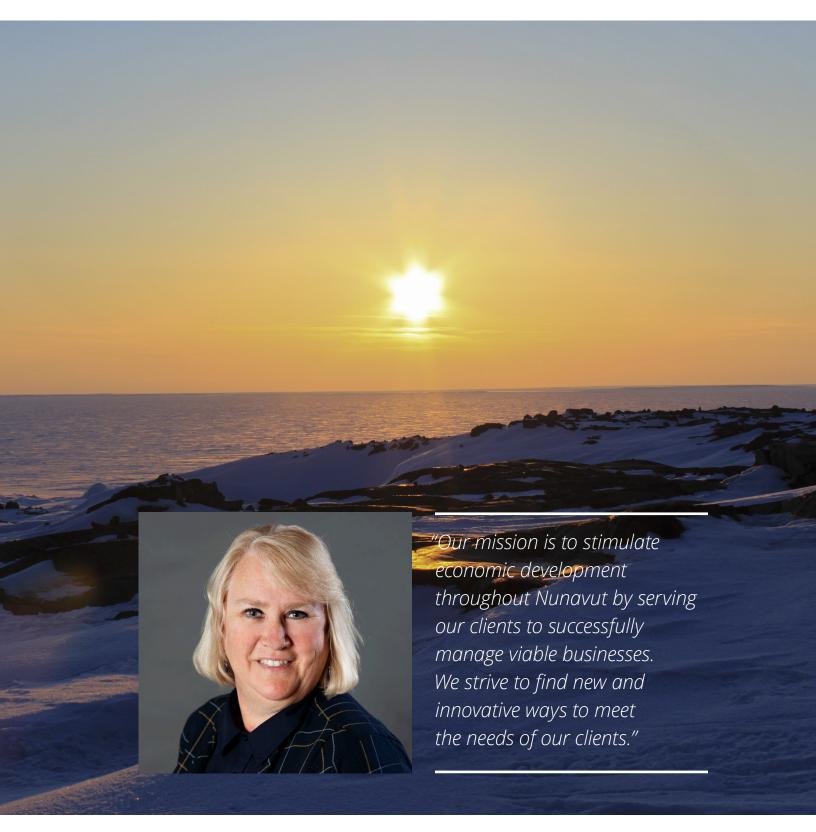




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MESSAGE FROM THE CHAIRPERSON



On behalf of the Board of Directors of Nunavut Business Credit Corporation (NBCC), it is our pleasure to present the Annual Report for 2019/2020.

Our mission is to stimulate economic development throughout Nunavut by serving our clients to successfully manage viable businesses. We strive to find new and innovative ways to meet the needs of our clients.

A client portal was launched in 2019/2020 to allow our clients to access their credit facility transactions on-line. The client portal allows NBCC to support its clients in all three regions. Our staff continue to be actively engaged in providing on-going advice and assisting business owners in all aspects of their operations.

The Board continues to ensure good corporate governance and the practice of Inuit Qaujimajatuqangit in the workplace. The Board recognizes the need to stay current in industry practices and to continue learning through professional development.

The Board and staff attended the bi-annual Credit Institute of Canada National Conference for the first time. In addition, the Board and staff added to its professional development activities by having an executive member of the Chartered Professional Accountants of Canada present a financial literacy session that included information specific to small and medium sized businesses and women entrepreneurs.

Board members and staff members attended the 15th Crown Corporate Governance Conference, marking the third consecutive year of attendance by the Corporation.

NBCC continues to ensure brand awareness by, once again, attending and being a sponsor of all three Regional Trade Shows. The Corporation also attended the Northern Lights 2020 Trade Show and Conference and presented at the Nunavut Economic Developers Association Conference.

NBCC's portfolio decreased again this year due to nine credit facilities paid in full, the most in any single fiscal year. Most of these clients have "graduated" to the next level of business financing, as these clients were able to obtain financing from major Canadian chartered banks, Atuqtuarvik Corporation, or to be self-financing. We are pleased to have shared in this success and are excited to offer our congratulations to these clients and wish them continued success. This also allowed the Corporation to repay \$4,000,000 to the Government of Nunavut, thereby reducing NBCC's interest carrying costs. We look forward to now serving new clients and assisting them on their ventures.

The Nunavut economy will be impacted by the COVID-19 pandemic. What the impact will be, and how long recovery will take, is unknown at this point. Sectors like the airline industry, mining, construction, hospitality, and tourism have and will experience a significant economic downturn. While the Corporation's portfolio risk diversification strategy has and should mitigate any significant impacts, no sector is left untouched by this catastrophic event.

To assist our clients, the Corporation has offered payment deferrals to our clients during the COVID-19 pandemic. Although there is uncertainty due to the COVID-19 pandemic, the Board is of the view that all of the Corporation's clients will have continued success.

The Corporation has and will continue to monitor its portfolio closely. At a time like this, our team will continue to support our clients in any manner possible.

Despite the economic uncertainty, the Corporation has already approved one new credit facility in 2020/2021, which is a cause for optimism.

Respectfully,

Marg Epp

Chairperson

MANDATE AND MISSION



THE MANDATE OF NUNAVUT BUSINESS CREDIT CORPORATION (NBCC) IS TO:

- Function as an agent of the Government of Nunavut (GN) to stimulate economic development and employment in Nunavut by supporting, financing, and investing in resident business enterprises. NBCC does not offer grants or forgivable credit facilities and cannot make equity investments.
- As a lender of northern opportunity, NBCC provides financing alternatives to small and medium business enterprises in Nunavut for whom access to credit represents a real challenge to growing their businesses. The majority of NBCC's clients are established businesses looking to expand or better establish themselves in their markets. NBCC also accepts applications for new businesses.
- Working one on one with its clients, NBCC through its due diligence process gives careful consideration to each application to ensure that the merits of proposed business ventures are evaluated. The Corporation then provides financing for those projects that offer the best opportunities for success.

NBCC'S MISSION IS TO:

- Stimulate employment and economic development throughout Nunavut.
 NBCC provides businesses with financing if they are unable to obtain loans from other financial institutions on reasonable terms and conditions.
- As a business development agency, NBCC recognizes that access to adequate capital is one of the many challenges faced by northern businesses in their attempts to take advantage of economic opportunities.
- As an agent of the Government of Nunavut, NBCC strives to contribute to the government's mandate, Turaaqtavut.

MEMBERS OF THE BOARD



















CORPORATE GOVERNANCE

TERRITORIAL CORPORATION

- NBCC is a territorial corporation of the Government of Nunavut. NBCC came into existence on April 1, 1999 by virtue of section 29 of the Nunavut Act (Canada). The Nunavut Business Credit Corporation Act defines its legal and operational structure and its Regulations guide key aspects of its operations.
- NBCC reports formally to the Minister responsible for Nunavut Business Credit Corporation. Historically, the Minister of Economic Development and Transportation is also the Minister responsible for Nunavut Business Credit Corporation.
- NBCC, like other territorial corporations, is subject to Part IX of the Financial Administration Act.

BOARD OF DIRECTORS

- Corporate policy and oversight are set by NBCC's Board of Directors (the "Board").
- The Commissioner-in-Executive Council appoints members of the Board on the recommendation of the Minister responsible for Nunavut Business Credit Corporation. The Minister responsible for Nunavut Business Credit Corporation bases his recommendation on solicitations of his Executive Council colleagues, other Members of the Legislative Assembly, and the general public.
- Members of the Board have been chosen to reflect a cross-section of relevant backgrounds and representation across the territory with at least two members from each of the Kitikmeot, Kivalliq, and Qikiqtaaluk regions.
- In the interests of transparency, accountability, and potential conflicts of interest (perceived and actual), Board members may not hold a NBCC credit facility and no Board member may work for the Department of Economic Development and Transportation.

BOARD MEMBERS

Name of Member	Position	Community	Current Term Expires
Marg Epp	Chairperson	Cambridge Bay	July 7, 2022
Tracy Wallace	Vice-Chairperson	Rankin Inlet	July 6, 2022
Al Lahure	Director at Large	Baker Lake	August 30, 2020
Tommy Owlijoot	Director at Large	Arviat	May 31, 2021
Peter Taptuna	Director at Large	Kugluktuk	July 6, 2022
Donald Havioyak	Director at Large	Kugluktuk	October 16, 2022
Aziz Kheraj	Director at Large	Resolute Bay	May 1, 2022
Nastania Mullin	Director at Large	Iqaluit	September 7, 2020
Philip Okutol	Director at Large	Iqaluit	September 7, 2020

Together, the Board members represent a breadth of complementary skills and knowledge in business development, industry sectors, lending practices, and Canada's North. All Board members reside in Nunavut and have a depth of knowledge in at least one of the three territorial regions.

Although situated in Nunavut's capital, NBCC has a mandate that extends across the territory. It is therefore important to have strong northern representation on the Board as NBCC sets out to achieve its mandate to benefit Nunavummiut.

Board committees provide oversight and guidance to address key aspects of NBCC's operations and activities. Each committee has Terms of Reference approved by the Board to guide its activities and priorities. Committee members are selected from the Board as a whole, depending upon their experience and interests.

STATUTORY REPORTING

Ministerial Directive(s)

- Section 78(7) of the Financial Administration Act (Nunavut) requires NBCC to report any Ministerial directives issued or in place during the fiscal year.
- There were no Ministerial directives in place during 2019/2020.

Recommendations by Board of Directors to Minister of Credit Facilities

- Section 30 (1) of the Nunavut Business
 Credit Corporation Act requires the Board
 to recommend to the Minister that any
 credit facilities greater than \$500,000
 be either approved or rejected.
- Section 30 (2) of the Nunavut Business
 Credit Corporation Act requires the
 Minister to either approve or reject
 the credit facilities recommended
 under Section 30 (1) by the Board.
- In 2019/2020, the Board submitted ten (2019 nineteen) recommendations to the Minister for new, amended, and renewed credit facilities in the amount of \$4,651,438 (2019 \$10,235,947), all of which were approved by the Minister.
- In 2019/2020, the Board submitted five credit facilities totaling \$929,229 (principal, interest, and protective disbursements) to the Minister for write-off, which were subsequently assented to in the Legislative Assembly pursuant to Bill 24 (Write-off of Debts Act, 2018-2019).



Credit Facilities approved or rejected by Board of Directors

Section 30 (3) of the Nunavut Business Credit Corporation Act requires the Board to either approve or reject any credit facilities equal to or less than \$500,000. In 2019/2020, the Board approved two (2019 – one) new credit facilities in the amount of \$275,000 (2019 – \$147,809). The Board approved one (2019 – one) existing term loan for renewal in the amount of \$77,201 (2019 – \$265,154). The Board did not approve any existing lines of credit for renewal (2019 – four; \$900,000). There were no increases (2019 – two) to credit facilities (2019 – \$160,000). No (2019 – nil) credit facilities were rejected.

Reviews by the Minister of Credit Facilities under Section 30 (3) (b)

Because there were no credit facilities rejected under Section 30 (3) in 2019/2020 by the Board, there were no applications to the Minister for a review.

Letter of Expectation

The Minister provides an annual letter of expectation to the Corporation.

To see the Minister's 2019/2020 annual letter of expectation, please go to:

https://assembly.nu.ca/sites/default/files/ TD-148-5(2)-EN-Letters-of-Expectationfor-Crown-Corporations.pdf.

To see the Corporation's response, please go to:

https://assembly.nu.ca/sites/default/files/ TD-225-5(2)-EN-Letters-of-Expectation-Responses-2019-2020.pdf.

¹² STAFF









NBCC has six permanent positions based at its location in Igaluit. The positions are:

- Chief Executive Officer
- Senior Advisor, Business Services
- Accounts Manager
- Compliance Officer (2)
- Administrative Assistant

As at March 31, 2020, one of the Compliance Officer positions and the Administrative Assistant position were vacant.

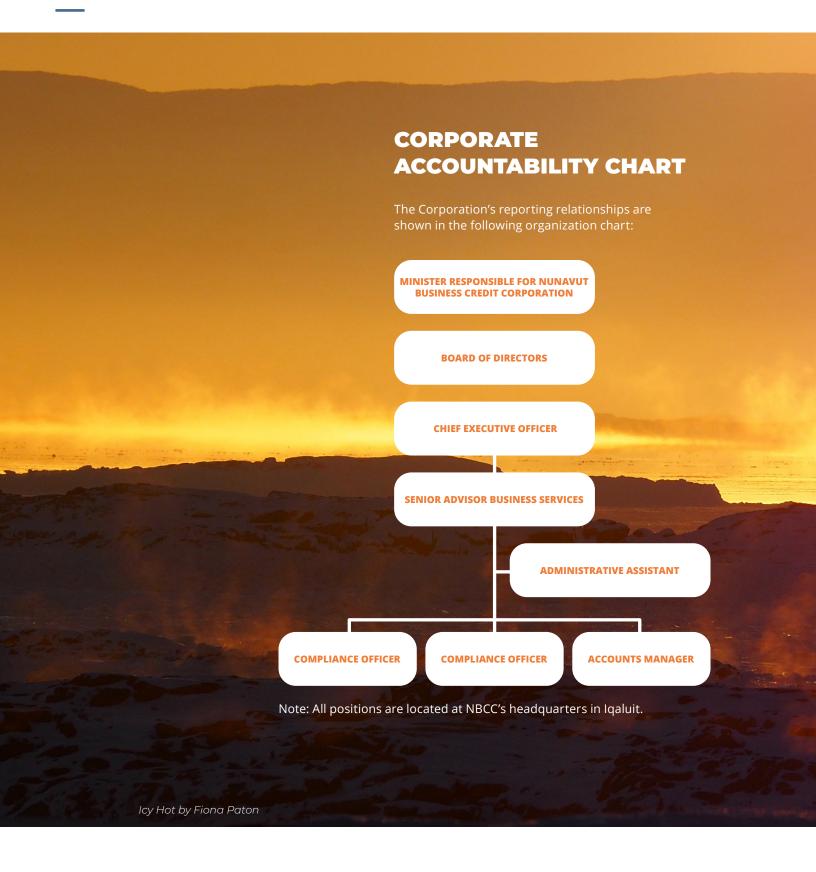
Providing professional development opportunities to its staff is a priority to ensuring NBCC's success and staff retention.





In 2019/2020, staff:

- Took courses leading to a Certificate in Accounting
- Took courses from the Credit Institute of Canada
- Took an Ethics course from CPA Northwest Territories and Nunavut
- Undertook additional training on the Corporation's loan administration software, The Exceptional Assistant (TEA)
- Attended the bi-annual Credit Institute
 of Canada National Conference
- Attended the 15th Crown Corporate Governance Conference
- Attended the Aboriginal Finance Officers Association Conference
- Attended a Chartered Professional Accountants of Canada Financial Literacy Workshop



THE YEAR IN REVIEW

The Corporation's number of performing clients decreased to 25 (2019 – 32). There are nine (2019 – 14) non-performing clients. On June 6, 2019, Bill 24 (Write-off of Debts Act, 2018-2019) was assented to in the Legislative Assembly, which wrote-off \$929,229 of loans receivable owed by five clients.

The Corporation increased its specific allowance by \$102,504 (2019 – \$381,461). The general allowance was decreased by \$52,457 (2019 – \$86,108).

LOOKING AHEAD

The liquidation of assets of three non-performing clients, which commenced in prior years, concluded in 2019/2020. One of these credit facilities has been written-off through Bill 24 (Write-off of Debts Act, 2018-2019). The other two credit facilities have been approved by the Board of Directors for write-off and will be-brought into the Legislative Assembly for write-off at the earliest opportunity.

Through its relationship with its sister corporation, Nunavut Development Corporation, and Memoranda of Understanding with Kitikmeot Community Futures Inc., Baffin Business Development Corporation, and Atuqtuarvik Corporation, the Corporation will continue to pursue new clients in a collaborative manner.

There is uncertainty regarding Nunavut's economy due to the COVID-19 pandemic. Although management is of the view that the Nunavut economy will rebound over time, the longer the pandemic continues, the greater the risk that operations of the Corporation and its clients could be adversely impacted.

KEY HIGHLIGHTS 2019/2020

- The Corporation was a participant at a roundtable with Bank of Canada Governor Poloz
- The client portal went "live"
- Ongoing Board training, which included sessions on financial literacy, attendance at the bi-annual Credit Institute of Canada National Conference, and attendance at the 15th Crown Corporate Governance Conference
- Ongoing professional development of staff (see the section on staff)
- Sponsorship and attendance at the following:
 - » Nunavut Trade Show
 - » Kivallig Trade Show
 - » Kitikmeot Trade Show
 - » Iqaluit Chamber of Commerce Small Business Week
- Attendance at the Northern Lights
 2020 Trade Show and Conference
- Presenter at the Kivalliq Community Economic Development Officers Conference
- Presenter at the Iqaluit Chamber of Commerce Small Business Week
- Presenter at the Nunavut Economic
 Developers Association Annual Conference
- Repayment of \$4,000,000 towards the advance from Government of Nunavut



SUMMARY OF FINANCIAL RESULTS

CURRENT YEAR'S RESULTS

The Corporation posted a surplus of \$104,816 (2019 – \$172,260) for the year ended March 31, 2020. The accumulated deficit as at March 31, 2020 totaled \$979,329 (2019 – \$1,084,145).

REVENUES

NBCC underperformed its 2019/2020 budget estimate for revenues by \$462,694 (2019 - \$65,308).

Revenues	2	2020 Budget		020 Actual	2019 Actual		
Interest income on loans receivables	\$	1,260,000	\$	771,439	\$ 1,112,049		
Other interest income		10,000		35,867	54,643		
Total revenues	\$	1,270,000	\$	807,306	\$ 1,166,692		

There was a significant decrease in revenues in 2019/2020 because of the repayment of nine credit facilities totaling \$3,721,926. The 2019/2020 budget estimate was based upon a performing loan portfolio of \$21,000,000, with an average interest rate of 6%.

CONTRIBUTIONS

Contributions	20	20 Budget	2	2020 Actual	2019 Actual
Government of Nunavut – Core Funding	\$	860,000	\$	861,162	\$ 860,286
Total Contributions	\$	860,000	\$	861,162	\$ 860,286

NBCC overperformed its 2019/2020 budget estimate for contributions by \$1,162 (2019 – underperformed – \$12,714). The services provided without charge component fluctuates on an annual basis based upon an allocation calculation performed by the GN.

OPERATING EXPENSES

NBCC outperformed its 2019/2020 budget estimate for operating expenses by \$105,005 (2019 – \$336,431), exclusive of allowance for losses on loans and interest expense on advance from Government of Nunavut.

Operating Expenses	2020 Budget	2020 Actual	2019 Actual
Salaries and benefits	\$ 900,000	\$ 820,897	\$ 742,687
Facilities expenses	92,000	92,036	92,036
Training and development	50,000	90,314	33,200
Advertising and promotion	60,000	66,209	76,189
Professional fees	75,000	63,348	78,424
Travel	70,000	48,280	31,215
Board meetings	68,000	35,861	39,677
Board honoraria	35,000	32,000	22,775
Office expenses	30,000	28,489	32,127
Amortization	15,000	11,191	15,211
Other expenses	2,000	3,370	4,028
Total operating expenses	\$ 1,397,000	\$ 1,291,995	\$ 1,167,569

Salaries and benefits

Salaries and benefits increased to \$820,897 in 2019/2020 from \$742,687 in 2018/2019 due primarily to employee compensation pay-outs, overtime, and an accrual for a new collective agreement with the Nunavut Employees Union.

Facilities expenses

This amount reflects a service provided without charge by the Government of Nunavut, which is the lease cost of the Corporation's office space in Iqaluit.

Training and development

Training and development increased to \$90,314 in 2019/2020 from \$33,200 in 2018/2019 due to attendance at the Credit Institute of Canada bi-annual National Conference, a Chartered Professional Accountants of Canada Financial Literacy Workshop, the 15th Crown Corporate Governance Conference, and the Northern Lights 2020 Trade Show and Conference.

Advertising and promotion

Advertising and promotion decreased for the second year in a row to \$66,209 in 2019/2020 from \$76,189 in 2018/2019 primarily because there was not a need to run a Call for Expressions of Interest for Board members.

Professional fees

Professional fees decreased to \$63,348 in 2019/2020 from \$78,424 in 2018/2019 primarily because of consulting fees in 2018/2019 to facilitate a Board strategic planning session.

Travel

Travel increased to \$48,280 in 2019/2020 from \$31,215 in 2018/2019 primarily because there was a need to meet with clients that were having challenges. In addition, staff traveled with other agencies, CANNOR, Destination Nunavut, and Kakivak Association, to the High Arctic (Pond Inlet, Arctic Bay, and Resolute Bay) as part of a community tour.

Board meetings

Board meeting costs decreased to \$35,861 in 2019/2020 from \$39,677 in 2018/2019 because a portion of the costs for attending the Credit Institute of Canada bi-annual National Conference were allocated to training and development.

Board honoraria

Board honoraria increased to \$32,000 in 2019/2020 from \$22,775 in 2018/2019 primarily because of the bi-annual Credit Institute of Canada National Conference. Similar to other years, three Board members attended the 15th Crown Corporate Governance Conference and the Northern Lights 2020 Trade Show and Conference.

The number of Board meetings remained constant at nine.

Office expenses

Office expense decreased to \$28,489 in 2019/2020 from \$32,127 in 2018/2019 due to vehicle expenses decreasing while freight increased (because there was a Northern Lights Trade Show and Conference event), which is the opposite of 2018/2019.

Amortization

Amortization decreased to \$11,191 in 2019/2020 from \$15,211 in 2018/2019 because there was only one tangible capital asset of \$1,963 purchased during the year. As a result, the unamortized carrying value of the tangible capital assets was lower which resulted in less amortization being recorded in the current year.





INTEREST EXPENSE ON ADVANCE FROM GOVERNMENT OF NUNAVUT

The Corporation underperformed its 2019/2020 budget estimate by \$218,390 (2019 - \$8,204).

Interest Expense		2020 Budget		020 Actual	2019 Actual	
Interest expense on advance from Government of Nunavut	\$	440,000	\$	221,610	\$ 391,796	

Interest expense on advance from Government of Nunavut decreased to \$221,610 from \$391,796 because the Corporation repaid \$4,000,000 on advance from Government of Nunavut.

ALLOWANCE FOR LOSSES ON LOANS

NBCC underperformed its 2019/2020 budget estimate for provision for credit losses by \$74,953 (2019 – \$145,353).

Credit Losses		2020 Budget		2020 Actual	2	2019 Actual	
Allowance for losses on loans	\$	125,000	\$	50,047	\$	295,353	

The allowance for losses on loans is based upon a review of all client credit facilities. The allowance represents management's best estimate of probable credit losses based upon historical experience. The total allowance for 2019/2020, which includes both of the general and specific allowances is \$3,176,981 (2019 – \$4,056,163), which is a \$879,182 decrease (2019 – increase – \$295,353) over the previous year.

SPECIFIC ALLOWANCE ON NON-PERFORMING LOANS

The Corporation's overall specific allowance on non-performing loans was \$2,971,754 (2019 – \$3,798,479) at year-end, which is a decrease of 21.8% (2019 – increase – 11.2%) from 2018/2019. The decrease is primarily due to Bill 24 (Write-off of Debts Act, 2018-2019) as loans totaling \$929,229 (decrease of 24.5%) were written-off during the year; which was offset by an increase to the specific allowance of \$102,504 (increase of 2.7%) in 2019/2020.

Because the specific allowance was reduced by \$929,229 due to Bill 24 (Write-off of Debts Act, 2018-2019), loans receivable was correspondingly reduced by the same amount.

A total of nine (2019 – fourteen) credit facilities have specific allowances, which is 22.0% (2019 – 26.9%) of the total credit facilities of 41 (2019 – 52). These nine credit facilities encompass seven (2019 – seven) different communities. The Corporation currently has credit facilities in nine (2019 – nine) different communities.

Management reviews the portfolio on a regular basis to determine if any credit facilities should be classified as impaired. During 2019/2020, specific allowances on three credit facilities (2019 – six) were adjusted for a total amount of \$102,504 (2019 – \$381,461).

No specific allowances were provided on additional (2019 – two) credit facilities in 2019/2020 (2019 – \$624,539). The specific allowance on one credit facility (2019 – three) was reduced by \$88,000 (2019 – \$246,666) as the recovery value of the security held is greater than previously anticipated. The specific allowance on two credit facilities (2019 – one) was increased by \$190,504 (2019 – \$3,588).

GENERAL ALLOWANCE ON PERFORMING LOANS

A general allowance on performing loans is calculated each year to provide for possible impairments within the overall credit facility portfolio after taking into account specific allowances. The general allowance on performing loans is calculated as the total loans receivable, less the specific allowance on non-performing loans at the end of the fiscal year, less any payout of loan balances after year end and is multiplied by 2%.

The general allowance on performing loans for 2019/2020 is \$205,227 (2019 – \$257,684), which is a decrease of \$52,457 or 20.4% (2019 – \$86,108; 25.0%) from 2018/2019.

WRITE-OFFS

Under the provisions of the Financial Administration Act, the outstanding principal and interest on a loan can be approved for write-off by the Corporation's Board of Directors if the total outstanding on a loan is \$20,000 or less; or by the Legislative Assembly of Nunavut if the total outstanding on a loan is over \$20,000. A loan written-off is still subject to collection action.

There were five credit facilities written-off during the year pursuant to Bill 24 (Write-off of Debts Act, 2018-2019). The total amount written-off was \$929,229, which was comprised of principal of \$897,223, interest of \$25,767, and protective disbursements of \$6,239.

CONTRACTING, PROCUREMENT, AND LEASING ACTIVITIES

CONTRACTING, PROCUREMENT AND LEASING ACTIVITIES

During the year, the Corporation issued sole source contracts for proprietary software, promotional products, and professional services.

The Corporation's office in the Parnaivik Building in Iqaluit is leased through the Department of Community and Government Services. The facility expense for 2019/2020 was \$92,036 (2019 – \$92,036).

The majority of the Corporation's expenditures that are subject to contracting and procurement activity are professional services. Professional services include legal services, translation services, and communications services.

The total amounts of contracts issued to vendors were as follows:

Community	Vendor	Type of Service	Award Method	2020 Actual	2019 Actual	Inuit Owned Firm	NNI
Iqaluit	Dubuc Osland	Legal	Sole Source	\$ 22,802	\$ 23,066		
Iqaluit	Outcrop Nunavut	Communication	Standing Offer Agreement	18,059	17,812		*
Iqaluit	Katittut	Communication	Standing Offer Agreement	13,908	9,720		
Iqaluit	Institute on Governance	Board training	Sole Source	-	8,407		
Iqaluit	Consulting Matrix	Consulting	Invitational RFP	-	17,290		
Iqaluit	Common Goals Software	Training	Sole Source	7,103	6,251		
Iqaluit	Eileen Kilabuk-Weber	Translation	Sole Source	5,414	7,397		
Iqaluit	4imprint	Promotional products	Sole Source	9,026	8,970		
Iqaluit	Diligent	Software	Sole Source	19,305	19,297		
TOTALS				\$ 95,617	\$ 118,210		

LOAN PORTFOLIO

PORTFOLIO ACTIVITY

The number of credit facilities decreased by eleven to 41 (2019 – 52), while the number of clients decreased by twelve to 34 (2019 – 46).

Two (2019 – two) new lines of credit were approved totaling \$550,000 (2019 – \$1,340,000). At year-end, \$250,000 (2019 – \$660,679) had been drawn upon.

No (2019 – one) existing lines of credit were increased (2019 – \$150,000) at renewal. However, one existing line of credit was decreased by \$150,000 at renewal. Four (2019 – six) other lines of credit were renewed totaling \$2,800,000 (2019 – \$3,300,000). Four (2019 – two) lines of credit totaling \$1,924,378 (2019 – \$1,101,267) were paid out.

A standby letter of credit of \$300,000 (2019 – \$300,000) was renewed for one client (2019 – one), while a new standby letter of credit of \$500,000 was approved for another client.

There was one (2019 – six) new term loan approved in 2019/2020 totaling \$75,000 (2019 – \$2,285,342). There was one (2019 – two) client that had an increase to its term loan approved totaling \$16,250 (2019 – \$85,000). Two (2019 – five) term loans totaling \$562,390 (2019 - \$3,298,577) were renewed. No (2019 – one) existing lines of credit (2019 – \$150,000) were converted into term loans. Five (2019 – three) term loans totaling \$1,797,548 (2019 – \$1,239,896) were paid out in full during the year.

Disbursements of Credit Facilities

The following new credit facilities had cash advances in 2019/2020:

- South East Nunavut Company Ltd.
- Nunavut Construction Ltd.
- Coman Arctic Ltd.
- Kinngait Property
 Management Ltd.
- Northern Frontier Services Ltd.

PORTFOLIO RISK MANAGEMENT

To minimize risk in its portfolio, the Corporation diversifies its credit facilities by community and by industry sector. Information in this regard is provided in the tables that follow.

Because the Corporation can only legislatively lend to a maximum of \$1,000,000 to any one business enterprise or group of related enterprises, it employs risk management to individual clients in terms of credit facility amounts. Within individual clients, the Corporation secures its credit facilities with (i) collateral mortgages on real property, (ii) various securities on assets, and (iii) corporate and personal guarantees.

PORTFOLIO ACTIVITY BY COMMUNITY

The Corporation has the ability and mandate to provide credit facilities to every community in Nunavut. At year-end, the Corporation had outstanding credit facilities in nine (2019 – nine) of Nunavut's twenty-five communities.

The nine communities with outstanding credit facilities are Cambridge Bay and Kugluktuk in the Kitikmeot region; Arviat, Coral Harbour, and Rankin Inlet in the Kivalliq region; and Clyde River, Pangnirtung, Iqaluit, and Cape Dorset in the Qikiqtaaluk region.

The tables below provide information on the type and amount (principal only) of the credit facilities in each community.

Qikiqtaaluk Region

Region			:	2018/2019					
Community	Term Loans	Lines of Credit	Total Amount	% of Portfolio	Term Loans	Lines of Credit	Total Amount	% of Portfolio	
Qikiqtaaluk									
Cape Dorset	2	1	837,230	5.6	3	1	1,282,389	6.5	
Clyde River	2	-	1,094,078	7.3	2	-	1,112,146	5.6	
Iqaluit	18	6	7,592,421	50.9	24	7	10,982,906	55.6	
Pangnirtung	1	-	143,114	1.0	1	-	143,114	0.7	
Total	23	7	9,666,843	64.8	30	8	13,520,555	68.4	

Two credit facilities in Iqaluit and one credit facility in Cape Dorset from 2018/2019 were written-off in 2019/2020 through Bill 24 (Write-off of Debts Act, 2018-2019)

Kivalliq Region

Region		2019/2020								
Community	Term Loans	Lines of Credit	Total Amount	% of Portfolio	Term Loans	Lines of Credit	Total Amount	% of Portfolio		
Kivalliq										
Arviat	1	-	537,897	3.6	1	-	537,897	2.7		
Coral Harbour	1	-	982,948	6.6	2	-	997,841	5.0		
Rankin Inlet	2	-	1,102,757	7.4	3	-	1,179,013	6.0		
Kivalliq – Total	4	-	2,623,602	17.6	6	-	2,714,751	13.7		

A credit facility in each of Rankin Inlet and Coral Harbour from 2018/2019 were written-off in 2019/2020 through Bill 24 (Write-off of Debts Act, 2018-2019)

Kitikmeot Region

Region			:	2018/2019						
Community	Term Loans	Lines of Credit	Total Amount	% of Portfolio	Term Loans	Lines of Credit	Total Amount	% of Portfolio		
Kitikmeot										
Cambridge Bay	5	-	1,345,530	9.0	5	1	2,086,714	10.6		
Kugluktuk	2	-	1,289,396	8.6	2	-	1,426,267	7.3		
Total	7	-	2,634,926	17.6	7	1	3,512,981	17.9		

Total								
	Term Loans	Lines of Credit	Total Amount	% of Portfolio	Term Loans	Lines of Credit	Total Amount	% of Portfolio
Total Loan Portfolio	34	7	14,925,371	100.0	43	9	19,748,287	100.0

PORTFOLIO ACTIVITY BY INDUSTRY

The Corporation as part of its portfolio risk management strategy diversifies its credit facilities by industry. At year-end, the Corporation's credit facilities (principal only) by industry sector is identified in the table below.

	2019/2020						2018/2019	
Industry	Term Loans	Lines of Credit	Total Amount	% of Portfolio	Term Loans	Lines of Credit	Total Amount	% of Portfolio
Performing L	oans							
Aviation	-	-	-	-	-	1	99,981	0.5
Construction	7	5	4,320,539	29.0	8	4	6,359,200	32.2
Hospitality	5	-	2,070,696	13.9	6	-	2,372,601	12.0
Real Estate	-	-	-	-	2	1	768,274	3.9
Retail	4	1	1,083,523	7.3	3	1	1,108,798	5.6
Service	7	1	2,094,724	14.0	8	2	2,935,820	14.9
Transportation	2	-	662,902	4.4	2	-	493,316	2.5
Total – Performing	25	7	10,232,384	68.6	29	9	14,137,990	71.6
Non- Performing	9	_	4,692,987	31.4	14	_	5,610,297	28.4
r Gjorning	9		+,032,307	J 1.4	14		3,010,237	20.4
Total Loan Portfolio	34	7	14,925,371	100.00	43	9	19,748,287	100.0

LENDING REQUIREMENTS

Generally, Canadian chartered banks, but particularly in Nunavut, do not provide credit facilities for start-up businesses or businesses without a history of successful operation.

This has changed recently in Nunavut due to the entrance of Atuqtuarvik Corporation and First Nations Bank of Canada, which is 17.66% owned by Atuqtuarvik Corporation. Nunavut Tunngavik Incorporated is the sole shareholder of Atuqtuarvik Corporation and is the signatory to the Nunavut Agreement.

The Corporation can provide credit facilities as follows:

- · Loans to business enterprises;
- Guarantee loans made by financial institutions to business enterprises;
- Provide bonds to resident business enterprises; and
- Indemnify bonds provided by bonding companies to resident business enterprises to a maximum of \$1,000,000 to any one business enterprise or to any related business enterprises.

With respect to loans, the Corporation provides lines of credit and term loans.

- Lines of credit must be renewed annually.
- For term loans, the maximum term available is five years while the amortization period can be as long as twenty-five years.

Interest rates are set at the cost of borrowing plus a risk adjustment factor that can range from 0% to 5%.

- The cost of borrowing is the rate that the Government of Nunavut charges the Corporation for its working capital loan.
- The interest rate that the Corporation charges its clients is the interest rate in effect on the first day of the quarter in which the Corporation's Board of Directors approved the credit facility plus the applicable risk adjustment factor.

FINANCIAL STATEMENTS



NUNAVUT BUSINESS CREDIT CORPORATION

FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2020

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MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL STATEMENTS

The accompanying financial statements of Nunavut Business Credit Corporation (the Corporation) and all information in this annual report are the responsibility of the Corporation's management and have been reviewed and approved by the Board of Directors.

Management is responsible for the preparation of the financial statements in accordance with Canadian public sector accounting standards (PSAS). The financial statements include amounts, such as the allowance for losses on loans and the provision for employee future benefits, which are based on management's best estimates and judgment.

In carrying out its responsibility with respect to financial reporting, management maintains and relies on financial and management control systems and practices which are designed to provide reasonable assurance that transactions are authorized and recorded, assets are safeguarded and controlled, and proper records are maintained. These controls and practices are intended to ensure the orderly conduct of business, the accuracy of accounting records, the timely preparation of reliable financial information, and adherence to the Corporation's policies and statutory requirements.

The Board of Directors is responsible for ensuring that management fulfills its responsibilities for financial reporting and internal control. The external auditors have full and free access to the Board of Directors.

The Corporation's independent external auditor, the Auditor General of Canada, is responsible for auditing the transactions and financial statements of the Corporation and for issuing his report thereon.



June 15, 2020

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Office of the Bureau du
Auditor General vérificateur général
of Canada du Canada

INDEPENDENT AUDITOR'S REPORT

To the Minister responsible for the Nunavut Business Credit Corporation

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of the Nunavut Business Credit Corporation (the Corporation), which comprise the statement of financial position as at 31 March 2020, and the statement of operations and accumulated deficit, statement of change in net debt and statement of cash flow for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Corporation as at 31 March 2020, and the results of its operations, changes in its net debt, and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Basis for Opinion

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

Other Information

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditor's report thereon.

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

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

materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian public sector accounting standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

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

 Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances, but not for the purpose of
 expressing an opinion on the effectiveness of the Corporation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of
 accounting and, based on the audit evidence obtained, whether a material uncertainty
 exists related to events or conditions that may cast significant doubt on the Corporation's
 ability to continue as a going concern. If we conclude that a material uncertainty exists,
 we are required to draw attention in our auditor's report to the related disclosures in the
 financial statements or, if such disclosures are inadequate, to modify our opinion. Our
 conclusions are based on the audit evidence obtained up to the date of our auditor's
 report. However, future events or conditions may cause the Corporation to cease to
 continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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

Report on Compliance with Specified Authorities

Opinion

In conjunction with the audit of the financial statements, we have audited transactions of the Nunavut Business Credit Corporation coming to our notice for compliance with specified authorities. The specified authorities against which compliance was audited are Part IX of the Financial Administration Act of Nunavut and regulations, the Nunavut Business Credit Corporation.

In our opinion, the transactions of the Nunavut Business Credit Corporation that came to our notice during the audit of the financial statements have complied, in all material respects, with the specified authorities referred to above. Further, as required by the *Financial Administration Act* of Nunavut, we report that, in our opinion, the accounting principles in Canadian public sector accounting standards have been applied on a basis consistent with that of the preceding year. In addition, in our opinion, proper books of account have been kept by the Nunavut Business Credit Corporation and the financial statements are in agreement therewith.

Responsibilities of Management for Compliance with Specified Authorities

Management is responsible for the Nunavut Business Credit Corporation's compliance with the specified authorities named above, and for such internal control as management determines is necessary to enable the Nunavut Business Credit Corporation to comply with the specified authorities.

Auditor's Responsibilities for the Audit of Compliance with Specified Authorities

Our audit responsibilities include planning and performing procedures to provide an audit opinion and reporting on whether the transactions coming to our notice during the audit of the financial statements are in compliance with the specified authorities referred to above.

Michael B. Robichaud, CPA, CA

Principal

for the Auditor General of Canada

Ottawa, Canada 15 June 2020

STATEMENT OF FINANCIAL POSITION

As at March 31

2020		2019
\$ 1,594,223	\$	1,501,075
14,081		14,925
2,427		62,618
11,899,052		15,961,025
\$ 13,509,783	\$	17,539,643
\$ 302,460	\$	290,710
19,280		17,545
14,221,610	\$	18,391,796
\$ 14,543,350	\$	18,700,051
(1,033,567)		(1,160,408)
\$ 29,179	\$	38,407
25,059		37,856
\$ 54,238	\$	76,263
\$ (979,329)	\$	(1,084,145)
\$ \$ \$	\$ 1,594,223 14,081 2,427 11,899,052 \$ 13,509,783 \$ 302,460 19,280 14,221,610 \$ 14,543,350 (1,033,567) \$ 29,179 25,059 \$ 54,238	\$ 1,594,223 \$ 14,081 2,427 11,899,052 \$ 13,509,783 \$ \$ \$ 302,460 \$ 19,280 14,221,610 \$ \$ 14,543,350 \$ \$ (1,033,567) \$ \$ 29,179 25,059 \$ \$ 54,238 \$ \$

Contractual obligations (Note 11) Contractual rights (Note 12) COVID-19 (Note 15)

The accompanying notes and schedules are an integral part of these financial statements.

Approved by the Board of Directors:

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Marg Epp

Chairperson of the Board of Directors

STATEMENT OF OPERATIONS AND ACCUMULATED DEFICIT

for the year ended March 31

	20	020 Budget (Note 14)	2	2020 Actual	2	2019 Actual
REVENUES						
Interest income on loans receivable	\$	1,260,000	\$	771,439	\$	1,112,049
Other interest income (Note 3)		10,000		35,867		54,643
Total revenues	\$	1,270,000	\$	807,306	\$	1,166,692
EXPENSES						
Salaries and benefits	\$	900,000	\$	820,897	\$	742,687
Interest expense on advance from Government of Nunavut (Note 9)		440,000		221,610		391,796
Facilities expense		92,000		92,036		92,036
Training and development		50,000		90,314		33,200
Advertising and promotion		60,000		66,209		76,189
Professional fees		75,000		63,348		78,424
Allowance for losses on loans (Note 5)		125,000		50,047		295,353
Travel		70,000		48,280		31,215
Board meetings		68,000		35,861		39,677
Board honoraria		35,000		32,000		22,775
Office expense		30,000		28,489		32,127
Amortization (Schedule A)		15,000		11,191		15,211
Other expenses		2,000		3,370		4,028
Total Expenses	\$	1,962,000	\$	1,563,652	\$	1,854,718
Deficit for the year before contribution from Government of Nunavut	\$	(692,000)	\$	(756,346)	\$	(688,026)
Contribution from Government of Nunavut						
Operational funding and services provided without charge (Note 13)	\$	860,000	\$	861,162	\$	860,286
Total contribution from Government of Nunavut	\$	860,000	\$	861,162	\$	860,286
Surplus for the year	\$	168,000	\$	104,816	\$	172,260
Accumulated deficit – beginning of the year	\$	(1,084,145)	\$	(1,084,145)	\$	(1,256,405)
Accumulated deficit – end of the year	\$	(916,145)	\$	(979,329)	\$	(1,084,145)

The accompanying notes and schedules are an integral part of these financial statements.

STATEMENT OF CHANGE IN NET DEBT

for the year ended March 31

	2	2020 Budget (Note 14)	20)20 Actual	20	19 Actual
Surplus for the year	\$	168,000	\$	104,816	\$	172,260
TANGIBLE CAPITAL ASSETS (SCHEDULE A)						
Amortization	\$	15,000	\$	11,191	\$	15,211
Additions		-		(1,963)		(24,427)
	\$	15,000	\$	9,228	\$	(9,216)
Net deductions/(additions) to prepaid expenses		-		12,797		(11,029)
Decrease in net debt	\$	183,000	\$	126,841	\$	152,015
Net debt – beginning of the year		(1,160,408)		(1,160,408)		(1,312,423)
Net debt – end of the year	\$	(977,408)	\$ (1,033,567)	\$ (1,160,408)

The accompanying notes and schedules are an integral part of these financial statements.

STATEMENT OF CASH FLOW

for the year ended March 31

	2020	2019
CASH PROVIDED BY OPERATING ACTIVITIES		
Interest received on loans receivable	\$ 832,379	\$ 1,090,532
Government of Nunavut contributions	760,000	700,000
Government of Canada contributions	-	22,334
GST rebate	14,503	19,611
Payments to suppliers	(419,733)	(373,814)
Interest payments on Government of Nunavut advance	(391,796)	(356,428)
Interest received on current bank account	36,058	61,804
Cash paid to Government of Nunavut	(737,845)	(794,616)
Cash provided by operating activities	\$ 93,566	\$ 369,423
CASH USED FOR CAPITAL ACTIVITIES		
Tangible capital acquisitions	\$ (1,963)	\$ (24,427)
Cash used for capital activities	\$ (1,963)	\$ (24,427)
CASH PROVIDED BY INVESTING ACTIVITIES		
Repayment of loans receivable	\$ 5,704,651	\$ 3,841,487
Loan charges receivable	75,853	83,434
Disbursements of loans receivable	(1,778,959)	(1,947,893)
Cash provided by investing activities	\$ 4,001,545	\$ 1,977,028
CASH USED FOR FINANCING ACTIVITIES		
Repayment of advance from Government of Nunavut	\$ (4,000,000)	\$ (7,000,000)
Cash used for financing activities	\$ (4,000,000)	\$ (7,000,000)
Increase/(decrease) in cash	93,148	(4,677,976)
Cash – beginning of the year	\$ 1,501,075	\$ 6,179,051
Cash – end of the year	\$ 1,594,223	\$ 1,501,075

The accompanying notes and schedules are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

1. The Corporation

(a) Authority

The Nunavut Business Credit Corporation (the Corporation) is a territorial corporation wholly owned by the Government of Nunavut (the Government). The Corporation came into existence on April 1, 1999 by virtue of section 29 of the Nunavut Act. The Nunavut Business Credit Corporation Act (Act) defines the legal and operational structure. The Corporation functions under the auspices of the Government's Department of Economic Development and Transportation (the Department) and is subject to Part IX of the Financial Administration Act of Nunavut.

(b) Mandate

The mandate of the Corporation is to function as an "arms-length" territorial corporation to stimulate economic development and employment in Nunavut through the loan program by supporting, financing, and investing in resident business enterprises. The Corporation's role is a blend of being a lender of northern opportunity and a developmental agency for Nunavut businesses. The Corporation does not offer any grants, concessionary loans, or forgivable loans and cannot make equity investments. As such, the Corporation only has one program.

(c) Government contributions and advances

The Corporation is economically dependent on the Government's continuing contributions for its direct administrative expenses. The Contribution Agreement with the Department specifies a fixed contribution for the year.

Section 47 of the Act also authorizes the Government to advance to the Corporation an amount out of the Consolidated Revenue Fund not exceeding \$50 million for the purposes of providing financial assistance to business enterprises. The Financial Management Board has set the working capital advance limit at \$40 million. These advances are repayable to the Government on such terms and conditions as the Minister of Finance may determine.

(d) Taxes

The Corporation is non-taxable under the Income Tax Act (Canada).

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

2. Significant accounting policies

The financial statements have been prepared in accordance with Canadian public sector accounting standards (PSAS) as issued by the Public Sector Accounting Board (PSAB). The following is a summary of the significant accounting policies.

(a) Cash

Cash is comprised of bank account balances, net of outstanding cheques, and trust advances. Surplus cash earns interest income based on the Government's bank interest rate.

(b) Accounts receivable

Accounts receivable are valued at the lower of cost or net recoverable value. Valuation allowances, if necessary, are recorded based on all circumstances that existed at the financial statement date that were known at the date these financial statements are approved, including past events.

(c) Tangible capital assets

Tangible capital assets are recorded at cost less accumulated amortization. Amortization is provided on a declining balance basis using the following rates:

» Computers and office equipment 30%

» Office furniture and fixtures

Tangible capital assets are amortized starting the month after they are purchased.

Tangible capital assets are written-down when conditions indicate that they no longer contribute to the Corporation's ability to provide goods or services, or when the value of future economic benefits associated with the tangible capital assets are less than their net book value. The net write-downs are recorded as an expense in the Statement of Operations and Accumulated Surplus. Write-downs are not reversed following a subsequent increase in the tangible capital asset's estimated value.

(d) Measurement uncertainty

The preparation of financial statements in accordance with PSAS requires management to make estimates and assumptions that affect the amounts of assets, liabilities, revenues, and expenses reported in the financial statements. By their nature, these estimates and assumptions are subject to measurement uncertainty. The effect on the financial statements of changes to such estimates and assumptions in future periods could be significant, although, at the time of preparation of these financial statements, management believes the estimates and assumptions to be reasonable. The most significant management estimate is the allowance for losses on loans. A variation in the quality of the loan portfolio or economic conditions under which these estimates are made could result in significant changes in these management estimates.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

2. Significant accounting policies (continued)

(e) Financial instruments

Financial instruments are identified by financial asset and financial liability classifications. The Corporation's financial instruments are initially recorded at fair value and subsequently measured at cost or amortized cost using the effective interest rate method.

The following is a list of the Corporation's financial instruments and their related measurement basis as at March 31, 2020.

Financial Assets	Measurement Basis
Cash	Cost
Accounts receivable	Cost
Loans receivable	Amortized cost
Due from Government of Nunavut	Cost
Loan charges receivable	Cost
Financial Liabilities	Measurement Basis
Accounts payable and accrued liabilities	Cost
Due to Government of Nunavut	Cost

All financial assets are tested annually for impairment. When financial assets are impaired, impairment losses are recorded in the Statement of Operations and Accumulated Deficit.

(f) Interest income on loans receivable

Interest income on loans receivable is recognized on an accrual basis. The Corporation ceases to accrue interest once a loan is classified as impaired. All payments received on impaired loans are credited to the suspended interest, protective loan disbursements, arrears payments for accrued loan interest, and loan principal balance in that order.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

2. Significant accounting policies (continued)

(g) Loans receivable

A loan is classified as impaired when, upon an analysis of all considerations, it is determined that there has been a deterioration in the credit quality of the loan such that, in the opinion of management, there is no longer reasonable assurance of the timely collection of the full amount of principal and interest. Such considerations may include the following and are assessed in conjunction with other contributing and mitigating factors that may exist with respect to a specific loan:

- 1. Principal or interest is six months past due unless the loan is fully secured or collection efforts are reasonably expected to result in repayment of the loan;
- 2. Principal or interest is twelve months past due regardless of whether the loan is well secured or not;
- 3. Principal or interest is three months past due, if the loan has been previously restructured; or
- 4. The security of the credit facility is compromised.

When a loan is classified as impaired, the carrying amount of the loan is reduced to its estimated net recoverable value. The estimated net recoverable value is the discounted expected future cash flows at the effective interest rate of the loan. Where the amount and timing of future cash flows cannot be estimated with reasonable reliability, the estimated net recoverable value is the fair market value of the security underlying the loan, net of expected costs of realization and any amounts legally required to be paid to the borrower.

The amount of initial impairment and any subsequent changes in the amount of impairment are recorded as either a charge or a credit to the specific allowance on impaired loans. Once the suspended interest, protective loan disbursements, and accrued loan interest are current then the loan is no longer classified as impaired. All payments received on previously written off loans are recognized as revenue as other income.

Loans are restored to performing status when it is determined that there is a reasonable assurance of timely collection of principal and interest. Refinanced loans are considered performing unless they meet the criteria of impaired loans. When an impaired loan is restored or refinanced to an accrual basis, any non-accrued capitalized interest as a result of cash payments received is recognized in income immediately and any remaining non-accrued capitalized interest is recognized over the remaining term of the loan.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

2. Significant accounting policies (continued)

(h) Allowance for losses on loans

The allowance for losses on loans is based upon a review of all loans to borrowers and represents management's best estimate of probable credit losses based upon historical experience. The allowance includes two components: (i) general allowance for performing loans and (ii) specific allowance for impaired loans.

The general allowance for performing loans represents management's estimate of probable losses on those loans which cannot yet be specifically identified as impaired. The general allowance is calculated as the total loans receivable, less the specific allowance at the end of the fiscal year, less any payout of loan balances after year end and is multiplied by 2%, which represents management's estimate of future losses based on historical experience.

The specific allowance for impaired loans is established on an individual loan basis in order to recognize credit losses. The amount of the initial impairment, and any underlying subsequent changes due to re-evaluation of estimated recoverable values, are recorded through an adjustment within the specific allowance.

The general allowance for performing loans and the specific allowance for impaired loans are shown as a reduction to the loans receivable balance.

(i) Write-offs

Under the provisions of the Financial Administration Act of Nunavut, the outstanding principal and interest on a loan can be approved for write-off by the Corporation's Board of Directors if the total outstanding on a loan is \$20,000 or less; or by the Legislative Assembly of Nunavut if the total outstanding on a loan is over \$20,000. A loan written-off is still subject to collection action.

Management generally recommends the write-off of a loan only after all means of collecting the loan have been exhausted.

(j) Post-employment benefit liabilities

Pension benefits

All of the employees of the Corporation are covered by the Public Service Pension Plan (the Plan), a defined benefit plan established through legislation and sponsored by the Government of Canada. Contributions are required by both the employees and the Corporation to cover current service cost. Pursuant to legislation currently in place, the Corporation has no legal or constructive obligation to pay further contributions with respect to any past service or funding deficiencies of the Plan. Consequently, the employer contributions are recognized as an expense in the year when employees have rendered service and represent the total pension obligation of the Corporation.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

2. Significant accounting policies (continued)

(j) Post-employment benefit liabilities (continued)

Non-pension benefits

Under the terms and conditions of employment, the Corporation's employees may earn severance and removal benefits based on years of service. These benefits are paid upon resignation, retirement, or death of an employee. The accrued liability and related expenses for these benefits are recorded as employees earn them and has been determined based on management's assumptions and best estimates.

In addition to severance and removal benefits, the Corporation's employees are entitled to sick leave under the terms of employment. Included in other non-pension benefits is an amount for employees who are permitted to accumulate unused sick leave. However, such entitlements do not vest and can be used only in the event of illness. The amount of accumulated sick leave entitlements which are expected to be used in future years is determined by management's assumptions and best estimates.

(k) Revenue recognition

Unless otherwise stated, all revenues are recognized and reported on an accrual basis in the period in which transactions or events give rise to the revenues.

(I) Contributions from Government of Nunavut and others

Transfers are recognized when the funding is authorized and any eligibility criteria are met, except to the extent that funding stipulations give rise to an obligation that meets the definition of a liability. Government contributions are recognized in the Statement of Operations and Accumulated Deficit as the stipulated liabilities are settled. The Corporation does not have deferred contribution balances.

(m) Related party transactions

The Corporation is related in terms of common ownership, to all Government created departments and territorial corporations. The Corporation considers key management personnel, which includes all members of the Board of Directors and the Chief Executive Officer to be related parties.

The Government provides certain administrative contributions and services without charge to the Corporation.

Administrative contributions provided by the Government are measured at the exchange amount, which is a fixed amount of consideration established and agreed to by the related parties under a contribution agreement and are recorded in the related account balances.

Services provided without charge by the Government are measured at the carrying amount, which is an amount based on unallocated costs and recoveries and are reported in the related account balances on a gross basis.

The Corporation also reimburses the Government for payments made on behalf of its employees in relation to salaries and other payments. These transactions are measured at the exchange amount based on the total amount of payments made on behalf of the Corporation.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

2. Significant accounting policies (continued)

(n) Services provided without charge by non-related parties

Audit services are provided without charge from the Office of the Auditor General of Canada to the Corporation for the audit of its financial statements. No amount has been recognized in these financial statements in respect of the services provided.

(o) Future changes in accounting standards

A number of new and amended standards used by the PSAB are not yet effective and have not been applied in preparing these financial statements. The Corporation plans to adopt these new and amended standards on their effective dates and is currently assessing the impact these standards will have on the Corporation's financial statements. Standards which will become effective are as follows:

Section PS 3280 Asset Retirement Obligations, has been issued by the PSAB and is effective for the fiscal year beginning on or after April 1, 2021. This section establishes standards as to how to account for and report a liability for asset retirement obligations along with post-retirement operation, maintenance and monitoring costs.

Section PS 3400 Revenue, has been used by the PSAB and is effective for the fiscal year beginning on or April 1, 2022. This section establishes standards on how to account for and report on revenue. Specifically, it differentiates between revenue arising from transactions that include performance obligations and transactions that do not have performance obligations.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

3. Cash

The Corporation's cash is pooled with the Government's surplus cash, which earns bank interest on the combined balance, rather than on an individual account basis. In 2020, the Corporation earned interest income of \$35,867 (2019 - \$54,643) with an average yield of 2.25% (2019 - 2.06%).

As of March 31, 2020, cash includes a trust advance of \$nil (2019 - \$490,000), which relates to undisbursed loans receivable.

4. Loans receivable

The Corporation provides two classes of loans receivable, term loans and lines of credit.

Term loans have terms that vary from one year to five years, with maximum amortization periods of twenty-five years. Interest rates paid by clients are based upon the Corporation's cost of borrowing plus a risk adjustment factor of zero to five percent. Blended payments of principal and interest are made by clients, with the majority of blended payments being monthly.

In exceptional circumstances, interest only payments can be made, up to a maximum of three years.

Lines of credit can only be issued for a term of one year. They can, however, be renewed annually. Interest rates paid by clients are based upon the Corporation's cost of borrowing plus a risk adjustment factor of zero to five percent. Monthly payments of interest are required to be made by clients.

For both term loans and lines of credit, there must be sufficient security pledged by clients to support the amount of the loan receivable.

On June 6, 2019, Bill 24 (Write-off of Debts Act, 2018-2019) was assented to in the Legislative Assembly of Nunavut, which wrote-off \$929,229 of loans receivable owed by 5 clients.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

4. Loans receivable (continued)

As of March 31, 2020, loans receivable are expected to mature as follows:

Terms to Maturity	Annual Interest Rate %	2020	Annual Interest Rate %	2019
1 year	5.54% - 6.86%	\$ 1,831,627	5.52% - 7.32%	\$ 3,483,202
1 - 2 years	5.32% - 6.86%	1,365,296	6.05% - 6.89%	1,083,878
2 - 3 years	5.84% - 6.59%	2,816,669	5.32% - 5.54%	1,329,487
Over 3 years	6.43% - 6.96%	4,218,792	5.52% - 6.96%	8,241,423
Impaired loans	5.48% - 6.59%	4,692,987	5.48% - 8.50%	5,610,297
		\$ 14,925,371		\$ 19,748,287
Accrued loan interest receivable (Note 6)		106,376		202,992
Loan charges receivable		44,286		65,909
		\$ 15,076,033		\$ 20,017,188
Less: Allowance for losses on loans receivable (Note 5)		3,176,981		4,056,163
Loans receivable - net		\$ 11,899,052		\$ 15,961,025

Loan charges receivable are amounts paid by the Corporation, either on behalf of a client or by the Corporation to protect the underlying security of a loan receivable. Loan charges receivable include legal fees and disbursements, receiver fees and disbursements, insurance, utilities, and registration fees.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

4. Loans receivable (continued)

The number of loans by terms to maturity are as follows:

		2020		2019
Terms to Maturity	Number of Loans	Loan Balance	Number of Loans	Loan Balance
Performing Loans				
1 year	9	\$ 1,831,627	13	\$ 3,483,202
1 - 2 years	5	1,365,296	2	1,083,878
2 - 3 years	7	2,816,669	4	1,329,487
Over 3 years	11	4,218,792	19	8,241,423
Total - Performing loans	32	\$ 10,232,384	38	\$ 14,137,990
Impaired Loans				
1 year	-	\$ -	1	\$ 726,164
1 – 2 years	1	982,949	-	-
2 – 3 years	1	385,151	1	982,949
Over 3 years	-	-	1	385,151
Past maturity date	7	3,324,887	11	3,516,033
Total - Impaired loans	9	\$ 4,692,987	14	\$ 5,610,297
Total	41	\$ 14,925,371	52	\$ 19,748,287

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

4. Loans receivable (continued)

The concentration of performing loans and impaired loans by region are as follows:

	\$	14,925,371		\$	19,748,287
5.53% - 6.96%		2,634,926	5.53% - 6.96%		3,512,981
5.48% - 6.34%		2,623,602	5.32% - 8.50%		2,714,751
5.48% - 6.96%	\$	9,666,843	5.48% - 7.32%	\$	13,520,555
	\$	14,925,371		\$	19,748,287
	\$	4,692,987		\$	5,610,297
-		-	-		-
5.48% - 6.34%		1,783,350	6.09% - 8.50%		1,836,149
5.48% - 6.59%	\$	2,909,637	5.48% - 6.59%	\$	3,774,148
	\$	10,232,384		\$	14,137,990
5.53% - 6.96%		2,634,926	5.53% - 6.96%		3,512,981
5.32%		840,252	5.32% - 5.48%		878,602
5.48% - 6.96%	\$	6,757,206	5.48% - 7.32%	\$	9,746,407
Rate %		2020	Rate %		2019
	S.48% - 6.96% 5.48% - 6.96% 5.48% - 6.59% 5.48% - 6.34% 5.48% - 6.34%	5.48% - 6.96% \$ 5.32% 5.53% - 6.96% \$ 5.48% - 6.59% \$ 5.48% - 6.34% - \$ 5.48% - 6.96% \$ 5.48% - 6.96%	Rate % 2020 5.48% - 6.96% \$ 6,757,206 5.32% 840,252 5.53% - 6.96% 2,634,926 \$ 10,232,384 5.48% - 6.59% \$ 2,909,637 5.48% - 6.34% 1,783,350 - - \$ 4,692,987 \$ 14,925,371 5.48% - 6.96% \$ 9,666,843 5.53% - 6.96% 2,623,602 5.53% - 6.96% 2,634,926	Rate % 2020 Rate % 5.48% - 6.96% \$ 6,757,206 5.48% - 7.32% 5.53% - 6.96% 2,634,926 5.53% - 6.96% \$ 10,232,384 5.48% - 6.59% 2,909,637 5.48% - 6.59% 5.48% - 6.34% 1,783,350 6.09% - 8.50% \$ 4,692,987 \$ 14,925,371 5.48% - 6.34% 2,623,602 5.32% - 8.50% 5.53% - 6.96% 2,634,926 5.53% - 6.96%	Rate % 2020 Rate % 5.48% - 6.96% \$ 6,757,206 5.48% - 7.32% \$ 5.32% 840,252 5.32% - 5.48% 5.53% - 6.96% 2,634,926 5.53% - 6.96% \$ 10,232,384 \$ 5.48% - 6.59% \$ 2,909,637 5.48% - 6.59% \$ 5.48% - 6.34% 1,783,350 6.09% - 8.50% \$ 4,692,987 \$ \$ \$ 14,925,371 \$ 5.48% - 6.96% \$ 9,666,843 5.48% - 7.32% \$ 5.48% - 6.34% 2,623,602 5.32% - 8.50% 5.53% - 6.96% 2,634,926 5.53% - 6.96%

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

5. Allowance for losses on loans receivable

	2020	2019
Specific Allowance on Impaired Loans		
Balance, beginning of the year	\$ 3,798,479	\$ 3,417,018
Loans written-off	(929,229)	-
Change in allowance for the year	102,504	381,461
Balance, end of the year	\$ 2,971,754	\$ 3,798,479
General Allowance on Performing Loans		
Balance, beginning of the year	\$ 257,684	\$ 343,792
Change in allowance for the year	(52,457)	(86,108)
Balance, end of the year	\$ 205,227	\$ 257,684
Total allowance for losses on loans receivable, end of the year	\$ 3,176,981	\$ 4,056,163

6. Accrued loan interest receivable

	2020	2019
Performing loans	\$ 17,004	\$ 81,189
Impaired loans	89,372	121,803
	\$ 106,376	\$ 202,992

The interest accrued for impaired loans represents the interest accrued up to the point the loans were determined to be impaired at which time the accrual of interest ceased.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

7. Accounts payable and accrued liabilities

		2020	2019
Related party accounts payable and accrued liabilit	ies		
Amounts payable to the Department (Note 13)	\$	184,880	\$ 134,653
	\$	184,880	\$ 134,653
Trade payables and accrued liabilities to third partic	es		
Trade payables	\$	19,955	\$ 20,634
Annual leave, lieu time, and optional leave		97,625	135,423
		117,580	156,057
Total accounts payable and accrued liabilities	\$	302,460	\$ 290,710

All amounts above are non-interest bearing and have normal payment terms. Amounts payable to the Department are primarily payroll expenditures paid on behalf of the Corporation by the Department.

8. Post-employment benefit liabilities

Pension benefits

All of the employees of the Corporation are covered by the Plan. The President of the Treasury Board of Canada sets the required employer contributions based on a multiple of the employees' required contribution. The contribution rate effective at year end was 1.01 (2019 - 1.01) for members enrolled before January 1, 2013 and 1.0 (2019 - 1.0) for members enrolled beginning January 1, 2013. The Corporation's contributions of \$55,932 (2019 - \$57,356) have been expensed in salaries and benefits. The employees' contributions to the Plan were \$55,378 (2019 - \$56,383).

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

8. Post-employment benefit liabilities (continued)

Pension benefits (continued)

The Government of Canada holds a statutory obligation for the payment of the benefits relating to the Plan. Pension benefits generally accrue up to a maximum period of 35 years at an annual rate of 2 percent of pensionable service times the average of the best five consecutive years of earnings. The benefits are coordinated with Canada Pension Plan benefits and indexed to inflation.

Non-pension benefits

In addition to pension benefits, the Corporation provides severance and removal benefits to its employees. These benefit arrangements are not pre-funded and thus have no assets set aside to fund them, resulting in deficiencies for the arrangements equal to the accrued benefit obligations.

Severance benefits to the Corporation's employees are based on years of service and final salary. Removal assistance to eligible employees are as provided under labour contracts.

As there is no expectation that existing entitlements will be used in future years, no sick leave liability has been recorded.

	2020	2019
Severance	\$ 6,939	\$ 5,204
Removal	12,341	12,341
	\$ 19,280	\$ 17,545

9. Due to Government of Nunavut

	2020	2019
Balance, beginning of the year	\$ 18,391,796	\$ 25,356,428
Interest expense on advance for the year	221,610	391,796
Repayment of principal and interest	(4,391,796)	(7,356,428)
Balance, end of the year	\$ 14,221,610	\$ 18,391,796

Interest on the advance is calculated monthly based on the average selected Government of Canada three-year benchmark bond yields at month end, compounded annually. In 2020, the rate varied from 0.49% to 1.72% (2019 - 1.54% to 2.34%).

There are no fixed repayment terms on the advances, which are due on demand.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

10. Financial risk management

Credit risk

The Corporation is exposed to the following risks as a result of holding financial instruments.

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to meet its obligations.

Credit granting and loan management are based on established credit policies. The maximum exposure to credit risk from borrowers is limited to the carrying value of the loans. The Corporation's management of credit exposures from borrowers includes:

- 1. Credit policies and directives communicated to lending officers whose activities and responsibilities include credit granting and monitoring client performance;
- 2. Diversifying its portfolio across different geographic regions and securing clients' assets; and
- 3. Limiting the concentration of loans and investments with any one business enterprise or group of related enterprises to \$1 million.

The principal collateral held as security and other credit enhancements for loans includes: (i) collateral mortgages on real property; (ii) various securities on assets; and (iii) corporate and personal guarantees.

As at March 31, 2020, \$3,655,134 (2019 - \$3,666,949) of the impaired loans are secured by assets the Corporation has the ability to sell in order to partially or fully recover the borrowers' commitments.

There were no significant changes to the Corporation's credit risk management policies and practices from the prior year.

The table below illustrates the maximum credit exposure to the Corporation if all counterparties defaulted on March 31, 2020.

	2020	2019
Cash	\$ 1,594,223	\$ 1,501,075
Accounts receivable	14,081	14,925
Loans receivable, net of allowances	11,748,390	15,692,124
Accrued interest receivable	106,376	202,992
Loan charges receivable	44,286	65,909
	\$ 13,507,356	\$ 17,477,025

Commitments to make future loan disbursements represent unused portions of authorizations to extend credit in the form of loans and credit lines. With respect to credit risk, the Corporation is potentially exposed to a maximum credit risk in an amount equal to the total unused commitments totaling \$2,790,611 (Note 11).

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

10. Financial risk management (continued)

Credit risk (continued)

The Corporation considers a loan past due when a client has not made a payment in accordance with the payment terms. The following table presents the carrying value of loans that are past due, but not classified as impaired because they did not meet the criteria of impairment.

Loans past due, but not impaired	2020	2019
31 - 60 days	\$ 208,186	\$ -
61 - 90 days	2,301,497	-
Over 90 days	-	221,458
	\$ 2,509,683	\$ 221,458

At the end of 2020, there was no known relevant concentration of credit risk by type of customer or geography.

Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Corporation is exposed to interest rate risk in that changes in market interest rates will cause fluctuations in the fair value or future cash flows of the advances from the Government.

The Corporation's borrowing from the Government is based on a variable market rate, but the Corporation lends to borrowers at fixed term rates. The Corporation's interest rate margin or spread widens when interest rates fall and it narrows when interest rates rise.

The Corporation's management monitors exposure to interest rate fluctuations; it does not employ any interest rate management policies to counteract interest rate fluctuations.

Based on the Corporation's advances from the Government as at March 31, 2020 and the monthly cash balance on hand, a 100 basis point increase in annual interest rates would decrease the surplus by \$124,755 (2019 – \$193,389). A 100 basis point decrease in annual interest rates would increase the surplus by \$156,331 (2019 – \$195,152).

The Corporation is not exposed to any other market risks.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

10. Financial risk management (continued)

Liquidity risk

Liquidity risk is the risk that the Corporation will encounter difficulty in meeting its obligations associated with financial liabilities. The Corporation's objective for managing liquidity risk is to manage operations and cash expenditures within the fixed contribution for the year as specified in the Contribution Agreement with the Department.

The maturities of the accounts payable and accrued liabilities at year-end are within 1 – 31 days. The advances from the Government are due on demand with no fixed repayment terms. Repayment on advances is made whenever the Corporation has sufficient cash on hand which is not earmarked for lending purposes.

11. Contractual obligations

Under loan agreements made before year end, the Corporation had commitments to make future loan disbursements subsequent to March 31, 2020 on term loans of \$741,250 due within the next fiscal year, lines of credit of \$1,249,361 and standby letters of credit of \$800,000 that are on demand with no established timelines.

12. Contractual rights

The Corporation enters into agreements to provide loans to business enterprises for the purpose of stimulating economic development and employment in Nunavut. These agreements will result in interest revenue and assets in the future. The following table summarizes the contractual rights of the Corporation:

2021	\$ 575,318
2022	\$ 451,528
2023	\$ 304,402
2024	\$ 99,714
2025	\$ 11,641

13. Related party transactions

The Corporation is related in terms of common ownership to all Government created departments, statutory bodies, and territorial corporations. The Corporation enters into transactions with these entities in the normal course of business under terms and conditions similar to those with unrelated parties.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

13. Related party transactions (continued)

Contributions from the Government

Under the terms of the Contribution Agreement between the Corporation and the Department, the Corporation receives core funding in the form of a fixed operational contribution for its direct administrative expenses. The Corporation also records in the financial statements an estimate of cost of services provided by the Government without charge. These services include accounting and administrative support, regional and personnel services, office, lease, utilities, insurance, and telephone and computer systems.

The following table summarizes the total Government contributions recognized in the current year:

	2020	2019
Operational contribution	\$ 700,000	\$ 700,000
Services provided without charge:		
Facility expenses	92,036	92,036
Information technology support	8,666	4,000
Insurance and risk management	5,104	5,667
Administration of employee salaries and benefits	55,356	58,583
Total contributions from the Government	\$ 861,162	\$ 860,286

Reimbursement of salaries and other payments

The Department also administers and disburses payroll and other employee payments on behalf of the Corporation. The Corporation subsequently reimburses the Government for these payments and recognizes an expense within the Statement of Operations and Accumulated Deficit.

During the year, payments made or to be made by the Government on behalf of the Corporation in relation to employee salaries and other payments totaled \$737,845. As at March 31, 2020, \$184,880 remains outstanding and has been accrued within accounts payable and accrued liabilities.

14. Budgeted figures

Budgeted figures have been provided for comparison purposes and have been derived from the Main Estimates approved by the Legislative Assembly of Nunavut and the Board of Directors.

NOTES TO FINANCIAL STATEMENTS

March 31, 2020

15. COVID-19

In March 2020, the World Health Organization declared the outbreak of a novel coronavirus (COVID-19) as a global pandemic, which continues to spread in Canada and around the world. The Corporation is aware of changes in its operations as a result of the COVID-19 crisis, including the closure of its offices for an indefinite period by territorial decree. Management is uncertain of the effects of these changes on its operations and financial statements and believes that any disturbance may be temporary; however, there is significant uncertainty about the length and potential impact of the pandemic. In the event the pandemic is prolonged, the operations of the Corporation and its clients could be adversely impacted which has the potential to significantly impact the financial statements.

As the pandemic remains in its early stages and continues to evolve, the Corporation is unable to estimate the potential impact of the pandemic on the Corporation's operations and/or financial statements as at the date of these financial statements.

SCHEDULE OF TANGIBLE CAPITAL ASSETS

SCHEDULE A

for the year ended March 31

	Computer and office equipment		Office furniture and fixtures				2020	2019
Cost								
Opening balance	\$ 55,148	\$	19,267	\$	74,415	\$ 49,988		
Additions	1,963		-		1,963	24,427		
Disposals	-		-		-	-		
Closing balance	\$ 57,111	\$	19,267	\$	76,378	\$ 74,415		
Accumulated amortization								
Opening balance	\$ (22,990)	\$	(13,018)	\$	(36,008)	\$ (20,797)		
Disposals	-		-		-	-		
Amortization	(9,942)		(1,249)		(11,191)	(15,211)		
Closing balance	\$ (32,932)	\$	(14,267)	\$	(47,199)	\$ (36,008)		
Net book value	\$ 24,179	\$	5,000	\$	29,179	\$ 38,407		
Amortization rate	30%		20%					

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