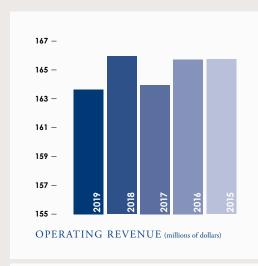
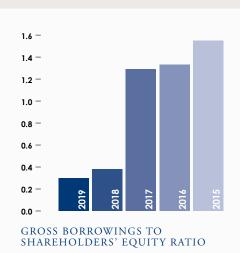
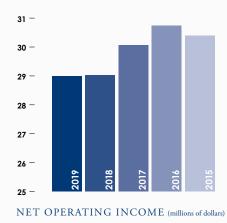
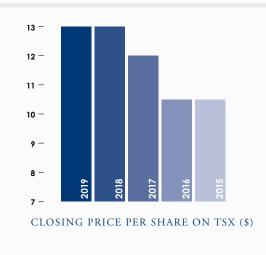


# TWC ENTERPRISES LIMITED









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TWC is engaged in golf club operations under the trade-mark "ClubLink One Membership More Golf". ClubLink is Canada's largest owner, operator and manager of golf clubs with 52½, 18-hole equivalent championship and 3½, 18-hole equivalent academy courses (including one managed property) at 40 locations, primarily in Ontario, Quebec and Florida.



# FINANCIAL HIGHLIGHTS

# The following table summarizes the consolidated five year financial results of the Company:

For the Years Ended December 31	2019	2018	2017	2016	2015
OPERATIONS					
Operating revenue - continuing operations (\$000)	163,641	165,941	163,950	165,722	165,744
Net operating income - continuing operations $(\$000)^{(1)}$	28,986	29,029	30,060	30,741	30,392
Operating margin (%) <sup>(1)</sup>	17.7	17.5	18.3	18.5	18.3
Net earnings (loss) from continuing operations (\$000)	4,904	9,206	(28,303)	3,660	2,031
Net earnings from discontinued operations (\$000)	-	216,983	30,321	14,094	2,228
Net earnings (\$000) <sup>(1)</sup>	4,904	226,189	2,018	17,754	4,259
OPERATING DATA					
CLUBLINK ONE MEMBERSHIP MORE GOLF					
Canadian full privilege golf members	14,193	14,602	14,991	15,077	15,015
Championship rounds - Canada <sup>(2)</sup>	1,069,000	1,019,000	1,058,000	1,063,000	1,040,000
18-hole equivalent championship golf courses - Canada $^{(2,3)}$	41.5	41.5	42.5	42.5	42.5
18-hole equivalent managed golf courses - Canada	1.0	1.0	-	-	-
Championship rounds - US <sup>(2)</sup>	331,000	334,000	340,000	373,000	395,000
18-hole equivalent championship golf courses - $\text{US}^{(2,3)}$	11.0	11.0	11.0	11.0	12.0
COMMON SHARE DATA (000)					
Shares outstanding at year end	26,736	27,286	27,346	27,346	27,136
Weighted average shares outstanding	27,111	27,331	27,346	27,345	27,359
PER COMMON SHARE DATA (\$)					
Basic and diluted earnings (loss) from continuing operations	0.18	0.34	(1.04)	0.13	0.08
Basic and diluted earnings from discontinued operations	-	7.94	1.11	0.52	0.08
Basic and diluted earnings	0.18	8.28	0.07	0.65	0.16
Eligible cash dividend	0.08	0.08	0.08	0.06	-
Eligible stock dividend	-	-	-	0.075	0.30
FINANCIAL POSITION					
Total assets (\$000)	675,606	703,076	630,054	679,116	712,065
Gross borrowings including lease liabilities (\$000)	148,947	167,365	301,893	318,531	350,134
Shareholders' equity (\$000)	436,530	438,581	233,158	238,955	225,190
Gross borrowings to shareholders' equity ratio	0.34	0.38	1.29	1.33	1.55
Net book value per share <sup>(1)</sup>	16.33	16.07	8.53	8.74	8.30

<sup>(1)</sup> Net operating income, operating margin and net book value per share are not recognized measures under International Financial Reporting Standards ("IFRS"). Management believes that, in addition to net earnings, these measures are useful supplemental information to provide investors with an indication of the Company's performance. Investors should be cautioned, however, that these measures should not be construed as an alternative to net earnings determined in accordance with IFRS as an indicator of the Company's performance or to cash flows from operating, investing and financing activities, as a measure of liquidity and cash flows. TWC's method of calculating these measures is consistent from year to year, but may be different than those used by other companies (see "Management's Discussion and Analysis of Financial Condition and Results of Operations").

(2) Excluding academy courses.

(3) 18-hole equivalent championship golf courses operating during the year ended December 31.



# **GOLF COURSE LOCATIONS (40)**

# National Capital Region (Ottawa) (4)

Club de golf Hautes Plaines Eagle Creek Golf Club GreyHawk Golf Club Kanata Golf and Country Club

#### Montreal/Tremblant (4)

Club de golf Islesmere Club de golf Rosemère (managed club) Club de golf Val des Lacs Le Maître de Mont-Tremblant

#### Muskoka (3)

Grandview Golf Club Rocky Crest Golf Club The Lake Joseph Club

# Northeast Greater Toronto Area (10)

Bethesda Grange/Rolling Hills Golf Clubs Cherry Downs Golf and Country Club DiamondBack Golf Club Emerald Hills Golf Club King Valley Golf Club King's Riding Golf Club National Pines Golf Club Station Creek Golf Club The Club at Bond Head Wyndance Golf Club

#### West Greater Toronto Area (11)

Blue Springs Golf Club Caledon Woods Golf Club Eagle Ridge Golf Club Glen Abbey Golf Club Glencairn Golf Club Glendale Golf and Country Club Greystone Golf Club Heron Point Golf Links Hidden Lake Golf Club RattleSnake Point Golf Club The Country Club

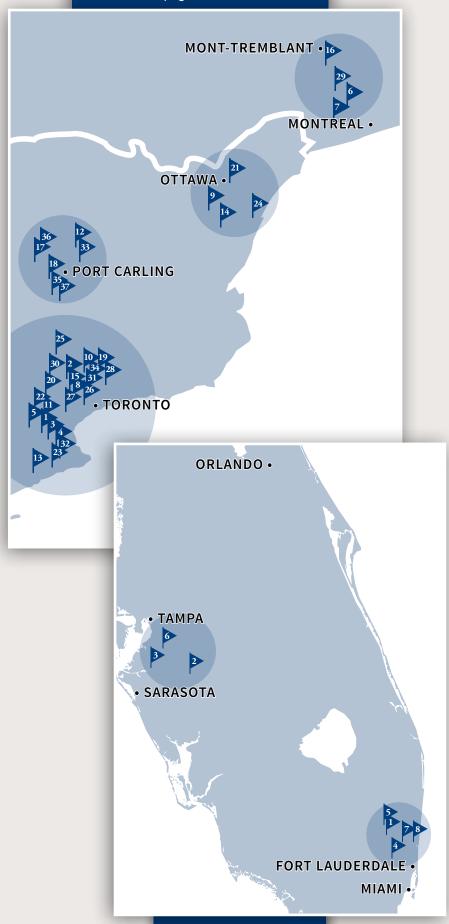
#### Central Florida (3)

Club Renaissance Sandpiper Golf Club Scepter Golf Course

#### Southeast Florida (5)

Heron Bay Golf Club Palm Aire Country Club (Oaks, Cypress) Palm Aire Country Club (Palms) TPC Eagle Trace Woodlands Country Club

# ONTARIO/QUEBEC REGION



# GOLF CLUB AND RESORT PROPERTY LISTING (see map on page 3)

CI	nampionship Golf Holes	Academy Golf Holes	Future Golf Holes	Current Rooms	Surplus Land in Acres
ONTARIO/QUEBEC REGION					
Prestige	1.0				
<ol> <li>Greystone Golf Club, Milton, Ontario</li> <li>King Valley Golf Club, The Township of King, Ontario</li> </ol>	18 18	_ _	_ _	_ _	_
3. RattleSnake Point Golf Club, Milton, Ontario	36	9	_	_	-
Hybrid – Prestige					
4. Glen Abbey Golf Club, Oakville, Ontario	18	_	_	_	_
Platinum 5. Blue Springs Golf Club, Acton, Ontario	18	9	_	_	_
6. Club de Golf Islesmere, Laval, Quebec (a)	27	_	_	_	_
7. Club de Golf Rosemère, Blainville, Quebec (b)	18	_	_	_	_
<ol> <li>DiamondBack Golf Club, Richmond Hill, Ontario</li> <li>Eagle Creek Golf Club, Dunrobin, Ontario</li> </ol>	18 18	_	_	_	_
10. Emerald Hills Golf Club, Whitchurch-Stouffville, Ontario	27	_	_	_	_
11. Glencairn Golf Club, Milton, Ontario	27	_	_	_	_
12. Grandview Golf Club, Huntsville, Ontario 13. Heron Point Golf Links, Ancaster, Ontario	18 18	_	18	_	_
14. Kanata Golf & Country Club, Kanata, Ontario	18	_ _	_ _	_	
15. King's Riding Golf Club, The Township of King, Ontario	18	_	_	_	_
16. Le Maître de Mont-Tremblant, Mont-Tremblant, Quebec	18	_	-	_	_
17. Rocky Crest Golf Club, Mactier, Ontario 18. The Lake Joseph Club, Port Carling, Ontario	18 18	- 9	18	_	_
19. Wyndance Golf Club, Uxbridge, Ontario	18	9	_	_	_
Gold					
<ol> <li>Caledon Woods Golf Club, Bolton, Ontario</li> <li>Club de Golf Hautes Plaines, Gatineau, Quebec</li> </ol>	18 18	_	_	_	_
22. Eagle Ridge Golf Club, Georgetown, Ontario	18	_ _	_ _	_	
23. Glendale Golf and Country Club, Hamilton, Ontario	18	_	_	_	-
24. GreyHawk Golf Club, Ottawa, Ontario	36	_	_	_	_
<ol> <li>National Pines Golf Club, Innisfil, Ontario (a)</li> <li>Station Creek Golf Club, Whitchurch-Stouffville, Ontario</li> </ol>	18 36	<del>-</del>	_	_	
27. The Country Club, Woodbridge, Ontario (a)	36	9	_	_	_
Hybrid – Gold					
28. Cherry Downs Golf & Country Club, Pickering, Ontario 29. Club de Golf Val des Lacs, Ste. Sophie, Quebec	18 18	9	18	_	_
30. The Club at Bond Head, Bond Head, Ontario (a)	36	_	_	_	_
Hybrid – Silver					
31. Bethesda Grange, Whitchurch-Stouffville, Ontario	18 36	_	_	_	_
32. Hidden Lake Golf Club, Burlington, Ontario Daily Fee	30	_	_	_	_
33. Grandview Inn Course, Huntsville, Ontario	_	9	_	_	_
34. Rolling Hills Golf Club, Whitchurch-Stouffville, Ontario	36	=	_	_	_
Muskoka, Ontario Resorts 35. The Lake Joseph Club, Port Carling, Ontario				25	
36. Rocky Crest Resort/Lakeside at Rocky Crest, Mactier, Ontario (c)	_	_	_	84	_
37. Sherwood Inn, Port Carling, Ontario	_	_	_	49	_
FLORIDA REGION					
Hybrid – Prestige					
1. TPC Eagle Trace, Coral Springs, Florida Hybrid – Platinum	18	_	_	_	_
2. Club Renaissance, Sun City Center, Florida	18	_	_	_	_
Gold					
3. Scepter Golf Club, Sun City Center, Florida	27	_	_	_	_
Hybrid – Gold 4. Woodlands Country Club, Tamarac, Florida	36				
Hybrid – Silver	30	_	_	_	_
5. Sandpiper Golf Club, Sun City Center, Florida	27	_	_	_	_
Daily Fee					
<ol> <li>Heron Bay Golf Club, Coral Springs, Florida</li> <li>Palm Aire Country Club (Oaks, Cypress), Pompano Beach, Florida</li> </ol>	18 36	_	_	_	_
8. Palm Aire Country Club (Palms), Pompano Beach, Florida	18		_ _		_
g OTHER					
Kings Point Golf Club, Sun City Center, Florida (d)	_	_	-	_	51
Caloosa Greens Golf Club, Sun City Center, Florida (d) Highland Gate, Aurora, Ontario (50%)	_	<del>-</del>	<del>-</del> -	<del>-</del>	70 101
Falcon Watch Golf Club, Sun City Center, Florida (d)	_	_ _	_ _	_	116
North Lakes Golf Club, Sun City Center, Florida (d)	_	_	_	_	170
OTHER Kings Point Golf Club, Sun City Center, Florida (d) Caloosa Greens Golf Club, Sun City Center, Florida (d) Highland Gate, Aurora, Ontario (50%) Falcon Watch Golf Club, Sun City Center, Florida (d) North Lakes Golf Club, Sun City Center, Florida (d) King Haven, The Township of King, Ontario Harwood, Montreal, Quebec	_	- -	_ _	_	278 400
<u> </u>	52.5	2 5	2 0	150	
Total 18-hole Equivalent Courses, Rooms, Acres	52.5	3.5	3.0	158	1,186

# CLUSLINK one membership, more golf.

# CHAIRMAN'S MESSAGE



**K. (RAI) SAHI**Chairman, President and
Chief Executive Officer

#### **Fellow Shareholders:**

TWC Enterprises Limited demonstrated its competitive advantage and stability in 2019 by focusing on its high quality golf assets.

In a challenging market for golf, the Company was successful in maintaining strong cash flow and member counts due to our commitment to golf operations, while maximizing the value of our land holdings and the possibilities for their development.

With its administrative efficiencies and our stable of strategically located assets, ClubLink, our golf operations company, remains Canada's largest owner, operator and manager of golf clubs with 52 ½ 18-hole equivalent properties including one managed property.

ClubLink continues to deliver a high-quality experience to our valued members at our Canadian golf operations due to the professionalism of our nearly 5,000 employees. We feel gratitude to our members for their support, and to our dedicated employees for whom we focus on creating a positive and engaging environment. Our members and employees have made us Canada's leading golf company.

I also offer a great deal of thanks to our directors for their wisdom and guidance, as well as to our valued shareholders for their support.

te De

K. (Rai) Sahi

Chairman, President and Chief Executive Officer



This management's discussion and analysis of financial condition and results of operations ("MD&A") should be read in conjunction with TWC Enterprises Limited's ("TWC" or the "Company", formerly ClubLink Enterprises Limited) audited consolidated financial statements and accompanying notes for the year ended December 31, 2019. This MD&A has been prepared as at March 10, 2020 and all amounts are in Canadian dollars unless otherwise indicated.

In this document, unless otherwise indicated, all financial data are prepared in accordance with International Financial Reporting Standards ("IFRS").

#### FORWARD-LOOKING STATEMENTS

This annual report contains certain forward-looking information and statements relating but not limited to, operations, anticipated or prospective financial performance, results of operations, business prospects and strategies of TWC. Forwardlooking information typically contains statements with words such as "consider", "anticipate", "believe", "expect", "plan", "intend", "may", "likely", or similar words suggesting future outcomes or statements regarding an outlook, or other expectations, beliefs, plans, objectives, assumptions, intentions or statements about future events or performance. Readers should be aware that these statements are subject to known and unknown risks, uncertainties and other factors that could cause actual results, performance or achievements of TWC to differ materially from those suggested by the forward-looking statements, some of which may be beyond the control of management.

Although TWC believes it has a reasonable basis for making the forecasts or projections included in this MD&A, readers are cautioned not to place undue reliance on such forward-looking information. By its nature, TWC's forward-looking information involves numerous assumptions, inherent risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts and other forward-looking statements will not occur. These factors include, but are not limited to, availability of credit, weather conditions, the economic environment, environmental regulation and competition.

The above list of important factors affecting forward-looking information is not exhaustive, and reference should be made to the other risks discussed in TWC's filings with Canadian securities regulatory authorities. TWC undertakes no obligation, except as required by law, to update publicly or otherwise any forward-looking information, whether as a result of new information, future events or otherwise, or the above list of factors affecting this information.

# **NON-IFRS MEASURES**

The Company has prepared the financial information contained in this discussion and analysis in accordance with IFRS. Reference is also made to net operating income, operating margin, cash flow from operations, funds from operations and adjusted funds from operations. The calculations of these measures can be found embedded in the MD&A.

TWC uses non-IFRS measures as a benchmark measurement of our own operating results and as a benchmark relative to our competitors. We consider these non-IFRS measures to be a meaningful supplement to net earnings. We also believe these non-IFRS measures are commonly used by securities analysts, investors and other interested parties to evaluate our financial performance. These measures, which included direct operating expenses and net operating income do not have standardized meaning under IFRS. While these non-IFRS measures have been disclosed herein to permit a more complete comparative analysis of the Company's operating performance and debt servicing ability relative to other companies, readers are cautioned that these non-IFRS measures as reported by TWC may not be comparable in all instances to non-IFRS measures as reported by other companies.

The glossary of financial terms is as follows:

Direct operating expenses = expenses that are directly attributable to the Company's business units and are used by management in the assessment of their performance. These exclude expenses which are attributable to corporate decisions such as impairment.

**Net operating income** = operating revenue - direct operating expenses

**Operating margin** = net operating income/operating revenue

Operating property, plant and equipment expenditures = capital expenditures to maintain existing operations

Expansion property, plant and equipment expenditures = capital expenditures which expand existing operations

# NON-IFRS MEASURES (continued)

Net operating income is an important metric used by management in evaluating the Company's operating performance as it represents the revenue and expense items that can be directly attributable to the specific business unit's ongoing operations. It is not a measure of financial performance under IFRS and should not be considered as an alternative to measures of performance under IFRS. The most directly comparable measure specified under IFRS is net earnings.

#### BUSINESS STRATEGY AND CORPORATE OVERVIEW

TWC operates in the golf operations business segment. Effective July 31, 2018, the rail and port operating business segment was sold. In addition, the corporate operations segment oversees the business segments. Due to the fact that the rail and port operations were divested on July 31, 2018, it is being presented as discontinued operations.

TWC's strategic objective is to grow long-term shareholder value by improving net operating income and operating margins of both underlying businesses as well as considering options to unlocking long-term value from its investment in land. Management has been considering golf club acquisition opportunities in Ontario, Quebec and Florida.

TWC is also involved with considering investment opportunities.

#### OVERVIEW OF BUSINESS SEGMENTS

# Golf Club Operations Segment

TWC is engaged in golf club operations under the trademark "ClubLink One Membership More Golf" ("ClubLink"). ClubLink is Canada's largest owner, operator and manager of golf clubs with 53½, 18-hole equivalent championship and 3½, 18-hole equivalent academy courses, at 41 locations in two separate geographical Regions: (a) Ontario/Quebec (including one managed property) and (b) Florida as at December 31, 2019.

ClubLink's golf clubs are strategically organized in clusters that are located in densely populated metropolitan areas and resort destinations frequented by those who live and work in these areas. By operating in Regions, ClubLink is able to offer golfers in their Region a wide variety of unique membership, daily fee, corporate event and resort opportunities. ClubLink is also able to obtain the benefit of operating synergies to maximize revenue and achieve economies of scale to reduce costs.

Revenue at all golf club properties is enhanced by cross-marketing, as the demographics of target markets for each are substantially similar. Revenue is further improved by TravelLink, corporate golf events, business meetings and social events that utilize golf capacity and related facilities at times that are not in high demand by ClubLink's members.

Member and Hybrid Golf Club revenue is maximized by the sale of flexible personal and corporate memberships that offer reciprocal playing privileges at ClubLink golf clubs and, on payment of an additional fee, inter-regional play within ClubLink through the TravelLink program and ClubCorp Holdings Inc. golf clubs.

Daily fee golf club revenue is maximized through unique and innovative marketing programs in conjunction with dynamic pricing.

The TravelLink program offers two levels that allow ClubLink members inter-regional access. The first level (Basic TravelLink), a free membership benefit, provides ClubLink members inter-regional access with preferred green fee pricing. Level 2 (TravelLink 2nd Home Club) is optional and provides ClubLink members with the ability to elect a second Home Club in another region for an annual fee, and allows members to receive all the benefits of a Home Club Member (access to prime tee times, practice facilities, member events).

In recent years, ClubLink has been focusing on providing enhanced value for its memberships as well as cultivating a family-type atmosphere at its golf clubs.

ClubLink also has annual membership programs, which are unique to each Region. These product offerings include Players Card and Players Club in the Ontario/Quebec Region. While traditional full privilege golf members have been declining, ClubLink has been focusing on these supplemental categories to replace annual dues revenue.

# OVERVIEW OF BUSINESS SEGMENTS (continued)

# Golf Club Operations Segment (continued)

#### (a) Ontario/Quebec

ClubLink's Ontario/Quebec Region is organized into two clusters: the major metropolitan areas of Southern Ontario and Muskoka, Ontario's premier resort area, extending from Hamilton to Huntsville to Pickering, with a particularly strong presence in the Greater Toronto Area; and Quebec/Eastern Ontario, extending from the National Capital Region to Montreal, including Mont-Tremblant, Quebec's premier resort area.

In 2020, ClubLink will operate 25 Ontario/Quebec Region Member Golf Clubs in three categories as follows:

Prestige: Greystone, King Valley, RattleSnake Point

Platinum: Blue Springs, DiamondBack, Eagle Creek, Emerald Hills, Glencairn, Grandview, Heron Point, Islesmere,

Kanata, King's Riding, Lake Joseph, Le Maître, Rocky Crest, Wyndance

Gold: Caledon Woods, Country Club, Eagle Ridge, Glendale, GreyHawk, Hautes Plaines, National Pines,

Station Creek

On February 4, 2020, Greenhills Golf Club was sold.

In 2020, ClubLink will manage one golf club on behalf of other owners as follows:

Club de Golf Le Fontainebleau was purchased by Club de Golf Rosemère on December 14, 2018 and changed its name to Club de Golf Rosemère. ClubLink retains a management fee arrangement of Fontainebleau.

In 2020, ClubLink will operate six Ontario/Quebec Region Hybrid Golf Clubs in three categories as follows:

Hybrid – Prestige: Glen Abbey

Hybrid - Gold: Cherry Downs, The Club at Bond Head, Val des Lacs

Hybrid – Silver: Bethesda Grange, Hidden Lake

Hybrid Golf Clubs are available for daily fee (public) play, reciprocal access by other ClubLink Members and provide a home club for Members with reciprocal access to the ClubLink system.

In 2020, ClubLink will operate two Ontario/Quebec Region Daily Fee Golf Clubs as follows:

Daily Fee: Grandview Inn, Rolling Hills

ClubLink has approximately 400 Players Card memberships on an annual basis. Players Card annual memberships allow golfers unlimited access to Rolling Hills during spring and fall shoulder seasons in addition to twilight golf during the summer season. A fixed number of rounds certificates are also included with each Players Card.

ClubLink has approximately 3,000 Players Club memberships on an annual basis. The Players Club memberships have varying degrees of access to ClubLink's daily fee golf clubs at different price points.

Players Card and Players Club member databases also provide ClubLink an opportunity to cultivate these relationships into a full privilege golf membership.

ClubLink owns sufficient land to develop an additional 18 holes at Cherry Downs Golf Club in Pickering, Grandview Golf Club in Muskoka and Rocky Crest Golf Club in Muskoka.

# OVERVIEW OF BUSINESS SEGMENTS (continued)

# Golf Club Operations Segment (continued)

# (a) Ontario/Quebec (continued)

In 2020, ClubLink will operate The Lake Joseph Club, Rocky Crest Resort and Sherwood Inn.

The Lake Joseph Club and Rocky Crest Resort operate seasonally from May to October while Sherwood Inn is available during the off season for group and weekend bookings.

ClubLink's remaining Muskoka land holdings, excluding golf course development sites, include zoned and serviced land that are capable of supporting a substantial number of resort rooms/villas, conference facilities and residential homes.

#### (b) United States

ClubLink's Florida Region includes ten 18-hole equivalent championship golf courses.

In 2020, ClubLink will operate seven Florida Region Golf Clubs as follows:

TPC Eagle Trace, Club Renaissance, Scepter, Woodlands, Sandpiper, Palm Aire (Cypress/Oaks), Palm Aire (Palms)

In 2019, Heron Bay Golf Club has been temporarily closed.

# Rail and Port Operations Segment

TWC was previously engaged in rail and port operations based in Skagway, Alaska which operate under the trade name White Pass & Yukon Route ("White Pass"). The railway stretches approximately 110 kilometres (67.5 miles) from Skagway, Alaska to Carcross, Yukon. In addition, White Pass operates three docks, primarily for cruise ships. White Pass was divested on July 31, 2018.

On June 6, 2018, TWC announced that it entered into a purchase and sale agreement to sell the White Pass rail and port operations to a joint venture for proceeds of US\$290,000,000. Closing on July 31, 2018, the transaction represented a sale of the complete operations of White Pass. Consequently, this segment is being presented as discontinued operations in the financial statements.

# **Corporate Operations Segment**

TWC's objective at the corporate level is to identify opportunities to generate incremental returns and cash flow. Historically, the nature of these investments included debt and equity instruments in both public and private organizations. Currently, management is focused on improving the returns of the existing operating business segments.

# SUMMARY OF CANADIAN/US EXCHANGE RATES USED FOR TRANSLATION PURPOSES

The following exchange rates translate one US dollar into the Canadian dollar equivalent.

	2019	2018	2017
Balance Sheet, at December 31	1.2988	1.3642	1.2545
Statement of Earnings, average for the year	1.3268	1.2961	1.2980

# SELECTED FINANCIAL INFORMATION

The table below sets forth selected financial data relating to the Company's fiscal years ended December 31, 2019, December 31, 2018 and December 31, 2017. This financial data is derived from the Company's audited consolidated financial statements, which are prepared in accordance with IFRS.

(thousands of Canadian dollars, except per share amounts)	2019	2018	2017	% Change 2019/2018	% Change 2018/2017
OPERATING REVENUE	\$ 163,641	\$ 165,941	\$ 163,950	(1.4%)	1.2%
DIRECT OPERATING EXPENSES	134,655	136,912	133,890	(1.7%)	2.3%
NET OPERATING INCOME	28,986	29,029	30,060	(0.1%)	(3.4%)
Operating margin (%)	17.7%	17.5%	18.3%	1.1%	(4.4%)
Amortization of membership fees	5,146	6,697	7,952	(23.2%)	(15.8%)
Depreciation, amortization and lease expense	(20,119)	(20,534)	(21,584)	(2.0%)	(4.9%)
Interest, net and investment income	(4,923)	(11,447)	(15,403)	(57.0%)	(25.7%)
Other items	(1,644)	16,720	1,783	N/A	N/A
Impairment expense	(352)	(7,865)	(31,605)	(97.8%)	(75.1%)
Income taxes	(2,190)	(3,394)	494	(35.5%)	N/A
NET EARNINGS (LOSS) FROM CONTINUING OPERATIONS	4,904	9,206	(28,303)	(46.7%)	N/A
NET EARNINGS FROM DISCONTINUED OPERATIONS	-	216,983	30,321	N/A	615.6%
NET EARNINGS	\$ 4,904	\$ 226,189	\$ 2,018	N/A	N/A
BASIC AND DILUTED EARNINGS (LOSS) PER SHARE FROM CONTINUING OPERATIONS	\$ 0.18	\$ 0.34	\$ (1.04)	(47.1%)	N/A
BASIC AND DILUTED EARNINGS PER SHARE FROM DISCONTINUED OPERATIONS	-	7.94	1.11	N/A	615.3%
BASIC AND DILUTED EARNINGS PER SHARE	\$ 0.18	\$ 8.28	\$ 0.07	N/A	N/A
TOTAL ASSETS	\$ 675,606	\$ 703,076	\$ 630,054	(3.9%)	11.6%
GROSS BORROWINGS					
INCLUDING LEASE LIABILITIES	\$ 148,947	\$ 167,365	\$ 301,893	(11.0%)	(44.6%)
SHAREHOLDERS' EQUITY	\$ 436,530	\$ 438,581	\$ 233,158	(0.5%)	86.9%

#### 2019 CONSOLIDATED OPERATING HIGHLIGHTS

On June 6, 2018, TWC announced that it entered into a purchase and sale agreement to sell the White Pass rail and port operations to a joint venture for proceeds of US\$290,000,000. Closing on July 31, 2018, the transaction represented a sale of the complete operations of White Pass. Consequently, this segment is being presented as discontinued operations in the financial statements.

On December 14, 2018, the Company sold Club de Golf Le Fontainebleau to the shareholders of Club de Golf Rosemère for net proceeds of \$8,589,000. ClubLink retains a management fee arrangement of Fontainebleau. This sale resulted in a decrease of 458 members.

As of January 1, 2019, the Company adopted IFRS 16, Leases. As part of this guidance, land lease rent for operating leases will no longer be expensed directly. Instead, these leases are set up on the balance sheet and right-of-use depreciation expense and interest expense is reflected instead.

Consolidated operating revenue decreased 1.4% to \$163,641,000 in 2019 from \$165,941,000 in 2018 due to the sale of Fontainebleau. This compares to \$163,950,000 in 2017.

Direct operating expenses decreased 1.7% to \$134,655,000 in 2019 from \$136,912,000 in 2018 due to a 1.7% decrease in Canadian direct operating expenses. This compares to \$133,890,000 in 2017.

Net operating income for the Canadian golf club operations segment decreased 3.5% to \$31,267,000 in 2019 from \$32,390,000 in 2018 due to the sale of Fontainebleau. This compares to \$32,062,000 in 2017.

Amortization of membership fees decreased 23.2% to \$5,146,000 from \$6,697,000 in 2018 due to the completion of the amortization period of revenue for members that joined in 2007 which was completed in 2018. This compares to \$7,952,000 in 2017.

Interest, net and investment income for continuing operations decreased 57.0% to \$4,923,000 in 2019 from \$11,447,000 in 2018 due to less borrowings outstanding and investment income earned on funds from the White Pass divestiture. This compares to \$15,403,000 in 2017.

Other items consist of the following loss (income) items:

(thousands of Canadian dollars)	2019	2018	2017
Gain on sale of property, plant and equipment	\$ (525)	\$ (6,630)	\$ (102)
Insurance proceeds	(2,141)	(1,145)	(900)
Foreign exchange loss (gain)	6,944	(12,238)	-
Unrealized loss (gain) on shares held for trading	(2,426)	3,175	-
Equity income	(1,135)	-	-
Other	927	118	(781)
Other items	\$ 1,644	\$ (16,720)	\$ (1,783)

Due to deteriorating operating performance, an impairment review was conducted on the Company's Fort Lauderdale golf courses for the year ended December 31, 2018. Using management's best estimate and assumptions, the Company concluded that an impairment adjustment was warranted for Eagle Trace and Heron Bay. Reasons for impairment relate to declining operating performance. A total impairment in the amount of \$7,865,000 (US\$5,765,000) was recorded to property, plant and equipment.

An impairment charge of \$352,000 was recorded primarily to property, plant and equipment in the fourth quarter of 2019 in relation to Greenhills Golf Club which was sold subsequent to December 31, 2019.

Net earnings decreased to \$4,904,000 in 2019 from \$226,189,000 in 2018 due to the White Pass gain recognized in 2018. Basic and diluted earnings per share decreased to 18 cents per share in 2019, compared to \$8.28 in 2018.

# RESULTS OF OPERATIONS BY BUSINESS SEGMENT

The results of operations by business segment should be read in conjunction with the segmented information contained in Note 20 of the audited consolidated financial statements for the year ended December 31, 2019.

The following is a summary of the results of operations for the past three fiscal years.

2019		2018		2017
\$ 140,842	\$	143,820	\$	140,518
22,799		22,121		23,432
\$ 163,641	\$	165,941	\$	163,950
\$ 31,267	\$	32,390	\$	32,062
931		114		938
(3,212)		(3,475)		(2,940)
\$ 28,986	\$	29,029	\$	30,060
	\$ 140,842 22,799 \$ 163,641 \$ 31,267 931 (3,212)	\$ 140,842 \$ 22,799 \$ 163,641 \$ \$ 31,267 \$ 931 (3,212)	\$ 140,842 \$ 143,820 22,799 22,121 \$ 163,641 \$ 165,941 \$ 31,267 \$ 32,390 931 114 (3,212) (3,475)	\$ 140,842 \$ 143,820 \$ 22,799

Capital expenditures for the past three fiscal years are summarized as follows:

(thousands of Canadian dollars)	201	)	2018	2017
Operating capital				
Canadian golf club operations	\$ 6,47	\$	5,845	\$ 6,899
US golf club operations	1,24	3	1,385	1,349
Rail and port operations (discontinued)		-	2,892	4,482
	7,72	3	10,122	12,730
Expansion capital				
Canadian golf club operations	1,80	3	2,028	1,803
US golf club operations		-	-	-
Rail and port operations (discontinued)		-	6,826	3,261
	1,80	3	8,854	5,064
Total capital expenditures	\$ 9,520	\$	18,976	\$ 17,794

# Review of Canadian Golf Club Operations for the Year Ended December 31, 2019

Summary of Canadian Golf Club Operations

(statistics)	2019	2018	% Change
18-hole equivalent championship golf courses	41.5	41.5	N/A
18-hole equivalent managed golf courses	1.0	1.0	N/A
Championship golf rounds	1,069,000	1,019,000	4.9%
(thousands of Canadian dollars)	2019	2018	% Change
Operating revenue	\$ 140,842	\$ 143,820	(2.1%)
Direct operating expenses	(109,575)	(111,430)	(1.7%)
Net operating income	31,267	32,390	(3.5%)
Amortization of membership fees	4,793	6,361	(24.7%)
Depreciation and amortization	(18,288)	(13,774)	32.8%
Land lease rent	-	(4,384)	N/A
Impairment	(352)	-	N/A
Other items	1,682	6,979	(75.9%)
Segment earnings before interest and income taxes	\$ 19,102	\$ 27,572	(30.7%)
Operating margin %	22.2%	22.5%	(1.3%)

# Canadian Golf Club Operating Revenue

Canadian golf club operating revenue is recorded as follows:

(thousands of Canadian dollars)	2019	2018	% Change
Annual dues	\$ 49,783	\$ 52,262	(4.7%)
Corporate events, guest fees and cart rentals	35,348	34,951	1.1%
Food and beverage	40,052	41,179	(2.7%)
Merchandise, rooms and other	15,659	15,428	1.5%
Total operating revenue	\$ 140,842	\$ 143,820	(2.1%)

On December 14, 2018, the Company sold Club de Golf Le Fontainebleau to the shareholders of Club de Golf Rosemère for net proceeds of \$8,589,000. ClubLink will retain a management fee arrangement for this property. This sale has resulted in a decrease of 458 members and a decrease in net operating income for the Canadian golf operations segment on a year over year basis.

#### Canadian Golf Club Direct Operating Expenses

Canadian golf club direct operating expenses are recorded as follows:

(thousands of Canadian dollars)	2019	2018	% Change
Cost of sales	\$ 20,509	\$ 20,812	(1.5%)
Labour and employee benefits	58,944	59,587	(1.1%)
Utilities	6,458	6,585	(1.9%)
Selling, general and administrative	3,635	3,460	5.1%
Property taxes	2,175	2,449	(11.2%)
Insurance	1,681	1,707	(1.5%)
Repairs and maintenance	3,257	3,432	(5.1%)
Fertilizers and pest control products	1,616	1,848	(12.6%)
Fuel and oil	1,033	1,144	(9.7%)
Other operating expenses	10,267	10,406	(1.3%)
Total direct operating expenses	\$ 109,575	\$ 111,430	(1.7%)

# Review of Canadian Golf Club Operations for the Year Ended December 31, 2019 (continued)

# Canadian Golf Club Direct Operating Expenses (continued)

Direct operating expenses have decreased 1.7% to \$109,575,000 from \$111,430,000.

Gross margin on food and beverage sales increased to 70.7% in 2019 compared to 69.9% in 2018 due to decreases in food costs year over year.

Gross margin on merchandise sales decreased to 27.9% in 2019 compared to 29.2% in 2018, due to a change in mix of merchandise sales in 2019.

# Canadian Membership Fees

Full privilege golf members decreased 2.8% to 14,193 on December 31, 2019 from 14,602 on December 31, 2018 due to the sale of 458 former Fontainebleau members as part of the sale of the property.

Changes in full privilege golf members and future membership fee instalments are as follows:

(thousands of Canadian dollars)	Golf Future Membership Members Fee Instalments				Membership e Instalments	
Balance, beginning of year	14,602	\$	21,967	14,991	\$	24,100
Sales to new members	1,008		4,057	1,399		4,908
Reinstated members	214		204	205		329
Transfer and upgrade fees from existing members	-		279	-		325
Resignations and terminations	(1,631)		(3,305)	(1,535)		(3,765)
Sale of Club de Golf Le Fontainebleau	-		-	(458)		(487)
Instalments received in cash	-		(2,669)	-		(3,443)
Balance, end of year (Full Privilege)	14,193	\$	20,533	14,602	\$	21,967

In general, golf members are becoming more transient between member golf clubs since there is less membership fees being charged per member by both ClubLink and our competitors. This has translated into both more sales and more resignations.

# Review of Canadian Golf Club Operations for the Year Ended December 31, 2019 (continued)

# Canadian Membership Fees (continued)

Membership fees are amortized over the estimated weighted average remaining membership by year joined. This is determined by subtracting the average age of members that joined in that year from 70 and dividing the result by 2. The amortization period is reviewed annually and any adjustments are made prospectively. Membership fee revenue recognized in 2019 decreased 24.7% to \$4,793,000 from \$6,361,000 in 2018. This decline is primarily the result of the members that joined in 2007 completing their amortization period in 2018. Subsequent to this amortization period, membership fees are recorded as revenue upon receipt. An allowance for future resignations is considered as part of this model.

Details on amortization period in years, amortization of membership fee revenue and Canadian Region members at year end is broken down by member join year as follows:

Member Join Year	Amortization Period (yrs) 2019	Amortization Period (yrs) 2018	Amortization of Membership Fees (\$000) 2019		Members at year end 2019	Members at year end 2018	% Change
1994-2005	Cash	Cash	\$ 210	\$ 321	6,149	6,567	(6.4%)
2006	1	2	817	840	458	504	(9.1%)
2007	Cash	1	53	1,444	800	876	(8.7%)
2008	2	3	700	713	441	479	(7.9%)
2009	3	4	587	610	533	562	(5.2%)
2010	3	4	444	457	616	663	(7.1%)
2011	6	7	376	391	442	482	(8.3%)
2012	8	9	195	209	266	298	(10.7%)
2013	8	9	220	233	268	291	(7.9%)
2014	9	10	248	266	407	458	(11.1%)
2015	10	11	180	205	344	409	(15.9%)
2016	11	12	214	250	589	688	(14.4%)
2017	12	13	173	215	735	926	(20.6%)
2018	14	15	177	207	1,137	1,399	(18.7%)
2019	15	-	199	-	1,008	-	N/A
Totals			\$ 4,793	\$ 6,361	14,193	14,602	(2.8%)

# Review of Canadian Golf Club Operations for the Year Ended December 31, 2019 (continued)

# Canadian Membership Fees (continued)

The following is an age analysis of ClubLink's Canadian Region golf members:

	2019	2018	% Change
Under 30 years	1,590	1,541	3.2%
31 - 40 years	846	896	(5.6%)
41 - 50 years	1,713	1,976	(13.3%)
51 - 60 years	4,166	4,500	(7.4%)
61 - 70 years	3,614	3,562	1.5%
71 and over	1,695	1,558	8.8%
Not available	569	569	-
	14,193	14,602	(2.8%)

The average age of a Canadian full privilege golf member as at December 31, 2019 is 54.6 years as compared to 54.1 at December 31, 2018.

# Review of US Golf Club Operations for the Year Ended December 31, 2019

# Summary of US Golf Club Operations

(statistics)	2019	2018	% Change
18-hole equivalent championship golf courses	11.0	11.0	N/A
Championship golf rounds	331,000	334,000	(0.9%)
(thousands of dollars)	2019	2018	% Change
Operating revenue	\$ 17,177	\$ 17,132	0.3%
Direct operating expenses	(16,482)	(17,008)	(3.1%)
Net operating income	695	124	460.5%
Amortization of membership fees	266	259	2.7%
Depreciation and amortization	(1,379)	(1,834)	(24.9%)
Impairment	-	(5,765)	N/A
Other items	(8)	16	N/A
Segment loss before interest and income taxes (US dollars)	(426)	(7,200)	94.1%
Exchange	(140)	(2,587)	94.6%
Segment loss before interest and income taxes (Cdn dollars)	\$ (566)	\$ (9,787)	94.2%

# Review of Corporate Items for the Year Ended December 31, 2019

#### Interest, Net and Investment Income

Interest, net and investment income decreased 57.0% to an expense of \$4,923,000 for the year ended December 31, 2019 from \$11,447,000 in 2018 due to interest income earned on funds from the July 2018 sale of White Pass and a resulting decrease in borrowings.

## Other Items

Other items consists of the following loss (income) items:

(thousands of Canadian dollars)	2019	2018	% Change
Gain on sale of property, plant and equipment	\$ (525)	\$ (6,630)	(92.1%)
Insurance proceeds	(2,141)	(1,145)	(87.0%)
Foreign exchange loss (gain)	6,944	(12,238)	N/A
Unrealized loss (gain) on shares held for trading	(2,426)	3,175	N/A
Equity income	(1,135)	-	N/A
Other	927	118	704.2%
Other items	\$ 1,644	\$ (16,720)	N/A

Other items includes \$1,135,000 in equity income from the investment in joint ventures, with \$1,055,000 attributable to five closings in the first phase at Highland Gate.

#### CRITICAL ACCOUNTING ESTIMATES

The Company's discussion and analysis of financial condition and results of operations are based upon our consolidated financial statements, which have been prepared in accordance with IFRS.

The Company's significant accounting policies and accounting estimates under IFRS are contained in the consolidated financial statements (see Note 2 for description). Certain of these policies involve critical accounting estimates as they require us to make particularly subjective or complex judgments about matters that are inherently uncertain and because of the likelihood that materially different amounts could be reported under different conditions or using different assumptions. We have discussed the development, selection and application of our key accounting policies, and the critical accounting estimates and assumptions they involve, with the external auditors and the audit committee of the Board of Directors.

# FINANCIAL CONDITION

The following is a summary consolidated balance sheet and analysis for the last two fiscal years

(thousands of Canadian dollars)	2019	2018	Net Change	Ref
Assets				_
Cash and cash equivalents	\$ 66,042	\$ 137,207	\$ (71,165)	1
Accounts receivable	8,451	38,104	(29,653)	2
Mortgages and loans receivable	37,335	50,536	(13,201)	
Inventories and prepaid expenses	5,219	4,937	282	
Other assets	109,188	31,664	77,524	3
Right-of-use assets	16,318	-	16,318	4
Property, plant and equipment and intangibles	433,053	440,628	(7,575)	
	\$ 675,606	\$ 703,076	\$ (27,470)	
Liabilities				
Accounts payable and accrued liabilities	\$ 22,088	\$ 26,851	(4,763)	
Lease liabilities	17,241	866	16,375	4
Borrowings	131,143	165,759	(34,616)	5
Prepaid annual dues and deposits	13,314	12,560	754	
Deferred membership fees	7,362	9,682	(2,320)	6
Deferred income tax liabilities	47,928	48,777	(849)	
	239,076	264,495	(25,419)	
Shareholders' Equity				
Share capital	109,490	111,744	(2,254)	
Retained earnings	322,454	321,308	1,146	
Accumulated other comprehensive income	4,586	5,529	(943)	7
	436,530	438,581	(2,051)	
	\$ 675,606	\$ 703,076	\$ (27,470)	

Please see reference notes on the following page.

# FINANCIAL CONDITION (continued)

The following notes describe significant changes in the balance sheets presented on the previous page:

- 1. Cash has decreased by \$71,165,000 due to the purchase of units of Automotive Properties REIT totalling \$59,973,000.
- 2. Accounts receivable have decreased by \$29,653,000 due to the planned reimbursement in the amount of US \$23,338,000 in 2019 in regards to prepaid White Pass income taxes.
- 3. Other assets increased by \$77,524,000 primarily due to the purchase of 5,188,257 units of Automotive Properties REIT.
- 4. Right-of-use assets and lease liabilities are the result of the implementation of IFRS 16 at January 1, 2019.
- 5. Borrowings have decreased \$34,616,000 due to the changes as follows:

(thousands of dollars)	2019	2018	Change
Borrowings, beginning of year	\$ 166,499	\$ 301,893	\$(135,394)
Mortgage and term loan payments	(13,353)	(43,637)	30,284
Revolving borrowings	(20,689)	(93,765)	73,076
Finance leases	-	(1,844)	1,844
Unrealized foreign exchange	(751)	3,852	(4,603)
Gross borrowings, end of year	131,706	166,499	(34,793)
Deferred financing costs	(563)	(740)	177
Borrowings, end of year	\$ 131,143	\$ 165,759	\$ (34,616)

6. Deferred membership fees have decreased \$2,320,000 due to the changes as follows:

(thousands of dollars)	2019	2018	Change
Deferred membership fees, beginning of year	\$ 9,682	\$ 12,957	\$ (3,275)
Membership fee instalments received in cash	2,844	3,590	(746)
Amortization of membership fees to revenue	(5,146)	(6,697)	1,551
Sale of Club de Golf Le Fontainebleau	-	(212)	212
Exchange	(18)	44	(62)
Deferred membership fees, end of year	\$ 7,362	\$ 9,682	\$ (2,320)

<sup>7.</sup> The Company has recorded a negative adjustment to its accumulated other comprehensive gain account of \$943,000 due to a change in the Canadian/US exchange rate to 1.2988 at December 31, 2019 from 1.3642 at December 31, 2018. This change has a corresponding impact on the US dollar assets and liabilities of the Company.

# FINANCIAL CONDITION (continued)

# Shareholders' Equity

Consolidated shareholders' equity at December 31, 2019 totaled \$436,530,000 or \$16.33 per share, compared to \$438,581,000 or \$16.07 per share at December 31, 2018. The number of common shares outstanding decreased to 26,735,620 shares as at December 31, 2019 compared to 27,286,052 shares as at December 31, 2018 as reflected in the chart below.

The following is a summary of the common share activity:

(number of shares)	2019	2018
Balance, beginning of year	27,286,052	27,345,540
Other	-	(1)
Shares cancelled through NCIB	(550,432)	(59,487)
Balance, end of year	26,735,620	27,286,052

During 2019, the Company purchased 550,432 shares for cancellation at a total price in the amount of \$7,138,000.

The following is a summary of cash dividends declared in 2018 and 2019:

Date of declaration	Record date	Distribution date	Amount per share
March 2, 2018	March 15, 2018	March 29, 2018	0.02
May 3, 2018	May 31, 2018	June 15, 2018	0.02
August 2, 2018	August 31, 2018	September 14, 2018	0.02
November 5, 2018	November 30, 2018	December 14, 2018	0.02
March 6, 2019	March 15, 2019	March 29, 2019	0.02
May 2, 2019	May 31, 2019	June 14, 2019	0.02
August 1, 2019	August 30, 2019	September 13, 2019	0.02
November 4, 2019	November 29, 2019	December 13, 2019	0.02

# LIQUIDITY AND CAPITAL RESOURCES

TWC's objective is to ensure that capital resources are readily available to meet obligations as they become due, to complete its approved capital expenditure program and to take advantage of attractive acquisitions as they arise. TWC's capital availability and demonstrated ability to execute transactions give it a competitive advantage in corporate development opportunities.

A summarized statement of cash flows is as follows:

(thousands of Canadian dollars)	2019	2018
Cash provided by operating activities before income taxes	\$ 24,732	\$ 35,816
Income taxes refunded (paid)	25,258	(60,254)
Cash provided by (used in) operating activities	49,990	(24,438)
Operating property, plant and equipment expenditures	(7,723)	(10,122)
Expansion property, plant and equipment expenditures	(1,803)	(8,854)
Proceeds from divestiture of White Pass	-	363,128
Proceeds on sale of capital assets	729	8,896
Mortgages and loans receivable	9,675	(49,085)
Revolving borrowings	(20,689)	(93,765)
Term debt - maturities	-	(24,935)
Non-revolving borrowings – amortization payments	(18,618)	(18,702)
Lease liabilities	(5,105)	(6,205)
Cash dividends	(2,172)	(2,186)
Other long term assets	505	5,451
Joint venture acquisition	(9,236)	-
Common shares repurchased for cancellation	(7,138)	(739)
Marketable securities	(59,973)	-
Other	393	(2,085)
Net change in cash during the year	(71,165)	136,359
Cash, beginning of year	137,207	848
Cash, end of year	\$ 66,042	\$ 137,207

During the year, the Company purchased 5,188,257 units of Automotive Properties REIT for a total cost of \$59,973,000.

The analysis of TWC's liquidity is as follows:

1,	Availability on December 31, 2019		Availability on December 31, 20	
(thousands of Canadian dollars)	Maximum	Maximum Available		Available
Cash and cash equivalents (CDN)	\$ 18,258	\$ 18,258 \(\frac{7}{2}\) 70\(\frac{7}{2}\)	\$ 389	\$ 389
Cash and cash equivalents (USD)  Revolving line of credit (US golf)	47,784	47,784	136,818 10,232	136,818 10,232
Revolving line of credit (corporate) Related party revolving line of credit	50,000 50,000	48,982 50,000	50,000 50,000	28,293 50,000
	\$ 166,042	\$ 165,024	\$ 247,439	\$225,732

As part of the White Pass transaction, sale proceeds were received in US funds. On the date of the sale, July 31, 2018, the exchange rate was 1.3017. On March 8, 2019, \$90,000,000 US of the proceeds were converted to Canadian at a rate of 1.3430, resulting in a realized foreign exchange gain of \$3,717,000. On April 24, 2019, a further \$20,000,000 US of the proceeds were converted to Canadian at a rate of 1.3430, resulting in a further realized foreign exchange gain of \$826,000, for a total of \$4,543,000 between the two transactions.

Due to the large amount of US dollar cash on hand, the Company has deactivated the US golf revolving line of credit until such time as the Company may require the line again.

Funds will be used during 2020 for operating capital expenditures, expansion capital expenditures and to pay debt obligations as they become due.

Liquidity risk arises from general funding needs and in the management of assets, liabilities and optimal capital structure. TWC manages liquidity risk to maintain sufficient liquid financial resources to meet its commitments and obligations in the most cost-effective manner possible.

Based on TWC's financial position at December 31, 2019, and projected future earnings, management expects to be able to fund its working capital requirements, and meet its other obligations including debt repayments.

The following is an analysis of the Company's net borrowings and their characteristics on December 31, 2019 compared to December 31, 2018:

			Total	Total	Average Term to	Average Term to
	Interest	Interest	Indebtedness	Indebtedness	Maturity	Maturity
(thousands of Canadian dollars)	Rate 2019	Rate 2018	2019	2018	(Yrs) 2019	(Yrs) 2018
Non-revolving	8.00%	8.00%	\$ 11,098	\$ 11,812	9.75	10.75
Exchange	-	-	3,316	4,302	-	-
Subtotal US borrowings	8.00%	8.00%	14,414	16,114		
Revolving (corporate)	4.08%	4.08%	-	20,689	1.75	1.75
Non-revolving	<b>7.04</b> %	7.07%	112,027	129,696	5.58	6.49
Other	5.00%	-	5,265	-	3.41	-
Subtotal CDN borrowings	6.95%	6.65%	117,292	150,385		
Gross borrowings	7.06%	6.78%	131, 706	166,499		
Lease liabilities	6.2%	4.0%	17,241	866		
Gross borrowings including lease liabilities			\$ 148,947	\$ 167,365	•	

None of the above non-revolving mortgages have any prepayment options without a corresponding yield maintenance payment.

TWC has certain golf clubs that it operates, which are under long-term lease arrangements and are subject to standard lease termination clauses.

The following are the golf clubs under lease with expiration dates:

- The Club at Bond Head: December 31, 2021 (formerly December 31, 2029)
- The Country Club: December 31, 2022 (formerly December 31, 2026)
- National Pines Golf Club: November 15, 2024

In December 2017, the landlord of the Country Club provided the Company with a five year notice - as provided in the lease document. The lease now expires on December 31, 2022, rather than the original expiration of December 31, 2026.

In December 2018, the Company provided the landlord of The Club at Bond Head with a three year notice - as provided in the lease document. The lease now expires on December 31, 2021, rather than the original expiration date of December 31, 2029.

TWC's consolidated borrowings include revolving lines of credit and non-revolving mortgages. The following table illustrates future maturities and amortization payments of consolidated borrowings for the next five years and thereafter as at December 31, 2019:

(thousands of Canadian dollars)	Borrowings	Lease Liabilities	Total
2020	\$ 20,921	\$ 5,034	\$ 25,955
2021	22,448	5,297	27,745
2022	22,776	4,458	27,234
2023	21,591	1,129	22,720
2024	16,417	1,234	17,651
2025 and thereafter	27,553	89	27,642
	\$ 131,706	\$ 17,241	\$148,947

# **Operating Activities**

Cash provided by operating activities were \$49,990,000 in 2019 compared to cash used in operating activities of \$24,438,000 in 2018 due to income taxes remitted as part of the White Pass divestiture.

# **Investing Activities**

Cash used in investing activities was \$77,501,000 in 2019 compared to cash provided by investing activities of \$358,499,000 in 2018 due to the divestitures of White Pass and Fontainebleau in 2018.

Property, plant and equipment expenditures are broken down as follows:

(thousands of Canadian dollars)	2019	2018
Operating property, plant and equipment expenditures		
Canadian golf club operations		
Golf carts	\$ 1,115	\$ 1,759
Turf improvements	1,601	965
Turf equipment	1,167	1,543
Facilities, administrative and other	2,592	1,578
US golf club operations		
Golf carts	1,047	576
Turf improvements	111	588
Turf equipment	27	198
Other	63	23
Rail and port operations (discontinued)		
Track improvements	-	322
Bridge upgrades	-	32
Rolling stock upgrades	-	683
Dock upgrades	-	1,607
Facilities, administrative and other	-	248
	\$ 7,723	\$ 10,122

# Financing Activities

Financing activities repayments were \$44,107,000 in 2019 compared to cash flows used in financing activities of \$195,727,000 in 2018 due to the revolving debt that was repaid as part of the White Pass divestiture.

The Company was approved by the Toronto Stock Exchange for a normal course issuer bid to purchase up to 1,366,000 of its common shares which expired on September 19, 2019. From September 20, 2018 to December 31, 2018, the Company repurchased for cancellation 31,087 common shares for a total purchase price of \$392,380 or \$12.62 per common share, including commissions. From January 1, 2019 to September 19, 2019, the Company repurchased for cancellation 530,332 common shares for a total purchase price of \$6,867,799 or \$12.95 per common share, including commissions.

The Company was approved by the Toronto Stock Exchange for a normal course issuer bid to purchase up to 1,364,000 of its common shares which will expire on September 19, 2020. From September 20, 2019 to December 31, 2019, the Company repurchased for cancellation 20,100 common shares for a total purchase price of \$270,126 or \$13.44 per share, including commissions.

In recording the repurchase and cancellation of shares, share capital is reduced by the weighted average issue price of the outstanding common shares with the differential to the purchase price being credited or charged to retained earnings.

During 2019, TWC declared and paid four quarterly dividends of 2 cents per common share for a total of 8 cents per common share or \$2,172,000 (2018 - \$2,186,000) for the year.

#### OFF-BALANCE SHEET FINANCING AND GUARANTEES

From time to time, TWC enters into agreements to provide financial or performance assurances to third parties of which letters of credit of \$1,018,000 (2018 - \$1,018,000) and unsecured surety bonds of \$1,602,000 (2018 - \$1,602,000) were outstanding as at December 31, 2019.

In the normal course of operations, the Company executes agreements that provide for indemnification and guarantees to third parties in transactions such as business dispositions, business acquisitions, sales of assets, sales of services, securitization agreements and underwriting and agency agreements.

TWC does not engage in any other off-balance sheet financing.

#### RELATED PARTY TRANSACTIONS

The immediate parent and controlling party of the Company is Paros Enterprises Limited ("Paros") and its parents – S.N.A. Management Limited. These companies are privately-owned companies whose shareholder is the Chairman, President and Chief Executive Officer of the Company – K. (Rai) Sahi.

K. (Rai) Sahi, the Chairman, President and Chief Executive Officer of the Company is also the controlling shareholder of Morguard Corporation ("Morguard").

The Company has provided an unsecured revolving demand credit facility to Morguard in the amount of \$50,000,000 with no fixed maturity date. Morguard has provided an unsecured revolving demand credit facility to TWC in the amount of \$50,000,000 with no fixed maturity date. These facilities bear interest on a basis which is consistent with the entity's borrowing costs.

Summarized information regarding these facilities is as follows:

	For the	For the year ended	
	December 31,	December 31,	
(thousands of Canadian dollars)	2019	2018	
	_	,	
Loan receivable from Morguard	33,679	47,809	
Net interest receivable	304	365	
Net interest earned	1,489	269	

The Company has provided an unsecured revolving demand credit facility to Paros in the amount of \$5,000,000, with no fixed maturity date. Paros has provided an unsecured revolving demand credit facility to TWC in the amount of \$5,000,000 with no fixed maturity date. These facilities bear interest at prime plus 1%. During 2019 and 2018, there were no advances or repayments under this facility.

The purpose of these credit facilities is to allow each of the above entities to manage its financing activities in the most effective manner.

The Company has provided an unsecured revolving demand credit facility to an investment in joint venture in the amount of \$3,000,000, with no fixed maturity date. This facility bears interest at prime plus 1.25%. As at December 31, 2019, the amount receivable on this facility was \$870,000 (December 31, 2018 - nil). Interest receivable at December 31, 2019 was \$4,000 (December 31, 2018 - nil), and interest earned amounted to \$25,000 for the year ended December 31, 2019 (December 31, 2018 - nil).

The Company receives managerial and consulting services from Morguard. The Company paid a management fee of \$695,000 for the year ended December 31, 2019 (December 31, 2018 - \$843,000), under a contractual agreement, which is included in operating expenses. Morguard also provides back-office services to ClubLink US Corporation. The Company paid a management fee of US\$460,000 (CDN\$610,000) for the year ended December 31, 2019 (December 31, 2018 - US\$460,000; CDN\$595,000) under a contractual agreement, which is included in direct operating expenses.

During 2019, the Company earned \$630,000 (2018 - \$607,000) in golf revenue (primarily food and beverage and corporate events) from related parties controlled by the Chairman, President and Chief Executive Officer of the Company.

A total of US\$53,000 of rental revenue was earned by TWC for the year ended December 31, 2019 (December 31, 2018 - US\$53,000) from Morguard relating to a shared office facility in Florida.

All related party transactions were made in the ordinary course of business and on substantially the same terms including interest rates and security as for comparable transactions with parties of a similar standing.

# ENVIRONMENTAL AND HEALTH AND SAFETY OBLIGATIONS

The Company's operations and properties are subject to extensive federal, provincial, territorial, state, municipal and local environmental laws and requirements in both Canada and the United States, relating to, among other things, air emissions, the management of contaminants including hazardous materials and waste, discharges to waters and the remediation of environmental impacts. The Company believes it has identified and provided for the expenditures relating to known environmental matters, including compliance issues and the assessment and remediation of the environmental condition of its properties, whether currently or previously owned, or other properties where it may have environmental matters. The Company's total costs and liabilities cannot be predicted with certainty due to, among other things, the various issues described above, changing environmental laws, requirements and the potential necessity to conduct additional investigations.

TWC continually demonstrates its commitment to ensuring the health and safety of anyone affected by its operations and to responsibly manage the impact of its operations on the environment. In implementing its policies, TWC employs the benefits of strong environment, health and safety ("EH&S") management systems to a wide range of stakeholders in Canada and the United States. Stakeholders include all employees and the communities where TWC operates, along with customers, investors, partners, and service providers. This commitment extends throughout the entire Company at every level, starting with the Board of Directors.

The EH&S committee of the Company's Board of Directors meets on a regular basis to review and oversee TWC's policies and programs as well as to review the EH&S performance of each business unit. The committee also oversees the Company's compliance with applicable EH&S laws and regulations and monitors trends, issues and events which could have a significant impact on the Company.

TWC continually monitors changes in both EH&S technologies and regulations both directly and through its involvement with various industry associations.

TWC believes that safe operations are essential for a productive and engaged workforce. TWC is committed to workplace incident prevention and makes expenditures towards the necessary human and financial resources and site-specific systems to ensure compliance with its health and safety policies. Any injuries that may occur are investigated to determine root cause and to establish and put in place necessary controls, with the goal of preventing recurrence.

#### FINANCIAL INSTRUMENTS

TWC has a number of financial instruments which are described in Note 22 to the audited consolidated financial statements for the year ending December 31, 2019.

Risks associated with these financial instruments and information on their fair values are also disclosed in Note 22.

# SUMMARY OF FINANCIAL RESULTS BY QUARTER

The table below sets forth selected financial data for the most recent eight quarters ending December 31, 2019. The financial data is derived from the Company's unaudited interim financial statements, which are prepared in accordance with IFRS as follows:

(thousands of Canadian dollars	2019			2018				
except per share amounts)	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31	Sep. 30	Jun. 30	Mar. 31
Total assets	\$ 675,606	\$ 698,543	\$ 714,319	\$ 727,366	\$ 703,076	\$ 706,172	\$ 665,514	\$ 649,279
Operating revenue (a)	29,145	65,260	46,202	23,034	29,035	65,351	48,203	23,352
Net operating income (a)	4,885	15,176	5,348	3,577	3,476	14,763	6,935	3,855
Operating margin (%)	16.8	23.3	11.6	15.5	12.0	22.6	14.4	16.5
Net earnings (loss)	4,859	7,322	(3,291)	(3,986)	5,985	220,433	7,072	(7,301)
Basic earnings (loss) per share	0.18	0.27	(0.12)	(0.15)	0.21	8.06	0.26	(0.27)
Eligible cash dividends								
per share	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02

<sup>(</sup>a) net of discontinued operations

# FOURTH QUARTER RESULTS

For the Fourth Quarter ended December 31,		
(thousands of Canadian dollars, except per share amounts)	2019	2018
Operating revenue	\$ 29,145	\$ 29,035
Cost of sales and operating expenses	(24,260)	(25,559)
Net operating income	4,885	3,476
Operating margin (%)	16.8%	12.0%
Amortization of membership fees	1,113	1,552
Depreciation, amortization and lease expense	(4,942)	(5,089)
Interest, net and investment income	(797)	(1,417)
Impairment	(352)	(7,865)
Other items	5,950	13,615
Income tax provision	(998)	(836)
Net earnings from continuing operations	4,859	3,436
Net earnings from discontinued operations	-	2,549
Net earnings	\$ 4,859	\$ 5,985
Weighted average shares outstanding (000)	26,761	27,301
Basic and diluted earnings per share from continuing operations	\$ 0.18	\$ 0.12
Basic and diluted earnings per share from discontinued operations	-	0.09
Basic and diluted earnings per share	\$ 0.18	\$ 0.21
		_
The following exchange rates translate one US dollar into the Canadian dollar equival	lent:	
Statement of earnings, average for the fourth quarter	1.3200	1.3214

The revenue and net operating income earned in the fourth quarter relate to the activities of the Canadian and US golf operations as certain golf clubs remain open in the fall and annual dues revenue is recognized on a monthly basis. Costs for the end of season maintenance and operating expenses negatively impact net operating income in the fourth quarter.

An impairment charge of \$7,865,000 was recorded to property, plant and equipment in the fourth quarter of 2018 in relation to the Company's Fort Lauderdale assets.

An impairment charge of \$352,000 was recorded primarily to property, plant and equipment in the fourth quarter of 2019 in relation to Greenhills Golf Club which was sold subsequent to December 31, 2019.

#### SEASONALITY

The quarterly earnings performance of the Company reflects the highly seasonal nature of the business segments. The majority of revenue and earnings from the Canadian golf operations occur or have occurred during the second and third quarters of the year. Accordingly, the quarterly reported net earnings of the Company will fluctuate with those of the underlying business segments.

# RISKS AND UNCERTAINTIES

TWC manages a number of risks in each of its business segments in order to achieve an acceptable level of risk without hindering its ability to maximize returns. Management has procedures to identify and manage significant operational and financial risks.

In addition to the risks described elsewhere in this MD&A, this section describes the principal risks that could have a material and adverse effect on the Company's financial condition, results of operations, cash flows or business, as well as cause actual results to differ materially from expectations expressed in or implied by forward-looking statements. The risks described below are not the only risks that could affect the Company. Additional risks and uncertainties not currently known or that are currently deemed to be immaterial may also materially and adversely affect TWC's financial condition, results of operations, cash flows or business.

# Economic & Business Risk

A decline in the economic environment and its impact on disposable income in areas where TWC operates may have an adverse effect on operating revenue. The Company's business segments are dependent upon discretionary spending by consumers and corporations which in turn is impacted by general economic conditions.

An extended recession could materially affect revenue and financial performance as discretionary spending declines.

The ability to attract and retain full privilege golf members and the number of rounds played at member, hybrid and daily fee golf clubs have historically been dependent upon (i) discretionary spending by consumers and corporations, which may be affected by general economic conditions in the markets that it operates, and (ii) the popularity of golf as a leisure activity. There is no certainty that current levels of participation will be sustained or increase in the future. A decrease in the overall number of golfers, their rates of participation and consumer or corporate spending on golf, individually or collectively, could have a material adverse effect on the Company's business, financial condition and results of operations. Given that a substantial portion of the Company's golf activities are carried out in Southern Ontario, the results of operations will depend heavily on the financial condition of this market.

A decline in the economic environment and its impact on disposable income in areas where TWC's clusters are located may have an adverse effect on the Company's golf club operations revenue. The Company believes this is mitigated and that revenue from member clubs would remain relatively constant since a member is committed to pay annual dues and consume a food and beverage minimum to maintain their membership. While the sale of new memberships may decline in such circumstances, almost all Member Golf Clubs have a membership base that generates sufficient operating revenue to sustain profitable operations at that property.

Corporate event bookings, which represent a material portion of the Company's golf revenue, are susceptible to major changes in the economic environment.

# Foreign Currency Risk

TWC operates both in Canada and the United States and reports its earnings in Canadian dollars. Certain TWC borrowings have a base currency of US dollars as well. Fluctuations in exchange rates could affect the cost of capital or the contribution from operations in the United States, and the value of the Company's investments in the United States.

# Availability of Credit/Liquidity

No assurance can be given that borrowings will be available to the Company or its subsidiaries to replace existing credit facilities on terms acceptable to the Company, if at all. Failure to renew or replace credit facilities as they mature would require TWC to obtain alternative sources of capital, which may include the sale of assets or the issuance of equity at prices that may be dilutive to current shareholders.

# Renewal Risk

TWC is exposed to renewal risk on its maturing borrowings. This is mitigated due to a total of 96% (December 31, 2018 – 88%) of TWC's consolidated borrowings is fully amortizing over the remaining term to maturity and only 4% (December 31, 2018 – 12%) of TWC's borrowings is subject to this risk.

# RISKS AND UNCERTAINTIES (continued)

#### Interest Rate Risk

TWC is exposed to market risk related to interest rate fluctuations. However, the majority of TWC's borrowings has fixed interest rates over its remaining term to maturity, with only 4% (December 31, 2018 - 12%) of its debt subject to this risk.

# Risks Associated with Information Systems

Golf club operations rely on information systems in its business to obtain, rapidly process and analyze data to manage:

- its tee sheet and reservation system;
- its member database;
- the accurate billing of receivables and collections from members;
- the accurate accounting for and payment to vendors; and
- the processing of financial data.

Results of operations could be adversely affected if these systems are interrupted, damaged by unforeseen events or fail for any extended period of time, including due to the action of third parties.

# Competition

The competitive environment in all business segments is evolving. There have been significant additions to alternative products in the golf club, resort and tourism sectors in Ontario. While the Company has certain competitive advantages which management believes will offset, in part, the impact of this increased competition, it has been affected by these developments.

The Company faces strong competition in the Florida golf marketplace from golf clubs that have been reducing their golf fees to maintain market share. TWC believes its pricing is competitive and is striving to differentiate their product by ensuring a quality golfing experience.

# Key Management

The Company's success depends upon the continued contribution of key management, some of whom have unique talents and experience and would be difficult to replace quickly. The loss or interruption of the services of a key executive could have a material adverse effect on our business during the transitional period that would be required to restructure the organization or for a successor to assume the responsibilities of the key management position.

# Litigation

The Company and certain of its subsidiaries are defendants in a number of legal actions. Although the outcome of these claims cannot be determined, in the opinion of management, the resolution of these matters is not expected to have a material adverse effect on the Company's financial position or results of operations.

# Laws Concerning Employees

The Canadian golf operations are subject to minimum wage and employment laws governing such matters as rate of pay, benefits, working conditions, overtime and tip credits. The Company believes it is in compliance with these laws and regulations. A significant number of employees are paid at rates which are at or slightly higher than the minimum wage level and accordingly, further increases in the minimum wage could increase the Company's labour costs.

#### Regulatory Environment

TWC and its subsidiaries are subject to regulation by numerous agencies involving minimum wage, the serving of alcohol and adherence to environmental constraints. Changes in these regulations, and their application, can impact the cost and efficiency of each business segment.

# Loss of Reputation

"ClubLink One Membership More Golf" currently enjoys a recognizable brand name in its operating market. Damage to this brand could have a negative impact on the affairs of the Company. If the Company does not meet or exceed customer expectations, this brand could suffer. We have endeavoured to reduce this risk by ongoing employee training and a company-wide focus on customer service excellence.

#### Environment

TWC's golf courses are managed with a high level of environmental awareness. In addition, TWC's turf management team is highly knowledgeable and receives extensive training regarding the proper use of pesticides and chemicals required to promote healthy golf course conditions and compliance with applicable regulations. However, certain risks are associated with the use of these materials and the overall effect a golf course has on the surrounding habitat, including nearby waterways.

# RISKS AND UNCERTAINTIES (continued)

# Environment (continued)

Phase 1 environmental assessments are completed prior to the acquisition of any property. Once the property is acquired, environment assessment programs ensure continued compliance with all laws and regulations governing environment and related matters.

The Company believes that it has adopted appropriate practices and procedures and maintains adequate insurance to address environmental contingencies. As part of our environmental policies, TWC monitors, controls and manages environmental issues by way of measures for waste prevention, minimization and recycling of any waste products. A committee of the Board of Directors has been established to ensure appropriate policies and standards are maintained for environmental stewardship.

# Weather and Climate Change

Extraordinary weather conditions brought about by climate change involving extended dry or wet periods or exceptional hot or cold temperatures could impact the condition of golf courses and the demand for golf. Severe weather conditions include hurricanes, micro-bursts, flooding and droughts. Management believes that its geographically diverse operations may serve to reduce the impact of severe weather conditions.

# Hospitality Industry

The Company is susceptible to a downturn in the hospitality industry due to the fact that it operates resorts and also hosts large corporate outings at all of its properties. This includes the potential for cancellations due to concerns about the Coronavirus. The Company has cancellation policies to help mitigate lost revenue in this regard.

#### Real Estate

TWC is subject to risks inherent in the acquisition, development, ownership and financing of real estate in general and the operations, rehabilitation and development of golf courses and recreational real estate in particular, such as the risk of depreciation in the value of land and federal, provincial and municipal governmental regulations, including environmental, sewer, water, zoning and similar regulations. It is possible that enactment of new laws, changes in the interpretation or enforcement of applicable laws, rules and regulations or the decision of any authority to change or refuse a change to current zoning classification may have an adverse effect on the value of these golf facilities and related real estate.

# Exchange of Confidential Information

This risk involves the utilization of members' confidential information, particularly in direct marketing. The potential dissemination of such information to the wrong individuals could cause significant damage to our relationship with our members and customers and could result in legal action. Various initiatives, such as a corporate privacy policy, have been implemented which seek to minimize the possibility that this may occur.

TWC is also involved in payment card industry ("PCI") compliance, a rigorous set of standards leveraging the latest security technology, such as encryption, to ensure the protection of customer credit card information. These capabilities are being introduced and implemented by TWC in accordance with the ongoing PCI certification program.

# Income and Commodity Tax Amounts

The operations of TWC are relatively complex and related tax interpretations, regulations and legislation that pertain to TWC's activities are subject to continual change. The Company collects and pays income and commodity taxes to various taxation authorities.

The audit and review activities of the Internal Revenue Services and Canada Revenue Agency and other jurisdictions' tax authorities affect the ultimate determination of the actual amounts of commodity taxes payable or receivable, income tax liabilities and income tax expense. Therefore, there can be no assurance that taxes will be payable as anticipated and/or that the amount and timing of receipt of use of the tax-related assets will be as currently expected.

# Risk of Loss Not Covered by Insurance

The Company generally maintains insurance policies related to our business, including casualty, general liability and other policies covering our business operations, employees and assets; however, TWC would be required to bear all losses that are not adequately covered by insurance, as well as any insurance deductibles. In the event of a substantial property loss, the insurance coverage may not be sufficient to pay the full current market value or current replacement cost of the property. In the event of an uninsured loss, the Company could lose some or all of its capital investment, cash flow and anticipated profits related to one or more properties. Assurance cannot be provided that the Company will not incur losses in excess of insurance coverage or that insurance can be obtained in the future at acceptable levels and reasonable cost. Due to the cost involved, the Company has chosen not to purchase catastrophic wind (hurricane) insurance for its southeast Florida golf clubs.

# RISKS AND UNCERTAINTIES (continued)

# Integration of Acquisitions

Integration activities include the review and alignment of accounting policies, employee transfers and moves, information systems, optimization of service offerings and establishment of control over new operations. Such activities may not be conducted efficiently and effectively, negatively impacting service levels, competitive position and expected financial results.

TWC has a team that performs the integration function. This team applies an integration model, based on experiences from numerous previous integrations, which enhances and accelerates the standardization of TWC's business processes and strives to preserve the unique qualities of acquired operations. The integration process begins with strategic, pre-closing analysis and planning, and continues after closing with the execution of a plan. Integrated operations are re-evaluated and assessed regularly, based on timely feedback received from the integration team.

#### Land Leases

TWC has certain golf clubs that it operates, which are under long-term lease arrangements and are subject to standard lease termination clauses.

The following are the golf clubs under lease with expiration dates:

- The Club at Bond Head: December 31, 2021 (formerly December 31, 2029)
- The Country Club: December 31, 2022 (formerly December 31, 2026)
- National Pines Golf Club: November 15, 2024

Unless the terms of our leases are extended, the properties, together with any improvements that we have made, will revert to the property owners upon expiration of the lease terms. As the terms of our leases expire, we may not be able to renew these leases or find alternative locations that meet our needs on favourable terms, or at all. If we are unable to renew our expiring leases, our business and financial results could be materially adversely affected. The leases also provide that the landlord may increase the rent over the term of the lease, as well as obligate us to pay a variety of costs such as cost of insurance, taxes, maintenance and utilities. Breaching the terms of a lease may result in the Company incurring substantial penalties, including, among others, paying all amounts due to the landlord for the balance of the lease term. In the event that a significant number of our leases are terminated on that basis, our business and financial results could be materially adversely affected.

#### Data, Security and Privacy Breaches

Information security risks have increased in recent years because of the proliferation of new technologies and the increased sophistication of perpetrators of cyber-attacks. Cyber incidents can result from deliberate attacks or unintentional events. Cyber threats in particular vary in technique and sources, are persistent, frequently change and are increasingly more targeted and difficult to detect and prevent. Cyber attacks and security breaches could include unauthorized attempts to access, disable, improperly modify or degrade the Company's information systems and networks, the introduction of computer viruses and other malicious codes, and fraudulent "phishing" emails that seek to misappropriate data and information or install malware onto users' computers. They could result in important remediation costs, increased cyber security costs, lost revenues due to a disruption of activities, litigation and reputational harm affecting customer and investor confidence, which could materially adversely affect our business and financial results.

The Company collects and maintains proprietary and confidential information related to the business and affairs, including our members, suppliers and employees. We store and process such internal data both at onsite facilities and at third-party owned facilities. Any fraudulent, malicious or accidental breach of data security could result in unintentional disclosure of, or unauthorized access to members, suppliers, employees or other confidential or sensitive data or information, which could potentially result in additional costs to the Company to enhance security or to respond to occurrences, violations of privacy or other laws or regulations, penalties or litigation. In addition, media or other reports of perceived security vulnerabilities of the Company's systems, even if no breach has been attempted or has occurred, could adversely impact the Company's brand and reputation and materially impact its business and financial results.

While the Company has dedicated resources and utilizes third party technology products and services to help protect the Company's information technology systems and infrastructure as well as its proprietary and confidential information against security breaches and cyber-incidents, such measures may not be adequate or effective to prevent, identify or mitigate attacks by hackers or breaches caused by employee error, malfeasance or other disruptions, which could be in excess of any available insurance, and could materially adversely affect its business and financial results.

# DISCLOSURE CONTROLS AND PROCEDURES

TWC's Chairman, President and Chief Executive Officer ("CEO") and its Chief Financial Officer ("CFO") are responsible for establishing and maintaining the Company's disclosure controls and procedures. Our disclosure controls are designed to provide reasonable assurance that information required to be disclosed by TWC is recorded, processed, summarized and reported within the time periods specified under Canadian securities laws, and include controls and procedures that are designed to ensure that information is accumulated and communicated to management, including the CEO and CFO, to allow timely decisions regarding required disclosure. The CEO and CFO, after evaluating the effectiveness of the Company's disclosure controls and procedures as at December 31, 2019, have concluded that the Company's disclosure controls are adequate and effective to ensure that material information relating to the Company and its subsidiaries would have been known to them.

# MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

The Company's management is responsible for establishing and maintaining adequate internal control over financial reporting.

The Company's internal control over financial reporting includes those policies and procedures that: (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of TWC's assets; (ii) provide reasonable assurance that transactions are recorded appropriately to permit preparation of financial statements in accordance with generally accepted accounting principles, and that our receipts and expenditures are being made only in accordance with authorization of our management and directors; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of our assets that could have a material effect on the financial statements.

Based on their evaluation, the CEO and CFO have concluded that, as at December 31, 2019, the Company's internal control over financial reporting is effective in providing reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes is in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board.

There were no changes in internal control over financial reporting that occurred during the Company's most recent year that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

#### **OUTLOOK**

# Canadian Golf Club Operations

Management is expecting 2020 revenue from the amortization of membership fees to be approximately \$4.3 million compared to \$5.1 million in 2019. In general, membership fee collections have been declining over the last five years due to the downward pressure from the Company's competitors and an oversupply of golf courses in the markets where the Company operates. The average membership price for 2019 is \$4,025 as compared to \$3,508 for fiscal 2018, \$4,107 in 2017 and \$5,996 in 2016. This trend is expected to continue in the short-term. Inflationary increases for annual dues are still the norm.

#### Highland Gate Development

TWC has been pursuing the development of its Highland Gate property in Aurora, Ontario as part of a joint venture with Geranium Homes.

The development plan contains 158 single family detached homes, a seven storey multi-unit residential building with 114 units, a 10-metre landscaped buffer between existing rear yards and adjacent new streets, 7.6 kilometres of off-street trails resulting in a total pedestrian network consisting of 10.2 kilometres, and building a major new 21-acre park in the first phase of the

The sales office opened on July 24, 2017 and servicing of the 44 lots in Phase 1a commenced on October 23, 2017 and has now been completed.

There have been five closings of this first phase along with the build-out of two model homes. The first phase is being re-introduced with revised pricing in the spring of 2020.

# OUTLOOK (continued)

#### Glen Abbey Development

TWC previously announced a long-term plan to transform Glen Abbey Golf Club and dedicate more than half (approximately 124 acres) of the privately-owned site to the public as permanent, publicly accessible green space by filing three development applications on November 10, 2016 with the Town of Oakville. The mixed-use development will deliver approximately 107,000 sf office and 69,000 sf retail space, along with a housing development consisting of 3,222 units compatible with the current character of the Oakville community and consistent with the provincial directive to focus growth within Oakville's built boundary.

ClubLink's three development applications, Official Plan and zoning by-law amendments and the Draft Plan of Subdivision, were deemed complete on November 10, 2016, the date they were received by the Town. Each of these applications have been appealed to the Local Planning Appeal Tribunal ("LPAT").

On September 25, 2017, ClubLink requested the Town to schedule a Ontario Heritage Act (OHA) section 34 pre-consultation meeting in order to demolish and remove 16 buildings and the golf course. The Town responded that our request was beyond the scope of a section 34 application and made an application to Ontario's Superior Court asking for confirmation of the Town's interpretation. ClubLink filed a section 34 application on November 21, 2017, and also made an application to Ontario's Superior Court asking for confirmation that ClubLink had filed a valid section 34 application. The two Superior Court applications were heard together on July 16 and 17, 2018 by Justice Morgan. In accordance with the court's scheduling order, Oakville Council reviewed our section 34 application on February 12, 2018 and refused it. ClubLink appealed Council's decision to LPAT and the appeal is being held in abeyance until a final decision on the court applications is made. On October 25, 2018, Justice Morgan ruled that the Glen Abbey golf course is both composed of structures and overall is a structure for the purposes of section 34 of the OHA. The Court of Appeal heard Oakville's appeal of Justice Morgan's decision on May 21, 2019 and issued a majority decision on October 23, 2019 confirming that ClubLink had filed a valid section 34 application.

On December 20, 2017, Oakville Council Designated the Glen Abbey property as a significant cultural heritage landscape under by-law 2017-138.

On January 30, 2018, Oakville Council passed a Town-wide Cultural Heritage Landscape Conservation Plan by-law (CHL By-law) and a site specific Conservation Plan for Glen Abbey. Council also passed conforming amendments to four other by-laws. On February 6, 2018, ClubLink filed an application to Ontario's Superior Court to quash the Glen Abbey Conservation Plan, CHL Law and conforming amendments to four other by-laws approved on January 30, 2018. The Superior Court application was heard on October 22 and 23, 2018 by Justice Morgan. On December 11, 2018, Justice Morgan struck down Oakville's CHL By-law and four related by-laws and the Town initiated site specific Conservation Plan for the Glen Abbey property, concluding that all three grounds for illegality were satisfied. The three grounds were ultra vires; bad faith and vagueness. The Court of Appeal heard Oakville's appeal of Justice Morgan's decision on May 23, 2019 and issued a majority decision that the Glen Abbey Conservation plan was ultra vires because it effectively forced ClubLink to operate a golf course in perpetuity but did not comment on bad faith or vagueness. In an unanimous decision the Court of Appeal reinstated the CHL By-law and four related by-laws because of their Town-wide application.

On September 18, 2019, LPAT confirmed that ClubLink's appeals of OPA 15 (Urban Structure), OPA 16 (Cultural Heritage Policy Updates), OPA 24 and a Glen Abbey specific Zoning By-law Amendment 2018-016 had transitioned to the new Bill 108 regime. LPAT reconvened the Case Management Conference (CMC) on November 1, 2019 to address the events that have occurred since February 2019 and a ClubLink motion to hear these appeals together with the redevelopment hearing to be scheduled. ClubLink's motion was granted.

On November 22, 2019, the Town of Oakville brought forward notices of application asking for the Ontario Superior Court to declare the following instruments valid:

- Heritage Designation By-law 2017-138
- Official Plan Amendment to the Livable Oakville Official Plan (OPA 24)
- Site Specific Zoning By-law (ZBL 2018-16) for Glen Abbey

ClubLink brought forward a motion to dismiss the above notices of application with the Ontario Superior Court and on February 10, 2020, the motion was granted. The Town has thirty days to appeal.

# OUTLOOK (continued)

# Glen Abbey Development (continued)

Once the above litigation has been settled, a single phase LPAT hearing will be scheduled to adjudicate all of the applicable appeals and Heritage issues.

The development application process at Glen Abbey may take several years to conclude and accordingly the property will be operated as a golf course by the Company for the immediate future.

#### Kanata Development

ClubLink has been working with two local developers on development options at Kanata Golf and Country Club in Ottawa. A development application was submitted to the City of Ottawa on October 8, 2019 and deemed complete on October 17, 2019. On October 25, 2019, the City of Ottawa filed a Superior Court application to have ClubLink's application withdrawn or transfer the property to the City at no cost. ClubLink will vigorously defend Ottawa's application.

# US Golf Club Operations

ClubLink is working with a local Florida developer to explore development options at Woodlands Country Club in Tamarac, Florida.

#### ADDITIONAL INFORMATION

Additional information concerning the Company, as well as the Company's Annual Information Form is available on SEDAR (www.sedar.com) and the investor relations section of the Company's website (www.twcenterprises.ca).

#### MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The consolidated financial statements and management's discussion and analysis of operations contained in this MD&A are the responsibility of the Company's management. To fulfill this responsibility, the Company maintains a system of internal controls to ensure that its reporting practices and accounting and administrative procedures are appropriate and provide assurance that relevant and reliable financial information is produced. The consolidated financial statements have been prepared in conformity with International Financial Reporting Standards and, where appropriate, reflect estimates based on management's best judgment in the circumstances. The financial information presented throughout this MD&A is consistent with the information contained in the consolidated financial statements.

Deloitte LLP, the independent auditor appointed by the shareholders, have audited the consolidated financial statements in accordance with Canadian generally accepted auditing standards to enable them to express to the shareholders their opinion on the consolidated financial statements. Their independent auditor's report is set out on the following page.

The consolidated financial statements have been further examined by the Board of Directors and by its Audit Committee, which meets regularly with the auditors and management to review the activities of each. The Audit Committee, which is comprised of three independent directors, who are not officers of the Company, reports to the Board of Directors.

K. (Rai) Sahi

Chairman, President and Chief Executive Officer

March 10, 2020

Chief Financial Officer

## INDEPENDENT AUDITOR'S REPORT

To the Shareholders and the Board of Directors of TWC Enterprises Limited

## **Opinion**

We have audited the consolidated financial statements of TWC Enterprises Limited (the "Company"), which comprise the consolidated balance sheets as at December 31, 2019 and 2018, and the consolidated statements of earnings and comprehensive earnings, consolidated statements of changes in shareholders' equity and consolidated statements of cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies (collectively referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2019 and 2018, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards ("IFRS").

## Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards ("Canadian GAAS"). 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 Company 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:

- Management's Discussion and Analysis
- The information, other than the financial statements and our auditor's report thereon, in the Annual Report.

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 identified above 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. We obtained Management's Discussion and Analysis and the Annual Report prior to the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact in this auditor's report. 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 IFRS, 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 Company'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 Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company'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 GAAS 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.

## TO THE SHAREHOLDERS OF TWC ENTERPRISES LIMITED (CONTINUED)

## Auditor's Responsibilities for the Audit of the Financial Statements (continued)

As part of an audit in accordance with Canadian GAAS, 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 Company'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 Company'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 Company 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

The engagement partner on the audit resulting in this independent auditor's report is Terng Chen.

Chartered Professional Accountants

Licensed Public Accountants

Deloitte LLP

Toronto, Ontario March 10, 2020

(thousands of Canadian dollars)	Notes	December 31, 2019	December 31, 2018
ASSETS			(restated-Note 3)
Current			(**************************************
Cash and cash equivalents		\$ 66,042	\$137,207
Accounts receivable	22	8,451	38,104
Mortgages and loans receivable	4, 22	35,119	47,815
Inventories and prepaid expenses	5	5,219	4,937
Other assets	6	85,103	23,147
		199,934	251,210
Mortgages and loans receivable	4, 22	2,216	2,721
Other assets	6	24,085	8,517
Right-of-use assets	7	16,318	-
Property, plant and equipment	8	417,306	423,763
Intangible assets	9	15,747	16,865
Total assets		\$ 675,606	\$703,076
Current Accounts payable and accrued liabilities Lease liabilities Borrowings Prepaid annual dues and deposits	10 11 12	\$ 22,088 5,034 20,921 13,314	\$ 26,851 528 18,643 12,560
riepaid ainitial dues and deposits		61,357	58,582
Lease liabilities	11	12,207	338
Borrowings	12	110,222	147,116
Deferred membership fees	13	7,362	9,682
Deferred income tax liabilities	15	47,928	48,777
Total liabilities		239,076	264,495
Share capital	16	109,490	111,744
Retained earnings		322,454	321,308
Accumulated other comprehensive income		4,586	5,529
Total shareholders' equity		436,530	438,581
Total liabilities and shareholders' equity		\$ 675,606	\$703,076

See Accompanying Notes

On behalf of the Board of Directors

K. (Rai) Sahi

Chairman, President and Chief Executive Officer

**Donald Turple** 

Director

# TWC Enterprises Limited Consolidated Statements of Earnings and Comprehensive Earnings

# For the years ended December 31, 2019 and 2018

(thousands of Canadian dollars, except per share amounts)	Notes	2019	2018
REVENUE			(restated-note 3)
Operating revenue		\$ 163,641	\$ 165,941
Amortization of membership fees	13	5,146	6,697
	14	168,787	172,638
EXPENSES			
Cost of sales		22,414	22,786
Labour and employee benefits		70,475	71,665
Utilities		8,118	8,210
Selling, general and administrative		5,454	5,218
Property taxes		3,450	3,635
Repairs and maintenance		4,241	4,508
Insurance		2,724	2,617
Fertilizers and pest control products		2,378	2,617
Fuel and oil		1,357	1,463
Other operating expenses		14,044	14,193
Depreciation of right-of-use assets		5,174	-
Depreciation of property, plant and equipment	8	13,880	15,089
Amortization of intangible assets	9	1,065	1,061
Land lease rent		-	4,384
Interest, net and investment income	17	4,923	11,447
Impairment	8	352	7,865
Other items	18	1,644	(16,720)
		161,693	160,038
Earnings before income taxes		7,094	12,600
Income tax expense (recovery)	15		
Current		4,210	1,144
Deferred		(2,020)	2,250
		2,190	3,394
Net earnings from continuing operations		4,904	9,206
Net earnings from discontinued operations	3	-	216,983
Net earnings		4,904	226,189
Unrealized foreign exchange gain (loss) in respect of foreign operations		(943)	4,258
Unrealized loss on hedge of net investment in foreign operations, net of tax recovery of \$0 for the year ended December 31, 2019 (December 31, 2018 - recovery of \$67)		-	(436)
Total comprehensive earnings		\$ 3,961	\$ 230,011
Weighted average shares outstanding (000)	16	27,111	27,331
Earnings per share from continuing operations		\$ 0.18	\$ 0.34
Earnings per share from discontinued operations	3	-	\$ 7.94
Earnings per share - basic and diluted	16	\$ 0.18	\$ 8.28

See Accompanying Notes

# TWC Enterprises Limited Consolidated Statements of Changes in Shareholders' Equity

# For the years ended December 31, 2019 and 2018

(thousands of Canadian dollars, except common shares)	Notes	Common Shares	Share Capital	Retained Earnings	Accumulated Other Comprehensive Income	Total Shareholders' Equity
Balance, January 1, 2018		27,345,540	\$ 111,987	\$ 97,801	\$ 23,370	\$233,158
Activity during 2018						
Comprehensive earnings		-	-	223,294	3,822	227,116
Cash dividend	16B	-	-	(2,186)	-	(2,186)
Prior period adjustment	3	-	-	2,895	-	2,895
Other		(1)	-	-	-	-
Realized foreign exchange upon divestiture of White Pass	3	-	-	-	(21,663)	(21,663)
Shares cancelled subject to normal course issuer bid	16C	(59,487)	(243)	(496)	-	(739)
Balance, December 31, 2018 (restate	d-Note 3)	27,286,052	111,744	321,308	5,529	438,581
Activity during 2019						
Adoption of IFRS 16	2	-	-	3,298	-	3,298
Comprehensive earnings (loss)		-	-	4,904	(943)	3,961
Cash dividend	16B	-	-	(2,172)	-	(2,172)
Shares cancelled subject to normal course issuer bid	16C	(550,432)	(2,254)	(4,884)	-	(7,138)
Balance, December 31, 2019		26,735,620	\$ 109,490	\$ 322,454	\$ 4,586	\$436,530

See Accompanying Notes

# TWC Enterprises Limited Consolidated Statements of Cash Flows

# For the years ended December 31, 2019 and 2018

(thousands of Canadian dollars)	Notes	2019	2018
OPERATING ACTIVITIES			(restated-note 3)
Net income		\$ 4,904	\$ 226,189
Items not affecting cash:		+ -,>	+ ===,==,
Amortization of membership fees	13	(5,146)	(6,697)
Depreciation of property, plant and equipment	8	13,880	18,888
Depreciation of right-of-use assets		5,174	-
Amortization of intangible assets	9	1,065	1,061
Land lease rent expense		-,,-	4,533
Interest, net	17	4,923	12,551
Unrealized foreign exchange loss (gain)	18	2,810	(12,238)
Unrealized loss (gain) on shares held for trading	18	(2,426)	3,175
Gain on divestiture of White Pass	3	(=,1=0)	(262,267)
Gain on sale of property, plant and equipment	8	(525)	(6,630)
Equity income	6	(1,135)	(0,050)
Impairment	8	352	7,865
Income tax provision	O	2,190	63,352
Collection of membership fee instalments	13	2,844	3,590
Interest paid	13	(4,828)	(12,443)
Income taxes paid		(6,311)	(60,254)
Income taxes refunded		31,569	(00,2)1)
Accounts receivable		(2,186)	(10,948)
Inventories and prepaid expenses		(304)	171
Accounts payable and accrued liabilities		2,386	5,824
Prepaid annual dues and deposits		754	(160)
Cash and cash equivalents provided by (used in) operating activities		49,990	(24,438)
Cash and cash equivalents provided by (used in) operating activities		17,770	(21,130)
INVESTING ACTIVITIES			
Operating property, plant and equipment expenditures	8	(7,723)	(10,122)
Expansion property, plant and equipment expenditures	8	(1,803)	(8,854)
Proceeds on divestiture of White Pass		-	363,128
Proceeds on sale of property, plant and equipment	8	729	8,896
Joint venture acquisition	6	(9,236)	-
Marketable securities	6	(59,973)	-
Other long-term assets		505	5,451
Cash provided by (used in) investing activities		(77,501)	358,499
PINIANIOINIC ACTIVITIES			
FINANCING ACTIVITIES		((0)	(110)
Deferred financing costs		(60)	(110)
Revolving borrowings		(20,689)	(93,765)
Non-revolving borrowings - amortization payments		(18,618)	(18,702)
Term debt – maturities		(5.105)	(24,935)
Lease liabilities		(5,105)	(6,205)
Mortgages and loans receivable		9,675	(49,085)
Shares repurchased for cancellation	16	(7,138)	(739)
Dividends paid	16	(2,172)	(2,186)
Cash used in financing activities		(44,107)	(195,727)
Net effect of currency translation adjustment on cash and		453	(1.075)
cash equivalents		453	(1,975)
Net increase (decrease) in cash and cash equivalents during the year		(71,165)	136,359
Cash and cash equivalents, beginning of year		137,207	848
Cash and cash equivalents, end of year		\$ 66,042	\$ 137,207

See Accompanying Notes

### 1. NATURE OF OPERATIONS

TWC Enterprises Limited (the "Company" or "TWC") was formed under the laws of Canada. The Company's executive office is located at 15675 Dufferin Street, King City, Ontario L7B 1K5. TWC is a publicly traded company on the Toronto Stock Exchange ("TSX") under the symbol "TWC."

TWC is engaged in golf club operations under the trademark "ClubLink One Membership More Golf." TWC is Canada's largest owner, operator and manager of golf clubs with 531/2, 18-hole equivalent championship and 31/2, 18-hole equivalent academy courses at 41 locations in Ontario, Quebec and Florida (including one managed property).

The golf club operations located in the United States have a functional currency in United States ("US") dollars, which are translated into Canadian dollars for reporting purposes in these consolidated financial statements.

### 2. BASIS OF PRESENTATION

## (A) Statement of compliance

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board (IASB).

These financial statements were authorized for issuance by the Board of Directors on March 10, 2020.

## (B) Functional and presentation currency

These consolidated financial statements are presented in Canadian dollars, which is also the Company's functional currency.

# (C) Significant accounting judgments and estimates

The preparation of financial statements that conform with IFRS requires management to make judgments and estimates and form assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. The following section discusses the accounting estimates, judgments and assumptions that the Company has made and how they affect the amounts reported in the consolidated financial statements.

Judgment is commonly used in determining whether a balance or transaction should be recognized in the financial statements and estimates and assumptions are more commonly used in determining the measurement of recognized transactions and balances. However, judgments and estimates are often interrelated.

On an ongoing basis, management evaluates its judgments and estimates in relation to assets, liabilities, revenue and expenses. Management uses historical experience and various other factors it believes to be reasonable under the given circumstances as the basis for its judgments and estimates. Actual outcomes may differ from management's judgments and estimates.

### Amortization of membership fees

One of the most critical accounting estimates used by TWC is the weighted average remaining life of memberships sold by join year, which is used to recognize membership fee revenue. The membership fee revenue is amortized over the weighted average remaining membership life by year joined. Subsequent to this amortization period, membership fees are recorded as revenue upon receipt. These amortization periods should decline each year by one year as each group gets one year older, producing a relatively uniform revenue stream from membership fees over the average remaining life of memberships sold by join year. However, these average ages may not decline on a consistent basis if a disproportionate amount of older or younger members decide to resign at any particular time. This could result in a deferral or acceleration of membership fee revenue, the amount of which would be dependent on the variability of the change in average ages. To date, there have been no significant variances in the average ages.

### Property, plant and equipment

Property, plant and equipment are depreciated over their useful lives on a straight-line basis. The Company assesses on an annual basis the useful life and residual value of these assets, which are used in the calculation of depreciation expense. The useful lives assigned are disclosed in the list of accounting policies. Due to the relatively large proportion of these assets to total assets, the selection of the method of depreciation and the length of depreciation period could have a material impact on depreciation expense and net book value of property, plant and equipment.

When determining whether an asset is property, plant and equipment or an investment property, the original intent of the acquisition is considered in order to conclude as to which category is used.

## 2. BASIS OF PRESENTATION (continued)

# (C) Significant accounting judgments and estimates (continued)

### Intangible assets

Intangible assets includes amounts assigned to the membership base from past business combinations of member golf courses. These are amortized over a thirty year time frame. Inherent in this useful life is the estimate of the weighted average life of a member which is fifteen years, as well as the practice of our current members referring colleagues and family members as new ClubLink members. As part of the thirty year useful life amortization period, it is estimated that the average member (which typically has a fifteen year average life) will refer one other member for a combined thirty year useful life.

### Impairment

Property, plant and equipment and intangible assets are reviewed for impairment whenever events or changes in the circumstances indicate that the carrying amount of an asset may not be recoverable. Estimates are made in the assessment of any impairment calculation, which are described more fully in the accounting policy note.

The impairment process begins with the identification of the appropriate asset or cash-generating unit for purposes of impairment testing. Identification and measurement of any impairments are based on the asset's recoverable amount, which is the higher of its fair value less costs to sell and its value in use. Value in use is generally based on an estimate of discounted future cash flows. Judgment is required in determining the appropriate discount rate. Assumptions must also be made about future sales, margins and market conditions over the long-term life of the assets or cash-generating unit.

The Company cannot predict if an event that triggers impairment will occur, when it will occur or how it will affect reported asset amounts. Although estimates are reasonable and consistent with current conditions, internal planning and expected future operations, such estimates are subject to significant uncertainties and judgments. As a result, it is reasonably possible that the amounts reported for asset impairments could be different if different assumptions were used or if market and other conditions were to change. The changes could result in non-cash charges that could materially affect the Company's consolidated financial statements.

### Income taxes

TWC records income taxes using the balance sheet liability method of accounting. Under this method, deferred income tax assets and liabilities are determined according to differences between the carrying amounts and tax bases of the assets and liabilities. Management uses judgment and estimates in determining the appropriate rates and amounts to record for deferred income taxes, giving consideration to timing and probability. Previously recorded tax assets and liabilities are remeasured using tax rates in effect when these differences are expected to reverse in accordance with enacted laws or those substantively enacted as at the date of the consolidated financial statements.

The Company operates in several tax jurisdictions. As a result, its income is subject to various rates of taxation. The complexity of tax regulations require assessments of uncertainties and judgments in estimating the taxes the Company will ultimately pay. While the Company believes that its positions and filings are appropriate and supportable, certain matters are periodically challenged by tax authorities. The final taxes paid are dependent upon many factors, including negotiations with taxing authorities in various jurisdictions and resolution of disputes arising from federal, provincial, state and local tax audits. The resolution of these uncertainties and the associated final taxes may result in adjustments to the Company's tax assets and tax liabilities and have a corresponding impact to net earnings.

## 2. BASIS OF PRESENTATION (continued)

# (C) Significant accounting judgments and estimates (continued)

### **Contingencies**

The Company is exposed to possible losses and gains related to environmental matters and other various claims and lawsuits pending for and against it in the ordinary course of business. Prediction of the outcome of such uncertain events (i.e., being virtually certain, probable, remote or undeterminable), determination of whether recognition or disclosure in the consolidated financial statements is required and estimation of potential financial effects are matters for judgment. Where no amounts are recognized, such amounts are contingent and disclosure may be appropriate. While the amount disclosed in the consolidated financial statements may not be material, the potential for large liabilities exists and therefore these estimates could have a material impact on the Company's consolidated financial statements.

#### Other

Property shutdowns, sales of business units or other corporate restructuring trigger incremental costs to the Company (i.e., expenses for employee termination, contract termination and other exit costs). These activities are complex processes that can take several months to complete and involve making and reassessing estimates.

## (D) Accounting policies

The following are the Company's accounting policies under IFRS:

### Scope of consolidation

The consolidated financial statements of TWC, as the parent company, include the accounts of all entities that are controlled directly or indirectly by the Company. This includes the following wholly-owned major operating subsidiaries: ClubLink Corporation ULC and ClubLink US LLC and their respective subsidiaries. Control is achieved when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Intercompany transactions between subsidiaries are eliminated on consolidation.

#### Accounts receivable

Amounts are recorded at fair value less an allowance for doubtful accounts. In assessing the allowance, consideration is given to the financial solvency of specific customers and performing an evaluation of the remaining receivables according to their default risk primarily based on the age of the receivable and historical loss experience. Account balances are charged off against the allowance after all collection efforts have been exhausted and the likelihood of recovery is considered remote. Recoveries are credited back to the allowance account.

### **Inventories**

Inventories are stated at the lower of cost and net realizable value and consist of food, beverages and merchandise. Cost of sales represents the amount of inventories expensed during the year.

### (a) Golf club operations

Cost of sales are determined on a weighted-average basis.

### Property, plant and equipment

Property, plant and equipment ("PP&E") is recorded at cost less impairment and accumulated depreciation.

PP&E include land and improvements thereto, buildings and related equipment. Operating PP&E, including assets under finance lease, are depreciated on a straight-line basis over their estimated useful lives as follows:

Land	Not depreciated
Buildings and land improvements	
Bunkers, cart paths and irrigation	
Equipment	

PP&E include properties under construction or held for future development. TWC capitalizes all direct costs relating to the development and construction of these properties. TWC also capitalizes interest and direct project development and management costs during construction of qualifying assets.

## 2. BASIS OF PRESENTATION (continued)

## (D) Accounting policies (continued)

## Intangible assets

Purchased intangible assets with finite useful lives are recorded at acquisition cost and amortized on a straight-line basis over their estimated useful life. All of TWC's intangible assets have estimable useful lives and are therefore subject to amortization.

Intangible assets are amortized on a straight-line basis as follows:

Membership base	30 years
Brand	
Below market rent terms	

#### **Business combinations**

The Company accounts for all business combinations using the acquisition method. As at the date of acquisition, the purchase price is allocated to the fair values of the assets acquired and liabilities assumed. Goodwill represents the excess of the cost of acquired net assets over the fair values assigned to the tangible and intangible assets acquired and to the fair value of liabilities assumed.

### Impairment of long-lived assets

The Company reviews long-lived assets such as property, plant and equipment and acquired intangible assets, for impairment at each reporting date or whenever events or changes in circumstances indicate that the carrying amount of an asset or group of assets may not be recoverable.

The Company assesses recoverability of these assets by comparing their carrying amount to the recoverable amount, which is the higher of value in use and fair value less costs to sell. Where the carrying amount of an asset or a group of assets exceeds its recoverable amount, the asset is considered to be impaired, and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the Company estimates the asset's or group of assets' recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The reversal is limited so the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years.

### Accounts payable, borrowings and other liabilities

Trade payables and other non-derivative financial liabilities are recognized initially at fair value and in the case of borrowings include attributable transaction costs.

### Deferred income taxes

The Company uses the balance sheet liability method of accounting for deferred income taxes. Temporary differences arising from the difference between the tax base of an asset or liability and its carrying amount on the consolidated balance sheets and unutilized tax losses are used to calculate deferred income tax liabilities or assets. Deferred income tax liabilities and assets are calculated using the substantively enacted tax rates and laws that are expected to be in effect in the periods that the temporary differences are expected to reverse. The effect of changes in tax rates is included in earnings in the period, which includes the substantive enactment.

## 2. BASIS OF PRESENTATION (continued)

## (D) Accounting policies (continued)

### Foreign currency translation

### (a) Functional currency and currency translation account

The functional currency of TWC and its subsidiaries is the local currency. The assets and liabilities of TWC's foreign operations where the functional currency is not the Canadian dollar are translated using the rate of exchange at the balance sheet date, whereas revenue and expenses are translated using average exchange rates during the respective periods. The resulting foreign currency translation adjustments are included in accumulated other comprehensive income or loss. The accumulated balance of the foreign currency translation reserve reflects the differences since January 1, 2010, the transition date to IFRS. When a foreign operation is disposed of, the foreign currency translation adjustment applicable to that entity is recognized in the consolidated statement of earnings.

## (b) Local currency transactions

Transactions in foreign currencies are translated to the respective functional currencies of the entity at the applicable exchange rate on the date of each transaction. Monetary assets and liabilities that are denominated in foreign currencies other than the functional local currency are translated at the year-end closing rate with the resulting gains and losses reflected in the consolidated statement of earnings.

### (c) Cash flow statement

Operating, investing and financing cash flows are translated using average exchange rates during the respective periods. The effects on cash due to fluctuations in exchange rates are shown in a separate line in the consolidated statement of cash flows.

### Financial instruments

Financial assets must be classified and measured based on three categories: amortized cost, fair value through other comprehensive income ("FVTOCI") and fair value through profit or loss ("FVTPL"). Financial liabilities are classified and measured based on two categories: amortized cost and FVTPL. Initially, all financial assets and financial liabilities are recorded in the consolidated balance sheets at fair value. After initial recognition, the effective interest related to financial assets and liabilities measured at amortized cost and the gain or loss arising from the change in the fair value of financial assets or liabilities classified as FVTPL are included in net income for the year in which they arise. At each consolidated balance sheet date, financial assets measured at amortized cost or at FVTOCI, except for investment in equity instruments, require an impairment analysis using the expected credit loss model ("ECL model") to determine the expected credit losses using judgment determined on a probability weighting

The following is a summary of the accounting model the Company applies to each of its significant categories of financial instruments:

Balance Sheet Classification	Financial Instrument Designation
Cash and cash equivalents	Amortized cost
Accounts receivable	Amortized cost
Investments	FVTPL
Mortgages and loans receivable	Amortized cost
Accounts payable and accrued liabilities	Amortized cost
Borrowings	Amortized cost

Transaction costs related to the Company's borrowings are netted against the related liability and are expensed using the effective interest method.

The fair value of financial instruments that are not quoted in an active market is determined by applying various valuation techniques with maximum use of observable market inputs. The valuation techniques used are discounted cash flows, option pricing models, valuations with reference to recent transactions in the same instrument and valuation with reference to other financial instruments that are substantially the same.

# 2. BASIS OF PRESENTATION (continued)

## (D) Accounting policies (continued)

### Financial instruments (continued)

An item may only be designated in a hedging relationship if changes in fair value of the hedging item are expected to offset virtually all changes in fair value of the hedged item attributable to the hedged risk. This offsetting must be expected at inception of the hedge and throughout the hedging period.

The Company formally documents all relationships between hedging instruments and hedged items, as well as its risk management objectives and strategy for undertaking various hedging transactions. The Company also documents and assesses, both at hedge inception and on an ongoing basis, whether the derivative financial instruments that are used in hedging transactions are highly effective in offsetting expected changes in the hedged items.

Gains and losses on derivative financial instruments that are not designated in a hedging relationship and gains and losses related to the "ineffective" portion of effective hedges are recognized in other operating income and expenses.

Hedge accounting is discontinued prospectively if the hedging instrument or hedged item is terminated or sold, or if it is determined that the hedging instrument is no longer effective.

The Company designated a certain long-term debt as a hedge of net investments in foreign currencies. Effective January 1, 2016, TWC declared its 8.00% USD mortgage facility as a hedge against its net investment in White Pass up until the time of the divestiture of White Pass (July 31, 2018). In this type of hedging relationship, the change in value of the "effective" portion of the derivative instrument is recognized in other comprehensive income and the change in value of the "ineffective" portion is recognized in profit or loss. Accordingly, the foreign exchange translation gain or loss on this mortgage was reflected in accumulated other comprehensive income effective January 1, 2016 until July 31, 2018. The amounts recognized in other comprehensive income were reclassified to the consolidated statement of earnings as part of the divestiture of White Pass.

### Share capital

Repurchased common shares are recorded at acquisition cost and are presented as a deduction from shareholders' equity. On retirement of treasury shares, any excess over the calculated average issue price is charged to retained earnings.

### Revenue recognition

Golf club operations revenue includes annual dues (recognized on a daily basis as earned) and sales to members and customers of green fees, cart rentals, food and beverage, merchandise and room rentals, which are all recognized when the service is provided. Membership fee revenue is amortized over the estimated weighted average remaining membership life by year joined. Subsequent to this amortization period, membership fees are recorded as revenue upon receipt.

#### Non-monetary transactions

The Company records non-monetary transactions at the fair value of the assets or services exchanged unless the exchange transaction lacks commercial substance or the fair value of neither the asset or service received nor the asset or service given up is reliably measurable.

The Company has recorded \$875,000 (2018 – \$880,000) of operating revenue relating to non-monetary transactions.

### Lease payments

The Company is a lessee of property, plant and equipment, mainly leased golf clubs, under leases that do not transfer the substantive risks and rewards of ownership.

At the commencement date of a lease, a lessee will recognize a liability to make lease payments and an asset representing the right-of-use to use the underlying asset during the lease term. Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

### Earnings per share

Basic earnings per share is calculated by dividing net earnings by the weighted average number of common shares outstanding during the year. Diluted earnings per share is calculated using the treasury stock method.

## 2. BASIS OF PRESENTATION (continued)

# (D) Accounting policies (continued)

#### Joint ventures

A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint arrangement. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

Investments in joint ventures are accounted for using the equity method. Under the equity method, the investment in a joint venture is initially recognized at cost. The carrying amount of the investment is adjusted to recognize changes in the Company's share of net assets of the joint venture since the acquisition date. The consolidated statement of income reflects the Company's share of the results of operations of the joint venture. Any change in other comprehensive income of the joint venture is presented as part of the Company's consolidated statement of comprehensive earnings.

When the Company's share of losses of a joint venture exceeds the Company's interest in that joint venture, the Company discontinues recognizing its share of further losses. Additional losses are recognized only to the extent that the Company has incurred legal or constructive obligations or made payments on behalf of the joint venture.

When the Company transacts with a joint venture, profits and losses resulting from the transactions are recognized in the Company's consolidated financial statements only to the extent of interests in the joint venture that are not related to the Company.

## (E) Accounting changes

### New Accounting Pronouncements

The Company has adopted the following new accounting standards effective January 1, 2019.

### IFRS 16, Leases

IFRS 16, Leases ("IFRS 16") was issued by the IASB on January 13, 2016, and replaces IAS 17, Leases. IFRS 16 applies a control model to the identification of leases, distinguishing between a lease and a service contract on the basis of whether the customer controls the asset being leased. For those assets determined to meet the definition of a lease, IFRS 16 introduces significant changes to the accounting by lessees, introducing a single, on-balance sheet accounting model that is similar to current finance lease accounting, with limited exceptions for short-term leases or leases of low value assets. Lessor accounting remains similar to current accounting practice. The standard is effective for annual periods beginning on or after January 1, 2019, with early application permitted if IFRS 15 has also been applied. The Company applied this standard effective January 1, 2019 using the modified retrospective approach whereby any transitional impact is recorded in equity as at January 1, 2019 and comparative periods are not restated.

At the commencement date of a lease, a lessee will recognize a liability to make lease payments and an asset representing the right-of-use to use the underlying asset during the lease term. Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use asset. The standard includes two recognition exemptions for leases; leases of 'low-value' assets and short-term leases. Lessees will also be required to remeasure the lease liability upon the occurrence of certain events (i.e. a change in lease term, a change in future lease payments resulting from a change in an index or rate used to determine payments).

The Company has reviewed all lease contracts in which it is a lessee, and has accounted for all contracts outside of exceptions detailed below. The Company has elected to use the exemptions proposed by the standard on lease contracts for which the lease term ends within 12 months as of the date of initial application, and lease contracts for which the underlying asset is of low value. As the Company applied IFRS 16 for the first time for the year ended December 31, 2019, total assets as of January 1, 2019 increased by \$21,903,000 along with a corresponding increase to total liabilities of \$21,903,000. Retained earnings as of January 1, 2019 increased by \$3,298,000 due to the reversal of accrued land lease rent (\$4,487,000 net of deferred tax of \$1,189,000) which represents additional straight line rent previously expensed compared to cash payments. Right-of-use assets are depreciated on a straight-line basis over the term of the lease.

# **TWC Enterprises Limited** Notes to Consolidated Financial Statements

For the years ended December 31, 2019 and 2018

# 2. BASIS OF PRESENTATION (continued)

# (E) Accounting changes (continued)

### IFRIC Interpretation 23, Uncertainty over Income Tax Treatment ("IFRIC 23")

IFRIC 23 addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12 and does not apply to taxes or levies outside the scope of IAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments. The Interpretation specifically addresses the following:

- Whether an entity considers uncertain tax treatments collectively
- The assumptions an entity makes about the examination of tax treatments by taxation authorities
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates
- How an entity considers the effect of changes in facts and circumstances

An entity applies IFRIC 23 for annual reporting periods beginning on or after January 1, 2019. The requirements are applied by recognizing the cumulative effect of initially applying them in retained earnings, or in other appropriate components of equity, at the start of the reporting period in which an entity first applies them, without adjusting comparative information. Full retrospective application is permitted, if an entity can do so without using hindsight.

The IFRIC Interpretation did not have an impact on the Company's consolidated financial statements.

### 3. DIVESTITURE AND DISCONTINUED OPERATIONS

TWC was previously engaged in rail and port operations based in Skagway, Alaska which operate under the trade name White Pass & Yukon Route ("White Pass"). The railway stretches approximately 110 kilometres (67.5 miles) from Skagway, Alaska to Carcross, Yukon. In addition, White Pass operates three docks, primarily for cruise ships. White Pass was divested on July 31, 2018.

On June 6, 2018, TWC announced that it entered into a purchase and sale agreement to sell the White Pass rail and port operations to a joint venture for proceeds of US\$290,000,000. Closing on July 31, 2018, the transaction represented a sale of the complete operations of White Pass. Consequently, this segment is being presented as discontinued operations in the financial statements.

The results of the discontinued operations consist of the following:

	For the y	ear ended
(thousands of Canadian dollars, except per share amounts)  Notes	December 31, 2019	December 31, 2018
REVENUE		
Operating revenue	\$ -	\$ 36,555
EXPENSES		
Direct operating expenses and other items	_	16,829
Depreciation of property, plant and equipment 8	-	3,799
Land lease rent	-	149
Interest, net	-	1,104
Subtotal	-	14,674
Gain on divestiture of White Pass	-	262,267
Earnings before income taxes	-	276,941
Income tax expense		62,853
Prior period error	_	(2,895)
Net earnings	\$ -	\$ 216,983
Weighted average shares outstanding (000)	-	27,331
Earnings per share basic and diluted	\$ <del>-</del>	\$ 7.94
Larinings per share basic and directed	Ψ	Ψ /./1

The net cash flows provided by (used in) the discontinued operations are as follows:

	For the year ended		
(thousands of Canadian dollars)		31, 019	December 31, 2018
Cash and cash equivalents used in	¢		¢ (57.070)
operating activities	Э	-	\$ (57,870)
Cash and cash equivalents provided by investing activities		-	368,352
Cash and cash equivalents used in financing activities		-	(52,322)
Net cash flows	\$	-	\$ 258,160

As part of the process of filing the Company's 2018 income tax returns, management determined the amount of income tax liability in relation to this transaction should be reduced by \$2,895,000 from amounts previously recorded. This prior period error relates to the tax on the gain on the sale of White Pass that took place in the third quarter of 2018, and it reduces the tax expense on the gain as originally reported. It has been corrected through the retrospective restatement of the results and reflected on the balance sheet as at December 31, 2018.

## 4. MORTGAGES AND LOANS RECEIVABLE

Mortgages and loans receivable consist of the following:

(thousands of Canadian dollars)	2019	2018
Former officer loan	\$ 1,258	\$ 1,258
Vendor take-back mortgages Related party receivable (Note 19)	1,528 34,549	1,469 47,809
Less: current portion	37,335 35,119	50,536 47,815
	\$ 2,216	\$ 2,721

The former officer loan bears interest at a market rate determined by the Compensation Committee of the Board of Directors of the Company which is 3.95% per annum (2018 - 3.20%), matures January 30, 2020, and was incurred to purchase common shares of a subsidiary that have subsequently been exchanged for common shares of the Company. The Company has indicated its intention to enforce the payment terms of these loans in the event of a decline in market value of the shares. The common shares financed by these loans, which are being held by the Company as collateral, had a market value of \$2,218,000 at December 31, 2019 (2018 - \$2,218,000).

The vendor take-back mortgages mature from November 2020 to December 2022 and have an average fixed interest rate of 5.41% (2018 – 5.44%).

### 5. INVENTORIES AND PREPAID EXPENSES

Inventories and prepaid expenses consist of the following:

(thousands of Canadian dollars)	2019	2018
Merchandise and supplies Food and beverage	\$ 3,099 902	\$ 2,402 1,066
Other	1,218	1,469
	\$ 5,219	\$ 4,937

## 6. OTHER ASSETS

Other assets consist of the following:

(thousands of Canadian dollars)	2019	2018
Investment in joint ventures	\$ 23,492	\$ 7,834
Common shares in Carnival plc (349,958 shares denominated in GBP)	22,066	23,147
Investment in Automotive Properties REIT (5,188,257 units)	63,037	-
Other	593	683
	109,188	31,664
Less: current portion	85,103	23,147
Other assets	\$ 24,085	\$ 8,517
The Company's investment in joint ventures consist of the following: (thousands of Canadian dollars)	2019	2018
Balance, beginning of year	\$ 7,834	\$ 11,955
Acquisition	14,501	-
Equity income	1,135	-
Recognized deferred profit	22	-
Net spending (return of capital) on investments	-	(4,121)
Balance, end of year	\$ 23,492	\$ 7,834

On August 16, 2019, TWC purchased a 50% interest in a real estate management company and various real estate housing investments with ownership percentages ranging from 11.67% to 23.33% for \$14,501,000. This purchase price was broken down into a cash outlay of \$9,236,000 and promissory notes in the amount of \$5,265,000. Included in this acquisition was an 11.67% interest in the Highland Gate project, bringing TWC's total interest to be 61.67%. Notwithstanding this fact, TWC does not control this project due to the fact that the Company can only nominate one of the two directors for this asset, and decisions need to be unanimous. Therefore, Highland Gate is jointly controlled and is accounted for as a joint venture.

Control of the real estate management company and the various real estate housing investments is shared with TWC's partners and are considered to be joint ventures which are to be accounted for using the equity accounting method. The real estate management company manages the real estate housing investments acquired.

# 6. OTHER ASSETS (continued)

Summarized financial information for the real estate management company and the real estate housing investments at 100% and TWC's ownership interest is provided below:

								2019		2018
(thousands of Canadian dollars)	Highland	d Gate	Mana	l Estate gement ompany	- 17	al Estate Housing estments		Total		Total
			_		_			, , ,	_	
Current assets	\$	5	\$	3,362	\$	1,062	\$	4,429	\$	2,173
Related party		9		(242)		33		(200)		-
Land and other long-term assets	5	8,155		694		53,402	]	112,251		37,796
Secured project debt	(2	21,868)		-		(24,780)		(46,648)		(17,078)
Loan from TWC		-		(870)		-		(870)		-
Liabilities	(	(3,649)		(1,403)		(5,857)		(10,909)		(5,829)
Net assets at 100%	3	32,652		1,541		23,860		58,053		17,062
Net assets at Company's share	2	20,136		770		3,261		24,167		8,531
Deferred profit		(675)		-		-		(675)		(697)
Net assets attributable to TWC	\$ 1	9,461	\$	770	\$	3,261	\$	23,492	\$	7,834
Net assets attributable to partners	\$ 1	3,191	\$	771	\$	20,599	\$	34,561	\$	7,834
Equity income (loss)	\$	1,033	\$	(72)	\$	174	\$	1,135	\$	-
Acquisition amount	\$ 1	0,572	\$	843	\$	3,086	\$	14,501	\$	-

## 7. RIGHT-OF-USE ASSETS

Right-of-use assets consists of the following:

(thousands of Canadian dollars)	Land and Buildings	Equipment	Total
At December 31, 2018	\$ -	\$ -	\$ -
Adoption of IFRS 16 (Note 2)	21,372	531	21,903
Depreciation	(5,010)	(164)	(5,174)
Impairment	(402)	-	(402)
Foreign exchange	-	(9)	(9)
At December 31, 2019	\$ 15,960	\$ 358	\$ 16,318

# 8. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consist of the following:

(thousands of Canadian dollars)	Land	Buildings and Land Improvements	Docks	Bunkers, Cart Paths and Irrigation	Rolling Stock and Equipment	Total
Cost						
At January 1, 2018	\$ 309,316	\$ 210,978	\$ 80,359	\$ 108,126	\$ 168,197	\$ 876,976
Additions	2,186	1,237	3,309	2,149	10,095	18,976
Divestiture	(17,459)	(51,150)	(86,695)	-	(86,071)	(241,375)
Impairment	(2,981)	(2,514)	-	(3,716)	(2,105)	(11,316)
Disposals	(663)	(2,220)	-	(3,137)	(4,485)	(10,505)
Foreign exchange difference	1,800	2,846	3,027	975	3,916	12,564
At December 31, 2018	292,199	159,177	-	104,397	89,547	645,320
Additions	2,087	509	-	2,009	4,921	9,526
Disposals	(323)	-	-	-	(3,223)	(3,546)
Impairment	-	(2,815)	-	(1,071)	(1,382)	(5,268)
Foreign exchange difference	(547)	(488)	-	(414)	(434)	(1,883)
At December 31, 2019	\$ 293,416	\$ 156,383	\$ -	\$ 104,921	\$ 89,429	\$ 644,149
Accumulated Depreciation	¢.	ф. 07./50	Ф. 22.702	Ф. 72. (70	¢ 10/ 205	ф 200 125
At January 1, 2018	\$ -	\$ 87,459	\$ 33,702	\$ 73,679	\$ 104,295	\$ 299,135
Depreciation	-	5,456	1,840	5,332	6,260	18,888
Divestiture	-	(16,351)	(36,847)	(1 (12)	(36,402)	(89,600)
Impairment	-	(461)	-	(1,413)	(1,577)	(3,451)
Disposals	-	(1,174)	1 205	(2,593)	(4,079)	(7,846)
Foreign exchange difference		834	1,305	392	1,900	4,431
At December 31, 2018	-	75,763	-	75,397	70,397	221,557
Depreciation	-	4,657	-	4,711	4,512	13,880
Disposals	-	(2.6.(2)	-	(1.022)	(3,025)	(3,025)
Impairment	-	(2,642)	-	(1,022)	(1,264)	(4,928)
Foreign exchange difference	-	(147)	<u>-</u>	(192)	(302)	(641)
At December 31, 2019	\$ -	\$ 77,631	\$ -	\$ 78,894	\$ 70,318	\$ 226,843
Net book value at December 31, 2018	\$ 292,199	\$ 83,414	\$ -	\$ 29,000	\$ 19,150	\$ 423,763
Net book value at December 31, 2019	\$ 293,416	\$ 78,752	\$ -	\$ 26,027	\$ 19,111	\$ 417,306

Certain property, plant and equipment have been assigned as collateral for borrowings (Note 12).

As at December 31, 2019, ClubLink had equipment under lease with a net book value of \$1,168,000 (2018 – \$1,546,000).

# 8. PROPERTY, PLANT AND EQUIPMENT (continued)

On October 13, 2017, the Company sustained a significant fire event which impacted the clubhouse at Le Maître de Mont-Tremblant. The Company has opened an insurance claim and is arranging for the reconstruction of the clubhouse. An insurance draw in the amount of \$2,400,000 was received during 2018 (2109 - nil) and recorded as part of other expenses.

On December 14, 2018, the Company sold Club de Golf Le Fontainebleau to the shareholders of Club de Golf Rosemère for net proceeds of \$8,589,000. Clublink retains a management fee arrangement of Fontainebleau and recorded a gain of \$6,268,000 on

Proceeds collected on the sale of various pieces of miscellaneous equipment amounted to \$729,000 (2018 - \$307,000).

Net gain on property, plant and equipment consists of the following:

(thousands of Canadian dollars)	2019	2018
Gain on sale of Club de Golf Le Fontainebleau	\$ -	\$ (6,268)
Gain on disposal of miscellaneous equipment	(525)	(362)
	\$ (525)	\$ (6,630)

Due to deteriorating operating performance, an impairment review was conducted on the Company's Fort Lauderdale golf courses for the year ended December 31, 2018. Using management's best estimate and assumptions, the Company concluded that an impairment adjustment was warranted for Eagle Trace and Heron Bay. Reasons for impairment relate to declining operating performance. A total impairment in the amount of \$7,865,000 (US\$5,765,000) was recorded to property, plant and equipment in 2018.

Subsequent to December 31, 2019, ClubLink sold a golf course property and recorded an impairment charge in the amount of \$352,000 in the 2019 financial statements in relation to this transaction, of which \$340,000 was recorded to property, plant and equipment.

The Company sold White Pass with a closing date of July 31, 2018. As a result, this segment is being presented as discontinued operations on the Consolidated Statement of Earnings. The breakdown of depreciation expense is as follows:

(thousands of Canadian dollars)	2019	2018
Depreciation - continuing operations	\$ 13,880	\$ 15,089 3,799
Depreciation - discontinued operations	•	3,/99
	\$ 13,880	\$ 18,888

# 9. INTANGIBLE ASSETS

Intangible assets consist of the following:						
(thousands of Canadian dollars)	Mer	mbership base	Brand	Other	In	Total stangible Assets
Cost						
At January 1, 2018	\$	12,316	\$ 13,477	\$ 2,430	\$	28,223
Disposals		(214)	-	-		(214)
Foreign exchange difference		170	-	17		187
At December 31, 2018		12,272	13,477	2,447		28,196
Foreign exchange difference		(101)	-	(10)		(111)
At December 31, 2019	\$	12,171	\$ 13,477	\$ 2,437	\$	28,085
Accumulated amortization						
At January 1, 2018	\$	4,265	\$ 4,138	\$ 1,881	\$	10,284
Amortization		455	452	154		1,061
Disposals		(104)	-	-		(104)
Foreign exchange difference		73	-	17		90
At December 31, 2018		4,689	4,590	2,052		11,331
Amortization		453	458	154		1,065
Foreign exchange difference		(47)	-	(11)		(58)
At December 31, 2019	\$	5,095	\$ 5,048	\$ 2,195	\$	12,338
Net book value at December 31, 2018	\$	7,583	\$ 8,887	\$ 395	\$	16,865
Net book value at December 31, 2019	\$	7,076	\$ 8,429	\$ 242	\$	15,747

# 10. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities consist of the following:

(thousands of Canadian dollars)	2019	2018
Trade payables	\$ 3,481	\$ 3,433
Accrued payroll costs	3,213	4,104
Accrued land lease rent (note 2E)	-	4,531
Accrued interest	747	889
Income taxes payable	4,072	3,298
Accrued liabilities and other	10,575	10,596
	\$ 22,088	\$ 26,851

# 11. LEASE LIABILITIES

The following table represents the change in the balance of the Company's lease liabilities:

(thousands of Canadian dollars)	Land and Buildings	Equipment	Total
At January 1, 2018	\$ -	\$ 1,840	\$ 1,840
Interest expense	-	11	11
Lease payments	-	(989)	(989)
Foreign exchange	-	4	4
At December 31, 2018	-	866	866
Adoption of IFRS 16 (Note 2)	21,372	531	21,903
Interest expense	1,042	63	1,105
Lease payments	(5,471)	(739)	(6,210)
Impairment	(412)	-	(412)
Foreign exchange	-	(11)	(11)
At December 31, 2019	16,531	710	17,241
Less: current portion			5,034
Lease liabilities			\$ 12,207

Future minimum payments of lease liabilities are as follows:

(thousands of Canadian dollars)	Li	Lease abilities	Interest		Total nimum Lease yments
2020	\$	5,034	\$ 888	\$	5,922
2021	,	5,297	574	·	5,871
2022		4,458	273		4,731
2023		1,129	112		1,241
2024		1,234	41		1,275
2025 and thereafter		89	21		110
	\$	17,241	\$ 1,909	\$	19,150

The above lease liabilities have a weighted average interest rate of 6.2% (2018 - 4.0%). The change in interest rate is a result of the adoption of IFRS 16 and incorporating the leases contemplated by this section.

# 11. LEASE LIABILITIES (continued)

### Land Lease Rent

TWC has certain golf clubs that it operates, which are under long-term lease arrangements and are subject to standard lease termination clauses.

The following are the golf clubs under lease with expiration dates:

- The Club at Bond Head: December 31, 2021 (formerly December 31, 2029)
- The Country Club: December 31, 2022 (formerly December 31, 2026)
- National Pines Golf Club: November 15, 2024

In December 2017, the landlord of the Country Club provided the Company with a five year notice - as provided in the lease document. The lease now expires on December 31, 2022, rather than the original expiration of December 31, 2026.

In December 2018, the Company provided the landlord of The Club at Bond Head with a three year notice - as provided in the lease document. The lease now expires on December 31, 2021, rather than the original expiration date of December 31, 2029.

During 2019, the Company paid \$5,000 (2018 - \$8,000) in percentage rent in addition to the land lease commitments described above.

## 12. BORROWINGS

Borrowings consist of the following:

(thousands of Canadian dollars)	2019	2018
Secured revolving operating line of credit to a maximum of \$50,000,000 due September 11, 2021 (a)	\$ -	\$ 20,689
Mortgages with blended monthly payments of principal and interest		
8.345% Mortgages due July 1, 2022	6,440	8,585
7.550% Mortgage due July 1, 2022	768	1,028
7.416% Mortgages due September 1, 2023	11,918	14,576
7.268% Mortgage due July 1, 2024	5,539	6,522
8.060% Mortgage due July 1, 2024	29,826	35,092
6.194% Mortgage due March 1, 2026	29,352	33,083
6.315% Mortgage due December 1, 2027	28,184	30,810
8.000% Mortgage due October 1, 2029		
(US \$11,098,000; 2018 - US \$11,812,000)	14,414	16,114
Other - maturing from August 16, 2022 to August 16, 2024 (Note 6)	5,265	-
	131,706	166,499
Gross borrowings	131,706	166,499
Less: deferred financing costs	563	740
Borrowings	131,143	165,759
Less: current portion	20,921	18,643
	\$110,222	\$ 147,116

Note a: As at December 31, 2019, there are \$1,018,000 (2018 - \$1,018,000) in letters of credit issued, representing unavailable funds reserved for government withdrawals, and there is availability of \$48,982,000 (2018 - \$28,293,000) under this facility. This is a revolving operating line of credit with a two-year term and provisions for annual one-year extensions. This facility bears interest at bankers' acceptance rates plus 1.60% or 3.74% (2018 - 3.98%).

Borrowings are collateralized by certain property, plant and equipment assets (Note 8).

Minimum principal debt repayments for the next five years and thereafter are as follows:

(thousands of Canadian dollars)	Total Borrowings
2020	¢ 20.021
2020	\$ 20,921
2021	22,448
2022	22,776
2023	21,591
2024	16,417
2025 and thereafter	27,553
	\$131,706

### 13. DEFERRED MEMBERSHIP FEES

Deferred membership fees consist of the following:

(thousands of Canadian dollars)	2019	2018
Unamortized membership fees (Note 13A)	\$ 28,726	\$ 32,597
Future membership fee instalments (Note 13B)	(21,364)	(22,915)
Deferred membership fees	\$ 7,362	\$ 9,682

Unamortized membership fees represents the portion of collected or committed membership fees that have not been booked as revenue.

Future membership fee instalments represents the amount of uncollected committed membership fee instalments. The Company forgives future instalments upon resignation of a member.

The net deferred membership fees represents the excess of membership fees collected over membership fee revenue recognized.

### (A) Changes in unamortized membership fees are as follows:

(thousands of Canadian dollars)	2019	2018
	¢ 22.507	¢ 27.000
Balance, beginning of year	\$ 32,597	\$ 37,808
Sales to new members	4,147	5,122
Transfer and reinstatement fees	551	759
Resignations and terminations	(3,360)	(3,810)
Amortization of membership fees to revenue	(5,146)	(6,697)
Sale of Club de Golf Le Fontainebleau	-	(699)
Exchange difference	(63)	114
Balance, end of year	\$ 28,726	\$ 32,597

### (B) Changes in future membership fee instalments are as follows:

(thousands of Canadian dollars)	2019	2018
Balance, beginning of year	\$ 22,915	\$ 24,851
Sales to new members	4,147	5,122
Transfer and reinstatement fees	551	759
Resignations and terminations	(3,360)	(3,810)
Instalments received in cash	(2,844)	(3,590)
Sale of Club de Golf Le Fontainebleau	-	(487)
Exchange difference	(45)	70
Balance, end of year	\$ 21,364	\$ 22,915

Membership fees are amortized over the estimated weighted average remaining life of memberships purchased by join year. The amortization period is reviewed annually and any adjustments are made prospectively.

# 14. REVENUE

Revenue consists of the following:

	Year ended December 31, 2019		Year ended December 31, 2018			
(thousands of Canadian dollars)	Canadian Golf Club Operations	US Golf Club Operations	Total	Canadian Golf Club Operations	US Golf Club Operations	Total
Annual dues	\$ 49,783	\$ 6,629	\$ 56,412	\$ 52,262	\$ 6,611	\$ 58,873
Golf	24,312	11,694	36,006	22,922	10,658	33,580
Corporate events	11,036	493	11,529	12,029	660	12,689
Membership fees	4,793	353	5,146	6,361	336	6,697
Food and beverage	40,052	2,938	42,990	41,179	3,073	44,252
Merchandise	12,172	1,019	13,191	11,896	1,044	12,940
Rooms and other	3,487	26	3,513	3,532	75	3,607
	\$ 145,635	\$ 23,152	\$ 168,787	\$ 150,181	\$ 22,457	\$ 172,638

## 15. INCOME TAXES

# (A) Income tax provision

The provision for income taxes differs from the expected amount calculated by applying the Canadian combined federal and provincial corporate income tax rates to earnings before income taxes. The major components of these differences are explained as follows:

(thousands of Canadian dollars)	2019	2018
Continuing earnings before income taxes	\$ 7,094	\$ 12,600
Expected corporate tax rate	26.50%	26.50%
Calculated income tax provision	1,880	3,339
Difference in statutory tax rates	19	197
Capital items	(321)	421
Foreign exchange	344	(463)
Permanent differences	60	63
Adjustment to prior year amounts	-	(1,639)
Unbenefitted operating losses	245	821
Other	(37)	655
	2,190	3,394
Discontinued earnings tax provision	-	59,958
Total tax expense	\$ 2,190	\$ 63,352

The tax rate used for the 2019 and 2018 reconciliations above is the corporate rate of 26.50% payable by corporate entities in Ontario, Canada.

# (B) Deferred income tax liabilities

The tax effects of temporary differences that give rise to the deferred income tax assets and liabilities are summarized as below:

(thousands of Canadian dollars)	Capital/ Intangible Assets and Other	Otho Capital Iten	1010.6.	Total
Balance, January 1, 2018	\$ 46,643	\$	- \$ -	\$ 46,643
Recognized in earnings	301		- 1,949	2,250
Recognized in discontinued earnings	(2,626)	2,25	0 -	(376)
Recognized in equity through comprehensive earning	gs 260			260
As at December 31, 2018	44,578	2,25	0 1,949	48,777
Recognized in continuing earnings	215		- (2,235)	(2,020)
Adoption of IFRS 16	1,189			1,189
Recognized in equity through comprehensive earning	gs (18)			(18)
As at December 31, 2019	\$ 45,964	\$ 2,25	0 \$ (286)	\$ 47,928

There are no unused tax losses on which the deferred tax assets have been recognized as at December 31, 2019 (2018 - nil).

### 16. SHARE CAPITAL

## (A) Authorized and issued share capital

The authorized share capital is an unlimited number of common shares and preferred shares. As at December 31, 2019, there are 26,735,620 common shares outstanding (December 31, 2018 - 27,286,052). As at December 31, 2019, no preferred shares have been issued. Please refer to the consolidated statements of changes in shareholders' equity for details.

## (B) Dividends

During 2018, TWC declared and paid four quarterly cash dividends of 2 cents per common share for a total of 8 cents per common share or \$2,186,000 for the year.

During 2019, TWC declared and paid four quarterly cash dividends of 2 cents per common share for a total of 8 cents per common share or \$2,172,000 for the year.

# (C) Shares repurchased and cancelled

The Company was approved by the Toronto Stock Exchange for a normal course issuer bid to purchase up to 1,367,000 of its common shares which expired on September 19, 2018. From January 1, 2018 to September 19, 2018, the Company repurchased for cancellation 28,400 common shares for a total purchase price of \$346,928 or \$12.22 per common share, including commissions.

The Company was approved by the Toronto Stock Exchange for a normal course issuer bid to purchase up to 1,366,000 of its common shares which expired on September 19, 2019. From September 20, 2018 to December 31, 2018, the Company repurchased for cancellation 31,087 common shares for a total purchase price of \$392,380 or \$12.62 per common share, including commissions. From January 1, 2019 to September 19, 2019, the Company repurchased for cancellation 530,332 common shares for a total purchase price of \$6,867,799 or \$12.95 per common share, including commissions.

The Company was approved by the Toronto Stock Exchange for a normal course issuer bid to purchase up to 1,364,000 of its common shares which will expire on September 19, 2020. From September 20, 2019 to December 31, 2019, the Company repurchased for cancellation 20,100 common shares for a total purchase price of \$270,126 or \$13.44 per share, including commissions.

In recording the repurchase and cancellation of shares, share capital is reduced by the weighted average issue price of the outstanding common shares with the differential to the purchase price being credited or charged to retained earnings.

## (D) Earnings per share

Diluted earnings per share is the same as basic earnings per share.

## 17. INTEREST, NET AND INVESTMENT INCOME

Interest, net and investment income consists of the following:

(thousands of Canadian dollars)	2019	2018
		4 10-2
Revolving lines of credit	\$ 127	\$ 1,872
Non-revolving mortgages	9,836	11,089
Lease liabilities (Note 11)	1,105	50
Line of credit from/to related party	(1,489)	178
Amortization of deferred financing costs	237	350
Other	102	101
Interest revenue and investment income	(4,995)	(2,193)
	\$ 4,923	\$ 11,447

## 18. OTHER ITEMS

Other items consist of the following loss (income) items:

(thousands of Canadian dollars)	2019	2018
Gain on sale of property, plant and equipment	\$ (525)	\$ (6,630)
Insurance proceeds	(2,141)	(1,145)
Foreign exchange loss (gain)	6,944	(12,238)
Unrealized loss (gain) on shares held for trading	(2,426)	3,175
Equity income (Note 6)	(1,135)	-
Other	927	118
	\$ 1,644	\$ (16,720)

As part of the White Pass transaction, sale proceeds were received in US funds. On the date of the sale, July 31, 2018, the exchange rate was 1.3017. On March 8, 2019, \$90,000,000 US of the proceeds were converted to Canadian at a rate of 1.3430, resulting in a realized foreign exchange gain of \$3,717,000. On April 24, 2019, a further \$20,000,000 US of the proceeds were converted to Canadian at a rate of 1.3430, resulting in a realized foreign exchange gain of \$826,000, for a total of \$4,543,000 between the two transactions.

Other items includes \$1,135,000 in equity income from the investment in joint ventures, with \$1,055,000 attributable to five closings in the first phase at Highland Gate.

## 19. RELATED PARTY TRANSACTIONS

The immediate parent and controlling party of the Company is Paros Enterprises Limited ("Paros") and its parents – S.N.A. Management Limited. These companies are privately-owned companies whose shareholder is the Chairman, President and Chief Executive Officer of the Company – K. (Rai) Sahi.

K. (Rai) Sahi, the Chairman, President and Chief Executive Officer of the Company is also the controlling shareholder of Morguard Corporation ("Morguard").

The Company has provided an unsecured revolving demand credit facility to Morguard in the amount of \$50,000,000 with no fixed maturity date. Morguard has provided an unsecured revolving demand credit facility to TWC in the amount of \$50,000,000 with no fixed maturity date. These facilities bear interest on a basis which is consistent with the entity's borrowing costs.

Summarized information regarding these facilities is as follows:

	For the year ended		
	December 31, December		
(thousands of Canadian dollars)	2019	2018	
Loan receivable from Morguard	33,679	47,809	
Net interest receivable	304	365	
Net interest earned	1,489	269	

The Company has provided an unsecured revolving demand credit facility to Paros in the amount of \$5,000,000, with no fixed maturity date. Paros has provided an unsecured revolving demand credit facility to TWC in the amount of \$5,000,000 with no fixed maturity date. These facilities bear interest at prime plus 1%. During 2019 and 2018, there were no advances or repayments under this facility.

The purpose of these credit facilities is to allow each of the above entities to manage its financing activities in the most effective manner.

The Company has provided an unsecured revolving demand credit facility to an investment in joint venture in the amount of \$3,000,000, with no fixed maturity date. This facility bears interest at prime plus 1.25%. As at December 31, 2019, the amount receivable on this facility was \$870,000 (December 31, 2018 - nil). Interest receivable at December 31, 2019 was \$4,000 (December 31, 2018 - nil), and interest earned amounted to \$25,000 for the year ended December 31, 2019 (December 31, 2018 - nil).

The Company receives managerial and consulting services from Morguard. The Company paid a management fee of \$695,000 for the year ended December 31, 2019 (December 31, 2018 - \$843,000), under a contractual agreement, which is included in operating expenses. Morguard also provides back-office services to ClubLink US Corporation. The Company paid a management fee of US\$460,000 (CDN\$610,000) for the year ended December 31, 2019 (December 31, 2018 - US\$460,000; CDN\$595,000) under a contractual agreement, which is included in direct operating expenses.

During 2019, the Company earned \$630,000 (2018 - \$607,000) in golf revenue (primarily food and beverage and corporate events) from related parties controlled by the Chairman, President and Chief Executive Officer of the Company.

A total of US\$53,000 of rental revenue was earned by TWC for the year ended December 31, 2019 (December 31, 2018 -US\$53,000) from Morguard relating to a shared office facility in Florida.

All related party transactions were made in the ordinary course of business and on substantially the same terms including interest rates and security as for comparable transactions with parties of a similar standing.

### 20. SEGMENTED INFORMATION

TWC's reportable segments are strategic business units that offer different services and/or products. The Company's operating segments have been determined based on reports reviewed that are used to make strategic decisions by the President and CEO, the Company's chief operating decision maker.

TWC is engaged in golf club operations under the trademark "ClubLink One Membership More Golf". TWC is Canada's largest owner, operator and manager of golf clubs with 531/2, 18-hole equivalent championship and 31/2, 18-hole equivalent academy courses (including one managed property), at 41 locations in two separate geographic Regions: (a) Canada and (b) United States.

TWC's golf clubs are strategically organized in clusters that are located in densely populated metropolitan areas and resort destinations frequented by those who live and work in these areas. By operating in regions, TWC is able to offer golfers a wide variety of unique membership, corporate event and resort opportunities. TWC is also able to obtain the benefit of operating synergies to maximize revenue and achieve economies of scale to reduce costs.

TWC was also engaged in rail and port operations based in Skagway, Alaska which operate under the trade name of "White Pass & Yukon Route". This includes a tourist railway stretching approximately 110 kilometres (67.5 miles) from Skagway, Alaska to Carcross, Yukon. On June 6, 2018, TWC announced that it entered into a purchase and sale agreement to sell the White Pass rail and port operations to a joint venture for proceeds of US\$290,000,000. Closed on July 31, 2018, the transaction represented a sale of the complete rail, port and merchandise operations of White Pass. This segment is being presented as discontinued operations in the financial statements.

The accounting policies of the segments are the same as those described in the summary of significant accounting policies. Any inter-segment transfers are recorded at cost.

Geographical information is not separately presented as the industry segments operate in separate and distinct geographical segments on their own.

	For the Year Ended December 31, 2019				
	Canadian Golf Club	US Golf Club	Corporate	<b>7</b> 7 . 1	
(thousands of Canadian dollars)	Operations	Operations	Operations	Total	
Operating revenue	\$ 140,842	\$ 22,799	\$ -	\$ 163,641	
Direct operating expenses	(109,575)	(21,868)	(3,212)	(134,655)	
Net operating income (loss)	31,267	931	(3,212)	28,986	
Amortization of membership fees	4,793	353	-	5,146	
Depreciation and amortization	(18,288)	(1,831)	-	(20,119)	
Impairment	(352)	-	-	(352)	
Other items	1,682	(19)	(3,307)	(1,644)	
Segment earnings (loss) before interest and income taxes	\$ 19,102	\$ (566)	\$ (6,519)	12,017	
Interest, net (unallocated)	<u></u>			(4,923)	
Provision for income taxes (unallocated)				(2,190)	
Net earnings				\$ 4,904	
Capital expenditures	\$ 8,278	\$ 1,248	\$ -	\$ 9,526	

# 20. SEGMENTED INFORMATION (continued)

# For the Year Ended December 31, 2018

			,-	
(thousands of Canadian dollars)	Canadian Golf Club Operations	US Golf Club Operations	Corporate Operations	Total
Operating revenue	\$ 143,820	\$ 22,121	\$ -	\$ 165,941
Direct operating expenses	(111,430)	(22,007)	(3,475)	
Net operating income (loss)	32,390	114	(3,475)	
Amortization of membership fees	6,361	336	-	6,697
Depreciation and amortization	(13,774)	(2,376)	-	(16,150)
Land lease rent	(4,384)	-	-	(4,384)
Impairment	-	(7,865)	-	(7,865)
Other items	6,979	4	9,737	16,720
Segment earnings (loss) before interest and income taxes	\$ 27,572	\$ (9,787)	\$ 6,262	24,047
Interest, net (unallocated)				(11,447)
Provision for income taxes (unallocated)				(3,394)
Net earnings				\$ 9,206
Capital expenditures	\$ 7,873	\$ 1,385	\$ -	\$ 9,258

# December 31, 2019

(thousands of Canadian dollars)	Canadian Golf Club Operations	US Golf Club Operations	Corporate Operations	Total
Segment assets	\$ 461,947	\$ 27,612	\$ 186,047	\$ 675,606
Segment liabilities	\$ 192,135	\$ 9,005	\$ 37,936	\$ 239,070

## December 31, 2018

(dada.ef.Cda.da.da.da.da.	Canadian Golf Club	US Golf Club	Corporate	T-4-1
(thousands of Canadian dollars)	Operations	Operations	Operations	Total
Segment assets	\$ 431,164	\$ 29,921	\$ 241,991	\$ 703,076
Segment liabilities	\$ 190,459	\$ 9,045	\$ 64,991	\$ 264,495

### 21. CAPITAL MANAGEMENT

TWC's objective is to ensure that capital resources are readily available to meet obligations as they become due, to complete its approved capital expenditure program and to take advantage of attractive acquisitions as these opportunities arise.

Certain secured debt obligations of the golf club operations segment have restrictive covenants that require maintenance of certain financial ratios. These covenants include debt service ratios, borrowings to adjusted equity/asset ratios and a minimum total equity requirement. For all of 2019 and 2018, the Company was in compliance with these borrowings covenants.

TWC monitors capital on the basis of the net borrowings-to-adjusted equity ratio. This ratio is calculated as net borrowings divided by adjusted equity. Net borrowings is calculated as gross borrowings less cash. Adjusted equity is comprised of all components of shareholders' equity (i.e., share capital, retained earnings and accumulated other comprehensive gain or loss) and deferred membership fees less a related statutory tax provision.

The Company sets its capital structure in proportion to risk. It manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, purchase and cancel shares pursuant to issuer bids, issue new shares, or sell assets to reduce borrowings.

TWC's objective is to maintain a net borrowings-to-adjusted equity ratio of less than 2.50, in order to maintain access to financing at a reasonable cost. The net borrowings-to-adjusted equity ratios at December 31, 2019 and December 31, 2018, are as follows:

(thousands of Canadian dollars)	2019	2018
	¢ 121 70(	¢ 166 600
Gross borrowings	\$ 131,706	\$ 166,499
Cash and cash equivalents	(66,042)	(137,207)
Net borrowings (A)	\$ 65,664	\$ 29,292
Share capital	\$ 109,490	\$ 111,744
Retained earnings	322,454	321,308
Accumulated other comprehensive gain	4,586	5,529
Deferred membership fees	7,362	9,682
Less: tax provision at statutory income tax rates	(1,951)	(2,566)
Adjusted equity (B)	\$ 441,941	\$ 445,697
Net borrowings-to-adjusted equity ratio (A/B)	0.15	0.07

TWC has a revolving credit arrangement, which is used to fund operations. This allows the flexibility to manage its highly seasonal cash inflows and regular year round disbursements while providing appropriate returns to the shareholders. Cash flows considered surplus to the long-term needs of the business segment are generally utilized in corporate operations.

TWC may access financing from related party companies such as Morguard and Paros, as needed.

## 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

# Categories of financial assets and liabilities

Pursuant to IFRS, financial instruments are classified into one of the following three categories: amortized cost, FVTOCI, FVTPL. The carrying values of the Company's financial instruments on the consolidated balance sheets are classified into the following categories:

(thousands of Canadian dollars)	2019	2018
Assets - Amortized cost (1)	\$111,828	\$225,847
Assets - FVTPL - Carnival plc shares and Automotive Properties REIT units	85,103	23,147
Liabilities - Amortized cost (2)	170,472	193,476

<sup>(1)</sup> Includes cash and cash equivalents, accounts receivable and mortgages and loans receivable.

A portion of the accounts receivable balance has been pledged in conjunction with the assignment of certain property, plant and equipment as collateral for borrowings.

### Fair values

The Company has determined, using considerable judgment, the estimated fair values of its financial instruments based on the valuation methodologies which are described below. The fair values of TWC's financial instruments approximate their carrying values for financial statement purposes.

The methods and assumptions used to estimate the fair value of each type of financial instrument are as follows:

The fair values of cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, and revolving lines of credit approximate their carrying values given their short-term maturities.

The carrying value of mortgages and loans receivable is assumed to approximate fair value as they bear interest at current market

The fair value of non-revolving borrowings was estimated based on the discounted cash flows of the borrowings at the Company's estimated incremental interest rates for borrowings of the same remaining maturities.

Financial instruments recorded at fair value on the consolidated balance sheet are classified using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

Level 1 – valuation based on quoted prices (unadjusted) observed in active markets for identical assets or liabilities.

Level 2 – valuation techniques based on inputs that are quoted prices of similar instruments in active markets; inputs other than quoted prices used in a valuation model that are observable for that instrument; and inputs that are derived principally from or corroborated by observable market data by correlation or other means.

Level 3 – valuation techniques with inputs not based on observable market inputs.

<sup>(2)</sup> Includes accounts payable and accrued liabilities and borrowings.

## 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (continued)

## Risks arising from financial instruments and risk management

The Company's activities expose it to a variety of financial risks: market risk (including foreign exchange and interest rate risks), credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance.

Risk management is the responsibility of the corporate finance department whose function is to identify, evaluate and, where appropriate, hedge financial risks. The Company's overall risk management program focuses on establishing policies to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company aims to develop a disciplined control environment in which all employees understand their roles and obligations. Risks are monitored and are regularly discussed with the board of directors.

## Foreign exchange risk

As discussed in Note 1, the United States golf club operations have a reporting currency in US dollars, as did White Pass when it was owned by TWC in 2018. Therefore, fluctuations in the US dollar exchange rate will impact the earnings of TWC.

For the year ended December 31, 2019, if the Canadian dollar had weakened (strengthened) 10% against the US dollar, all other variables held constant, the after tax earnings would have increased (declined) by \$68,000 (2018 - \$843,000).

#### Interest rate risk

The following debt instruments have variable interest rates:

(thousands of Canadian dollars)	2019	2018
Revolving line of credit - corporate		
(December 31, 2019 - BA's plus 160 basis points or 3.74%;		
prime plus 47.5 basis points or 4.43%)		
December 31, 2018 - BA's plus 160 basis points or 3.98%;		
prime plus 47.5 basis points or 4.43%)	\$ -	\$ 20,689
Operating line of credit from related party (cost of funds plus 10 basis points)	-	-
	\$ -	\$ 20,689

For the year ended December 31, 2019, an increase (decrease) of 100 basis points of each the Canadian and US variable interest rate borrowings would have increased (decreased) interest expense by \$41,000 (2018 - \$917,000).

The objective of the Company's interest rate management activities is to minimize the volatility of the Company's earnings.

# 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (continued)

### Credit risk

Credit risk arises from cash held with banks and financial institutions, as well as credit exposure to trade accounts receivable and mortgages and loans receivable. The maximum exposure to credit risk is equal to the carrying value of the financial assets.

The objective of managing credit risk is to prevent losses in financial assets. It is TWC's experience that the credit worthiness of its member accounts receivable balances is very good because it has the ability to suspend the playing and charging privileges of members who have overdue accounts in order to manage credit risk exposure to its members.

Further, the Company collects deposits on group functions such as corporate events, banquets and resort stays to help reduce this risk.

The credit risk associated with mortgages and loans receivable is considered minimal as they are adequately secured. Collateral for mortgages and loans receivable include a charge on the underlying asset for vendor take-back mortgages and loans and the underlying security for share purchase loans.

The carrying amount of accounts receivable is reduced through the use of an allowance account and the amount of the loss is recognized in the statement of earnings within operating expenses. When a receivable balance is considered uncollectible, it is written off against the allowance for doubtful accounts receivable. Subsequent recoveries of amounts previously written off are credited to the allowance account.

The following table describes the changes in the allowance for doubtful accounts receivable:

(thousands of Canadian dollars)	2019	2018
Balance, beginning of year	\$ 275	\$ 305
Increase (decrease) in allowance through bad debt expense	(61)	69
Bad debt write-offs	(89)	(99)
Balance, end of year	\$ 125	\$ 3 275

The following table sets forth details of the age of receivables that are not overdue, as well as an analysis of overdue amounts and related allowance for doubtful accounts:

(thousands of Canadian dollars)	2019	2018
Accounts receivable		
Current - including accruals	\$ 7,025	\$ 37,049
	222	344
Past due for more than one day but not more than 60 days	ZZZ	344
Past due for more than 60 days	1,329	986
Less: allowance for doubtful accounts	(125)	(275)
Subtotal	8,451	38,104
Mortgages and loans receivable		
Current	37,335	50,536
Past due	-	-
Less: allowance for doubtful accounts	-	-
Subtotal	37,335	50,536
Total loans and receivables	\$ 45,786	\$ 88,640

## 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (continued)

## Liquidity risk

Liquidity risk arises through excess of financial obligations over available financial assets due at any point in time. The Company's objective in managing liquidity risk is to maintain sufficient readily available cash reserves in order to meet its liquidity requirements at any point in time. The Company achieves this by maintaining sufficient cash and through the availability of funding from committed credit facilities.

The Company and its subsidiaries are subject to risks associated with borrowings, including the possibility that existing mortgages may not be refinanced or may not be refinanced on as favorable terms or with interest rates as favourable as those of the existing facilities. The Company and its subsidiaries reduce these risks by its continued efforts to stagger and to extend the maturity profile of its borrowings, enhance the value of its real estate properties and foster excellent relations with its lenders.

The Company believes that cash on hand, future free cash flows generated by operations and availability under its revolving operating facility will be adequate to meet its financial obligations.

The Company has financial liabilities with varying contractual maturity dates. Total financial liabilities at December 31, 2019, based on contractual undiscounted payments are as follows:

(thousands of Canadian dollars)	2020	2021 2022		2023		23 2024		2025 and beyond		Total	
Accounts payable and accrued liabilities	\$ 22,088	\$ -	\$	-	\$	-	\$	-	\$	-	\$ 22,088
Revolving lines of credit	-	-		-		-		-		-	-
Non-revolving mortgages - principal	19,971	21,449		21,725		20,487		15,256		27,553	126,441
Non revolving mortgages - interest	8,342	6,835		5,233		3,712		2,368		3,288	29,778
Lease liabilities - principal	5,034	5,297		4,458		1,129		1,234		89	17,241
Lease liabilities - interest	888	574		273		112		41		21	1,909
Other	950	999		1,051		1,104		1,161		-	5,265
	\$ 57,273	\$ 35,154	\$	32,740	\$	26,544	\$	20,060	\$	30,951	\$ 202,722

Total financial liabilities at December 31, 2018, based on contractual undiscounted payments are as follows:

(thousands of Canadian dollars)	2019	Ź	2020		2021	2022	2023	 24 and beyond	Total
Accounts payable and accrued liabilities	\$ 26,851	\$	-	\$	-	\$ -	\$ -	\$ -	\$ 26,851
Revolving lines of credit	-	20	),689		-	-	-	-	20,689
Non-revolving mortgages - principal	18,643	20	0,022		21,504	21,785	20,551	43,305	145,810
Non revolving mortgages - interest	9,805	8	3,399		6,887	5,280	3,754	5,782	39,907
Lease liabilities - principal	528		223		115	-	-	-	866
Lease liabilities - interest	26		10		3	-	-	-	39
	\$ 55,853	\$ 49	9,343	\$ :	28,509	\$ 27,065	\$ 24,305	\$ 49,087	\$ 234,162

# **TWC Enterprises Limited** Notes to Consolidated Financial Statements

For the years ended December 31, 2019 and 2018

## 23. CONTINGENCIES

As at December 31, 2018 and December 31, 2019, TWC has \$1,018,000 outstanding in letters of credit against its corporate credit facility.

As at December 31, 2019, TWC has \$2,000,000 outstanding in letters of credit issued in its name with a Morguard credit

From time to time, TWC and certain of its subsidiaries, employees, officers and/or directors are defendants in a number of legal actions arising in the ordinary course of operations. In the opinion of management, it is expected that the ultimate resolution of such pending legal proceedings will not have a material effect on TWC's consolidated financial position.

In the normal course of operations, the Company executes agreements that provide for indemnification and guarantees to third parties in transactions such as business dispositions, business acquisitions, sales of assets and sales of services.

## 24. SUBSEQUENT EVENT

On March 9, 2020, the Company declared a 2 cents per common share cash dividend, payable March 31, 2020 to shareholders of record on March 13, 2020.

# TWC ENTERPRISES LIMITED



# CORPORATE DIRECTORY

### **BOARD OF DIRECTORS**

FRASER BERRILL (c)
PATRICK S. BRIGHAM (b, c)
PAUL CAMPBELL (b, c)
SAMUEL J.B. POLLOCK (a, b)
ANGELA SAHI (a)
K. (RAI) SAHI
DONALD TURPLE (a)
JACK D. WINBERG (b, c)

- (a) Audit Committee
- (b) Corporate Governance and Compensation Committee
- (c) Environmental, Health and Safety Committee

#### **OFFICERS**

#### TWC ENTERPRISES LIMITED

K. (RAI) SAHI

Chairman, President and Chief Executive Officer

## **ANDREW TAMLIN**

Chief Financial Officer

### **ROBERT WRIGHT**

Vice President

## JOHN A. FINLAYSON

Chief Operations Officer, Canadian Golf Operations Vice President, Florida Golf Operations

### **JAMIE KING**

Vice President, Sales, Canadian Golf Operations

### **BRENT MILLER**

Vice President, Corporate Operations and Member Services, Canadian Golf Operations

### ANNUAL MEETING OF SHAREHOLDERS

of TWC Enterprises Limited will be held at RattleSnake Point 5407 Regional Road 25 Milton, ON L9T 2X5 at 11:30 a.m. on Wednesday, May 6, 2020.

### **CORPORATE INFORMATION**

#### **EXECUTIVE OFFICE**

15675 Dufferin Street King City, Ontario L7B 1K5 TEL: (905) 841-3730 FAX: (905) 841-1134

### **WEB SITES**

twcenterprises.ca clublink.ca

#### **INVESTOR RELATIONS**

Contact: Andrew Tamlin Tel: 905-841-5372 Email: atamlin@clublink.ca

### **BANKERS**

HSBC Bank Canada HSBC Bank USA

### **AUDITORS**

Deloitte LLP

## STOCK EXCHANGE LISTING

Common shares: TSX: TWC

### TRANSFER AGENT

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