Olympia Financial Group Inc.

2015 MD&A

OLYMPIA
FINANCIAL GROUP INC.

FINANCIAL HIGHLIGHTS

Results from Operations for the year ended 2015

When compared to continuing operations for the year ended December 31, 2014:

- Total revenue, including interest earned as trustee and interest, increased 11% to $40.86 million from $36.83 million due to an increase in both service and interest revenue.
- Service revenue increased 12% to $35.00 million from $31.33 million, primarily as a result of an increase in trade volume and larger transaction sizes completed by the Foreign Exchange division and revenue from the ATM division, which was established in late 2014.
- Earnings before income tax and interest earned as trustee[1] decreased 19% to $0.94 million from $1.16 million.
- Earnings before income tax increased 3% to $6.18 million from $5.99 million.
- Interest earned as trustee on monies held in trust and interest on Olympia's own cash increased 7% to $5.86 million from $5.50 million as a result of an increase in off balance sheet arrangements under administration.
- Direct and administrative expenses (excluding depreciation and amortization) increased 13% to $33.92 million from $29.90 million due to increases in salaries, bonuses and commission expenses, as well as start-up costs incurred by the ATM division.

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[1] Refer to "Non-IFRS measurement" section for further information

PRESIDENT'S REPORT

RICK SKAUGE
Chief Executive Officer & President

Olympia Trust Company commenced operations in March, 1996 – 20 years ago. In the beginning, the company had two divisions: the Health Plan Division which marketed and administered private health services plans and the Registered Plans Division which offered self-directed accounts. Today, the Health Plan Division serves over 80,000 Canadians and the Registered Plans Division also has over 80,000 customers. Lori Ryan was the Registered Plans Division's first (and sole) employee and I'm pleased to report she remains the Vice President of the division today, and that the division now has over 100 employees. Similarly, the Health Plan Division was led by Robin Fry then and now. We are so proud of what these two have accomplished for the company over the last 20 years.

Olympia had several significant events occur in 2015 and early 2016. On the positive side, probably the most significant event was the Province of Ontario changing its securities laws and joining the rest of Canada in adopting the offering memorandum exemption which allows issuers to offer securities under an offering memorandum instead of a prospectus. The adoption of the offering memorandum exemption was announced in Q4, 2015 and came into effect on January 13, 2016. This offering memorandum exemption had been available in the rest of Canada for decades but is now also available in the Province of Ontario. Issuers predominantly use this offering memorandum exemption to issue private securities. As Olympia Trust Company is the trust company of choice for many issuers of private securities, this is a significant positive development for our company. On the negative side, the most significant events consisted of two matters involving the Canada Revenue Agency (CRA). These issues actually occurred in 2001 and 2002 (that's right....14 years ago). CRA issued a Notice of Assessment in March, 2010 for $1.2 million. Olympia paid the assessment and then filed a notice of appeal. In advancing the appeal, Olympia pursued a Rule 58 court application on a specific legal issue in an attempt to resolve the dispute quickly. Unfortunately, we lost the Rule 58 application in December 2014 and, on advice of counsel, appealed it. In December, 2015, we lost the appeal of the Rule 58 application. We spent $400,000 on legal fees this year and got nowhere. In April, 2015 (while we were still appealing the first matter), we received a proposal notice from CRA asking for our comments on a further assessment of approximately $4.0 million in connection with additional transactions involving the same parties as in the first matter (see press release dated April 18, 2015 for more details). After significant investigations into this matter and the residency status of the vendors involved, we believe the issue will eventually be resolved in our favor. At this time we continue to discuss the matter with CRA and are prepared to proceed to a full trial on the issues, if necessary.

Further good news for the year is that the board of directors continued to pay a $0.65 per share per quarter dividend throughout the year even though such amount exceeded the earnings per share for the periods. To understand the board's logic, shareholders need to recall that in December of 2013

Olympia sold its Corporate and Shareholder Services division for $43 million. On completion of the sale, we paid out a special $10 per share dividend. In the wake of this significant sale, we knew our overhead would now be spread over 3 divisions (not 4) and that we'd have various one-time expenses to fully wind-up the division. In setting the dividend, the board considered the current earnings from operations, the cash available for distribution, the non-recurring expenses from the CSS division ($677,156 for the year ended December 31, 2015), the start-up losses of the ATM division, potential new opportunities for the ATM division, the non-recurring legal expenses in 2015 of approximately $400,000, and most importantly, the potential near term account growth for RRSP given the adoption of the offering memorandum in Ontario. It is with the above thoughts in mind that the board decided to continue to pay a dividend that was in excess of our earnings. The board will closely assess the dividend rate on a quarterly basis and is committed to making the best decision for our shareholders. The company needs to earn $8,342,020 before tax annually to pay its dividend out of earnings. Notwithstanding the above, the board sets the dividend rate on a quarter by quarter basis and there is no guarantee the dividend rate won't change going forward.

During the course of the year the company commenced a normal course issuer bid and repurchased and cancelled 35,200 shares. It also made a private purchase of 55,000 shares. These shares repurchases reduced the number of shares outstanding to 2,406,032. As a result of these purchases, the company will pay out $234,520 less in dividends per year at the current dividend rate.

The Registered Plans Division had two special accomplishments for the year. The one (the adoption of the OM exemption in Ontario) we have already discussed. The other was the completion of a four year conversion of their computer system to .Net. This project took the collaboration of our registered plans management team and our IT department and has given the division a new platform that will allow them to grow their business and serve their customers at the highest level. In addition to the .Net conversion of our internal system, the RRSP division also rolled out online applications and transfers for clients. As such, clients and their advisors will now be able to open accounts online, transfer money online, and monitor the progress of any activities they have with the company. This was a very long project but the dedication and commitment of those involved has ended in a huge success.

Our Foreign Exchange Division had an explosive year. Profits went to a record $1,558,575. This was an increase of 268%. This increase in profitability was very important to the company and hats off to the management and staff of FX. The Foreign Exchange Division plans to introduce an electronic trading platform in 2016 to facilitate online trading. The platform is a white label product that is already up and running and will allow the department to serve a much larger retail sector. The division has also teamed up with the ATM Division and has started to introduce FX ATM machines to the public. This will prove to be a very interesting part of the division as it offers Canadians more convenience and better rates to acquire foreign currencies.

Olympia Benefits Inc. (OBI), our health plan division, had another solid year. Its new online Health Spending Account (HSA) has had good success over the year with monthly sales now coming close to 100 accounts and annual account renewals coming in well over 90%. The current online HSA plan is for companies with one or two employees. OBI plans to introduce an online HSA product for businesses in the 2 to 20 employee range by sometime in the second quarter. This new HSA plan will be extremely competitive as well as user and agent friendly.

Our ATM division did one major acquisition in the second quarter of the year and then followed that up with a few smaller acquisitions. After dancing with several other parties we came to the conclusion that we were not willing to pay the price vendors were asking. At the same time, each time we looked to make an acquisition, it was very disruptive to the management team and the hard work often ended with no results. So our original plan of acquiring other ATM companies had a quick death in the third quarter of the year. Since then, we have focused on creating a quality dedicated sales force. The interesting thing about the ATM business is that no matter how simple it sounds, the sales cycle is longer than one might expect. We expect to see the results of our hard work in 2015 start to create more cash flow for the company as the year progresses. We are excited to be offering Canadians competitive alternatives to accessing their cash.

Interest rates that were already historically low at the start of the year went even lower as the year progressed. As at the time of writing, there is much uncertainty of what interest rates will be like in the year forward. We do expect that the amount of money we hold in trust will increase as a result of the change in securities laws in Ontario and that may have a positive effect on our interests earnings. It will also be interesting to see if Canada can actually lower interest rates while our powerful neighbour to the south raises its interest rates. In any event, shareholders should be aware that changes in interest rates can have a material effect on our earnings.

Olympia Charitable Foundation had another successful year of fundraising. Our 13th Annual Charity Golf Tournament was held in Calgary under trying economic times. The Golf Tournament raised over $52,000. In addition, the Charity received commitments for 2016 from the employees and the company of $165,000. The total amount of funds committed to the Charity in 2015 was $217,000. The Charity's donation committee consists of employee representatives from multiple divisions and at least one executive member. Olympia Financial Group Inc. pays for all of the Charity's expenses.

We have so many exciting and positive things happening at Olympia that it almost seems inappropriate to be in Calgary and be so optimistic about the company's future. Finally, after several years of telling shareholders that if Ontario changes its securities laws it will be positive for Olympia, we will be able to see and measure the impact. Our health plan division will be introducing a fabulous internet based health plan. Our Foreign Exchange Division will start an internet based retail platform where it has predominantly served the business market. Our shareholders and citizens will get used to saving money using the Olympia ATM and ATM FX machines. Our 21st year in business will be a very good year.

This Management's Discussion and Analysis ("MD&A") is provided to enable a reader to assess the financial position and results of operations of Olympia Financial Group Inc. ("Olympia") for the year ended December 31, 2015.

This MD&A should be read in conjunction with Olympia's audited consolidated financial statements for the year ended December 31, 2015 ("consolidated financial statements"), as well as the MD&A found in Olympia's 2014 Annual Report, together with the audited consolidated financial statements and accompanying notes found therein. Olympia's audited consolidated financial statements for the year ended December 31, 2015, have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

Olympia's audited consolidated financial statements are presented in Canadian dollars, Olympia's functional currency. All references to $ are to Canadian dollars and references to US$ are to United States dollars.

This report, and the information provided herein, is dated as at February 25, 2016. Additional information about Olympia is available on Olympia's website at www.olympiafinancial.com and on SEDAR at www.sedar.com.

Cautionary note regarding forward-looking statements

Certain statements contained in this MD&A may constitute forward-looking statements. These statements relate to future events or Olympia's future performance. All statements, other than statements of historical fact, may be forward-looking statements. Forward-looking statements are often, but not always, identified by the use of words such as "seek," "anticipate," "plan," "continue," "estimate," "expect," "may," "will," "project," "predict," "propose," "potential," "targeting," "intend," "could," "might," "should," "believe" and similar expressions. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. Olympia believes that the expectations reflected in those forward-looking statements are reasonable, but no assurance can be given that these expectations will prove to be correct. Any forward-looking statements included in this MD&A should not be unduly relied upon by investors, as actual results may vary. These statements speak only as of the date of this MD&A and are expressly qualified, in their entirety, by this cautionary statement.

With respect to forward-looking statements contained herein, Olympia has made assumptions regarding, among other things:

- general business and economic conditions in Canada;
- fluctuations in interest rates and currency values;
- changes in monetary policy;
- changes in economic and political conditions;
- legislative and regulatory developments;

- results from legal proceedings and disputes;
- the level of competition in Olympia's markets;
- the occurrence of weather related and other natural catastrophies;
- changes in accounting standards and policies;
- the accuracy and completeness of information Olympia receives about customers and counterparties;
- the ability to attract and retain key personnel;
- changes in tax laws;
- technological developments;
- costs related to operations remaining consistent with historical experiences; and
- management's ability to anticipate and manage risks associated with these factors.

Olympia's actual results could differ materially from those anticipated in the forward-looking statements contained herein as a result of the risk factors set forth herein.

Although Olympia's management has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results to not be as anticipated, estimated or intended. Forward-looking statements contained herein are made as of the date of this MD&A and Olympia disclaims any obligation to update any forward-looking statements if circumstances or management's beliefs, expectations or opinions should change, whether as a result of new information, future events or otherwise, unless required by applicable securities laws.

Olympia's business

Olympia was formed under the *Business Corporations Act* (Alberta) and is headquartered in Calgary, Alberta. Olympia is a reporting issuer in British Columbia, Alberta and Ontario and its common shares are listed on the Toronto Stock Exchange ("TSX"). The majority of Olympia's business is conducted through its wholly owned subsidiary Olympia Trust Company ("Olympia Trust"), a non-deposit taking trust company.

Olympia Trust received its letters patent on September 6, 1995, authorizing the formation of a trust company to be registered under the *Loan and Trust Corporations Act* (Alberta). Olympia Trust is licensed to conduct trust activities in Alberta, British Columbia, Saskatchewan, Manitoba, Quebec, Newfoundland and Labrador, Prince Edward Island, New Brunswick and Nova Scotia. Olympia Trust acts as a trustee of self-directed registered plans and also provides foreign currency exchange services.

The Private Health Services Plan division conducts business under Olympia Benefits Inc. ("OBI"), a wholly owned subsidiary of Olympia. OBI was incorporated on May 4, 2006 under the *Business Corporations Act* (Alberta).

The ATM division conducts business under Olympia ATM Inc. ("Olympia ATM"), a wholly owned subsidiary of Olympia. Olympia ATM was incorporated on November 17, 2014 under the *Business Corporations Act* (Alberta). On May 13, 2015, Olympia ATM incorporated ATM1SOURCE Inc. ("ATM1SOURCE") under the *Business Corporation Act* (Alberta). This wholly owned subsidiary of Olympia ATM will focus on the retail sale, repair and maintenance of ATMs and ATM parts to other operators in the industry.

Non-IFRS Measures

Throughout this MD&A, certain terms that are not specifically defined in IFRS are used to analyze Olympia's operations. In addition to the primary measures of net earnings and net earnings per share calculated in accordance with IFRS, Olympia believes that certain measures not recognized under IFRS assist both Olympia and the reader in assessing performance and understanding Olympia's results. Each of these measures provides the reader with additional insight into Olympia's ability to generate the flow of funds from its core operating business, to fund required working capital and invest in capital expansion. As a result, the method of calculation may not be comparable with other companies. These measures should not be considered alternatives to net earnings and net earnings per share as calculated in accordance with IFRS.

> *Earnings before income tax from continuing operations and interest earned as trustee.* This measure is considered an indicator of Olympia's ability to generate funds flow from its core operating businesses.
>
> Olympia defines Adjusted EBITDA as earnings before finance costs, income taxes, depreciation, amortization, transaction costs, non-controlling interest earnings, losses or gains on disposal of equipment, foreign exchange gains or losses and results of discontinued operations. This is another measure considered relevant as it is an indicator of the ATM division's ability to generate funds flow.

The following table reconciles Adjusted EBITDA for the ATM division to the IFRS measure and shows net loss from operations in the ATM operating segment for the year ended December 31, 2015:

ATM	Year ended December 31, 2015
Adjusted EBITDA	$ (674,256)
Depreciation and amortization	(182,151)
Finance costs	-
Loss from continuing operations before income taxes	(856,407)
Income taxes recovery	217,369
Net loss	$ (639,038)

Methodology for the analysis of results

Management evaluates Olympia's performance on a reported basis, as presented in the accompanying consolidated financial statements.

Summary of financial results

Overview and financial highlights of the year ended December 31, 2015

Results from continuing operations

- Total revenue increased 11% to $40.86 million from $36.83 million when compared to continuing operations for the year ended December 31, 2014, due to an increase in both service and interest revenue earned.
- Service revenue increased 12% to $35.00 million from $31.33 million when compared to continuing operations for the year ended December 31, 2014, primarily as a result of an increase in trade volume and larger transaction sizes completed by the Foreign Exchange division, as well as revenue from the ATM division, which was established in late 2014.
- Earnings before income tax and interest earned as trustee[(1)] decreased 19% to $0.94 million from $1.16 million when compared to continuing operations for the year ended December 31, 2014, primarily due to an increase in direct and administrative expenses.
- Earnings before income tax increased 3% to $6.18 million from $5.99 million when compared to continuing operations for the year ended December 31, 2014.
- Interest earned as trustee on monies held in trust and interest on Olympia's own cash increased 7% to $5.86 million from $5.50 million when compared to continuing operations for the year ended December 31, 2014. Olympia's interest earnings are subject to fluctuations depending on the account balances and changes in the Canadian prime rate. The Canadian prime rate was 2.70% on December 31, 2015 (December 31, 2014- 3.00%).
- Direct and administrative expenses (excluding depreciation and amortization) increased 13% to $33.92 million from $29.90 million when compared to continuing operations for the year ended December 31, 2014, largely as a result of an increase in expenses such as salaries, bonuses, commission expenses and start-up costs incurred by the ATM division.
- Income tax expense is recognized based on the average annual income tax rate for the full financial year. A change in the Alberta corporate tax rate resulted in a rate of 26% being used for the year ended December 31, 2015, compared to 25% for the year ended December 31, 2014.

[(1)] Refer to "Non-IFRS measurement" section for further information

- Net earnings and comprehensive income from operations increased 15% to $4.42 million from $3.83 million when compared to continuing operations for the year ended December 31, 2014.

Olympia is reporting a 16% increase in basic and diluted earnings per share from continuing operations for the year ended December 31, 2015, being $1.79 per share up from $1.54 per share, when compared to the year ended December 31, 2014. Had Olympia not repurchased any shares during the year, basic and diluted earnings would have been $1.77 per share.

Cash flow from operating activities decreased 8% to $6.45 million from $6.99 million when compared to continuing operations for the year ended December 31, 2014, mainly due to changes in non-cash working capital balances of trade and other payables ($0.45 million) and other liabilities and charges ($1.12 million).

Cash, cash equivalents and restricted cash and investments decreased 20% to $10.06 million from $12.59 million when compared to the year ended December 31, 2014. This decrease results mainly from the acquisition of ATM businesses, purchases of 35,200 common shares under the Normal Course Issuer Bid, the repurchase of 55,000 common shares on September 14, 2015, and the payout of dividends.

The aggregate quarterly dividends paid and accrued amounted to $7.99 million (December 31, 2014 - $6.49 million), being $0.65 per share per quarter (December 31, 2014 - $0.65 per share per quarter). This increase is due to Olympia's Board of Directors approving and Olympia announcing the fourth quarter dividend in December 2015.

Summary of quarterly results

The following table sets forth a summary of Olympia's quarterly results for each of the last eight quarters. The quarterly results have been derived from financial information prepared in accordance with IFRS.

QUARTERLY SUMMARY								
($ thousands)	**Dec. 31 2015**	Sep. 30 2015	Jun. 30 2015	Mar. 31 2015	**Dec. 31 2014**	Sep. 30 2014	Jun. 30 2014	Mar. 31 2014
Service revenue	**8,437**	9,169	9,093	8,297	**7,801**	7,589	7,826	8,109
Interest revenue	**1,536**	1,509	1,500	1,315	**1,418**	1,383	1,413	1,289
Expenses	**(8,842)**	(8,876)	(9,159)	(8,123)	**(8,644)**	(7,279)	(7,541)	(7,414)
Other (losses) and gains, net	**205**	(197)	136	177	**77**	(29)	(25)	16
Earnings before income taxes	**1,336**	1,605	1,570	1,666	**652**	1,664	1,673	2,000
Earnings from continuing operations	**1,010**	1,183	1,035	1,189	**4**	1,161	1,186	1,482
Earnings/(loss) from discontinued operations	**-**	-	-	-	**8**	(13)	182	(22)
Net earnings	**1,010**	1,183	1,035	1,189	**12**	1,148	1,368	1,460
Per share - basic and diluted ($) continuing operations	**0.42**	0.48	0.42	0.48	**0.00**	0.47	0.48	0.59
Per share - basic and diluted ($) discontinued operations	**-**	-	-	-	**0.01**	(0.01)	0.07	(0.01)
Dividends per share ($)	**0.65**	0.65	0.65	0.65	**0.65**	0.65	0.65	0.65

Quarterly results in 2015

Olympia experienced an average annual revenue growth of 12% from operations when comparing the current year's revenue to the year ended December 31, 2014. This growth is due to the diversified nature of operations, organic annual divisional growth and first year revenue from the ATM division. Results were influenced by the growth in transaction volume and by changes in both economic conditions and regulatory developments, including monetary policy.

Interest revenue continued to increase when comparing the individual quarters to the corresponding quarters of 2014, due to the increase in client-administered funds under administration. Total off-balance sheet cash assets under administration increased 18% to $374 million from $318 million.

Direct and administrative expenses (excluding depreciation and amortization) increased by an average of 13% when comparing the current year's individual quarters to the corresponding quarters of 2014. This is mainly due to an increase in salaries, wages, bonuses, commissions and start-up costs from the ATM division.

Fourth quarter results

Total revenue in the fourth quarter was $9.97 million, down from $10.68 million in the third quarter of 2015, because management made a change in presentation relating to the ATM division. Both service revenue and interest revenue remained similar when compared to the third quarter of 2015, after adjusting for the change in presentation relating to the ATM division's revenue recognition.

For the Private Health Services Plan division, the first and fourth quarters remained seasonally strong. Total revenue in the fourth quarter for OBI increased 15% to $2.26 million from $1.97 million when compared to the third quarter of 2015. Total expenses and depreciation remained similar at $1.79 million when comparing the fourth quarter to the third quarter of 2015.

The Registered Plan division administers approximately 81,000 accounts (2014 - 80,000 accounts). Total revenue for the division remained the same at $5.30 million and expenses and depreciation increased 6% to $4.14 million from $3.92 million when comparing the fourth quarter to the third quarter of 2015. The increase in expenses is primarily due to an increase in computer maintenance and collection fees paid to recover receivables.

The Foreign Exchange division's total revenue decreased by 12% to $2.02 million from $2.30 million when comparing the fourth quarter to the third quarter of 2015. Expenses, commissions, depreciation and amortization increased by 2% to $1.86 million from $1.83 million when comparing the fourth quarter to the third quarter of 2015, due to an increase in promotional costs.

In November 2014, Olympia established the ATM division, which focuses on building a portfolio of ATMs and on the retail sale, repair and maintenance of ATMs and ATM parts to other operators. As at December 31, 2015, the ATM division had 469 sites at which it provides processing, cash loading or maintenance. The ATM division's total revenue and expenses decreased when comparing the fourth quarter to the third quarter of 2015 because management made a revenue recognition change in presentation.

Objectives for 2016

Management has set the following major objectives for 2016:

- Continue to grow the ATM division organically;
- Continue to develop internal software programs and web-based client services to better serve our Registered Plan division customers; and
- Continue to grow our Health Spending Account business through the internet and our agency system.

JIM WILSON, JOEL SMIT & NICK MANUEL

Grow ATM division

Olympia launched its ATM division in the fourth quarter of 2014. Olympia ATM has deployed, and intends to continue deploying, new ATMs to merchants and business owners through direct site marketing and through fleet marketing campaigns.

Develop Software and Web Based Client Services for Registered Plans Division

As the Registered Plans division continues to grow, maintaining and developing IT software to efficiently process transactions and access data is critical to the division's continued success. As such, Olympia intends on committing additional capital and resources to internally develop software to make our operations more efficient. Management believes it is important to provide our Registered Plans division's customers with web-based client services to enhance their customer experience and access to data.

Grow our Health Spending Account business

Olympia Benefit's primary product is the Olympia Health Spending Account ("HSA"). The HSA redefines the Private Health Services Plan model in three significant ways. First, the standard cost plus model has been replaced with a fixed annual membership fee, giving OBI a more reliable subscription-based revenue, as opposed to revenue that relies on how many times a customer makes a claim. In addition, there is no setup fee, making it attractive for customers to register an account. Second, it is 100% digital access. Each step from registration to making a claim is completed online. Third, the HSA protects customers at home and away from their home province with two additional insurance plans included as a part of their membership.

OBI is one of the first major competitors to offer a comprehensive and 100% digital health spending account based on an annual membership fee. Aggressive pricing and exceptional value make the HSA a compelling product in the Private Health Services Plan marketplace.

Outlook for 2016

Olympia is confident that its current operations will be able to generate sufficient amounts of cash and cash equivalents in the short term and in the long term, to maintain and meet Olympia's planned growth and development activities. Olympia is well diversified, with its Registered Plans division, Private Health Services Plan division, Foreign Exchange division and ATM division.

Financial analysis

CONSOLIDATED BALANCE SHEETS AS AT		
($)	**December 31, 2015**	December 31, 2014
ASSETS		
Cash & cash equivalents	**$ 8,829,783**	$ 11,043,834
Restricted cash & investments	**1,229,275**	1,550,007
Restricted cash in circulation	**643,535**	-
Trade & other receivables	**838,787**	1,645,933
Inventory	**312,621**	-
Prepaid expenses	**663,618**	713,872
Current taxes receivable	**321,265**	303,495
Derivative financial instruments	**1,672,994**	687,789
Total current assets	**14,511,878**	15,944,930
Non-current assets		
Equipment & other	**2,383,016**	2,420,024
Intangible assets	**2,327,889**	929,774
Available for sale investments	**159,347**	182,137
Prepaid expenses	**142,265**	-
Deferred tax asset	**140,837**	-
Total non-current assets	**5,153,354**	3,531,935
Total assets	**$ 19,665,232**	$ 19,476,865
LIABILITIES		
Current liabilities		
Trade & other payables	**$ 988,241**	$ 1,442,015
Deferred revenue	**139,414**	-
Other liabilities & charges	**3,435,578**	2,318,230
Cash in circulation due to bank	**643,535**	-
Revolving credit facility	**4,000,000**	-
Derivative financial instruments	**1,314,687**	504,526
Total current liabilities	**10,521,455**	4,264,771
Other liabilities	**479,736**	765,362
Deferred tax liabilities	**-**	9,138
Total liabilities	**11,001,191**	5,039,271
EQUITY		
Share capital	**7,886,989**	8,183,211
Contributed surplus	**86,373**	86,373
Retained earnings	**690,679**	6,168,010
Total equity	**8,664,041**	14,437,594
Total equity & liabilities	**$ 19,665,232**	$ 19,476,865

Cash, cash equivalents and restricted cash and investments

Olympia continues to generate cash from its core businesses. As at December 31, 2015, cash reserves decreased by 20% to $8.83 million when compared to December 31, 2014 - $11.04 million. This decrease results mainly from the ATM business acquisitions, purchases of 35,200 common shares under the Normal Course Issuer Bid, the repurchase of 55,000 common shares on September 14, 2015, and payout of dividends. This decrease in cash reserves was partially offset by a $4.00 million credit facility utilization.

Restricted cash and investments as at December 31, 2015, of $1.23 million (December 31, 2014 - $1.55 million) comprises collateral provided to two financial institutions securing Olympia Trust's foreign exchange trading platform. In 2014, at the request of one of the financial institutions, Olympia Trust replaced a collateral cash deposit of $0.95 million with a collateral treasury bond investment of the same value. During 2015, at the request of the financial institution, the collateral was increased with a further $0.18 million of treasury bonds. The treasury bonds have a term of one year from issuance and earn interest at an average rate of 1.35% annually. The restricted cash and investments are not readily accessible for use in operations and are reported separately from cash and cash equivalents on the balance sheet.

Olympia's cash is placed with Canadian financial institutions where it generates interest. Cash, cash equivalents and restricted cash and investments comprise 69% of the total current assets of Olympia at December 31, 2015, compared to 79% at December 31, 2014.

Restricted cash in circulation

Olympia has entered into a bailment agreement with a financial institution to provide Olympia with cash that can only be used in its ATMs. Olympia pays a fee for its usage of this cash based on the total amount of cash outstanding at any given time, as well as fees related to the bundling and preparation of such cash prior to it being loaded in the ATMs. Beneficial ownership of the cash is retained by Olympia, as Olympia has access and rights to the cash and bears the risk in the case of loss. Olympia has obtained the required insurance coverage in the event of loss of cash while in circulation.

While armoured courier operations have physical access to the cash loaded in ATMs, beneficial ownership of that cash remains with Olympia at all times. Olympia's cash bailment agreement is for a term of five years, through to November 2020.

Based on the foregoing, the cash in circulation and the related obligation due to the bank are reflected in the accompanying consolidated financial statements. Cash in circulation for the year ended December 31, 2015, was $0.64 million.

Trade and other receivables

Trade receivables are comprised largely of receivables from the Registered Plans division's clients (70%). Olympia has made allowances for doubtful accounts of $0.37 million (2014 - $0.31 million). Management is committed to a policy of closely monitoring risk and exposure in this area and is actively pursuing past due accounts through its internal collection process. Olympia has also undertaken an extensive exercise of assessing the value of customer's assets held in trust which could potentially be applied against outstanding fees. As a result, management considers the net outstanding amounts to be recoverable.

Inventory

Inventory consists primarily of ATMs not in service and related spare ATM parts and accessories. Inventory is measured at the lower of cost and net realizable value.

Forward foreign exchange contracts

Olympia purchases forward exchange contracts when its Foreign Exchange division enters into a transaction to buy or sell foreign currency in the future. These contracts are short term in nature, are in the normal course of business and are used to manage foreign exchange exposures. Forward foreign exchange contracts are not designated as hedges and they are recorded using the mark-to-market method of accounting.

Forward foreign exchange contracts are recorded on Olympia's balance sheet as either a current asset or current liability, with changes in fair value included in net earnings. This accounting treatment resulted in the disclosure of a forward foreign exchange contract asset of $1.67 million (December 31, 2014 - $0.69 million) and a forward foreign exchange contract liability of $1.31 million (December 31, 2014 - $0.50 million) on the balance sheet. The movement in the derivative financial instruments assets and liabilities on the balance sheet is largely due to the fluctuation of the Canadian and United States dollar exchange rates, as the vast majority of the Foreign Exchange division's trades are in Canadian and United States dollars.

Intangible assets

On May 13, 2015, Olympia ATM completed the acquisition of a portfolio of ATM assets from a private company. Included in the acquisition were customer processing contracts and a non-compete agreement. The customer contracts and non-compete agreement were determined to have an acquisition date fair value of $0.95 million and $0.02 million respectively, based on a discounted cash flow model.

In addition, Olympia also acquired assets of certain other privately held corporations engaged in ATM services. The majority of the assets acquired consist of the residual rights in ATM processing contracts to operate and place ATM machines at certain locations. These contracts are valued based on the expected remaining retention period and the expected net cash flow from the agreement is allocated to intangible assets.

Processing contracts are being amortized on a straight-line basis and are estimated to have a useful life based on the average remaining primary term of the contracts acquired and an estimated retention period based on historical information in the applicable market.

Non-compete agreements are amortized on a straight-line basis over the term of the arrangement.

For the year ended December 31, 2015, Olympia has also recorded an impairment of $0.12 million relating to the abandonment of an Owner-Directed Universal Life Insurance Product patent application.

The capital expenditure of $0.33 million in internally generated software relates to the ongoing development of the Registered Plans division's new .NET programming software platform, which is expected to be operational in 2016. Amortization will begin once the software is available for use.

The $0.26 million of capital expenditure in computer software relates to costs incurred to upgrade Olympia's communication network.

Current liabilities

The breakdown of Olympia's trade and other payables consists of trade payables (51%), government taxes and other payables (11%), amounts due to agents, clients and commission payable (29%) and amounts due to related parties (9%).

Other liabilities and charges consists of professional fees payable, bonuses payable, accrued vacation pay, employee benefits payable, legal fees payable, dividends payable and leasehold inducements.

Deferred revenue

Deferred revenue at December 31, 2015 of $0.14 million ($nil on December 31, 2014), relates mainly to the Private Health Services Plan division's annual fees for maintaining customers' health saving accounts. These annual fees are recognized as deferred revenue at the time of billing and revenue is recognised on a straight-line basis in relation to OBI rendering these services.

Contingencies

Olympia Trust received a proposal letter (the "2015 CRA Proposal") from the Canada Revenue Agency ("CRA") dated April 7, 2015, wherein the CRA advised that it would be issuing a Notice of Assessment against Olympia Trust for withholding taxes owing in accordance with Section 116(5) of the *Income Tax Act* (Canada) (the "*Tax Act*") as a result of certain Olympia Trust clients purchasing securities from a non-resident through their self-directed registered plan in the years 2000 through 2002.

The total amount of the 2015 CRA Proposal is approximately $4.90 million, which amount includes withholding taxes of $1.73 million, penalties of $0.17 million and arrears interest of $3.00 million. However, the 2015 CRA Proposal acknowledges that a substantial amount of time has elapsed since the dates of the subject client transactions and invited Olympia Trust to make submissions requesting that the CRA exercise discretion to waive the arrears interest. Olympia Trust submitted its request to the CRA to have the arrears interest waived on May 7, 2015.

As at February 25, 2016, Olympia Trust has only received the 2015 CRA Proposal and has not received any Notices of Assessment requiring a payment to the CRA. As Olympia Trust strongly disagrees with the CRA's position contained in the 2015 CRA Proposal, Olympia Trust has made submissions to the CRA challenging the assessing position taken by the CRA in the 2015 CRA Proposal and continues to firmly believe it will be able to successfully defend its position. Olympia Trust disagrees with the 2015 CRA Proposal as there are significant arguments flowing from the factual and legal findings in *R. v. Kendall et al*, 2015 ABQB 177 that support the view that no withholding taxes are owing to the CRA in connection with the subject transactions. Further, in the event that Olympia Trust incurs any liabilities to the CRA in connection with the 2015 CRA Proposal, Olympia Trust intends on claiming against its customers involved in the transactions, as each such customer has provided Olympia Trust with an indemnity as part of the account agreement between the parties. Olympia Trust would also take legal action in the form of a negligence claim against the lawyers for the alleged non-resident vendor.

Olympia Trust is also appealing the Notice of Assessment received in 2010 for $1.28 million (the 2010 Assessments), which amount has already been paid to the CRA. In the event Olympia Trust is successful in appealing the 2010 assessments, it would allow Olympia Trust to recover amounts previously paid, therefore Olympia could have a contingent gain (but no additional exposure).

If Olympia is unsuccessful in defending its position, it could be subject to an earnings impact of up to $4.90 million.

Olympia is not a money lender nor does it guarantee or participate in loans or mortgages of any type.

Olympia is defendant and plaintiff in a number of legal actions that arise in the normal course of business, the losses or gains from which, if any, are not anticipated to have a material effect on the consolidated financial statements.

Related parties

Olympia's Chief Executive Officer ("CEO") and president owns and controls 31.3% of Olympia's shares. During the year, Olympia entered into transactions with the following related parties:

- Companies and businesses controlled by the president and CEO of Olympia Trust and Olympia;
- Companies and businesses associated with the directors of Olympia Trust and Olympia;
- Companies and businesses controlled by management of Olympia Trust and Olympia;
- Family members of the president, management and directors; and
- Key management and director compensation.

The following transactions with related parties were measured at the exchange amount:

Service Revenue

	December 31, 2015	December 31, 2014
Companies and businesses controlled by the president and CEO	**$ 23,621**	$ 1,343
	$ 23,621	$ 1,343

Revenue from associated entities totaled $23,621 for the year ended December 31, 2015 (December 31, 2014 - $1,343) and consisted mainly of the following:

- Olympia earned revenue in the amount of $621 (December 31, 2014 - $1,343) from health benefit administration services provided to Eyelogic Systems Inc., a company of which Olympia's president and CEO is the largest shareholder.
- Olympia earned revenue in the amount of $23,000 (December 31, 2014 - $nil) from legal services provided by Olympia's in-house general counsel to Tarman Inc., Eyelogic Systems Inc., Target Capital Inc. and Apple Creek Golf Course Inc., companies controlled by the president and CEO.

Direct expenses

	December 31, 2015	December 31, 2014
Companies and businesses controlled by the president and CEO	**$ 65,896**	$ 75,834
Companies and businesses controlled by directors	**13,662**	15,987
	$ 79,558	$ 91,821

Direct expenses paid to associated entities totaled $79,558 for the year ended December 31, 2015 (December 31, 2014 - $91,821).

Direct expenses were paid to companies controlled by the president and CEO and directors for commissions relating to the sale of health plans offered by OBI. The company controlled by the president and CEO is Target Capital Inc. ("Target") and the company controlled by a former director is CC Management Inc.

Administrative expenses

	December 31, 2015	December 31, 2014
Companies and businesses controlled by the president and CEO	**$ 2,144,340**	$ 1,966,617
Olympia Charitable Foundation	**60,643**	71,697
	$ 2,204,983	$ 2,038,314

Administrative expenses paid to associated entities totaled $2,204,983 for the year ended December 31, 2015, (December 31, 2014 - $2,038,314) and consisted of the following:

- The Olympia Charitable Foundation is funded by Olympia and the employees of Olympia. Olympia donated a total of $60,643 for the year ended December 31, 2015 (December 31, 2014 - $71,697).
- Management fees are paid to Tarman Inc., a company controlled by Olympia's president and CEO, based on a percentage of pre-tax profits of Olympia's divisions, except for OBI, where the management fee is based on a percentage of health claims administered. These fees are for services provided as CEO of Olympia. For the year ended December 31, 2015, this amounted to $2,144,340 (December 31, 2014 - $1,966,617).

Prepaid expenses

- On December 1, 2015, Olympia, through its wholly owned subsidiary OBI, completed the purchase of trailer commissions for a purchase price of $143,774 from Target, an affiliate of Olympia. The trailer commissions provides Olympia with rights to commission on certain private health spending plans and are on terms similar to other trailer purchases.

Olympia's purchase from Target was a related party transaction, as Target is controlled by Olympia's president and CEO and the two companies share four common directors.

Trade and other receivables include amounts receivable from related parties

	December 31, 2015	December 31, 2014
Companies and businesses controlled by the president and CEO	**$ 27,421**	$ 25,080
Companies and businesses controlled by directors	**-**	3,248
Management	**-**	42,436
	$ 27,421	$ 70,764

Receivables from associated entities totaled $27,421 for the year ended December 31, 2015, (December 31, 2014 - $70,764) and consisted mainly of the following:

- A receivable in the amount of $3,068 (December 31, 2014 - $6,881) from Target, a company controlled by the president and CEO of Olympia, reflects an arrangement whereby Target pays a portion of the remuneration for a few of Olympia's personnel who deliver services to both Olympia and Target.
- A receivable in the amount of $17,473 (December 31, 2014 - $13,372) from Tarman Inc., a company controlled by Olympia's president and CEO, reflects the legal services provided to Tarman Inc.
- A receivable in the amount of $2,483 (December 31, 2014 - $2,965) from Apple Creek Golf Course Inc., a company controlled by the president and CEO of Olympia, for expense recoveries.
- A receivable in the amount of $240 (December 31, 2014 - $312) from Bearspaw Tree Farm Inc., a company controlled by the president and CEO of Olympia, for expense recoveries.
- A receivable in the amount of $4,157 (December 31, 2014 - $1,550) from Eyelogic Systems Inc., Namena Island, Toy Box II and Camera 2 Canvas, companies controlled by the president and CEO of Olympia, for expense recoveries.
- The receivable from management at December 31, 2014, was a loan to the vice president of the Foreign Exchange division having an interest rate equal to the Canadian prime rate. The loan amount and all accrued interest was fully repaid in 2015.

Subsequent to year end, Olympia obtained approval from the Board of Directors for a $500,000 demand loan to Tarman Inc., a company controlled by the president and CEO of Olympia. The demand loan is scheduled for repayment on August 1, 2016, and accrues interest at 3.50% per annum.

All the receivables from related parties are current.

Share capital

On September 14, 2015, Olympia repurchased 55,000 of its issued and outstanding shares for $1,294,700 from Target, an affiliate of Olympia. The common shares were repurchased at $23.54 per share, being the last price at which Olympia's shares were trading on the TSX prior to the date the purchase agreement was executed. All shares repurchased were cancelled.

Olympia's repurchase of 55,000 common shares from Target was a related party transaction, as Target is controlled by Olympia's president and CEO and the two companies share four common directors.

Trade and other payables and provision for other liabilities and charges include amounts payable to related parties

	December 31, 2015	December 31, 2014
Companies and businesses controlled by the president and CEO	**$ 155,185**	$ 59,081
Directors' fees	**34,162**	68,595
Management	**1,757**	-
Olympia Charitable Foundation	**6,950**	33,657
	$ 198,054	$ 161,333

- Payables to associated entities totaled $198,054 for the year ended December 31, 2015, (December 31, 2014 - $161,333) and consisted mainly of the following:
- A payable in the amount of $43,077 (December 31, 2014 - $42,254) to Tarman Inc., a company controlled by the president and CEO of Olympia, for commissions related to the sale of health plans offered by OBI.
- A payable in the amount of $nil (December 31, 2014 - $16,827) to Target, a company controlled by the president and CEO of Olympia, for commissions related to the sale of health plans offered by OBI and other related expenses.
- A management fee payable in the amount of $112,108 to Tarman Inc., a company controlled by the president and CEO of Olympia, based on a percentage of pre-tax profits of Olympia's divisions.
- A payable in the amount of $6,950 (December 31, 2014 - $33,657) to Olympia Charitable Foundation, a not for profit company funded by Olympia and the employees of Olympia.
- A payable in the amount of $1,757 (December 31, 2014 - $nil) to Olympia management, for expense recoveries.
- A payable for directors' fees of $34,162 (December 31, 2014 - $68,595).

These payables are all current.

Key management compensation

Compensation paid to key management is included in Note 23, "Administrative Expenses" and Note 24, "Direct Expenses." Key management includes directors, the presidents of OBI, ATM and Olympia, and the vice presidents. Olympia uses management or employment contracts as a means to incent certain executives to maximize the profitability of their applicable business units and the profitability of Olympia as a whole. The compensation paid or payable to key management is shown in the following table:

	December 31, 2015	December 31, 2014
Salaries, bonuses and profit sharing	$ 3,442,215	$ 2,346,785
Management fees	2,144,340	1,966,617
Directors' fees	138,060	187,821
Short-term employee benefits	201,536	137,227
Stock-based payments	-	25,780
	$ 5,926,151	$ 4,664,230

The significant increase in salaries, bonuses and profit sharing and management fees in the current year is attributable to an increase in divisional earnings, resulting in higher management profit sharing entitlements to executive management.

Shareholders' equity

At December 31, 2015, Olympia had 2,406,352 (December 31, 2014 - 2,496,552) outstanding shares, with a carrying value of $7.89 million (December 31, 2014 - $8.18 million).

On May 4, 2015, Olympia obtained approval from the TSX to proceed with a Normal Course Issuer Bid ("NCIB") of its issued and outstanding common shares. Olympia only intends to purchase common shares to a value up to $4.50 million. In any event, pursuant to the rules of the TSX, Olympia will not purchase more than 1,000 common shares in any given trading day and will not purchase more than 150,000 common shares (being 9.86% of the public float) in the 12 month period ending May 5, 2016.

The bid commenced on May 6, 2015, and will continue until the earlier of May 5, 2016, or the date by which Olympia has acquired the maximum number of common shares which may be purchased under the bid. Olympia has appointed BMO Nesbitt Burns Inc. as its broker to conduct NCIB transactions. Common shares purchased by Olympia are returned to treasury for cancellation. There is no minimum number of common shares that must be purchased by Olympia under the NCIB. For the year ended December 31, 2015, Olympia has repurchased 35,200 common shares at a weighted average price of $25.60 per common share, for a total consideration of $0.91 million.

The consideration paid for the shares was recorded to share capital and retained earnings and the common shares were cancelled prior to December 31, 2015.

On September 14, 2015, Olympia repurchased 55,000 of its issued and outstanding shares for $1.29 million from Target, an affiliate of Olympia. The common shares were repurchased at $23.54 per share, being the last price at which Olympia's shares were trading on the TSX prior to the date on which the agreement was executed. The consideration paid for these repurchased shares was recorded to share capital and retained earnings and cancelled prior to December 31, 2015.

Olympia's repurchase of 55,000 common shares from Target was a related party transaction, as Target is controlled by Olympia's president and CEO and the two companies share four common directors.

Employee Share Ownership Plan (ESOP)

Olympia has established an Employee Share Ownership Plan ("ESOP"). Under this plan, Olympia contributes $1 for each $1 contributed by an employee up to a maximum that is based on the employee's earnings and years of service. The employee and Olympia's contributions are used to purchase common shares of Olympia in the open market. Olympia's contribution is included as an administrative expense in the statement of net earnings and comprehensive income and amounted to $199,884 for the year ended December 31, 2015 (December 31, 2014 - $206,164).

Income Taxes

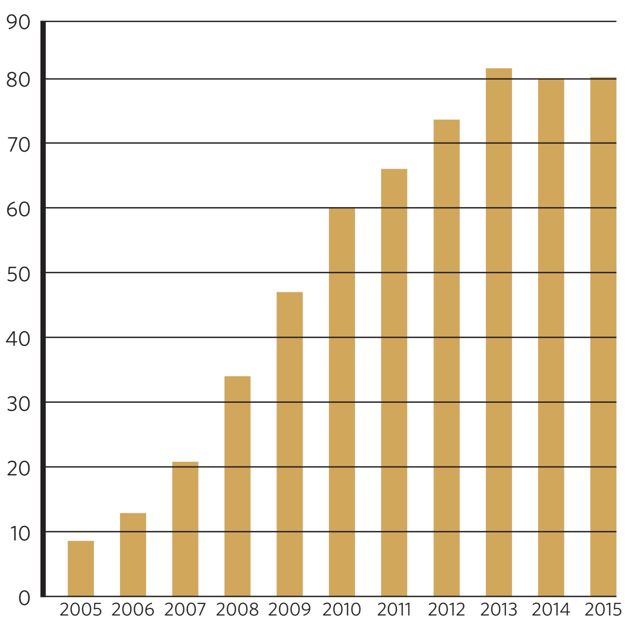
On June 15, 2015, the Alberta government, as part of its throne speech, announced an increase to the corporate income tax rate to 12% (from 10%) effective July 1, 2015. This new tax measure is included in Alberta's Bill 2. The corporate tax increase was enacted as of June 29, 2015. The average corporate rate used for the year ended December 31, 2015, was 26% (December 31, 2014 - 25%).

Analysis of results by division

Registered Plans Division

SUMMARY OF DIVISIONAL RESULTS FOR THE YEAR ENDED DECEMBER 31			
($ thousands)	**2015**	2014	Variation
Service revenue	**15,716**	15,463	2%
Interest revenue	**5,468**	5,116	7%
Direct expenses	**(116)**	(150)	-23%
	21,068	20,429	3%
Administrative expenses	**(15,756)**	(14,864)	6%
Depreciation and amortization	**(369)**	(324)	14%
Other losses, net	**(71)**	-	>100%
Earnings before income tax	**4,872**	5,241	-7%
Income taxes	**(1,281)**	(1,886)	-32%
Net earnings	**3,591**	3,355	7%

Self-Directed Plans
(thousands)



The Registered Plans division ("RRSP") specializes in niche account administration needs that are not provided by most of Olympia Trust's competitors. Exempt market securities continue to be the main focus of many of RRSP's clients. The division also provides administration of registered accounts that invest in arm's length mortgages and syndicated mortgages. These investors deal primarily with mortgage brokers and may have several mortgage investments in one account.

RRSP service revenue increased 2% to $15.72 million from $15.46 million when compared to the year ended December 31, 2014, as a result of a continued increase in the number of arm's length mortgages and syndicated mortgages being funded.

JOHNNY LUONG, ALISON CYSOUW, LORI RYAN, CARLING LAM, REYMER ESPINAS
Valentine's Day

Interest revenue comprises interest income on funds invested and held in trust. Interest revenue increased 7% to $5.47 million from $5.12 million when compared to the year ended December 31, 2014, reflecting an increase in off balance sheet arrangements under administration.

Direct, administrative, depreciation and amortization expenses increased 6% to $16.24 million from $15.34 million when compared to the year ended December 31, 2014. This increase is largely due to an increase in operating expenses such as salaries, computer maintenance and bonuses. Staff training has increased as RRSP maintains staff engagement and leadership through training. Employee benefits increased as RRSP hired more staff to maintain service excellence.

Other losses, net, relates mainly to the impairment charge on the Owner-Directed Universal Life Insurance Product patent application that Olympia abandoned in 2015.

Earnings before income tax decreased 7% to $4.87 million from $5.24 million when compared to the year ended December 31, 2014.

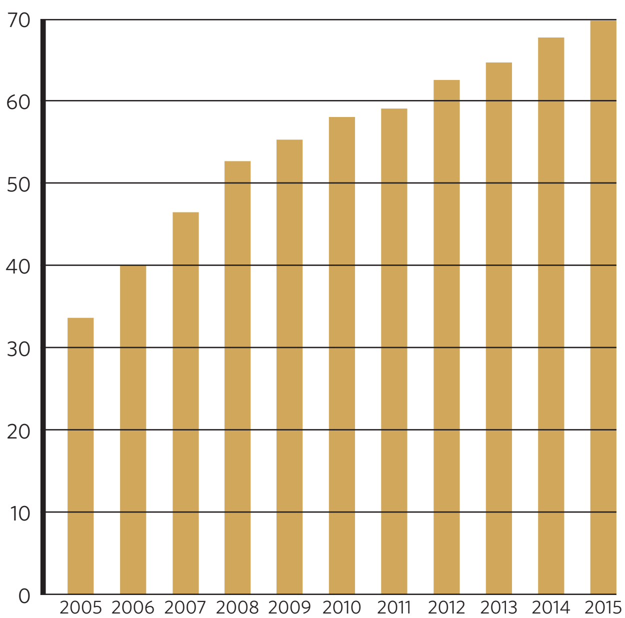
RRSP net earnings increased to $3.59 million from $3.36 million when compared to the year ended December 31, 2014.

RRSP is responsible for 52% of Olympia's total revenue (including interest), a decrease from 56% when compared to the year ended December 31, 2014.

Private Health Services Plan Division

SUMMARY OF DIVISIONAL RESULTS FOR THE YEAR ENDED DECEMBER 31			
($ thousands)	**2015**	2014	Variation
Service revenue	**8,496**	8,843	-4%
Interest revenue	**128**	136	-6%
Direct expenses	**(2,564)**	(2,909)	-12%
	6,060	6,070	-
Administrative expenses	**(4,535)**	(4,490)	1%
Depreciation and amortization	**(246)**	(297)	-17%
Other losses, net	**-**	(1)	100%
Earnings before income tax	**1,279**	1,282	-
Income taxes	**(335)**	(462)	-27%
Net earnings	**944**	820	15%

Private Health Plan Services Claims
(millions of dollars)



The Private Health Services Plan division ("Health") markets, sells and administers health and dental benefits to business owners through OBI, a wholly owned subsidiary of Olympia. Health's primary focus remains on health and dental plans for small businesses. The successful launch of MY Online Claim in late 2012 marked a significant step in digitizing OBI's services. As a result, over 17% of customer claims are now processed online. Online services have been further extended with MY Olympia, which gives customers more digital access and control over their accounts. This digital overhaul of OBI assisted with the launch of the HSA product in January 2014. The HSA product has gained momentum and continues to receive a positive response from the marketplace. Management expects HSA will provide a significant competitive advantage for OBI as it expands into the Ontario and Eastern Canadian markets.

JAMES BELL, CELINE ARSENEAULT, JESSICA OOSTERLEE & ERICA LEMIEUX
Amaryllis competition winners

Health's service revenue decreased 4% to $8.50 million from $8.84 million when compared to the year ended December 31, 2014. This decrease results from more customers migrating to the HSA product, with revenue from that product being recognized over the term of the agreement.

Interest revenue decreased marginally to $0.13 million from $0.14 million when compared to the year ended December 31, 2014.

Direct, administrative, depreciation and amortization expenses decreased 5% to $7.35 million from $7.70 million when compared to the year ended December 31, 2014. This decrease results mainly from a decrease in depreciation and amortization expenses due to lower leasehold improvement costs and due to a decrease in direct costs associated with claims commissions paid as a result of a decrease in sales revenue.

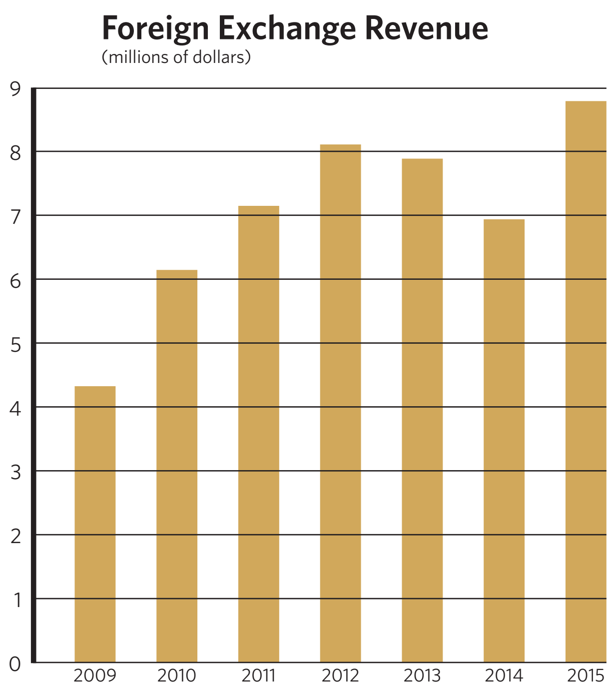
Earnings before income tax remained consistent at $1.28 million when compared to the year ended December 31, 2014.

Health's net earnings increased 15% to $0.94 million from $0.82 million when compared to the year ended December 31, 2014.

Health is responsible for 21% of Olympia's total revenue (including interest), which is a decrease from 24% when compared to the year ended December 31, 2014.

Foreign Exchange Division

SUMMARY OF DIVISIONAL RESULTS FOR THE YEAR ENDED DECEMBER 31			
($ thousands)	**2015**	2014	Variation
Service revenue	**8,782**	6,929	27%
Interest revenue	**47**	33	42%
Direct expenses	**(1,376)**	(1,219)	13%
	7,453	5,743	30%
Administrative expenses	**(5,934)**	(5,108)	16%
Depreciation and amortization	**(235)**	(252)	-7%
Other gains, net	**275**	40	>100%
Earnings before income tax	**1,559**	423	>100%
Income taxes	**(410)**	(152)	>100%
Net earnings	**1,149**	271	>100%



The Foreign Exchange division ("FX") provides corporations and private clients a personalized service of buying and selling foreign currencies at competitive rates while providing security for the clients throughout the entire process of the transaction. FX has offices in Vancouver, Surrey, Calgary and Winnipeg. The division offers its clients same-day transactions, as well as long-term forward contracts.

FX's service revenue increased 27% to $8.78 million from $6.93 million when compared to the year ended December 31, 2014, as a result of an increase in trade volume and larger transaction sizes.

Interest revenue remained similar when compared to the year ended December 31, 2014.

BERNIECE WOOD, CHRISTINE LAW & RICK SKAUGE
Christine has seven years of dedicated service

Direct, administrative, depreciation and amortization expenses increased 15% to $7.55 million from $6.58 million when compared to the year ended December 31, 2014. The increase is mainly due to an increase in employee commissions, salaries and bonuses, which are based on divisional performance.

Earnings before income tax increased more than 100% to $1.56 million from $0.42 million when compared to the year ended December 31, 2014.

FX's net earnings increased more than 100% to $1.15 million from $0.27 million when compared to the year ended December 31, 2014.

FX is responsible for 22% of Olympia's total revenue (including interest), an increase from 19% when compared to the year ended December 31, 2014.

ATM Division

SUMMARY OF DIVISIONAL RESULTS FOR THE YEAR ENDED DECEMBER 31			
($ thousands)	**2015**	2014	Variation
Service revenue	**1,787**	-	>100%
Interest revenue	**3**	-	>100%
Direct expenses	**(1,362)**	-	>100%
	428	-	>100%
Administrative expenses	**(1,085)**	(73)	>100%
Depreciation and amortization	**(182)**	-	>100%
Other losses, net	**(18)**	-	>100%
Loss before income tax	**(857)**	(73)	>100%
Income tax recovery	**217**	26	>100%
Net loss	**(640)**	(47)	>100%

The ATM division is focused on building a portfolio of ATMs and on the retail sale, repair and maintenance of ATMs and ATM parts to other operators.

Service revenue relates mainly to interchange and surcharge fees charged for the use of ATMs managed by Olympia ATM. As at December 31, 2015, the ATM division had 469 locations where it provides processing, cash loading, maintenance and/or other services.

Direct, administrative, depreciation and amortization expenses increased more than 100% to $2.63 million from $0.07 million when compared to the year ended December 31, 2014. The increase in direct and administrative expenses relates mainly to surcharge rebates, employee salaries, legal and start-up costs. Depreciation and amortization relates to ATM terminals, acquired processing contracts and non-compete agreements.

Loss before income tax increased more than 100% to ($0.86) million from ($0.07) million when compared to the year ended December 31, 2014, as the ATM division was established in November 2014.

ATM's net loss increased more than 100% to ($0.64) million from ($0.05) million when compared to the year ended December 31, 2014.

Adjusted EBITDA[1] amounted to ($0.67) million for the year ended December 31, 2015.

ATM is responsible for 4% of Olympia's total revenue (including interest) for the year ended December 31, 2015.

[1] Refer to "Non-IFRS measurement" section for further information

Corporate

SUMMARY OF DIVISIONAL RESULTS FOR THE YEAR ENDED DECEMBER 31			
($ thousands)	**2015**	2014	Variation
Service revenue	**215**	90	>100%
Interest revenue	**214**	217	-1%
	429	307	40%
Administrative expenses	**(1,190)**	(1,083)	10%
Depreciation and amortization	**(51)**	(109)	-53%
Other gains, net	**135**	-	>100%
Loss before income tax	**(677)**	(885)	-24%
Income taxes recovery	**50**	319	-84%
Net loss	**(627)**	(566)	11%

The Corporate division carries out support functions in the areas of accounting, information technology, legal services, human resources, payroll and internal audit. Remuneration is allocated, based on usage, to the various divisions.

Total revenue earned is incidental to Olympia's activities. Service revenue increased to $0.22 million from $0.09 million when compared to the year ended December 31, 2014. Interest revenue on corporate bank account balances remained similar at $0.21 million when compared to the year ended December 31, 2014.

Administrative, depreciation and amortization expenses for the year ended December 31, 2015, have increased to $1.24 million from $1.19 million when compared to the year ended December 31, 2014, as a result of higher corporate maintenance and legal fees.

Other gains, net, relates to settlement amounts received from annuitants in connection with their contractual indemnity to Olympia Trust following the Tax Court's 2014 decision. For the year ended December 31, 2015, Olympia Trust has received cash payments of $0.14 million from annuitants involved in the CRA matter who have agreed to pay Olympia an amount to settle Olympia's claim.

Loss before income tax decreased 24% to ($0.68) million from ($0.89) million when compared to the year ended December 31, 2014.

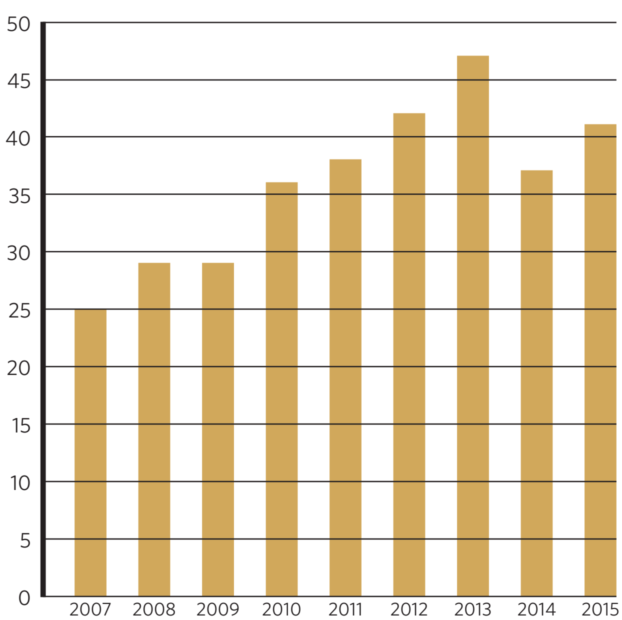
The corporate net loss increased 11% to ($0.63) million from ($0.57) million when compared to the year ended December 31, 2014.

Off-balance sheet arrangements

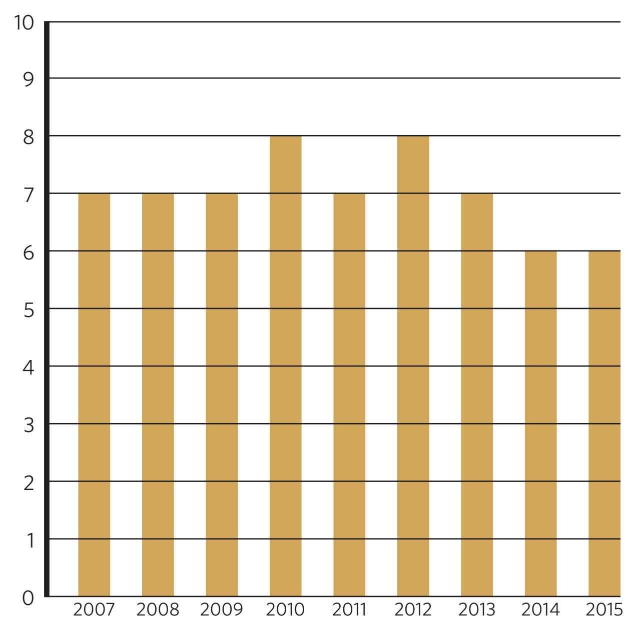
During the normal course of operations, Olympia administers client assets that are not reported on its balance sheet. The cash component of the off-balance sheet arrangements represents the cash and cash equivalents held in trust.

OFF-BALANCE SHEET ARRANGEMENTS UNDER ADMINISTRATION				
	December 31, 2015		December 31, 2014	
($ thousands)	**Cash & public securities at estimated fair value**	**Private securities, mortgages and mutual funds at cost**	Cash & public securities at estimated fair value	Private securities, mortgages and mutual funds at cost
Registered Plans	**430,216**	**3,338,320**	344,182	3,137,662
Private Health Services Plan	**9,466**	**-**	8,837	-
Foreign Exchange	**10,422**	**-**	8,919	-
Corporate	**-**	**-**	790	-
	450,104	**3,338,320**	362,728	3,137,662

Total Combined Revenue
(millions of dollars)



Earnings from Combined Operations Before Income Taxes
(millions of dollars)



2013 excludes gain on sale of CSS division

Registered Plans ("RRSP")

At December 31, 2015, RRSP administered self-directed registered plans consists of private company securities and mortgages with a cost of $3.34 billion (December 31, 2014 – $3.14 billion) plus cash, public securities, term deposits and outstanding cheques with an estimated fair value of $430.22 million (December 31, 2014 – $344.18 million). These assets are the property of the account holders and Olympia Trust does not maintain effective control over the assets. Therefore, the assets are not reflected in the accompanying consolidated financial statements. Olympia earned interest income from funds held in trust of $5.23 million for the year ended December 31, 2015 (December 31, 2014 - $4.83 million).

Private Health Services Plan ("Health")

At December 31, 2015, Health held funds in trust of $9.47 million (December 31, 2014 - $8.84 million) on behalf of its self-insured private health clients. These assets are the property of the plan holders and Olympia does not maintain effective control over these assets. Therefore, the assets are not reflected in these consolidated financial statements.

Foreign Exchange ("FX")

At December 31, 2015, FX held funds in trust of $1.69 million (December 31, 2014 – $0.95 million) for clients who have paid margin requirements on forward foreign exchange contracts and $8.73 million (December 31, 2014 - $7.97 million) of outstanding payments. These assets are the property of the contract holders and Olympia Trust does not maintain effective control over the assets. Therefore, the assets are not reflected in these consolidated financial statements.

Corporate

At December 31, 2015, Olympia's corporate division held no funds in trust. The December 31, 2014, amount of $0.79 million is attributable to trust assets held for clients of its former Corporate Shareholder Services division, which were excluded from the sale of the division.

Management of capital resources

Olympia includes shareholders' equity, which comprises share capital, contributed surplus and retained earnings, in the definition of capital. Olympia's main objectives when managing its capital structure are to:

- Maintain sufficient cash and cash equivalents over the short and medium term in order to finance its growth and development, including capital expenditures;
- Maintain stable dividend payments and minimize dilution to existing shareholders whenever possible;
- Maintain investor and creditor confidence to sustain future development of the business;
- Maintain minumum regulatory capital for Olympia Trust as required by the *Alberta Loan and Trust Corporations Act* ($2 million). Similar regulatory capital is required by legislation in Nova Scotia ($5 million). Regulatory capital is defined as share capital and retained earnings. Olympia Trust has maintained these minimum capital requirements throughout the year ending December 31, 2015; and
- Maintain compliance with financial covenants. The financial covenants are reviewed and controls are in place to maintain compliance with the covenants. Olympia complied with financial covenants for the year ended December 31, 2015.

In managing capital, Olympia estimates its future dividend payments and capital expenditures, which is compared to planned business growth for purposes of sustainability. The capital structure of Olympia is managed and adjusted to reflect changes in economic conditions. In order to maintain or adjust the capital structure, adjustments may be made to the amount of dividends (if any) to shareholders, in addition to the number of new common shares issued or common shares repurchased. Management reviews the financial position of Olympia on a monthly and cumulative basis.

Financing decisions are set based on the timing and extent of expected operating and capital cash outlays. Factors considered when determining capital and the amount of operational cash required are weighed against the costs associated with excess cash, its terms and availability, whether to issue equity, and the creation of value for the shareholders. Olympia works toward managing its capital objectives to the extent possible while facing the challenges of market conditions and the public's assessment of Olympia's risk profile.

Olympia maintains a strong capital base to maintain investor and creditor confidence and to sustain future development of the business.

On May 4, 2015, Olympia obtained approval from the TSX to proceed with an NCIB. The bid commenced on May 6, 2015, and will continue until the earlier of May 5, 2016, or the date by which Olympia has acquired the maximum number of common shares which may be purchased under the bid. Olympia will not purchase more than 150,000 common shares in the 12 month period ending May 5, 2016.

On September 14, 2015, Olympia repurchased 55,000 of its issued and outstanding common shares for $1.29 million from a related party, Target, at a purchase price of $23.54 per share.

Olympia's FX division maintains various foreign currency bank accounts of which Canadian dollar and United States dollar bank accounts are the most significant. It is Olympia's FX division's policy to limit the amount of foreign currencies on hand to $750,000 to reduce exposure to foreign currency risk.

Olympia has committed capital resources to the Objectives of 2016 (set out previously) and has sufficient capital through internally generated cash flows and the undrawn balance on its credit facility to meet these spending commitments.

Completing and fulfilling the Objectives of 2016 will help Olympia meet its growth and development activities. No other significant expenditure is required to maintain growth and development activities.

Olympia's capital management objectives have remained substantively unchanged over the periods presented.

Liquidity

Liquidity risk is the risk that Olympia will encounter difficulties in meeting its financial liability obligations. Olympia manages its liquidity risk by keeping surplus cash in liquid investments and fixed term deposits with highly rated financial institutions. This allows Olympia to earn interest on surplus cash while having access to it within a short time. Olympia seeks to ensure the security and liquidity of these investments. Since inception, Olympia has financed its cash requirements primarily through its own cash resources.

Olympia has a healthy current ratio (current assets: current liabilities). The ratio is 1.38:1 as at December 31, 2015 (December 31, 2014 – 3.74:1) and indicates that Olympia should not have difficulty in meeting working capital requirements. The decrease in the current year ratio is due to lower cash and cash equivalents (set out previously), utilization of the revolving credit facility and accrual for dividends payable, which is included in other liabilities and charges.

There are no legal or practical restrictions on the ability of subsidiaries to transfer cash within Olympia.

Cash flows

- **Operating activities**

The movement in cash flow from operating activities for the year ended December 31, 2015, is mainly due to changes in the non-cash working capital balances of trade and other payables and other liabilities and charges.

- **Investing activities**

The increase in cash used in investing activities during the year ended December 31, 2015 related primarily to the ATM business acquisitions and the development costs incurred on the .NET software. The increase is also attributable to the purchase of restricted investments for collateral made during the period.

- **Financing activities**

Cash used in financing activities during the year ended December 31, 2015, was the result of Olympia's purchase of common shares as part of its NCIB, repurchase of common shares from Target, utilization of its revolving credit facility, securing cash in circulation for its ATM segment, as well as dividend payouts and accruals made during the year.

Cash

Cash is placed with Canadian financial institutions where it generates interest. Cash and cash equivalents and restricted cash comprise 66% (December 31, 2014 - 73%) of the total current assets of Olympia.

One factor that affects Olympia's profitability is the effective interest rate. Although Olympia Trust is not a deposit taking trust company, it does earn interest on monies held in trust. Monies held in trust generated interest earned as trustee of $5.23 million, an 8% increase from $4.83 million when compared to the year ended December 31, 2014, as a result of an increase in off-balance sheet arrangements under administration. The Canadian prime rate was 2.70% on December 31, 2015 (December 31, 2014 - 3.00%).

Olympia, through its operational cash flow and line of credit, has sufficient funds to meet its Objectives for 2016.

Liquidity risks associated with financial instruments are addressed in the notes to the accompanying consolidated financial statements. Management understands that the currency markets are volatile and therefore subject to higher risk. Olympia's FX division mitigates the currency risk through its policy of limiting the amount of foreign currencies on hand to $750,000.

Commitments

Olympia leases various offices under operating lease agreements. The initial lease terms are between one year and six years and the majority of lease agreements are renewable at market rates when the lease period ends.

Future aggregate minimum lease payments under operating leases are listed in the table below:

	December 31, 2015
2016	$ 1,659,420
2017	1,641,990
2018	1,130,468
2019	107,424
2020 and beyond	143,232
	$ 4,682,534

Revolving credit facility

As at December 31, 2015, Olympia had drawn $4.00 million on its credit facility, primarily to finance capital expenditures related to it's ATM division and NCIB. The credit facility has a maximum of $8.50 million which can be drawn, (December 31, 2014 - $8.50 million) and bears interest at the Canadian prime rate, currently at 2.70%. The credit facility is subject to review at any time, and in any event will be reviewed annually based on Olympia's audited consolidated financial statements for the year ended December 31, 2015.

The credit facility contains a number of affirmative covenants, including maintaining specific security and maintenance of a specific financial ratio. The financial ratio is a cash flow coverage ratio of not less than 1.50:1. At December 31, 2015, Olympia's cash flow coverage ratio under the terms of the credit facility was calculated to be 1.63:1. This calculation is based on Olympia's twelve month revolving EBITDA less cash taxes paid ("revolving EBITDA"). This revolving EBITDA for the year ended December 31, 2015 has been calculated at $4.97 million, after adjusting for finance expenses of $16,713. The coverage required is based on an annualized average of the scheduled facility principal of $8.50 million and interest payments calculated at 4.71% over a period of 36 months. As at December 31, 2015, this was calculated to be $3.04 million. Should the covenants and other limitations be breached, it could cause a default, which might result in a requirement for immediate repayment of all amounts outstanding.

Security for the credit facility includes a general security agreement providing a first security charge over all present and after acquired property.

Credit facility		2015		2014
Available balance at January 1	$	8,500,000	$	600,000
Increase during the year		-		3,500,000
Drawn		(4,000,000)		-
Release of security for prepaid business		-		4,400,000
Available at December 31	$	4,500,000	$	8,500,000

Risk framework

Olympia is exposed to various types of risks owing to the nature of the commercial activities it pursues. Management has identified the following risks:

Liquidity risk

Liquidity risk is the risk that Olympia will encounter difficulties in meeting its financial liability obligations. Olympia manages its liquidity risk by keeping surplus cash in liquid investments and fixed term deposits with highly rated financial institutions. This allows Olympia to earn interest on surplus cash while having access to it within a very short time.

The timing of cash outflows relating to trade and other payables is outlined in the following tables:

At December 31, 2015	Current	31 to 60 days	61 to 90 days	Over 90 days	Total
Trade payables	$ 435,741	$ 5,381	$ 1,351	$ 58,102	$ 500,575
Agents and commissions payable	287,975	-	-	-	287,975
Amounts due to related parties	85,945	-	-	-	85,945
Government taxes and other payables	113,746	-	-	-	113,746
Total	**$ 923,407**	**$ 5,381**	**$ 1,351**	**$ 58,102**	**$ 988,241**

At December 31, 2014	Current	31 to 60 days	61 to 90 days	Over 90 days	Total
Trade payables	$ 633,996	$ 42,222	$ 5,336	$ 6,875	$ 688,429
Agents and commissions payable	292,691	-	-	-	292,691
Amounts due to related parties	68,595	-	-	-	68,595
Government taxes and other payables	392,300	-	-	-	392,300
Total	$ 1,387,582	$ 42,222	$ 5,336	$ 6,875	$ 1,442,015

At December 31, 2015, trade and other payables totaled $0.99 million (December 31, 2014 - $1.44 million). Olympia continues to meet all of the obligations associated with its financial liabilities.

The liquidity risk relating to derivative financial instruments payable is outlined in the table below:

	December 31, 2015	December 31, 2014
Current	**$ 233,326**	$ 262,177
31 to 60 days	**274,490**	92,738
61 to 90 days	**214,962**	80,171
Over 90 days	**591,909**	69,440
	$ 1,314,687	$ 504,526

The above table presents the expected maturity dates of the foreign exchange contracts.

Liquidity risk is associated with Olympia's credit facility. The credit facility is used to finance its day-to-day operations to a maximum principal amount of $8.50 million (December 31, 2014 - $8.50 million) and bears interest at the Canadian prime rate. As at December 31, 2015, Olympia has drawn $4.00 million (December 31, 2014 - $nil) on its demand credit facility and has determined both the principal and interest to be current.

Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices, following variations in the parameters underlying their evaluation, such as interest rates, exchange rates or quoted stock market prices, and is comprised of foreign currency exchange risk, interest rate risk and operational risks.

Foreign currency exchange risk

Olympia is exposed to changes in foreign exchange rates when, and if, revenues or financial instruments fluctuate because of changing rates. Transactions in the applicable financial market are executed consistent with established risk management policies. Olympia purchases forward contracts whenever it enters into a transaction to buy or sell foreign currency in the future. These contracts are short term in nature and in the normal course of business.

Management understands that the currency markets are volatile and therefore subject to higher risk. Olympia Trust applies the following policy to mitigate the currency risk.

- For forward contracts, a margin of 5% is payable on signature of the contract.
- Olympia Trust sets up a corresponding position with its currency supplier.
- If market rates vary by 4% or more, the client is required to adjust their margin to match the variance by the end of the trading day.

Olympia's FX division maintains various foreign currency bank accounts, of which Canadian dollar and United States dollar bank accounts are the most significant. It is Olympia's FX division's policy to limit the amount of foreign currencies on hand to $750,000 to reduce exposure to foreign currency risk.

If the United States dollar to Canadian dollar exchange rate at December 31, 2015, were to have increased by $0.10, it is estimated that Olympia's after-tax earnings for the period ended December 31, 2015, would have decreased by approximately $26,515 (December 31, 2014 - $13,745). A $0.10 decrease in the United States dollar to Canadian dollar exchange rate would have had an equal but opposite effect. The vast majority of the FX division's trades are in Canadian and United States dollars, though it trades in other currencies. This sensitivity analysis assumes that all other variables remain constant.

Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. Olympia is exposed to interest rate risk as the cash flows generated from its cash and cash equivalents fluctuate in response to changes in market interest rates. The primary exposure is related to cash balances and fixed day term deposits.

If the interest rates were to have increased by 1%, it is estimated that Olympia's after-tax earnings for the period ended December 31, 2015, would have increased by approximately $79,199 (December 31, 2014 - $94,454) on account of its own assets. A 1% decrease in interest rates would have had an equal but opposite effect. This sensitivity analysis assumes that all other variables remain constant.

Credit risk

Credit risk is the risk that the counterparty to a financial asset will default, resulting in Olympia incurring a financial loss. Before transactions begin with a new customer or counterparty, the counterparty's creditworthiness is assessed by the FX division. The assessment practice considers both quantitative and qualitative factors. Olympia constantly monitors the exposure to any single customer or counterparty along with the financial position of the customer or counterparty. If it is deemed that a customer or counterparty has become materially weaker, Olympia will work to reduce the credit exposure and lower the credit limit allocated. Olympia is exposed to credit risk on its cash and cash equivalents, restricted cash and investments, restricted cash in circulation, trade and other receivables and derivative financial instruments receivable. The maximum exposure to credit risk of Olympia at the end of the period is the carrying value of cash and cash equivalents, restricted cash and investments, restricted cash in circulation, trade and other receivables and derivative financial instruments receivable.

- **Cash and cash equivalents**

Olympia mitigates its exposure to credit risk by maintaining its bank accounts with highly rated financial institutions.

- **Restricted cash and investments and restricted cash in circulation**

Olympia limits its counterparty credit risk on these assets by dealing with reputable counterparties and assessing their credit ratings utilizing the services of an independent ratings agency.

▪ Trade and other receivables

Olympia has policies and procedures in place to govern the credit risk it will assume in accordance with Olympia's revenue recognition policy. Trade receivables over 90 days are considered past due. As of December 31, 2015, net trade receivables of $0.45 million (December 31, 2014 - $1.54 million) were past due but not impaired. These relate to a number of independent clients which Olympia is actively pursuing through its internal collection process. Olympia has also undertaken an extensive exercise of assessing the value of each customer's assets held in trust with Olympia which could potentially be applied against outstanding fees. As a result, management considers the net outstanding amounts to be recoverable.

The aging of these receivables is as follows:

	December 31, 2015	December 31, 2014
Current	$ 357,150	$ 66,108
31 to 60 days	12,987	37,465
61 to 90 days	14,625	525
Over 90 days	827,448	1,854,948
Allowance for doubtful accounts	(373,423)	(313,113)
	$ 838,787	$ 1,645,933

The allowance for doubtful accounts is based on an account portfolio analysis.

Movements on Olympia's provision for impairment of trade receivables are as follows:

	December 31, 2015	December 31, 2014
At January 1	$ 313,113	$ 432,872
Net increase in provision	695,249	176,678
Receivables written off	(634,939)	(296,437)
Allowance for doubtful accounts	$ 373,423	$ 313,113

The provision for impaired receivables has been included in administrative expenses in the consolidated statements of net earnings and comprehensive income. Amounts charged to the allowance account are generally written off when there is no expectation of recovering additional cash.

• Derivative financial instruments receivable

The expected maturity relating to derivative financial instruments receivable and foreign exchange contracts is outlined in the table below:

	December 31, 2015	December 31, 2014
Current	$ 257,480	$ 310,270
31 to 60 days	327,643	118,082
61 to 90 days	232,348	102,471
Over 90 days	855,523	156,966
	$ 1,672,994	$ 687,789

Capital risk management

Olympia's objectives when managing capital are to safeguard Olympia's ability to continue as a going concern in order to provide returns and benefits to shareholders and to maintain an optimal capital structure to reduce the cost of capital and to meet regulatory capital requirements for Olympia Trust. In order to maintain or adjust the capital structure, Olympia may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, repurchase shares, sell assets or make further use of its credit facility. Refer to Note 14 in the accompanying consolidated financial statements for a detailed discussion on the revolving credit facility.

Olympia includes shareholders' equity (December 31, 2015 - $8.66 million: December 31, 2014 - $14.44 million) in the definition of capital. Shareholders' equity comprises share capital, contributed surplus and retained earnings. Olympia's main objectives when managing its capital structure are to:

- Maintain sufficient cash and cash equivalents over the short and medium term in order to finance its growth and development, including capital expenditures;
- Maintain stable dividend payments and minimize dilution to existing shareholders whenever possible;
- Maintain investor and creditor confidence to sustain future development of the business. Olympia does not use financial ratios to manage its capital structure. Olympia's objective when managing capital is to maintain adequate financial flexibility to preserve its ability to meet financial obligations. In managing capital, Olympia estimates its future dividend payments and capital expenditures, which is compared to planned business growth for purposes of sustainability;
- Maintain minimum regulatory capital for Olympia Trust as required by the *Loan and Trust Corporations Act* (Alberta) ($2 million). Similar regulatory capital is required by legislation in Nova Scotia ($5 million). Regular capital is defined as share capital and retained earnings. Olympia Trust has maintained these minimum capital requirements throughout the year ended December 31, 2015; and

- Maintain compliance with financial covenants. The financial covenants are reviewed and controls are in place to maintain compliance with the covenants. Olympia complied with financial covenants for the year ended December 31, 2015.

On May 4, 2015, Olympia obtained approval from the TSX to proceed with an NCIB. The bid commenced on May 6, 2015, and will continue until the earlier of May 5, 2016, or the date by which Olympia has acquired the maximum number of common shares which may be purchased under the bid. Olympia will not purchase more than 150,000 common shares in the 12 month period ending May 5, 2016.

On September 14, 2015, Olympia repurchased 55,000 of its issued and outstanding common shares for $1.29 million from a related party, Target, at a purchase price of $23.54 per share.

All share repurchases were cancelled prior to December 31, 2015.

The capital structure of Olympia is managed and adjusted to reflect changes in economic conditions. Capital structure adjustments could include adjusting the level of dividends and/or issuance or repurchase of common shares. In support thereof, management reviews the financial position of Olympia on a monthly and cumulative basis. Financing decisions are set based on the timing and extent of expected operating and capital cash outlays. Factors considered when determining capital and the amount of operational cash requirements are weighed against the costs associated with excess cash, its terms and availability and whether to issue equity. Olympia works towards managing its capital objectives to the extent possible while facing the challenges of market conditions and the public's assessment of Olympia's risk profile. Olympia's capital management objectives have remained substantively unchanged over the periods presented.

Operational risks

Management has identified the following major operational risks which could negatively affect Olympia's future strategies and objectives:

- The risk of fluctuations in interest rates and currency values negatively affecting Olympia's business;
- Legal developments and changes in tax laws;
- The occurrence of weather related and other natural catastrophies;
- The risk that the regulatory environment in which Olympia carries out commercial activities may change;
- The level of competition in Olympia's markets;
- The risk that new markets may fail to produce estimated revenues;
- The risk of changes in accounting standards and policies;
- The risk that general economic conditions could deteriorate and any significant downturn in capital markets or the general economy could negatively affect financial results;

- The risk that failure of computer, data processing systems and software could interrupt operations or materially impact Olympia's ability to deliver its services;
- The accuracy and completeness of information Olympia receives about customers and counterparties;
- The risk to rely on banks to provide cash to load in Olympia's ATMs under bailment terms and conditions could interrupt operations or materially impact Olympia's ability to deliver its services; and
- The risk that failure of third party networks and cash delivery counterparties in the conduct of Olympia ATM could interrupt data operations or materially impact Olympia's ability to deliver its services.

Critical Accounting Estimates

The preparation of financial statements requires management to make judgments, estimates and assumptions based on currently available information that affects the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Estimates and judgments are evaluated and are based on managements' experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. However, actual results could differ from these estimates. By their very nature, these estimates are subject to measurement uncertainty and the effect on the financial statements of future periods could be material. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

In the process of applying Olympia's accounting policies, management has made the following judgments, estimates and assumptions which has the most significant effect on the amounts recognized in the consolidated financial statements.

(i) Business combination (Note 5)

Olympia uses the acquisition method to account for business combinations. Assets acquired and liabilities assumed in a business combination are recorded at fair value at the time of acquisition. The determination of fair value requires Olympia to make estimates, assumptions and judgments that are subject to measurement uncertainty. The allocation process is inherently subjective and impacts the amounts assigned to individually identifiable assets and liabilities, including the fair value of customer relationships, non-compete agreements and ATM equipment, together with deferred income tax effects. Consequently, the purchase price allocation impacts Olympia's reported assets and liabilities and future net earnings, due to the impact on future amortization and depreciation expense and impairment tests.

(ii) Allowance for doubtful accounts (Note 7)

Olympia regularly performs a review of outstanding accounts receivable balances to determine eventual collectability. A provision for bad debt is recorded based on historical information or if an account is deemed uncollectable. Olympia analyzes the bad debt provision regularly to determine if any of the accounts provided for should be written off. Those accounts which are deemed uncollectable could materially change as a result of changes in a customer's financial situation. This includes risk associated with the gross receivable position on foreign exchange forward contracts, all assessed regularly for impairment.

(iii) Depreciation and amortization methods (Note 16 and 17)

Olympia estimates the useful lives of property, plant and equipment and intangible assets, other than ATM processing contracts, based on the period over which the assets are expected to be available for use. Olympia estimates the useful lives of ATM processing contracts included in intangible assets based on the average remaining primary term of the contracts acquired and assigns an estimated retention period based on historical information in the applicable market.

The estimated useful lives are reviewed periodically and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the relevant assets. In addition, the estimation of the useful lives is based on internal technical evaluation, current facts and past experience with similar assets, and takes into consideration the anticipated expected life of the asset, existing long-term agreements and contracts, current and forecasted demand and the potential for technological obsolescence. It is possible, however, that future results of operations could be materially affected by changes in the estimates brought about by changes in factors mentioned above. The amounts and timing of recorded expenses for any period would be affected by changes in these factors and circumstances. A reduction in the estimated useful lives would increase the recorded expenses and decrease the non-current assets.

(iv) Impairments (Note 17)

Olympia performs impairment tests of assets when indications of impairment exist. Application of judgment is required in determining whether an impairment test is warranted. Impairment exists when the carrying value of an asset or cash-generating unit ("CGU") exceeds its recoverable amount, which is the higher of (a) its fair value less costs of disposal and (b) its value in use. The fair value less costs of disposal calculation is based on available data or observable market prices less incremental costs for disposing of the asset. The value in use calculation is based on a discounted cash flow model. The cash flows are derived from internal budgets and do not include restructuring activities that Olympia is not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model, as well as the expected future cash inflows and the growth rate used for extrapolation purposes. There is a certain amount of subjectivity and judgment in the determination of the recoverable amount calculation. Judgments and assumptions, described in notes 7, 16 and 17, are subject to measurement uncertainty and the impact of differences between actual and estimated amounts on the consolidated financial statements of future periods could be material.

When indicators support that the asset is no longer impaired, Olympia will reverse impairment losses. Similar to the impairment, application of judgment is required to determine whether a reversal should be considered.

(v) Income taxes (Note 22)

Olympia calculates an income tax provision in each of the jurisdictions in which it operates. Estimation of income taxes includes evaluating the recoverability of deferred tax assets based on an assessment of the ability to use the underlying future tax deductions against future taxable income before the deductions expire. The assessment is based upon existing tax laws and estimates of future taxable income. Further, there are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Provisions are made using the best estimate of the amount expected to be paid based on a qualitative assessment of all relevant factors. Olympia reviews the adequacy of these provisions at each reporting period. However, it is possible that at some future date an additional liability could result from audits by taxation authorities. Where the final outcome of these tax-related matters is different from the amounts that were initially recorded, such differences will affect the tax provisions in the period in which such determination is made.

(vi) Revenue

In connection with the ATM division's operating/processing arrangements, Olympia applies judgment to determine whether interchange and surcharge fee revenue should be recognised on a gross basis, or net of fees paid to the merchant for providing, processing, placing and maintaining the ATM unit. Pursuant to the guidance in IFRS, Olympia has assessed whether to record such payments as a reduction of associated ATM service revenue or as a direct cost. Specifically, if Olympia acts as the principal and is the primary obligor in the ATM transactions, provides the processing for the ATM transactions, has significant influence over pricing and has the risks and rewards of ownership, including a variable earnings component and the risk of loss for collection, Olympia recognizes the surcharge and interchange fees on a gross basis and does not reduce its reported revenues for payments made to the various merchants and retail establishments where the ATM units are housed. As a result, for agreements under which Olympia acts as the principal, Olympia records the total amounts earned from the underlying ATM transactions as ATM service revenue and records the related merchant expense as a direct expense of ATM operating revenues. However, for those agreements in which Olympia does not meet the criteria to qualify as the principal in the transaction, Olympia does not record the related surcharge and interchange fee revenue, as the rights associated with this revenue stream inure to the benefit of the merchant. Olympia records surcharge and interchange fee revenue under these arrangements on a net basis.

Whether Olympia is considered to be the principal or an agent in the transaction depends on analysis by management of both the legal form and substance of the agreement between Olympia and the merchant. Such judgments impact the amount of reported revenue and expenses but do not impact reported assets, liabilities or cash flows.

(vii) Contingency (Note 30)

Olympia has an ongoing tax dispute with the CRA. Olympia continues to strongly disagree with the CRA's position and has made submissions to the CRA challenging the assessed position taken by the CRA, and continues to firmly believe it will be able to successfully defend its position. However, it is possible that at some future date a liability could result from court rulings in favour of the taxation authority. Where the final outcome of this matter is different from Olympia's position that was initially recorded, such differences could affect the cash balances and statement of earnings in the period in which such determination is made.

Current and future changes in accounting policies

The following represent new or changes in accounting policies due to the start of the ATM division:

Equipment and other

Depreciation is provided on the depreciable amount of equipment and other on a straight-line basis over the estimated useful economic life of each asset. The depreciable amount is the gross carrying amount less the estimated residual value at the end of the asset's useful economic life.

The annual depreciation rates and methods are as follows:

- ATM equipment Straight-line over 5 years

Intangible assets

Intangible assets consist primarily of in-house developed software and ATM processing contracts.

ATM processing contracts have an average initial 3-7 year term and generally include an equivalent average 3-7 year term expected retention term. Contracts include a right of first refusal for any competing offer on renewal.

These intangible assets are amortized on a straight-line basis over the expected life of the contract, since this most closely reflects the expected pattern of consumption of the future economic benefits embodied in the asset.

Inventory

Inventory consists primarily of ATMs not in service and related spare parts and accessories. Inventory is measured at the lower of cost and net realizable value. The cost of inventory is based on the first-in first-out valuation method and includes expenditures incurred in acquiring the inventory, conversion costs and other costs incurred in bringing them to their existing location and condition. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

Financial instruments

Cash and cash equivalents

Cash and cash equivalents includes non-restricted cash in circulation and operating bank balances. Cash in circulation refers to the aggregate amount of vault cash (cash in ATM cassettes) plus cash inventory (cash in transit from armoured car carriers).

Restricted cash in circulation

Olympia has entered into an agreement with a financial institution to provide cash that can only be used in its ATMs. Olympia pays a fee for its usage of this cash based on the total amount of cash outstanding at any given time, as well as fees related to the bundling and preparation of such cash prior to it being loaded in the ATMs. Beneficial ownership of the cash is retained by Olympia, as Olympia has access and rights to the cash and bears the risk in the case of loss and as such the cash in circulation, and the related obligations due to the bank, are presented separately.

Future accounting pronouncements

A number of new standards and amendments to standards and interpretations are effective for annual periods beginning after January 1, 2016, and have not been applied in preparing these consolidated financial statements.

In May 2014, the IASB published IFRS 15, "*Revenue from Contracts with Customers*" ("IFRS 15") replacing IAS 11, "*Construction Contracts*" and IAS 18, "*Revenue*" and several revenue-related interpretations. IFRS 15 establishes a single revenue recognition framework that applies to contracts with customers. The standard requires an entity to recognize revenue to reflect the transfer of goods and services for the amount it expects to receive when control is transferred to the purchaser. Disclosure requirements have also been expanded. The new standard is effective for annual periods beginning on or after January 1, 2018, with earlier adoption permitted. The standard may be applied retrospectively or using a modified retrospective approach. Olympia is currently evaluating the impact of adopting IFRS 15 on the consolidated financial statements.

IFRS 9, "*Financial Instruments,*" addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 was issued in November 2009 and October 2010. It replaces the parts of IAS 39 that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories:

those measured at fair value and those measured at amortized cost. The determination is made at initial recognition. The classification depends on the entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the IAS 39 requirements. The main change is that, in cases where the fair value option is taken for financial liabilities, the part of a fair value change due to an entity's own credit risk is recorded in other comprehensive income rather than the income statement, unless this creates an accounting mismatch. This standard is effective for first interim periods within years beginning on or after January 1, 2018. Olympia is currently evaluating the impact of adopting IFRS 9 on its consolidated financial statements.

On January 13, 2016, the IASB published IFRS 16, "*Leases*" ("IFRS 16") replacing IAS 17, "*Leases.*" IFRS 16 now requires lessees to recognize a lease liability reflecting future lease payments and a "right-of-use asset" for virtually all lease contracts. The IASB has included an optional exemption for certain short-term leases and leases of low-value assets; however, this exemption can only be applied by lessees. For lessors, the IASB has updated the guidance on the definition of a lease (as well as the guidance on the combination and separation of contracts). The new standard will affect both the balance sheet and related ratios, such as debt/equity ratio, and may result in a significant increase in debt on the balance sheet. IFRS 16 is effective for annual reporting periods beginning on or after January 1 ,2019. Earlier application is permitted, but only in conjunction with IFRS 15, "*Revenue from Contracts with Customers.*" Olympia is currently evaluating the impact of adopting IFRS 16 on its consolidated financial statements.

Evaluation of disclosure controls and procedures and internal control over financial reporting

The President and Chief Executive Officer ("CEO") and Vice President, Finance and Chief Financial Officer ("CFO") of Olympia are responsible for establishing and maintaining Disclosure Controls and Procedures ("DC&P") and internal control over financial reporting ("ICFR") for Olympia.

DC&P are designed to provide reasonable assurance that material information relating to Olympia is made known to the CEO and CFO by others, particularly in the period in which the annual filings are being prepared, and that information required to be disclosed in documents filed with securities regulatory authorities is recorded, processed, summarized and reported within the time periods specified in securities legislation, and includes controls and procedures designed to ensure that such information is accumulated and communicated to Olympia's management, including the CEO and CFO, as appropriate, to allow timely decisions regarding required disclosure. ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

In accordance with the requirements of National Instrument 52-109 *"Certification of Disclosures in Issuer's Annual and Interim Filings,"* an evaluation of the effectiveness of DC&P and ICFR was carried out under the supervision of the CEO and CFO at December 31, 2015. Based on this evaluation, the CEO and CFO have concluded that, subject to certain inherent limitations noted below, Olympia's DC&P and ICFR are effectively designed and operating as intended.

Olympia's management, including the CEO and CFO, does not expect that Olympia's DC&P and ICFR will prevent or detect all misstatements or instances of fraud. The inherent limitations in all control systems are such that they can provide only reasonable, not absolute, assurance that all control issues, misstatements or instances of fraud, if any, within Olympia have been detected.

There was no change to Olympia's ICFR during the most recent annual period that has materially affected, or is reasonably likely to materially affect, Olympia's ICFR.

Outstanding share data

As at February 25, 2016, Olympia has an aggregate of 2,406,352 common shares issued and outstanding.

Additional information

Further information regarding Olympia can be accessed under Olympia's public filings found at www.sedar.com.

Shareholders seeking to contact Olympia's independent directors may do so by calling Rick Skauge, Olympia's Chairperson, at 403-261-7501 or by email at ricks@olympiatrust.com.

CORPORATE INFORMATION

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Brian Newman[1 2 3 4 5]
Craig Skauge
Alan Rice[1 2 3 4 5]
Dennis Nerland
Tony Lanzl

Board Committees

[1] Audit Committee
[2] Corporate Governance Committee
[3] Executive Compensation Committee
[4] Investment Committee
[5] Conduct Review Committee

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EXECUTIVE TEAM

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President and Chief Executive Officer

GERHARD BARNARD
Chief Financial Officer and Vice President, Finance

CRAIG SKAUGE
Executive Vice President

LORI RYAN
Vice President, Registered Plans

ROBIN FRY
President, Olympia Benefits Inc.

DERICK KACHUIK
Vice President, Foreign Exchange

BILAL KABALAN
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