CNW
A PR NEWSWIRE COMPANY

FINAL TRANSCRIPT

Street Capital Group Inc.

Second Quarter 2017 Financial Results Conference Call

Event Date/Time: August 3, 2017 — 7:30 a.m. E.T.

Length: 38 minutes

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

CORPORATE PARTICIPANTS

Jonathan Ross
Street Capital Group Inc. — Head of Investor Relations

Ed Gettings
Street Capital Group Inc. — Chief Executive Officer

Marissa Lauder
Street Capital Group Inc. — Chief Financial Officer

CONFERENCE CALL PARTICIPANTS

Dylan Steuart
Industrial Alliance — Analyst

Brenna Phelan
Raymond James — Analyst

Jeff Fenwick
Cormark Securities — Analyst

Jaeme Gloyn
National Bank Financial — Analyst

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

PRESENTATION

Operator

Hi, everyone. Welcome to Street Capital Group Second Quarter 2017 Financial Results Conference Call.

As a reminder, this call is being recorded on Thursday, August 3, 2017.

At this time, all participants are in a listen-only mode.

Following the presentation, we will conduct a question-and-answer session. Instructions will be provided at that time for research analysts to queue up for questions.

If anyone has difficulties hearing the conference, please press *, 0 for Operator assistance at any time.

I would now like to turn the call over to Jonathan Ross, Head of Investor Relations for Street Capital Group. Please go ahead, Mr. Ross.

Jonathan Ross — Head of Investor Relations, Street Capital Group Inc.

Thanks, Christa (phon). Good morning, everyone, and thanks for joining us today. I'm joined on the all today by Ed Gettings, Chief Executive Officer of Street Capital, and Marissa Lauder, Chief Financial Officer.

Street Capital Group's second quarter 2017 financial results were released today. The press release, financial statements, and MD&A are available on SEDAR, as well as on our website.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Before passing the call over to management, we would like to remind listeners that portions of today's discussion contain forward-looking statements that are based on management's exercise of business judgment, as well as assumptions made by and information currently available to management.

When used in this conference call, the words may, plan, will, anticipate, believe, estimate, expect, intend, and words of similar import are intended to identify any forward-looking statements. You should not place undue reliance on these forward-looking statements.

These statements reflect our current view of future events, and are subject to certain risks and uncertainties as outlined in the Company's Annual Information Form and other filings made with securities regulators, which are available on SEDAR. These factors include, without limitation, expansion opportunities, technological changes, regulatory changes and requirements, including mortgage insurance rules, and changes to the business and economic environment including, but not limited to, Canadian housing market conditions and activity, interest rates, mortgage-backed securities markets and employment conditions that may impact the Company, its mortgage origination volumes, launch of new products at planned times, investments and capital expenditures, and competitive factors that may impact revenue and operating costs.

Any of these factors, amongst others, could cause actual results to vary materially from current results, or from the Company's currently anticipated future results and financial condition.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, our actual results could differ materially from those anticipated in these forward-looking statements. We undertake no obligation and do not intend to update, revise, or otherwise publically release any revisions to these forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of any unanticipated events.

Although we believe that our expectations are based on reasonable assumptions, we can give no assurance that our expectations will materialize.

I will now pass the call over to Ed Gettings, Chief Executive Officer of Street Capital Group.

Ed Gettings — Chief Executive Officer, Street Capital Group Inc.

Jon, thank you. Good morning, everyone, and thank you for participating on today's early morning call. I will make some opening remarks and pass the call to Marissa for some additional comments, and then I will make some closing remarks before I open it for questions.

Q2 2017 was a challenging quarter, as we faced a number of short-term hurdles and a market environment that has changed significantly year over year. Q2 was also an exciting period for Street Capital, as we successfully began to execute on our plan to enter the growing uninsured mortgage market with the launch of our Street Solutions Program through a small pilot group of brokers.

During the quarter, we originated 10.2 million in Street Solution mortgages. We recently significantly expanded the distribution base, and are on track to originate the 150 million to $200

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

million that we have outlined to shareholders for the full year. Demand for this product is strong, and we thank our valued mortgage broker partners for their support during the launch.

As projected, we started to see significant benefit from our prime renewal stream in Q2, with renewals up roughly 22 percent from Q2 last year. Renewals can be more than 2 times profitable than new originations, and we expect them to be a significant contributor to our earnings profile over the next few years.

However, along with our industry peers we continue to face pressure on the prime side of our business due to the mortgage insurance rule introduced by the Department of Finance last year. As a result, prime originations were down approximately 30 percent year over year in Q2, and we expect them to be 20 to 30 percent lower for the full year.

Our goal on an annual basis is to maintain a number four market share position in the broker channel. Market share data was not available for Q2 at the time of this call, but we are happy to update you upon request when it becomes available.

We are pleased that total net gain on sale rates improved to 80 basis points this quarter compared to 71 basis points last quarter. There were a few offsetting factors contributing to the improvement, but generally we experienced an improvement in our premiums earned and were successful in lowering our servicing costs for a proportion of our mortgages, which led to an increase in our deferred gain on sale that will be reoccurring. Marissa will provide further commentary on that later in the call.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

So as outlined in our last quarterly call, we are actively pursuing additional funding for prime uninsured mortgage loans with our industry-leading credit quality. And we believe that we are in a very strong position to attract it.

As part of this process, we have continued to investigate the market for non-government sponsored residential mortgage-backed securities. As well, we are in discussions with investors who are willing to purchase prime uninsurable mortgages and hold them on their balance sheets.

While we have made good progress on these fronts in the quarter, the timing and availability of these funding sources is still uncertain, as is the ultimate profitability of this product, so our guidance does not reflect a restart of this business this year.

As you know, credit quality has always been a primary focus at Street Capital. This dedication to underwriting quality will continue to be our focus as we grow in the uninsured segment of the market.

To date, weighted average LTV on Street Solutions originations is just under 72 percent, and the average Beacon score is a very strong 703.

As we have discussed, we conduct a significant level of quality assurance on the loans we underwrite, and the results of this additional diligence are apparent in our credit performance. Our serious arrears rate for our prime portfolio continues to significantly outperform the industry. In Q2, our serious arrears rate was 11 basis points compared to the average of the large Canadian banks in the markets where we operate at 24 basis points.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

This purposeful conservatism also translates into our funding model on the uninsured side. We are funding these loans with fixed-term GICs that are cash flow duration matched with the underlying mortgage loans. We are managing our liquidity position conservatively to ensure that we are set up for stability and growth.

During Q2, we initiated a reorganization that involved a reduction of approximately 10 percent of our workforce. Management undertook a review of our cost base and current skill set with an understanding of our current mortgage loans (phon) and the future direction of Street and the financial services industry.

We identified some positions that could be eliminated and some areas where new skills will be required over the midterm. The change reflect our commitment to continuously evaluate our needs to ensure we are driving long-term return for shareholders.

The headwinds facing Street Capital in its peer group are apparent and well-publicized. I would like to strongly reiterate that we view these challenges as transient for Street Capital. As a Schedule I bank with a solid balance and diversified funding base, we are well-positioned to capitalize on the opportunities generated by market turbulence, and to grow and generate shareholder returns over the long term.

I'll now turn the call over to Marissa for some additional commentary.

Marissa Lauder — Chief Financial Officer, Street Capital Group Inc.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Thanks, Ed, and good morning, everyone. I'm pleased to present the Q2 financial highlights. Adjusted diluted earnings per share in Q2 were $0.02 compared to $0.05 last year and zero last quarter.

Adjusted net income was 1.8 million for the quarter. Net income has been adjusted for reorganization expenses of 1.8 million after tax.

New prime originations were 1.5 billion in the quarter, and as expected, this was 30 percent behind the same quarter last year. Year to date, we have originated 2.7 billion, which is 19 percent below the first six months of 2016. And as Ed mentioned and discussed last quarter, our originations have been negatively impacted by the changes in mortgage insurance rules last fall.

Having said that, given the mortgage products we do offer and do have available and the market environment, we are pleased with the level of originations for the products that we do offer.

As expected, our renewal volumes have begun to accelerate, and prime renewals moved significantly higher during Q2. Renewal volumes were 463 million, up 52 percent over last quarter and 22 percent over last year. Renewal rates for the quarter came in a bit below target at 72 percent versus the 75 to 80 percent target that we have.

There are a few factors that have contributed to the lower renewal rate versus target. First, renewal rates tend to be lower in Q2 and Q3 with a busier housing market. Our year-to-date renewal rate is about 75 percent.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Secondly, given the changes in the mortgage insurance rules there has been some additional rate discounting in the market as lenders compete for highly sought-after insured mortgages. Additionally, there are some clients who request a refinance at renewal, and since we are not able to offer this product right now given the changes to the mortgage insurance rules, sometimes we cannot retain the customer.

As Ed's mentioned, we are working hard to find funding solutions for this product, and have made good progress on this in the quarter. We also have several retention initiatives underway. And despite the headwinds we are facing, we will continue to target a renewal rate of 75 to 80 percent. And as we have discussed before, we expect renewal volumes to increase meaningfully over 2016 in Q3 and Q4 and into 2018 and 2019.

In the quarter, we introduced more granular information on our gain on sale rates by splitting new sale information from renewal sale information in order to help our stakeholders better understand the drivers of revenue. So my discussion today is split between new and renewal gain on sales.

For new prime mortgage sales, gross gain on sale rates were 203 basis points, significantly higher than last year's level of 188 basis points, and up from 184 basis points last quarter. The increase reflects some improvement in premiums we earned along with deferred gains—an increase in deferred gains due to a reduction in our cost of servicing on some mortgages.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Additionally, we had a promotion with an investor where they compensated us with higher premium for a broker-commissioned promotion. You'll see the offset of this additional premium is in the related acquisition expenses.

The acquisition expense ratio of 141 basis points was up from 124 basis points last year and up from 130 basis point last quarter. The increase primarily reflects the broker-commissioned promotion that I mentioned.

For renewals, the gross gain on sale rate was 149 basis points compared to 163 basis points last year and 151 basis points last quarter. Renewal gain on sale premiums tend to be lower than new loans due to, among other things, rate discounting for retention efforts, the product mix, and also there are no additional premiums for broker-commissioned promotions.

Acquisition expenses for renewals were 10 basis points, consistent with prior periods, and include renewals paid to servicers and some trailer commissions associated with the discontinued loyalty program.

As Ed mentioned, we originated 10.2 million in Street Solution mortgages in the quarter. These are funded with a portfolio of fixed-term GICs, and the average rate on these Street Solution mortgages was 5.06 percent.

In the quarter, we began to build the balance sheet and accumulate our liquidity pool. And as such, interest expense exceeded interest income from lending assets, and we generated a net loss of 202,000 on non-securitized lending assets.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

The gross spread between Street Solution mortgages and the deposits in the quarter has been in a range such that we still expect Street Solutions to earn a net interest margin of between 2 and 2.5 percent once the mortgage assets are more in line with the funding base.

We are managing our funding and liquidity conservatively. We are not offering demand or HISA deposit products, and we are actively issuing GICs across all terms.

At June 30th, our deposit base was 72 million and our liquid assets were 49 million. The term mix of the deposits at quarter-end was 23 percent one-year GICs, 36 percent two-year, 17 percent three-year, 5 percent four-year, and 14 percent five-year. Interest rates on these deposits range from 1 percent to 2.8 percent, with the average being 2.2 percent.

To the extent that GIC rates having been higher in the segment with recent market events, we anticipated being able to pass these costs on through higher mortgage rates. And this expectation was proven out during Q2.

Street Capital Bank's CET1 ratio at the end of Q2 was 29.99 percent and its leverage ratio was 18.37 percent, which both are well above regulatory minimums and our internal targets. As we continue to grow our balance sheet, we expect these ratios to trend into more optimized range with a corresponding lift to return on equity.

Operating expenses, excluding restructuring charges of 2.5 million before tax, were 13.7 million, up from 10.7 million last quarter and 12.1 million last year. Salaries and benefits increased 2 million quarter over quarter and 600,000 over last year. The increase quarter over quarter reflects

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

higher variable compensation, while the increase compared to Q2 last year reflects full quarter at a higher headcount level.

As Ed mentioned, we implemented a reorganization plan in late Q2 that among other items resulted in the reduction of our workforce by about 10 percent. Reorganization costs of 2.5 million pretax were booked in the quarter related to these activities.

On an ongoing basis in the short to midterm, the workforce reduction will result in savings of about 1.5 million to $2 million annually. As the Company moves forward and continues to develop its strategy, we would expect that additional skills and talent will be brought on board in the midterm. However, we are still targeting to achieve a positive operating leverage starting in 2018.

Recently, OSFI announced proposed changes to guideline B-20. While the main principles remain intact, there are a number of potential new and enhanced requirements. At Street, we are continuing to review the potential implications of these changes, and are preparing our comments for OFSI.

While we cannot be certain of the effects of these changes they could have, we believe if implemented with no changes, there could be an overall decline in uninsured mortgage activity in the regulated space along with buyers adapting their borrowing habits, for example, perhaps choosing less expensive properties or accumulating larger down payments, or adding cosigners to the loans.

For us, as we've communicated, we have fairly modest uninsured mortgage origination targets, and especially when compared to the size of the market overall. And right now we believe

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

we can meet these targets even if the changes to B-20 are implemented. In that regard, we have not changed the guidance and targets for uninsured origination that we issued.

Now before I pass the call back to Ed, I would like to say a few words. I've had the pleasure and the benefit of working with Ed over the last two years. And as Ed retires as CEO at the end of the month, I wanted to take this chance to thank Ed for his support and his mentorship over the last two years. And I'm quite pleased that Ed will remain on the board to continue to provide his insights.

Ed, along with Lazaro and Paul, have built a solid foundational mortgage lending business that is quite a force in the market. And this was from nothing 10 years ago. I'm proud to say I work at the Company that they have built, and I'm also thrilled and privileged to be part of the next stage of building this bank with the Street Capital team.

So with that, thank you, Ed. The call is yours.

Ed Gettings

Thank you Marissa. As we announced on June 29th, Duncan Hannnay will be joining Street Capital's as President and CEO starting September the 1st. Along with the rest of the Board of Directors and our management team, I am excited to welcome him to the Street Capital team.

Duncan is joining at a critical juncture as we begin to grow and diversify Street Capital Bank. He has significant experience building innovative customer-centric financial services businesses, and his knowledge and leadership will empower our team as they work to provide solutions that will better serve our customers and valued mortgage broker partners in the coming years.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Duncan is the right leader to take this company to the next level as a strong, diversified player in the Canadian banking sector. And I am looking forward to what is in store over the next 10 years.

As part of this transition I will retire as CEO of Street Capital on September the 1st, but will remain as director in the board.

So in closing, I would like to thank the members of the board, the members of our management team, and each employee of Street Capital for their support and contribution in building this terrific business to where it is today.

I am very proud of what our team has accomplished over the past 10 years. Street Capital is in a competitive, advantageous position, and this would not have been possible without the efforts of each and every one of those individuals.

I would also like to thank our long-term shareholders. We have a strong shareholder base, and it has truly been a pleasure to interact with each of you as we built Street Capital to where it is today. And I say with absolute certainty that for Street Capital the best is yet to come.

I would now like to open the line for questions.

Q&A

Operator

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

At this time, if you would like to ask a question, please press *, then the number 1 on your telephone keypad. Again, that's *, 1 on your telephone keypad.

Your first question comes from the line of Dylan Steuart with Industrial Alliance. Your line is now open.

Dylan Steuart — Industrial Alliance

Good morning.

Ed Gettings

Good morning Dylan.

Marissa Lauder

Good morning.

Dylan Steuart

Quick question on the restructuring that you announced. And just wondering about is this quarter, the 2.5 million, is this going to be the end of it going forward? Or should we expect more charges flowing through the next couple quarters here?

Marissa Lauder

Dylan, if there is further charges they won't be material like that. There could be small adjustments to that number, but I'm not expecting them to be material. So that's it for the year.

Dylan Steuart

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Okay. Perfect. And I guess—and you might have provided this; I might have missed it—but just, I guess, the focus of the restructuring as far as staffing where were the areas hit, I guess?

Marissa Lauder

Dylan, it's Marissa. It was across the organization. Obviously when you look at our headcount we have quite a lot of people in the underwriting group. So there's a higher proportion of people in the underwriting group that we felt we didn't need those roles anymore. And that reflects the level of originations that we're doing this year.

But there was a look across the entire organization, so every particular department had some type of reduction except for our control functions.

Dylan Steuart

Okay. Perfect. And I guess just on the margins—I appreciate the colour in the quarter—just I know some of your competitors were sort of hinting that their broker compensation might be going up; squeezing margins a bit. But sounds like from what I can tell you guys' margin levels seem fairly steady in the near term. Is that fair to say?

Marissa Lauder

Well, we're hoping that they're fairly steady in the near term. We're seeing that right now, but as I said for many quarters, the market can be quite volatile. And there is a lot of competition in the marketplace for insured mortgages, and sometimes that results in lower mortgage rates that sometimes will affect our spreads.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

So it looks okay right now, Dylan, but I can't tell what's happening in the future right now.

Dylan Steuart

Okay. And then just finally just on the funding for the prime uninsured. Just reading between the lines it sounds like things are a lot closer to finding a solution to that than even three months ago in the last quarter.

Ed Gettings

Yeah. Dylan, it's Ed. We've been aggressively working to find solutions to that prime uninsured liquidity gap that we and other of our competitors have in the marketplace. And yeah, we're feeling good about finding a solution for that gap that we've got right now.

And then once we have that I think we'll be—well, I don't think—we will be in a very, very competitive position with a full suite of prime insured, uninsured, as well as the true uninsured Street Solutions product that we have in the market now.

Dylan Steuart

Okay. Perfect. Thanks very much. I'll re-queue.

Ed Gettings

Thank you.

Marissa Lauder

Thanks Dylan.

Operator

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Your next question comes from the line of Brenna Phelan with Raymond James. Your line is now open.

Brenna Phelan — Raymond James

Hi, guys. Good morning.

Ed Gettings

Good morning, Brenna. How are you doing today?

Brenna Phelan

Good. How are you?

Ed Gettings

Good. Thank you very much.

Brenna Phelan

Can you just talk a little bit about the volumes that you've seen in the non-prime space subsequent to the quarter? Has there been any impact of people getting spooked? Like are you seeing a bit of a surge?

Ed Gettings

So I have to clarify our terminology here. So there's prime uninsured and then there's the new program—

Brenna Phelan

Sorry, non-prime. You always correct me on that.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Ed Gettings

Okay. Okay.

Brenna Phelan

Non-prime.

Ed Gettings

We're very happy with what we have seen so far. We purposely limited the rollout to a small group of brokers. I think it started with 30; then it went up to 70. We were focused on Ontario.

Brenna Phelan

Okay.

Ed Gettings

We wanted to test and learn, test and learn in terms of lending areas, what the pricing is, what the credit quality was going to be. And we have recently expanded to all of our brokers in Ontario and select brokers in Alberta and BC. And we have gone from, I'll say, 2 million a week in commitments to over 20 right now.

So we're very happy with that. There's lots of demand for that product. The brokers are enthusiastic about another lender being in the marketplace, so we have no concerns whatsoever about hitting our targets for this year or for next year.

Brenna Phelan

Okay. So you said 2 million in commitments a week to 20 million in commitments per week?

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Ed Gettings

They're 20-plus million a week right now.

Brenna Phelan

Wow. Okay. And—

Ed Gettings

Brenna, one thing I'll point out to you. We've got an extensive distribution base right now. So as I said early on, it was going to be us limiting the distribution to hit our targets. And so we've opened it up. But we're just turning on the existing distribution base that we have right now. So it's been very well-received.

Brenna Phelan

Okay. And then just in one of your financial statement notes, a breakdown of total non-securitized loans, there's some bridge loans. Can you—what are those?

Ed Gettings

Those are bridge loans a customer has—needs some short-term financing. They've actually—I forget whether I'm going to get this right—they've sold their home and they need to have the equity in their home for their next purchase. And it's usually anywhere between a week to 45 days that they need a short-term loan. So those are transitory items on our balance sheet. Yeah. Think of it as a … it's a simple short-term consumer loan that is secured against the property.

Marissa Lauder

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

So it's a service to our customers because we're expecting the mortgage on their new property.

Brenna Phelan

Okay.

Marissa Lauder

So we're allowing them to bridge the difference between the closing dates.

Brenna Phelan

Is that something that we should expect to continue?

Marissa Lauder

Well, we've had it for a long time.

Ed Gettings

Eight years, yeah.

Marissa Lauder

Eight years.

Brenna Phelan

Okay.

Marissa Lauder

And we've just never broken it out before. But it's always around that volume of business that you're seeing right there.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Brenna Phelan

Okay.

Marissa Lauder

We've never lost any money on this business. It's a good solid business. The customer wants the mortgage from us on the other side, so. And we have in a lot of cases the collateral against the property that's selling.

Brenna Phelan

Yeah.

Marissa Lauder

So it's a good service.

Brenna Phelan

Yeah. And it looks yieldy too.

Ed Gettings

It's not a payday loan, but it's a good yield.

Brenna Phelan

No. Okay. And then just with respect to the workforce reduction, how does that—so you had new underwriters coming on for the non-prime function, and then just some culling of some staff just for volumes in the prime, the prime insured function?

Ed Gettings

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

That's a good way to frame it.

Brenna Phelan

Okay.

Ed Gettings

The fact that we are forecasting at this point a 20 to 30 percent reduction in the prime insured or uninsurable segment that we just rightsized and reorganized.

Brenna Phelan

Okay. And were there—was there anyone that moved over from prime underwriting to non-prime underwriting? Or were those mostly new hires?

Ed Gettings

No, I believe that we have—I actually don't know the specific answer to that, but I believe that we did transfer some people from the prime side to the uninsured because we had—about four years ago we did have an uninsured program, so they moved over … those underwriters moved over to the prime side. We transferred some of them back ...

Brenna Phelan

Okay.

Ed Gettings

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

And then also wrote—I believe that we brought on some new hires. But that team is pretty small at this point. It's only located—we have one underwriter in the Vancouver office, and the rest of them are in the Toronto office.

Brenna Phelan

Okay. Great. Thanks so much, guys.

Ed Gettings

Thanks, Brenna.

Marissa Lauder

Thank you.

Operator

Your next question comes from the line of Jeff Fenwick with Cormark Securities. Your line is now open.

Jeff Fenwick — Cormark Securities

Hi. Good morning. Just wanted to follow up on the renewable lines you were you seeing, and some commentary on the pressure that you're seeing there in terms of your ability to hit your target of that 75 to 80 percent range. I mean it sounds like some of the loans are getting excluded now in terms of your ability to renew them and some comments on competition here too. So what gives you confidence that you're going to be able to recover from that level and get back up to where you want to be?

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Ed Gettings

So the quarter, typically the Q2 quarter is a lower retention level, Jeff. Year to date, we're just slightly under the 75 percent to 80 percent target that we've hit. And we are doing a number of initiatives internally to work to ensure that we do hit the 75 to 80 percent target level.

The product area that I think not just Street Capital, but other companies will find challenging is the fact that if you do not have the prime uninsurable product it essentially eliminates you from being able to offer customer who want to refinance at renewal. In other words, they want to add additional money to the mortgage loan. We can't—we don't have the liquidity for that at this point, but we are working on getting that liquidity.

Jeff Fenwick

Okay. And I guess that was my concern there is that you'd be at a disadvantage maybe to the larger banks on that front and lose a certain proportion of that volume. And it sounds like some of these customers when you can't keep them are obviously they're valuable to have and there's some mention there of competition on pricing as well. And so you feel like that would abate or normalize as we go forward?

Ed Gettings

Well typically a renewing customer is more price-sensitive because they are not—they've already been approved; they know they can get approved for a renewal. So we typically find that

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

renewing customers are more price-competitive and might negotiate more often. And so we have—we're willing to do that because we're not paying the same level of acquisition cost as a new loan.

Jeff Fenwick

All right. That's all I had. Thank you.

Ed Gettings

Thanks, Jeff.

Operator

Again, if you would like to ask a question, please press *, and the number 1 on your telephone keypad. Again, that is *, 1 on your telephone keypad.

Your next question comes from the line of Jaeme Gloyn with National Bank Financial. Your line is now open.

Jaeme Gloyn — National Bank Financial

Yeah. Thanks. And just first off, Ed, congrats on a pretty good job here building the Street Capital to the bank that it is today. And good luck in retirement.

Ed Gettings

Thank you very much.

Jaeme Gloyn

So I just want to clarify the employee headcount. You mentioned it's right-sized—maybe this is more for Marissa—and we're not expecting too much in 2017. If competition, competitive

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

environment remains the way it is today, how does the employee headcount look in 2018? Like is there potential for more rationalization here in '18, either on headcount or premises or other expense line items?

Marissa Lauder

Yeah. Jaeme, thanks for the question. In terms of the FTE amounts that we're seeing here, no I hope not. I hope that and I believe the Company will continue to grow. And I actually believe our headcount will start to go up. And I've indicated that in terms of as we develop our strategy and we think to the future, we will be adding people with perhaps different skill sets particularly on the digital and marketing side. I think that's an important strategy that we'll go forward with.

So I'm thinking that over time the headcount will go up. But like I said, I think the most important thing is from an operating leverage perspective we still are targeting in 2018 for that to be positive.

From other operational expense perspectives, we're always rationalizing our operating expenses. We are planning to close our 1 Toronto Street office in 2018 and have everybody at our 1 Yonge Street office. That will save us a little bit of money. But because of the terms of the lease there, we're really just subletting that space. So it won't be a huge savings.

And I think—like I said, Jaeme—the things that's more important I think is that we will be expecting positive operating leverage in 2018.

Jaeme Gloyn

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Okay. Thanks for that additional caller. And I apologize if this was addressed in the initial remarks, but I just want to clarify the promotion for the investors on the gain on sale, the gross gain on sale margin that drove that higher, and I guess on the other side the promotions with broker commissions. Did any of these extent into Q3? And what is your view of maintaining similar promotions to drive origination growth on both sides of the funding and on the origination side?

Ed Gettings

The—Jaeme that’s a difficult question to answer because I don’t know what our competition’s going to be doing. So we will react to the competition.

I’d just say as a philosophy, we don’t believe that we need to have the highest competition in the marketplace. We actually value product and service as the key differentiators for us. So I really can’t give you a specific answer on that one. It’s going to vary quarter by quarter.

Jaeme Gloyn

Okay. Are any of these promotions still in place today? Or is it do we go back to sort of a Q2—or sorry, Q1 sort of run rate on gain on sale or net gain on sale at the end of the day?

Marissa Lauder

So, Jaeme, they’re not in place today. That doesn’t mean, as I’ve said, that they won’t get added later in the quarter or later this year. But I think the thing to remember there is it’s grossed up on both sides. So it’s actually on a net basis a little bit negative to the net gain on sale rate because we’re not quite recovering all of the promotional commissions from our investors.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu’il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l’utilisation de ce texte ou toute erreur qu’il contiendrait. »

Jaeme Gloyn

Okay. Next question just related to a previous question on the commitments in the non—or the near prime uninsured mortgage space running at about 20 million a week. I mean that only takes ten weeks to hit your target. So what is the book-to-bill rate on commitments? And—well, first that's question one. Question two is what are you seeing in the terms of mortgage rate impact? We hear other broker—or other lenders talking about 50 to 150 basis points of increases after the home capital liquidity crisis. What are you seeing on rates? And how is that different from your initial expectations going into this uninsured space?

Ed Gettings

Well, let me break that down, Jaeme. First of all, remember commitment is not equal to the funded loans, so there is some drop-off to it, but at a 20 million per week commitment level we are on target to hit our 150 to $200 million origination volume that we stated. So we're on target to hit that at that level.

Secondly in terms of the rates, yes, it's been higher rates on the deposit side. So we're paying more to earn that liquidity. But we are seeing that that is being passed on to the marketplace and the customer as well.

So the margin target of 2 to 2.5 percent that we've stated is still intact on that Street Solutions uninsured product.

Jaeme Gloyn

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Okay. And just in terms of versus your base expectations prior to entering the market after the Home Cap, like what would have been the difference prior to pre-Home Cap liquidity crisis to today, for example?

Ed Gettings

The biggest change is the cost of deposits has gone up. And we have been successfully able to pass that on to the customers so that the margins have been maintained. But it's really you can look at the GIC boards, you see that Home Capital and Home Bank are premium price in the marketplace to attract the liquidity. We have not been premium priced, we have not been matching them, and we have been able to attract sufficient deposit liquidity to meet our demand on the mortgage side.

Jaeme Gloyn

Okay. And just on that mortgage growth rate side, is there any potential that you go above the 200 million guidance for 2017, just given the level of commitments you're receiving at this point?

Ed Gettings

Jaeme, at this point we are on target for our commitment that we've—or the 200 million that we've talked about, and again, as I said earlier in the call, we're quite happy with the demand that we've got for the product and the support that we've got from our broker partners.

Jaeme Gloyn

Okay. Great. That's good for me. Thanks.

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »

Ed Gettings

Thank you.

Operator

And there are no further questions at this time. I'll turn the call back over to John.

Jonathan Ross

Thanks, everyone, for participating today. Let us know if you have any further questions throughout the day. Reach out to one of us, and we're happy to answer them.

Thanks again, and have a good one.

Operator

And this concludes today's conference call. You may now disconnect.

*****

"Though CNW Group has used commercially reasonable efforts to produce this transcript, it does not represent or warrant that this transcript is error-free. CNW Group will not be responsible for any direct, indirect, incidental, special, consequential, loss of profits or other damages or liabilities which may arise out of or result from any use made of this transcript or any error contained therein."

« Bien que CNW Telbec ait fait tous les efforts possibles pour produire cet audioscript, la société ne peut affirmer ou garantir qu'il ne contient aucune erreur. CNW Telbec ne peut être tenue responsable de pertes ou profits, responsabilités ou dommages causés par ou découlant directement, indirectement, accidentellement ou corrélativement à l'utilisation de ce texte ou toute erreur qu'il contiendrait. »