### Consolidated Financial Statements

## **Atlantic Lottery Corporation Inc.**

March 31, 2011

#### INDEPENDENT AUDITORS' REPORT

To the Shareholders of Atlantic Lottery Corporation Inc.

We have audited the accompanying consolidated financial statements of Atlantic Lottery Corporation Inc., which comprise the consolidated balance sheet as at March 31, 2011 and the consolidated statements of operations, comprehensive income and accumulated other comprehensive income, retained earnings and allocation of profit and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's responsibility for the consolidated financial statements

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

#### Auditors' responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audit is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of **Atlantic Lottery Corporation Inc.** as at March 31, 2011 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Moncton, Canada, June 16, 2011

Chartered Accountants

Ernst & young UP

## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

To the Shareholders of Atlantic Lottery Corporation Inc.

The consolidated financial statements presented in this Annual Report are the responsibility of the management of the Atlantic Lottery Corporation Inc. They have been approved by its Board of Directors.

Management prepared the consolidated financial statements in accordance with Canadian generally accepted accounting principles. The financial information contained in the Annual Report is consistent with the data presented in the consolidated financial statements.

The Atlantic Lottery Corporation Inc. maintains books of account, systems of information, systems of financial and management control, as well as a comprehensive internal audit program which provide reasonable assurance that accurate financial information is available, that assets are protected and that resources are managed efficiently.

The Board of Directors oversees external and internal audit activities through its audit committee. The committee reviews matters related to accounting, auditing, internal control systems, the consolidated financial statements and reports of the internal and independent external auditors.

Brent Scrimshaw Interim CEO Larry Doherty, CMA, CIA

Vice President, Finance & Risk Management

# ATLANTIC LOTTERY CORPORATION INC. CONSOLIDATED BALANCE SHEET AS AT MARCH 31

On behalf of the Board:

| LIABILITIES         Current         Line of credit [note 6]       \$ 22,942 \$         Accounts payable and accrued liabilities       25,900         Deferred revenue       2,571         Liabilities for unclaimed prizes [note 7]       17,685         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68   | 2010    |
|---|---------|
| Current           Cash [note 3]         \$ 22,648 \$           Accounts receivable         24,963           Due from shareholders [note 8]         4,168           Prepaid expenses and deposits         2,732           Inventory [note 4]         5,858           Employee future pension benefits [note 12]         14,328           Property and equipment [note 5]         103,525           TOTAL ASSETS         \$ 178,222 \$           LIABILITIES           Current           Line of credit [note 6]         \$ 22,942 \$           Accounts payable and accrued liabilities         25,900           Deferred revenue         2,571           Liabilities for unclaimed prizes [note 7]         17,685           Due to shareholders [note 8]         -           Current portion of long-term debt [note 10]         18,024           Current portion of long-term lease payable [note 9]         3,507           Employce future other post-employment benefits [note 12]         7,173           Long-term lease payable [note 9]         5,861           Other long-term lease payable [note 9]         5,861           Other long-term liabilities [note 11]         1,419           Share capital [note 13]         -           Ac   |         |
| Cash [note 3]       \$ 22,648 \$         Accounts receivable       24,963 \$         Due from shareholders [note 8]       4,168 \$         Prepaid expenses and deposits       2,732 \$         Inventory [note 4]       5,858 \$         Employee future pension benefits [note 12]       14,328 \$         Property and equipment [note 5]       103,525 \$         TOTAL ASSETS       \$ 178,222 \$         LIABILITIES       \$         Current       25,900 Deferred revenue         Lie of credit [note 6]       \$ 22,942 \$         Accounts payable and accrued liabilities       25,900 Deferred revenue         Deferred revenue       2,571 \$         Liabilities for unclaimed prizes [note 7]       17,685 \$         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024 \$         Current portion of long-term lease payable [note 9]       2,507 \$         Employee future other post-employment benefits [note 12]       7,173 \$         Long-term lease payable [note 9]       5,861 \$         Other long-term liabilities [note 11]       1,419 \$         SHAREHOLDERS' DEFICIENCY       Share capital [note 13]       -         Share capital [note 13]       -       -         Accumulated other comprehensive lo |         |
| Accounts receivable   24,963  |         |
| Accounts receivable   24,963  | 20,487  |
| Prepaid expenses and deposits   2,732   5,858   5,858   60,369  | 9,645   |
| Prepaid expenses and deposits   2,732   1   | -       |
| S,858   60,369  | 9,084   |
| Employee future pension benefits [note 12] 14,328 Property and equipment [note 5] 103,525  TOTAL ASSETS \$ 178,222 \$  LIABILITIES  Current  Line of credit [note 6] \$ 22,942 \$ Accounts payable and accrued liabilities 25,900 Deferred revenue 2,571 Liabilities for unclaimed prizes [note 7] 17,685 Due to shareholders [note 8] - 10,507 Determent portion of long-term debt [note 10] 18,024 Current portion of long-term lease payable [note 9] 2,507 Denote future other post-employment benefits [note 12] 7,173 Long-term lease payable [note 9] 5,861 Other long-term liabilities [note 11] 1,419 SHAREHOLDERS' DEFICIENCY  Share capital [note 13] - Accumulated other comprehensive loss [note 11] (1,419) Retained earnings 68  | 5,352   |
| Property and equipment [note 5]   103,525     TOTAL ASSETS   \$ 178,222   \$  | 44,568  |
| Property and equipment       103,525  | 7,886   |
| ### TOTAL ASSETS    \$ 178,222   \$   | 96,317  |
| Current         Line of credit [note 6]       \$ 22,942 \$         Accounts payable and accrued liabilities       25,900         Deferred revenue       2,571         Liabilities for unclaimed prizes [note 7]       17,685         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68   | 48,771  |
| Line of credit [note 6]       \$ 22,942 \$         Accounts payable and accrued liabilities       25,900         Deferred revenue       2,571         Liabilities for unclaimed prizes [note 7]       17,685         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68   |         |
| Line of credit [note 6]       \$ 22,942 \$         Accounts payable and accrued liabilities       25,900         Deferred revenue       2,571         Liabilities for unclaimed prizes [note 7]       17,685         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68   |         |
| Accounts payable and accrued liabilities       25,900         Deferred revenue       2,571         Liabilities for unclaimed prizes [note 7]       17,685         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68  | 93,700  |
| Deferred revenue   2,571     Liabilities for unclaimed prizes [note 7]   17,685     Due to shareholders [note 8]   -   Current portion of long-term debt [note 10]   18,024     Current portion of long-term lease payable [note 9]   2,507     Employee future other post-employment benefits [note 12]   7,173     Long-term debt [note 10]   75,491     Long-term lease payable [note 9]   5,861     Other long-term liabilities [note 11]   1,419     SHAREHOLDERS' DEFICIENCY     Share capital [note 13]   -   Accumulated other comprehensive loss [note 11]   (1,419)     Retained earnings   68  | 15,363  |
| Liabilities for unclaimed prizes [note 7]       17,685         Due to shareholders [note 8]       -         Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68   | 1,097   |
| Due to shareholders [note 8]  | 12,765  |
| Current portion of long-term debt [note 10]       18,024         Current portion of long-term lease payable [note 9]       2,507         89,629       89,629         Employee future other post-employment benefits [note 12]       7,173         Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY       89,944         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68  | 2,865   |
| Current portion of long-term lease payable [note 9] 2,507  89,629  Employee future other post-employment benefits [note 12] 7,173  Long-term debt [note 10] 75,491  Long-term lease payable [note 9] 5,861  Other long-term liabilities [note 11] 1,419  SHAREHOLDERS' DEFICIENCY  Share capital [note 13] -  Accumulated other comprehensive loss [note 11] (1,419)  Retained earnings 68  | 2,610   |
| Employee future other post-employment benefits [note 12]  Long-term debt [note 10]  Long-term lease payable [note 9]  Other long-term liabilities [note 11]  SHAREHOLDERS' DEFICIENCY  Share capital [note 13]  Accumulated other comprehensive loss [note 11]  Retained earnings  89,629  7,173  75,491  1,419  89,944   | _,010   |
| Long-term debt [note 10]   75,491     Long-term lease payable [note 9]   5,861     Other long-term liabilities [note 11]   1,419     SHAREHOLDERS' DEFICIENCY   | 28,400  |
| Long-term debt [note 10]       75,491         Long-term lease payable [note 9]       5,861         Other long-term liabilities [note 11]       1,419         SHAREHOLDERS' DEFICIENCY         Share capital [note 13]       -         Accumulated other comprehensive loss [note 11]       (1,419)         Retained earnings       68   | 6,696   |
| Long-term lease payable [note 9] 5,861 Other long-term liabilities [note 11] 1,419  SHAREHOLDERS' DEFICIENCY  Share capital [note 13] - Accumulated other comprehensive loss [note 11] (1,419) Retained earnings 68   | 13,515  |
| Other long-term liabilities [note 11]  SHAREHOLDERS' DEFICIENCY  Share capital [note 13]  Accumulated other comprehensive loss [note 11]  Retained earnings  1,419  1,419  (1,419)  | _       |
| SHAREHOLDERS' DEFICIENCY  Share capital [note 13]  Accumulated other comprehensive loss [note 11]  Retained earnings  68  | 1,350   |
| Share capital [note 13] Accumulated other comprehensive loss [note 11] Retained earnings  (1,419) 68  | 21,561  |
| Accumulated other comprehensive loss [note 11] (1,419) Retained earnings 68   |         |
| Retained earnings 68  | -       |
| Retained earnings 68  | (1,350) |
|   | 160     |
| (1,351)   | (1,190  |
| TOTAL LIABILITIES AND SHAREHOLDERS' DEFICIENCY \$ 178,222 \$  | 48,771  |
| Commitments [note 16]   |         |
| See accompanying notes  | 11      |

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#### ATLANTIC LOTTERY CORPORATION INC. CONSOLIDATED STATEMENT OF OPERATIONS YEAR ENDED MARCH 31

|  | 2011          |       | 2010          |
|--|---------------|-------|---------------|
|  | <br>In th     | ousan | ds of dollars |
| Revenue  |               |       |               |
| Gross ticket sales                             | \$<br>646,428 | \$    | 592,319       |
| Net video lottery receipts                     | 411,596       |       | 427,931       |
| Entertainment centre revenue                   | 15,002        |       | 13,606        |
|  | <br>1,073,026 |       | 1,033,856     |
| Prizes on ticket sales                         | 366,827       |       | 342,794       |
| Net revenue                                    | 706,199       |       | 691,062       |
| Direct Expenses                                |               |       |               |
| Commissions                                    | 127,666       |       | 129,925       |
| Direct costs                                   | 20,966        |       | 18,881        |
|  | 148,632       |       | 148,806       |
| Gross profit                                   | 557,567       |       | 542,256       |
| Expenses                                       |               |       |               |
| Operating                                      | 128,144       |       | 101,633       |
| Depreciation [note 5]                          | 21,863        |       | 19,928        |
| Interest [note 10]                             | 2,971         |       | 2,390         |
|  | 152,978       |       | 123,951       |
| Profit before the following                    | <br>404,589   |       | 418,305       |
| Other expenses (income)                        | 705           |       | (852)         |
| Payments to the Government of Canada [note 14] | 4,141         |       | 4,196         |
| Taxes [note 15]                                | 28,609        |       | 25,593        |
|  | 33,455        |       | 28,937        |
| Net profit                                     | \$<br>371,134 | \$    | 389,368       |

# ATLANTIC LOTTERY CORPORATION INC. CONSOLIDATED STATEMENT OF ACCUMULATED OTHER COMPREHENSIVE INCOME YEAR ENDED MARCH 31

|   | <b>2011</b> <i>In thousand</i> | 2010<br>Is of dollars |
|---|--------------------------------|-----------------------|
| Accumulated other comprehensive income, beginning                                     | \$<br>(1,350) \$               | -                     |
| Other comprehensive loss:  Loss on derivative designated as cash flow hedge [note 11] | (69)                           | (1,350)               |
| Accumulated other comprehensive income, ending  | (1,419)                        | (1,350)               |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME YEAR ENDED MARCH 31

|                          | 2011       |                    | 010  |
|--------------------------|------------|--------------------|------|
|                          | In t       | housands of dollar | rs   |
| Net profit               | 371,134    | 389,3              | 368  |
| Other comprehensive loss | (69)       | (1,3               | 350) |
| Comprehensive income     | \$ 371,065 | \$ 388,0           | 018  |

## ATLANTIC LOTTERY CORPORATION INC. CONSOLIDATED STATEMENT OF RETAINED EARNINGS AND ALLOCATION OF PROFIT AS AT MARCH 31

|  | 2011<br>In t         | housand | 2010<br>Is of dollars |
|--|----------------------|---------|-----------------------|
| Retained earnings, beginning of year<br>Net profit | \$<br>160<br>371,134 | \$      | 56<br>389,368         |
| Profit available for distribution to shareholders  | 371,294              |         | 389,424               |
| Allocation of profit: [note 8]                     |                      |         |                       |
| New Brunswick Lotteries and Gaming Corporation     | 121,823              |         | 130,760               |
| Province of Newfoundland and Labrador              | 106,393              |         | 109,161               |
| Nova Scotia Gaming Corporation                     | 129,808              |         | 134,606               |
| Prince Edward Island Lotteries Commission          | 13,202               |         | 14,737                |
|  | 371,226              |         | 389,264               |
| Retained earnings, end of year                     | \$<br>68             | \$      | 160                   |

#### ATLANTIC LOTTERY CORPORATION INC. CONSOLIDATED STATEMENT OF CASH FLOWS YEAR ENDED MARCH 31

|  |    | 2011             | 2010  |
|--|----|------------------|---|
|  |    | In thouse        | ands of dollars                               |
| Cash provided by (used for)                                    |    |                  |   |
| Operating activities   |    |                  |   |
| Net profit   | \$ | 371,134 \$       | 389,368                                       |
| Add non-cash items:  |    |                  |   |
| Depreciation [note 5]  |    | 25,865           | 24,412  |
| Loss on disposal of property, plant and equipment              |    | 4,769            | 2,800   |
| Impairment of long-lived assets [note 5]                       |    | 1,483            | -   |
|  |    | 403,251          | 416,580                                       |
| Net change in non-cash components of working capital [note 17] |    | 426              | 9,382   |
|  |    | 403,677          | 425,962                                       |
| Investing activities   |    |                  |   |
| ···  |    | (39,483)         | (32,749)                                      |
| Purchase of property, plant and equipment                      |    | 10,253           | 242   |
| Proceeds on disposal of property, plant and equipment          |    | (29,230)         | (32,507)                                      |
|  |    | ( )/             |   |
| Financing activities   |    |                  |   |
| (Decrease) increase in line of credit                          |    | (70,758)         | 14,823  |
| Proceeds of long-term debt                                     |    | 80,000           | -   |
| Repayment of long-term debt                                    |    | (2,610)          | (10,851)                                      |
| Repayment of long-term lease payable                           |    | (1,727)          |   |
| Decrease in employee future benefits                           |    | (5,965)          | (4,664)                                       |
|  |    | (1,060)          | (692)   |
| Distribution to shareholders [note 8]                          |    | (371,226)        | (389,264)                                     |
| A TOTAL WASTER OF AND DISCOUNTY OF THE PROPERTY OF             |    |                  | \ <u>\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\</u> |
| Increase in cash   |    | 2,161            | 3,499   |
| Cash, beginning of year  |    | 20,487           | 16,988  |
| Cash, end of year [note 3]                                     | \$ | 22,648 \$        | 20,487  |
| Cash, thu of year [note 5]                                     | Φ  | <i>44</i> ,040 D | 20,407  |

#### 1. NATURE OF OPERATIONS

The Atlantic Lottery Corporation Inc. ["the Corporation"] was incorporated under the *Canada Business Corporations Act* on September 3, 1976. The Corporation's shareholders are the New Brunswick Lotteries and Gaming Corporation, Province of Newfoundland and Labrador, Nova Scotia Gaming Corporation, and Prince Edward Island Lotteries Commission.

The profit of the Corporation is distributed on a monthly basis to each of the shareholders. The distribution to each province consists of the calculated profit in each province as determined by the Amended and Restated Unanimous Shareholders' Agreement.

The Corporation has been appointed to undertake, conduct and manage lotteries by and on behalf of the provinces of New Brunswick, Newfoundland and Labrador and Prince Edward Island. The Corporation has been appointed to operate lotteries in the province of Nova Scotia by the Nova Scotia Gaming Corporation ["NSGC"].

The Corporation has entered into a formal operating agent agreement ["Agreement"] with NSGC that requires the Corporation to obtain the prior approval of NSGC before making certain changes related to lottery schemes in Nova Scotia. The Agreement provides that all assets acquired by the Corporation exclusively for the operation of lotteries in Nova Scotia are held by the Corporation in trust for and on behalf of NSGC, and that all liabilities incurred to acquire those assets are also the liabilities of NSGC. These assets and liabilities are included on the Corporation's consolidated balance sheet.

The Corporation has conduct and manage agent agreements with the provinces of New Brunswick, Newfoundland and Labrador and Prince Edward Island which include similar provisions.

The Articles of Incorporation restrict the number of shareholders to four and any invitations to the public to subscribe for securities of the Corporation are prohibited. Because of these restrictions, the Corporation manages capital through working capital and debt to ensure sufficient liquidity to manage current and future operations. The acquisition of debt requires the approval of the Corporation's Board of Directors and NSGC.

The Corporation is also restricted under the *Gaming Control Acts* of each province for the management of prize funds. The Corporation is required to maintain cash on hand equivalent to the amount of prize liabilities outstanding.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

#### Basis of presentation

The financial statements of the Corporation have been prepared in accordance with Canadian generally accepted accounting principles [GAAP]. The consolidated financial statements include the accounts of the Corporation and the Corporation's 100% owned subsidiary, Atlantic Gaming Equipment Limited.

#### Cash

Cash is represented by deposits on account less outstanding cheques.

#### Inventory

Inventory is valued at the lower of cost, determined on an average cost basis, and net realizable value.

#### 2. SIGNIFICANT ACCOUNTING POLICIES [Continued]

#### Property and equipment

The Corporation capitalizes any major purchase with a useful life beyond the current year. The cost of internally developed intangible assets comprises development costs that are directly attributable to creation, production, and preparation of the asset to be capable of operating in the manner intended by management. These costs are capitalized if they meet all the following criteria:

- The technical feasibility of completing the software for use has been demonstrated,
- The Corporation has demonstrated its intention to use the software,
- The Corporation has demonstrated its ability to use the software,
- The usefulness of the software in generating probable future economic benefit has been demonstrated,
- There are adequate technical, financial and other resources to complete the development of the software,
   and
- The expenditure attributable to the software can be measured reliably during its development.

Assets are recorded at their original cost and are amortized on the straight-line basis according to their estimated useful lives. Amortization is taken at the following annual rates:

| Asset                                       | Rate                 |                            |
|---|----------------------|----------------------------|
| Building                                    | 10 and 20 years      |                            |
| Automotive equipment                        | 3 years              |                            |
| Furniture and equipment                     | 5, 10 and 15 years   |                            |
| Traditional gaming system and terminals     | 2-6 years            |                            |
| Video lottery gaming system and terminals   | 3-7 years            |                            |
| Computer equipment                          | 3-6 years            |                            |
| Leasehold improvements                      | Remaining lease term |                            |
| Entertainment centre building and equipment | 5, 10 and 25 years   |                            |
| Assets under capital lease                  | 4 years              | ************************** |

#### Revenues and expenses

The recognition of lottery sales revenue and the corresponding direct expenses for all draw games is at the date of the draw. Receipts for lottery tickets sold on or before March 31 for draws held subsequent to that date are recorded as deferred revenue. Direct costs such as ticket printing and retailer commissions relating to the deferred revenue are recorded as prepaid expenses.

The recognition of lottery sales revenue and the corresponding direct expenses for all instant ticket games is at the time of activation, which determines the transfer of legal ownership to the retailer.

The recognition of lottery sales revenue for net video lottery receipts is at the time of play and is recorded net of credits paid out.

Entertainment centre revenue includes net receipts from electronic gaming devices, recorded net of credits paid out at the time of play, table games, and restaurant sales.

#### 2. SIGNIFICANT ACCOUNTING POLICIES [Continued]

#### Prize expense

Effective April 1, 2010, lottery prize expenses are recorded based on the actual prize liability experienced for each online game, and theoretical prize liabilities for Scratch'N Win ticket games. In addition to cash prizes, the Corporation also awards free tickets. The value ascribed to free ticket prizes is equal to the sale price, sales are recorded excluding free ticket prizes.

For Scratch'N Win ticket games, the actual expense incurred each year will vary from theoretical estimates based on the nature of games of chance. Over the life of a game, the actual prize expenses will equal the theoretical expenses

#### Commissions

Commissions paid to retailers are based on revenue earned. ALC recognizes these commissions as the revenue is earned.

#### Unclaimed prizes

All unclaimed prizes from regional lottery games are retained in a prize fund for twelve months from the announced beginning date of the draw and Sports games are retained in the prize fund for 744 days from the date of purchase of the ticket. Unclaimed prizes remaining after the respective claiming periods are transferred to a special prize fund and are recorded as a reduction to prize expense and/or used for prizes in subsequent draws.

Scratch 'N Win lottery games are retained in a prize fund for thirty-six months from the date of launch of the game. Unclaimed prizes remaining after thirty-six months are transferred to a special prize fund and are recorded as a reduction to prize expense and/or used for prizes in subsequent draws. Although Scratch 'N Win prizes do not expire for accounting purposes thirty-six months was selected as historically there have been minimal validations after this period.

Unclaimed prizes of national lottery games are administered by the Interprovincial Lottery Corporation.

#### Employee future benefits

The Corporation has a defined benefit pension plan covering substantially all of its employees. The benefits are based on length of service and the average of the 60 consecutive months of highest pensionable earnings. The cost of the registered plan is funded by employee and employer contributions.

The Corporation accrues its obligations under employee benefit plans as the employees render the services necessary to earn the pension. The Corporation has adopted the following policies:

- The cost of pensions earned by employees is actuarially determined using the projected benefit method and management's best estimate of expected plan investment performance, salary escalation, membership data and expected health care costs.
- The expected return on plan assets is based on the fair value of plan assets.
- The amortization of past service costs emerging from plan amendments is made on a linear basis over the average remaining service life for active members expected to receive benefits under the plan.
- Cumulative gains and losses in excess of 10% of the greater of the accrued benefit obligation and the
  market-related value of plan assets are amortized over the average remaining service period of active
  members expected to receive benefits under the plan.
- There were no changes in plan provisions, actuarial costs methods or the asset valuation method since the last disclosure as of March 31, 2010.

#### 2. SIGNIFICANT ACCOUNTING POLICIES [Continued]

#### Financial instruments and comprehensive income

The Corporation is required to designate its financial instruments into one of the following five categories: (i) held-for-trading, (ii) available-for-sale, (iii) held-to-maturity, (iv) loans and receivables, or (v) other financial liabilities. All financial instruments are to be initially measured at fair value. Financial instruments classified as held-for-trading or available-for-sale are subsequently measured at fair value with any change in fair value recorded in net profit and other comprehensive loss, respectively. All other financial instruments are subsequently measured at amortized cost using the effective interest rate method.

The Corporation has designated its financial instruments as follows:

- a) Cash and deposits, and line of credit are classified as held-for-trading. Due to the nature and/or short-term maturity of these financial instruments, carrying value approximates fair value.
- b) Accounts receivable are classified as loans and receivables. After their initial fair value measurement, they are measured at amortized cost using the effective interest rate method. For the Corporation, the carrying value approximates fair value. Credit risk arises from the potential that the counterparty will fail to perform its obligations. The Corporation performs a thorough assessment of debtors prior to granting credit and actively monitors the financial health of its debtors on an ongoing basis.
- c) Accounts payable and accrued liabilities, liabilities for unclaimed prizes, amounts due to shareholders, long-term debt, and other liabilities are classified as other financial liabilities. Initial measurement is at fair value with any transaction costs included in the fair value amount. Subsequently, they are measured at amortized cost using the effective interest rate method. For the Corporation, the carrying value approximates fair value.

Transaction costs are expensed as incurred.

#### Derivatives and hedge accounting

The Corporation holds a derivative in the form of an interest rate swap which is used as a hedge against fluctuating interest rates. The Corporation uses hedge accounting and documents the identification, designation and effectiveness of this hedging relationship throughout the term of the hedge. The change in the fair value of the effective portion of the hedging derivative is recognized in other comprehensive loss, while the ineffective portion is recognized in interest charges.

#### Use of estimates

The preparation of consolidated financial statements in conformity with Canadian generally accepted accounting principles ["GAAP"] requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Due to the inherent uncertainty involved with making such estimates, actual results in future years could differ from those estimates.

#### Future accounting pronouncements

#### International Financial Reporting Standards [IFRS]

All publicly accountable enterprises will be required to apply IFRS, in full and without modification, on fiscal years beginning on or after January 1, 2011. The Corporation will adopt IFRS beginning April 1, 2011 with restatement, for comparative purposes, of amounts reported for the year ended March 31, 2011, and of the opening consolidated balance sheet as at April 1, 2010.

#### 3. CASH

Cash is represented by deposits on account, less outstanding cheques.

|                     | 2011         | 2010      |
|---------------------|--------------|-----------|
| Deposits on account | \$<br>23,603 | \$ 21,998 |
| Outstanding cheques | 955          | 1,511     |
| Cash, end of year   | \$<br>22,648 | \$ 20,487 |

Pursuant to provincial regulations Atlantic Lottery maintains restricted cash accounts in an amount equivalent to current game liabilities. The Corporation has a cash balance in the amount of \$17,668 [2010-\$12,652] to fund prizes. Withdrawals from these accounts are restricted to payment of prizes.

Funds held for alc.ca wallets represent funds provided to Atlantic Lottery through player wallets on alc.ca. These amounts are deposited into a separate bank account and are internally restricted by ALC exclusively for funding the alc.ca wallet liability. The Corporation has a cash balance of \$399 [2010-\$420] to fund player wallets.

#### 4. INVENTORY

|                   | 2011     | 2010        |
|-------------------|----------|-------------|
| Ticket stock      | \$ 5,780 | \$<br>5,231 |
| Food and beverage | 78       | <br>121     |
| Total inventory   | \$ 5,858 | \$<br>5,352 |

During the year ended March 31, 2011, the Corporation recorded inventory write-offs in the amount of \$1,176 [2010 - \$994].

#### 5. PROPERTY AND EQUIPMENT

|   |            | 2011 |           |    |         |
|---|------------|------|-----------|----|---------|
|   |            | Accı | ımulated  | Ne | t Book  |
|   | Cost       | Dep  | reciation |    | Value   |
| Land  | \$ 1,686   | \$   | •         | \$ | 1,686   |
| Building                                    | 3,837      |      | 3,005     |    | 832     |
| Automotive equipment                        | 2,656      |      | 1,766     |    | 890     |
| Furniture and equipment                     | 29,846     |      | 24,677    |    | 5,169   |
| Traditional gaming system and terminals     | 50,436     |      | 35,210    |    | 15,226  |
| Video lottery gaming system and terminals   | 155,763    |      | 125,820   |    | 29,943  |
| Computer equipment                          | 41,086     |      | 19,249    |    | 21,837  |
| Leasehold improvements                      | 6,661      |      | 4,955     |    | 1,706   |
| Entertainment centre building and equipment | 24,931     |      | 7,068     |    | 17,863  |
| Software under capital lease                | 4,975      |      | 812       |    | 4,163   |
| Hardware under capital lease                | 5,120      |      | 910       |    | 4,210   |
|   | \$ 326,997 | \$   | 223,472   | \$ | 103,525 |

#### 5. PROPERTY AND EQUIPMENT [Continued]

|   | 2010       |                   |           |       |         |
|---|------------|-------------------|-----------|-------|---------|
|   |            | Ac                | cumulated | N     | et Book |
|   | Cost       | Cost Depreciation |           | Value |         |
| Land  | \$ 1,686   | \$                | **        | \$    | 1,686   |
| Building                                    | 3,648      |                   | 2,947     |       | 701     |
| Automotive equipment                        | 2,684      |                   | 1,320     |       | 1,364   |
| Furniture and equipment                     | 20,097     |                   | 10,780    |       | 9,317   |
| Traditional gaming system and terminals     | 86,801     |                   | 71,039    |       | 15,762  |
| Video lottery gaming system and terminals   | 206,755    |                   | 166,442   |       | 40,313  |
| Computer equipment                          | 21,142     |                   | 15,201    |       | 5,941   |
| Leasehold improvements                      | 6,734      |                   | 4,392     |       | 2,342   |
| Entertainment centre building and equipment | 25,634     |                   | 6,743     |       | 18,891  |
| Software under capital lease                | -          |                   | ••        |       |         |
| Hardware under capital lease                |            |                   | -         |       | **      |
|   | \$ 375,181 | \$                | 278,864   | \$    | 96,317  |

Traditional gaming system and terminals, video lottery gaming system and terminals and computer equipment categories include hardware and software components. These assets are recorded in three classifications; hardware software and installation and services. Within these categories the hardware net book value was recorded as \$35,184 [2010-\$30,557], software net book value was recorded as \$23,765 [2010-\$9,524] and installation and services net book value was recorded as \$8,057 [2010-\$21,933].

Property and equipment is reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. The Corporation recorded impairment of \$1,483 [2010-nil].

Depreciation expense includes property and equipment depreciation of \$21,863 [2010 – \$19,928], and direct costs include property and equipment depreciation in the amount of \$4,002 [2010 – \$4,484].

#### 6. LINE OF CREDIT

The Corporation has available a \$150,000 line of credit, which bears interest at prime less 0.50%, and charges a standby fee on the daily unadvanced portion of the credit facility at a rate of 0.20% per annum.

#### 7. LIABILITIES FOR UNCLAIMED PRIZES

|                                       |    | 2011    |       | 2010  |
|---------------------------------------|----|---------|-------|-------|
| Unclaimed prizes                      |    |         |       |       |
| Current prizes                        | \$ | 17,015  | \$ 12 | 2,106 |
| Special prize fund                    |    | 653     |       | 546   |
| Theoretical prize provision           |    |         | (6    | ,887) |
| Theoretical prize provision write-off |    | 17      | •     | 7,000 |
|                                       | \$ | 17,685  | \$ 12 | 2,765 |
|                                       |    | 2011    |       | 2010  |
| Special prize fund                    |    |         |       |       |
| Balance, beginning of year            | \$ | 546     | \$    | 22    |
| Unclaimed prizes expired during year  |    | 1,354   | ;     | 3,502 |
| Prize payouts                         | (  | (1,247) | (2    | ,978) |
| Balance, end of year                  | \$ | 653     | \$    | 546   |

#### 8. DUE TO/FROM SHAREHOLDERS

Prince Edward Island Lotteries Commission

| -  | Profit<br>Earned | 2011<br>Profit<br>Paid | Profit Payable<br>(Receivable) |
|--|------------------|------------------------|--------------------------------|
| New Brunswick Lotteries and Gaming Corporation | \$ 121,823       | \$ 122,977             | \$ (1,154)                     |
| Province of Newfoundland and Labrador          | 106,393          | 107,501                | (1,108)                        |
| Nova Scotia Gaming Corporation                 | 129,808          | 131,242                | (1,434)                        |
| Prince Edward Island Lotteries Commission      | 13,202           | 13,674                 | (472)                          |
|  | \$ 371,226       | \$ 375,394             | \$ (4,168)                     |
|  |                  | 2010                   |                                |
|  | Profit           | Profit                 | Profit Payable                 |
|  | Earned           | Paid                   | (Receivable)                   |
| New Brunswick Lotteries and Gaming Corporation | \$ 130,760       | \$ 130,612             | \$ 148                         |
| Province of Newfoundland and Labrador          | 109,161          | 106,378                | 2,783                          |
| Nova Scotia Gaming Corporation                 | 134,606          | 134,263                | 343                            |

The amount due (from) to shareholders relates to the profit earned for the year, not yet (received) paid.

14,737

\$ 389,264

15,146

\$ 386,399

(409)

2,865

#### 9. LONG-TERM LEASE PAYABLE

|   | <br>2011    | <br>2010 |
|---|-------------|----------|
| Lease of computer hardware payable in monthly installments of \$121 including interest at an imputed rate of 3.25% until April 2014   | \$<br>4,205 | \$<br>~  |
| Lease of computer software payable in monthly installments of \$109 including interest at an imputed rate of $3.25\%$ until July 2014 | 4,163       | -        |
|   | 8,368       | <br>-    |
| Current portion of long-term lease  | 2,507       | _        |
|   | \$<br>5,861 | \$<br>_  |

The aggregate payment of long-term lease payable for each of the five years subsequent to March 31, 2011 are approximately as follows: 2012 - \$2,507; 2013 - \$2,596; 2014 - \$2,689; 2015 - \$576 and 2016 - \$0.

#### 10. LONG-TERM DEBT

|   | 2011             | 2010            |
|---|------------------|-----------------|
| Bank term loan, amortized over 55 months, bearing interest at variable rates based on 30-day Bankers Acceptances, hedged by fixed interest rate swaps bearing interest at 2.58%, maturing October 2015. | \$ 80,000        | \$ -            |
| Bank term loan, amortized over 5 years, bearing interest at variable rates based on 30-day Bankers' Acceptances, hedged by fixed interest rate swaps bearing interest at 4.86%, maturing August 2011.   | 420              | 2,178           |
| Bank term loan, amortized over 20 years, bearing interest at variable rates based on 30-day Bankers' Acceptances, hedged by a fixed interest rate swap bearing interest at 5.13%, maturing August 2016. | 13,095           | 13,947          |
| Current portion of long-term debt   | 93,515<br>18,024 | 16,125<br>2,610 |
|   | \$ 75,491        | \$ 13,515       |

The aggregate maturities of long-term debt for each of the five years subsequent to March 31, 2011 are approximately as follows: 2012 - \$18,024; 2013 - \$17,995; 2014 - \$18,396; 2015 - \$18,807 and 2016 - \$11,458.

Included in interest expense is \$925 [2010 - \$1,089] relating to long-term debt, \$1,805 [2010 - \$1,301] relating to line of credit, and \$241 [2010- \$0] related to software under capital lease.

The Corporation has a debt covenant limiting cash payments to shareholders to be less than or equivalent to profit earned. The Corporation is in compliance with this covenant.

#### 11. OTHER LONG-TERM LIABILITIES

|                             | 2011        | 2010        |
|-----------------------------|-------------|-------------|
| Other long-term liabilities | \$<br>1,419 | \$<br>1,350 |

During the year ended March 31, 2011, the Corporation recorded the fair value of its cash flow hedge as a long-term liability, while the effective portion of the hedging derivative was recognized in other comprehensive loss.

#### 12. EMPLOYEE FUTURE BENEFITS

#### Pension benefits

The Corporation participates in a multi-employer defined benefit contributory pension plan. Benefits of the pension plan are based on employees' length of service and the average of the 60 consecutive months of highest pensionable earnings prior to termination or retirement. The Corporation's share of the multi- employer plan assets and the related accrued benefit obligation have been actuarially measured for accounting purposes as at March 31, 2011 using the projected benefit method prorated on service and management's best estimate of expected plan performance, salary escalation and retirement ages of employees.

The most recent actuarial valuation for funding purposes was performed as at December 31, 2009 by Mercer, a firm of consulting actuaries. This valuation disclosed an unfunded liability of \$56,123 for the entire plan of which Atlantic Lottery is one of the participating employers. Pursuant to the Act, Atlantic Lottery will pay their share of special payments, on average \$7,500 annually, into the Plan in addition to the employer contribution for current service cost. These payments will continue until 2018 or until the benefits under the Act are fully funded as determined by an actuarial valuation whichever comes first. The additional amount paid during the fiscal year ended March 31, 2011 was \$6,481 [2010-3,577].

As a result of the CGI outsourcing agreement [note 16] a partial pension plan wind-up was required on July 18, 2010 resulting in a curtailment loss on the defined benefit pension plan of \$275 [2010- nil].

#### Other post-employment benefits

The Corporation also sponsors the following post-employment benefits:

- 1. Long-service award which covers all employees of the Corporation who retire from active service. The award is one week of pay for each year of service [up to a maximum of 25] based on earnings at retirement.
- 2. Extended health and dental benefits.
- 3. Life insurance and ad-hoc supplementary pensions.

The most recent actuarial valuation of the other post-employment benefits liabilities was conducted as at March 31, 2009 and those results were extrapolated to March 31, 2011. Actuarial reports prepared for the current year are based on projections of employees' compensation levels to the time of retirement and future health care costs based on management's best estimate.

As a result of the CGI outsourcing agreement [note 17] a partial pension plan wind-up was required on July 18, 2010 resulting in a curtailment gain on other post-employment benefits of \$148 [2010- nil].

Information about the Corporation's employee future benefits as at March 31, in aggregate, is as follows:

|   | Defined benefit pension plan - |               | Other post-employment |                   |    |         |       |           |
|---|--------------------------------|---------------|-----------------------|-------------------|----|---------|-------|-----------|
|   | Corporation's share (funded)   |               | e (funded)            | _ benefits (unfun |    |         | ided) |           |
|   | P                              | 2011          | ~                     | 2010              | 7  | 2011 '  |       | 2010      |
| Change in accrued benefit obligation                    |                                |               |                       |                   |    |         |       |           |
| Balance, beginning of year                              | \$                             | 75,987        | \$                    | 44,455            | \$ | 8,164   | \$    | 5,513     |
| Current service cost (employer portion)                 |                                | 3,714         |                       | 781               |    | 519     |       | 365       |
| Employees' contributions                                |                                | 2,008         |                       | 2,168             |    | -       |       | _         |
| Benefits paid   |                                | (5,094)       |                       | (4,810)           |    | (480)   |       | (134)     |
| Interest on accrued benefit obligation                  |                                | 5,294         |                       | 3,960             |    | 473     |       | 447       |
| Decrease in obligation due to curtailment               |                                | (1,928)       |                       |                   |    | (539)   |       |           |
| Actuarial (gain)/ loss                                  |                                | 19,300        |                       | 29,433            |    | 237     |       | 1,973     |
| Balance, end of year                                    | \$                             | 99,281        | \$                    | 75,987            | \$ | 8,374   | \$    | 8,164     |
| Change in fair value of plan assets                     |                                |               |                       |                   |    |         |       |           |
| Balance, beginning of year                              | \$                             | 75,062        | \$                    | 57,301            | \$ | -       | \$    | -         |
| Actual return on plan assets net of actual expenses     |                                | 8,591         |                       | 13,516            |    | -       |       | -         |
| Employer contributions                                  |                                | 10,701        |                       | 6,887             |    | 480     |       | 134       |
| Employees' contributions                                |                                | 2,008         |                       | 2,168             |    | _       |       | **        |
| Benefits paid   |                                | (5,094)       |                       | (4,810)           |    | (480)   |       | (134)     |
| Balance, end of year                                    | \$                             | 91,268        | \$                    | 75,062            | \$ | -       | \$    | -         |
| Reconciliation of accrued benefit obligation to accrued | l hen <i>e</i>                 | fit liability |                       |                   |    |         |       |           |
| Accrued benefit obligation                              | \$                             | (99,281)      |                       | (75,987)          | \$ | (8,374) | \$    | (8,164)   |
| Market value of plan assets                             | •                              | 91,268        | *                     | 74,245            | *  | -       | •     | (0,,,,,,, |
| Surplus (deficiency)                                    |                                | (8,013)       |                       | (1,742)           |    | (8,374) |       | (8,164)   |
| Unamortized transitional obligation                     |                                | 11,596        |                       | 12,703            |    | 268     |       | 395       |
| Unamortized past service costs                          |                                | ,             |                       | ,                 |    | (904)   |       | (1,077)   |
| Unamortized net actuarial loss (gain)                   |                                | 10,745        |                       | (3,075)           |    | 1,837   |       | 2,150     |
| Accrued benefit asset/(liability) as at March 31        | \$                             | 14,328        | \$                    | 7,886             | \$ | (7,173) | \$    | (6,696)   |
| Reconciliation of expense                               |                                |               |                       |                   |    |         |       |           |
| Current service cost                                    | \$                             | 3,714         | \$                    | 782               | \$ | 519     | \$    | 365       |
| Interest on accrued benefit obligation                  | •                              | 5,294         | •                     | 3,960             | _  | 473     | *     | 447       |
| Expected return on plan assets                          |                                | (5,038)       |                       | (3,863)           |    | **      |       | _         |
| Amortization of transitional obligation                 |                                | 832           |                       | 847               |    | 104     |       | 110       |
| Amortization of actuarial losses (gains)                |                                | -             |                       | (1,007)           |    | 124     |       | 20        |
| Amortization of past service gain                       |                                | -             |                       | -                 |    | (115)   |       | (120)     |
| Curtailment loss (gain)                                 |                                | 275           |                       | _                 |    | (148)   |       | -         |
| Settlement cost   |                                | 2,580         |                       |                   |    | ()      |       |           |
|   | \$                             | 7,657         | \$                    | 719               | \$ | 957     | \$    | 822       |
| Significant assumptions                                 |                                |               |                       |                   |    |         |       |           |
| Discount rate - expense determination                   |                                | 6.50%         |                       | 8.80%             |    | 6.00%   |       | 8.00%     |
| Discount rate - accrued benefit obligation              |                                | 5.90%         |                       | 6.50%             |    | 5.80%   |       | 6.00%     |
| Long-term rate of return on plan assets                 |                                | 6.50%         |                       | 6.50%             |    | -       |       | -         |
| Increases in pensionable earnings                       |                                | 3.90%         |                       | 3.90%             |    | 4.00%   |       | 4.00%     |
| Health care cost increases                              |                                |               |                       |                   |    | 6.00%   |       | 6.00%     |
| Dental care cost increases                              |                                | -             |                       | _                 |    | 3.50%   |       | 3.50%     |
|   |                                |               |                       |                   |    |         |       |           |

#### 13. SHARE CAPITAL

Authorized and issued on incorporation is one common share to each of the provinces or their agencies for cash consideration of one hundred dollars per share.

#### 14. PAYMENTS TO THE GOVERNMENT OF CANADA

Under federal/provincial agreements, the Government of Canada agreed to withdraw from the sale of lottery tickets and to refrain from re-entering the field of gaming and betting. In consideration, all provinces and territories of Canada pay \$24,000 annually, in 1979 dollars, adjusted by the consumer price index each year. The amount for the current year was \$66,576 for all provinces and territories.

The Corporation, as the Regional Marketing Organization of the Interprovincial Lottery Corporation, remits its member provinces' share of the above payments to the Interprovincial Lottery Corporation. The payment is included in the consolidated statement of operations as a deduction from profit and was allocated to the Corporation's member provinces based upon relative population, as follows:

|  | 2011        | 2010        |
|--|-------------|-------------|
| New Brunswick Lotteries and Gaming Corporation | \$<br>1,331 | \$<br>1,344 |
| Province of Newfoundland and Labrador          | 895         | 900         |
| Nova Scotia Gaming Corporation                 | 1,685       | 1,719       |
| Prince Edward Island Lotteries Commission      | <br>230     | 233         |
|  | 8 4,141     | \$<br>4,196 |

#### 15. TAXES

|   | 2011      | 2010      |
|---|-----------|-----------|
| Harmonized sales tax [HST]/goods and services tax [GST] | \$ 28,609 | \$ 25,593 |

In lieu of the collection of HST/GST on lottery ticket sales to the consumer, the Corporation pays tax based on specific formulas. In addition to the HST/GST paid by the Corporation, HST/GST paid on goods and services purchased is not recoverable and is recorded with the cost to which it relates. HST is paid in New Brunswick, Newfoundland and Labrador, and Nova Scotia, and GST is paid in Prince Edward Island.

#### 16. COMMITMENTS

The Corporation is committed to payments for the lease of equipment and premises occupied by its head office, as well as operations in Nova Scotia and Newfoundland and Labrador. The minimum future annual lease payments over the next five years are as follows: 2012 - \$3,639; 2013 - \$3,303; 2014 - \$3,249; 2015 - \$3,132 and 2016 - \$3,059. Aggregate lease payments to the end of the lease terms total \$21,735.

On July 18, 2010, the Corporation entered into a seven year outsourcing agreement with CGI, with the option of three one year renewable terms. The scope of the agreement is for Infrastructure Services, Application Services, Project Services and the purchase of most non-gaming IT assets.

#### 16. COMMITMENTS [Continued]

The minimum future annual payments to CGI over the next five years are as follows: 2012 - \$21,493; 2013 - \$18,997; 2014 - \$18,082; 2015 - \$16,184 and 2016 - \$15,126. Aggregate payments to the end of the contract in 2018 total \$109,164.

#### 17. NET CHANGE IN NON-CASH COMPONENTS OF WORKING CAPITAL

|  | 2011        | 2010      |
|--|-------------|-----------|
| (Increase) decrease                      |             |           |
| Accounts receivable                      | \$ (15,318) | \$ 11,046 |
| Prepaid expenses and deposits            | 6,352       | (4,969)   |
| Due from shareholder                     | (4,168)     |           |
| Inventory                                | (506)       | (169)     |
|  | (13,640)    | 5,908     |
| Increase (decrease)                      |             |           |
| Accounts payable and accrued liabilities | 10,537      | (2,863)   |
| Deferred revenue                         | 1,474       | (555)     |
| Liabilities for unclaimed prizes         | 4,920       | 7,200     |
| Due to shareholders                      | (2,865)     | (308)     |
|  | 14,066      | 3,474     |
| Net change                               | \$ 426      | \$ 9,382  |

#### 18. SUPPLEMENTAL CASH FLOW INFORMATION

|  | 2011     | 2010     |
|--|----------|----------|
| Cash paid during the year for interest     | \$ 2,971 | \$ 2,390 |
| Cash received during the year for interest | \$ 158   | \$ 58    |

#### 19. INCOME TAXES

The Corporation is owned by the four Atlantic Provincial Governments and is exempt from income tax.

#### 20. FINANCIAL INSTRUMENT RISK

The Corporation's financial instruments are exposed to several financial risks, which include:

a) Interest rate risk: The Corporation manages interest rate risk with respect to long-term debt through the use of fixed rate hedges. The line of credit, which bears interest at a floating rate, is exposed to interest rate risk

#### 20. FINANCIAL INSTRUMENT RISK [Continued]

through the fluctuations in the Prime rate. Fluctuations in the Prime rate by plus or minus 1% could impact the Corporation's net profit by an amount of \$214 based on the line of credit balance as at March 31, 2011.

- b) Credit risk: The Corporation is subject to credit risk due to the nature of its operations where retail partners collect the Corporation's revenue. This risk is managed through frequent collection of revenue and the control to pull funds from retailers' bank accounts and through retaining security deposits where the individual risk is assessed as high. The average balance for any one retail location outstanding is approximately \$5.
- c) Liquidity risk: The Corporation maintains committed credit facilities to ensure sufficient funds are available to meet current and foreseeable future financial requirements at a reasonable cost. This allows the Corporation to manage the liquidity risk of not having cash available to satisfy financial liabilities as they come due.

#### 21. CAPITAL MANAGEMENT

The Corporation does not retain any earnings. Net income, after deducting contractual amounts due to the Government of Canada, is returned to the Province of Newfoundland, Province of Prince Edward, Province of Nova Scotia and Province of New Brunswick.

The Corporation's policy is to maintain a structure which allows the Corporation to have sufficient liquidity to meet both operational demands and payments to the Provinces. Earnings are advanced to the shareholder provinces bimonthly.

As a result of fluctuating cash flow requirements and to minimize market risk, the Corporation maintains a high degree of liquidity and has a line of credit available. Corporate assets are financed through debt borrowings in the form of bank term loans and a line of credit.

The Board of Directors is responsible for the oversight of management including its policies related to financial and risk management issues.

There were no changes in the Corporation's approach to capital management during the year.

#### 22. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with the financial statement presentation adopted in the current year.