

# **THE KEG ROYALTIES INCOME FUND**

## **YEAR END REPORT**

For the three and twelve months ended December 31, 2015

## TO OUR UNITHOLDERS

On behalf of the Board of Trustees, I am pleased to present the results of The Keg Royalties Income Fund (the “Fund”) for the three and twelve months ended December 31, 2015.

### RESULTS

The gross sales reported by the 102 Keg restaurants in the Royalty Pool increased by \$23,641,000 or 18.1% to \$154,528,000 during the quarter and by \$53,347,000 or 10.2% to \$574,048,000 for the year. The increase in Royalty Pool sales is partly due to an extra week of sales included in both the quarter and the year, which results from KRL’s floating year-end date which occurs approximately every five years. These sales also include the sales of the three new restaurants added to the Royalty Pool on January 1, 2015, and same store sales increases of 11.1% for the quarter and 8.0% for the year.

Royalty income increased by \$1,129,000 or 21.5% from \$5,258,000 in the three months ended December 31, 2014 to \$6,387,000 in the three months ended December 31, 2015 and increased by \$2,355,000 or 11.3% from \$20,896,000 for the year ended December 31, 2014 to \$23,251,000 for the year ended December 31, 2015.

Distributable cash before SIFT tax increased by \$548,000 from \$3,735,000 (32.9 cents/Fund unit) to \$4,283,000 (37.7 cents/Fund unit) for the quarter and by \$1,377,000 from \$15,304,000 (\$1.348/Fund unit) to \$16,681,000 (\$1.469/Fund unit) for the year. Distributable cash available to pay distributions to public unitholders increased by \$305,000 from \$2,757,000 (24.3 cents/Fund unit) to \$3,062,000 (27.0 cents/Fund unit) for the quarter and by \$875,000 from \$11,421,000 (\$1.006/Fund unit) to \$12,296,000 (\$1.083/Fund unit) for the year. Distributions of \$2,946,000 (26.0 cents/Fund unit) were paid to Fund unitholders during the fourth quarter of 2015 and a special distribution of \$795,000 (7.0 cents/Fund unit) was declared during December 2015, as compared with distributions of \$2,725,000 (24.0 cents/Fund unit) paid during the fourth quarter of 2014. During 2015, distributions of \$11,365,000 (\$1.001/Fund unit) were paid to Fund unitholders and a special distribution of \$795,000 (7.0 cents/Fund unit) declared during December 2015, compared to distributions of \$10,899,000 (96.0 cents/Fund unit) paid during 2014.

The Fund remains financially well positioned with surplus cash on hand of \$2,770,000, and a positive working capital balance of \$2,317,000 as at December 31, 2015.

### OUTLOOK

In Canada, Restaurants Canada has estimated that sales in the full-service restaurant category, the category in which The Keg operates, increased by 4.8% in 2014 and has projected sales to increase by 3.6% in 2015. In the United States (“US”), the National Restaurant Association has estimated that sales in the full-service category increased by 2.8% in 2014, and has projected sales to increase by 2.9% in 2015. Given the close historical relationship between disposable income and foodservice spending, management of Keg Restaurants Ltd. (“KRL”) expects that as economic conditions and consumer sentiment continue to improve in North America, sales for The Keg will also improve, leading it to once again outperform the full service category with respect to same store sales growth.

### COMPETITIVE STRENGTH AND GROWTH

The Keg remains an industry leader in the full-service restaurant category in Canada; a fact confirmed by the independent research firm Technomic Inc. Annually, Technomic Inc. conducts consumer research and asks consumers to rate Canadian restaurant chains on over 60 attributes, as part of their Canadian Restaurant Consumer Choice Awards. In 2014, The Keg was awarded the top service award in the full-service category and in 2015, the top food quality award, in that same category. KRL’s management remains committed to maintaining and improving the legendary high standards that have come to define the brand throughout North America including The Keg’s high quality menu, knowledgeable, friendly service and marketing innovation. KRL has consistently demonstrated its ability to deliver growth in both system sales and same store sales over the long term, which has provided not only stability but also growth in distributable cash and distributions to the Fund’s unitholders.

Sincerely,



C.C. Woodward  
Chairman, The Keg Royalties Income Fund  
on behalf of the Board of Trustees  
February 8, 2016

## FINANCIAL HIGHLIGHTS

(\$000's except per unit amounts)	Oct. 1 to Dec. 31, 2015	Oct. 1 to Dec. 31, 2014	Jan. 1 to Dec. 31, 2015	Jan. 1 to Dec. 31, 2014
<b>Restaurants in the Royalty Pool</b>	<b>102</b>	<b>103</b>	<b>102</b>	<b>103</b>
<b>Gross sales reported by Keg restaurants in the Royalty Pool</b> .....	<b><u>\$ 154,528</u></b>	<b><u>\$ 130,887</u></b>	<b><u>\$ 574,048</u></b>	<b><u>\$ 520,701</u></b>
Royalty income <sup>(1)</sup> .....	\$ 6,387	\$ 5,258	\$ 23,251	\$ 20,896
Interest income <sup>(2)</sup> .....	<u>1,079</u>	<u>1,080</u>	<u>4,281</u>	<u>4,281</u>
<b>Total income</b> .....	<b>\$ 7,466</b>	<b>\$ 6,338</b>	<b>\$ 27,532</b>	<b>\$ 25,177</b>
Administrative expenses <sup>(3)</sup> .....	(138)	(110)	(435)	(408)
Interest and financing expenses <sup>(4)</sup> .....	<u>(108)</u>	<u>(157)</u>	<u>(519)</u>	<u>(624)</u>
<b>Operating income</b> .....	<b>\$ 7,220</b>	<b>\$ 6,071</b>	<b>\$ 26,578</b>	<b>\$ 24,145</b>
Distributions to KRL <sup>(5)</sup> .....	<u>(2,511)</u>	<u>(2,186)</u>	<u>(9,491)</u>	<u>(8,713)</u>
<b>Profit (loss) before fair value gain (loss) and taxes</b> .....	<b>\$ 4,709</b>	<b>\$ 3,885</b>	<b>\$ 17,087</b>	<b>\$ 15,432</b>
Fair value gain (loss) <sup>(6)</sup> .....	550	(2,686)	(1,324)	(3,926)
Taxes <sup>(7)</sup> .....	<u>(1,271)</u>	<u>(1,005)</u>	<u>(4,527)</u>	<u>(3,983)</u>
<b>Profit (loss) and comprehensive income (loss)</b> .....	<b><u>\$ 3,988</u></b>	<b><u>\$ 194</u></b>	<b><u>\$ 11,236</u></b>	<b><u>\$ 7,523</u></b>
<b>Distributable cash before SIFT tax</b> <sup>(8)</sup> .....	<b><u>\$ 4,283</u></b>	<b><u>\$ 3,735</u></b>	<b><u>\$ 16,681</u></b>	<b><u>\$ 15,304</u></b>
<b>Distributable cash</b> <sup>(9)</sup> .....	<b><u>\$ 3,062</u></b>	<b><u>\$ 2,757</u></b>	<b><u>\$ 12,296</u></b>	<b><u>\$ 11,421</u></b>
<b>Distributions to Fund unitholders</b> <sup>(10)</sup> .....	<b><u>\$ 3,741</u></b>	<b><u>\$ 2,725</u></b>	<b><u>\$ 12,160</u></b>	<b><u>\$ 10,899</u></b>
<b>Payout Ratio</b> <sup>(11)</sup> .....	<b><u>122.2%</u></b>	<b><u>98.8%</u></b>	<b><u>98.9%</u></b>	<b><u>95.4%</u></b>
Per Fund unit information <sup>(12)</sup>				
Profit (loss) before fair value gain (loss) and taxes .....	\$ .415	\$ .342	\$ 1.505	\$ 1.359
Profit (loss) .....	<u>.351</u>	<u>.017</u>	<u>.990</u>	<u>.663</u>
<b>Distributable cash before SIFT tax</b> <sup>(8)</sup> .....	<b><u>.377</u></b>	<b><u>.329</u></b>	<b><u>1.469</u></b>	<b><u>1.348</u></b>
<b>Distributable cash</b> <sup>(9)</sup> .....	<b><u>.270</u></b>	<b><u>.243</u></b>	<b><u>1.083</u></b>	<b><u>1.006</u></b>
<b>Distributions to Fund unitholders</b> <sup>(10)</sup> .....	<b><u>.330</u></b>	<b><u>.240</u></b>	<b><u>1.071</u></b>	<b><u>.960</u></b>
SSSG <sup>(13)</sup>				
Canada .....	9.5%	4.5%	6.5%	4.9%
United States .....	9.1%	8.5%	7.0%	6.4%
Consolidated .....	11.1%	5.7%	8.0%	5.8%
Restaurants in KRL System <sup>(14)</sup>				
# Beginning of Period .....	102	105	107	105
Opened .....	1	2	3	3
Closed .....	<u>(2)</u>	<u>-</u>	<u>(9)</u>	<u>(1)</u>
# End of Period .....	<u>101</u>	<u>107</u>	<u>101</u>	<u>107</u>

Notes:

- (1) The Fund, indirectly through the “Partnership”, earns royalty income equal to 4% of gross sales of Keg restaurants in the Royalty Pool.
- (2) The Fund directly earns interest income on the \$57.0 million Keg Loan, with interest income accruing at 7.5% per annum, payable monthly.
- (3) The Fund, indirectly through the Partnership, incurs administrative expenses and interest on the operating line of credit, to the extent utilized.
- (4) The Fund, indirectly through The Keg Holdings Trust (the “Trust”), incurs interest expense on the \$14.0 million term loan and amortization of deferred financing charges.
- (5) Represents the distributions of the Partnership attributable to KRL during the respective periods on the Class A, entitled Class B, and Class D Partnership units (“Exchangeable units”) and Class C Partnership units held by KRL. The Exchangeable units are exchangeable into Fund units on a one-for-one basis. These distributions are presented as interest expense in the financial statements.
- (6) Fair value gain (loss) is the non-cash decrease or increase in the market value of the Exchangeable units held by KRL during the respective period. Exchangeable units are classified as a financial liability under IFRS. The Fund is required to determine the fair value of that liability at the end of each reporting period and adjust for any increase or decrease, taking into consideration the sale of any Exchangeable units and Additional Entitlements during the same period.
- (7) Taxes for the three months ended December 31, 2015, include SIFT tax expense of \$1,221,000 (three months ended December 31, 2014 – \$978,000) and non-cash deferred taxes of \$50,000 (three months ended December 31, 2014 – \$27,000). Taxes for the year ended December 31, 2015, include SIFT tax expense of \$4,385,000 (year ended December 31, 2014 – \$3,883,000) and non-cash deferred taxes of \$142,000 (year ended December 31, 2014 – \$100,000).
- (8) Distributable cash before SIFT tax is defined as the periodic cash flows from operating activities as reported in the IFRS consolidated financial statements, including the effects of changes in non-cash working capital, plus SIFT tax paid (including current year instalments), less interest and financing fees paid on the term loan, less the Partnership distributions attributable to KRL through its ownership of Exchangeable units. Distributable cash before SIFT tax is a non-IFRS financial measure that does not have a standardized meaning prescribed by IFRS, and therefore may not be comparable to similar measures presented by other issuers.
- (9) Distributable cash is the amount of cash available for distribution to the Fund’s public unitholders and is calculated as distributable cash before SIFT tax, less current year SIFT tax expense. Distributable cash is a non-IFRS financial measure that does not have a standardized meaning prescribed by IFRS, and therefore may not be comparable to similar measures presented by other issuers. However, the Fund believes that distributable cash, both before and after SIFT tax, provides useful information regarding the amount of cash available for distribution to the Fund’s public unitholders.
- (10) Distributions to Fund unitholders include all regular monthly cash distributions paid to Fund unitholders during a period and any special distributions, either declared or paid, to Fund unitholders in the same period.
- (11) Payout ratio is computed as the ratio of aggregate cash distributions paid during the period plus any special distributions declared or paid during the same period (numerator) to the aggregate distributable cash of the period (denominator).
- (12) All per unit amounts are calculated based on the weighted average number of Fund units outstanding, which are those units held by public unitholders during the respective period. The weighted average number of Fund units outstanding for the three months ended December 31, 2015 were 11,353,500 (three months ended December 31, 2014 – 11,353,500) and for the year ended December 31, 2015 were 11,353,500 (year ended December 31, 2014 – 11,353,500).
- (13) Same Store Sales Growth (“SSSG”) is the overall increase or decrease in gross sales from Keg restaurants (that operated during the entire period of both the current and the prior year) as compared to gross sales for the same period of the prior year. SSSG is not an IFRS financial measure and does not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures presented by other issuers. However, the Fund believes that SSSG provides useful information regarding the increase or decrease in gross sales for comparable restaurants.
- (14) The number of restaurants included in the Royalty Pool, may differ from the number of restaurants in the KRL system at any time as the periods for which they are reported differ. The number of restaurants added or removed from the Royalty Pool during any period will differ from the number of restaurant openings and closings reported by KRL, as the periods for which they are reported differ as well.
- (15) The interim financial results for all periods presented herein have not been audited.

## SUMMARY OF QUARTERLY RESULTS

	Q4	Q3	Q2	Q1
(\$000's except per unit amounts)	2015	2015	2015	2015
<b>Restaurants in the Royalty Pool</b>	<b>102</b>	<b>102</b>	<b>102</b>	<b>102</b>
<b>Gross sales reported by Keg restaurants in the Royalty Pool</b>	<b>\$ 154,528</b>	<b>138,849</b>	<b>134,288</b>	<b>\$ 146,383</b>
Royalty income <sup>(1)</sup>	\$ 6,387	\$ 5,629	\$ 5,376	\$ 5,859
Interest income <sup>(2)</sup>	1,079	1,079	1,067	1,056
<b>Total income</b>	<b>\$ 7,466</b>	<b>\$ 6,708</b>	<b>\$ 6,443</b>	<b>\$ 6,915</b>
Administrative expenses <sup>(3)</sup>	(138)	(105)	(96)	(96)
Interest and financing expenses <sup>(4)</sup>	(108)	(112)	(150)	(149)
<b>Operating income</b>	<b>\$ 7,220</b>	<b>\$ 6,491</b>	<b>\$ 6,197</b>	<b>\$ 6,670</b>
Distributions to KRL <sup>(5)</sup>	(2,511)	(2,371)	(2,248)	(2,361)
<b>Profit before fair value gain (loss) and taxes</b>	<b>\$ 4,709</b>	<b>\$ 4,120</b>	<b>\$ 3,949</b>	<b>\$ 4,309</b>
Fair value gain (loss) <sup>(6)</sup>	550	3,642	2,995	(8,511)
Taxes <sup>(7)</sup>	(1,271)	(1,056)	(987)	(1,213)
<b>Profit (loss) and comprehensive income (loss)</b>	<b>\$ 3,988</b>	<b>\$ 6,706</b>	<b>\$ 5,957</b>	<b>\$ (5,415)</b>
<b>Distributable cash before SIFT taxes<sup>(8)</sup></b>	<b>\$ 4,283</b>	<b>\$ 4,106</b>	<b>\$ 3,901</b>	<b>\$ 4,391</b>
<b>Distributable cash<sup>(9)</sup></b>	<b>\$ 3,062</b>	<b>\$ 3,062</b>	<b>\$ 2,909</b>	<b>\$ 3,263</b>
<b>Distributions to Fund unitholders<sup>(10)</sup></b>	<b>\$ 3,741</b>	<b>\$ 2,878</b>	<b>\$ 2,793</b>	<b>\$ 2,748</b>
<b>Payout Ratio<sup>(11)</sup></b>	<b>122.2%</b>	<b>94.0%</b>	<b>96.0%</b>	<b>84.2%</b>
Per Fund unit information <sup>(12)</sup>				
Profit before fair value gain (loss) and taxes	\$ .415	\$ .363	\$ .348	\$ .380
Profit (loss) and comprehensive income (loss)	\$ .351	\$ .591	\$ .525	\$ (.477)
<b>Distributable cash before SIFT tax<sup>(8)</sup></b>	<b>\$ .377</b>	<b>\$ .362</b>	<b>\$ .344</b>	<b>\$ .387</b>
<b>Distributable cash<sup>(9)</sup></b>	<b>\$ .270</b>	<b>\$ .270</b>	<b>\$ .256</b>	<b>\$ .287</b>
<b>Distributions to Fund unitholders<sup>(10)</sup></b>	<b>\$ .330</b>	<b>\$ .253</b>	<b>\$ .246</b>	<b>\$ .242</b>
SSSG <sup>(13)</sup>				
Canada	9.5%	5.7%	3.8%	6.9%
United States	9.1%	5.7%	5.2%	7.9%
Consolidated	11.1%	7.5%	5.1%	8.2%
Restaurants in KRL System <sup>(14)</sup>				
# Beginning of Period	102	104	103	107
Opened	1	--	2	--
Closed	(2)	(2)	(1)	(4)
# End of Period	<u>101</u>	<u>102</u>	<u>104</u>	<u>103</u>

## SUMMARY OF QUARTERLY RESULTS

	Q4	Q3	Q2	Q1
(\$000's except per unit amounts)	2014	2014	2014	2014
<b>Restaurants in the Royalty Pool</b>	<b>103</b>	<b>103</b>	<b>103</b>	<b>103</b>
<b>Gross sales reported by Keg restaurants in the Royalty Pool</b>	<b>\$ 130,887</b>	<b>\$ 129,660</b>	<b>\$ 125,394</b>	<b>\$ 134,760</b>
Royalty income <sup>(1)</sup>	\$ 5,258	5,209	\$ 5,038	\$ 5,391
Interest income <sup>(2)</sup>	1,080	1,079	1,067	1,055
<b>Total income</b>	<b>\$ 6,338</b>	<b>6,288</b>	<b>\$ 6,105</b>	<b>\$ 6,446</b>
Administrative expenses <sup>(3)</sup>	(110)	(103)	(101)	(92)
Interest and financing expenses <sup>(4)</sup>	(157)	(161)	(154)	(153)
<b>Operating income</b>	<b>\$ 6,071</b>	<b>6,024</b>	<b>\$ 5,850</b>	<b>\$ 6,201</b>
Distributions to KRL <sup>(5)</sup>	(2,186)	(2,175)	(2,137)	(2,216)
<b>Profit before fair value gain (loss) and taxes</b>	<b>\$ 3,885</b>	<b>3,849</b>	<b>\$ 3,713</b>	<b>\$ 3,985</b>
Fair value gain (loss) <sup>(6)</sup>	(2,686)	(1,473)	(33)	266
Taxes <sup>(7)</sup>	(1,005)	(993)	(932)	(1,053)
<b>Profit (loss) and comprehensive income (loss)</b>	<b>\$ 194</b>	<b>\$ 1,383</b>	<b>\$ 2,748</b>	<b>\$ 3,198</b>
<b>Distributable cash before SIFT tax<sup>(8)</sup></b>	<b>\$ 3,735</b>	<b>\$ 3,783</b>	<b>\$ 3,686</b>	<b>\$ 4,099</b>
<b>Distributable cash<sup>(9)</sup></b>	<b>\$ 2,757</b>	<b>\$ 2,815</b>	<b>\$ 2,754</b>	<b>\$ 3,094</b>
<b>Distributions to Fund unitholders<sup>(10)</sup></b>	<b>\$ 2,725</b>	<b>\$ 2,725</b>	<b>\$ 2,725</b>	<b>\$ 2,725</b>
<b>Payout Ratio<sup>(11)</sup></b>	<b>98.8%</b>	<b>96.8%</b>	<b>98.9%</b>	<b>88.1%</b>
Per Fund unit information <sup>(12)</sup>				
Profit before fair value gain (loss) and taxes	\$ .342	\$ .339	\$ .327	\$ .351
Profit (loss) and comprehensive income (loss)	\$ .017	\$ .122	\$ .242	\$ .282
<b>Distributable cash before SIFT tax<sup>(8)</sup></b>	<b>\$ .329</b>	<b>\$ .333</b>	<b>\$ .325</b>	<b>\$ .361</b>
<b>Distributable cash<sup>(9)</sup></b>	<b>\$ .243</b>	<b>\$ .248</b>	<b>\$ .243</b>	<b>\$ .273</b>
<b>Distributions to Fund unitholders<sup>(10)</sup></b>	<b>\$ .240</b>	<b>\$ .240</b>	<b>\$ .240</b>	<b>\$ .240</b>
SSSG <sup>(13)</sup>				
Canada	4.5%	7.0%	4.9%	3.3%
United States	8.5%	7.6%	7.5%	2.7%
Consolidated	5.7%	7.4%	5.8%	4.2%
Restaurants in KRL System <sup>(14)</sup>				
# Beginning of Period	105	104	104	105
Opened	2	1	--	--
Closed	--	--	--	(1)
# End of Period	<u>107</u>	<u>105</u>	<u>104</u>	<u>104</u>

## SELECTED ANNUAL INFORMATION

(\$000's except per unit amounts)	Jan. 1 to Dec. 31, 2015	Jan. 1 to Dec. 31, 2014	Jan. 1 to Dec. 31, 2013
<b>Restaurants in the Royalty Pool</b>	<b>102</b>	<b>103</b>	<b>102</b>
<b>Gross sales reported by Keg restaurants in the Royalty Pool</b> .....	<b>\$ 574,048</b>	<b>\$ 520,701</b>	<b>\$ 474,864</b>
Royalty income <sup>(1)</sup> .....	\$ 23,251	\$ 20,896	\$ 19,496
Interest income <sup>(2)</sup> .....	4,281	4,281	4,279
<b>Total income</b> .....	<b>\$ 27,532</b>	<b>\$ 25,177</b>	<b>\$ 23,775</b>
Administrative expenses <sup>(3)</sup> .....	(435)	(408)	(422)
Interest and financing expenses <sup>(4)</sup> .....	(519)	(624)	(681)
<b>Operating income</b> .....	<b>\$ 26,578</b>	<b>\$ 24,145</b>	<b>\$ 22,672</b>
Distributions to KRL <sup>(5)</sup> .....	(9,491)	(8,713)	(8,072)
<b>Profit before fair value gain (loss) and taxes</b> .....	<b>\$ 17,087</b>	<b>\$ 15,432</b>	<b>\$ 14,600</b>
Fair value gain (loss) <sup>(6)</sup> .....	(1,324)	(3,926)	(5,740)
Taxes <sup>(7)</sup> .....	(4,527)	(3,983)	(3,800)
<b>Profit (loss) and comprehensive income (loss)</b> .....	<b>\$ 11,236</b>	<b>\$ 7,523</b>	<b>\$ 5,060</b>
<b>Distributable cash before SIFT tax</b> <sup>(8)</sup> .....	<b>\$ 16,681</b>	<b>\$ 15,304</b>	<b>\$ 14,641</b>
<b>Distributable cash</b> <sup>(9)</sup> .....	<b>\$ 12,296</b>	<b>\$ 11,421</b>	<b>\$ 11,024</b>
<b>Distributions to Fund unitholders</b> <sup>(10)</sup> .....	<b>\$ 12,160</b>	<b>\$ 10,899</b>	<b>\$ 10,899</b>
<b>Payout Ratio</b> <sup>(11)</sup> .....	<b>98.9%</b>	<b>95.4%</b>	<b>98.9%</b>
Per Fund unit information <sup>(12)</sup>			
Profit before fair value gain (loss) and taxes .....	\$ 1,505	\$ 1,359	\$ 1,286
Profit (loss) and comprehensive income (loss) .....	\$ .990	\$ .663	\$ .446
<b>Distributable cash before SIFT tax</b> <sup>(8)</sup> .....	<b>\$ 1,469</b>	<b>\$ 1,348</b>	<b>\$ 1,290</b>
<b>Distributable cash</b> <sup>(9)</sup> .....	<b>\$ 1,083</b>	<b>\$ 1,006</b>	<b>\$ .971</b>
<b>Distributions to Fund unitholders</b> <sup>(10)</sup> .....	<b>\$ 1,001</b>	<b>\$ .960</b>	<b>\$ .960</b>
SSSG <sup>(13)</sup>			
Canada .....	6.5%	4.9%	(0.8)%
United States .....	7.0%	6.4%	1.5%
Consolidated .....	8.0%	5.8%	(0.3)%
Restaurants in KRL System <sup>(14)</sup>			
# Beginning of Period .....	107	105	106
Opened .....	3	3	3
Closed .....	(9)	(1)	(4)
# End of Period .....	101	107	105
	Dec. 31, 2015	Dec. 31, 2014	Dec. 31, 2013
Total assets .....	\$ 227,114	\$ 222,510	\$ 216,851
Total liabilities .....	138,316	132,703	123,668

# MANAGEMENT'S DISCUSSION AND ANALYSIS

**For the Three and Twelve Months Ended December 31, 2015  
As of February 8, 2016.**

## OVERVIEW

### KEY ATTRIBUTES OF THE FUND

The Keg Royalties Income Fund (the "Fund") is a limited purpose, open-ended trust which trades on the Toronto Stock Exchange ("TSX") under the symbol KEG.UN. On May 31, 2002, as part of the Initial Public Offering (the "IPO"), the Fund, through its subsidiary The Keg Rights Limited Partnership (the "Partnership"), purchased The Keg trademarks and other related intellectual property (collectively, the "Keg Rights") from Keg Restaurants Ltd. ("KRL"). The Partnership, in turn, granted KRL an exclusive licence to use the Keg Rights for a term of 99 years pursuant to a licence and royalty agreement, which obligates KRL to make monthly royalty payments to the Partnership equal to 4% of gross sales of Keg restaurants included in a specific royalty pool (the "Royalty Pool").

The key feature of the Fund is that royalty income is based on the top-line, gross sales of Keg restaurants in the Royalty Pool and not on the profitability of either KRL or the Keg restaurants in the Royalty Pool. Moreover, the Fund is not subject to the variability of income or expenses associated with an operating business. The Fund's only expenses are nominal administrative expenses and interest on non-amortizing term debt. Thus, the success of the Fund depends primarily on the ability of KRL to maintain and increase the gross sales of the Keg restaurants in the Royalty Pool.

Increases in gross sales are derived from both same store sales growth from existing restaurants ("SSSG") and from the addition of new Keg restaurants. SSSG is the key driver of growth in royalty income and, since the Fund's expenses are relatively fixed in nature, SSSG results in growth in distributable cash which allows for higher distributions to the Fund's unitholders. KRL has generated SSSG through a combination of increased guest counts and increased guest average cheque. SSSG has been achieved by maintaining operational excellence within each Keg restaurant, innovative marketing and promotional programs, and pricing. Over the past eighteen years, the period for which current management has been in control of KRL, SSSG has averaged 3.0% annually, a figure that compares very favourably against the restaurant industry as a whole.

In the event that a Keg restaurant is permanently closed during the year (including the termination of a franchise agreement), KRL will continue to pay the royalty amount for that closed Keg restaurant ("Make-whole Payment") from the date of closure until those sales are replaced with gross sales from new Keg restaurants that are added to the Royalty Pool. The amount of the Make-whole Payment is based on the restaurant's gross sales when it was originally included in the Royalty Pool.

Readers should note that the number of restaurants added to the Royalty Pool each year may differ from the number of restaurant openings and closings reported by KRL on an annual basis, as the periods for which they are reported differ slightly.

## THE ROYALTY POOL

Annually, on January 1<sup>st</sup>, the Royalty Pool is adjusted to include the gross sales from new Keg restaurants that have opened on or before October 2<sup>nd</sup> of the prior year, less gross sales from any Keg restaurants that have permanently closed during the preceding calendar year. In return for adding these net sales to the Royalty Pool, KRL receives the right to indirectly acquire additional Fund units (the “Additional Entitlement”). The Additional Entitlement is determined based on 92.5% of the estimated net royalty revenue added to the Royalty Pool, divided by the yield of the Fund units, divided by the weighted average unit price of the Fund units. KRL receives 80% of the estimated Additional Entitlement initially, with the balance received on December 31<sup>st</sup> of each year when the actual full-year performance of the new restaurants is known with certainty.

The total number of Keg restaurants included in the Royalty Pool has increased from the 80 Keg restaurants in existence on March 31, 2002, to 103 as of December 31, 2014. Fifty-five new Keg restaurants that opened during the period from April 1, 2002, through October 2, 2013, with annual gross sales of \$268.0 million, have been added to the Royalty Pool. Thirty-two permanently closed Keg restaurants with annual sales of \$94.2 million have been removed from the Royalty Pool. This has resulted in a net increase in Royalty Pool sales of \$173.8 million annually, and KRL receiving a cumulative Additional Entitlement equivalent to 5,569,281 Fund units as of December 31, 2014.

In early January of 2015, two corporate restaurants located in Seattle, Washington were closed due to lease expiries. Given the close proximity of the closing dates of these two restaurants to December 31, 2014, KRL requested, and the Trustees of the Fund agreed, to allow KRL to treat these restaurants as permanently closed on December 31, 2014 for roll-in purposes. As part of this agreement, however, KRL agreed to make royalty payments based on the actual sales of these two restaurants for the 19 days of operation. This agreement has no adverse financial impact on the Fund.

On January 1, 2015, an estimated \$5.6 million in annual net sales were added to the Royalty Pool. Four new restaurants that opened during the period from October 3, 2013 through October 2, 2014, with estimated gross sales of \$23.0 million annually, were added to the Royalty Pool. Five permanently closed Keg restaurants, including those discussed above, with annual sales of \$17.4 million were removed from the Royalty Pool. The total number of restaurants in the Royalty Pool decreased to 102. The pre-tax yield of the Fund units was determined to be 7.78% calculated using a weighted average unit price of \$16.66.

On January 1, 2015, KRL received 80% of this entitlement representing the equivalent of 128,754 Fund units, being 0.87% of the Fund units on a fully diluted basis. KRL received a proportionate increase in monthly distributions from the Partnership. Including the initial portion of the Additional Entitlement described above, KRL had the right to exchange its units in the capital of the Partnership for 3,403,979 Fund units representing 23.07% of the Fund units on a fully diluted basis.

On December 31, 2015, but with effect from January 1, 2015, KRL received the remaining 20% of the 2015 Additional Entitlement. The actual sales generated by the four new restaurants added to the Royalty Pool on January 1, 2015, were confirmed to be \$23.8 million, approximately \$0.8 million or 3.4% more than the amount originally estimated. This resulted in KRL receiving an additional entitlement equivalent to 54,645 Fund units, and KRL having the right to exchange its units in the capital of the Partnership for 3,458,624 Fund units, representing 23.35% of the Fund units on a fully diluted basis.

On January 1, 2016, an estimated \$1.9 million in annual net sales were added to the Royalty Pool. Three new restaurants that opened during the period from October 3, 2014 to October 2, 2015 will be added to the Royalty Pool and five permanently closed restaurants will be removed from the Royalty Pool. See “Subsequent Events”.

## **KRL'S INTEREST IN THE FUND**

KRL's interest in the earnings of the Partnership is from its ownership of Class A, entitled Class B, Class C and Class D Partnership units. The Class A, entitled Class B and Class D Partnership units are exchangeable into Fund units on a one-for-one basis in certain circumstances ("Exchangeable Units"). KRL's effective ownership of the Fund and its interest in the earnings of the Partnership has grown from 10.00% at the time of the IPO to 22.39% as of December 31, 2014. The increase in KRL's effective ownership of the Fund is due to the cumulative Additional Entitlement received by KRL equivalent to 5,569,281 Fund units, less 3,200,000 Exchangeable units exchanged by KRL for Fund units and sold through the facilities of the TSX. The sale of the 3,200,000 Fund units increased the number of issued and outstanding Fund units from 8,153,500 at the time of the IPO to 11,353,500 as of February 8, 2011.

On January 1, 2015, KRL became entitled to the initial 80% of the Additional Entitlement for 2015, consisting of 128,754 Exchangeable units, increasing its effective ownership of the Fund to 23.07%.

On December 31, 2015, but effective January 1, 2015, KRL became entitled to the remaining 20% of the Additional Entitlement for 2015, consisting of 54,645 Exchangeable units, increasing its effective ownership of the Fund to 23.35%.

On January 1, 2016, KRL became entitled to the initial 80% of the Additional Entitlement for 2016, consisting of 41,886 Exchangeable units, increasing its effective ownership of the Fund to 23.57%. See "Subsequent Events".

## **FAIR VALUE GAIN (LOSS)**

Fair value gain (loss) is the non-cash decrease or increase in the market value of the Exchangeable units held by KRL during the respective period. It is a non-cash adjustment and, therefore does not affect distributable cash. The exchangeable units held by KRL are classified as a financial liability under IFRS. The Fund is required to determine the fair value of that liability at the end of each reporting period and adjust for any increase or decrease, during the same period. The closing market price of a Fund unit at the end of each reporting period is used to determine the fair value of the Exchangeable unit liability, since Exchangeable units are exchangeable into Fund units on a one-for-one basis. If the market price of a Fund unit increases during a period, the financial liability of the Fund also increases, and a non-cash loss is recorded during that period. If the market price of a Fund unit decreases during a period, the financial liability of the Fund also decreases, and a non-cash gain is recorded during that period.

## **FEDERAL GOVERNMENT TAX ON INCOME FUNDS**

On January 1, 2011, legislative changes to the tax treatment of certain income trusts, as a result of the Specified Investment Flow-through Trust tax (the "SIFT tax"), came into effect. Due to these changes, income trusts will not be entitled to deduct distributions of certain types of income for tax purposes, and will therefore be subject to taxation similar to corporations. As a result of this taxation imposed by the Federal Government, the Fund's Trustees had to adopt a new distribution policy which reflects the Fund's obligation to make the SIFT tax payments. See "Distributions to Unitholders". The Fund is subject to tax at a rate of 25.0% for 2012, 25.75% for 2013 and 26.0% for 2014 and 2015. The blended rate of 25.75% for 2013 was due to the increase in the general corporate taxation rate from 10.0% to 11.0% enacted by the British Columbia government effective April 1, 2013, which increased the SIFT tax rate from 25.0% to 26.0%, effective that date.

## DISTRIBUTIONS TO UNITHOLDERS

The Fund's objective is to provide consistent monthly distributions to unitholders at the highest sustainable level, and the Trustees of the Fund continue to review distribution levels on an ongoing basis to fulfill that objective. Since the inception of the Fund, monthly distributions to unitholders have been increased ten times from the original level of \$0.09 per unit at the time of the IPO, to \$0.1182 per unit, on a pre-tax basis (\$0.08750 on an after-tax basis), starting in the month of November 2015, an increase of 31.3%.

Monthly distributions to Fund unitholders were increased three times during 2015; from 8.0 cents/Fund unit to 8.2 cents/Fund unit, commencing with the March 2015 distribution, from 8.2 cents/Fund unit to 8.45 cents/Fund unit commencing with the July 2015 distribution and from 8.45 cents/Fund unit to 8.75 cents/Fund unit commencing with the November 2015 distribution. In addition, a special distribution, attributable to 2015, of 7.0 cents/Fund unit was declared in December 2015, and payable in January 2016.

As a result of the SIFT tax that came into effect on January 1, 2011, the Fund's Trustees had to adopt a new distribution policy which reflects the Fund's obligation to make these tax payments. Beginning with the distribution for the month of January 2011 (payable to unitholders on February 28, 2011), distributions were set at \$0.08 per unit per month. This amounts to a distribution of \$0.96 per unit annually. At this level, the eligible dividend portion of the Fund's distribution, combined with the return of capital component of the distribution, should provide taxable Canadian individuals with an effective after-tax cash return very closely comparable to the return that existed before the imposition of the SIFT tax.

Annually, two distributions are expected to be declared during the first quarter, three distributions in each of the second and third quarters, and four distributions in the fourth quarter. This is done to ensure that the distribution based on the Royalty Pool sales for the month of December (which is paid the following month in January), is recorded in the period in which it was earned for income tax purposes.

The determination to declare and make payable distributions from the Fund are at the discretion of the Board of Trustees of the Fund and until declared payable, the Fund has no requirement to pay cash distributions to Fund unitholders.

Year-to-date distributions paid were as follows:

Period	Payment Date	\$ / Unit	Distributions	
			Total \$	Year-to-Date \$
December 1-31, 2014	January 30, 2015	8.00¢	\$ 908,280	\$ 908,280
January 1-31, 2015	February 27, 2015	8.00¢	\$ 908,280	\$ 1,816,560
February 1-28, 2015	March 31, 2015	8.20¢	\$ 930,987	\$ 2,747,547
March 1-31, 2015	April 30, 2015	8.20¢	\$ 930,987	\$ 3,678,534
April 1-30, 2015	May 29, 2015	8.20¢	\$ 930,987	\$ 4,609,521
May 1-31, 2015	June 30, 2015	8.20¢	\$ 930,987	\$ 5,540,508
June 1-30, 2015	July 31, 2015	8.45¢	\$ 959,371	\$ 6,499,879
July 1-31, 2015	August 31, 2015	8.45¢	\$ 959,371	\$ 7,459,250
August 1-31, 2015	September 30, 2015	8.45¢	\$ 959,371	\$ 8,418,620
September 1-30, 2015	October 30, 2015	8.45¢	\$ 959,371	\$ 9,377,991
October 1-31, 2015	November 30, 2015	8.75¢	\$ 993,431	\$ 10,371,422
November 1-30, 2015	December 31, 2015	8.75¢	\$ 993,431	\$ 11,364,853
Special Distribution	January 29, 2016	7.00¢*	\$ 794,745*	\$ 12,159,598*

\*Paid subsequent to the period.

Distributions paid during the period were funded entirely by cash flow from operations and no debt was incurred at any point during the year to fund distributions.

Since inception, the Fund has generated \$147,405,000 of distributable cash, paid cumulative distributions of \$145,748,000, and declared a special distribution in December 2015 of \$795,000, which resulted in a cumulative surplus of \$862,000. The cumulative payout ratio (the ratio of cumulative cash distributions paid plus any special distributions declared since inception to the cumulative distributable cash generated since inception) is 99.4%.

## DISTRIBUTABLE CASH

Distributable cash is defined as the periodic cash flows from operating activities as reported in the consolidated financial statements, including the change in non-cash working capital balances, plus SIFT tax paid (including current year instalments), less interest and financing fees paid on the term loan, less the Partnership distributions attributable to KRL, less current year SIFT tax expense. Distributable cash is a non-IFRS financial measure that does not have a standardized meaning prescribed by IFRS, and therefore may not be comparable to similar measures presented by other issuers.

Distributable cash is calculated as follows:

(\$000's)	Oct. 1 to Dec. 31, <u>2015</u>	Oct. 1 to Dec. 31, <u>2014</u>	Jan. 1 to Dec. 31, <u>2015</u>	Jan 1 to Dec. 31, <u>2014</u>
Cash flow from operations <sup>(1)</sup> .....	\$ 5,898	\$ 5,161	\$ 22,329	\$ 21,003
SIFT tax paid on Fund units <sup>(2)</sup> .....	994	910	4,357	3,615
Interest and financing fees paid on term loan <sup>(3)</sup> .....	(98)	(150)	(514)	(601)
KRL's interest <sup>(4)</sup> .....	<u>(2,511)</u>	<u>(2,186)</u>	<u>(9,491)</u>	<u>(8,713)</u>
Distributable cash before current year SIFT tax .....	\$ 4,283	\$ 3,735	\$ 16,681	\$ 15,304
SIFT tax expense on Fund units <sup>(5)</sup> .....	<u>(1,221)</u>	<u>(978)</u>	<u>(4,385)</u>	<u>(3,883)</u>
Distributable cash <sup>(6)</sup> .....	<u>\$ 3,062</u>	<u>\$ 2,757</u>	<u>\$ 12,296</u>	<u>\$ 11,421</u>

Notes:

- <sup>(1)</sup> Represents the cash flow from operations as reported in the consolidated statements of cash flows.
- <sup>(2)</sup> Includes SIFT taxes actually paid during the respective period consisting of \$994,000 during the fourth quarter of 2015, (fourth quarter of 2014 – \$910,000) and \$4,357,000 during 2015, consisting of \$3,921,000 on account of 2015 and \$436,000 on account of 2014 (2014 – \$3,615,000, all on account of 2014).
- <sup>(3)</sup> Represents the interest and financing fees paid on the term loan.
- <sup>(4)</sup> Represents the distributions of the Partnership attributable to KRL during the respective periods on the Exchangeable and Class C units held by KRL. The distributions attributable to KRL will differ from the actual distributions paid to KRL during the same periods, due to the timing of the declaration of distributions.
- <sup>(5)</sup> Represents the SIFT tax expense for the respective period calculated at 26.00% of taxable income for 2014 and 2015.
- <sup>(6)</sup> Distributable cash is the amount of cash available for distribution to the Fund's public unitholders. It is defined as the periodic cash flows from operating activities as reported in the IFRS consolidated financial statements, including the change in non-cash working capital, plus SIFT tax paid (including current year instalments), less interest and financing fees paid on the term loan, less the Partnership distributions attributable to KRL, and less current year SIFT tax expense.

## OWNERSHIP OF THE FUND

The ownership of the Fund on a fully diluted basis is as follows:

	December 31, 2015 <sup>(1)</sup>		December 31, 2014	
	#	%	#	%
Fund units held by public unitholders <sup>(2)</sup> .....	11,353,500	76.65	11,353,500	77.61
Exchangeable units held by KRL: <sup>(3)</sup>				
Class A units <sup>(4)</sup> .....	905,944	6.12	905,944	6.19
Class B units <sup>(5)</sup> .....	176,700	1.19	176,700	1.21
Class D units <sup>(5)</sup> .....	<u>2,375,980</u>	<u>16.04</u>	<u>2,192,581</u>	<u>14.99</u>
Total Exchangeable units <sup>(6)</sup> .....	<u>3,458,624</u>	<u>23.35</u>	<u>3,275,225</u>	<u>22.39</u>
Total Fund and Exchangeable units .....	<u>14,812,124</u>	<u>100.00</u>	<u>14,628,725</u>	<u>100.00</u>

Notes:

<sup>(1)</sup> Information is current as of December 31, 2015. On January 1, 2016, KRL became entitled to the initial 80% of the Additional Entitlement for 2016, consisting of 41,886 Exchangeable units. As of the date of this report, there are 11,353,500 Fund units and 3,500,510 Exchangeable units issued and outstanding.

<sup>(2)</sup> Represents the public's total effective ownership of the Fund as of December 31, 2015 and 2014. The public's average effective ownership of the Fund (based on the weighted average number of Fund units held by public unitholders during the respective period) was 76.65% during the three months ended December 31, 2015 (three months ended December 31, 2014 – 77.61%) and was 76.65% during the year ended December 31, 2015 (year ended December 31, 2014 – 77.61%). The weighted average number of Fund units outstanding for the three-month period ended December 31, 2015 were 11,353,500 (three-month period ended December 31, 2014 – 11,353,500) and for the year ended December 31, 2015 were 11,353,500 (year ended December 31, 2014 – 11,353,500).

<sup>(3)</sup> Exchangeable into Fund units on a one-for-one basis.

<sup>(4)</sup> Represents KRL's initial 10% effective ownership of the Fund, prior to the entitlement of Class B or Class D units.

<sup>(5)</sup> These Exchangeable units are issued to KRL in return for adding net sales to the Royalty Pool on an annual basis. Class D units are equivalent to Class B units in all material respects but began to be issued once all Class B units became fully entitled to distributions on January 1, 2008. As of December 31, 2015, KRL is the registered holder of 176,700 Class B units and 2,375,980 Class D units (December 31, 2014 – 176,700 Class B units and 2,192,581 Class D units).

<sup>(6)</sup> Represents KRL's total effective ownership of the Fund as of December 31, 2015 and 2014. KRL's average effective ownership of the Fund (based on the weighted average number of Fund and Exchangeable units held by KRL during the respective period) was 23.35% during the three months ended December 31, 2015 (three months ended December 31, 2014 – 22.39%) and was 23.35% during the year ended December 31, 2015 (year ended December 31, 2014 – 22.39%). The weighted average number of Exchangeable units held by KRL during the three-month period ended December 31, 2015 were 3,458,624 (three-month period ended December 31, 2014 – 3,275,225) and were 3,458,624 for the year ended December 31, 2015 (year ended December 31, 2014 – 3,275,225).

## SYSTEM SALES

While the Fund's income is indirectly based on a royalty of 4% of sales of Keg restaurants in the Royalty Pool, the total system sales of The Keg chain are of interest to the Fund and its unitholders as the total system sales best reflect the chain's overall performance. KRL's year end falls on the Sunday closest to September 30<sup>th</sup>, in any year. As a result of the floating year end date, approximately every fifth fiscal year contains 53 weeks of operation. KRL's fiscal year ending October 2, 2016 will contain 53 weeks of sales and the period ended January 3, 2016 contains 14 weeks of sales. The following table sets out The Keg's total system sales for the periods indicated below:

(\$000's)	14 weeks ended Jan.3, 2016	13 weeks ended Dec. 28, 2014	53 weeks ended Jan. 3, 2016	52 weeks ended Dec. 28, 2014
Corporate Keg restaurants <sup>(1)</sup> .....	\$ 76,914	\$ 69,743	\$ 283,704	\$ 261,552
Franchised Keg restaurants <sup>(2)</sup> .....	<u>83,785</u>	<u>68,259</u>	<u>305,598</u>	<u>274,506</u>
Total system sales .....	<u>\$ 160,699</u>	<u>\$ 138,002</u>	<u>\$ 589,302</u>	<u>\$ 536,058</u>

### Notes:

<sup>(1)</sup> The amount of system sales for the corporate Keg restaurants is the amount of gross sales from corporate Keg restaurants only.

<sup>(2)</sup> The amount of system sales for the franchised Keg restaurants is the amount of gross sales reported to KRL by franchised Keg restaurants without independent audit.

## FOURTH QUARTER

System sales for the 14 weeks ended January 3, 2016 were \$160,699,000 compared to \$138,002,000 for the 13 weeks ended December 28, 2014, an increase of \$22,697,000 or 16.4%. The increase was due to the net impact of the extra week of sales included in the fourth quarter of the current year (\$10,626,000 increase in sales), the same store sales increases at existing restaurants during the comparable 13-week periods (\$11,774,000 increase in sales), the positive effect of the exchange rate increase on the translation of the United States ("US") restaurant sales into their Canadian dollar equivalent (\$2,431,000 increase in sales), the sales of the new restaurants that operated during the comparable quarter (\$4,978,000 increase in sales), the sales of restaurants temporarily closed for renovation during the comparable quarter of the prior year (\$1,596,000 increase in sales), and the loss of sales from permanently closed restaurants that did not operate during the comparable quarter (\$8,708,000 decrease in sales).

During the 14 weeks ended January 3, 2016, one corporate restaurant in Canada was opened, and two corporate restaurants in the United States were closed due to lease expiries. During the 13 weeks ended December 28, 2014, two new corporate restaurants in Canada were opened, and no restaurants were closed. As of January 3, 2016, there were a total of 101 Keg restaurants as compared with 107 Keg restaurants at December 28, 2014.

After deducting the extra week of sales for comparative purposes, same store sales (sales of restaurants that operated during the entire 13-week periods of both the current and prior years) increased by 9.5% in Canada and by 9.1% in the US. After translating the sales of the US restaurants into their Canadian dollar equivalent, consolidated same store sales for the comparable 13-week periods increased by 11.1%. The average exchange rate moved from 1.1350 in KRL's 13-week period ended December 28, 2014 to 1.3372 in KRL's 14-week period ended January 3, 2016, significantly increasing the Canadian dollar equivalent of the US restaurant sales.

## **YEAR**

System sales for the 53 weeks ended January 3, 2016 were \$589,302,000 compared to \$536,058,000 for the 52 weeks ended December 28, 2014, an increase of \$53,244,000 or 9.9%. The increase was due to the net impact of the extra week of sales included in the fourth quarter of the current year (\$10,626,000), the same store sales increases at existing restaurants during the comparable 52-week periods (\$32,889,000 increase in sales), the positive effect of the exchange rate increase on the translation of the US restaurant sales into their Canadian dollar equivalent (\$8,117,000 increase in sales), the sales of the new restaurants that operated during the comparable periods (\$23,397,000 increase in sales), the sales of restaurants temporarily closed for renovation during the comparable period of the prior year (\$2,269,000 increase in sales), the loss of sales from restaurants temporarily closed for renovation during the comparable period of the current year (\$752,000 decrease in sales), and the loss of sales from permanently closed restaurants that did not operate during the comparable period (\$23,302,000 decrease in sales).

During the 53 weeks ended January 3, 2016, one new corporate and one new franchised restaurant were opened, one franchised restaurant was relocated, and seven corporate and one franchised restaurant were closed. The seven corporate restaurants were closed due to lease expiries, one of which was relocated within the same municipality and re-opened to the public in November 2015. The franchised restaurant was closed due to the expiry of its franchise agreement. During the 52 weeks ended December 28, 2014, two new corporate and one new franchised restaurant were opened in Canada and one corporate restaurant in Canada was closed.

After deducting the extra week of sales for comparative purposes, same store sales (sales of restaurants that operated during the entire 52-week periods of both the current year and prior years) increased by 6.5% in Canada and by 7.0% in the US. After translating the sales of the US restaurants into their Canadian dollar equivalent, consolidated same store sales for the comparable 52-week periods increased by 8.0%. The average exchange rate moved from 1.1042 in KRL's 52-week period ended December 28, 2014, to 1.2816 in KRL's 53-week period ended January 3, 2016, significantly increasing the Canadian dollar equivalent of the US restaurant sales.

## **OPERATING RESULTS**

### **FOURTH QUARTER**

#### **GROSS SALES**

Gross sales reported by the Keg restaurants in the Royalty Pool increased by \$23,641,000 from \$130,887,000 to \$154,528,000 for the comparable quarter. The increase in gross sales was due to the net impact of the extra week of sales included in the fourth quarter of the current year (\$10,240,000 increase in gross sales), the same store sales increases at comparable royalty pool restaurants during the comparable 13-week periods (\$11,776,000 increase in gross sales), the positive effect of the exchange rate increase on the translation of the US restaurant sales into their Canadian dollar equivalent (\$2,468,000 increase in gross sales), the sales of new restaurants added to the Royalty Pool on January 1, 2015 (\$6,276,000 increase in gross sales), the sales of restaurants temporarily closed for renovations during the comparable quarter of the prior year (\$1,596,000 increase in gross sales), and the loss of sales from permanently closed restaurants that did not operate during the comparable quarter (\$8,715,000 decrease in gross sales).

#### **ROYALTY INCOME**

Total royalty income increased from \$5,258,000 in the fourth quarter of 2014 to \$6,387,000 in the fourth quarter of 2015. The increase of \$1,129,000 during the comparable quarter consists of an increase in royalty fee income of \$946,000 and an increase in Make-whole fees of \$183,000.

## ROYALTY INCOME (CONTINUED)

The increase in royalty fee income was due to the net impact of the extra week of sales included in the fourth quarter of the current year (\$410,000 increase in royalty fee income), same store sales increases at comparable royalty pool restaurants during the comparable 13-week periods (\$471,000 increase in royalty fee income), the positive effect of the exchange rate increase on the translation of US restaurant sales into their Canadian dollar equivalent (\$99,000 increase in royalty fee income), the sales of new restaurants added to the Royalty Pool on January 1, 2015 (\$251,000 increase in royalty fee income), the sales of restaurants temporarily closed for renovations during the comparable quarter of the prior year, (\$64,000 increase in royalty fee income), and the loss of sales from permanently closed restaurants that did not operate during the comparable quarter (\$349,000 decrease in royalty fee income).

Make-whole fees increased as more restaurants were closed during the comparable quarter. During the fourth quarter of the current year, five restaurants were subject to Make-whole payments (those restaurants were closed for a total of 70 weeks during the quarter), whereas in the comparable quarter of the prior year, only one restaurant was so obligated (that restaurant was closed during the entire quarter for a total of 13 weeks).

## INTEREST INCOME

Interest income earned by the Fund during the fourth quarter of the current year was \$1,079,000, and was comprised of interest income on the Keg Loan of \$1,078,000 and other interest income of \$1,000. Interest income on the Keg Loan remained the same during the comparable quarter. Other interest income earned by the Fund on surplus cash balances decreased by \$1,000 during the comparable quarter, due to reduced interest rates applied to surplus cash balances on hand.

## ADMINISTRATIVE EXPENSES

Expenses incurred by the Partnership for the quarter ended December 31, 2015 were \$138,000, comprised entirely of general and administrative expenses. General and administrative expenses increased by \$28,000, due to non-recurring costs associated with historical Trustee remuneration.

## INTEREST AND FINANCING EXPENSES

Interest and financing expenses incurred by the Fund were \$108,000 for the three months ended December 31, 2015, and included interest on the long-term debt of \$104,000, and amortization of deferred financing charges of \$4,000. Interest and financing expenses decreased by \$49,000 from the comparable quarter of the prior year, consisting of a decrease in the interest on the long-term debt of \$46,000, a decrease in other finance charges of \$1,000, and a decrease in amortization of deferred finance charges of \$2,000. Interest costs on the long-term debt decreased during the comparable quarter, as the average interest rate on the term loan decreased from 4.25% to 2.95%, due to the combined effect of two reductions in the bank's prime lending rate during the current year, and a reduction in the Fund's borrowing rate by 1.0% effective June 26, 2015, as part of its amended banking agreement.

## OPERATING INCOME

The Fund's operating income increased from \$6,071,000 during the fourth quarter of 2014, to \$7,220,000 during the fourth quarter of 2015. The increase of \$1,149,000 was due to the net impact of the increase in royalty income of \$1,129,000, the decrease in interest income of \$1,000, the increase in administrative expenses of \$28,000, and the decrease in interest and financing expenses of \$49,000.

## DISTRIBUTIONS TO KRL

Distributions attributable to KRL during the three months ended December 31, 2015 were \$2,511,000, which included distributions of \$1,442,000 on the Exchangeable units and \$1,069,000 on the Class C units. Distributions on the Exchangeable units increased by \$325,000 from the comparable quarter of the prior year, due to the combination of an increase in the operating income of the Fund during the fourth quarter of 2015, and an increase in KRL's average effective ownership of the Fund during that period. KRL's average effective ownership of the Fund increased from 22.39% during the fourth quarter of 2014 to 23.35% during the fourth quarter of 2015, as a result of the 2015 Additional Entitlement received by KRL on January 1, 2015, from the roll-in of sales of net new restaurants on that date. The distributions declared on the Class C units remained the same during the comparable periods, which were \$0.0625 per Class C unit per month.

## PROFIT BEFORE FAIR VALUE GAIN (LOSS) AND TAXES

Profit before fair value gain (loss) and taxes increased by \$824,000 from a profit of \$3,885,000 (34.2 cents/Fund unit) in the fourth quarter of 2014, to a profit of \$4,709,000 (41.5 cents/Fund unit) in the fourth quarter of 2015.

## FAIR VALUE GAIN (LOSS)

The fair value of the Exchangeable unit liability decreased by \$550,000 during the three months ended December 31, 2015, as compared with an increase of \$2,686,000 during the three months ended December 31, 2014.

During the three months ended December 31, 2015, the fair value of the 3,403,979 Exchangeable units held by KRL during that entire period decreased, as the closing market price of a Fund unit (the basis upon which the Exchangeable units held by KRL are valued) decreased from \$17.99 to \$17.81, resulting in a non-cash gain to the Fund of \$613,000. In addition, the fair value of the 54,645 Exchangeable units granted to KRL on December 31, 2015 with effect from January 1, 2015 (the final 20% of the 2015 Additional Entitlement) increased by \$63,000, as the Exchangeable unit value increased from \$16.66 (the roll-in price) to \$17.81, resulting in a non-cash loss to the Fund of \$63,000.

During the comparable period of the prior year, the fair value of the 3,275,225 Exchangeable units held by KRL during that entire period increased, as the closing market price of a Fund unit increased from \$16.65 to \$17.47, resulting in a non-cash loss to the Fund of \$2,686,000.

## TAXES

Taxes for the three-month period ended December 31, 2015, were \$1,271,000, and included SIFT tax expense of \$1,221,000 and non-cash deferred taxes of \$50,000. SIFT tax expense increased by \$243,000 mostly due to the increase in the taxable income of the Fund during the comparable three-month period. Deferred taxes increased by \$23,000 during the comparable quarter, due to changes in the temporary differences between the accounting and tax basis of the Keg Rights owned by the Partnership.

## PROFIT (LOSS) AND COMPREHENSIVE INCOME (LOSS)

Profit (loss) increased by \$3,794,000 from a profit of \$194,000 (1.7 cents/Fund unit) in the fourth quarter of 2014, to a profit of \$3,988,000 (35.1 cents/Fund unit) in the fourth quarter of 2015, partly due to the decrease in the non-cash fair value gain (loss) of the Exchangeable unit liability.

## DISTRIBUTABLE CASH

Distributable cash before SIFT tax increased by \$548,000 from \$3,735,000 (32.9 cents/Fund unit) to \$4,283,000 (37.7 cents/Fund unit) during the comparable quarter. Cash available for distribution to Fund unitholders increased by \$305,000 from \$2,757,000 (24.3 cents/Fund unit) to \$3,062,000 (27.0 cents/Fund unit) during the comparable quarter. The difference between the Fund's profit (loss) and distributable cash is due to non-cash items such as amortization, fair value gain (loss), and deferred taxes included in the Fund's profit (loss), as well as changes in non-cash working capital balances.

## DISTRIBUTIONS TO FUND UNITHOLDERS

Annually, two distributions are expected to be declared during the first quarter, three distributions in each of the second and third quarters and four distributions in the fourth quarter. This is done to ensure that the distribution based on the Royalty Pool sales for the month of December (which is paid the following month in January) is recorded in the period in which it was earned for income tax purposes.

In the fourth quarter of 2014, distributions to Fund unitholders consisted entirely of cash distributions paid of \$2,725,000 (24.0 cents/Fund unit) whereas in the fourth quarter of 2015, distributions to Fund unitholders include cash distributions paid of \$2,946,000 (26.0 cents/Fund unit) and a special distribution of \$795,000 (7.0 cents/Fund unit) declared in December 2015. The total increase of \$1,016,000 (8.9 cents/Fund unit) was partially the result of monthly distributions having been increased three times during 2015 (\$221,000 increase in distributions or 1.9 cents/Fund unit) and the special distribution declared in December 2015 (\$795,000 increase in distributions or 7.0 cents/Fund unit).

## YEAR

### GROSS SALES

Gross sales reported by the Keg restaurants in the Royalty Pool increased by \$53,347,000 from \$520,701,000 to \$574,048,000 for the year. The increase in gross sales was due to the net impact of the extra week of sales included in the fourth quarter of the current year (\$10,240,000 increase in sales), the same store sales increases at comparable royalty pool restaurants during the comparable 52-week periods (\$32,875,000 increase in sales), the positive effect of the exchange rate increase on the translation of the US restaurant sales into their Canadian dollar equivalent (\$7,850,000 increase in sales), the sales of new restaurants added to the Royalty Pool on January 1, 2015 (\$24,127,000 increase in sales), the sales of restaurants temporarily closed for renovations during the prior year (\$2,269,000 increase in sales), the loss of sales from restaurants temporarily closed for renovation during the current year (\$752,000 decrease in sales), and the loss of sales from permanently closed restaurants that did not operate during the comparable period (\$23,262,000 decrease in sales).

### ROYALTY INCOME

Total royalty income increased from \$20,896,000 in 2014 to \$23,251,000 in 2015. The increase of \$2,355,000 during the year consists of an increase in royalty fee income of \$2,134,000, and an increase in Make-whole fees of \$221,000.

The increase in royalty fee income was due to the net impact of the extra week of sales included in the fourth quarter of the current year (\$410,000 increase in royalty fee income), same store sales increases at comparable royalty pool restaurants during the comparable 52-week periods (\$1,315,000 increase in royalty fee income), the positive effect of the exchange rate increase on the translation of US restaurant sales into their Canadian dollar equivalent (\$313,000 increase in royalty fee income), the sales of new restaurants added to the Royalty Pool on January 1, 2015 (\$965,000 increase in royalty fee income), the sales of restaurants temporarily closed for renovations during the prior year, (\$91,000 increase in royalty fee income), the loss of sales from restaurants temporarily closed for renovation during the current year (\$30,000 decrease in royalty fee income), and the loss of sales from permanently closed restaurants that did not operate during the comparable period (\$930,000 decrease in royalty fee income).

Make-whole fees increased as more restaurants were closed during the comparable twelve-month period. During the current year, five restaurants were subject to Make-whole payments (those restaurants were closed for a total of 96 weeks during 2015), whereas in the prior year, only one restaurant was so obligated (that restaurant was closed for 39 weeks during 2014).

### INTEREST INCOME

Interest income earned by the Fund during the current year was \$4,281,000, and was comprised of interest income on the Keg Loan of \$4,275,000 and other interest income of \$6,000. Interest income on the Keg Loan and other interest income both remained the same during the year.

### ADMINISTRATIVE EXPENSES

Expenses incurred by the Partnership for the year ended December 31, 2015 were \$435,000, comprised of \$436,000 in general and administrative expenses, net of \$1,000 in other interest income. General and administrative expenses increased by \$27,000, due to non-recurring costs associated with historical Trustee remuneration. Other interest income remained the same during the year.

## INTEREST AND FINANCING EXPENSES

Interest and financing expenses incurred by the Fund were \$519,000 for the year ended December 31, 2015, and included interest on the long-term debt of \$493,000, other finance charges of \$5,000, other interest expense of \$1,000, and amortization of deferred financing charges of \$20,000. Interest and financing expenses decreased by \$105,000 for the year, consisting of a decrease in the interest on the long-term debt of \$102,000 and a decrease in amortization of deferred finance charges of \$3,000. Interest costs on the long-term debt decreased during the year as the average interest rate on the term loan decreased from 4.25% to 3.52%, due to the combined effect of two reductions in the bank's prime lending rate during the current year, and a reduction in the Fund's borrowing rate by 1.0% effective June 26, 2015, as part of its amended banking agreement.

## OPERATING INCOME

The Fund's operating income increased from \$24,145,000 during 2014, to \$26,578,000 during 2015. The increase of \$2,433,000 was due to the net impact of the increase in royalty income of \$2,355,000, the increase in administrative expenses of \$27,000 and the decrease in interest and financing expenses of \$105,000.

## DISTRIBUTIONS TO KRL

Distributions attributable to KRL during the year ended December 31, 2015 were \$9,491,000, which included distributions of \$5,216,000 on the Exchangeable units and \$4,275,000 on the Class C units. Distributions on the Exchangeable units increased by \$778,000 from the prior year, due to the combination of an increase in the operating income of the Fund during 2015, and an increase in KRL's average effective ownership of the Fund during the year. KRL's average effective ownership of the Fund increased from 22.39% during 2014 to 23.35% during 2015, as a result of the 2015 Additional Entitlement received by KRL on January 1, 2015, from the roll-in of sales of net new restaurants on that date. The distributions declared on the Class C units remained the same during the comparable periods, which were \$0.0625 per Class C unit per month.

## PROFIT (LOSS) BEFORE FAIR VALUE GAIN (LOSS) AND TAXES

Profit before fair value gain (loss) and taxes increased by \$1,655,000 from \$15,432,000 (\$1.359/Fund unit) in 2014, to \$17,087,000 (\$1.505/Fund unit) in 2015.

## FAIR VALUE GAIN (LOSS)

The fair value of the Exchangeable unit liability increased by \$1,324,000 during the twelve months ended December 31, 2015, as compared with an increase of \$3,926,000 during the twelve months ended December 31, 2014.

During the year ended December 31, 2015, the fair value of the 3,275,225 Exchangeable units held by KRL during the entire year increased, as the closing market price of a Fund unit (the basis upon which the Exchangeable units held by KRL are valued) increased from \$17.47 to \$17.81, resulting in a non-cash loss to the Fund of \$1,114,000. The fair value of 128,754 Exchangeable units awarded to KRL on January 1, 2015 (the initial 80% of the 2015 Additional Entitlement) increased, as the Exchangeable unit value increased from \$16.66 (the roll-in price) to \$17.81, resulting in a non-cash loss to the Fund of \$147,000. In addition, the fair value of the 54,645 Exchangeable units granted to KRL on December 31, 2015 with effect from January 1, 2015 (the final 20% of the 2015 Additional Entitlement) increased, as the Exchangeable unit value increased from \$16.66 (the roll-in price) to \$17.81, resulting in a non-cash loss to the Fund of \$63,000.

During the year ended December 31, 2014, the fair value of the 2,958,702 Exchangeable units held by KRL during the entire year increased, as the closing market price of a Fund unit increased from \$16.44 to \$17.47, resulting in a non-cash loss to the Fund of \$3,048,000. In addition, the fair value of 316,524 Exchangeable units awarded to KRL on January 1, 2014 (the 2014 Additional Entitlement) increased, as the Exchangeable unit value increased from \$14.70 (the roll-in price) to \$17.47, resulting in a non-cash loss to the Fund of \$878,000.

## TAXES

Taxes for the year ended December 31, 2015, were \$4,527,000 and included SIFT tax expense of \$4,385,000 and non-cash deferred taxes of \$142,000. SIFT tax expense increased by \$502,000 mostly due to the increase in the taxable income of the Fund during 2015. Deferred taxes increased by \$42,000 during the year, due to changes in the temporary differences between the accounting and tax bases of the Keg Rights owned by the Partnership.

## PROFIT (LOSS) AND COMPREHENSIVE INCOME (LOSS)

Profit increased by \$3,713,000 from a profit of \$7,523,000 (66.3 cents/Fund unit) during 2014 to a profit of \$11,236,000 (99.0 cents/Fund unit) during 2015, partly due to the decrease in the non-cash fair value gain (loss) of the Exchangeable unit liability.

## DISTRIBUTABLE CASH

Distributable cash before SIFT tax increased by \$1,377,000 from \$15,304,000 (\$1.348 cents/Fund unit) to \$16,681,000 (\$1.469/Fund unit) during the year. Cash available for distribution to Fund unitholders increased by \$875,000 from \$11,421,000 (\$1.006/Fund unit) to \$12,296,000 (\$1.083/Fund unit) during the year. The difference between the Fund's earnings and distributable cash is due to non-cash items such as amortization, fair value gain (loss), and deferred income taxes included in the Fund's net earnings, as well as changes in non-cash working capital balances.

## DISTRIBUTIONS TO FUND UNITHOLDERS

In 2014, distributions to Fund unitholders consisted entirely of cash distributions paid of \$10,899,000 (96.0 cents/Fund unit) whereas in 2015, distributions to Fund unitholders include cash distributions paid of \$11,365,000 (\$1.001/Fund unit) and a special distribution of \$795,000 (7.0 cents/Fund unit) declared in December 2015. The total increase of \$1,261,000 (11.1 cents/Fund unit) in distributions to Fund unitholders was partially the result of monthly distributions having been increased three times during 2015 (\$466,000 increase in distributions or 4.1 cents/Fund unit) and the special distribution declared in December 2015 (\$795,000 increase in distributions or 7.0 cents/Fund unit).

## LIQUIDITY & CAPITAL RESOURCES

It is the Fund's policy to distribute all available cash on a monthly basis in order to provide consistent returns to unitholders and to maximize those returns. Any increase in distributions in the future will be implemented in such a manner so as to maintain uniform monthly distributions.

During the fourth quarter of 2015, the Fund generated \$3,062,000 in distributable cash, paid distributions of \$2,946,000 to public unitholders, and declared a special distribution of \$795,000, resulting in a shortfall of \$679,000. For the year, the Fund generated \$12,296,000 in distributable cash, paid distributions of \$11,365,000 to public unitholders, and declared a special distribution of \$795,000, resulting in a surplus of \$136,000. After adjusting for the special distribution of \$795,000 declared in December 2015, the cumulative surplus since the inception of the Fund is \$862,000 as at December 31, 2015. The Fund has cash on hand of \$2,770,000 and a positive working capital balance of \$2,317,000 as at December 31, 2015.

## TERM LOAN

The Trust has a \$14 million non-revolving term loan facility, which bears interest at bank prime plus 0.25% per annum. The facility was originally arranged during the IPO to partially finance the purchase of the Keg Rights from KRL, and to provide term debt as part of the capital structure. On June 26, 2015, the Fund amended the terms of this loan with its existing banking syndicate and the maturity date was extended to July 1, 2018 and the interest rate reduced from bank prime plus 1.25% to bank prime plus 0.25%. The term loan held by the Trust is subject to certain financial covenants, including minimum equity amounts in both the Trust and the Partnership, and a minimum Partnership cash flow level defined as profit (loss) before interest, fair value gain (loss), taxes, depreciation and amortization (“EBITDA”). As at December 31, 2015, the Trust and Partnership are in compliance with all financial covenants associated with this facility.

## OPERATING LINE OF CREDIT

The Partnership, a subsidiary of the Fund, has a \$1 million operating line of credit, which bears interest at bank prime plus 0.25% per annum. This facility is used primarily to bridge timing differences between the receipt of the royalty payments and distributions on the Partnership securities. This operating line is also available for general working capital purposes or, if required, to help finance periodic differences between receipt of the royalty payment (which may vary due to small seasonal variations in the gross sales of those restaurants in the Royalty Pool), and distributions to unitholders. As at December 31, 2015, the entire \$1 million facility is available for use.

## CONTROLS AND PROCEDURES

Disclosure controls and procedures are designed to provide reasonable assurance that relevant information is gathered and reported to Senior Management, including the Chief Executive Officer (“CEO”) and the Chief Financial Officer (“CFO”) of The Keg GP Ltd., managing general partner of the Partnership and administrator of the Fund, on a timely basis so that the appropriate decisions can be made regarding public disclosure. As of December 31, 2015, an evaluation of the effectiveness of the Fund’s disclosure controls and procedures, as defined under Multilateral Instrument 52-109 (“MI 52-109”) issued by the Canadian Securities Administrators (“CSA”), was carried out under the supervision of and with the participation of management including the CEO and CFO. Based on the evaluation, the CEO and the CFO concluded that the design and operation of these disclosure controls and procedures were effective.

## INTERNAL CONTROLS OVER FINANCIAL REPORTING

The Keg GP Ltd., as administrator of the Fund, is responsible for establishing and maintaining adequate internal control over financial reporting as such term is defined by the CSA. The CEO and CFO of The Keg GP Ltd. have designed, or caused to be designed under their supervision, internal controls over financial reporting to provide reasonable assurance regarding the reliability of the Fund’s financial reporting and the preparation of its consolidated financial statements for external purposes in accordance with IFRS and applicable securities legislation.

The Fund’s internal control over financial reporting may not prevent or detect all misstatements because of inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

The administrator of the Fund assessed the effectiveness of the Fund’s internal control over financial reporting as of December 31, 2015, based on the framework established in *Internal Control – Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (“COSO”). Based on this assessment, the administrator concluded that the Fund maintained effective internal control over financial reporting as of December 31, 2015. During the year ended December 31, 2015, there has been no change in the Fund’s internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the Fund’s internal control over financial reporting. In May 2013, COSO released “*Internal Control – Integrated Framework : 2013*” The Fund transitioned to the updated framework during the year ended December 31, 2014. The administrator of the Fund has assessed the impact of this transition and there were no significant changes to the Fund’s internal controls over financial reporting.

## CRITICAL ACCOUNTING ESTIMATES

The preparation of the Fund's consolidated financial statements in conformity with IFRS requires estimates and judgements to be made that affect the reported amounts of assets and liabilities, income and expenses, and related disclosures. These estimates are based on historical experience and knowledge of economics, market factors and the restaurant industry along with various other assumptions that are believed to be reasonable under the circumstances.

The Fund believes that the following selected accounting policies are critical to understanding the estimates, assumptions and uncertainties that affect the amounts reported and disclosed in the Fund's consolidated financial statements and related notes.

## CONSOLIDATION

Applying the criteria outlined in IFRS 10, "*Consolidated Financial Statements*", judgement is required in determining whether the Fund controls the Partnership. Making this judgement involves taking into consideration the concept of power over the Partnership, exposure to variable returns, and the ability to use power to direct the relevant activities of the Partnership so as to generate economic returns. Using these criteria, management has determined that the Fund ultimately controls the Partnership through its 90% ownership of the managing general partner, The Keg GP Ltd.

## KEG RIGHTS

The Fund carries the Keg Rights at historical cost comprising the amount of consideration paid for the Keg Rights in 2002 as part of the Fund's IPO, as well as the value of additional sales of net new Keg restaurants added to the Royalty Pool since inception. The value of the gross sales of new Keg restaurants added to the Royalty Pool is determined on a formula basis that is designed to estimate the present value of the cash flows due to the Fund as a result of the sales of these new Keg restaurants being added to the Royalty Pool. As such, the calculation is dependent on a number of variables including the estimated long-term sales of the new Keg restaurants and a discount rate. The value assigned to the sales of net new Keg restaurants, and as a result, the value assigned to the Keg Rights, could differ from actual results.

The Fund tests the Keg Rights for impairment annually, which requires that the Fund use a valuation technique to determine if impairment exists. This valuation technique may not represent the actual fair value less costs to sell that the Fund expects the Keg Rights to generate.

## EXCHANGEABLE UNIT FAIR VALUE GAIN (LOSS)

The Fund is required under IFRS to classify the Exchangeable units as a financial liability at fair value. This requires that the Fund uses a valuation technique to determine the fair value of the Exchangeable units at the applicable reporting dates. The Fund estimates the fair value of this financial liability using the Fund's market capitalization at the end of the applicable period and allocating KRL's entitlement based upon its percentage ownership of the Fund on a fully-diluted basis as at December 31, 2015.

As at December 31, 2015, the closing price of a Fund unit was \$17.81 resulting in a market capitalization of \$263.8 million. KRL's 23.35% ownership of the Fund (on a fully-diluted basis) was calculated to be \$61.6 million. This valuation technique may not represent the actual value of the financial liability should such Exchangeable units be extinguished, and changes in the distribution rate on the Exchangeable units and the yield of the Fund's units could materially impact the Fund's financial position and results of operations.

## DEFERRED TAX EXPENSE

The Fund uses the asset and liability method of accounting for income taxes. Under the asset and liability method, deferred tax assets and liabilities are recognized for the deferred tax consequences attributable to the differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted or substantively enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of changes in tax rates is recognized in income in the period that includes the date of enactment or substantive enactment of such changes.

The determination of deferred taxes requires the use of judgement and estimates. If certain judgements or estimates prove to be inaccurate, or if certain tax rates or laws change, the Fund's results of operations and financial position could be materially impacted.

## FINANCIAL INSTRUMENTS

The Fund's financial instruments consist of cash and cash equivalents, royalty fee receivable from KRL, interest on note receivable from KRL, note receivable from KRL, accounts payable and accrued liabilities, interest payable on the term loan, distributions payable to Fund unitholders, distributions payable to KRL, Class C Partnership unit liability and the term loan. The requirement for the Fund to settle its note receivable from KRL in exchange for Class C Partnership units is classified as a derivative instrument. The Fund has reviewed the net impact of this potential exchange requirement on its cash flows and has determined that there is no significant value applicable to this feature.

The fair values of the amount due from KRL, accounts payable and accrued liabilities, interest payable on the term loan and the distributions payable to Fund unitholders approximate their carrying amounts, largely due to the short-term maturities of these instruments. The fair value of the note receivable from KRL and the Class C unit liability approximate their carrying values due to the requirement of the Fund to settle the note receivable from KRL in exchange for Class C Partnership units equal to \$10.00 per Class C unit transferred. The fair value of the term loan is not materially different from its carrying value as the variable rate of interest on the facility would not be significantly different from the current market rate of interest due to the considerable security held by the banking syndicate.

## **SUBSEQUENT EVENT**

### **JANUARY 1, 2016 ROLL-IN**

On January 1, 2016, an estimated \$1.9 million in annual net sales were added to the Royalty Pool. Three new restaurants that opened during the period from October 3, 2014 through October 2, 2015, with estimated gross sales of \$21.0 million annually, were added to the Royalty Pool. Five permanently closed Keg restaurants with annual sales of \$19.1 million were removed from the Royalty Pool. The total number of restaurants in the Royalty Pool decreased to 100. The pre-tax yield of the Fund units was determined to be 7.37% calculated using a weighted average unit price of \$18.01.

As a result of the contribution of the additional net sales to the Royalty Pool, and assuming 100% of the estimated Additional Entitlement is received, KRL's Additional Entitlement will be equivalent to 52,357 Fund units, being 0.35% of the Fund units on a fully diluted basis.

On January 1, 2016, KRL received 80% of this entitlement, representing the equivalent of 41,886 Fund units, being 0.28% of the Fund units on a fully diluted basis. KRL will also receive a proportionate increase in monthly distributions from the Partnership. Including the initial portion of the Additional Entitlement described above, KRL will have the right to exchange its units in the capital of the Partnership for 3,500,510 Fund units, representing 23.57% of the Fund units on a fully diluted basis.

The balance of the additional entitlement will be adjusted on December 31, 2016, to be effective January 1, 2016, once the actual performance of the new restaurants has been confirmed. If KRL were to receive 100% of the estimated Additional Entitlement for 2016, it would have the right to exchange its Partnership units for 3,510,981 Fund units, representing 23.62% of the Fund units on a fully diluted basis.

## OUTLOOK

In Canada, Restaurants Canada has estimated that sales in the full-service restaurant category, the category in which The Keg operates, increased by 4.8% in 2014 and has projected sales to increase by 3.6% in 2015. In the US, the National Restaurant Association has estimated that sales in the full-service category increased by 2.8% in 2014, and has projected sales to increase by 2.9% in 2015. Given the close historical relationship between disposable income and foodservice spending, management of KRL expects that as economic conditions continue to improve in North America, so will sales in the full-service category of the restaurant industry.

While management of KRL does not expect a significant improvement in economic conditions in the near term, management believes that The Keg will continue to outperform the full-service restaurant category with respect to same store sales growth. Management of KRL continues to monitor the global economy and evaluate its potential impact on the North American business environment, particularly the effect on consumer confidence and discretionary spending. Management of KRL has advised the Trustees that it intends to continue to focus on growing same store sales and to continue to expand the number of corporate and franchised restaurants in Canada and the US.

KRL management has also advised the Trustees that it believes that the strong same store sales growth KRL has delivered in the past will continue to be realized over the long term through a combination of increased guest counts and increased guest average cheque. Advertising and promotions programs will continue to focus on food taste, quality and excellent service in a friendly atmosphere.

Management of KRL has further advised the Trustees that it believes that continued Canadian market expansion will be leveraged by KRL's leading market position and national presence.

Corporate market expansion in the US will continue to focus on three target markets, specifically: Phoenix, Arizona; Denver, Colorado; and Dallas, Texas. KRL management has advised the Trustees that it intends to continue to pursue franchising opportunities in the US.

KRL continues to refurbish, and in some cases, relocate existing Keg restaurants in order to better serve its guests and to protect and enhance the strong leadership position The Keg brand has enjoyed for over forty years. KRL has opened one corporate and one franchised restaurant, as well as relocated one franchised restaurant in Canada between October 3, 2014 and October 2, 2015. The relocated restaurant is treated as both opened and closed for Fund reporting purposes. These restaurants will be added to the Royalty Pool on January 1, 2015. Management of KRL have advised the Trustees that on October 1, 2015, one additional corporate restaurant located in Dallas, Texas was permanently closed due to a lease expiry.

Management of KRL have further advised that it currently expects to open four additional restaurants consisting of two corporate and two franchised restaurants in Canada prior to October 3, 2016, which will be added to the Royalty Pool on January 1, 2017. The scheduled opening of these new restaurants is conditional upon the timely receipt of municipal approvals, construction permits, and ongoing evaluation of the current economic environment.

## **RISKS AND UNCERTAINTIES**

The Fund continues to recognize certain risks and uncertainties associated with the ordinary course of business, including those associated with the business and operations of KRL, upon which the Fund relies solely for its income.

### **THE RESTAURANT INDUSTRY**

The performance of the Fund is directly dependent upon the royalty and interest payments received from KRL. The amount of the royalty is dependent upon restaurant sales, which is subject to a number of factors that affect the restaurant industry generally and the casual dining segment of the industry in particular. The casual dining segment of the restaurant industry is intensely competitive with respect to price, service, location and food quality. There are many well-established competitors, particularly in the US, with substantially greater financial and other resources than KRL. Competitors include national and regional chains, as well as individually owned restaurants.

Recently, competition has increased in the mid-price, full-service, casual dining segment in which Keg restaurants operate. If KRL and The Keg franchisees are unable to successfully compete in the casual dining segment of the restaurant industry, sales may be adversely affected, the amount of the royalty reduced and the ability of KRL to pay the royalty or interest on the Keg Loan may be impaired. The restaurant business is also affected by changes in demographic trends, traffic patterns, and the type, number, and location of competing restaurants.

In addition, factors such as inflation; increased food; labour and benefits costs; government regulations; smoking by-laws; and the availability of experienced management and hourly employees may adversely affect the restaurant industry in general and therefore potentially KRL and its franchisees. Changing consumer preferences, discretionary spending patterns and factors affecting the availability of beef could force KRL to modify its restaurant content and menu, and could result in a reduction of restaurant sales. Accordingly, this could impact the amount of the royalty and financial condition of KRL.

Consumer preferences could be affected by health concerns about the consumption of beef, the primary item served at Keg restaurants, and specific events such as the outbreak of “mad cow disease” could reduce the available supply of beef or significantly raise the price of beef.

KRL’s success also depends on numerous factors affecting discretionary consumer spending including economic conditions, disposable consumer income and consumer confidence. Adverse changes in these factors could reduce guest traffic or impose practical limits on pricing, either of which could reduce restaurant sales and operating income, which could adversely affect the royalty and the ability of KRL to pay the royalty, the Make-whole payment or interest on the Keg Loan.

### **AVAILABILITY AND QUALITY OF RAW MATERIALS**

Management of KRL continues to monitor any cases of mad cow disease found in North America. The continued widespread testing of herds confirms that these were isolated cases; the risk to human health appears to be negligible. Most importantly to The Keg, there has not been any significant negative consumer reaction to beef in North America and there has not been a material impact on its restaurant traffic. KRL has maintained an uninterrupted supply of quality beef that meets its demanding specifications despite previous border closures. Management of KRL expects the demand for beef to remain strong among consumers and its supply to continue uninterrupted.

### **FLUCTUATIONS IN FOREIGN EXCHANGE RATES**

As at December 31, 2015, KRL has 10 restaurants located in the US, all of which are corporately owned through its wholly owned subsidiaries. Keg restaurants located in the US generate sales in US dollars, which must be translated into their Canadian dollar equivalent for Fund reporting purposes. Fluctuations in foreign exchange rates will affect the Canadian dollar equivalent of the sales of the restaurants located in the US, which will affect the amount of the royalty.

## FORWARD LOOKING INFORMATION

Certain information included in this report contains forward-looking statements within the meaning of applicable securities laws. These statements include, but are not limited to, statements made in the Overview, Outlook, Competitive Strength and Growth, The Royalty Pool, Distributions to Unitholders, and Critical Accounting Estimates sections and other statements concerning the Fund's business plans and objectives, activities and management's beliefs, plans, estimates and intentions, and similar statements concerning the Fund's anticipated future events, results, performance or expectations that are not historical facts. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "would", "expect", "intend", "estimate", "anticipate", "believe", "should", "plan", "continue", or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management. All forward-looking statements in this Management's Discussion and Analysis are qualified by these cautionary statements.

These forward looking statements are not guarantees of future events or performance and, by their nature, are based on the Fund's current estimates and assumptions, which are subject to risks and uncertainties, including those described in this Management's Discussion and Analysis, which could cause actual events or results to differ materially from the forward looking statements made in this Management's Discussion and Analysis. Those risks and uncertainties include, but are not limited to:

- changes in national and local business and economic conditions that may affect competition in the restaurant industry, changes in demographic trends, or changes in consumer preferences and discretionary spending patterns;
- availability and quality of raw materials;
- growth of the royalty fee and the impact on the royalty amount from the closure of Keg restaurants;
- the ability of franchisees' to generate sales and pay franchise fees and other amounts;
- dependence on key personnel;
- maintenance of strong intellectual property and brand equity;
- unexpected costs or liabilities related to changes in regulations governing alcoholic beverages, income or sales tax legislation, environmental matters or food-borne illnesses; and
- fluctuations in the foreign exchange rate between the Canadian and US dollar.

The foregoing list of factors is not exhaustive and should be considered in conjunction with the risks and uncertainties set out in KRL's Management's Discussion and Analysis for the 52 weeks ended September 27, 2015, which are available on SEDAR at [www.sedar.com](http://www.sedar.com).

Material assumptions or factors that were applied in drawing a conclusion or making an estimate set out in the forward looking information may include, but are not limited to:

- a stable pace of real estate development opportunities;
- absence of material changes in law;
- protection of the Keg Rights;
- continued access to financing by each of KRL and its franchisees;
- no unexpected closings of Keg restaurants that will have a material adverse affect on the royalty amount; and
- expectations related to future general economic conditions.

Although the forward looking information contained in this Management's Discussion and Analysis is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward looking statements. The forward-looking information contained in this document is current only as of the date of this document and reflects current expectations regarding future events and operating performance. Except as required by law, the Fund undertakes no obligation to publicly update, supplement or revise any forward looking statement, whether as a result of new information, changing circumstances, future events or otherwise. Certain statements included in this Management's Discussion and Analysis may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this Management's Discussion and Analysis.

## **ADDITIONAL INFORMATION**

Additional information about the Fund including the Fund's most recent annual information form is available on SEDAR at [www.sedar.com](http://www.sedar.com).

## UNITHOLDER INFORMATION

### CORPORATE HEAD OFFICE

The Keg Royalties Income Fund  
10100 Shellbridge Way  
Richmond, BC V6X 2W7

### BOARD OF TRUSTEES

C. C. Woodward  
George Killy  
Tim Kerr

### BOARD OF DIRECTORS AND OFFICERS OF THE KEG GP LTD., THE GENERAL PARTNER OF THE KEG RIGHTS LIMITED PARTNERSHIP

C. C. Woodward\*  
Chairman and Director  
David Aisenstat  
President and Director  
Neil Maclean  
Secretary, Treasurer and Director  
George Killy\*  
Director  
Tim Kerr\*  
Director

\* Audit Committee and Governance Committee Member

### REGISTRAR AND TRANSFER AGENT

Computershare Trust Company of Canada

### STOCK EXCHANGE LISTING

Toronto Stock Exchange: KEG.UN

### INVESTOR ENQUIRIES

Neil Maclean

Telephone: (604) 276-0242  
Facsimile: (604) 276-2681  
E-mail: [neilm@kegrestaurants.com](mailto:neilm@kegrestaurants.com)  
Website: [www.kegincomefund.com](http://www.kegincomefund.com)

# **THE KEG ROYALTIES INCOME FUND**

## **CONSOLIDATED FINANCIAL STATEMENTS**

For the years ended December 31, 2015 and 2014

## MANAGEMENT'S STATEMENT OF RESPONSIBILITIES

The accompanying consolidated financial statements are the responsibility of management and have been reviewed and approved by the Board of Directors of The Keg GP Ltd. and the Trustees of The Keg Royalties Income Fund (the "Fund"). The consolidated financial statements have been prepared by management, in accordance with International Financial Reporting Standards and, where appropriate, reflect management's best estimates and judgements. Management has also prepared financial and all other information in the annual report and has ensured that this information is consistent with the consolidated financial statements.

The Fund maintains appropriate systems of internal control, policies and procedures, which provide management with reasonable assurance that assets are safeguarded and the financial records are reliable and form a proper basis for preparation of financial statements.

The Board of Directors and the Trustees ensure that management fulfills its responsibilities for financial reporting and internal control through an Audit Committee. The committee reviews the consolidated financial statements and reports to the Trustees. The Fund's external auditors have full and direct access to the Audit Committee.

The consolidated financial statements have been independently audited by KPMG LLP, in accordance with Canadian generally accepted auditing standards. Their report following this statement expresses their opinion on the consolidated financial statements of the Fund.

(signed) C.C. Woodward

Chairman, The Keg Royalties Income Fund  
on behalf of the Board of Trustees

February 1, 2016



**KPMG LLP**  
**Chartered Professional Accountants**  
PO Box 10426 777 Dunsmuir Street  
Vancouver BC V7Y 1K3  
Canada

Telephone (604) 691-3000  
Fax (604) 691-3031  
Internet www.kpmg.ca

## INDEPENDENT AUDITORS' REPORT

To the Unitholders of The Keg Royalties Income Fund

We have audited the accompanying consolidated financial statements of The Keg Royalties Income Fund ("the Fund"), which comprise the consolidated statements of financial position as at December 31, 2015 and December 31, 2014, the consolidated statements of comprehensive income, changes in unitholders' equity and cash flows for the years then ended, and notes, comprising 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 International Financial Reporting Standards, 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 audits. We conducted our audits 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 our 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, we consider internal control relevant to the Fund'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 Fund'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 audits 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 consolidated financial position of the Fund as at December 31, 2015 and December 31, 2014, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards.

Chartered Professional Accountants

February 1, 2016  
Vancouver, Canada

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(Expressed in thousands of dollars)

	Note	December 31, 2015	December 31, 2014
<b>ASSETS</b>			
Current assets:			
Cash .....		\$ 2,770	\$ 1,651
Prepaid expenses and deposits .....		13	14
Royalty fee receivable from Keg Restaurants Ltd. ....	12	2,768	2,338
Interest on note receivable from Keg Restaurants Ltd. ....	12	363	363
		5,914	4,366
Note receivable from Keg Restaurants Ltd. ....	5	57,000	57,000
Intangible assets, Keg Rights .....	6	164,200	161,144
		\$ 227,114	\$ 222,510
<b>LIABILITIES AND UNITHOLDERS' EQUITY</b>			
Current liabilities:			
Accounts payable and accrued liabilities .....		\$ 322	\$ 304
Interest payable on term loan .....		35	51
Distributions payable to Fund unitholders .....	8	1,788	908
Distributions payable to Keg Restaurants Ltd. ....	12	1,022	834
Current income tax payable .....	11	430	402
		3,597	2,499
Term loan, net of deferred financing charges .....	10(a)	13,956	13,963
Deferred taxes .....	11	2,165	2,023
Class C Partnership units .....	9(a)	57,000	57,000
Exchangeable Partnership units .....	9(b)	61,598	57,218
Unitholders' equity:			
Fund units .....	7	123,275	123,275
Accumulated deficit .....		(34,477)	(33,468)
		88,798	89,807
		\$ 227,114	\$ 222,510

Subsequent event (note 16)

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

Approved on behalf of the Board of Trustees

“C.C. Woodward”  
**C.C. Woodward, Trustee**

“George Killy”  
**George Killy, Trustee**

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Expressed in thousands of dollars, except unit and per unit amounts)

	<u>Note</u>	January 1 to December 31, 2015	January 1 to December 31, 2014
Revenue:			
Royalty income .....	4	\$ 23,251	\$ 20,896
Interest income .....		<u>4,281</u>	<u>4,281</u>
		27,532	25,177
Expenses:			
General and administrative .....		(435)	(408)
Interest and financing fees .....		(499)	(601)
Amortization of deferred financing charges .....		<u>(20)</u>	<u>(23)</u>
		<u>(954)</u>	<u>(1,032)</u>
Profit before distributions, change in fair value adjustment and income taxes ..		26,578	24,145
Distributions recorded as interest:			
Class C Partnership units .....	9(a)	(4,275)	(4,275)
Exchangeable Partnership units .....	9(b)	<u>(5,216)</u>	<u>(4,438)</u>
		<u>(9,491)</u>	<u>(8,713)</u>
Profit before fair value adjustment and income taxes .....		17,087	15,432
Change in fair value of Exchangeable Partnership units .....	9(b)	<u>(1,324)</u>	<u>(3,926)</u>
Profit before income taxes .....		15,763	11,506
Income taxes:			
Current .....	11	(4,385)	(3,883)
Deferred .....	11	<u>(142)</u>	<u>(100)</u>
		<u>(4,527)</u>	<u>(3,983)</u>
Profit and comprehensive income for the year .....		<u>\$ 11,236</u>	<u>\$ 7,523</u>
Weighted average Fund units outstanding .....	3(k)	<u>11,353,500</u>	<u>11,353,500</u>
Weighted average diluted units outstanding .....	3(k)	<u>14,812,124</u>	<u>14,628,725</u>
Basic and diluted earnings per Fund unit .....	3(k)	<u>\$ 0.99</u>	<u>\$ 0.66</u>

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

## CONSOLIDATED STATEMENTS OF CHANGES IN UNITHOLDERS' EQUITY

(Expressed in thousands of dollars)

	Fund units	Accumulated deficit	Unitholders' equity
Balance, January 1, 2014 .....	\$ 123,275	\$ (30,092)	\$ 93,183
Profit and comprehensive income for the year .....	-	7,523	7,523
Distributions declared to Fund unitholders .....	-	(10,899)	(10,899)
Balance, December 31, 2014 .....	\$ 123,275	\$ (33,468)	\$ 89,807
Balance, January 1, 2015 .....	\$ 123,275	\$ (33,468)	\$ 89,807
Profit and comprehensive income for the year .....	-	11,236	11,236
Distributions declared to Fund unitholders .....	-	(12,245)	(12,245)
Balance, December 31, 2015 .....	\$ 123,275	\$ (34,477)	\$ 88,798

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

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(Expressed in thousands of dollars)

	<u>Note</u>	January 1 to December 31, 2015	January 1 to December 31, 2014
<b>Cash provided by (used for):</b>			
<b>OPERATIONS:</b>			
Profit for the year .....		\$ 11,236	\$ 7,523
Items not involving cash:			
Amortization of deferred financing charges .....		20	23
Deferred income tax expense .....	11	142	100
Change in fair value of Exchangeable Partnership units .....	9(b)	1,324	3,926
Distributions recorded as interest:			
Class C Partnership units .....	9(a)	4,275	4,275
Exchangeable Partnership units .....	9(b)	5,216	4,438
Changes in non-cash operating working capital:			
Royalty fee receivable from Keg Restaurants Ltd. ....		(430)	(155)
Prepaid expenses and deposits .....		1	-
Accounts payable and accrued liabilities .....		18	4
Interest income .....		(4,281)	(4,281)
Interest and financing fees .....		499	601
Current income tax expense .....	11	4,385	3,883
Interest received .....		4,281	4,281
Income taxes paid .....		<u>(4,357)</u>	<u>(3,615)</u>
		22,329	21,003
<b>FINANCING:</b>			
Distributions paid to Class C unitholder .....		(4,275)	(4,275)
Distributions paid to Exchangeable unitholder .....		(5,028)	(4,371)
Distributions paid to Fund unitholders .....		(11,365)	(10,899)
Deferred financing charges .....		(28)	(4)
Interest and financing fees paid .....		<u>(514)</u>	<u>(601)</u>
		<u>(21,210)</u>	<u>(20,150)</u>
Increase in cash .....		1,119	853
Cash, beginning of year .....		<u>1,651</u>	<u>798</u>
Cash, end of year .....		<u>\$ 2,770</u>	<u>\$ 1,651</u>
Non-cash transactions:			
Increase in intangible assets on Royalty Pool net sales roll-in .....		\$ 3,056	\$ 4,651

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

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 1. ORGANIZATION AND NATURE OF BUSINESS:

The Keg Royalties Income Fund (the “Fund”) is an unincorporated open-ended limited purpose trust established under the laws of Ontario, with the authority to issue an unlimited number of trust units and is governed by the Declaration of Trust signed May 31, 2002 and as amended on December 20, 2010. The Fund is registered and domiciled in Canada and its principal business office is located at 10100 Shellbridge Way, Richmond, British Columbia.

The Fund was established to invest in The Keg Rights Limited Partnership (the “Partnership”), which owns the trademarks, trade names, operating procedures and systems and other intellectual property (collectively, the “Keg Rights”) used in connection with the operation of Keg steakhouse restaurants and bars.

The business of the Partnership is the ownership of the Keg Rights and through a Licence and Royalty Agreement (the “Licence and Royalty Agreement”) with Keg Restaurants Ltd. (“KRL”) to exploit the use of the Keg Rights and the collection of the royalty payable under the Licence and Royalty Agreement. KRL’s principal activity is the operation and franchising of Keg steakhouse restaurants and bars in Canada and the United States.

### 2. BASIS OF PREPARATION:

#### (a) Statement of compliance:

These consolidated financial statements, including comparatives, have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”).

The consolidated financial statements were authorized for issue by the Fund’s Board of Trustees on February 1, 2016.

#### (b) Functional and presentation currency:

These consolidated financial statements have been prepared in Canadian dollars, which is also the Fund’s functional currency.

#### (c) Use of estimates and judgements:

The preparation of the Fund’s consolidated financial statements, in conformity with IFRS, requires management to make judgements, estimates and assumptions that affect the application of accounting policies and reported amounts of assets and liabilities, revenue and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 2. BASIS OF PREPARATION (CONTINUED):

(c) Use of estimates and judgements (continued):

Significant estimates and judgements made by management in the application of IFRS that have a significant effect on the amounts recognized in these consolidated financial statements are as follows:

(i) Consolidation:

Applying the criteria outlined in IFRS 10, *Consolidated Financial Statements*, judgement is required in determining whether the Fund controls the Partnership. Making this judgement involves taking into consideration the concept of power over the Partnership, exposure to variable returns, and the ability to use power to direct the relevant activities of the Partnership so as to generate economic returns. Using these criteria, management has determined that the Fund ultimately controls the Partnership through its 90% ownership of the managing general partner, The Keg GP Ltd (“KGP”).

(ii) Intangible assets (note 6):

The Fund carries the Keg Rights at historical cost comprising the amount of consideration paid for the Keg Rights as well as the value of additional Keg restaurants and bars rolled into the Royalty Pool (“Additional Entitlement”). The fair value of the Additional Entitlement is determined on a formula basis that is designed to estimate the present value of the cash flows due to the Fund as a result of net new Keg restaurants and bars being added to the existing Keg restaurants and bars on which KRL pays a royalty to the Partnership (the “Royalty Pool”). As such, the calculation is dependent on a number of different variables including the estimated long-term sales of the new restaurants and a discount rate, and as a result, the value assigned to the Keg Rights could differ materially from actual results.

The Fund tests the Keg Rights for impairment annually, which requires that the Fund use a valuation technique to determine if impairment exists. This valuation technique may not represent the actual fair value less costs to sell that the Fund expects the Keg Rights to generate.

(iii) Fair value adjustment of Class A, B and D Partnership units (“Exchangeable Partnership units” or “Exchangeable units”) (note 9(b)):

The Fund measures the Exchangeable Partnership units as a financial liability at fair value through profit and loss. The Fund estimates the fair value of the Exchangeable Partnership units using the closing market price of the publicly traded units of the Fund (the “Fund units”) on the Toronto Stock Exchange (“TSX”). The Exchangeable Partnership units have similar distribution and voting rights as the Fund units and are exchangeable into Fund units on a one-for-one basis. Therefore, it is estimated that the fair value of an Exchangeable Partnership unit approximates the market value of a Fund unit. This valuation technique may not represent the actual liability should the distributions paid to the holders of the Exchangeable units differ significantly from that paid to Fund unitholders.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 2. BASIS OF PREPARATION (CONTINUED):

(c) Use of estimates and judgements (continued):

(iv) Deferred taxes (note 11):

The determination of deferred income taxes requires the use of judgement and estimates in determining the timing when taxable differences will reverse and the appropriate tax rates to be applied. If certain judgements or estimates prove to be inaccurate, including when temporary differences reverse, or if certain tax rates or laws change, the Fund's financial position and comprehensive income could be materially impacted.

### 3. SIGNIFICANT ACCOUNTING POLICIES:

(a) Basis of consolidation:

These consolidated financial statements include the accounts of the Fund, its wholly-owned subsidiary The Keg Holdings Trust ("KHT"), its 90% owned subsidiary KGP and the Partnership (collectively, the "Companies"). KGP is the managing general partner of the Partnership. All residual ownership of the Companies is either directly or indirectly held by KRL (note 6). All significant intercompany transactions and balances have been eliminated on consolidation.

(b) Basis of measurement:

These consolidated financial statements have been prepared on the historical cost basis, except for the Exchangeable Partnership unit liability which is measured at fair value through profit or loss.

(c) Cash:

Cash consists of cash on hand and balances on deposit with a Canadian chartered bank.

(d) Revenue recognition:

Royalty revenue is recognized on the accrual basis and is accrued for when earned. Royalty payments from KRL to the Partnership is four percent of system sales for such period reported by Keg restaurants in the Royalty Pool plus a make-whole payment, if required by a restaurant closure, based on four percent of lost system sales. System sales for any period and for any Keg restaurant located in Canada and the United States, as defined in the Licence and Royalty Agreement, means the gross sales by such Keg restaurants for such period (note 4).

Interest income is recognized and accrued for when earned.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

(e) Intangible assets (note 6):

Intangible assets consisting of the Keg Rights are recorded at their historical cost. The intangible assets are adjusted to record the value of the annual net new store roll-ins. This value is based on the Class B and D units of the Partnership at their fair value at the date of determination of their respective annual entitlement. The Keg Rights are not amortized as they have an indefinite life.

(f) Distributions on Fund units (note 8):

The amount of cash available to be distributed to Fund unitholders is determined with reference to the Fund's comprehensive income adjusted for non-cash items such as deferred income taxes, fair value adjustments on the Exchangeable Partnership units liability (note 9(b)), and gains or losses arising from the retirement or extinguishment of Fund unit financial liabilities. Adjustments are also made for changes in non-cash working capital, distributions and/or interest paid to Fund and Partnership unitholders, current income tax liabilities, and KRL's share of the Fund's available cash by virtue of KRL's investment in the Partnership (note 4).

Distributions to Fund unitholders are made monthly based upon available cash less cash redemptions of Fund units, if any. Distributions are recorded when declared and are subject to the Fund retaining such reasonable working capital reserves as may be considered appropriate by the Trustees of the Fund.

(g) Income taxes (note 11):

Income tax comprises current and deferred income tax expense and is recognized in comprehensive income.

Current income tax expense is the expected tax payable on the Fund's taxable income for the year, using enacted or substantively enacted tax rates at the reporting date, adjusted for amendments to tax payable in respect of previous years.

Deferred taxes are recognized in respect of temporary differences between the financial statements carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted or substantively enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in comprehensive income in the period that includes the enactment date. The carrying amount of deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off tax assets against tax liabilities and when they relate to income taxes levied by the same taxation authority and the Fund intends to settle its tax assets and liabilities on a net basis or when tax assets and liabilities will be realized simultaneously.

Deferred tax primarily arises because of temporary differences on the Keg Rights.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

(h) Borrowings (note 10):

Borrowings are initially recognized at fair value net of any financing fees, and subsequently at amortized cost with any difference between the proceeds (net of financing fees) and the redemption value recognized in the comprehensive income over the period of the borrowing using the effective interest rate method. Borrowings are classified as current liabilities unless the Fund has an unconditional right to defer settlement of the liability for more than twelve months.

(i) Financial Instruments:

Financial assets and liabilities are recognized when the Fund becomes a party to the contractual provisions of the instrument. Financial assets are derecognized when the rights to receive cash flows from the assets have expired or have been transferred and the Fund has transferred substantially all risks and rewards of ownership.

Financial assets and liabilities are offset and the net amount is reported in the consolidated statements of financial position when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

At initial recognition, the Fund classifies its financial instruments in the following categories depending on the purpose for which the instruments were acquired:

- Financial assets and liabilities at fair value through profit or loss: A financial asset or liability is generally classified in this category if acquired principally for the purposes of selling or repurchasing in the short term. Derivatives are also included in this category unless they are designated as hedges. The Exchangeable Partnership unit liability is classified as a financial liability due to the Partnership's contractual obligation to distribute cash on the Exchangeable Partnership units and is measured at fair value through profit or loss due to certain conversion features discussed in note 9(b).

Financial instruments in this category are recognized initially and subsequently at fair value and transaction costs are charged to comprehensive income in the period incurred. Gains and losses arising from changes in fair value are charged in comprehensive income in the period in which they arise. These instruments are classified as current except for the portion expected to be realized or paid beyond twelve months of the balance sheet date, which is classified as non-current.

- Derivative financial instruments: The requirement of the Fund to settle its note receivable from KRL in exchange for Class C Partnership units is classified as a derivative instrument (note 5). The Fund has reviewed the net impact of this potential exchange requirement on its cash flows and has determined there is no significant value applicable to this feature.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

#### (i) Financial Instruments (continued):

- **Loans and receivables:** Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in the active market. Cash, royalty fee receivable from KRL, interest on note receivable from KRL, and the note receivable from KRL are included in this category. Loans and receivables are initially recognized at the amount expected to be received less, when material, a discount to reduce the loans and receivables to fair value. Subsequently, loans and receivables are measured at amortized costs using the effective interest method.
- **Financial liabilities at amortized cost:** Financial liabilities at amortized cost include accounts payable and accrued liabilities, interest payable on term loan, distributions payable to Fund unitholders, distributions payable to KRL, Class C Partnership unit liability and the term loan. These items are initially recognized at the amount required to be paid, less a discount to reduce the payables to fair value or transactions costs incurred. Subsequently, these items are measured at amortized cost using the effective interest rate method. Financial liabilities are classified as current liabilities if payment is due within twelve months of the statement of financial position date. Otherwise, they are presented as non-current liabilities.

The carrying value of current financial assets and liabilities approximate their fair value due to their short-term nature. The note receivable from KRL and the Class C Partnership unit liability approximate their fair values due to the requirement of the Fund to settle the note receivable from KRL in exchange for Class C Partnership units (note 5). The term loan approximates fair value based on prevailing market interest rates in effect at the statement of financial position dates.

The Fund must classify fair value measurements according to a hierarchy that reflects the significance of the inputs used in performing such measurements. The Fund's fair value hierarchy comprises the following levels:

- **Level 1** – quoted prices are available in active markets for identical assets or liabilities as of the reporting date. Active markets are those in which transactions occur in sufficient frequency and volume to provide pricing information on an ongoing basis.
- **Level 2** – pricing inputs are other than quoted in active markets included in Level 1. Prices in Level 2 are either directly or indirectly observable as of the reporting date.
- **Level 3** – valuations in this level are those with inputs for the asset or liability that are not based on observable data.

The fair value of the Exchangeable Partnership unit liability is determined using Level 2 inputs.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

#### (i) Financial Instruments (continued):

The following table presents the carrying amounts of each category of financial assets and liabilities:

	December 31, <u>2015</u>	December 31, <u>2014</u>
Financial assets:		
Loans and receivables:		
Cash .....	\$ 2,770	\$ 1,651
Royalty fee receivable from Keg Restaurants Ltd. ....	2,768	2,338
Interest on note receivable from Keg Restaurants Ltd. ....	363	363
Note receivable from Keg Restaurants Ltd. ....	<u>57,000</u>	<u>57,000</u>
	<u>\$ 62,901</u>	<u>\$ 61,352</u>
Financial liabilities:		
Amortized cost:		
Accounts payable and accrued liabilities .....	\$ 322	\$ 304
Interest payable on term loan .....	35	51
Distributions payable to Fund unitholders .....	1,788	908
Distributions payable to Keg Restaurants Ltd. ....	1,022	834
Term loan, net of deferred financing charges .....	13,956	13,963
Class C Partnership units .....	57,000	57,000
Fair value through profit and loss:		
Exchangeable Partnership units.....	<u>61,598</u>	<u>57,218</u>
	<u>\$ 135,721</u>	<u>\$ 130,278</u>

#### (j) Impairment:

##### (i) Financial assets:

A financial asset not carried at fair value through profit or loss is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

(j) Impairment (continued):

(i) Financial assets (continued):

When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss. The reversal is limited to an amount that does not result in the asset being valued at more than what its amortized cost would have been in the absence of impairment. The Fund has evaluated all its financial assets and has determined that no indicators of impairment exist.

(ii) Non-financial assets:

Intangible assets are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. Long-lived assets that are not amortized, such as the Keg Rights, are subject to an annual impairment test.

Intangible assets are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. For the purpose of measuring recoverable amounts, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units or “CGU”s). The Fund defines a CGU as the Keg Rights (note 6). The recoverable amount is the higher of an asset’s fair value less costs to sell and value in use (being the present value of the expected future cash flows of the CGU). An impairment loss is recognized for the amount by which the asset’s carrying amount exceeds its recoverable amount.

An impairment loss is reversed if there is an indication that there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the intangible asset’s carrying amount does not exceed the carrying amount that would have been determined if no impairment loss had been recognized.

(k) Earnings per unit:

Basic earnings per unit calculations are based on the weighted average number of Fund units outstanding during the period. Diluted earnings per unit calculations are based on the weighted average number of Fund units and Exchangeable Partnership units outstanding during the period.

Diluted earnings per unit includes the Exchangeable Partnership units and is calculated by adjusting the weighted average number of Fund units outstanding to assume conversion of all potentially dilutive Fund units. For the purposes of the weighted average number of units outstanding, units are determined to be outstanding from the date they are issued and adjusted to be effective January 1 of each year on December 31 when the actual full-year performance of the new restaurants is known with certainty.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars, except unit and per unit amounts)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

(k) Earnings per unit (continued):

The following reconciles the basic profit to the diluted profit:

	January 1 to December 31, <u>2015</u>	January 1 to December 31, <u>2014</u>
Basic profit and comprehensive income for the year .....	\$ 11,236	\$ 7,523
Distributions on Exchangeable Partnership units .....	5,216	4,438
Increase in current tax expense .....	(1,356)	(1,154)
Change in fair value of Exchangeable Partnership units .....	<u>1,324</u>	<u>3,926</u>
Diluted net profit for the period .....	<u>\$ 16,420</u>	<u>\$ 14,733</u>
Weighted average number of Fund units .....	11,353,500	11,353,500
Weighted average number of Exchangeable Partnership units .....	<u>3,458,624</u>	<u>3,275,225</u>
Weighted average number of units.....	<u>14,812,124</u>	<u>14,628,725</u>
Basic and diluted earnings per Fund unit .....	<u>\$ 0.99</u>	<u>\$ 0.66</u>

For the years ended December 31, 2015 and December 31, 2014, the Exchangeable Partnership units are anti-dilutive. Accordingly, the diluted earnings per Fund unit equals the basic earnings per Fund unit.

(l) Economic dependence:

The Fund is entirely dependent upon the operations and assets of KRL to pay the royalty and make-whole payments to the Partnership and the interest payments to the Fund. Accordingly, it is subject to the risks encountered by KRL in the operation of its business.

(m) Accounting standards and amendments issued but not yet adopted:

The Fund has not yet assessed the impact of the following standards and amendments or determined whether they will be adopted early:

- (i) On July 24, 2014, the IASB issued IFRS 9, *Financial Instruments*, and the IASB subsequently published amendments to IFRS 9. IFRS 9 (2009) introduces new requirements for the classification and measurement of financial assets. Under IFRS 9 (2009), financial assets are classified and measured based on the business model in which they are held and the characteristics of their contractual cash flows. IFRS 9 (2010) introduces additional changes relating to financial liabilities. IFRS 9 (2014) includes finalized guidance on the classification and measurement of financial assets. The final standard also amends the impairment model by introducing a new 'expected credit loss' model for calculating impairment, and new general hedge accounting requirements.

The IASB has deferred the mandatory effective date of the existing chapters of IFRS 9 to annual periods beginning on or after January 1, 2018 and must be applied retrospectively with some exemptions. Earlier application is permitted.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):

(m) Accounting standards and amendments issued but not yet adopted (continued):

- (ii) On May 28, 2014, the IASB issued IFRS 15, *Revenue from Contracts with Customers*. IFRS 15 will replace IAS 18, *Revenue*. The standard contains a single model that applies to contracts with customers and two approaches to recognizing revenue: at a point in time or over time. The model features a contract-based, five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgemental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. The new standard is effective for annual periods beginning on or after January 1, 2017. Earlier application is permitted.
- (iii) In December 2014, the IASB issued Amendments to IAS 1, *Presentation of Financial Statements*. The objective of the amendments was to facilitate improved financial statement disclosures and should not require any significant change to current practices. KRL intends to adopt the amendments in its financial statements for the annual period beginning on October 3, 2016. The Fund is currently evaluating the impact of Amendments to IAS 1 on its financial statements.

### 4. ROYALTY POOL:

Annually, on January 1, the Royalty Pool is adjusted to include the gross sales from new Keg restaurants that have opened on or before October 2 of the prior year, less gross sales from any Keg restaurants that have permanently closed during the preceding calendar year. In return for adding these net sales to the Royalty Pool, KRL receives the right to indirectly acquire additional Fund units (the “Additional Entitlement”). The Additional Entitlement is determined based on 92.5% of the estimated net royalty revenue added to the Royalty Pool, divided by the yield of the Fund units, divided by the weighted average unit price of the Fund units. KRL receives 80% of the estimated Additional Entitlement initially, with the balance received on December 31 of each year when the actual full year performance of the new restaurants is known with certainty.

The royalty payment from KRL to the Partnership is four percent of system sales for such period reported by Keg restaurants in a specific royalty pool (the “Royalty Pool”) plus a make-whole payment, if required by a restaurant closure, based on four percent of lost system sales. System sales for any period and for any Keg restaurant located in Canada and the United States, as defined in the Licence and Royalty Agreement, means the gross sales by such Keg restaurants for such period.

The make-whole payment is based on five permanent closures, from January 1 to December 31, 2015 (January 1 to December 31, 2014 – one permanent closure).

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars, except number of restaurants)

For the years ended December 31, 2015 and 2014

### 4. ROYALTY POOL (CONTINUED):

On January 1, 2015, four new Keg restaurants that opened during the period from October 3, 2013 through October 2, 2014 were added to the Royalty Pool. The gross sales of these four new restaurants were valued at \$23.8 million annually. Five permanently closed Keg restaurants with annual sales of \$17.4 million were removed from the Royalty Pool, resulting in an estimated net increase in Royalty Pool sales of \$6.4 million annually. The total number of restaurants in the Royalty Pool decreased to 102. The yield of the Fund units was determined to be 7.78% calculated using a weighted average unit price of \$16.66.

As a result of the contribution of the additional net sales to the Royalty Pool. KRL's Additional Entitlement will be equivalent to 183,399 Fund units, being 1.24% of the Fund units on a fully diluted basis.

On January 1, 2015, KRL received what was originally estimated to be 80% of this entitlement representing the equivalent of 128,754 Fund units, being 0.87% of the Fund units on a fully diluted basis. KRL also received a proportionate increase in monthly distributions from the Partnership. On December 31, 2015, the performance of the new restaurants was confirmed and the Additional Entitlement adjusted to be effective as of January 1, 2015. Including the Additional Entitlement described above, KRL will have the right to exchange its units in the capital of the Partnership for 3,458,624 Fund units representing 23.35% of the Fund units on a fully diluted basis.

One new corporate restaurant was opened subsequent to October 2, 2015 and will be added to the Royalty Pool on January 1, 2017. The four permanently closed corporate and one permanently closed franchise restaurants will remain in the Royalty Pool until December 31, 2015, at which time the lost sales from these closed restaurants will be replaced with the gross sales from the three new restaurants being added to the Royalty Pool on January 1, 2016 (note 16).

Royalty income for the twelve-month periods was calculated as follows:

	January 1 to December 31, <u>2015</u>	January 1 to December 31, <u>2014</u>
Restaurants in Royalty Pool .....	102	103
Royalty Pool system sales .....	<u>\$ 574,048</u>	<u>\$ 520,701</u>
Royalty income at 4% of system sales reported above .....	22,962	20,828
Make-whole payment, based on 4% of lost system sales .....	<u>289</u>	<u>68</u>
Total royalty income .....	<u>\$ 23,251</u>	<u>\$ 20,896</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 5. NOTE RECEIVABLE FROM KEG RESTAURANTS LTD.:

	December 31, 2015	December 31, 2014
Note receivable with interest payable monthly at 7.5% per annum and principal amount due May 31, 2042 .....	<u>\$ 57,000</u>	<u>\$ 57,000</u>

The note is secured by a general security agreement and may not be assigned without the prior consent of KRL.

KRL, the holder of the Class C units, has the right to transfer Class C units to KHT, in consideration for the assumption by KHT of an amount of the note receivable from KRL equal to \$10.00 per Class C unit transferred. If all 5,700,000 Class C Partnership units ("Class C units") were transferred, then the entire \$57,000,000 note receivable from KRL would be retired. The Class C units are entitled to a preferential monthly distribution equal to \$0.0625 per Class C unit issued and outstanding.

### 6. INTANGIBLE ASSETS:

On May 31, 2002, the Partnership acquired the Keg Rights from KRL for \$113,546,820 of which \$30,487,380 was paid in cash, \$9,059,440 was paid by the issuance of 905,944 Class A Partnership units ("Class A units"), \$17,000,000 was paid by the issuance of 3,376,700 Class B Partnership units ("Class B units") and \$57,000,000 was paid by the issuance of 5,700,000 Class C units. Concurrent with the sale of the Keg Rights, the Partnership granted KRL a licence to use the Keg Rights for a period of 99 years. As consideration, KRL pays the Partnership a royalty of four percent of system sales reported by the Keg restaurants included in the Royalty Pool (note 4).

As described in note 3(e), the Fund has adopted a policy of accounting for the Additional Entitlement of Class B units and Class D Partnership units ("Class D units") (note 4) based on the fair value of these units at the date of determination which results in an increase in intangible assets and in the Exchangeable Partnership unit liability.

Balance, December 31, 2014 .....	\$ 161,144
January 1, 2015 initial estimate of Additional Entitlement (80%) .....	2,146
December 31, 2015 final remaining Additional Entitlement .....	<u>910</u>
Balance, December 31, 2015 .....	<u>\$ 164,200</u>

Each year on December 31, the Fund tests the carrying value of the Keg Rights for impairment. Impairment exists if the carrying value of the Keg Rights exceeds the fair value less costs to sell (the "recoverable amount").

The Fund determines the recoverable amount of the Keg Rights based on its fair value less costs to sell. Management first determines the fair value of the Fund, and then deducts from this value the fair value of all of the Fund's other assets and liabilities. The fair value of the Fund is determined based on the current market price of the outstanding Fund units. Based on the nature of the other assets and liabilities, management has determined that there are no material differences between the book value and the fair value of these other assets and liabilities. Management estimates the costs to sell based on past experience with previous exchanges and sales of its Exchangeable Partnership units.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars, except unit and per unit amounts)

For the years ended December 31, 2015 and 2014

### 6. INTANGIBLE ASSETS (CONTINUED):

As at December 31, 2015, the Fund has tested the Keg Rights for impairment in the manner described above and has determined that the recoverable amount exceeds the carrying value. The Fund has determined that no impairment exists.

### 7. FUND UNITS:

The declaration of trust of the Fund provides that an unlimited number of Fund units may be issued. Each Fund unit is transferable and represents an equal, undivided beneficial interest in any distributions of the Fund and in the net assets of the Fund. All units have equal rights and privileges. Each Fund unit entitles the holder thereof to participate equally in the allocations and distributions and to one vote at all meetings of Fund unitholders for each whole Fund unit held. The Fund units issued are not subject to future calls or assessments.

Fund units are redeemable at any time at the option of the holder at a price based on market value as defined in the trust agreement, subject to a maximum of \$50,000 in cash redemptions by the Fund in any one month. The limitation may be waived at the discretion of the Trustees of the Fund. Redemption in excess of these amounts, assuming no waiving of the limitation, shall be paid by way of a pro-rata distribution of Partnership securities held by the Fund. As at December 31, 2015, 11,353,500 Fund units are issued and outstanding (December 31, 2014 – 11,353,500).

### 8. DISTRIBUTIONS ON FUND UNITS:

	January 1 to December 31, <u>2015</u>	January 1 to December 31, <u>2014</u>
Distributions declared to Fund unitholders .....	\$ <u>12,245</u>	\$ <u>10,899</u>
Weighted average Fund units outstanding .....	<u>11,353,500</u>	<u>11,353,500</u>
Distributions declared per unit .....	\$ <u>1.08</u>	\$ <u>0.96</u>

Annually, two distributions are expected to be declared during the first quarter, three distributions in each of the second and third quarters and four distributions in the fourth quarter. This is done to ensure that the distribution based on December KRL Royalty Pool system sales, which is paid the following month in January, is recorded in the period it was earned for income tax purposes. On December 15, 2015, a special distribution of \$0.07 per unit was also declared payable to unitholders in January 2016. The determination to declare and make payable distributions from the Fund are at the discretion of the Board of Trustees of the Fund and until declared payable, the Fund has no requirement to pay cash distributions to Fund unitholders.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars, except unit amounts)

For the years ended December 31, 2015 and 2014

### 9. PARTNERSHIP UNIT LIABILITIES:

#### (a) Class C Partnership unit liability:

Class C Partnership units are those units which have been issued to and are held by KRL. These units have an obligation to pay the Class C distribution of \$0.0625 per unit on a monthly basis as long as the note receivable from KRL is outstanding (note 5). Accordingly, the Class C units are classified as a financial liability and are measured at amortized cost under IFRS.

The requirement of the Fund to settle its note receivable from KRL in exchange for Class C units represents an embedded derivative. The Fund has reviewed the net impact of this potential exchange requirement on its cash flows and has determined there is no significant value applicable to this feature.

#### (b) Exchangeable Partnership unit liability:

KRL has the following Exchangeable Partnership units that are exchangeable into Fund units:

		December 31, <u>2015</u>	<u>Fair Value</u>
Class A Partnership units .....	(i)	905,944	\$ 16,135
Class B Partnership units .....	(ii)	176,700	3,147
Class D Partnership units .....	(iii)	<u>2,375,980</u>	<u>42,316</u>
		<u>3,458,624</u>	<u>\$ 61,598</u>

KRL has the following Exchangeable Partnership units that are exchangeable into Fund units:

		December 31, <u>2014</u>	<u>Fair Value</u>
Class A Partnership units .....	(i)	905,944	\$ 15,827
Class B Partnership units .....	(ii)	176,700	3,087
Class D Partnership units .....	(iii)	<u>2,192,581</u>	<u>38,304</u>
		<u>3,275,225</u>	<u>\$ 57,218</u>

The Exchangeable Partnership units are presented in the Fund's financial statements as a financial liability and measured at fair value. Changes in fair value are recognized in profit or loss in the period they occur. The fair value of the Exchangeable Partnership units is determined by using Level 2 inputs being the closing market price of the Fund units on the TSX at the respective reporting date as Exchangeable Partnership units have similar distribution and voting rights as the Fund units. The closing unit price as at December 31, 2015 was \$17.81 (December 31, 2014 – \$17.47).

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars, except unit amounts)

For the years ended December 31, 2015 and 2014

### 9. PARTNERSHIP UNIT LIABILITIES (CONTINUED):

#### (b) Exchangeable Partnership unit liability (continued):

The components of the change in balances in the Exchangeable Partnership unit liability for the year are as follows:

	Total number of Exchangeable Partnership units	Fair Value
Exchangeable Partnership units, January 1, 2015 .....	3,275,225	\$ 57,218
January 1 initial estimate of Class D unit entitlement (note 6) .....	128,754	2,146
December 31 final Class D unit entitlement (note 6) .....	54,645	910
Fair value adjustment .....	<u>-</u>	<u>1,324</u>
Fair value of Exchangeable Partnership units, December 31, 2015 .....	<u>3,458,624</u>	<u>\$ 61,598</u>

	Total number of Exchangeable Partnership units	Fair Value
Exchangeable Partnership units, January 1, 2014 .....	2,958,701	\$ 48,641
January 1 initial estimate of Class D unit entitlement (note 6) .....	316,887	4,657
December 31 final Class D unit entitlement (note 6) .....	(363)	(6)
Fair value adjustment .....	<u>-</u>	<u>3,926</u>
Fair value of Exchangeable Partnership units, December 31, 2014 .....	<u>3,275,225</u>	<u>\$ 57,218</u>

Pursuant to the declaration of trust, the holders (other than the Fund or its subsidiaries) of the Class A units, Class B units and Class D units are entitled to vote in all votes of Fund unitholders as if they were holders of the number of Fund units they would receive if Class A, entitled Class B and Class D units were exchanged into Fund units as of the record date of such votes, and will be treated in all respects as Fund unitholders for the purpose of any such votes.

- (i) The Class A units are entitled to a preferential proportionate distribution equal to the distribution on the Class C units, multiplied by the number of Class A units divided by the number of LP Partnership units ("LP units") issued and outstanding. KHT holds all of the 8,153,500 LP units issued and outstanding at December 31, 2015. In addition, the Class A units receive a residual distribution proportionately with the Class B units, Class D units, LP units and GP units relative to the aggregate number of each class issued and outstanding (or in the case of the Class B units and Class D units, the number issued and outstanding multiplied by the Class B and Class D current distribution entitlement, respectively). Class A units are exchangeable for Fund units on the basis of one Class A unit for one Fund unit and represent KRL's initial 10% effective ownership of the Fund prior to the entitlement of Class B and Class D units.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 9. PARTNERSHIP UNIT LIABILITIES (CONTINUED):

(b) Exchangeable Partnership unit liability (continued):

- (ii) The Class B units were issued to KRL in return for adding net sales from new Keg restaurants to the Royalty Pool and are entitled to a preferential proportionate distribution and a residual distribution based on the incremental royalty paid to the Partnership. The distribution entitlements of the Class B units were adjusted annually on January 1 until the January 1, 2008 roll-in when the Class B Termination Date was reached and the last of the Class B units became entitled. Class B units held by KRL are exchangeable for Fund units on the basis of one Class B unit for one Fund unit. Class B units held by KRL receive a distribution entitlement.
- (iii) The Class D units were issued to KRL in return for adding net sales from new Keg restaurants to the Royalty Pool and are entitled to a preferential proportionate distribution and a residual distribution based on the incremental royalty paid to the Partnership. The distribution entitlements of the Class D units are adjusted annually on January 1. Class D units held by KRL are exchangeable for Fund units on the basis of one Class D unit for one Fund unit and receive the same distribution entitlement as the Class B units.

### 10. BORROWINGS:

(a) Term loan:

On June 26, 2015, the Fund amended the terms of its \$14,000,000 term loan with its existing banking syndicate. The facility now bears interest at prime plus 0.25%, requires monthly interest only payments and is secured by a general security agreement over the assets of the Fund. The maturity date of the facility was also extended from July 1, 2016 to July 1, 2018.

In accordance with IAS 39, *Financial Instruments: Recognition and Measurement*, the amendment was considered a modification of debt.

The term loan is presented net of \$44,000 in deferred financing charges at December 31, 2015 (December 31, 2014 – \$37,000).

(b) Operating line of credit:

On June 26, 2015, the Partnership renegotiated the terms of its existing \$1,000,000 demand operating facility with KRIF's banking syndicate. This facility now bears interest at prime plus 0.25% and is secured by a general security agreement over the assets of the Partnership, an assignment of the royalty earned under the Licence and Royalty Agreement and a guarantee from KRL. As at December 31, 2015, the entire \$1,000,000 remains available for use.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 11. INCOME TAXES:

The Fund is subject to income tax at a rate of 26.0% for the 2014 and later taxation years.

The components of income tax expense are as follows:

	January 1 to December 31, <u>2015</u>	January 1 to December 31, <u>2014</u>
Current income tax expense .....	\$ (4,385)	\$ (3,883)
Deferred income tax expense .....	<u>(142)</u>	<u>(100)</u>
	<u>\$ (4,527)</u>	<u>\$ (3,983)</u>

Income tax expense as reported differs from the amount that would be computed by applying the combined Federal and Provincial statutory income tax rates to the profit before income taxes. The reason for the difference is as follows:

	January 1 to December 31, <u>2015</u>	January 1 to December 31, <u>2014</u>
Profit before income taxes .....	\$ 15,763	\$ 11,506
Combined Canadian federal and provincial rates .....	<u>26.00%</u>	<u>26.00%</u>
Computed "expected" income tax expense .....	4,098	2,992
Increased (reduced) by:		
Permanent and other differences .....	329	989
Change in tax base of the Keg Rights .....	47	(2)
Differences between current and future tax rates and other items .....	<u>53</u>	<u>4</u>
Total income tax expense per the statement of comprehensive income .....	<u>\$ 4,527</u>	<u>\$ 3,983</u>

The tax effect of the temporary difference that gives rise to the deferred tax liability is as follows:

	December 31, <u>2015</u>	December 31, <u>2014</u>
Temporary difference related to the Keg Rights .....	<u>\$ 2,165</u>	<u>\$ 2,023</u>
Deferred tax liability .....	<u>\$ 2,165</u>	<u>\$ 2,023</u>

The balance of the Fund's deferred tax liability increased to \$2,165,000 as at December 31, 2015 (December 31, 2014 – \$2,023,000). The deferred tax liability arises as a result of the Fund recording, in the current period, its cumulative share of the temporary differences between the accounting and tax bases of the Keg Rights, owned by the Partnership, generated since inception of the Fund.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 12. RELATED PARTY TRANSACTIONS AND BALANCES:

KRL is considered to be a related party of the Fund by virtue of common directors of KRL and KGP, the General Partner of the Partnership and administrator of the Fund. The Fund has entered into an administrative agreement with its subsidiary, the Partnership, whereby the Partnership will provide, or arrange for the provision of, services required in the administration of the Fund. In turn, the Partnership has arranged for certain of these services to be provided by KRL in its capacity as a partner of the Partnership. KRL provided these services at no cost to the Partnership or the Fund.

The following is a summary of the balances due to and due from KRL:

	December 31, <u>2015</u>	December 31, <u>2014</u>
Royalty fee receivable from Keg Restaurants Ltd., including GST/HST .....	\$ 2,768	\$ 2,338
Interest on note receivable from Keg Restaurants Ltd. ....	<u>363</u>	<u>363</u>
Due from Keg Restaurants Ltd. ....	<u>\$ 3,131</u>	<u>\$ 2,701</u>

The above amounts were received from KRL when due, subsequent to the end of the above periods to facilitate the following month's distribution to Fund unitholders.

	December 31, <u>2015</u>	December 31, <u>2014</u>
Distributions payable to Keg Restaurants Ltd. ....	<u>\$ 1,022</u>	<u>\$ 834</u>

The above amounts were paid to KRL when due, subsequent to the end of the above periods.

### 13. COMPENSATION OF KEY MANAGEMENT:

Key management personnel are the Trustees of the Fund. Aggregate details of their remuneration are set out in the table below with further information about individual trustee remuneration provided in the Fund's Annual Information Form.

	January 1 to December 31, <u>2015</u>	January 1 to December 31, <u>2014</u>
Remuneration of the Fund's Trustees, included in general and administrative expenses .....	<u>\$ 116</u>	<u>\$ 91</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 14. FINANCIAL RISK MANAGEMENT:

The Fund is primarily exposed to the following financial risks as they relate to the Fund's identified financial instruments:

(a) Credit risk:

Credit risk is defined as the risk of financial loss to the Fund if a counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Fund's amounts due from KRL and the note receivable from KRL. The Fund monitors this risk through its regular review of the operating and financing activities of KRL. The Fund's maximum exposure to credit risk is the combined value of its royalty fee receivable from KRL, interest on note receivable from KRL and note receivable from KRL of \$60,131,000 at December 31, 2015 (December 31, 2014 – \$59,701,000). Since its inception, the Fund has never failed to collect its receivables on a timely basis and as at December 31, 2015 there are no past-due accounts.

The performance of the Fund is directly dependent upon the royalty and interest payments received from KRL. The amount of the royalty received from KRL is dependent on various factors that may affect the casual dining sector of the restaurant industry. The restaurant industry generally, and in particular the casual dining sector, is intensely competitive with respect to price, service, location and food quality. If KRL and the Keg franchisees are unable to successfully compete in the casual dining sector, sales may be adversely affected, the amount of royalty reduced and the ability of KRL to pay the royalty or interest on the note receivable may be impacted.

Credit risk also arises from cash balances on deposit with financial institutions of \$2,770,000 at December 31, 2015 (December 31, 2014 – \$1,651,000). The Fund has placed its cash balances on deposit with a Canadian chartered bank of high creditworthiness.

(b) Liquidity risk:

Liquidity risk results from the Fund's potential inability to meet its financial liabilities. Beyond effective net working capital and cash management, the Fund constantly monitors the operations and cash flows of the Partnership to ensure that current and future distributions to unitholders will be met.

The Fund's capital resources are comprised of cash and cash flow from operating activities. The maturities of the Fund's financial liabilities are as follows:

	Value	Maturity
Account payable and accrued liabilities .....	\$ 322	< 1 year
Interest payable on term loan .....	35	< 1 year
Distributions payable to Fund unitholders .....	1,788	< 1 year
Distributions payable to Keg Restaurants Ltd. ....	1,022	< 1 year
Current income tax payable .....	430	< 1 year
Term loan .....	14,000	2018
Class C Partnership unit liability .....	57,000	2042

The Fund is subject to certain guarantor covenants and reporting requirements arising from the Partnership's undrawn \$1,000,000 operating line of credit and KHT's \$14,000,000 term loan. As at December 31, 2015, the Fund is in compliance with all covenants associated with these facilities.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED):

(c) Interest rate risk:

The Fund's interest rate risk exposure is mainly related to an interest-bearing note receivable from KRL and the \$14,000,000 term loan. As the note receivable from KRL has a fixed interest rate of 7.5%, is from a related party and is due on May 31, 2042, the Fund does not perform interest rate risk management to minimize the overall financial interest rate risk on this financial instrument. The term loan requires interest payments at bank prime plus 0.25% and profit or loss would change by approximately \$140,000 annually if the prime rate changed by 1.0%.

(d) Foreign currency exchange rate risk:

The Fund is exposed to foreign currency exchange rate risk as a result of the translation of KRL's US restaurant dollar sales into Canadian dollars for the purposes of calculating the monthly royalty. Based on the US dollar sales of Keg restaurants included in the Royalty Pool for the year ended December 31, 2015, a 100 basis point change in the US dollar exchange rate would result in an approximate \$416,000 and \$17,000 change in Royalty Pool sales and royalty revenue, respectively.

### 15. CAPITAL DISCLOSURES:

The Fund's objectives in managing its capital, which it defines as unitholders' equity and the term loan, are:

- To safeguard the Fund's ability to continue as a going concern;
- To provide financial capacity and flexibility to meet its strategic objectives;
- To provide adequate return to unitholders commensurate with the level of risk; and
- To distribute excess cash through distributions.

The Fund maintains financial policies and manages its liquidity and capital structure and makes adjustments to it in light of changes to economic conditions, the underlying risks inherent in its operations and capital requirement to maintain and grow its operations.

The following summarizes the Fund's managed capital:

	Note	December 31, 2015	December 31, 2014
Term loan .....	10(a)	\$ 14,000	\$ 14,000
Fund units .....	7	\$ 123,275	\$ 123,275
Accumulated deficit .....		(34,477)	(33,468)
Unitholders' equity .....		\$ 88,798	\$ 89,807

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Tabular amounts expressed in thousands of dollars)

For the years ended December 31, 2015 and 2014

### 15. CAPITAL DISCLOSURES (CONTINUED):

The term loan held by KHT is subject to certain financial covenants, including minimum equity amounts in both KHT and the Partnership and a minimum Partnership cash flow level, defined as profit (loss) before interest, change in fair value adjustment, taxes, depreciation and amortization (“EBITDA”). As at December 31, 2015, the Fund was in compliance with all financial covenants associated with this facility.

The Fund is not subject to any statutory capital requirements and has no commitments to sell or otherwise issue units, other than the commitment to exchange Class A, Class B and Class D units held by KRL for Fund units (note 9).

### 16. SUBSEQUENT EVENT:

On January 1, 2016, an estimated \$1.9 million in annual net sales were added to the Royalty Pool. Three new restaurants that opened during the period from October 3, 2014 through October 2, 2015, with estimated gross sales of \$21.0 million annually, were added to the Royalty Pool. Five permanently closed Keg restaurants with annual sales of \$19.1 million were removed from the Royalty Pool. The total number of restaurants in the Royalty Pool decreased to 100. The pre-tax yield of the Fund units was determined to be 7.37% calculated using a weighted average unit price of \$18.01.

As a result of the contribution of the additional net sales to the Royalty Pool, and assuming 100% of the estimated Additional Entitlement is received, KRL’s Additional Entitlement will be equivalent to 52,357 Fund units, being 0.35% of the Fund units on a fully diluted basis.

On January 1, 2016, KRL received 80% of this entitlement, representing the equivalent of 41,886 Fund units, being 0.28% of the Fund units on a fully diluted basis. KRL will also receive a proportionate increase in monthly distributions from the Partnership. Including the initial portion of the Additional Entitlement described above, KRL will have the right to exchange its units in the capital of the Partnership for 3,500,510 Fund units representing 23.57% of the Fund units on a fully diluted basis.

The balance of the additional entitlement will be adjusted on December 31, 2016 to be effective January 1, 2016 once the actual performance of the new restaurants has been confirmed. If KRL were to receive 100% of the estimated Additional Entitlement for 2016, it would have the right to exchange its Partnership units for 3,510,981 Fund units representing 23.62% of the Fund units on a fully diluted basis.