

# PIZZA PIZZA ROYALTY CORP.

Interim Condensed Consolidated Financial Statements (Unaudited)

For the three months ended March 31, 2020 and 2019

Pizza Pizza Royalty Corp.

Unaudited Interim Consolidated Statements of Financial Position As at March 31, 2020 and December 31, 2019 (Expressed in thousands of Canadian dollars)

	March 31,	December 31,
	2020	2019
	\$	\$
Assets		
Current assets		
Cash	222	535
Short-term investments	2,750	2,750
Receivable from Pizza Pizza Limited (note 8)	2,446	3,304
Trade and other receivables	117	91
Total current assets	5,535	6,680
Non-current assets		
Pizza Pizza Rights and Marks (note 3)	272,902	271,586
Pizza 73 Rights and Marks (note 3)	80,814	80,232
Derivative financial instruments (note 10)	-	510
Total non-current assets	353,716	352,328
Total access	050.054	050.000
Total assets	359,251	359,008
Liabilities and shareholders' equity		
Current liabilities		
Trade and other payables	414	481
Payable to Pizza Pizza Limited (note 8)	723	694
Dividends payable to shareholders	1,755	1,755
Income taxes payable	46	167
Total current liabilities	2,938	3,097
		<u> </u>
Non-current liabilities	40.044	40.000
Borrowings (note 4)	46,911	46,909
Deferred tax liability	21,161	21,543
Derivative financial instruments (note 10)	2,054	
Total non-current liabilities	70,126	68,452
Shareholders' equity		
Share capital	242,030	242,030
Exchangeable Shares (note 5)	82,847	80,949
Accumulated other comprehensive earnings	(1,381)	664
Deficit	(37,309)	(36,184)
Total shareholders' equity	286,187	287,459
Total liabilities and shareholders' equity	359,251	359,008

Pizza Pizza Royalty Corp.
Consolidated Statements of Earnings
For the three months ended March 31, 2020 and 2019 (Expressed in thousands of Canadian dollars, except number of shares and per share amounts)

	sh 31,	March 31,
	2020 \$	2019 \$
Royalty income (note 7)	3,162	8,721
	(115)	(104)
Operating earnings 8	B,047	8,617
Interest expense on borrowings (note 4)	(308)	(345)
Earnings for the period before income taxes	7,739	8,272
Current tax expense (1	,319)	(1,421)
Deferred tax expense	(138)	(118)
Earnings for the period attributable to shareholders	6,282	6,733
Weighted average number of shares – basic and diluted (note 6) 32,177	7,276	31,967,706
Basic and diluted earnings per share (note 6)	0.20	0.21

Pizza Pizza Royalty Corp.
Consolidated Statements of Comprehensive Earnings
For the three months ended March 31, 2020 and 2019 (Expressed in thousands of Canadian dollars)

	March 31, 2020 \$	March 31, 2019 \$
Earnings for the period	6,282	6,733
Other comprehensive earnings (loss) Items that may be reclassified subsequently to net earnings:		
Cash flow hedges Deferred tax impact of cash flow hedges	(2,564) 519	(141) 29
Total comprehensive earnings	4,237	6,621

Pizza Pizza Royalty Corp.
Consolidated Statements of Changes in Shareholders' Equity
For the three months ended March 31, 2020 and 2019 (Expressed in thousands of Canadian dollars)

			Accumulated		
			other comprehensive		Total
		Exchangeable	earnings		shareholders'
	Share capital	Shares	(loss)	Deficit	equity
	\$	\$	\$	\$	\$
At December 31, 2019	242,030	80,949	664	(36,184)	287,459
At December 31, 2019	242,030	00,949	004	(36, 164)	201,459
Comprehensive earnings					
Earnings for the year	-	-	-	6,282	6,282
Cash flow hedges	-	-	(2,564)	-	(2,564)
Deferred tax impact of cash flow					
hedges	-	-	519	-	519
Total comprehensive earnings (loss)	-	-	(2,045)	6,282	4,237
Turnerski sus with about boldons					
Transactions with shareholders		4 000			4 000
Exchangeable Shares (note 5)	-	1,898	-	(F. OCC)	1,898
Dividends declared to shareholders	-	-	-	(5,266)	(5,266)
Distributions on Class B and Class D				(0.4.44)	(0.444)
Exchangeable Shares	-	- 4 000	-	(2,141)	(2,141)
Total transactions with shareholders		1,898	-	(7,407)	(5,509)
At March 31, 2020	242,030	82,847	(1,381)	(37,309)	286,187
At December 31, 2018	242,030	77,547	371	(34,655)	285,293
Comprehensive earnings					
Earnings for the year	_	_	-	6,733	6,733
Cash flow hedges	_	_	(141)	-	(141)
Deferred tax impact of cash flow			()		()
hedges	_	_	29	_	29
Total comprehensive earnings	-	-	(112)	6,733	6,621
					_
Transactions with shareholders					
Exchangeable Shares (note 5)	-	3,402	-	<u>-</u>	3,402
Dividends declared to shareholders	-	-	-	(5,266)	(5,266)
Distributions on Class B and Class D				,	,
Exchangeable Shares	-	-	-	(1,966)	(1,966)
Total transactions with shareholders	-	3,402	-	(7,232)	(3,830)
At March 31, 2019	242,030	80,949	259	(35,154)	288,084

# Pizza Pizza Royalty Corp. Consolidated Statements of Cash Flows

Consolidated Statements of Cash Flows For the three months ended March 31, 2020 and 2019 (Expressed in thousands of Canadian dollars)

	March 31, 2020 \$	March 31, 2019 \$
Cash provided by (used in)		
Operating activities		
Earnings for the period	6,282	6,733
Amortization of deferred financing fees	1	2
Off-market swap payments	-	34
Deferred tax expense	138	118
Changes in non-cash working capital (note 9)	673	(119)
Cash provided by operating activities	7,094	6,768
Financing activities		
Dividends paid to shareholders	(5,266)	(5,266)
Distributions on Class B and Class D Exchangeable Shares	(2,141)	(1,966)
Cash used in financing activities	(7,407)	(7,232)
Decrease in cash	(313)	(464)
Cash, beginning of period	535	1,160
Cash, end of period	222	696
Supplementary information		
Interest paid	306	309
Income taxes paid	1,440	1,440
	March 31,	March 31,
	2020	2019
Total cash and short-term investments	\$	\$
Cash	222	696
Short-term investments	2,750	2,750
Total cash and short-term investments	2,972	3,446

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
(Expressed in thousands of Canadian dollars, except number of shares and per share amounts)

#### 1. General information

The Pizza Pizza Royalty Corp. (the "Company") is governed by the *Business Corporations Act* (Ontario) pursuant to its articles of incorporation dated April 4, 2012 and articles of arrangement dated December 31, 2012. The Company's common shares are traded on the Toronto Stock Exchange under the stock symbol PZA. The Company is incorporated and domiciled in Canada, and the address of its registered office is 500 Kipling Avenue, Toronto, Ontario, Canada.

The Company acquired, through the Pizza Pizza Royalty Limited Partnership (the "Partnership"), the trademarks, trade names, operating procedures, systems and other intellectual property and proprietary rights associated therewith owned by Pizza Pizza Limited ("PPL") used in connection with the operation of all restaurants operated by PPL, its subsidiaries and its franchisees (collectively, the "Pizza Pizza Rights and Marks").

Concurrent with the acquisition of the Pizza Pizza Rights and Marks on July 6, 2005, the Partnership granted PPL an exclusive and unlimited licence to use the Pizza Pizza Rights and Marks for an initial term of 99 years for which PPL pays a royalty equal to 6% of system sales from all Pizza Pizza restaurants in the Royalty Pool, as defined in the Pizza Pizza Licence and Royalty Agreement.

On July 24, 2007, the Company, through the Partnership, acquired the trademarks, trade names, operating procedures and systems, and other intellectual property and proprietary rights owned by Pizza 73 Inc. and its affiliated companies (together, "Pizza 73") used in connection with the operation of all restaurants operated by Pizza 73 and its partners (collectively, the "Pizza 73 Rights and Marks").

Concurrent with the acquisition of the Pizza 73 Rights and Marks, the Partnership granted PPL an exclusive and unlimited licence to use the Pizza 73 Rights and Marks for an initial term of 99 years for which PPL pays a royalty equal to 9% of system sales from all Pizza 73 restaurants in the Royalty Pool, as defined in the Pizza 73 Licence and Royalty Agreement.

As at March 31, 2020, there were 645 Pizza Pizza restaurants and 104 Pizza 73 restaurants in the Royalty Pool (2019 – 660 and 112, respectively); the Royalty Pool is adjusted annually on January 1.

The Company pays monthly dividends directly to public shareholders. For the three months ended March 31, 2020, the Company declared dividends of \$0.2139 per share (2018 – \$0.2139 per share).

PPL, a privately owned corporation headquartered in Toronto, Ontario, operates in the food service industry primarily throughout Ontario and Alberta, and primarily franchises and operates quick-service restaurant businesses under the Pizza Pizza and Pizza 73 brands. PPL derives revenue from franchisees through the sale of franchise restaurants, food and supplies and royalties. PPL also derives revenue from company owned and jointly controlled restaurants through the sale of food products to retail customers. The Company's revenue is earned from certain operations of PPL and, accordingly, the revenue of the Company and its ability to pay dividends to shareholders are dependent on the ability of PPL to generate and pay royalties to the Company.

#### 2. Significant accounting policies

The significant accounting policies applied in the preparation of these unaudited interim condensed consolidated financial statements are set out below. These policies have been consistently applied to all periods presented unless otherwise stated.

## a. Statement of compliance

The Company prepares its unaudited interim condensed consolidated financial statements in accordance with International Accounting Standard ("IAS") 34, Interim Financial Reporting ("IAS 34"). Accordingly, these

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
(Expressed in thousands of Canadian dollars, except number of shares and per share amounts)

unaudited interim condensed consolidated financial statements do not include all disclosures required for annual financial statements and should be read in conjunction with the annual consolidated financial statements of the Company as at and for the year ended December 31, 2019.

The Company's preparation of financial statements in accordance with IAS 34 requires the use of certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the unaudited interim condensed consolidated financial statements, were the same as those that applied to the Company's consolidated financial statements as at and for the year ended December 31, 2019.

The accounting policies adopted in the preparation of these unaudited interim condensed consolidated financial statements are consistent with those followed in the preparation of the Company's annual consolidated financial statements as at and for the year ended December 31, 2019. The Company has not adopted any other standard, interpretation or amendment that has been issued, but is not yet effective. These unaudited interim condensed consolidated financial statements were authorized for issue by the Board of the Directors on May 11, 2020.

#### b. Consolidation

The unaudited interim condensed consolidated financial statements incorporate the assets and liabilities of the Company and its subsidiaries as at March 31, 2020 and December 31, 2019 and the results of these subsidiaries for the three-months ended March 31, 2020 and 2019. The Company's subsidiaries and its respective holdings at March 31, 2020 and 2019 are outlined below:

Subsidiary	March 31, 2020	<b>December 31, 2019</b>
Pizza Pizza GP Inc.	76.5%	77.0%
Pizza Pizza Royalty Limited Partnership	76.5%	77.0%

#### 3. Pizza Pizza and Pizza 73 Rights and Marks

	Pizza Pizza Rights and Marks	Pizza 73 Rights and Marks	Total
	\$	\$	\$
Net book value at December 31, 2018	270,225	78,191	348,416
Accretion of value – January 1, 2019 vend-in	1,361	479	1,840
Accretion of value – January 1, 2018 true-up	-	1,562	1,562
Net book value at December 31, 2019	271,586	80,232	351,818
Accretion of value – January 1, 2020 vend-in	15	-	15
Accretion of value – January 1, 2019 true-up	1,301	582	1,883
Net book value at March 31, 2020	272,902	80,814	353,716

The Company, through its interest in the Partnership, acquired the Pizza Pizza Rights and Marks used in the Pizza Pizza quick service restaurant business in Canada in July 2005. Funding for the purchase came from the completion of the Pizza Pizza Royalty Income Fund's initial public offering in July 2005 and from proceeds of the term loan. Concurrent with the acquisition of the Pizza Pizza Rights and Marks, the Partnership granted PPL an exclusive and unlimited licence to use the Pizza Pizza Rights and Marks for an initial term of 99 years, for which

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
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PPL pays a royalty equal to 6% of system sales for all Pizza Pizza restaurants in the Royalty Pool, as defined in the Pizza Pizza Licence and Royalty Agreement.

In July 2007, the Company, through its interest in the Partnership, acquired the Pizza 73 Rights and Marks from Pizza 73. The purchase was funded by a public and private placement of Fund units and proceeds from the term loan. Concurrent with the acquisition of the Pizza 73 Rights and Marks, the Partnership granted PPL an exclusive and unlimited licence to use the Pizza 73 Rights and Marks for an initial term of 99 years, for which PPL pays a royalty equal to 9% of system sales of all Pizza 73 restaurants included in the Royalty Pool, as defined in the Pizza 73 Licence and Royalty Agreement.

Annually, on January 1 (the "Adjustment Date"), the Royalty Pool is adjusted to include the forecasted system sales from new Pizza Pizza restaurants opened on or before December 31 of the prior year, less system sales from any Pizza Pizza restaurants that have been permanently closed during the year. Similarly, on the Adjustment Date, the Royalty Pool is adjusted to include the forecasted system sales from new Pizza 73 restaurants opened on or before September 1 of the prior year, less any Pizza 73 restaurants permanently closed during the calendar year. In return for adding net additional royalty revenue, PPL receives the right to indirectly acquire additional shares of the Company through an adjustment to the Class B and Class D Exchange Multiplier (see note 5).

As a result of adding new restaurants to the Royalty Pool on January 1, 2020, the Rights and Marks increased by \$15 in 2020 (2019 – \$1,840) and increased by \$1,883 related to the January 1, 2019 true-up (2019 – \$1,562).

Annually, the Company performs an impairment test on the Rights and Marks. In determining if the Rights and Marks are impaired requires an estimation of the recoverable amount of the Cash Generating Unit ("CGU") in which the assets are included. The value-in-use calculation requires that the Company estimate the future cash flows expected to arise from the CGU and a suitable discount rate in order to calculate present value. The significant estimates and assumptions used in the impairment tests performed at December 31, 2019 are disclosed in the December 31, 2019 audited annual financial statements of the Company.

The impact of the global pandemic known as COVID-19 has had on the performance of the restaurants in the Royalty Pool was considered to be an impairment trigger, and the Partnership performed an impairment test of its investment in the Pizza Pizza and Pizza 73 Rights and Marks. The calculations were based on best estimates as a specific point in time, and as a result are subject to estimation uncertainty. As a result of this test, it was determined that there was no impairment.

#### 4. Borrowings

	March 31,	December 31,
	2020	2019
	\$	\$
Borrowings	47,000	47,000
Less: unamortized deferred financing fees	89	91
Total borrowings	46,911	46,909

The borrowings are a committed, non-revolving, five-year facility maturing on April 24, 2025, and were used to finance a portion of the acquisition costs of the Pizza Pizza Rights and Marks in 2005 and the Pizza 73 Rights and Marks in 2007. As security for repayment of the facility, PPL grants a continuing general security interest subject to certain exceptions, in all present and acquired property of PPL, which may not be assigned without the prior consent of PPL and the bank.

On June 28, 2019, the Partnership amended and extended its \$47 million credit facility with a syndicate of chartered banks from April 2020 to April 2025. The Partnership's current interest rate is 2.75% (2018 – 2.75%).

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
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The facility bears interest at a fixed Bankers' Acceptance rate plus 0.875% to 1.375%, depending on the level of certain covenant calculations. The effective rate is comprised of a portion fixed with two interest rate swaps at 1.875% plus the credit spread, currently set at 0.875%. In the third quarter of 2019, the Partnership entered into a five year forward swap arrangement, commencing April 2020, at which time the credit facility will have a new, effective interest rate of 2.685% comprised of a fixed rate of 1.81% plus a credit spread, currently at 0.875%.

Interest expense incurred and paid on borrowings are as follows:

	March 31, 2020	March 31, 2019
	\$	\$
Interest expense	306	343
Loan fee amortization	2	2
Interest expense incurred on borrowings	308	345
Interest paid to (Interest received from) draw down swap		
termination and out-of-market costs	-	(34)
Interest paid on borrowings and loan fee amortization	308	311

Principal repayments on borrowings of \$47,000 are due on April 24, 2025.

The facility is subject to certain financial covenants, all of which have been met as at March 31, 2020. The borrowings are held within the Partnership, and therefore, the financial covenants for the borrowings pertain only to the results of the Partnership and not the Company.

## 5. Exchangeable Shares

As at March 31, 2020, PPL indirectly holds an effective 23.5% interest in the Company (December 31, 2019 – 23.0%) by holding all Class B and Class D Units of the Partnership. Subject to the Amended and Restated Exchange Agreement ("Exchange Agreement"), PPL has the right to exchange one Class B or Class D Unit indirectly for that number of shares equal to the Class B Exchange Multiplier or Class D Exchange Multiplier, respectively, applicable at the date of such exchange, as described under "Licence and Royalty Adjustment of the Royalty Pool Changes in the Restaurants in the Royalty Pool" in the Exchange Agreement.

Subject to the prior rights of the Company's Class C Units, a monthly distribution is paid to both PPL (as holders of the Class B and Class D Units) and the Company (as holders of the Class A Units), on a pro rata ownership basis. Distributions are subject to the discretion of the Pizza Pizza GP Inc., which the Company controls. Distributions made to PPL are recorded directly in equity. The equivalent number of Class B and Class D Exchangeable Shares outstanding are as follows:

	Number of	Number of		
	Class B	Class D	Total Number of	
	Exchangeable	Exchangeable	Exchangeable	Amount
	Shares	Shares	Shares	\$
At December 31, 2018	5,018,210	2,029,401	7,047,611	77,547
Add: January 1, 2019 vend-in	150,398	52,925	203,323	1,840
Add: January 1, 2018 true-up	-	98,380	98,380	1,562
At December 31, 2019	5,168,608	2,180,706	7,349,314	80,949
Add: January 1, 2020 vend-in	1,536	-	1,536	15
Add: January 1, 2019 true-up	143,765	64,269	208,034	1,883
At March 31, 2020	5,313,909	2,244,975	7,558,884	82,847

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
(Expressed in thousands of Canadian dollars, except number of shares and per share amounts)

#### a. 2019 Royalty Pool Adjustment

In early January 2020 a second adjustment was made to the royalty payments and PPL's Class B Exchange Multiplier based on the actual performance of the 18 new restaurants added to the Royalty Pool on January 1, 2019. As a result of the adjustments, the Class B Exchange Multiplier is 2.117969 and Class B Units can be exchanged for 5,312,373 shares effective January 1, 2019.

In early January 2020, a second adjustment was made to the royalty payments and PPL's Class D Exchange Multiplier based on the actual performance of the seven Pizza 73 restaurants added to the Royalty Pool on January 1, 2019. As a result of the adjustments, the Class D Exchange Multiplier is 22.44976 and Class D Units can be exchanged for 2,244,975 shares effective January 1, 2019.

#### b. 2020 Royalty Pool Adjustment - Class B Exchange Multiplier

On January 1, 2020, 15 net Pizza Pizza restaurants were removed from the Royalty Pool as a result of 19 new restaurants opening and 34 closing from January 1, 2019 to December 31, 2019. The total number of Pizza Pizza restaurants in the Royalty Pool has decreased to 645. The additional system sales from the 19 new restaurants are estimated at \$8,725 annually, less sales of \$8,687 from 34 permanently closed Pizza Pizza restaurants, resulting in net estimated Pizza Pizza sales of \$38 added to the Royalty Pool. The yield of the shares was determined to be 9.0% calculated using \$9.54 as a weighted average share price. Weighted average share price is calculated based on the market price of the shares traded on the Toronto Stock Exchange during the period of twenty consecutive days ending on the fifth trading day before January 1, 2020. As a result of the contribution of the additional net sales to the Royalty Pool, the Class B Exchange Multiplier increased fractionally by 80% of the total adjustment or 0.000612; the new Class B Multiplier is 2.118582. This adjustment will also increase the entitlement of the holders of the Class B units to distributions of cash and allocations of income from the Partnership. The second adjustment to the Class B Exchange Multiplier will be adjusted to be effective January 1, 2020, once the actual performance of the new restaurants is determined in early 2021.

#### c. 2020 Royalty Pool Adjustment - Class D Exchange Multiplier

On January 1, 2020, eight net Pizza 73 restaurants were removed from the Royalty Pool as a result of one new restaurant opening between September 2, 2018 and September 1, 2019 and nine restaurants closing between January 1, 2019 and December 31, 2019. The forecasted additional system sales from the one new restaurant is estimated at \$546 annually, less \$981 in system sales attributable to the nine closed Pizza 73 restaurants. As a result, a negative \$435 net, estimated Pizza 73 sales were removed from the Royalty Pool. The net estimated sales were further reduced by \$1,446 in system sales attributable to certain restaurants previously added to the Royalty Pool whose territory adjusted a previously existing restaurant. The total number of Pizza 73 restaurants in the Royalty Pool has decreased to 104.

Since the system sales of the closed Pizza 73 restaurants exceeded the additional system sales of the additional restaurant added to the Pizza 73 Royalty Pool, the Make-Whole Payment paid by PPL to the Partnership will be carried over, and continue to be paid for subsequent years, until on an Adjustment Date, additional system sales of additional restaurants are sufficient to offset the Pizza 73 system sales attributable to all closed Pizza 73 restaurants.

The yield of the shares was determined to be 9.0% calculated using \$9.54 as a weighted average share price. Weighted average share price is calculated based on the market price of the shares traded on the Toronto Stock Exchange during the period of twenty consecutive days ending on the fifth trading day before January 1, 2020. As per the Pizza Pizza Royalty Limited Partnership agreement, whenever the Estimated Determined Amount is negative it shall be deemed to be zero. Accordingly, the Class D Exchange Multiplier remained unchanged at 22.44976. The second adjustment to the Class D Exchange Multiplier will be adjusted to be effective January 1, 2020, once the actual performance of the new restaurant is determined in early 2021.

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
(Expressed in thousands of Canadian dollars, except number of shares and per share amounts)

## d. Pizza Pizza Royalty Corp. Outstanding Shares

In exchange for adding the forecasted Pizza Pizza system sales to the Royalty Pool, PPL has received 1,536 additional equivalent Shares (through the change to the Class B Exchange Multiplier). These represent 80% of the forecasted equivalent Shares entitlement to be received (1,920 equivalent Shares represent 100%), with the final equivalent Shares entitlement to be determined when the new restaurants' 2020 actual sales performance is known with certainty in early 2021.

PPL's Class D equivalent Share entitlement is unchanged for 2020. In any year that the forecasted system sales (less closed restaurants sales and other adjustments) is negative, as was the case with the Class D equivalent Share entitlement calculation for 2020, no increase or decrease in the Exchange Multiplier is made. PPL will only have a Class D equivalent Share entitlement for 2020 if the actual sales performance of the one new Pizza 73 restaurant, less the sales of adjustment restaurants, significantly exceeds forecasted system sales and yields net, positive sales when the actual sales performance is known with certainty in early 2021.

After giving effect to PPL's entitlement to additional equivalent Shares at January 1, 2020, PPL owns equivalent Shares representing 23.5% of the Company's fully diluted shares.

#### 6. Earnings per share

The basic earnings per share is calculated by dividing earnings for the period by the weighted average number of shares outstanding during the period. The denominator in basic earnings per share includes PPL's Class B and Class D Exchangeable Shares, as if they have been converted, since they are exchangeable into and economically equivalent to the Company's common shares. There were no potentially dilutive instruments outstanding during the three months ended March 31, 2020 or 2019.

The following table illustrates the computation of basic and diluted earnings per share:

	March 31, 2020	March 31, 2019
Weighted average number of:		
Common shares	24,618,392	24,618,392
Exchangeable Shares (note 5)	7,558,884	7,349,314
Weighted average number of shares outstanding – basic and		
diluted	32,177,276	31,967,706
Basic and diluted earnings per share	\$0.20	\$0.21

#### 7. Royalty income

Royalty income earned by the Company has been derived as shown in the table below:

	March 31, 2020	March 31, 2019
Restaurants in Royalty Pool	749	772
System sales reported by Pizza Pizza restaurants in the Royalty		
Pool	105,170	111,033
System sales reported by Pizza 73 restaurants in the Royalty Pool	20,580	22,880
Total system sales	125,750	133,913
Royalty – 6% on Pizza Pizza system sales	6,310	6,662
Royalty – 9% on Pizza 73 system sales	1,852	2,059
Royalty income	8,162	8,721

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System sales do not represent the consolidated operating results of the Company but are used to calculate the royalty income as presented above.

#### 8. Related party transactions and balances

PPL is a related party by virtue of holding Class B and Class D Exchangeable Shares that are exchangeable into Shares of the Company. Disclosure related to these Exchangeable Shares is provided in note 5.

PPL, pursuant to the Partnership Agreement, is providing certain administrative services to the Company. The fee for these services, which on an annual basis shall not exceed \$25, has been waived for the period.

The Company has a receivable from PPL as at March 31, 2020 of \$2,446 (December 31, 2019 – \$3,304) and a payable to PPL as at March 31, 2020 of \$723 (December 31, 2019 – \$694). The receivable relates to royalty amounts receivable from the Royalty Pool system sales, while the payable to PPL relates to distributions payable to PPL by virtue of holding Class B and Class D Exchangeable Shares and other expenses paid by PPL on behalf of the Partnership.

Transactions with related parties are in the normal course of operations. No amount of related party balances was written off during the three months ended March 31, 2020 and 2019.

Total director compensation for the three months ended March 31, 2020 was \$52 (March 31, 2019 - \$48).

#### 9. Consolidated statements of cash flows information

Changes in non-cash working capital are as follows:

	March 31, 2020 \$	March 31, 2019 \$	
Beerlands from Birne Birne Limited	050		
Receivable from Pizza Pizza Limited	858	8 (50)	
Trade and other receivables	(26)	(58)	
Trade and other payables	(67)	(44)	
Payable to Pizza Pizza Limited	29	(5)	
Income taxes payable	(121)	(20)	
Changes in non-cash working capital	673	(119)	

#### 10. Financial risk management

#### Fair value

The following table presents the carrying amount and the fair value of the Company's financial instruments. Amortized cost is calculated using the effective interest rate method. Fair value is estimated as disclosed below. These amounts represent point-in-time estimates and may not reflect fair value in the future. These calculations are subjective in nature, involve uncertainties and are a matter of significant judgment. The only financial instruments carried at fair value in the consolidated statements of financial position are the derivative financial instruments.

The carrying amounts of the cash, short-term investments, receivable from PPL, trade and other receivables, trade and other payables, dividends payable to shareholders, and payable to PPL all approximate their fair value

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given the short-term maturity of these financial instruments.

The carrying value and fair value of all financial instruments are as follows:

	March 31, 2020		December 31, 2019	
	Carrying	Fair	Carrying	Fair
	value	value	value	value
	\$	\$	\$	\$
Cash	222	222	535	535
Short-term investments	2,750	2,750	2,750	2,750
Receivable from Pizza Pizza Limited	2,446	2,446	3,304	3,304
Trade and other receivables	117	117	91	91
Derivative financial instruments - asset	-	-	510	510
Trade and other payables	414	414	481	481
Payable to Pizza Pizza Limited	723	723	694	694
Dividends payable to shareholders	1,755	1,755	1,755	1,755
Borrowings	46,911	47,000	46,909	47,000
Derivative financial instruments - liability	2,054	2,054	-	-

The different fair value hierarchy levels are as follows:

- Level 1: Quoted prices (unadjusted) in active markets for identical financial assets or financial liabilities;
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the financial asset or financial liability, either directly or indirectly; and
- Level 3: Inputs for the financial assets or financial liabilities that are not based on observable market data.

As at March 31, 2020, inputs used to fair value the derivative financial instruments were Level 2 and based on observable inputs available for similar assets and liabilities in the active markets, as provided by sources independent from the Company.

The fair value of the borrowings balance, which equals the principal amount outstanding, is \$47 million (December 31, 2019 – \$47 million) since the debt has variable interest rates at terms that the Company believes are reflective of currently available terms. The Company has no plans to prepay these instruments prior to maturity. The valuation is determined using Level 2 inputs, which are observable inputs or inputs that can be corroborated by observable market data for substantially the full term of the asset or liability.

#### Credit risk

The Company is exposed to credit risk in the event of non-payment by PPL and due to the fact that PPL's operations are all within the same segment, commercial food services. The credit risk is mitigated since monthly royalty payments are received from PPL based on sales generated by a large number of Pizza Pizza and Pizza 73 restaurants in diverse geographical regions. These royalty payments are used to fund monthly distributions to the Company on its Class A and C Limited Partnership Units and to fund distributions to PPL on its Class B and D Partnership Units. All trade and other receivables, and the amount receivable from PPL, are current and no amounts have been written off or provided for during the year. In the event of a reduction of the Company's royalty income, the Company has the discretion to reduce the distributions payable on the Partnership Units.

Notes to the Consolidated Financial Statements
For the three months ended March 31, 2020 and 2019
(Expressed in thousands of Canadian dollars, except number of shares and per share amounts)

#### Liquidity risk

The Company is subject to liquidity risk with respect to trade and other payables, borrowings, provision for other charges and funding the dividends payable to Company shareholders. The Company receives monthly royalties from PPL, and the Company is of the opinion that this risk is mitigated by the large number of Pizza Pizza and Pizza 73 restaurants in diverse geographical areas that generate the royalties used to fund the monthly royalties. To mitigate its liquidity risk, the Company has the discretion to reduce the dividends payable to the Company's shareholders in the event of a reduction of the Company's royalty income.

The dividends payable to Company shareholders and trade and other payables, are expected to be paid within 30 days of the date of the consolidated statements of financial position.

#### Interest rate risk

The interest rate swaps eliminate the Company's interest rate cash flow risk by fixing the rate of interest that is paid on the borrowings. However, the Company is still exposed to fair value interest rate risk as a result of fair value movements in the value of the interest rate swaps that are recorded in other comprehensive earnings (loss) to the extent that the interest rate swaps are highly effective as cash flow hedges. If interest rates changed by plus/minus 10% of the existing rate, total comprehensive earnings and equity would change by plus/minus \$935 as at March 31, 2020 (December 31, 2019 – \$490) based on movements in the fair value of the interest rate swaps.

### 11. Subsequent Events

As a direct result of COVID-19, Pizza Pizza and Pizza 73 System Sales have been negatively impacted as its restaurant operators have taken significant measures in their restaurants to protect the health of employees and guests in compliance with social-distancing recommendations and requirements of applicable health authorities, including the closure of restaurant seating areas.

With the decrease in System Sales, the Company's royalty income has also decreased and, as a result, subsequent to March 31, 2020, the Company announced its monthly dividend will be reduced from \$0.0713 per share to \$0.05 per share beginning with the April 2020 dividend. The dividend will be payable to shareholders of record at the close of business on April 30, 2020, and will be paid on May 15, 2020.

The Company also declared its monthly cash dividend of \$0.05 per share for May 2020. The dividend will be payable to shareholders of record at the close of business on May 29, 2020, and will be paid on June 15, 2020.

Additionally, the Partnership also decreased its monthly distribution to PPL by 30% on PPL's Class B and Class D Exchangeable Shares, beginning with the April 2020 distribution.