

# **Assiniboine Credit Union Limited**

Consolidated Financial Statements  
**December 31, 2010**

March 31, 2011

**Independent Auditor's Report**

**To the Members of  
Assiniboine Credit Union Limited**

We have audited the accompanying consolidated financial statements of Assiniboine Credit Union Limited and its subsidiaries, which comprise the consolidated balance sheets as at December 31, 2010 and 2009 and the consolidated statements of operations, comprehensive income and retained surplus and cash flows for the years then ended, and the related notes including a summary of significant accounting policies.

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

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

**Auditor's 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 audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

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

We believe that the audit evidence we have obtained in our 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 financial position of Assiniboine Credit Union Limited as at December 31, 2010 and 2009 and the results of their operations and their cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.

*PricewaterhouseCoopers LLP*

**Chartered Accountants**

# Assiniboine Credit Union Limited

Consolidated Balance Sheet

As at December 31, 2010

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(in thousands of dollars)

	2010 \$	2009 \$
<b>Assets</b>		
<b>Cash on hand and on deposit</b>	81,697	40,748
<b>Investments</b> (note 2)	200,735	192,374
<b>Loans to members</b> (note 3)	2,523,550	2,360,697
<b>Property and equipment</b> (note 4)	15,712	13,421
<b>Other assets</b> (note 5)	12,441	13,948
	<u>2,834,135</u>	<u>2,621,188</u>
<b>Liabilities</b>		
<b>Members' deposits</b> (note 7)	2,659,246	2,465,813
<b>Accounts payable</b> (note 8)	14,038	11,292
	<u>2,673,284</u>	<u>2,477,105</u>
<b>Commitments, contingencies and guarantees</b> (notes 15 and 16)		
<b>Members' Equity</b>		
<b>Members' shares</b> (note 10)	30,602	30,641
<b>Provision for issue of preference and surplus shares</b> (note 11)	1,019	1,046
<b>Contributed surplus</b>	35,633	35,633
<b>Retained surplus</b>	93,597	76,763
	<u>160,851</u>	<u>144,083</u>
	<u>2,834,135</u>	<u>2,621,188</u>

Approved by the Board of Directors



Director



Director

# Assiniboine Credit Union Limited

## Consolidated Statement of Operations, Comprehensive Income and Retained Surplus For the year ended December 31, 2010

(in thousands of dollars)

	<b>2010</b>	<b>2009</b>
	\$	\$
<b>Revenues</b>		
Interest from loans to members	114,137	110,723
Investment income	6,639	6,977
	<u>120,776</u>	<u>117,700</u>
<b>Cost of funds</b>		
Interest paid to members	61,306	63,119
Interest paid on line of credit	99	1,553
	<u>61,405</u>	<u>64,672</u>
<b>Financial margin</b>	59,371	53,028
<b>Other income</b>	<u>26,767</u>	<u>26,975</u>
<b>Financial margin and other income</b>	<u>86,138</u>	<u>80,003</u>
<b>Operating expenses</b>		
Personnel	31,831	30,322
Administrative	18,453	18,005
Occupancy	7,615	6,859
Member security	2,682	1,975
Organizational	1,797	1,726
	<u>62,378</u>	<u>58,887</u>
<b>Gross operating margin</b>	23,760	21,116
<b>Provision for doubtful loans</b> (note 3)	<u>3,600</u>	<u>3,020</u>
<b>Income before income taxes</b>	<u>20,160</u>	<u>18,096</u>
<b>Provision for income taxes</b>		
Current	2,454	1,732
Future	(25)	416
	<u>2,429</u>	<u>2,148</u>
<b>Net income and comprehensive income for the year</b>	17,731	15,948
<b>Retained surplus - Beginning of year</b>	<u>76,763</u>	<u>61,718</u>
	94,494	77,666
Dividends on preference shares (note 11)	(677)	(670)
Dividends on surplus shares (note 11)	(220)	(233)
<b>Retained surplus - End of year</b>	<u>93,597</u>	<u>76,763</u>

# Assiniboine Credit Union Limited

## Consolidated Statement of Cash Flows

For the year ended December 31, 2010

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(in thousands of dollars)

	2010 \$	2009 \$
<b>Cash provided by (used in)</b>		
<b>Operating activities</b>		
Net income and comprehensive income for the year	17,731	15,948
Items not affecting cash		
Amortization	3,090	2,926
Provision for doubtful loans	3,600	3,020
Loss on disposal of property and equipment	147	-
Future income taxes	(25)	416
	<hr/>	<hr/>
	24,543	22,310
Net change in non-cash working capital items		
Investments - accrued interest	278	(271)
Loans to members - accrued interest	708	115
Other assets	913	(1,484)
Members' deposits - accrued interest	(2,049)	2,096
Accounts payable and accrued liabilities	1,709	(3,300)
	<hr/>	<hr/>
	26,102	19,466
<b>Investing activities</b>		
Net loans issued to members	(167,161)	(172,005)
Net increase in investments	(8,639)	(7,081)
Purchase of property and equipment and intangibles	(3,872)	(2,717)
Change in other assets	-	(1,582)
	<hr/>	<hr/>
	(179,672)	(183,385)
<b>Financing activities</b>		
Net increase in members' deposits	195,482	272,820
Net decrease in line of credit	-	(79,523)
Net increase (decrease) in common shares	7	(9)
Net decrease in surplus shares	(489)	(471)
Net decrease in preference shares	(481)	(877)
	<hr/>	<hr/>
	194,519	191,940
<b>Net increase in cash on hand and on deposit</b>	40,949	28,021
<b>Cash on hand and on deposit - Beginning of year</b>	40,748	12,727
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<b>Cash on hand and on deposit - End of year</b>	81,697	40,748
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<b>Supplementary cash flow information</b>		
Income taxes paid	1,143	1,416
Interest paid	63,453	62,576

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## 1 Significant accounting policies

These consolidated financial statements include Assiniboine Credit Union Limited and its wholly-owned subsidiaries, Assiniboine Credit Union Ltd. Holdings (“ACULH”), 6173927 Manitoba Ltd. and 6169385 Manitoba Ltd. These consolidated financial statements have been prepared in accordance with Canadian generally accepted accounting principles and include the following significant accounting policies:

### Principles of consolidation

The consolidated financial statements include the accounts of the Credit Union and its wholly-owned and controlled subsidiaries. All intercompany transactions and balances have been eliminated.

### Financial instruments

The Credit Union initially recognizes all financial assets and liabilities at fair value and subsequently measures these at either amortized cost or fair value depending on the type of instrument. Derivative financial instruments are measured at fair value, even when they are part of a hedging relationship. All financial assets must be designated as either Held for Trading, Available for Sale, Loans and Receivables or Held to Maturity. All financial liabilities must be designated as either Held for Trading or Other Liabilities.

The Credit Union has made the following designations: cash on hand and on deposit and lines of credit are classified as Held for Trading and are carried at fair value; investments (except for shares of Credit Union Central of Manitoba (“Central”)), accounts receivable and loans to members are classified as Loans and Receivables and are carried at amortized cost; shares of Central are classified as Available for Sale and are not actively traded in a quoted market and accordingly carried at cost; and accounts payable and members’ deposits are classified as Other Liabilities and are carried at amortized cost.

Interest rate swap derivative instruments are used to hedge exposure to interest rate risk. Under interest rate swap contracts, the Credit Union agrees to exchange the difference between fixed and floating rate interest amounts calculated on the agreed notional principal amounts. Such contracts enable the Credit Union to mitigate the risk of changing interest rates. To the extent that the hedging relationship is effective, a gain or loss arising from the hedged item in a fair value hedge adjusts the carrying value of the hedged item and is reflected in earnings, offset by the change in fair value of the underlying derivative. Any changes in the fair value of derivatives that do not qualify for hedge accounting are reported in earnings.

### Cash on hand and on deposit

Cash on hand and on deposit consists of cash and deposits with other financial institutions.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## Investments

Investments are carried at amortized cost. If the market value of investments becomes lower than cost and this decline in value is considered to be other than temporary, the investments are written down to market value and the adjustment is recorded in income in the period. The Credit Union assesses whether a financial asset is other than temporarily impaired by assessing whether there is a significant or prolonged decline in fair value and objective evidence of impairment exists such as financial difficulty, breach or default of contracts, probability of bankruptcy or other financial reorganization.

## Loans to members

Loans are carried at the principal plus accrued interest, less allowances for doubtful loans. Allowances are established for loans considered impaired. Loans are written off when collection efforts have been exhausted and the full amount of the loan has not been recovered. Recoveries on loans previously written off are recorded in income in the period.

## Allowance for doubtful loans

The Credit Union maintains allowances for doubtful loans that reduce the carrying value of loans identified as impaired to their estimated realizable amounts. A loan is considered impaired as a result of the deterioration in credit quality to the extent that the Credit Union no longer has reasonable assurance that the full amount of the principal and interest will be collected in accordance with the terms of the loan agreement. Estimated realizable amounts are determined by estimating the fair value of security underlying the loans and deducting costs of realization, or by discounting the expected future cash flows at the effective interest rate. Changes in the estimated realizable amounts arising subsequent to initial impairment recognition are adjusted to the allowance.

The allowance for doubtful loans also includes provisions for losses on loans established based on payment arrears, historical loan loss experience, and current economic conditions and trends in particular industries, regions and other groupings of loans in the portfolio.

## Property and equipment

Property and equipment are recorded at acquisition cost and amortization is provided on a straight-line basis over the estimated useful life of the assets as follows:

Buildings	5%
Furniture and equipment	20%
Data processing equipment	20% and 33%
Signs	20%
Parking lots	5% and 7%
Leasehold improvements	Shorter of the remaining term of the lease or estimated useful life

# Assiniboine Credit Union Limited

## Notes to Consolidated Financial Statements

December 31, 2010

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### Intangible assets

Intangible assets are recorded at acquisition cost and amortization is provided on a straight-line basis over the estimated useful life of the assets as follows:

Computer software	10%, 20% and 33%
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### Goodwill

Goodwill represents the excess of the purchase price of an acquired business unit over the amount allocated to assets acquired less liabilities assumed, based on their fair values. Goodwill is tested annually for impairment at a business reporting unit level. Goodwill is determined to be impaired when the fair value of a reporting unit is less than its carrying amount. If impaired, the Credit Union would recognize an impairment loss by writing down the goodwill to its fair value.

### Revenue recognition

Interest on loans is recorded as income on the effective interest basis except for loans which are considered impaired. Recognition of income ceases on impaired loans when the carrying amount of the loan, including accrued interest, exceeds the estimated realizable amount of the underlying security.

### Income taxes

The Credit Union utilizes the asset and liability method of accounting for future income taxes. This method requires that income taxes reflect the future tax consequences of temporary differences between the carrying amounts of assets and liabilities and their tax bases. Future income tax assets and liabilities are determined for each temporary difference based on substantively enacted tax rates that are expected to be in effect when the temporary differences are expected to be recovered or settled. The effect of a change in tax rates is recognized in the statement of operations in the period that includes the substantive enactment date. Future income tax assets are recognized to the extent that realization is considered more likely than not.

### Translation of foreign currencies

Cash on hand and on deposit and members' deposits denominated in foreign currencies are translated into Canadian dollars at the rates prevailing on the balance sheet date. Revenues and expenses are translated using monthly average exchange rates. Realized and unrealized gains and losses arising from translation are included in other income.

### Use of estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# Assiniboine Credit Union Limited

## Notes to Consolidated Financial Statements

December 31, 2010

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### 2 Investments

(in thousands of dollars)	2010 \$	2009 \$
Credit Union Central of Manitoba		
Shares	17,090	17,095
Contract deposits	182,500	173,656
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	199,590	190,751
Manitoba Builder Bonds	-	200
Credential Securities Inc. debenture, non-interest bearing, maturing in 2020	250	250
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	199,840	191,201
Accrued interest receivable	895	1,173
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	200,735	192,374
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The above contract deposits bear interest at rates ranging from 1.07% to 3.41% with maturity dates ranging from January 2011 to November 2014.

### 3 Loans to members

Loans to members are presented net of allowances for doubtful loans totalling \$8,088,000 (2009 - \$6,866,000), consisting of specific allowances of \$4,978,000 (2009 - \$4,167,000) for loans considered impaired and \$3,110,000 (2009 - \$2,699,000) as non-specific allowances, as follows:

(in thousands of dollars)	2010 \$	2009 \$
Consumer		
Loans	307,045	315,860
Mortgages	1,593,868	1,486,936
Lines of credit	197,176	178,764
Commercial		
Loans	52,099	57,410
Mortgages	333,573	289,476
Lines of credit	43,602	34,134
Accrued interest	4,275	4,983
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	2,531,638	2,367,563
Allowance for doubtful loans	(8,088)	(6,866)
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	2,523,550	2,360,697
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# Assiniboine Credit Union Limited

## Notes to Consolidated Financial Statements

December 31, 2010

The following schedule provides the amount of non-performing and performing loans in each of the major loan categories together with the specific and non-specific loan allowances relating to these loans:

	<b>2010</b>		<b>2009</b>	
(in thousands of dollars)	<b>Gross loan balances \$</b>	<b>Total specific and non-specific allowance \$</b>	<b>Net loan balances \$</b>	<b>Net loan balances \$</b>
<b>Non-performing</b>				
<b>Consumer</b>				
Loans	3,203	1,906	1,297	1,018
Mortgages	12,543	201	12,342	10,251
Lines of credit	850	738	112	101
<b>Commercial</b>				
Loans	2,450	235	2,215	874
Mortgages	546	374	172	1,494
Lines of credit	2,797	1,524	1,273	1,489
Accrued interest	304	-	304	449
	22,693	4,978	17,715	15,676
<b>Performing</b>				
Consumer	2,081,493	2,584	2,078,909	1,965,347
Commercial	423,481	526	422,955	375,140
Accrued Interest	3,971	-	3,971	4,534
	2,531,638	8,088	2,523,550	2,360,697

The change in the allowance for doubtful loans is as follows:

	<b>2010</b>		<b>2009</b>	
(in thousands of dollars)	<b>Consumer \$</b>	<b>Commercial \$</b>	<b>Total \$</b>	<b>Total \$</b>
Balance - Beginning of year	4,843	2,023	6,866	7,401
Loans written off in the year	(2,084)	(294)	(2,378)	(3,555)
Provisions made in the year	2,670	930	3,600	3,020
Balance - End of year	5,429	2,659	8,088	6,866

# Assiniboine Credit Union Limited

## Notes to Consolidated Financial Statements

December 31, 2010

### Loans past due but not impaired

A loan is considered past due when a counterparty has not made a payment by the contractual due date. The following table presents the carrying value of loans that are past due one day and greater but not classified as impaired because they are either fully secured or collection efforts are reasonably expected to result in repayment.

					<b>2010</b>
(in thousands of dollars)	<b>1-30 days</b>	<b>31-60 days</b>	<b>61-89 days</b>	<b>90 days and greater</b>	<b>Total</b>
	\$	\$	\$	\$	\$
Consumer	56,363	8,840	1,256	880	67,339
Commercial	6,583	748	17	114	7,462
	<b>62,946</b>	<b>9,588</b>	<b>1,273</b>	<b>994</b>	<b>74,801</b>

  

					<b>2009</b>
(in thousands of dollars)	<b>1-30 days</b>	<b>31-60 days</b>	<b>61-89 days</b>	<b>90 days and greater</b>	<b>Total</b>
	\$	\$	\$	\$	\$
Consumer	40,313	8,450	2,360	2,882	54,005
Commercial	9,242	469	144	507	10,362
	<b>49,555</b>	<b>8,919</b>	<b>2,504</b>	<b>3,389</b>	<b>64,367</b>

The principal collateral and other credit enhancements the Credit Union holds as security for loans include (i) insurance, mortgages over residential lots and properties, (ii) recourse to business assets such as real estate, equipment, inventory and accounts receivable, (iii) recourse to the commercial real estate properties being financed, and (iv) recourse to liquid assets, guarantees and securities. Valuations of collateral are updated periodically depending on the nature of the collateral. The Credit Union has policies in place to monitor the degree of concentration in the collateral supporting its credit exposure.

During the year ended December 31, 2010, the Credit Union did not acquire any assets in respect of delinquent loans.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## 4 Property and equipment

			<u>2010</u>	<u>2009</u>
(in thousands of dollars)	<b>Cost</b>	<b>Accumulated amortization</b>	<b>Net</b>	<b>Net</b>
	\$	\$	\$	\$
Land	3,146	-	3,146	2,268
Buildings	7,362	2,871	4,491	4,784
Furniture and equipment	7,694	4,047	3,647	2,923
Data processing equipment	2,842	2,197	645	907
Signs	1,033	770	263	455
Parking lots	469	209	260	291
Leasehold improvements	5,469	2,209	3,260	1,793
	<u>28,015</u>	<u>12,303</u>	<u>15,712</u>	<u>13,421</u>

Amortization expense recorded during the year totalled \$2,380,000 (2009 - \$2,297,000).

Construction in progress totalling \$2,227,000 is not being amortized. Amortization will commence upon completion of construction.

## 5 Other assets

(in thousands of dollars)	<u>2010</u>	<u>2009</u>
	\$	\$
Accounts receivable	5,586	5,963
Prepaid expenses	979	1,148
Income taxes recoverable	-	367
Future income tax asset	206	181
Intangibles	4,097	4,716
Goodwill	1,573	1,573
	<u>12,441</u>	<u>13,948</u>

Amortization expense recorded during the year totalled \$710,000 (2009 - \$629,000).

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## 6 Line of credit

The Credit Union has in place a line of credit with Central in the amount to 10% of member deposits. The line of credit is secured by an assignment, hypothecation, charge and pledge of its loans outstanding to Central. At December 31, 2010, the balance was nil (2009 - nil).

## 7 Members' deposits

(in thousands of dollars)	2010 \$	2009 \$
Savings	613,466	541,545
Chequing	438,187	416,154
Term deposits	917,037	844,300
Registered deposits	660,297	631,497
Inactive accounts	184	193
Accrued interest payable	30,075	32,124
	<hr/>	<hr/>
	2,659,246	2,465,813

## 8 Accounts payable

(in thousands of dollars)	2010 \$	2009 \$
Accounts payable and accrued liabilities	13,330	11,292
Income taxes payable	708	-
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	14,038	11,292

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## 9 Capital management

Capital is managed in accordance with policies established by the Board of Directors. Management regards a strong capital base as an integral part of the Credit Union's strategy. The Credit Union has a capital plan to provide a long-term forecast of capital requirements. Capital is defined as members' equity which includes members' shares, the provision for the issuance of preference shares and surplus shares, contributed surplus and retained surplus. All of the elements of capital are monitored throughout the year, and modifications of capital management strategies are made as appropriate. The Board of Directors determines annually the extent of any dividend payments on eligible member shares, within the context of its overall capital management plan.

The Credit Union operates pursuant to the Credit Unions and Caisses Populaires Act (Manitoba) (the "Act"). Regulations to the Act establish the following requirements with respect to capital and liquidity reserves:

### Capital

The Regulations to the Act requires that the Credit Union establish and maintain a level of capital as follows:

- a) members' equity not less than 5% of assets;
- b) surplus not less than 3% of assets; and
- c) capital as defined in the Regulations not less than 8% of the risk-weighted value of assets as defined in the Regulations.

The Credit Union has met these requirements as at December 31, 2010.

### Liquidity reserve

The Credit Union shall maintain in cash on hand and on deposit and investments offered by Central not less than 8% of its total member savings and deposits.

The Credit Union has met this requirement as at December 31, 2010.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## 10 Members' shares

Each member must purchase one common share. No member may hold more than 10% of the issued shares of any class. Each member of the Credit Union has one vote, regardless of the number of shares that a member holds.

### **Authorized shares**

#### *Common shares*

Authorized common share capital consists of an unlimited number of common shares, issued and redeemable at \$5 each. The total amount of common shares purchased or redeemed by the Credit Union in a fiscal year shall not exceed the total amount of common shares issued in that year if the Credit Union's equity is, or would by such purchase or redemption be, less than the level of capital as prescribed by the Act as defined in note 9.

#### *Surplus shares*

Authorized surplus share capital consists of an unlimited number of surplus shares, issued and redeemable at \$1 each. Dividends are payable at the discretion of the Board of Directors. The total amount of surplus shares purchased or redeemed by the Credit Union in a fiscal year shall not exceed 5% of the amount of surplus shares outstanding at the last fiscal year end of the Credit Union if the Credit Union's equity is, or would by such purchase or redemption be, less than the level of capital as prescribed by the Act as defined in note 9.

#### *Preference shares*

Authorized Class Assiniboine preference share capital consists of 3,000,000 non-voting Class Assiniboine preference shares, having a cumulative dividend rate, when declared, of not less than the first year rate of the latest issue of Canada Savings Bonds, issued and redeemable at \$10 each.

Authorized Class Astra preference share capital consists of 1,000,000 non-voting Class Astra preference shares, having a cumulative dividend rate, when declared, of not less than the annual dividend rate of a one-year guaranteed investment certificate as offered by the five largest Canadian banks, issued and redeemable at \$5 each.

Dividends are payable at the discretion of the Board of Directors. The total amount of preference shares purchased or redeemed by the Credit Union in a fiscal year shall not exceed 20% of the amount of preference shares outstanding at the last fiscal year end of the Credit Union if the Credit Union's equity is, or by such purchase or redemption would be, less than the level of capital as prescribed by the Act as defined in note 9.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

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## Issued shares

(in thousands of dollars)	Balance beginning of year \$	Shares issued \$	Shares redeemed \$	Balance end of year \$
Common shares	532	31	24	539
Surplus shares	13,206	254	488	12,972
Class Assiniboine preference shares	14,131	636	385	14,382
Class Astra preference shares	2,772	125	188	2,709
Total members' shares	30,641	1,046	1,085	30,602

## 11 Dividends on preference and surplus shares

The Board of Directors has declared, and the Credit Union has accrued, a 4.5% dividend totalling \$769,000 (2009 - \$761,000) on Class Assiniboine and Class Astra preference shares. The Board also declared, and the Credit Union has accrued a 2% dividend totalling \$250,000 (2009 - \$264,000) on surplus shares.

The total amount of dividends accrued on preference shares, net of the related tax savings of \$92,000 (2009 - \$91,000), has been reflected as a charge to retained surplus.

The total amount of dividends accrued on surplus shares, net of the related tax savings of \$30,000 (2009 - \$31,000), has been reflected as a charge to retained surplus.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

December 31, 2010

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## 12 Risk management

The Credit Union's risk management policies are designed to identify and analyse risks, to set appropriate risk limits and controls, and to monitor the risks and adherence to limits by means of reliable and up-to-date information systems. The Credit Union follows an enterprise risk management framework with an overall objective of managing risk within acceptable thresholds. The Credit Union regularly reviews its risk management policies and systems to take account of changes in markets, products and emerging best practice.

Responsibility for monitoring the Credit Union's overall enterprise risk management framework is delegated by the Board of Directors to the Audit and Risk Committee. Oversight and monitoring of risk management is carried out by a number of delegated committees reporting to the Board of Directors. The Board of Directors provides written principles for risk tolerance and overall risk management, and management report to the committees and Board of Directors on compliance with the risk management policies of the Credit Union. In addition, the Credit Union maintains an Internal Audit function which is responsible for independent review of risk management and the Credit Union's control environment.

Financial instruments comprise the majority of the Credit Union's assets and liabilities. The Credit Union accepts deposits from members at both fixed and floating rates for various periods and seeks to earn an interest rate margin by investing these funds in high quality financial instruments - principally loans, lines of credit and mortgages. The primary types of financial risk which arise from this activity are interest rate, credit, liquidity, foreign exchange and price risk.

The following table describes the significant financial instrument activity undertaken by the Credit Union, the risks associated with such activities and the types of method used in managing those risks.

<b>Activity</b>	<b>Risks</b>	<b>Method in managing risks</b>
Investments and cash on hand and on deposit	Sensitivity to changes in interest rates, foreign exchange rates, and credit risk	Asset-liability matching, monitoring of investment restrictions and monitoring of counterparty risk
Loans to members	Sensitivity to changes in interest rates and credit risk	Asset-liability matching, periodic use of derivatives and monitoring of counterparty risk
Members' deposits	Sensitivity to changes in interest rates and foreign exchange rates	Asset-liability matching, periodic use of derivatives

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

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## Interest rate risk

Cash flow interest rate risk is the risk that the future cash flows of the Credit Union's financial instruments will fluctuate due to changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in prevailing market interest rates. Financial margin reported in the consolidated statement of operations may increase or decrease in response to changes in market interest rates. Accordingly, the Credit Union sets limits on the level of mismatch of interest rate re-pricing that may be undertaken, which is monitored by the Credit Union's management and reported to the Board of Directors on a monthly basis.

In managing interest rate risk, the Credit Union relies primarily upon the use of asset-liability matching and interest rate sensitivity models. Periodically, the Credit Union may enter into interest rate swaps to hedge exposure to interest rate risk. The Credit Union enters into interest rate swap agreements for the sole purpose of managing interest rate exposures in the balance sheet and not for speculative purposes. Interest rate swap contracts exchanging fixed rate interest for floating rate interest are designated and assessed as effective fair value hedges.

Sensitivity analysis is used to assess the change in value of the Credit Union's financial instruments against a range of incremental basis point changes in market interest rates over a twelve month period. Interest rate shock analysis is calculated in a similar manner to sensitivity analysis but involves a more significant change of 100 basis points or greater in market interest rates. Based on current differences between financial assets and financial liabilities as at December 31, 2010, the Credit Union estimates that an immediate and sustained 100 basis point increase in market interest rates would increase financial margin by \$1,610,000 over the next twelve months while an immediate and sustained 100 basis points decrease in market interest rates would decrease financial margin by \$1,916,000 over the next twelve months.

Other types of interest rate risk may involve basis risk, which is the risk of loss arising from changes in the relationship of interest rates which have similar but not identical characteristics (for example the difference between prime rates and the Canadian Deposit Offering Rate), and prepayment risk, which is the risk of loss of interest income arising from the early repayment of fixed rate mortgages and loans. These risks are also monitored on a regular basis by management.

# Assiniboine Credit Union Limited

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The following schedule shows the Credit Union's sensitivity to interest rate changes as at December 31, 2010. Amounts with floating rates or due or payable on demand are classified as maturing within less than one year, regardless of maturity. Loans and deposits subject to fixed rates are based on contractual terms. Amounts that are not interest sensitive have been grouped together.

	<u>Financial statement amounts</u>		<u>Interest rate swap agreements</u>		
	Assets \$	Liabilities and members' equity \$	Assets \$	Liabilities \$	Net asset/ liability gap \$
(in thousands of dollars)					
Expected repricing or maturing date					
Less than one year	1,193,355	1,344,802	17,248	-	(134,199)
1 to 2 years	290,098	321,228	-	-	(31,130)
2 to 3 years	373,219	283,990	-	-	89,229
3 to 4 years	395,318	124,809	-	-	270,509
4 to 5 years	501,790	124,702	-	-	377,088
Over 5 years	37,950	7,851	-	17,248	12,851
Not interest sensitive	42,405	626,753	-	-	(584,348)
	<u>2,834,135</u>	<u>2,834,135</u>	<u>17,248</u>	<u>17,248</u>	<u>-</u>

The average rate for interest bearing assets is 4.51% and for interest bearing liabilities is 2.36%.

Interest sensitive assets and liabilities cannot normally be perfectly matched by amount and term to maturity. One of the roles of a credit union is to intermediate between the expectations of borrowers and depositors.

### Credit risk

Credit risk is the risk that a Credit Union member or counterparty will be unable to pay amounts in full when due. Impairment provisions are provided for losses that have been incurred at the balance sheet date. Significant changes in the economy of Manitoba or deteriorations in lending sectors which represent a concentration within the Credit Union's loan portfolio may result in losses that are different from those provided for at the balance sheet date. Management of credit risk is an integral part of the Credit Union's activities. Management carefully monitors and manages the Credit Union's exposure to credit risk by a combination of methods. Credit risk arises principally from lending activities that result in loans to members and investing activities that result in investments in cash resources. There is also credit risk in unfunded loan commitments. The overall management of credit risk is centralised in the Credit Risk Management department, with regular reports to the Audit and Risk Committee and the Board of Directors.

# Assiniboine Credit Union Limited

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Concentration of loans is managed by the implementation of sectoral and member specific limits as well as the periodic use of syndications with other financial institutions to limit the potential exposure to any one member.

The Board of Directors establishes the Credit Union's tolerance for credit exposures and the principles the Credit Union follows in managing credit risk. The Credit Union maintains levels of borrowing approval limits and prior to advancing funds to a member, an assessment of the credit quality of the member is made. The Credit Union emphasizes responsible lending in its relationships with members and to establish that loans are within the member's ability to repay, rather than relying exclusively on collateral.

The classes of financial instrument to which the Credit Union is most exposed are loans to members, cash on hand and on deposit, and investments.

(in thousands of dollars)	Outstanding \$	Undrawn commitments \$	Total exposure \$
Credit risk exposure			
Cash on hand and on deposit	81,697	-	81,697
Investments	200,735	-	200,735
Consumer loans	2,098,089	257,603	2,355,692
Commercial loans	429,274	118,639	547,913
Total exposure	<u>2,809,795</u>	<u>376,242</u>	<u>3,186,037</u>

### Cash on hand and on deposit and investments

Credit risk arises from the investments in cash resources held by the Credit Union to meet regulatory and internal liquidity requirements and for general business purposes. This aspect of credit risk is principally managed by management who reports to the Board of Directors. The managed assets consist of cash resources held with Central. All of the Credit Union's liquidity investments are held with Central. Central invests on behalf of the Credit Union as per the investment policies approved by the Investment Committee of the Board of Directors of Central. The investment policy requires that all investments are highly-rated and that all of the assets are readily convertible to cash.

### Consumer loans

Consumer loans to members consist of residential mortgages, consumer loans and lines of credit. Residential mortgages are fully secured by residential property with 47% in mortgages insured by Canada Mortgage and Housing Corporation and other mortgage insurance providers, 52% in conventional mortgages with an ongoing maximum advance ratio to 80% of the appraised value, and 1% in mortgages with an original advance ratio to 85% of the appraised value. The balance of the consumer loan portfolio consists of loans and lines of credit which are either secured by residential mortgages or chattels, or are unsecured.

# Assiniboine Credit Union Limited

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## Commercial loans

The Credit Union often takes security as collateral in common with other lending institutions. The Credit Union maintains guidelines on the acceptability of specific types of collateral. Collateral may include mortgages over residential properties and charges over business assets such as premises, inventory and accounts receivable. Where significant impairment indicators are identified, the Credit Union will take additional measures to manage the risk of default, which may include seeking additional collateral.

The Credit Union's commercial lending diversification by industry type is as follows:

	%
Real estate, rental and leasing	42.1
Accommodation and food services	13.9
Arts, entertainment and recreation	9.3
Business services	8.2
Manufacturing and construction	7.8
Retail and wholesale trade	7.1
Health care and social assistance	6.2
Transportation and warehousing	2.9
Other industries	2.5

The credit quality of the commercial loan portfolio is assessed by the Credit Union in accordance with the Deposit Guarantee Corporation of Manitoba's risk rating model. The Credit Union assesses the probability of a default using the risk rating model and taking into account statistical analysis as well as the experience and judgement of the commercial and credit risk management departments. Commercial loans to members are divided into eight segments and are reviewed regularly and updated as appropriate.

	%
Excellent risk	0.27
Very good risk	7.38
Good risk	53.62
Acceptable risk	35.15
Caution risk	2.48
At risk	0.07
Impaired	
No reserve	0.22
Reserve	0.81

# Assiniboine Credit Union Limited

## Notes to Consolidated Financial Statements

December 31, 2010

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### Liquidity risk

Liquidity risk is the risk that the Credit Union will encounter difficulty in raising funds to meet its obligations to members and other liabilities. To mitigate this risk, the Credit Union is required to maintain, in the form of cash and term deposits, a minimum liquidity at all times as described in note 9. The Credit Union's own risk management policies require it to maintain sufficient liquid resources to cover cash flow imbalances, to retain member confidence in the Credit Union and to enable the Credit Union to meet all financial obligations. This is achieved through maintaining a prudent level of liquid assets, through management control of the growth of the loan portfolio, securitizations and asset-liability maturity management techniques. Management monitors forecasts of the Credit Union's liquidity requirements on the basis of expected cash flows as part of its liquidity management. The Credit Union also maintains a borrowing facility with Central as an integral part of its liquidity management strategy as disclosed in note 6.

The remaining contractual maturity of recognized financial liabilities is as follows:

(in thousands of dollars)	Payable on a fixed date					Total \$
	Payable on demand \$	Less than 1 year \$	1 to 2 years \$	2 to 5 years \$	More than 5 years \$	
Members' deposits	1,125,610	671,056	321,228	533,501	7,851	2,659,246
Accounts payable and accrued liabilities	-	11,947	-	-	1,383	13,330
	<u>1,125,610</u>	<u>683,003</u>	<u>321,228</u>	<u>533,501</u>	<u>9,234</u>	<u>2,672,576</u>

### Foreign exchange risk

Foreign exchange risk is the risk that arises when future commercial transactions or recognized assets or liabilities are denominated in a foreign currency. Foreign exchange risk is not considered significant at this time as the Credit Union does not engage in any active trading of foreign currency positions or hold significant foreign currency denominated financed investments for an extended period.

### Price risk

Price risk arises from changes in market risks, other than interest rate, credit, liquidity or foreign exchange risk, such as changes in equity and commodity prices, where these changes cause fluctuations in the fair value or future cash flows of a financial instrument. The Credit Union is not exposed to significant price risk at this time.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

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## 13 Fair value of financial assets and liabilities

Differences between carrying value and fair value of investments, loans, deposits and other financial assets and liabilities are caused by differences between the interest rate obtained at the time of the original investment, loan or deposit and the current rate for the same product. Loans and deposits that are priced with variable rates have a fair value equal to carrying value, as they are priced at current interest rates.

While fair value amounts are designed to represent estimates of the amounts at which assets and liabilities could be exchanged in a current transaction between arm's length willing parties, the Credit Union normally holds all of its fixed term investments, loans and deposits to their maturity date. Consequently, the fair values presented are estimates derived by taking into account changes in the market interest rates and may not be indicative of the net realizable value. Furthermore, as many of the Credit Union's financial instruments lack an available trading market, the fair value of investments, loans and deposits with fixed rates are estimated using discounted cash flow models with discount rates based on current market interest rates for similar types of financial instruments. The inputs to the valuation model for fixed rate loans include scheduled loan amortization rates and estimated rates of repayment with the future cash flows discounted using current market rates for equivalent groups of mortgages or loans. The future cash flows on fixed rate deposits are discounted to their estimated present value using current market rates for equivalent groups of fixed rate deposits. Other inputs may include the addition of an interest rate spread to incorporate an appropriate risk premium. The significant assumptions included in the determination of fair value include estimates of credit losses, interest rates and discount rates.

The most significant assumption relates to the discount rates utilized. If the forward yield curve of such instruments would increase by 10 basis points then the fair value of financial assets would decrease by \$4,705,000 and the fair value of financial liabilities would decrease by \$2,448,000. A corresponding decrease of 10 basis points in the forward yield curve would result in a \$4,721,000 increase in the fair value of financial assets and a \$2,455,000 increase in the fair value of financial liabilities.

The fair values disclosed exclude the value of assets and liabilities not considered financial instruments such as other assets and property and equipment.

Financial assets and liabilities are recognized on the consolidated balance sheet at fair value, cost or amortized cost according to the categories determined by the accounting framework for financial instruments. The carrying values and fair values for each category of financial instruments are presented in the table below:

# Assiniboine Credit Union Limited

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As at December 31, 2010:

(in thousands of dollars)	<b>Financial assets/liabilities at fair value</b> \$	<b>Financial assets/ liabilities at cost or amortized cost</b> \$	<b>Estimated fair value</b> \$	<b>Fair value greater than carrying value</b> \$
<b>Financial assets</b>				
Cash on hand and on deposit	81,697	-	81,697	-
Investments	-	200,735	201,632	897
Loans to members	18,631	2,504,919	2,563,645	40,095
Accounts receivable	-	5,586	5,586	-
<b>Total financial assets</b>	<b>100,328</b>	<b>2,711,240</b>	<b>2,852,560</b>	<b>40,992</b>
<b>Financial liabilities</b>				
Members' deposits	-	2,659,246	2,683,270	24,024
Accounts payable and accrued liabilities	1,383	11,947	13,330	-
<b>Total financial liabilities</b>	<b>1,383</b>	<b>2,671,193</b>	<b>2,696,600</b>	<b>24,024</b>

As at December 31, 2009:

(in thousands of dollars)	<b>Financial assets/liabilities at fair value</b> \$	<b>Financial assets/ liabilities at cost or amortized cost</b> \$	<b>Estimated fair value</b> \$	<b>Fair value greater than carrying value</b> \$
<b>Financial assets</b>				
Cash on hand and on deposit	40,748	-	40,748	-
Investments	-	192,374	194,896	2,522
Loans to members	18,838	2,341,859	2,409,873	49,176
Accounts receivable	-	5,963	5,963	-
<b>Total financial assets</b>	<b>59,586</b>	<b>2,540,196</b>	<b>2,651,480</b>	<b>51,698</b>
<b>Financial liabilities</b>				
Members' deposits	-	2,465,813	2,505,846	40,033
Accounts payable and accrued liabilities	1,072	10,220	11,292	-
<b>Total financial liabilities</b>	<b>1,072</b>	<b>2,476,033</b>	<b>2,517,138</b>	<b>40,033</b>

# Assiniboine Credit Union Limited

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## Fair value hierarchy

Assets and liabilities recorded at fair value in the balance sheet are measured and classified in a hierarchy consisting of three levels for disclosure purposes; the three levels are based on the priority of the inputs to the respective valuation technique.

The inputs used for fair value measurements, including their classification with the required three levels of the fair value hierarchy that prioritizes the inputs used for fair value measurement are as follows:

Level 1 - unadjusted quoted prices in active markets for identical assets or liabilities;

Level 2 - inputs other than quoted prices that are observable for the asset or liability either directly or indirectly; and

Level 3 - inputs that are not based on observable market data.

The following table presents the classification of financial instruments within the fair value hierarchy as at December 31, 2010:

	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
<b>Financial assets</b>				
Cash on hand and on deposit	81,697	-	-	81,697
Loans to members	-	18,631	-	18,631
Total financial assets	81,697	18,631	-	100,328
<b>Financial liabilities</b>				
Interest rate swap	-	1,383	-	1,383
Total financial liabilities	-	1,383	-	1,383

# Assiniboine Credit Union Limited

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## 14 Related party transactions

### **Credit Union Central of Manitoba (“Central”)**

The Credit Union is a member of Central which acts as a depository for surplus funds from, and makes loans to, credit unions. Central also provides other services for a fee to the Credit Union and acts in an advisory capacity.

### **Celero Solutions**

The Credit Union has entered into an agreement with Celero Solutions for information technology services including banking system services and network infrastructure. Celero Solutions is a joint venture owned by the Credit Union Centrals of Alberta, Saskatchewan and Manitoba along with Concentra Financial Services Association.

### **Deposit Guarantee Corporation of Manitoba**

All credit unions in the Province of Manitoba are monitored by the Deposit Guarantee Corporation of Manitoba (the “Corporation”) which was formed for the protection of individual members against financial loss on their deposits in credit unions. All credit unions pay annual assessments to support activities of the Corporation.

### **Everlink Payment Services Inc.**

The Credit Union receives electronic transaction switching services from Everlink Payment Services Inc. (“Everlink”). In accordance with the Credit Union’s accounting policy for these services, the Credit Union records revenue or expense and a receivable from or a liability to Central representing the Credit Union’s proportionate share of Everlink’s operating income or loss for the year.

### **Directors**

Transactions with directors are at terms and conditions as set out by the statutes, by-laws and policies of the Credit Union.

Remuneration of \$206,000 (2009 - \$174,000) was paid to directors during the year. Expenses paid by the Credit Union on behalf of the directors were \$47,000 (2009 - \$53,000).

Loans to directors at government prescribed rates of interest total \$125,000 at December 31, 2010.

### **Loans to directors and staff**

As at December 31, 2010, outstanding loans to directors, management and staff totalled 1.42% (2009 - 1.34%), in aggregate, of the assets of the Credit Union.

# Assiniboine Credit Union Limited

Notes to Consolidated Financial Statements

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## 15 Commitments and guarantees

### Director and officer indemnification

The Credit Union indemnifies its directors and officers against any and all claims or losses reasonably incurred in the performance of their service to the Credit Union to the extent permitted by law. The Credit Union has acquired and maintains liability insurance for its directors and officers.

### Leases

Under the terms of various premise leases, the Credit Union is committed to future aggregate lease payments as follows:

(in thousands of dollars)	\$
2011	2,129
2012	1,959
2013	1,688
2014	1,417
2015	1,390
Thereafter	7,435

## 16 Contingencies

The Credit Union, in the course of its operations, is subject to lawsuits. As a policy, the Credit Union will accrue for losses in instances where it is probable that liabilities will be incurred and where such liabilities can be reasonably estimated. A significant claim has been made against the Credit Union, however, the Credit Union has no reason to believe that this claim will have a material impact on the Credit Union's financial position and accordingly, no provision has been recorded in these statements.

## 17 Pension plan

The Credit Union has a defined contribution pension plan for qualifying employees. The contributions are held in trust by the Co-operative Superannuation Society Limited and are not recorded in these financial statements. The Credit Union matches employee contributions which range between 5% and 7% of the employee's salary. The expense and payments for the year ended December 31, 2010 were \$1,324,000 (2009 - \$1,276,000). As a defined contribution pension plan, the Credit Union has no further liability or obligation for future contributions to fund future benefits to plan members.

