

## MANAGEMENT'S DISCUSSION & ANALYSIS

### **THE DELMA GROUP INC.**

*This management discussion and analysis ("MD&A") is dated as of May 31, 2018 and should be read in conjunction with the unaudited interim condensed consolidated financial statements of the Company for the three months ended March 31, 2018 ("Financial Statements"). The Financial Statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). Unless expressly stated otherwise, all financial information is presented in Canadian dollars. The interim condensed consolidated financial statements for the quarter ended March 31, 2018 have not been reviewed by the independent auditors of the Company.*

#### **Forward-Looking Statements**

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All statements, other than statements of historical fact, in this MD&A are forward-looking statements. These statements represent the Company's intentions, plans, expectations and beliefs as of the date hereof, and are subject to risks, uncertainties and other factors of which many are beyond the control of the Company. These factors could cause actual results to differ materially from such forward-looking statements. Readers should not place undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

#### **Overview and Description of Business**

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Genesis Income Properties Inc. (Genesis) was incorporated on April 7, 2014, under the laws of the province of British Columbia. Aydon Income Properties Inc. (the Company) was formed by amalgamation of Genesis and Forbairt Development Acquisition Corp., (Forbairt) under a plan of Arrangement approved by the Supreme Court of British Columbia on August 27, 2014. The Company completed all requirements for a listing on the Canadian Stock Exchange (CSE) under the symbol "AYD" and started trading on March 12, 2015.

Delma Properties Canada LP (Delma) is a limited partnership formed under the Civil Code of the Province of Quebec. Delma together with its subsidiaries (together referred to as the "Limited Partnership" invest in the hospitality industry, to perform property management services and land development. Delma was established pursuant to the terms of a Limited Partnership Agreement dated September 1, 2009. Delma's head office and address for services is located at 310-925 Blvd. De Maisonneuve West, Montreal, Quebec H3A-0A5

The management activities of the Limited Partnership are preformed through a net, net, net, net, net master lease agreement with Delma Resorts & Hotels Canada Corporation, a company under common control. The agreement is for all the investment properties owned by the Limited Partnership. The investment properties are mainly owned by the Limited Partnership's subsidiaries who act as nominees for the Limited Partnership.

Bromont 1 Limited Partnership is a limited partnership formed under the Civil Code of the Province of Quebec. Bromont 1 Limited Partnership (referred to as “Pure Bromont”) invests in the commercial, recreo-touristical and residential real estate development project on a land of some 18 million square feet, with a net developable area of 10.5 million square feet acquired on December 17th, 2009 along Highway 10, in Bromont (Exit 78) and includes two roundabouts serving the entrance and exit into the City of Bromont.

“Pure Bromont” was established pursuant to the terms of a Limited Partnership Agreement dated December 10th, 2009 and its head office and address for services is located at 640 Orly, suite 100 Dorval, Quebec H9P-1E9.

### **Reverse Takeover and Acquisition**

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On July 20th, 2017, the Company entered into a share purchase agreement, as amended on November 27th, 2017 with Delma Resorts & Hotels GP Inc., Delma Properties Canada LP, Delma Resorts & Hotels LP (the Delma Group) and with Société en commandite Bromont 1 and 9216-3583 Quebec Inc. (the Bromont Group), whereby the Company agreed to acquire all of the issued and outstanding shares and units of each of the Delma Group and the Bromont Group (the Transaction) on the following terms:

The Company issued 490,916,667 class A shares and 625,083,333 class B shares at a price of \$33,480,000 for the shares and units related to the Delma Group; and

The Company issued 616,666,700 class A shares and 200,000,000 class B shares at a price of \$24,500,000 for the shares and units related to the Bromont Group.

As part of the closing of the Transaction, the Company implemented a share consolidation on the basis of 1 new class A or class B share for every outstanding class A or B shares. Upon consolidation, the number of class A and class B shares issued and outstanding are reduced to 5,472,516 class A shares and 4,290,417 class B shares respectively. The transaction closed on March 23, 2018 and the Company resumed trading under its new name “The Delma Group Inc.”, under its new symbol “DLMA”

In accordance with IFRS 3, Business Combinations. the substance of the acquisition of the Company by the Delma Group is a reverse takeover as the shareholders and unitholders of the Delma Group hold the majority of the shares of the Company. The acquisition of the Company does not constitute a business combination as the Company does not meet the definition of a business under that standard. As a result, the acquisition is accounted for in accordance with IFRS 2 Share-based Payment, with the Delma Group being identified as the acquirer and the equity consideration being measured at fair value. Accordingly, the resulting balances and transactions for the periods prior to March 23, 2018 are those of the Delma Group.

The acquisition of the Bromont Group is considered an acquisition of assets and the acquirer is the Delma Group.

The fair value of the consideration for the net assets acquired is as follows:

	\$
134,599 shares issued and outstanding	403,800
Fair value of the conversion option on long-term debt	48,238
	<u>452,038</u>

The fair value of the Company's shares issued and outstanding has been determined based on the fair value the Company's shares were trading prior to the announcement of the Transaction at \$3 per share.

Following the closing of the Transaction, the issued and outstanding options and warrants of the Company continue to be in effect with their original terms and conditions and are deemed to be issued as part of the Transaction. The fair value has been estimated to be nil.

The estimated fair value of the net assets acquired by the Company is:

	\$
Cash	4,575
Receivables	2,096
Assets held for sale	49,331
Refundable deposits	94,671
Trade and other payables	(411,199)
Loans payable	(180,827)
Liabilities of assets held for sale	(28,600)
Convertible debenture	(517,596)
Contingent consideration	(800,000)
Net assets acquired	(1,787,549)
Listing costs expensed	2,239,587
	<u>452,038</u>

In connection with the reverse acquisition, Delma Group changed its tax status. As a result, the deferred tax liability consequence of the change in tax status in the amount of \$2,500,000 was recorded in earnings.

Prior to the reverse acquisition, taxable income or loss of Delma Group and its subsidiaries was included in the tax return of its partners. Prior to March 23, 2018, Delma Group was treated as a partnership for income tax purposes and, as such, its partners were taxed separately on their share of Delma Group's income whether or not that income was actually distributed. Therefore, no income tax information is provided for the year ended December 31, 2017.

The fair value of the consideration for the net assets acquired by Delma was estimated at \$23,990,424. The fair value was based on the estimated value of the net assets of Bromont as it was more reliable than the fair value of the acquirer's issued shares.

The estimated fair value of the net assets acquired by the Company is:

	\$
Cash	13,038
Receivables	88
Prepays	28,365
Investments properties	32,043,474
Land held for residential development	11,215,048
Trade and other payables	(766,589)
Advances	(7,543,000)
Term loan	(11,000,000)
	<u>23,990,424</u>

### **Changes in Accounting Policies including Initial Adoption**

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#### **Standards, Amendments and Interpretations to Existing Standards That Are Not Yet Effective and Have Not Been Adopted Early by the Company**

At the date of authorization of the financial statements of the Company, certain new standards, and amendments to existing standards have been published by the IASB that are not yet effective and have not been adopted early by the Company. Information on those expected to be relevant to the unaudited consolidated financial statements is provided below. Management anticipates that all relevant pronouncements will be adopted in for the first period beginning after the effective date of the pronouncement. New standards, interpretations and amendments not either adopted or listed below are not expected to have a material impact on the unaudited consolidated financial statements.

#### **IFRS 9 Financial Instruments**

In July 2014, the IASB published IFRS 9 which replaces IAS 39 Financial Instruments: Recognition and Measurement (IAS 39). IFRS 9 introduced improvements which include a logical model for classification and measurement of financial assets, a single, forward-looking "expected loss" impairment model and a substantially-reformed approach to hedge accounting. IFRS 9 was adopted by the Company on January 1, 2018 and the Company determined that the application of this new standard did not have a significant impact on its unaudited interim condensed consolidated financial statements.

## **IFRS 15 Revenue from Contracts with Customers**

IFRS 15 presents new requirements for the recognition of revenue, replacing IAS 18 Revenue, IAS 11 Construction Contracts, and several revenue-related interpretations. The new standard establishes a control-based revenue recognition model and provides additional guidance in many areas not covered in detail under existing IFRSs, including how to account for arrangements with multiple performance obligations, variable pricing, customer refund rights, supplier repurchase options, and other common complexities. IFRS 15 was adopted by the Company on January 1, 2018 and the Company determined that the application of this new standard did not have a significant impact on its unaudited interim condensed consolidated financial statements.

## **IFRS 16 Leases**

In January 2016, the IASB published IFRS 16 which will replace IAS 17 Leases and three related interpretations. IFRS 16 largely retains IAS 17's approach to lessor accounting, but introduces numerous and significant changes to lessee accounting, such as the elimination of the classification as an operating lease and the requirement for lessees to recognize a right-of-use asset and a lease liability in the balance sheet for all leases, with exemptions permitted for short-term leases and leases of low value assets. In addition, IFRS 16 changes the definition of a lease, sets requirements on how to account for the asset and liability, including complexities such as non-lease elements, variable lease payment and options periods, changes the accounting for sale and lease back arrangement, and introduces new disclosure requirement. IFRS 16 is effective for annual periods beginning on or after January 1, 2019 with early application permitted in certain circumstances. The company has yet to assess the impact of this new standard on its unaudited interim condensed consolidated financial statements.

## Selected Financial Information

	Three months March 31 2018 \$	Three months March 31 2017 \$
Total revenue	35,000	32,500
Net Loss	(4,821,087)	(87,375)
Loss per share (basic and diluted)	(0.89)	(0.03)
Total assets	61,206,923	17,852,665

### Results of Operations

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*Three months ended March 31<sup>st</sup>, 2018*

The Company incurred a net loss and comprehensive loss of \$ 4,821,087 for the three-month period ended March 31<sup>st</sup>, 2018, compared to a net loss and comprehensive loss of \$ 87,375 and for the three-month period ended March 31<sup>st</sup>, 2017. Some of the more significant items comprising the expenses for the three month period year ended March 31<sup>st</sup>, 2018, compared to the three month period ended March 31<sup>st</sup>, 2017, are the listing fees amounting to \$2,239,587 related to the reverse takeover as well as the accounting for deferred income taxes in the amount of \$2,500,000.

The Company does not have any employees; all of its services are carried out by the directors and officers or by consultants retained on an as needed basis.

## Liquidity and Capital Resources

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As of March 31<sup>st</sup>, 2018, the Company had a cash position of \$ 20,641 compared to \$ 3,028 as at March 31<sup>st</sup>, 2017, representing an increase of approximately \$17,613.

The Company estimates that it will require approximately \$ 2,000,000 to fund general and administrative expenses for the next twelve months. The current cash on hand is not sufficient to meet our cash requirements for the next twelve months. As the Company continues with the process of raising funds for its operations and acquisitions , it expects to receive increasing revenues from its rental properties and management fees. Should these revenues not be sufficient to meet ongoing costs we will require additional financing to fund our administrative expenses and for any proposed acquisitions, if applicable. We have historically satisfied our capital needs primarily by issuing equity securities and convertible debentures.

The Company's future capital requirements will depend on many factors, including, among others, cash flow from operations. The Company will need to raise additional funds through debt or equity financing to pursue its plans and objectives. If additional funds are raised through the issuance of equity securities, the percentage ownership of current shareholders will be reduced, and such equity securities may have rights, preferences, or privileges senior to those of the holders of the Company's common stock. No assurance can be given that additional financing will be available, or that it can be obtained on terms acceptable to the Company and its shareholders. Accordingly, the Company is investigating various business opportunities that ideally will increase the Company's positive cash flow.

The Company is currently negotiating further funding commitments or arrangements for additional financing at this time and there is no assurance that it will be able to obtain any additional financing on terms acceptable to it, if at all. Any additional funds raised will be used for general and administrative expenses and for the acquisition of a property or properties, as applicable. The quantity of funds to be raised and the terms of any equity financing that may be undertaken will be negotiated by management as opportunities to raise funds arise.

### **The investment properties are comprised of the following:**

	<b>March 31</b>		<b>2017</b>
	<b><u>2018</u></b>		<b><u>2017</u></b>
<b>Investment properties at fair value</b>			
Blueberry Lake Resort, Quebec, Canada	3,835,100 \$		3,835,100 \$
Lake Alphonse, Quebec, Canada	3,075,500		3,075,500
42 North Resort, New-York, USA	3,000,100		3,000,100
Bromont, Quebec, Canada	32,043,474		

**Investment properties to be accounted as joint ventures**  
**Upon formation of joint venture**

Panagopoula Resort, Panagopoula, Greece	4,500,000	\$	4,500,000	\$
Domaine Balmoral Development Project, Quebec, Canada	500,000		500,000	

**Non-current assets are owned in the following countries:**

	<b>March 31,</b>		<b>December 31</b>	
Canada	52,392,631	\$	9,250,609	\$
United States	3,000,100		3,000,100	
Greece	4,500,000		4,500,000	

The Company's objectives when managing capital are to:

- maintain financial flexibility in order to preserve its ability to meet its financial obligations, including potential liabilities resulting from additional acquisitions.
- maintain a capital structure that allows it to finance its growth strategy with cash flows from its operation and its debt capacity.
- optimize the use of its capital to provide an appropriate return on investment.

The capital structure of the Limited Partnership consists of the Partner's capital and the non-controlling interests. The Limited Partnership's financial strategy is developed and adapted on the basis of market conditions to maintain a flexible capital structure consistent with the objectives stated above and to respond to the risk characteristics of the underlying assets. In order to maintain or adjust its capital structure, the Limited Partnership may finance an existing debt, take out new borrowings or repurchase units or issue new units.

The Limited Partnership's financial strategy and objectives have remained substantially unchanged for the past fiscal year. The objectives and strategy are reviewed annually. The Limited Partnership believes that its current ratios are satisfactory, given its size, capital management objectives and growth strategy.

**Financial Instruments**

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Financial assets and financial liabilities are recognized when the Company becomes a party to the contractual provisions of the financial instrument and are measured initially at fair value adjusted for transaction costs, except for those carried at fair value through profit or loss which are measured initially at fair value, subsequent measurement of financial assets and financial liabilities are described below.

Financial assets are derecognized when contractual rights to the cash flows from the financial asset expires , or when the financial asset and subsequently all the risks and rewards are

transferred. A financial liability is derecognized when it is extinguished, discharged, cancelled or expires.

The Company's financial instruments consist of cash, receivables, assets held for sale, debenture receivable, refundable deposits, advances to companies under common control, trade and other payables, other current liabilities and long-term debt

The Company's risk exposures and the impact on the Company's financial instruments are summarized below:

Strategic and operational risks are risks that arise if the Company fails to raise sufficient equity and/or debt financing in order to purchase a sufficient number of properties to achieve the critical sized portfolio of assets required to sustain its financing and operational costs.

These strategic opportunities or threats arise from a range of factors which might include changing economic and political circumstances and regulatory approvals and competitor actions.

Credit risk is the risk that one party to a financial instrument will cause a loss for the other party by failing to discharge an obligation. The Company is subject to normal industry credit risks. Therefore, the Company believes that there is minimal exposure to credit risk.

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Company's approach to managing liquidity risk is to ensure that it will have sufficient liquidity to meet liabilities when due. Management will also consider different alternatives to secure adequate debt or equity financing to meet the Company's short term and long-term cash requirements.

Interest risk is the risk that the fair value or future cash flows will fluctuate as a result of changes in market risk. The Company's sensitivity to interest rates is currently immaterial.

#### **Disclosure of Outstanding Share Data**

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The total number of common shares issued and outstanding as at March 31<sup>st</sup>, 2018 was 5,472,516 class A shares and 4,290,417 class B shares and as at the date of this MD&A the number is unchanged.

The total number of warrants outstanding as at March 31<sup>st</sup>, 2018 was 15,868 and as at the date of this MD&A there were 15,768 warrants outstanding. 13,550 warrants expiry on January 27, 2019 and the remaining 2,318 expire on May 31<sup>st</sup>, 2018.

The total number of options outstanding as at March 31<sup>st</sup>, 2018 was 2,000 and as at the date of this MD&A the number was unchanged.

***For the quarter ended March 31<sup>st</sup>, 2018:***

As part of the closing of the Transaction, the Company implemented a share consolidation on the basis of 1 new class A or class B share for every outstanding class A or B shares. Upon consolidation, the number of class A and class B shares issued and outstanding are reduced to 5,472,516 class A shares and 4,290,417 class B shares respectively. The transaction closed on March 23, 2018 and the Company resumed trading under its new name "The Delma Group Inc.", under its new symbol "DLMA"

During the March 2018 quarter, there have been no new issuance of shares.

### **Off-Balance Sheet Arrangements**

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The Corporation does not currently have any off-balance sheet arrangements.

### **Transactions with Related Parties**

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During the three-month period ended March 31<sup>st</sup>, 2018, the Company entered into the transactions with related parties.

Related parties include the Company's joint key personnel. Unless otherwise stated, balances are usually settled in cash. Key management includes directors and senior executives.

The Company also carried out transactions with entities that are controlled by directors of the Company.

All transactions with related parties occurred in the normal course of operations and are measured at their fair value as determined by management. Unless otherwise indicated, the period-end balances are unsecured, non-interest bearing, without specific terms of repayment and have arisen from the provision of services and fees described.

During the three-month period ended March 31<sup>st</sup>, 2018, the Company entered into the following transactions with related parties:

Rental income of \$35,000.

The Company total management income under a net, net, net, net, net master lease is paid by affiliated parties. The rental income is provided on terms equivalent to those that retail in arm's length transactions and amounted to \$35,000 for the 3-months ended March 31, 2018 compared to \$32,500 for the 3-months ended March 31, 2017.

### **Proposed Transactions**

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Subsequent to December 31, 2017, the Company received an accepted offer on the Glendimer Apartments, a 146 unit student housing complex also located near Washington State University with a purchase price of \$7,500,000. The Company is competing its due diligence and arranging both mortgage and equity financing with a target closing date of early September.

The Company is also reviewing its current interests in Detroit, MI with respect to real estate market trends and considering the financial feasibility of liquidating these assets. There is only one property left in Detroit, the rest of the properties were sold during the year.

During the period under review the Company progressed with the further development of its property investment business by initiating and continuing discussions with various parties to develop the land for recreo-touristical, retail and commercial usage. A transaction is expected to be completed in the first half of 2018 with a group that will build a wellness center estimated at some 27M\$, including (Islo Bromont), on a piece of land in the Project of some 200 000 s.f., valued at 15,00\$ per s.f. The construction is expected to start in August 2018 and to be completed by June 2019, for the commencement of the operations of this wellness center, which is expecting to have at least 183 000 customers using the installations in the first year of operation.

Delma Hospitality Corporation is also planning to build a condo hotel resort to be started in the fall of 2018, to respond to the demand generated by the wellness center.

These two projects are the start of the global development of Pure Bromont, which will require other usages such as restaurants, retail, etc. In fact, the interest to come on the site has been confirmed by some restaurant operators and retailers to come on the site.

During the period under review the Company progressed with the further establishment of its property investment business in Canada and Europe by signing letters of intent with various parties to acquire land for development, retail and commercial property and additional properties and resorts in the hospitality segment.

The company is also reviewing its current interests in New York with respect to real estate, market trends and considering the financial feasibility of expanding these assets.

In December 2017, the Company signed a purchase agreement to acquire 2 properties part of the Blueberry Lake Resort Project.

House 16 located at 925 Chemin des Pioneers for a consideration to be paid by assuming a mortgage of \$ 298,536 and the issuance of shares of The Delma Group Inc. The Company has until June 30<sup>th</sup>, 2019 to conclude the purchase.

House 57 located at 335 Chemin des Labours acquired for a consideration of \$ 500,000, payable as a mortgage assumption of \$ 396,000 and shares of The Delma Group Inc. The Company has until October 10, 2018 to conclude the purchase.

In December 2017, the Company signed a purchase agreement to acquire the remaining 70 % ownership in the lands and buildings of the property for a total consideration of \$ 2,000,000 US. The Company has till December 2022 to conclude the due diligence and the purchase for the property it owns in Panagopoula, Greece.

In December 2017, as part of the Domaine Balmoral project, the Company signed a purchase agreement to acquire lands and properties , including the Balmoral Golf Club, for a total consideration of \$ 2,950,000 payable by the issuing shares of The Delma Group Inc. this transaction has not yet closed.

In December 2017, the Company signed a joint venture agreement to redevelop and launch the Chateau Carling Lake properties. The Limited Partnership signed a purchase agreement to acquire the ski hill, the surrounding lands and Carling Lake for a consideration of \$ 4,500,000 payable in cash. The Limited Partnership has until December 5<sup>th</sup>, 2018 to conclude the purchase.

In December 2017, the Company signed a purchase agreement to acquire Club de Golf Mountain Acres, which is a property and land located around the Lake Rougeaud in St-Faustin, Quebec for a total consideration of \$ 6,500,000. The consideration is payable \$ 4,000,000 in cash and the balance in shares of the Delma Group Inc.

### **Subsequent events**

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- On April 24, 2018, the company purchased a 6-storey building where it will occupy the 6<sup>th</sup> floor as its new corporate head office. The Company is to occupy its' new local on July 1, 2018.
- On May 7, 2018, the Company acquired all outstanding shares of Lupa Investment Inc., a real estate holding company counting 4 buildings and properties located in Montreal and Longueuil, in exchange for 3,803,339 Class "A" preferred shares of Delma Real Estate Corporation ("DREC"), a wholly-owned subsidiary. Immediately after the acquisition, the Company purchased the DREC shares in exchange for 633,890 Class "A" common shares of the Company.

### **Additional Information**

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The information provided in this document is not intended to be a comprehensive review of all matters concerning the Company. This MD&A should be read in conjunction with other disclosure documents provided by the Company, which can be accessed at [www.sedar.com](http://www.sedar.com).

**PURE BROMONT- EXIT 78 - HIGHWAY 10-  
BROMONT EXECUTIVE SUMMARY**

**DESCRIPTION OF PROJECT**

Commercial, recreo-touristlcal and residential real estate development project on a land of some 18 million s.f., with a net developable area of some 10,5 million s.f., the rest being given in compensation for the wet lands. The land is very well and strategically located along Highway 10 in Bromont (Exit 78) and includes two roundabouts serving the entrance and exit into the City of Bromont.

**Commercial Component**

The commercial side of the Project consists in a. component of highway shops (e.g. restaurants, gas station with convenience store, etc.) as well as general commercial area, including boutiques, restaurants, etc., excluding, for the moment, shops considered as big boxes (like Walmart and Costco) which are not authorized for the time being. The land for the commercial and recreo-touristical components total approximately 4 million s.f., with a possibility to enlarge up to 6,5 millions s.f.

**Recreo-touristical Component**

The site is also intended to include a recreo-touristical component, including hotel, wellness center, spa and an inside water amusement facility. Discussions have come to a conclusion with a group that will implement a wellness center and accessory activities, including indoor water activities and an amusement center for kids, the whole project being known under the name *Islo Bromont*. The construction of this project is planned to start in August 2018 to be completed in June 2019.

The interest to come in the Project has been confirmed by some restaurant operators and retailers.

**Residential Component**

The residential component is destined to include single family homes and multi-residential properties. The residential component will be realized on an area of approximately 6,5 million s.f. NOTE: It could be possible to modify this part of the project subject lo the City's approval. For Instance, we could most likely, modify part of this section into recreo-touristical usage, should we need more land for such usage.

Summary of the areas of the components of assignments:

Commercial and recreo-touristical:	4 to 6.5 million s.f.
Residential (or other approved) :	4 to 6.5 million s.f.

These areas are developable land, i.-e. net of wetlands, but including the areas for the infrastructures (streets, etc.).

The land is composed of the following lot numbers: 3 753 811, 4 803 975, 4 803 976, 4 803 979, 4 803 980, 4 803 983, 4 803 984, 4 803 985, 4 803 986, 4 803 987, 4 803 988, 4 803 990, 4 803 992, 4 803 993 and 4 803 995 of the Cadastre of Quebec, the whole subject to the some cadastral modifications which are underway.

## **STATUS**

### **ENVIRONMENT:**

With respect to the Environment Department (MDDELCC), the Project has been approved in its entirety by the MDDELCC, in three phases: one in October 2015, one in April 2017, and a last one for which the Authorization will be issued in April 2018. As a result, the whole land will be developable as of spring 2018.

### **CITY:**

The City and the MRC have adopted the Planning Scheme for the territory of the City of Bromont in July 2015., which has been put in force by the City by the adoption of its Urban Plan on April 6, 2017. The development of the Project is included in the Planning Scheme. The commercial and recreo-touristical components are developable immediately, as well as a certain part of the residential component.

With respect to zoning, as mentioned above, the land is zoned Commercial, Recreo-touristical and Residential, with a limitation as to the so called big boxes, which are not allowed for the time being.

It is important to note that the assignments (usage) may be changed or modified in the future. In fact, the City's Urban Plan provides that the development of the area may be adapted depending on the project or projects presented, provided that it is acceptable to the City. The City's administrative process is expected to take about 2-3 months to obtain such City's authorizations.

## **PROJECTS**

### **RECREO-TOURISTICAL AND COMMERCIAL:**

A deal has been confirmed with a group to build the European-type Thermal Station (wellness center). This project will consist in the development of a center of some 75 000 s.f. on a land of some 200 000 s.f. The price for the land has been established at \$ 15,00 per s.f.

Delma Hospitality Corporation will develop a condo hotel resort in the project as of the fall of 2018. Such development is required to respond to the demand generated by the operations of the Islo Bromont wellness center, which is expected to serve a minimal of 183 000 people in year 1 of its operations. Interests from restaurant operators and retailers are also confirmed.

## **GLOBAL DEMOGRAPHIC AND ECONOMIC DATA**

Bromont is part of the Eastern Townships Region which is the third touristic region in importance in the Province of Quebec, after Montreal and Quebec City. The Eastern Townships Region counts some 8M tourists per year generating more than \$ 350 M yearly. Bromont itself counts some 1,6M tourists per year which makes it a very interesting City for recreo-touristical developers and operators.

