



GENIVAR

January 1, 2009, to March 28, 2009, period

# Interim consolidated financial statements

Unaudited

# **GENIVAR Income Fund**

Interim Consolidated Financial Statements

(unaudited)

**March 28, 2009**

(in thousands of dollars)

# GENIVAR Income Fund

## Interim Consolidated Balance Sheet

(in thousands of dollars)

	As at March 28, 2009 \$ (unaudited)	As at December 31, 2008 \$ (audited)
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	15,537	14,709
Accounts receivable	116,910	115,248
Costs and anticipated profits in excess of billings	47,018	46,076
Prepaid expenses	3,030	2,230
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	182,495	178,263
<b>Property, plant and equipment</b>	31,274	30,021
<b>Intangible assets</b> (note 3)	84,575	78,453
<b>Goodwill</b> (note 4)	140,391	140,450
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	438,735	427,187
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities	62,649	61,586
Income taxes payable	1,256	428
Billings in excess of costs and anticipated profits	27,515	29,481
Future income tax liabilities	1,379	953
Distributions payable to unitholders	2,919	13,429
Current portion of balances of purchase price payable	14,886	13,994
Current portion of long-term debt	-	1,662
	<hr/>	<hr/>
	110,604	121,533
<b>Balances of purchase price payable</b>	1,768	-
<b>Long-term debt</b>	-	222
<b>Bank advances</b> (note 5)	29,615	10,668
<b>Future income tax liabilities</b>	1,313	1,044
<b>Non-controlling interest</b> (note 6)	112,448	111,832
	<hr/>	<hr/>
	255,748	245,299
<b>Unitholders' Equity</b>		
<b>Fund units</b> (note 7)	179,622	179,636
<b>Contributed surplus</b>	69	-
<b>Retained earnings</b>	3,296	2,252
	<hr/>	<hr/>
	182,987	181,888
	<hr/>	<hr/>
	438,735	427,187
<b>Commitments</b> (note 13)		
<b>Subsequent events</b> (note 14)		

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

**Approved by the Trustees**

(signed) Pierre Shoiry \_\_\_\_\_ Trustee

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(signed) Pierre Seccareccia \_\_\_\_\_ Trustee

# GENIVAR Income Fund

## Interim Consolidated Statements of Retained Earnings and Contributed Surplus (unaudited)

(in thousands of dollars)

	Three months ended	
	March 28, 2009 \$	March 29, 2008 \$
<b>Retained earnings (deficit) – Beginning of period</b>	2,252	(483)
Net earnings for the period	6,404	4,598
	8,656	4,115
Declared distributions to unitholders	(5,360)	(3,224)
<b>Retained earnings – End of period</b>	<b>3,296</b>	<b>891</b>

	Three months ended	
	March 28, 2009 \$	March 29, 2008 \$
<b>Contributed Surplus – Beginning of period</b>	-	-
Compensation costs under the Long-Term Incentive Plan (“LTIP”)	69	69
<b>Contributed Surplus – End of period</b>	<b>69</b>	<b>69</b>

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

# GENIVAR Income Fund

## Interim Consolidated Statements of Earnings and Comprehensive Income (unaudited)

(in thousands of dollars, except the number of units and per unit data)

	Three months ended	
	March 28, 2009 \$	March 29, 2008 \$
<b>Revenues</b>	97,431	70,087
<b>Costs</b>	55,021	40,121
<b>Gross margin</b>	42,410	29,966
<b>Expenses</b>		
Marketing, general and administrative	25,821	18,193
Depreciation of property, plant and equipment	1,398	854
Amortization of intangible assets	4,143	3,440
Net interest expense (note 9)	304	91
Exchange gain	(121)	(75)
	31,545	22,503
<b>Earnings before income taxes and non-controlling interest</b>	10,865	7,463
<b>Income taxes</b>		
Current	804	98
Future	(357)	(205)
	447	(107)
<b>Earnings before non-controlling interest</b>	10,418	7,570
<b>Non-controlling interest</b> (note 6)	(4,014)	(2,972)
<b>Net earnings and comprehensive income for the period</b>	6,404	4,598
Basic net earnings per unit	0.45	0.36
Weighted average number of units (note 8)	14,277,078	12,870,664
Diluted net earnings per unit (note 8)	0.45	0.35
Diluted weighted average number of units (note 8)	23,345,696	21,347,826

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

# GENIVAR Income Fund

## Interim Consolidated Statement of Cash Flows (unaudited)

(in thousands of dollars)

	<b>Three months ended</b>	
	<b>March 28, 2009</b>	<b>March 29, 2008</b>
	\$	\$
<b>Cash flows from operating activities</b>		
Net earnings for the period	6,404	4,598
Items not affecting cash and cash equivalents		
Depreciation and amortization	5,541	4,294
Compensation costs under the LTIP	69	69
Future income taxes	(357)	(205)
Non-controlling interest	4,014	2,972
	<u>15,671</u>	<u>11,728</u>
Change in non-cash working capital items (note 10(a))	(2,621)	(4,337)
	<u>13,050</u>	<u>7,391</u>
<b>Cash flows from financing activities</b>		
Distributions paid to unitholders	(11,792)	(3,224)
Distributions paid to the Non-Controlling Unitholder	(7,476)	(2,116)
Repayment of balances of purchase price payable	(838)	(1,384)
Long-term debt contracted	-	58
Repayment of long-term debt	(1,884)	(147)
Variation in bank advances	18,947	30,945
Distributions reinvested in units under the LTIP	(14)	(8)
	<u>(3,057)</u>	<u>24,124</u>
<b>Cash flows from investing activities</b>		
Business acquisitions (note 2(a))	(5,627)	(26,924)
Additions to property, plant and equipment (note 10(b))	(2,447)	(988)
Proceeds from disposal of property, plant and equipment	8	25
Acquisition of software (note 10(b))	(1,099)	(942)
	<u>(9,165)</u>	<u>(28,829)</u>
<b>Net increase in cash and cash equivalents</b>	828	2,686
<b>Cash and cash equivalents – Beginning of period</b>	<u>14,709</u>	<u>12,855</u>
<b>Cash and cash equivalents – End of period</b>	<u>15,537</u>	<u>15,541</u>
<b>Additional information</b>		
Interest paid	319	113
Interest received	(15)	(30)
Income taxes paid	772	211

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

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## 1 Summary of significant accounting policies

### **Basis of presentation**

These unaudited interim consolidated financial statements have been prepared in accordance with Canadian generally accepted accounting principles (“GAAP”) and use the same accounting policies and methods used in the preparation of the Fund’s most recent annual consolidated financial statements, except for the new accounting policies as disclosed further. All disclosures required for annual financial statements have not been included in these financial statements. These unaudited interim consolidated financial statements should therefore be read in conjunction with the Fund’s most recent audited annual consolidated financial statements.

The financial information as at March 28, 2009, is unaudited. However, in the opinion of management, all adjustments necessary to present fairly the results of this period have been included. The adjustments made were of a normal and recurring nature. Interim results may not necessarily be indicative of results anticipated for the year.

### **Change in accounting policies**

On January 1, 2009, the Fund adopted Section 3064, “Goodwill and Intangible Assets,” issued by the Canadian Institute of Chartered Accountants (“CICA”). This section replaces Section 3062, “Goodwill and Other Intangible Assets” and Section 3450, “Research and Development Costs.” This section establishes standards for the recognition measurement, presentation and disclosure of goodwill and intangible assets.

On January 20, 2009, the Fund adopted Emerging Issues Committee No. 173, “Credit Risk and the Fair Value of Financial Assets and Financial Liabilities” (EIC-173) issued by the CICA. This abstract clarifies that an entity’s own credit risk and the credit risk of its counterparty should be taken into account in determining the fair value of financial assets and liabilities.

The application of these standards had no significant impact on the Fund’s consolidated results of operations or financial position.

### **Future accounting standards**

#### *International Financial Reporting Standards*

The Accounting Standards Board has confirmed that Canadian GAAP, as used by publicly accountable companies, will be converged to International Financial Reporting Standards (“IFRS”) over a transition period that is expected to be completed by 2011.

While the Fund has begun assessing the adoption of IFRS, the financial reporting impact of the transition to IFRS cannot be reasonably estimated at this time.

#### *Business combinations*

The CICA published Section 1582, “Business Combinations.” This new section will be applicable to business combinations for which the acquisition date is on or after January 1, 2011. Early adoption is permitted. This section improves the relevance, reliability and comparability of the information that a reporting entity provides

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

in its financial statements about a business combination and its effects. This section provides the Canadian equivalent to IFRS 3, “Business Combinations.” The Fund has not yet determined the impact of the adoption of this new section on its consolidated financial statements.

## *Consolidated financial statements*

The CICA published Section 1601, “Consolidated Financial Statements.” This section will be applicable to the Fund’s interim and annual financial statements for the year beginning on January 1, 2011. Early adoption is permitted. This section establishes standards for the preparation of consolidated financial statements. The Fund has not yet determined the impact of the adoption of this new Section on its consolidated financial statements.

## *Non-controlling interest*

The CICA published Section 1602, “Non-controlling Interests.” This section will be applicable to the Fund’s interim and annual financial statements for the year beginning on January 1, 2011. Early adoption is permitted. This section establishes standards for accounting for a non-controlling interest in a subsidiary in consolidated financial statements subsequent to a business combination. This section is equivalent to the corresponding requirements of International Accounting Standard IAS 27, “Consolidated and Separate Financial Statements.” The Fund has not yet determined the impact of the adoption of this new section on its consolidated financial statements.

## **Comparative figures**

Certain comparative figures have been reclassified to conform with the current period presentation.

## **2 Business acquisitions**

The acquisitions have been accounted for using the purchase method, and the operating results have been included in the consolidated financial statements from the date of acquisition. Upon a change in the purchase price, the net assets acquired and the balance of purchase price payable are modified when it is determined that such change is estimated to be likely to occur. Such change occurs when there is a price adjustment provision to the carrying value of the net assets acquired.

### **(a) Acquisitions made by the Fund during the three-month period ended March 28, 2009**

- On January 1, 2009, the Fund acquired all the outstanding shares of Design Collaborative Associates Ltd. (“DCA”), a Trinidad and Tobago-based architectural and urban planning firm.
- On January 31, 2009, the Fund acquired all the assets and liabilities of Envirotel 3000 (“Envirotel”), a Quebec-based environmental engineering firm.
- On January 31, 2009, the Fund acquired all the assets and liabilities of WSA Trenchless Consultants (“WSA”), a Quebec-based municipal infrastructure engineering firm.
- On January 31, 2009, the Fund acquired all the assets and liabilities of ENTRA Consultants (“ENTRA”), an Ontario-based transportation engineering firm.

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

- On February 28, 2009, the Fund acquired all the assets and liabilities of Wiebe Environmental Services (“WES”), a Western Canada-based environmental engineering firm.

The purchase price allocations of DCA, WES, and ENTRA are preliminary, but the Fund does not anticipate any significant changes upon the finalization of the evaluation of the intangible assets in the purchase price allocations. The purchase price allocations of Envirotel and WSA have not been completed, and as such, any excess of the consideration paid over management’s best estimate of the fair value of net tangible assets acquired has been allocated to goodwill.

	\$
Assets acquired	
Current assets	
Cash	1,301
Accounts receivable	9,217
Costs and anticipated profits in excess of billings	326
Prepaid expenses	64
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	10,908
Property, plant and equipment	658
Intangible assets	
Finite useful life	
Software	9
Customer relationships	5,565
Contract backlogs	798
Non-competition agreements	144
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	18,082
Liabilities assumed	
Current liabilities	
Bank advances	370
Accounts payable and accrued liabilities	8,060
Billings in excess of costs and anticipated profits	78
Income taxes payable	796
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	9,304
Future income tax liabilities	1,052
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	10,356
Net identifiable assets acquired	7,726
Goodwill	2,330
	<hr/>
Purchase price	10,056
Plus (less):	
Cash acquired	(1,301)
Bank advances assumed	370
Balances of purchase price payable	(3,498)
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Net cash used for the acquisitions	5,627
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# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## (b) Preliminary purchase price allocations

During the first quarter of 2009, the Fund executed the preliminary purchase price allocations pertaining to the acquisitions of DDH Environnement and Pomeroy Consulting Engineers realized in 2008. The allocations resulted in an increase in customer relationships of \$2,108, an increase in contract backlogs of \$282 and the recognition of non-competition agreements of \$56. As a result of these changes, goodwill decreased by \$2,446.

## (c) Finalization of purchase price allocations

During the first quarter of 2009, the Fund finalized the purchase price allocations pertaining to the acquisitions of Doucet & Associés Conseils and Peterson Galloway realized in 2008. The final allocations, completed by management with the assistance of an independent valuator, resulted in an increase in customer relationships by \$20, a decrease in contract backlogs of \$43 and a decrease in non-competition agreements of \$34. As a result of these changes, goodwill increased by \$57.

## 3 Intangible assets

			As at March 28, 2009	As at December 31, 2008
	Cost \$	Accumulated amortization \$	Net value \$ (unaudited)	Net value \$ (audited)
Finite useful life				
Software	9,999	3,483	6,516	5,613
Customer relationships	77,544	11,021	66,523	60,607
Contract backlogs	10,824	6,388	4,436	4,997
Non-competition agreements	4,743	2,243	2,500	2,636
Indefinite useful life				
Trade name	4,600	-	4,600	4,600
	107,710	23,135	84,575	78,453

During the three-month period ended March 28, 2009, the Fund acquired intangible assets amounting to \$7,876 subject to amortization and allocated an amount of \$2,389 (note 2(b) and (c)) from goodwill to intangible assets as a result of the execution of preliminary purchase price allocations and the finalization of purchase price allocations.

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## 4 Goodwill

	\$
Balance as at December 31, 2008	140,450
Goodwill resulting from business acquisitions (note 2(a))	2,330
Allocation of goodwill to intangible assets, as a result of preliminary purchase price allocations (note 2(b))	(2,446)
Finalization of purchase price allocations (note 2(c))	<u>57</u>
Balance as at March 28, 2009	<u>140,391</u>

## 5 Credit facilities

The Fund has credit facilities totalling \$82,000 allocated as follows:

### *Term facility*

Term facility of \$80,000 for operations and for the financing of acquisitions. The term facility may also be used for the payment of distributions to unitholders up to a maximum amount of \$10,000.

### *Treasury facility*

Facility of \$2,000 to hedge against interest rate risks and foreign exchange risks.

These credit facilities mature in May 2011. At any time prior to the maturity date, the Fund may elect to repay all or a part of the term loan credit facility. The term of the credit facilities can be extended each year, for an additional one-year period, subject to the prior approval of the lender. The credit facilities are fully repayable at maturity without any prepayment penalties, except for banker's acceptances and LIBOR advances.

These credit facilities are secured by a first ranking hypothec over the universality of movable assets of GENIVAR Limited Partnership ("GENIVAR LP") and those of some of its subsidiaries. These credit facilities bear interest at prime rate for Canadian currency advances and US base rate for US currency advances. A variable fee, based on different levels of covenants, is applicable on LIBOR advances.

Under these credit facilities, GENIVAR LP, a Fund's subsidiary, is required, among other conditions, to respect certain covenants on a consolidated basis, which have been met as at March 28, 2009.

As at March 28, 2009, the Fund issued, in the normal course of business, irrevocable letters of credit totalling \$286 for its own commitments, thus decreasing such available credit facilities.

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## 6 Non-controlling interest

As at March 28, 2009, the non-controlling interest is as follows:

	Exchangeable Class B LP Units		Exchangeable Class C LP Units		Total	
	Number	\$	Number	\$	Number	\$
Balance as at December 31, 2008	4,328,542	60,601	4,731,845	51,231	9,060,387	111,832
Share in earnings attributable to the Non-Controlling Unitholder	-	1,917	-	2,097	-	4,014
Distributions	-	(1,623)	-	(1,775)	-	(3,398)
Balance as at March 28, 2009	<u>4,328,542</u>	<u>60,895</u>	<u>4,731,845</u>	<u>51,553</u>	<u>9,060,387</u>	<u>112,448</u>

The Exchangeable Class B LP Units and Exchangeable Class C LP Units are economically equivalent to Class A LP Units held by the Trust. The Exchangeable Class B LP Units and the Exchangeable Class C LP Units could be exchangeable for units on a one-for-one basis (subject to customary anti-dilution protections).

As at March 28, 2009, an amount of \$1,132 has been accounted for as distributions payable to the Non-Controlling Unitholder.

## 7 Fund units

An unlimited number of units and an unlimited number of Special Voting Units may be issued pursuant to the Fund's Declaration of Trust.

### *Units*

Each unit is transferable and represents an equal, undivided right to and interest in any distributions from the Fund, whether of net earnings, net realized capital gains (other than net realized capital gains distributed to redeeming unitholders) or other amounts, and in the net assets of the Fund in the event of termination or winding-up of the Fund. All units are of the same class with equal rights and privileges. Units may be redeemed at the holder's request at any time for an amount related to the quoted market price, cash redemptions being limited to \$50 per month.

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

Issued and paid

	Number of units			\$
	Issued	Held by a trustee	Total	
Balance as at December 31, 2008	14,294,089	(16,657)	14,277,432	179,636
Distributions reinvested in units under the LTIP	-	(598)	(598)	(14)
Balance as at March 28, 2009	14,294,089	(17,255)	14,276,834	179,622

## *Special Voting Units*

The Special Voting Units will not be entitled to any right nor interest in any distribution from the Fund whether of net earnings, net realized capital gains or other amounts, or in the net assets of the Fund in the event of a termination or winding-up of the Fund.

The Special Voting Units may be issued in series and will only be issued in connection with or in relation to Exchangeable Class B LP Units, Exchangeable Class C LP Units of GENIVAR LP (“Exchangeable LP Units”) or other securities that are, directly or indirectly, exchangeable for units, in each case for the sole purpose of providing voting rights at the Fund level to the holders of such securities. Special Voting Units will be issued in conjunction with, and will not be transferable separately from, the Exchangeable LP Units (or other exchangeable securities) to which they relate. Conversely, the Special Voting Units will automatically be transferred upon a transfer of the associated Exchangeable LP Units. Each Special Voting Unit will entitle the holder thereof to a number of votes at any meeting of Voting Unitholders equal to the number of units which may be obtained upon the exchange of the Exchangeable LP Units (or other exchangeable securities) to which the Special Voting Unit relates.

Upon the exchange of the Exchangeable LP Units (or other exchangeable securities) for units, the Special Voting Units attached to such securities will immediately be cancelled without any further action of the Fund Trustees or the former holder of such Special Voting Units, and the former holder of such Special Voting Units will cease to have rights with respect thereto.

One Special Voting Unit will be outstanding for each Exchangeable Class B and Class C LP Unit issued by GENIVAR LP. As at March 28, 2009, 9,060,387 Special Voting Units are outstanding.

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## 8 Earnings per unit

The following table reconciles the basic net earnings to the diluted net earnings:

	Three months ended	
	March 28, 2009	March 29, 2008
	\$	\$
Basic net earnings	6,404	4,598
Non-controlling interest	4,014	2,972
Diluted net earnings	10,418	7,570

The following table reconciles the basic weighted average number of units outstanding to the diluted weighted average number of units outstanding:

	Three months ended	
	March 28, 2009	March 29, 2008
Weighted average number of:		
Units outstanding – basic	14,277,078	12,870,664
LTIP awards	8,231	13,196
Exchangeable GENIVAR LP units	9,060,387	8,463,966
Diluted weighted average number of units outstanding	23,345,696	21,347,826

## 9 Net interest expense

	Three months ended	
	March 28, 2009	March 29, 2008
	\$	\$
Interest on bank advances	263	113
Interest on long-term debt	56	8
Interest income	(15)	(30)
	304	91

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## 10 Statements of cash flows

(a) Change in non-cash working capital items

	<u>Three months ended</u>	
	<b>March 28, 2009</b>	<b>March 29, 2008</b>
	\$	\$
Decrease (increase) in:		
Accounts receivable	7,555	8,127
Costs and anticipated profits in excess of billings	(616)	(7,189)
Prepaid expenses	(736)	(776)
Increase (decrease) in:		
Accounts payable and accrued liabilities	(6,812)	(5,622)
Income taxes payable	32	(113)
Billings in excess of costs and anticipated profits	(2,044)	1,236
	<u>(2,621)</u>	<u>(4,337)</u>

(b) Operating and investing activities not affecting cash and cash equivalents

	<u>Three months ended</u>	
	<b>March 28, 2009</b>	<b>March 29, 2008</b>
	\$	\$
Accounts payable and accrued liabilities for additions to property, plant and equipment	770	597
Accounts payable and accrued liabilities for acquisition of software	542	498

# GENIVAR Income Fund

Notes to Interim Consolidated Financial Statements (unaudited)

March 28, 2009

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(in thousands of dollars, except the number of units and per unit data and unless otherwise stated)

## 11 Related party transactions

### Business acquisitions

The Fund enters into transactions with GENIVAR inc., the Non-Controlling Unitholder, in connection with certain business acquisitions. Generally, GENIVAR inc. acquires all the outstanding shares of a company and sells the net assets of the acquired company to GENIVAR LP or one of its subsidiaries. The purchase price for GENIVAR LP or one of its subsidiaries is identical to the shares' purchase price paid by GENIVAR inc., taking into account certain assets or liabilities that are not or cannot be transferred, which price has been concluded with unrelated parties. This acquisition strategy has been realized to facilitate the Fund's negotiations related to the acquisition of targeted companies. During the period, the Fund has acquired Envirotel, WSA, ENTRA and WES for a total consideration of \$5,378, excluding acquisition-related costs of \$193 assumed directly by the Fund (note 2(a)). Subsequent to the quarter end, the Fund has acquired Algal & Associates ("Algal") and ENAQ (note 14).

## 12 Segment information

Since the expansion of its Ontario and Western Canada operations in 2007, the Fund is organized into geographic areas. Market segments continue to be analyzed by the Fund's management in certain geographic areas but not in all of them. Accordingly, the Fund defined its segments as the following geographic areas: Quebec, Ontario, Western Canada and International.

The geographic areas provide the same nature of services and serve similar clients in similar industries. Each area provides its clients with the same complete range of specialized services, viewed as convergent disciplines by the Fund's management: Building, Municipal Infrastructure, Transportation, Industrial, and Power and Environment. The geographic areas present similar long-term financial performance and the same long-term economic conditions and characteristics. The Fund's management aggregates its geographic areas into one reporting segment.

## 13 Commitments

The Fund is bound by lease commitments for office premises and equipment. Minimum payments required during the next quarters, for each of the next five fiscal years ending December 31 and thereafter, amount to \$10,031 for the next nine months, \$12,153 in 2010, \$10,979 in 2011, \$9,691 in 2012, \$7,984 in 2013, \$7,666 in 2014 and \$21,871 thereafter.

## 14 Subsequent events

In April and May 2009, the Fund acquired all the assets and liabilities of Algal and ENAQ, two Canadian consulting and engineering firms.