

# Management's Discussion & Analysis

For the three months ended September 30, 2012 and the period from January 4, 2012 to September 30, 2012

November 20, 2012

The following management's discussion and analysis ("MD&A") is a review of the consolidated financial condition and consolidated results of operations of Walton Westphalia Development Corporation (the "Corporation") for the three months ended September 30, 2012 and the period from January 4, 2012 to September 30, 2012. The MD&A should be read in conjunction with the Corporation's condensed interim consolidated financial statements for the three months ended September 30, 2012 and the period from January 4, 2012 to September 30, 2012, and the prospectus ("Prospectus") of the Corporation dated February 27, 2012, which includes the Corporation's audited financial statements as at and for the period ended January 4, 2012.

All financial information is reported in Canadian dollars and has been prepared in accordance with IAS 34: *Interim Financial Reporting* and using accounting policies that are consistent with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board. As this is the first year of operations of the Corporation, the condensed consolidated financial statements have also been prepared in accordance with IFRS 1: *First-time Adoption of International Financial Reporting Standards*. In limited situations, IFRS has not issued rules and guidance applicable to the real estate investment and development industry. In such instances, the Corporation has followed guidance issued by the Real Property Association of Canada to the extent that these do not conflict with the requirements under IFRS or the definitions, recognition criteria and measurement concepts for assets, liabilities, income and expenses in the IFRS framework.

Additional information about the Corporation is available on SEDAR at [www.sedar.com](http://www.sedar.com).

## Critical Accounting Estimates

The preparation of financial information in conformity with IFRS requires management to make estimates and assumptions that affect the reported amount of assets, liabilities and equity at the date of the financial statements, and the reported amount of revenues and expenses during the period. The estimates and assumptions that have the most significant affect on the amounts recognized in the Corporation's consolidated financial statements are related to the recoverability of land held for development and land development costs, and the recognition of future tax assets.

### Recoverability of land held for development costs

In assessing the recoverability of land held for development and land development costs, management is required to make estimates and assumptions regarding the sale price for serviced lots, the costs to service the lots, the timing of lot sales, the completion date for the serviced lots and the Corporation's cost of capital. In assessing the amount of deferred tax assets that can be recognized, management is required to make estimates and assumptions regarding the likelihood, timing and level of future taxable profits. Changes in these estimates and assumptions could cause actual results to differ materially from those reported.

## Forward-looking Statements

Certain information set forth in this material, including the disclosure of the anticipated completion dates of key project milestones, are based on the Corporation's current expectations, intentions, plans and beliefs, which are based on experience and the Corporation's assessment of historical and future trends. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, many of which are beyond management's control. These risks and uncertainties include, but are not limited to, the timing of approval by municipalities, the estimated time required for construction and the business and general economic environment. These uncertainties may cause the Corporation's actual performance, as well as financial results in future periods, to differ materially from any projections of future performance or results expressed or implied by such forward-looking statements. Investors are cautioned against attributing undue certainty to forward-looking statements as actual results could differ materially from management's targets, expectations or estimates.

## Responsibility of Management

This MD&A has been prepared by, and is the responsibility of, the management of the Corporation.

## Approval by the Board of Directors

The MD&A was authorized for issue by the board of directors on November 20, 2012.

## Business Overview

The Corporation, which is managed by Walton Asset Management L.P. ("**WAM**"), was established on January 4, 2012 under the laws of the province of Alberta. The wholly-owned subsidiary of the Corporation ("**U.S. Subsidiary**"), Walton Westphalia Development (USA), LLC., is a limited liability company organized under the laws of the state of Maryland on January 6, 2012. The Corporation and the U.S. Subsidiary were formed for the purpose and objective of providing investors with the opportunity to participate in the acquisition and development of the approximately 310 acre "Westphalia" property located in Prince George's County in Maryland, U.S.A. (the "**Property**"), approximately 7 miles southeast of the District of Columbia.

The Property is located along the north side of Maryland State Route 4 directly across from Joint Base Andrews, approximately 1.5 miles east of the Capital Beltway. The Capital Beltway is the 64 mile long ring road that encompasses Washington D.C. and its inner suburbs in Maryland and Virginia. The southern edge of the Property runs parallel to Pennsylvania Avenue with over 1.5 miles of frontage. Pennsylvania Avenue is a major commuter route, which runs 13.5 miles from the Property all the way to the U.S. Capitol Hill, the site of the White House, the National Mall and the U.S. Capitol Building.

The preliminary development plan that has been prepared by Walton Development and Management (USA), Inc. ("**WDM**"), the manager of the project, includes three phases over an estimated seven-year time horizon. When completed, it is anticipated that the project will provide approximately 66 single family homes, 779 townhomes, 884 rental apartments, 533,759 square feet of retail space, 2,240,000 square feet of office space and 600 hotel rooms.

The Corporation contemplated completing a partial sale and co-development of the Property within the Offering Documents. On August 20, 2012 U.S. Subsidiary sold approximately 35 acres or approximately 11.3% of the Property to Walton Westphalia Europe, LP ("**WWE**"), a company related by virtue of common management. As a co-owner of the Property, WWE will co-develop the property with the Corporation, all revenues and expenses incurred for the development of the Property will be allocated proportionately based on each party's ownership interest in the Property, which is not expected to impact the Corporation's ability to achieve its investment objective.

In order to raise sufficient capital for the acquisition and development of the Property, the Corporation completed an initial public offering (“**IPO**”) in March 2012. The completion of the IPO was followed by a private placement offering (the “**Private Placement**”) which was completed in multiple closings under the offering memorandum (“**Offering Memorandum**”) dated March 26, 2012. The final closing of the Private Placement was completed on October 31, 2012. Each unit issued by the Corporation (“**Unit**”) through the IPO or Private Placement (collectively, the “**Offerings**”) was comprised of a \$5.00 principal amount of unsecured, subordinated, convertible, extendable debenture bearing simple interest at a rate of 8% (“**Debenture**”) and one class B non-voting common share (“**Class B share**”) having a price of \$5.00.

The Corporation’s investment objectives are to:

- i) preserve the capital investment of the purchasers in the Units;
- ii) make annual cash distributions on the Units beginning in June of 2013 until the final distribution of funds from the project, which is anticipated to be in March of 2019; and
- iii) achieve a net internal rate of return of 15.0% on the \$10.00 purchase price of the Units.

The Corporation intends to preserve the capital investment of the purchasers of Units in the Corporation and provide cash distributions on the Units by executing the following four-step investment strategy:

- i) acquire the Westphalia Property through the U.S. Subsidiary;
- ii) obtain letters of intent or expressions of interest from vertical developers and other end users to purchase lots and parcels to be serviced in each of the three planned phases of the development of the Property before construction commences on that phase;
- iii) construct municipal services infrastructure on the Property in phases to provide a controlled supply of serviced lots and parcels to the marketplace; and
- iv) use the revenue from the sale of the serviced lots and parcels to repay construction loans and other obligations of the Corporation and the U.S. subsidiary and then pay the remainder to the holders of the Debentures and Class B shares by paying the interest and principal on the Debentures and by declaring a dividend or dividends on the Class B shares through the life of the investment in the Property and/or winding up the Corporation and distributing its assets to the holders of the Class B shares.

Although management expects that the execution of the investment strategy will allow the Corporation to pay distributions on the Units, distributions by the Corporation are neither guaranteed nor will they be paid in a steady or stable stream. The amount and timing of any distributions will be at the sole discretion of the Corporation and only after the Corporation has paid or reserved funds for its expenses, liabilities and commitments (other than with respect to the Debentures), including (i) the fees payable to WAM and WDM (including the performance fee), and (ii) any amounts outstanding, on a phase by phase basis, under the construction loans required to develop the Property. The performance fee is only payable provided that the investors of Units in the Corporation have received cash payments on the Debentures or cash distributions on the Class B shares equal to \$10.00 per Unit, plus a cumulative compounded priority return thereon, equal to 8% per annum.

The registered office and principal place of business is 23<sup>rd</sup> floor, 605 – 5<sup>th</sup> Avenue SW, Calgary, Alberta, T2P 3H5.

## Third Quarter Consolidated Financial Data

	Three months ended September 30, 2012	For the period from January 4, 2012 to September 30, 2012
Total revenues (\$)	2,890,492	2,906,277
Total expenses (\$)	3,116,874	3,654,489
Net loss and comprehensive loss (\$)	226,382	748,212
Weighted average shares outstanding <sup>1</sup>	88,519	1,469,428
Basic and diluted earnings per share (\$)	2.56	0.51

1 – Weighted average shares outstanding exclude the 100 Class A voting common shares issued. Based on the Corporation's articles of incorporation, Class A shareholders are not entitled to participate in any dividends declared by the Corporation, or the distributions of any part of the assets of the Corporation.

	As at September 30, 2012
Total assets (\$)	28,885,604
Total non-current liabilities (\$)	12,405,269
Total liabilities (\$)	17,245,631
Total Equity (\$)	11,639,973
Class B shares outstanding – end of period	2,627,407

## Review of Operations

### Summary

During the third quarter of 2012, the main priority of the Corporation was to raise capital through the Private Placement to help the Corporation carry out its investment strategy through the offering memorandum dated March 26, 2012. In working towards this objective, the Corporation completed several closings under the Private Placement during the third quarter, which resulted in the issuance of a total of 279,852 Units for gross proceeds of \$2,798,520. As at September 30, 2012 the corporation issued a total of 2,627,407 units for gross proceeds of \$26,274,070.

The Corporation also undertook certain planning activities during the third quarter of 2012. The following activities were undertaken by the Corporation during the third quarter:

- Additional submissions of drawings supporting a detailed site plan for Phase 1 infrastructure;
- Additional submissions of information to support the hydraulic planning and analysis amendment to the Washington Suburban Sanitary Commission; and
- Continued meetings with county officials and agencies to ensure continual progress towards the end goal of issuing permits for the project.

From a timing perspective, the project is proceeding as anticipated and management expects that the project will be completed within the approximate seven-year time frame disclosed in the Prospectus and Offering Memorandum (collectively, the “Offering Documents”).

During the third quarter of 2012, the Corporation generated total revenues of \$2,890,492, total expenses of \$3,116,874 and a net loss and comprehensive loss of \$226,382. The revenues earned by the Corporation were comprised of the proceeds from the land sale to WWE of \$2,882,119 and interest earned on the Corporation’s cash on hand. The expenses during the third quarter primarily consisted of \$2,882,119 in cost of land sales related to the sale to WWE, \$41,978 in costs incurred for the Private Placement and \$113,703 in costs incurred for the management of the Corporation. The nature and amount of the expenses incurred by the Corporation during the third quarter of 2012 were consistent with management’s expectations. The net loss incurred by the Corporation during the third quarter of 2012 was also consistent with management’s expectations because the Corporation is not expected to generate significant revenue, except during periods when the sale of lots is completed.

On a year-to-date basis, the Corporation generated total revenues of \$2,906,277, total expenses of \$3,654,489, and a net loss and comprehensive loss of \$748,212. The revenues earned by the Corporation during the period from January 4, 2012 to September 30, 2012 were comprised of the proceeds from the land sale to WWE of \$2,882,119 and interest earned on the Corporation’s cash on hand. The expenses for the year-to-date period primarily consisted of \$2,882,119 in cost of land sales related to the sale to WWE, \$394,111 in costs incurred for the preparation of the IPO and Private Placement (collectively, the “Offerings”) and \$201,528 in costs for the management of the Corporation. The nature and amount of the expenses incurred by the Corporation for the year-to-date period were consistent with management’s expectations for the period. The net loss incurred by the Corporation for the year-to-date period was also consistent with management’s expectations because the Corporation is not expected to generate significant revenue, except during periods when the sale of lots is completed.

Given that the project remains on track both financially and from a timing perspective, management believes that the project remains on track for achieving its investment objectives.

## Analysis of Financial Condition

As at September 30, 2012, the Corporation had total assets of \$28,885,604, total liabilities of \$17,245,631 and total shareholders’ equity of \$11,639,973. The most significant assets of the Corporation as at September 30, 2012 were land held for development of \$21,998,014 and cash of \$4,633,214. The most significant liabilities of the Corporation as at September 30, 2012 were Debentures payable of \$12,405,269 and a loan due to a related party of \$3,950,754.

As at September 30, 2012, the Corporation was leveraged with a debt to equity ratio of 1.48 and a current ratio of 0.97. This is decreasing in the short-term as the Corporation uses the proceeds from the Private Placement and sale of land to WWE to repay the related party loan. During the third quarter, the Corporation received \$2,798,520 from the private placement and \$2,882,119 from the partial sale of the Property to pay down the principal and accrued interest on the related party loan. On each close of the Private Placement a portion of the use of proceeds is set aside as working capital to fund the ongoing administrative and operating expenses, management fees, development fees, pre-development costs, construction costs and other expenses of the Corporation, until such time that the Corporation enters into a construction loan for Phase 1 of the project. The remainder of the liabilities of the Corporation as well as the balances outstanding from the construction loan will be funded through the sale of serviced lots by the Corporation.

## Initial Public Offering and Private Placement and Sale of Land

On February 27, 2012, the Corporation commenced the IPO of 3,450,000 Units of the Corporation at a price of \$10 per Unit. The IPO of the Corporation was completed on March 20, 2012 and resulted in the issuance of 1,442,300 Units of the Corporation for gross proceeds of \$14,423,000.

The closing of the IPO was followed by the commencement of the Private Placement on March 26, 2012, which offered a maximum of 2,007,700 Units for a maximum of \$20,077,000. As at September 30, 2012, the Corporation has issued 1,185,107 Units of the Corporation for gross proceeds of \$11,851,070 through the Private Placement. As at September 30, 2012 the Offerings had raised gross proceeds of \$26,274,070, of which \$13,137,035 was received for the issued Debentures and \$13,137,035 was received for the Class B shares. The total costs incurred to date by the Corporation in respect of the Offerings were \$1,892,010. This amount is comprised of commissions paid to agents of \$1,379,388, work fees of \$118,511 and costs associated with the preparation of the Offering Documents of \$394,111. The commissions and work fees have been allocated equally to the Debenture and share component based on their proportionate share of the gross proceeds raised. The costs associated with the preparation the Offering Documents have been expensed by the Corporation and totalled \$41,978 for the three months ended September 30, 2012 and \$394,111 for the year-to-date period. The final closing of the Private Placement occurred on October 31, 2012, see subsequent event note for further details.

On August 20, 2012, the Corporation received \$2,882,119 and sold approximately 11.3% or 35 acres of the Property in execution of this planned joint operation with WWE. On October 27, 2012 the final parcel was sold. See subsequent event note for further details. As a co-owner of the Property, all revenues and expenses incurred for the development of the Property will be allocated proportionately based on each party's ownership interest in the Property, which is not expected to impact either the ability of the Corporation to achieve its investment objectives.

## Acquisition of the Property

On October 26, 2011, Walton Maryland entered into a Purchase and Sale Agreement for an aggregate of 479 acres of real property, located in Prince George's County, Maryland. The purchase price payable under the Purchase and Sale Agreement was denominated in U.S. dollars. On February 6, 2012, the Corporation entered into an Assignment Option Agreement with Walton Maryland, for the assignment of Walton Maryland's rights under the Purchase and Sale Agreement to the Corporation. In order to fix the cost of the Property in Canadian dollars, the Corporation entered into two forward contracts to exchange an aggregate of CDN \$25,643,390 in return for U.S. \$25,300,000.

On February 14, 2012, the Corporation exercised its rights under the Land Option Agreement for 310 acres of the property. The purchase price of the Property was U.S. \$23,714,149 (\$23,692,806 CDN), plus closing costs of U.S. \$1,496,975 (\$1,496,963 CDN).

The carrying amount of land held for development as at September 30, 2012 was comprised of the following:

	As at September 30, 2012 \$
Cost of the property	23,692,806
Closing costs	1,496,963
Effect of changes in foreign exchange rates	(389,586)
Sale of land	(2,802,169)
Total – land held for development	21,998,014

## Land Development Costs

Land development costs can be divided into two primary categories: hard construction costs, which are the costs related to the physical improvement of the land, and soft costs, which include, but are not limited to, costs associated with architectural control consultants, financing fees for establishing construction loans, interest on the construction loan and Debentures payable, legal fees, municipal taxes and construction management, and appraisal fees.

The following table provides a breakdown of the amounts capitalized to land development costs. Planning and financing costs are comprised of soft costs associated with the project.

	As at September 30, 2012 \$
Financing	962,983
Planning	1,038,234
Effect of changes in foreign exchange rates	338,669
Improvement costs recovered	(99,588)
Land development costs included in land sale	(67,697)
Total – land development costs	2,170,312

The total development costs incurred during the period January 4, 2012 to September 30, 2012 were consistent with the amounts anticipated by management for the work completed during that period.

## Management Fees

On February 27, 2012, the Corporation and WAM entered into a Management Services Agreement. In accordance with the terms of the Management Services Agreement, WAM will provide management and administrative services to the Corporation in return for an annual management fee equal to:

- i) from March 20, 2012 until the earlier of the date of termination of the Management Services Agreement and March 31, 2019, 2% of the aggregate of:
  - a) the net proceeds raised from the IPO of \$13,449,548, calculated as the gross proceeds raised of \$14,423,101, net of selling commissions of \$757,208 and organizational costs of \$216,345;
  - b) the net proceeds raised from the Private Placement; and
  - c) the amount of the servicing fee (see below), which will be distributed by WAM on behalf of the Corporation; and
- ii) thereafter, from April 1, 2019 until the termination date of the Management Services Agreement, an amount equal to 2% of the book value of the Properties.

During the third quarter of 2012 and the period from January 4, 2012 to September 30, 2012, the Corporation incurred total management fees of \$113,703 and \$201,528, respectively. The total management fees incurred for both the third quarter and on a year-to-date basis was consistent with both the terms of the Management Services Agreement and management's expected use of funds.

## Servicing Fees

Under the terms of the Agency Agreements between the Corporation, WAM, and the Corporation's agents, the Corporation has servicing fees payable to WAM (which it will then pay to the agents on behalf of the Corporation) equal to 0.5% of the net proceeds raised from the initial public offering and any follow-on Private Placement, until the earlier of the dissolution of the Corporation and December 31, 2018.

During the third quarter of 2012 and the period from January 4, 2012 to September 30, 2012, the Corporation incurred total servicing fees of \$28,426 and \$50,382, respectively. The total servicing fees incurred for both the third quarter and on a year-to-date basis was consistent with both the terms of the Agency Agreements and management's expected use of funds.

## Transactions with Related Parties

Walton Maryland LLC, WAM, WIGI, WDM, WWE and 1389211 Alberta Ltd. are all related to the Corporation by virtue of common management. All transactions entered into between the related parties during the three months ended September 30, 2012 and during the period from January 4, 2012 to September 30, 2012 were under terms and conditions agreed upon between the parties. With the exception of the loan due to WIGI, the amounts payable to WAM for the management and servicing fee and the amounts payable to WDM for the development fee, all amounts receivable from related parties and payable to related parties are unsecured, due on demand, bear no interest and have no fixed terms of repayment.



The balance due to the related party as at September 30, 2012 is outlined in the table below.

	As at September 30, 2012 \$
Walton Maryland LLC	34,039
Walton Global Investments Ltd.	911
Walton Asset Management L.P.	26,295
Walton International Group Inc.	5,825
<b>Total – Due to related party</b>	<b>67,070</b>

The balance due from the related party as at September 30, 2012 is outlined in the table below.

	As at September 30, 2012 \$
Walton Westphalia Europe LLC	78,360
<b>Total – Due from related party</b>	<b>78,360</b>

The balance of the loan payable and interest payable to related parties as at September 30, 2012 is outlined in the table below.

	As at September 30, 2012 \$
Loan payable to Walton International Group Inc.	3,950,754
Interest on loan payable to Walton International Group Inc.	1,781
<b>Total</b>	<b>3,952,535</b>

The following transactions entered into between the related parties were under terms and conditions agreed upon between the parties.

### Walton Maryland, LLC

On February 6, 2012, Walton Maryland, the U.S. Subsidiary and the Corporation entered into a loan agreement whereunder Walton Maryland agreed to loan the amount of U.S. \$12,000,000 to the U.S. Subsidiary at an interest rate of the U.S. “base rate” of HSBC Bank Canada, from time to time, plus 1.75%. The purpose of the loan was to provide the U.S. Subsidiary with cash to acquire an interest in the Property. On March 23, 2012, the U.S. Subsidiary repaid the full amount of the loan, plus accrued interest, through the U.S. dollars provided to the U.S. Subsidiary by the Corporation. The funds were provided to the U.S. Subsidiary from the net proceeds received from the IPO. All interest incurred on this loan has been capitalized to land development costs because the loan was entered into for the purpose of acquiring the Property.

## Walton Asset Management L.P.

In accordance with the Management Services Agreement between the Corporation and WAM, the Corporation incurred total management fees during the third quarter of 2012 of \$113,703. The total management fees incurred on a year-to-date basis were \$201,528.

In accordance with the Agency Agreements between the Corporation and its agents, the Corporation incurred total servicing fees during the third quarter of 2012 of \$28,426. The total servicing fees incurred on a year-to-date basis were \$50,382. The servicing fees are payable to WAM, which is responsible for the distribution of the servicing fees to the agents.

## Walton International Group Inc.

The Corporation entered into a loan agreement dated February 6, 2012, as amended February 27, 2012, with WIGI whereunder WIGI agreed to provide the Corporation with a loan in the maximum amount of CDN \$23,100,000 bearing an interest rate of the U.S. "base rate" of HSBC Bank of Canada, from time to time, plus 1.75%.

The loan is secured by security over the assets of the Corporation and the U.S. Subsidiary, including over the Property. All available funds from the Offerings, other than amounts placed into working capital, will be utilized by the Corporation to pay down the amounts owing under the loan within ten business days of receipt of the available funds. Any outstanding principal balance and accrued interest on the loan must be repaid by the Corporation to WIGI on, or before October 31, 2012.

As at September 30, 2012, the total amount owing under this loan was \$3,950,754. For the period of January 4, 2012 to September 30, 2012, \$377,272 in interest has been accrued on the loan and \$375,491 has been paid, leaving an outstanding interest accrual in the amount of \$1,781 as of June 30, 2012. All interest incurred on the loan has been capitalized to land development costs because the proceeds of the loan were used to finance the acquisition of the Property.

## Walton Development and Management L.P.

In accordance with the Project Management Agreement between the Corporation and WDM, the fees and costs for services provided by WDM are divided into the following two categories:

- i) WDM will receive a development fee, plus applicable taxes equal to 2% of certain development costs incurred in the calendar quarter, payable within 60 days of the end of such quarter.
- ii) WDM will receive a performance fee, plus applicable taxes, equal to 25% of cash distributions after all investors of Units in the Corporation have received cash payments or distributions equal to \$10 per Unit, plus a cumulative compounded priority return of 8% per annum. The priority return is calculated on that \$10 amount per Unit, reduced by any cash payments or distributions by the Corporation.

During the period from January 4, 2012 to September 30, 2012, the total development fee charged to the Corporation was \$nil because the development costs incurred by the Corporation during the period were not subject to the development fee.

No performance fee was incurred by the Corporation during the period because the \$10 per Unit amount and the cumulative compounded priority return has not been received by the investors of Units in the Corporation.

## Walton Westphalia Europe, LP

On May 15, 2012, Walton Maryland, the U.S. Subsidiary and WWE entered into an assignment agreement under which WWE had an option to acquire certain interests in the Property from the Corporation. On August 20th, 2012, WWE acquired a 11.3% undivided interest in the Property held for development for gross proceeds of \$2,882,119 (USD\$2,917,420) which were raised through WWE's private placement offering. The funds were used by the Corporation to repay \$2,859,509 of the principal balance owing and \$22,610 of accrued interest on the WIGI loan.

The cost of the sales amount of \$2,882,119 was comprised raw land, other land costs, and land development costs as per the following table:

	\$
Raw land	2,646,855
Other land costs	167,279
Land costs included in the cost of sales	2,814,134
Effect of changes in foreign exchange rates	(11,965)
Total costs associated with land component	2,802,169
Land development costs	67,985
Land development costs included in the cost of sales	67,985
Effect of changes in foreign exchange rates	(288)
Total costs associated with land component	67,697

During the three and nine months ended September 30, 2012, the Corporation recovered costs from WWE related to WWE's share of the land improvement costs in the amount of \$99,588.

## 1389211 Alberta Ltd.

On January 4, 2012, the Corporation issued 100 Class A shares to 1389211 Alberta Ltd. for total consideration of \$100.

## Key Management Compensation

Key management personnel are comprised of the Corporation's directors and executive officers. The independent directors are paid a fixed amount of compensation for the life of the Corporation, which is payable quarterly in advance. The amount of compensation expense incurred by the Corporation relating to its independent directors was as follows:

	Three months ended September 30, 2012 \$	For the period from January 4, 2012 to September 30, 2012 \$
Director fees	13,032	39,096

All services performed for the Corporation by its executive officers and non-independent director are governed by the Management Services Agreement. The annual management fee that WAM receives under the Management Services Agreement has been disclosed above.

## Non-Financial Indicators

The amount of revenues generated by the Corporation is not expected to be significant, until the sale of lots commences. As a result, the financial statements alone are not a good indicator of the progress of the Corporation toward its investment objectives. The Corporation makes use of the following non-financial indicator in evaluating its performance.

### Key Milestones

For Phase 1 of the project, the key milestones used by management include those presented in the Offering Documents. The Corporation's progress toward these milestones has been summarized in the following table.

Walton Westphalia Development Corporation – Key Project Milestones for Phase 1		
Anticipated steps to completion	Anticipated completion date as per the Prospectus	Status
Obtain detailed site plan approval	September 2012	Completed October 2012
Negotiate final terms of bank financing for construction loan and obtain lender commitment	September 2012	Amended to December 2012
Recorded Plan of Subdivision	November 2012	Amended to February 2013
Obtain permits	February 2013	Unchanged from Prospectus
Close construction loan	February 2013	Unchanged from Prospectus
Commence Phase 1 construction	February 2013	Unchanged from Prospectus
Deliver finished lots to builders	January 2014	Unchanged from Prospectus
Grand Opening	March 2014	Unchanged from Prospectus

The first of our key critical path approvals towards our ability to obtain a grading permit by February 2013 is the approval of our Detailed Site Plan for infrastructure by the Prince George's County Planning Board. On October 18, 2012, the Planning Board unanimously approved our application. We were also able to get the Board to adopt the Resolution in the same meeting. We do have a 30 day appeal period during which any party of record can appeal the approval. No appeals were filed. Additionally, we worked with our Councilman's staff to get the Resolution on the Council Agenda in the category of "Pending Finality" on November 5, to finalize the approval pending the expiration of the appeal period. The desired outcome, which can be described as taking no action, was achieved. Acting on the agenda item would have meant referring the item to District Council, which would have caused a delay for us. As the appeal period expired without opposition, the District Council will issue an Order reaffirming the Planning Board's decision with no further action. We will be back in front of the Planning Board for additional approvals prior to subdividing lots for builders, but this approval is the one that will enable us to break ground on the project. We would not expect this variance in time from the original Prospectus schedule of September 2012 to materially impact the schedule going forward.

The anticipated date for the completion of the Record Plat of Subdivision has been revised to February 2013. The recordation of this plat is no longer a pre-requisite to receiving a grading permit, and is not anticipated to impact other scheduled items.

On July 31, 2012, the Corporation announced that it had refined and updated its preliminary development plan for the Property to better align the development plan with current and future market opportunities.

The significant changes to the Phase 1 development plan are as follows:

- increase in the number of townhomes from 300 units to 347 units;
- approximately 250,000 square feet of retail will be accelerated from Phase 2 to Phase 1; and
- the Phase 1 portion of the office component will be shifted to Phase 2.

Overall, these changes are not expected to have a material impact on the project or the ability of the Corporation to achieve its investment objectives. The Corporation remains on track for achieving an internal rate of return of 15%.

## Phases 2 and 3

The steps to complete Phases 2 and 3 of the project are substantially the same as the milestones for Phase 1. The commencement dates for Phase 2 and 3 have not yet been determined, and the expected completion dates of their key milestones will be determined closer to the commencement of those phases.

## Summary of Quarterly Results

A summary of operating results for the past two quarters is as follows:

	Three months ended	
	September 30, 2012	June 30, 2012
Total assets (\$)	28,885,604	30,780,363
Total liabilities (\$)	17,245,631	20,225,813
Total equity (\$)	11,639,973	10,554,550
Total revenue (\$)	2,890,492	13,199
Total expenses (\$)	3,113,574	288,244
Net income (loss) and comprehensive income (loss) (\$)	223,082	275,045
Weighted average shares outstanding <sup>1</sup>	88,519	1,722,655
Basic and diluted net income (loss) per share <sup>1</sup> (\$)	2.52	0.16
Class B shares issued during the period	279,852	905,255
Class B shares outstanding – end of period	2,627,407	2,347,555

<sup>1</sup> - Class A shares outstanding have not been included in the weighted average shares outstanding because the Class A shares do not participate in the profits or losses of the Corporation.

During the three quarters of 2012, the main focus of the Corporation was to raise sufficient capital to enable the Corporation to execute its investment strategy. This was accomplished through the successful completion of the IPO during the first quarter of 2012 and several closings under the Private Placement during the second and third quarters of 2012. In total, the Offerings completed during the three quarters of 2012 raised gross proceeds of \$26,274,070, of which \$13,137,053 was paid as consideration for the Debenture payable and \$13,137,035 was paid as consideration for the Class B shares. The total costs incurred during the first three quarters for the Offerings was \$1,892,010. This amount was comprised of commissions paid to agents of \$1,379,388, work fees of \$118,511 and costs associated with the preparation of the Offering Documents of \$394,111. The commissions and work fees have been allocated equally to the Debenture and share component based on their proportionate share of the gross proceeds raised. The costs associated with the preparation the Offering Documents have been expensed by the Corporation.

Having successfully completed the IPO in March of 2012, the Corporation began to generate substantially more interest income during the third quarters of 2012 compared to the first quarter of 2012. The total expenses during the third quarter of 2012 were also higher than the total expenses incurred during the second quarter of 2012. This increase was a result of the cost of land sales incurred in the third quarter.

## Subsequent Event

On October 31, 2012, U.S. Subsidiary received \$786,967 (USD\$793,550) from WWE from the funds raised through WWE's private placement offering steps. This sale of the Property represents approximately 3.1% of undivided interest held at the time in the land held for development and land development costs. To date, a total of approximately 14.4% of the original 310 acres purchased by U.S. Subsidiary has been sold to WWE. The funds were used by the Corporation for repayment of the loan payable to related parties and interest thereon.

On October 18, 2012 and October 31, 2012, the Corporation issued an aggregate total of 389,763 Class B Shares and \$1,948,815 Debentures for gross proceeds of \$3,897,630. The cumulative total of the Private Placement issue was \$15,748,700 comprised of 1,574,870 Class B Shares and Debentures of \$7,874,350.

The completion of the Private Placement and the resultant transfer of funds from the Corporation to WIGI on November 1, 2012 from the Private Placement resulted in the complete repayment of the outstanding principal of the loan and all interest associated with the loan that was payable to WIGI.

## Supplemental Information

### Liquidity and Capital Resources

As at September 30, 2012, the Corporation's capital resources consisted of cash which the Corporation raised through the Offerings. Out of the net proceeds raised through the Offerings, \$4.6 million of cash remains. The cash on hand, as well as any additional proceeds raised through the Private Placement, will be used by the Corporation to repay a portion of the loan from WIGI, and to pay for the ongoing administrative and operating expenses, management fees, development fees, pre-development costs, grading costs, construction costs and other expenses of the Corporation.

Management regularly reviews the levels of its capital resources to determine if sufficient capital is available to fund the ongoing costs of the Corporation over the next twelve months. As at September 30, 2012, sufficient capital exists to fund the Corporation's activities for at least the next 12 months.

## Off-Balance Sheet Arrangements

There were no off-balance sheet arrangements as at September 30, 2012.

## Financial Instruments

The Corporation's financial instruments consist of accounts receivable, due from related party, cash, Debentures payable, debenture interest payable, loan payable, loan interest payable, accounts payable and accrued liabilities, other liabilities and amounts due to related party. Accounts receivable, due from related party and cash are classified as loans and receivables, and are carried at amortized cost using the effective interest rate method. Debentures payable, debenture interest payable, loan payable, loan interest payable, accounts payable and accrued liabilities, other receivable and amounts due to the related party have been classified as other financial liabilities, and are carried at amortized cost using the effective interest rate method. With the exception of Debentures payable and the loan payable, the fair value of these financial instruments approximate their carrying value due to the short-term nature of these items. The fair value of Debentures payable and loan payable approximates the carrying amount of these liabilities because the interest rate on these liabilities approximates the interest rate on debt issued by comparable entities.

Financial instruments often expose an entity to liquidity, credit, currency or interest rate risk. While it is management's opinion that the financial instruments of the Corporation do not give rise to significant liquidity or credit risk, the Corporation is exposed to significant interest rate risk and currency risk.

Exposure to interest rate risk arises from the Corporation's loan outstanding with a related party, which incurs interest at the U.S base rate plus a 1.75% fixed rate. Changes in market interest rates will cause fluctuations in the interest expense incurred on any loan. Management plans to repay the loan using the proceeds from the Private Placement. Given the anticipated near-term settlement of this liability, no additional risk management activities are being undertaken by the Corporation at this time. The Corporation's exposure to interest rate risk, assuming that the balance of the loan payable remains unchanged from September 30, 2012, and that the change in the interest rate was effective from January 4, 2012, is detailed in the table below:

	Rate Analysis – January 4, 2012 to September 30, 2012			
	+ 0.5 %	+ 1.0 %	- 0.5 %	- 1.0 %
Capitalized interest on loan	7,394	14,788	(7,394)	(14,788)

The Corporation is exposed to foreign exchange risk because the operations, development expenditures and loans are denominated in currencies other than in the Canadian dollar, primarily being the U.S. dollar. A change in the exchange rate between the Canadian and U.S. dollar would have impacted the net asset of the Corporation as follows:

	Rate Analysis – January 4, 2012 to September 30, 2012		
	Carrying Amount of Assets	5% increase in US\$	5% decrease in US\$
	\$	\$	\$
Net assets exposed to currency risk (CDN)	24,172,481	1,208,624	(1,208,624)

To manage this risk, the Corporation monitors changes in foreign exchange rates to determine if and when U.S. dollars should be converted to Canadian dollars and vice versa. During the period of January 4, 2012 to September 30, 2012, the Corporation entered into foreign exchange forward contracts to fix the purchase price of the Property thereby eliminating the foreign exchange risk from raising funds in Canadian dollars while property costs were in U.S. dollars. These contracts were settled during the first quarter of 2012. As part of the Corporation's on-going risk management strategy, U.S. construction funding will be used for U.S. denominated expenditures to further mitigate foreign currency risk exposure.

As at September 30, 2012, the Corporation did not have any outstanding foreign currency forward contracts.

## Outstanding Shares

As of the date of this MD&A, the Corporation had 100 Class A shares outstanding and 2,627,407 Class B shares outstanding.

## Outstanding Debentures

As of the date of this MD&A, the Corporation had 2,627,407 Debentures payable outstanding with a principal value of \$12.4 million. The Corporation may in its sole discretion, convert all or any principal amount of the Debentures payable into a variable number of Class B shares, based on the fair market value per Class B share on the date of the conversion.

## Commitments

The following table presents future commitments of the Corporation under the Management Services Agreement and the Agency Agreements over the next five years. It does not include the WDM's performance fee under the Project Management Agreement, which is calculated based on the amount of distributions paid by the Corporation. These commitments will be funded through future revenues generated by the Corporation and the capital resources available to the Corporation.

	Servicing fee \$	Management fee \$	Total \$
2012	59,070	122,912	181,982
2013	121,910	487,641	609,551
2014	121,910	487,641	609,551
2015	121,910	487,641	609,551
2016 and thereafter	365,731	1,583,164	1,948,895
Total	790,531	3,168,999	3,959,530

The commitment for the management fee will extend for the length of the project. However, after April 1, 2019, it is calculated based on the book value of the Property at the end of the previous calendar quarter, which cannot be reasonably estimated at this time.

## Changes in Accounting Policies and Future Changes in Accounting Policy

### *Early Adoption of IFRS 11: Joint Arrangements*

IFRS 11: *Joint Arrangements* ("IFRS 11") is effective for annual periods beginning after January 1, 2013, with early adoption permitted. The Corporation has elected to early adopt IFRS 11 for the fiscal year beginning on January 1, 2012

IFRS 11 establishes the accounting principles for parties to a joint arrangement in classifying its interest in the joint arrangement as a joint venture or joint operation. Joint ventures will be accounted for using the equity method of accounting whereas for a joint operation each party will recognize its share of the assets, liabilities, revenue and expenses of the joint operation.

Under the pre-existing IFRS, entities have the choice to proportionately consolidate or to account under the equity method for interests in joint ventures. IFRS 11 supersedes IAS 31: *Interests in Joint Ventures*, and SIC-13: *Jointly Controlled Entities—Non-monetary Contributions by Venturers*.



During the nine months ended September 30, 2012, the Corporation entered into a joint arrangement with a related party which was assessed by management to be a joint operation in accordance with IFRS 11. This arrangement is discussed further in the Transactions with related parties section.

#### *Financial instruments*

*IFRS 9: Financial Instruments ("IFRS 9")* was issued in November 2009 and addresses classification and measurement of financial assets. It replaces the multiple category and measurement models in International Accounting Standard 39 ("**IAS 39**") for debt instruments with a new mixed measurement model having only two categories: amortized cost and fair value through profit or loss. Requirements for financial liabilities were added to IFRS 9 in October 2010 and they largely carried forward existing requirements in IAS 39, except that fair value changes due to credit risk for liabilities designated at fair value through profit and loss are generally recorded in other comprehensive income.

IFRS 9 is effective for annual periods beginning after January 1, 2015, with early adoption permitted. The Corporation will adopt IFRS 9 for the annual year beginning on January 1, 2015. The adoption of IFRS 9 will result in a change in the classification of the Corporation's financial assets from amortized cost to fair value through profit or loss, this change is not expected to result in a material change to the carrying amount of these financial assets. IFRS 9 is not expected to result in any changes to the classification or carrying amount the Corporation's financial liabilities.

#### *Consolidated financial statements*

IFRS 10: Consolidated Financial Statements ("**IFRS 10**"), requires an entity to consolidate an investee when it has power over the investee, is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Under existing IFRS, consolidation is required when an entity has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. IFRS 10 replaces SIC-12: *Consolidation - Special Purpose Entities* and parts of IAS 27: *Consolidated and Separate Financial Statements*.

IFRS 10 is effective for annual periods beginning after January 1, 2013, with early adoption permitted. The Corporation will adopt IFRS 10 for the annual year beginning on January 1, 2013. The Corporation has assessed the impact that IFRS 10 will have on the consolidated financial statements of the Corporation, and concluded that the accounting for the Corporation's 100% interest in the U.S. Subsidiary will be unaffected by the adoption of IFRS 10.

#### *Disclosure of interests in other entities*

IFRS 12: *Disclosure of Interests in Other Entities ("IFRS 12")*, establishes disclosure requirements for interests in other entities, such as subsidiaries, joint arrangements, associates, and unconsolidated structured entities. The standard carries forward existing disclosures and also introduces significant additional disclosure that address the nature of, and risks associated with, an entity's interests in other entities.

IFRS 12 is effective for annual periods beginning after January 1, 2013, with early adoption permitted. The Corporation will adopt IFRS 12 for the annual year beginning on January 1, 2013 and prepare financial statement note disclosures in full compliance with IFRS 12 beginning for the first quarter of 2013.

---

*Fair value measurement*

IFRS 13: *Fair Value Measurement* (“**IFRS 13**”) is a comprehensive standard for fair value measurement and disclosure for use across all IFRS standards. The new standard clarifies that fair value is the price that would be received to sell an asset, or paid to transfer a liability in an orderly transaction between market participants, at the measurement date. Under existing IFRS, guidance on measuring and disclosing fair value is dispersed among the specific standards requiring fair value measurements and does not always reflect a clear measurement basis or consistent disclosures.

IFRS 13 is effective for annual periods beginning after January 1, 2013, with early adoption permitted. The Corporation will adopt IFRS 13 for the annual year beginning on January 1, 2013. All financial instruments of the Corporation are initially recognized at fair value and subsequently carried at amortized cost. The Corporation also discloses the fair value of financial instruments in the notes to the financial statements. The adoption of IFRS 13 is not expected to result in any changes to the measurement and disclosure of the fair value of land or its financial instruments.