



# **BOYD GROUP INCOME FUND**

## **INTERIM REPORT TO UNITHOLDERS**

Second Quarter and Six Months Ended June 30, 2012

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Second Quarter and Six Months Ended June 30, 2012

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To Our Unitholders,

We are pleased to report our financial results for the second quarter of 2012. We continued to make substantial progress towards our growth objectives for the year. We opened six new locations during the quarter and, subsequent to the quarter, also completed the acquisition of Pearl Auto Body (with six locations in Colorado) and opened an additional two new single locations. This brings our total additional locations to 25 since the end of 2011, and a total count of 192 locations in operation across North America. In addition to this meaningful progress in terms of our expansion goals, we have continued to integrate and rebrand the significant multi-location acquisitions of True2Form, Cars and Master as well as made progress in converting to a new management information system in the U.S. and while delivering consistent financial performance.

Our strategy has helped us record significant growth in sales and adjusted EBITDA. For the quarter, sales increased by 32.7% to \$102.9 million, from \$77.6 million in the prior year. The increase in sales was due to \$25.0 million in sales from acquisitions and new locations added since the second quarter of last year (27 Cars Collision locations, eight Master locations, and 14 other new single locations) and \$2.6 million from favourable currency translation of U.S.-generated sales, offset by a \$1.0-million same-store sales decline and lost sales from the closure of two underperforming facilities.

As we had expected last quarter, our overall results for the second quarter were adversely affected by the lingering effects of the mild and dry winter. We note, however, that we continued to experience positive same-store sales growth in the U.S. The effects of weather on our business were more pronounced in Canada, as they reduced the pent-up demand that under normal circumstances would help contribute to post-winter sales, thus resulting in negative same-store sales growth in Canada. Overall, we believe that our growth strategy and strong industry position have helped us minimize the impact of the weather-related challenges during the first half of the year.

Adjusted earnings before interest, income taxes, depreciation and amortization, (“Adjusted EBITDA”)<sup>1</sup> for the second quarter were \$6.8 million, or 6.6% of sales, compared with Adjusted EBITDA of \$4.9 million, or 6.3% of sales, in the prior year. The 39.3% increase in Adjusted EBITDA was primarily due to \$0.8 million of EBITDA contribution from the acquisition of Cars, \$0.4 million from Master, and \$0.1 million from other new locations. This was further increased by \$0.3 million from improved gross margin percentage and another \$0.3 million from favourable currency translation of same-store sales.

Net earnings were \$1.1 million, or \$0.09 per diluted unit, up from net loss of \$2.4 million, or \$0.221 per diluted unit, for the prior year. Adjusted net earnings<sup>1</sup> increased to \$3.2 million, or 3.0% of sales, compared with adjusted earnings of \$2.7 million, or 3.4% of sales, for the same period in 2011. The increase in adjusted net earnings is largely due to the contribution of new acquisitions and new location growth.

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<sup>1</sup> EBITDA, Adjusted EBITDA, distributable cash, adjusted distributable cash and adjusted net earnings are not recognized measures under International Financial Reporting Standards (“IFRS”). Management believes that in addition to revenue, net earnings and cash flows, the supplemental measures of distributable cash, adjusted distributable cash, adjusted net earnings, EBITDA and Adjusted EBITDA are useful as they provide investors with an indication of earnings from operations and cash available for distribution, both before and after debt management, productive capacity maintenance and non-recurring and other adjustments. Investors should be cautioned, however, that EBITDA, Adjusted EBITDA, distributable cash, adjusted distributable cash and adjusted net earnings should not be construed as an alternative to net earnings determined in accordance with IFRS as an indicator of the Fund's performance. Boyd's method of calculating these measures may differ from other public issuers and, accordingly, may not be comparable to similar measures used by other issuers. For a detailed explanation of how the Fund's non-GAAP measures are calculated, please refer to the Fund's MD&A filing for the three and six-month periods ended June 30, 2012.

The Fund generated adjusted distributable cash<sup>1</sup> of \$3.2 million and declared distributions and dividends of \$1.5 million, resulting in a payout ratio based on adjusted distributable cash of 46.1% for the quarter. This compares with a payout ratio of 42.5% a year ago. The increase in adjusted distributable cash was largely due to higher cash flows from operations. However, the payout ratio increased as a result of higher distributions compared to the same period last year. Notwithstanding that we have now started to pay cash taxes in the U.S., thus reducing our adjusted distributable cash, we believe our payout ratio remains conservative and sustainable, with continuing financial flexibility to continue to grow our business.

With respect to our balance sheet at June 30, 2012, the Fund held total debt, net of cash, of \$30.6 million, compared with \$16.9 million at December 31, 2011 and \$31.2 million at June 30, 2011. We now have a cash position of \$15.5 million, compared with \$18.4 million as at December 31, 2011.

At the beginning of the year, we announced a growth strategy that includes 6%-10% growth through new start-up locations or single-location acquisitions, in addition to growth that we may achieve through opportunistic acquisition of attractive multi-location collision operators. Year-to-date, we have already met the 6% level with the addition of 11 new single locations. We have also completed two multi-location acquisitions this year, Master Collision in January and Pearl Auto Body in July. Increasing our market coverage helps solidify our leadership in the market, and we will continue to look for similar attractive opportunities. We will continue to integrate our acquisitions to obtain operational synergies while growing organically by adding new and carefully selected single locations. We remain positive on the long-term dynamics of our industry and the merits of our business model, despite uncontrollable weather and market factors. The standardization of our management information systems across all of our repair center locations is in full swing, and we expect this undertaking to enhance our operational and administrative efficiency.

We believe that we are favourably positioned to benefit from industry consolidation and economies of scale. We remain committed to being a growth company that offers an attractive payout, while maintaining the financial flexibility to support our growth strategy and gradually increase distributions to our unitholders over time. We also believe that we have an exceptional management team, systems, experience, and strong balance sheet to continue to successfully grow our business and drive value for our unitholders going forward.

On behalf of the Trustees of the Boyd Group Income Fund and Boyd Group employees, thank you for your continued support.

Sincerely,






*(signed)*

Brock Bulbuck  
President & Chief Executive Officer

# Management's Discussion & Analysis

## OVERVIEW

Boyd Group Income Fund (the "Fund"), through its operating company, The Boyd Group Inc. and its subsidiaries ("Boyd" or the "Company"), is the largest multi-site operator of automotive collision repair service centres in North America, with 192 locations in the four western Canadian provinces and fourteen U.S. states. Boyd carries on business in Canada under the trade name "Boyd Autobody & Glass" and in the U.S., Boyd operates under the "Gerber Collision & Glass", "True2Form", "Master Collision Repair" and "Pearl Auto Body" names. The Company operates its autoglass repair and replacement network business with approximately 3,000 affiliated service providers throughout the United States under the "Gerber National Glass Services" name. The following is a geographic breakdown of the collision repair locations by trade name.

 <b>39</b> centers	 <b>99</b> centers	 <b>40</b> centers	 <b>8</b> centers
<ul style="list-style-type: none"><li>• Manitoba (14)</li><li>• Alberta (12)</li><li>• British Columbia (11)</li><li>• Saskatchewan (2)</li></ul>	<ul style="list-style-type: none"><li>• Arizona (12)</li><li>• Illinois (36)</li><li>• Georgia (13)</li><li>• Washington (13)</li><li>• Indiana (8)</li><li>• Colorado (6)</li><li>• Nevada (3)</li><li>• Oklahoma (3)</li><li>• Kansas (1)</li><li>• Florida (4)</li></ul>	<ul style="list-style-type: none"><li>• North Carolina (19)</li><li>• Ohio (9)</li><li>• Maryland (7)</li><li>• Pennsylvania (5)</li></ul>	<ul style="list-style-type: none"><li>• Florida (8)</li></ul>
			 <b>6</b> centers
			<ul style="list-style-type: none"><li>• Colorado (6)</li></ul>

Boyd provides collision repair services to insurance companies, individual vehicle owners, as well as fleet and lease customers, with a high percentage of the Company's revenue being derived from insurance-paid collision repair services. In Canada, government-owned insurers operating in Manitoba, Saskatchewan and British Columbia, dominate the insurance-paid collision repair markets in which they operate. In the U.S. and Canadian markets other than Manitoba and Saskatchewan, private insurance carriers compete for consumer policyholders, and in many cases significantly influence the choice of collision repairer through Direct Repair Programs ("DRP's").

The following review of the Fund's operating and financial results for the three and six months ended June 30, 2012, including material transactions and events up to and including August 9, 2012 should be read in conjunction with the unaudited interim condensed consolidated financial statements, as well as the audited annual consolidated financial statements, management discussion and analysis and Annual Information Form of Boyd Group Income Fund for the year ended December 31, 2011 as filed on SEDAR at [www.sedar.com](http://www.sedar.com). The Fund's units trade on the Toronto Stock Exchange under the symbol TSX: BYD.UN.

## SIGNIFICANT EVENTS

On January 3, 2012, the Company completed the acquisition of Master Collision Repair, Inc., a multi-location collision repair company operating eight locations in the Florida market. The transaction was completed for total consideration of approximately \$11.3 million, subject to normal post-closing working capital adjustments, and was funded by a combination of cash, trading partner financing, and a seller take-back note. No new equity was issued related to the transaction.

On February 17, 2012, the Company acquired the business and assets of Advanced Collision Solutions, a single location collision repair business located in Spring Grove, Illinois.

On March 19, 2012, the Company acquired the business and assets of Body Craft Collision Center, a single location collision repair business located in Marysville, Washington.

On March 22, 2012, the Company acquired the business and assets of Leading Edge Collision & Custom Painting, a single location collision repair business located in Orlando, Florida.

On April 1, 2012, the Company ceased operations in its existing Redmond, Washington location and opened a new expanded location also in Redmond, Washington.

On April 27, 2012, the Company acquired the business and assets of Colonial Auto Body, a single location collision repair business located in Orlando, Florida.

On May 4, 2012, the Company acquired the business and assets of K & J Collision and Service Center, a single location collision repair business located in Orlando, Florida.

On May 25, 2012, the Company acquired the business and assets of Auto Collision, Inc., a single location collision repair business located in Jessup, Maryland.

On June 15, 2012, the Company acquired the business and assets of Carson Automotive Recycling, LLC, a single location collision repair business located in Alpharetta, Georgia.

On June 26, 2012, the Company acquired the business and assets of Burlington Collision, a single location collision repair business located in Burlington, Washington.

On June 26, 2012, the Company acquired the business and assets of Auto Glass Authority, an auto glass replacement business serving the Las Vegas, Nevada market area.

On July 3, 2012, the Company completed the acquisition of Pearl Auto Body, a multi-location collision repair company operating six locations in the Colorado market. The transaction was completed for total consideration of approximately \$4.4 million U.S., subject to normal post-closing working capital adjustments, and was funded by a combination of cash, trading partner financing, and a seller take-back note. No new equity was issued related to the transaction.

On July 12, 2012, the Company ceased operations in its Beltsville, Maryland location.

On July 25, 2012, the Company acquired the business and assets of Turn 2 Collision Center, a single location collision repair business located in Concord, North Carolina.

On August 1, 2012, the Company acquired the business and assets of Robert's Body Shop, a single location collision repair business located in Havelock, North Carolina.

## **OUTLOOK**

Boyd demonstrated its further commitment to its growth strategy in 2012 by completing the acquisition of Master Collision, which added eight new locations in Florida and completing the acquisition of Pearl Auto Body, which added six new locations in Colorado. In addition, Boyd added ten new single locations in various markets since the end of 2011 as well as increasing the capacity of an eleventh location. In 2012, and for the foreseeable future, the goal for the addition of new single repair locations is 6-10% annually, which will translate into 11-18 new single locations for 2012. Boyd will also continue to remain alert to opportunities for accelerated growth through the acquisition of additional multi-location collision repair businesses.

An important initiative being undertaken in 2012 is the standardization of the Company's management information systems. Progress towards the completion of this initiative is on schedule and in accordance with plan. The conversion of a collection of systems being utilized today into a common management information system platform will better position our business for growth and the integration of future acquisitions as well as help to increase our operational and administrative efficiency.

The extremely warm winter weather conditions seen in late 2011 and the beginning of 2012 has had some impact on the Company's first and second quarters. Notwithstanding these conditions, the strength in Boyd's business model and its core business is very encouraging as the Company continues to increase market share and expand throughout the U.S. with key strategic acquisitions and unit growth. The focus for 2012 is to continue to grow revenues, both organically and through new locations and acquisitions, while working to enhance margins by increasing efficiency throughout operations. The collision repair industry in both the U.S. and Canada remains highly fragmented and offers attractive opportunities for industry leaders to build value through focused consolidation and economies of scale. Management believes the Company has the management team, systems, experience and the market opportunity, along with a strong balance sheet, to continue to successfully grow its business. Boyd continues to remain positive on the long-term dynamics of its industry and the merits of its business model. In this respect, a long-term objective remains to increase distributions over time, while maintaining the financial flexibility to support a growth strategy that will build unitholder value.

## BUSINESS ENVIRONMENT & STRATEGY

As at June 30, 2012, the business environment of the Company and strategies adopted by management remain unchanged from those described in the Fund's 2011 annual MD&A.

The following table outlines the new locations that have been added in recent years and their current performance summarized by year of acquisition or start-up.

<b>New location results</b>			
<b><u>New Location:</u></b>	<b><u>Sales (C\$) *</u></b>	<b><u>EBITDA (C\$) *</u></b>	<b><u>EBITDA Margin (%)</u></b>
<b>2006</b> Tacoma, WA Renton, WA Scottsdale, AZ	\$8,720,000	\$920,000	10.6%
<b>2007</b> Glenview, IL Tempe, AZ	\$8,729,000	\$1,449,000	16.6%
<b>2008</b> Lacey, WA Las Vegas, NV Calgary, AB	\$8,384,000	\$946,000	11.3%
<b>2009</b> Scurfield, MB Mesa, AZ Glendale, AZ Anthem, AZ Tucson, AZ (4 locations) Rome	\$13,489,000	\$584,000	4.3%
<b>2010</b> Cartersville, GA Tulsa, OK Evanston, IL Las Vegas, NV Buckhead, GA Roswell, GA Bellingham, WA Yuma, AZ	\$12,689,000	\$590,000	4.6%
<b>2011 **</b> Savannah, GA McDonough, GA Richmond, BC Edmonton North, AB Grove City, OH Seattle, WA Everett, WA Winnipeg, MB Kent, WA	\$14,074,000	\$69,000	0.5%
<b>2012 **</b> Spring Grove, IL Marysville, WA Redmond, WA Kirkman, FL *** Amelia, FL *** Forsythe, FL *** Jessup, MD *** Alpharetta, GA *** Burlington, WA ***	\$4,101,000	\$49,000	1.2%
<b>Combined</b>	\$70,186,000	\$4,607,000	6.6%
<b>Average per store</b>	\$1,897,000	\$125,000	6.6%
* Annualized based last twelve months results			
** Annualized based on actual results for 2011/2012 excluding the start-up period			
*** Results not included as these locations are still in their start-up period			
**** Excludes the results for True2Form, Cars and Master as these were strategic acquisitions outside the scope of this growth plan			

## CAUTION CONCERNING FORWARD-LOOKING STATEMENTS

Statements made in this interim report, other than those concerning historical financial information, may be forward-looking and therefore subject to various risks and uncertainties. Some forward-looking statements may be identified by words like “may”, “will”, “anticipate”, “estimate”, “expect”, “intend”, or “continue” or the negative thereof or similar variations. Readers are cautioned not to place undue reliance on such statements, as actual results may differ materially from those expressed or implied in such statements.

The following table outlines forward-looking information included in this MD&A:

<b>Forward-looking Information</b>	<b>Key Assumptions</b>	<b>Most Relevant Risk Factors</b>
The stated objective of adding new locations to grow the business 6% - 10% per year for the foreseeable future	<p>Opportunities continue to be available and are at attractive prices</p> <p>Financing options continue to be available at reasonable rates and on acceptable terms and conditions</p> <p>New and existing customer relationships are expected to provide acceptable levels of revenue opportunities</p> <p>Anticipated operating results would be accretive to overall Company results</p>	<p>Acquisition market conditions change and repair shop owner demographic trends change</p> <p>Credit and refinancing conditions prevent or restrict the ability of the Company to continue growth strategies</p> <p>Changes in market conditions and operating environment</p> <p>Significant declines in the number of insurance claims</p> <p>Integration of new stores is not accomplished as planned</p> <p>Increased competition which prevents achievement of acquisition and revenue goals</p>
The Fund will continue to work to maintain same store sales growth and improve gross margins and EBITDA margins	<p>Continued improvement in economic conditions and employment rates</p> <p>Pricing in the industry remains stable</p> <p>The Company’s customer and supplier relationships provide it with competitive advantages to increase sales over time</p> <p>Market share growth will more than offset systemic changes in the industry and environment</p> <p>Able to maintain/reduce costs as a percentage of sales</p>	<p>Poor economic conditions</p> <p>Loss of one or more key customers</p> <p>Significant declines in the number of insurance claims</p> <p>Inability of the Company to pass cost increases to customers over time</p> <p>Increased competition which may prevent achievement of revenue goals</p> <p>Changes in market conditions and operating environment</p> <p>Changes in energy costs</p> <p>Changes in weather conditions</p> <p>Inability to effectively manage costs over time</p>
Stated objective to gradually increase distributions over time	<p>Growing profitability of the Company and its subsidiaries</p> <p>The continued and increasing ability of the Company to generate cash available for distribution</p> <p>Balance sheet strength &amp; flexibility is maintained and the distribution level is manageable taking into consideration bank covenants, growth opportunities and maintaining a distribution level that is supportable over time</p> <p>No change in the Fund’s structure</p>	<p>The Fund is dependent upon the operating results of the Company and its ability to pay interest and dividends to the Fund</p> <p>Economic conditions deteriorate</p> <p>Changes in weather conditions</p> <p>Decline in the number of insurance claims</p> <p>Loss of one or more key customers</p> <p>Changes in government regulation</p>



We caution that the foregoing table contains what the Fund believes are the material forward looking statements and is not exhaustive. Therefore when relying on forward-looking statements, investors and others should refer to the “Risk Factors” section of the Fund’s Annual Information Form, the “Risks and Uncertainties” and other sections of our Management’s Discussion and Analysis and our other periodic filings with Canadian securities regulatory authorities. All forward-looking statements presented herein should be considered in conjunction with such filings.

## NON-GAAP FINANCIAL MEASURES

### EBITDA AND ADJUSTED EBITDA

Earnings before interest, taxes, depreciation and amortization (“EBITDA”) is not a calculation defined in International Financial Reporting Standards (“IFRS”). EBITDA should not be considered an alternative to net earnings in measuring the performance of the Fund, nor should it be used as an exclusive measure of cash flow. The Fund reports EBITDA and Adjusted EBITDA because it is a key measure that management uses to evaluate performance of the business and to reward its employees. EBITDA is also a concept utilized in measuring compliance with debt covenants. EBITDA and Adjusted EBITDA are measures commonly reported and widely used by investors and lending institutions as an indicator of a company’s operating performance and ability to incur and service debt, and as a valuation metric. While EBITDA is used to assist in evaluating the operating performance and debt servicing ability of the Fund, investors are cautioned that EBITDA and Adjusted EBITDA as reported by the Fund may not be comparable in all instances to EBITDA as reported by other companies.

The CICA’s Canadian Performance Reporting Board defined standardized EBITDA to foster comparability of the measure between entities. Standardized EBITDA represents an indication of an entity’s capacity to generate income from operations before taking into account management’s financing decisions and costs of consuming tangible and intangible capital assets, which vary according to their vintage, technological age and management’s estimate of their useful life. Accordingly, Standardized EBITDA comprises sales less operating costs before interest expense, capital asset amortization and impairment charges, and income taxes. Adjusted EBITDA is calculated to exclude items of an unusual nature that do not reflect normal or ongoing operations of the Fund and which should not be considered in a valuation metric or should not be included in assessment of ability to service or incur debt. Included in this category of adjustments are the fair value adjustments to exchangeable shares and the fair value adjustment to unit options. Both of these items will ultimately be settled with units of the Fund and are not expected to have any cash impact on the Fund. Also included as an adjustment to EBITDA are acquisition and transaction costs which do not relate to the current operating performance of the business units but are typically costs incurred to expand operations. From time to time, the Fund may make other adjustments to its Adjusted EBITDA for items that are not expected to recur.

The following is a reconciliation of the Fund’s net earnings to EBITDA and Adjusted EBITDA:

Adjusted EBITDA Reconciliation to Earnings (000’s)	Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
Net earnings	\$ 1,124	\$ (2,387)	\$ 3,201	\$ (1,499)
Add:				
Finance cost (net of income)	640	445	1,258	886
Income tax expense	437	154	1,132	1,026
Depreciation	1,887	1,199	3,655	2,458
Amortization of other intangible assets	1,037	406	2,045	758
Standardized EBITDA	\$ 5,125	\$ (183)	\$ 11,291	\$ 3,629
Add:				
Fair value adjustment to exchangeable shares	680	3,043	973	4,230
Fair value adjustment to unit options	567	715	907	1,038
Acquisition and transaction costs	310	1,291	493	1,461
Non controlling interest put option	98	-	98	-
Adjusted EBITDA	\$ 6,780	\$ 4,866	\$ 13,762	\$ 10,358

## ADJUSTED NET EARNINGS

In addition to EBITDA and Adjusted EBITDA, the Fund believes that certain users of financial statements are interested in understanding net earnings excluding certain fair value adjustments and other infrequent adjustments. This can assist these users in comparing current results to historical results that did not include such items. The following is a reconciliation of the Fund's net earnings to adjusted net earnings:

Adjusted Net Earnings Reconciliation to Net Earnings (000's)	Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
Net earnings	\$ 1,124	\$ (2,387)	\$ 3,201	\$ (1,499)
Add:				
Fair value adjustment to exchangeable shares	680	3,043	973	4,231
Fair value adjustment to unit options	567	715	907	1,038
Acquisition and transaction costs	310	1,291	493	1,461
Non controlling interest put option	98	-	98	-
Accelerated amortization of True2Form, Cars and Master brands	385	-	767	-
Adjusted net earnings	\$ 3,164	\$ 2,662	\$ 6,439	\$ 5,231
<i>Weighted average number of units outstanding</i>	12,534,225	10,791,026	12,532,492	10,786,894
<i>Adjusted net earnings per unit</i>	\$ 0.252	\$ 0.247	\$ 0.514	\$ 0.485
<i>Units and class A shares outstanding</i>	12,927,485	11,627,485	12,927,485	11,627,485
<i>Adjusted net earnings per unit and class A share</i>	\$ 0.245	\$ 0.229	\$ 0.498	\$ 0.450

## DISTRIBUTABLE CASH

During the first six months of 2012, the Fund declared distributions to unitholders and dividends to Boyd Group Holdings Inc.'s ("BGHI") Class A shareholders, in the following amounts:

<u>Record date</u>	<u>Payment date</u>	<u>Distribution per unit</u>	<u>Dividend per share</u>	<u>Distribution amount</u>	<u>Dividend amount</u>
January 31, 2012	February 27, 2012	\$ 0.0375	\$ 0.0375	\$ 469,854	\$ 14,926
February 29, 2012	March 28, 2012	0.0375	0.0375	469,918	14,862
March 31, 2012	April 26, 2012	0.0375	0.0375	469,939	14,842
April 30, 2012	May 29, 2012	0.0375	0.0375	469,952	14,827
May 31, 2012	June 27, 2012	0.0375	0.0375	470,036	14,745
June 30, 2012	July 27, 2012	0.0375	0.0375	470,112	14,668
		\$ 0.225	\$ 0.225	\$ 2,819,811	\$ 88,870

## Maintaining Productive Capacity

Productive capacity is defined by Boyd as the maintenance of the Company's facilities, equipment, signage, courtesy cars, systems, brand names and infrastructure. Although most of Boyd's repair facilities are leased, funds are required to ensure facilities are properly repaired and maintained to ensure the Company's physical appearance communicates Boyd's standard of professional service and quality. The Company's need to maintain its facilities and upgrade or replace equipment, signage, systems and courtesy car fleets forms part of the annual cash requirements of the business. The Company manages these expenditures by annually reviewing and determining its capital budget needs and then authorizing major expenditures throughout the year based upon individual business cases. The Company budgets and manages its cash maintenance capital expenditures up to approximately 0.8% of sales.

Although maintenance capital expenditures may remain within budget on an annual basis, the timing of these expenditures often varies significantly from quarter to quarter.

In addition to normal maintenance capital expenditures, the Company rebranded its Cars locations in the final quarter of 2011 and is in the final stages of rebranding its True2Form and Master locations as well as enhancing its company-wide technology infrastructure. This technology infrastructure includes computer and telephone hardware, software, management information systems and the methods by which information will be captured, stored and communicated. The Company expected that expenditures in these areas over a period of one to two years would utilize \$2.0 - \$3.0 million of cash resources in excess of normal budget levels. To date the Company has spent \$0.8 million on rebranding and \$0.8 million on technology infrastructure.

In many circumstances, large equipment expenditures including automobiles, shop equipment and computers can be financed using either operating or finance leases. Cash spent on maintenance capital expenditures plus the repayment of operating and finance leases, including the interest thereon, form part of the distributable cash calculations.

### **Non-recurring and Other Adjustments**

Non-recurring and other adjustments may include, but are not limited to, post closure environmental liabilities, restructuring costs, acquisition search and transaction costs and repayment of prepaid rebates that are not refinanced. Management is not currently aware of any environmental remediation requirements or significant prepaid rebate repayment requirements. Acquisition costs are added back to distributable cash as they occur.

### **Debt Management**

In addition to finance lease obligations arranged to finance growth and maintenance expenditures on property and equipment, the Company has historically utilized long-term debt to finance the expansion of its business, usually through the acquisition and start-up of collision and glass repair and replacement businesses. Repayments of this debt do not form part of distributable cash calculations. Boyd's bank facilities include restrictive covenants, which could limit the Fund's ability to distribute cash. These covenants, based upon current financial results, would not prevent the Fund from paying future distributions at conservative and sustainable levels. These covenants will continue to be monitored in conjunction with any future anticipated distributions.

The following is a standardized and adjusted distributable cash calculation for 2012 and 2011.

Standardized and Adjusted Distributable Cash <sup>(1)</sup>

	Three Months Ended June 30		Six Months Ended June 30	
	2012	2011	2012	2011
Cash flow from operating activities before changes in non-cash working capital items	\$ 4,621,818	\$ 2,651,610	\$ 9,255,437	\$ 7,207,009
Changes in non-cash working capital items	(724,420)	(626,704)	(2,333,020)	(1,903,645)
Cash flows from operating activities	3,897,398	2,024,906	6,922,417	5,303,364
Less adjustment for:				
Sustaining expenditures on plant, software and equipment <sup>(2)</sup>	(779,998)	(299,078)	(1,624,348)	(602,505)
<b>Standardized distributable cash</b>	<b>\$ 3,117,400</b>	<b>\$ 1,725,828</b>	<b>\$ 5,298,069</b>	<b>\$ 4,700,859</b>
Standardized distributable cash per average unit and Class A common share				
Per average unit and Class A common share	\$ 0.241	\$ 0.148	\$ 0.410	\$ 0.404
Per diluted unit and Class A common share	\$ 0.241	\$ 0.148	\$ 0.410	\$ 0.404
Standardized distributable cash from above	\$ 3,117,400	\$ 1,725,828	\$ 5,298,069	\$ 4,700,859
Add (deduct) adjustments for:				
Collection of rebates <sup>(3)</sup>	289,477	350,900	811,809	708,905
Acquisition searches and transaction costs <sup>(4)</sup>	310,141	1,290,508	492,890	1,460,960
Proceeds of sale of equipment	43,407	21,773	56,212	48,443
Principal repayments of capital leases <sup>(5)</sup>	(608,627)	(518,023)	(1,197,105)	(1,003,824)
<b>Adjusted distributable cash</b>	<b>\$ 3,151,798</b>	<b>\$ 2,870,986</b>	<b>\$ 5,461,875</b>	<b>\$ 5,915,343</b>
Adjusted distributable cash per average unit and Class A common share				
Per average unit and Class A common share	\$ 0.244	\$ 0.247	\$ 0.423	\$ 0.509
Per diluted unit and Class A common share	\$ 0.244	\$ 0.247	\$ 0.423	\$ 0.509
Distributions paid				
Unitholders	\$ 1,409,927	\$ 1,132,627	\$ 2,819,504	\$ 2,210,878
Class A common shareholders	44,414	88,257	89,177	172,755
<b>Total distributions paid</b>	<b>\$ 1,454,341</b>	<b>\$ 1,220,884</b>	<b>\$ 2,908,681</b>	<b>\$ 2,383,633</b>
Distributions paid				
Per Unit	\$ 0.1125	\$ 0.1050	\$ 0.2250	\$ 0.2050
Per Class A common share	\$ 0.1125	\$ 0.1050	\$ 0.2250	\$ 0.2050
Payout ratio based on standardized distributable cash	46.7%	70.7%	54.9%	50.7%
Payout ratio based on adjusted distributable cash	46.1%	42.5%	53.3%	40.3%

(1) Standardized and adjusted distributable cash are not recognized measures and do not have a standardized meaning under International Financial Reporting Standards (IFRS). Management believes that in addition to net earnings, standardized and adjusted distributable cash are useful supplemental measures as they provide investors with an indication of cash available for distribution. Investors should be cautioned however, that standardized and adjusted distributable cash should not be construed as an alternative to net earnings and cash flows determined in accordance with IFRS as an indicator of the Fund's performance. Boyd's method of calculating adjusted distributable cash may differ from other companies and income trusts and, accordingly, may not be comparable to similar measures used by other companies.

(2) Includes sustaining expenditures on plant and equipment, information technology hardware and computer software but excludes capital expenditures associated with acquisition and development activities. In addition to the maintenance capital expenditures paid with cash, during 2012 the Company acquired a further \$1,404,000 (2011 - \$451,000) in capital assets which were financed through finance leases and did not affect cash flows in the current period. During 2012, the Company acquired the land and building related to one of its Oklahoma locations. The

acquisition was financed with a conventional mortgage. Only the cash component of the capital expenditure has been included here.

- (3) The Company receives prepaid rebates, under its trading partner arrangements, in quarterly installments for a period of six years subsequent to the date of initial receipt.
- (4) The Company has added back to distributable cash the costs expensed to perform acquisition searches and to complete transactions.
- (5) Repayments of these leases represent additional cash requirements to support the productive capacity of the Company and therefore have been deducted when calculating adjusted distributed cash.

## RESULTS OF OPERATIONS

(\$000's, except per unit figures)	Three months ended			Six months ended		
	Jun 30, 2012	% change	Jun 30, 2011	Jun 30, 2012	% change	Jun 30, 2011
Total Sales	102,940	32.7%	77,567	210,344	32.2%	159,140
Same Store Sales <i>(excluding foreign exchange)</i>	74,647	(1.3%)	75,662	155,014	(0.6%)	155,953
Sales - Canada	17,192	(7.9%)	18,660	36,723	(4.0%)	38,251
Same Store Sales - Canada	16,116	(10.9%)	18,085	34,455	(7.1%)	37,106
Sales - U.S.	85,748	45.6%	58,907	173,621	43.6%	120,889
Same Store Sales - U.S. <i>(excluding foreign exchange)</i>	58,531	1.7%	57,577	120,559	1.4%	118,846
Gross Margin %	45.1%	0.9%	44.7%	44.9%	0.0%	44.9%
Operating Expense %	38.5%	0.3%	38.4%	38.3%	(0.3%)	38.4%
Adjusted EBITDA	6,780	39.3%	4,866	13,762	32.9%	10,358
Depreciation and Amortization	2,924	82.1%	1,606	5,700	77.2%	3,216
Finance Costs	640	43.8%	445	1,258	42.0%	886
Fair Value Adjustments to Exchangeable Shares and Unit						
Options	1,247	n/a	3,758	1,880	n/a	5,268
Income Tax Expense	437	n/a	154	1,132	n/a	1,026
Net Earnings	1,124	(147.1%)	(2,387)	3,201	(313.5%)	(1,499)
Basic Earnings per Unit	0.090	(140.7%)	(0.221)	0.255	(283.5%)	(0.139)
Diluted Earnings per Unit	0.090	(140.7%)	(0.221)	0.255	(283.5%)	(0.139)
Standardized Distributable Cash	3,117	80.6%	1,726	5,298	12.7%	4,701
Adjusted Distributable Cash	3,152	9.8%	2,871	5,462	(7.7%)	5,915
Distributions Paid	1,454	19.1%	1,221	2,909	22.0%	2,384

<sup>1</sup> EBITDA and Adjusted EBITDA are not recognized measures under International Financial Reporting Standards (IFRS). Management believes that in addition to net earnings, EBITDA and Adjusted EBITDA are useful supplemental measures as they provide investors with an indication of operational performance. Investors should be cautioned, however, that EBITDA and Adjusted EBITDA should not be construed as alternatives to net earnings determined in accordance with IFRS as an indicator of the Fund's performance.

## 2<sup>nd</sup> Quarter Comparison – Three months ended June 30, 2012 vs. 2011

### Sales

Sales totalled \$102.9 million for the three months ended June 30, 2012, an increase of \$25.4 million or 32.7% compared to the same period in 2011. The increase in sales was the result of the following:

- During 2012, \$25.0 million of sales were generated from 14 new single locations as well as 27 Cars locations and eight Master locations.
- Same-store sales excluding foreign exchange decreased \$1.0 million or 1.3%, but increased \$2.6 million due to the translation of same-store sales at a higher U.S. dollar exchange rate.
- Sales were affected by the closure of three under-performing facilities which decreased sales by \$1.2 million.

Same store sales are calculated by including sales for stores that have been in operation for the full comparative period.

<b>Sales by Geographic Region (000's)</b>		
<i>Three Months Ended June 30,</i>		
	2012	2011
Canada	\$ 17,192	\$ 18,660
United States	85,748	58,907
<b>Total</b>	<b>\$ 102,940</b>	<b>\$ 77,567</b>
Canada - % of total	16.7%	24.1%
United States - % of total	83.3%	75.9%

Sales in Canada for the three months ended June 30, 2012 totalled \$17.2 million, a decrease of \$1.5 million or 7.9%. Sales of \$1.1 million were generated from three new locations in Edmonton, Alberta; Richmond, B.C. and Winnipeg, Manitoba. These sales were offset by a sales decrease of \$0.6 million from a location closure as well as a same-store sales decrease of 10.9% or \$2.0 million primarily due to mild winter weather conditions, followed by unfavourable spring weather conditions.

Sales in the U.S. totalled \$85.7 million for the three months ended June 30, 2012, an increase from 2011 of \$26.8 million or 45.6% when compared to \$58.9 million for the prior year. Sales increases in the U.S. were comprised of:

- \$3.2 million of sales were generated from new locations in Savannah, Georgia; McDonough, Georgia; Everett, Washington; Seattle, Washington; Kent, Washington; Grove City, Ohio; Spring Grove, Illinois; Marysville, Washington; Orlando, Florida; Redmond, Washington and Jessup, Maryland.
- \$15.6 million of sales were generated from 27 Cars locations. Prior to being acquired by the Company, Cars achieved sales of \$13.8 million during the comparable period in 2011.
- \$5.2 million of sales were generated from eight Master locations.
- Same-store sales increased \$0.9 million or 1.7% excluding foreign exchange, and increased \$2.6 million due to the translation of same-store sales at a higher U.S. dollar exchange rate.
- Sales were affected by the closure of two under-performing facilities which decreased sales by \$0.7 million.

### Gross Margin

Gross Margin was \$46.4 million or 45.1% of sales for the three months ended June 30, 2012, an increase from \$34.7 million or 44.7% of sales for the same period in 2011. Gross margin percentage increased due to improved paint and material margins as well as a more favourable mix of higher margin labour sales versus parts sales.

## Operating Expenses

*Operating Expenses* for the three months ended June 30, 2012 increased \$9.9 million to \$39.7 million from \$29.8 million for the same period of 2011 primarily due to the acquisition of Cars, Master and other new locations during 2011 and 2012.

Operating expenses as a percentage of sales in the second quarter increased to 38.5% of sales from 38.4% last year. The increase of 0.1% resulted primarily from higher information technology support and communication costs as well as increases in salaries and wages.

## Adjusted EBITDA

*Adjusted EBITDA*<sup>1</sup> for the second quarter of 2012 totalled \$6.8 million or 6.6% of sales compared to Adjusted EBITDA of \$4.9 million or 6.3% of sales in the same period of the prior year. The increase in adjusted EBITDA was the result of \$0.8 million of EBITDA contribution from the acquisition of Cars, \$0.4 million of EBITDA contribution from Master and \$0.1 million EBITDA contribution from other new locations. Adjusted EBITDA improved a further \$0.3 million due to the translation of same-store results at a higher U.S. dollar exchange rate and \$0.3 million due to an improved gross margin percentage during the quarter.

## Depreciation and Amortization

*Depreciation* related to plant and equipment totalled \$1.9 million or 1.9% of sales for the three months ended June 30, 2012, an increase of \$0.7 million when compared to the \$1.2 million or 1.5% of sales in the same period of the prior year. The increase is primarily due to the acquisitions of Cars and Master as well as new location growth.

*Amortization of intangible assets* for the second quarter of 2012 totalled \$1.0 million or 1.0% of sales compared to \$0.4 million or 0.5% of sales expensed for the same period in the prior year. The increase is primarily the result of the planned rebranding of the Cars, Master and True2Form locations in 2012. The Company recorded amortization on these brand names in the second quarter of 2012 in the amount of \$0.4 million.

## Fair Value Adjustment to Exchangeable Shares

*Fair Value Adjustment to Exchangeable Shares* resulted in an expense related to the increase in the associated liability of \$0.7 million for the second quarter of 2012 compared to \$3.0 million in the same period of the prior year. The class A exchangeable shares of BGHI are exchangeable into units of the Fund. This exchangeable feature results in the shares being presented as financial liabilities of the Fund. The liability represents the value of the Fund attributable to these shareholders. Exchangeable Class A shares are measured at the market price of the units of the Fund as of the statement of financial position date. The increase in the liability and the related expense is the result of an increase in the value of the Fund's unit price.

## Fair Value Adjustment to Unit Options

*Fair Value Adjustment to Unit Options* was an expense related to an increase in the associated liability of \$0.6 million for the second quarter of 2012 compared to \$0.7 million in the same period of the prior year. Similar to the exchangeable share liability, the unit option liability is impacted by changes in the value of the Fund's unit price. The cost of cash-settled unit-based transactions is measured at fair value using a black-scholes model and expensed over the vesting period with the recognition of a corresponding liability.

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<sup>1</sup> EBITDA and Adjusted EBITDA are not recognized measures under International Financial Reporting Standards ("IFRS"). Management believes that in addition to net earnings, EBITDA and Adjusted EBITDA are useful supplemental measures as they provides investors with an indication of operational performance. Investors should be cautioned, however, that EBITDA and Adjusted EBITDA should not be construed as alternatives to net earnings determined in accordance with IFRS as an indicator of the Fund's performance.

## **Finance Costs**

*Finance Costs*, which includes dividends declared on exchangeable class A shares of BGHI in the amount of \$44 thousand, totalled \$0.6 million or 0.6% of sales for the second quarter of 2012 compared to \$0.4 million or 0.6% of sales in the same period of the prior year. The increase in interest expense is primarily the result of new debt associated with the acquisition of Cars and Master.

## **Income Taxes**

*Current and Deferred Income Tax Expense* was \$0.4 million for the second quarter of 2012, compared to \$0.2 million for the same period in 2011. The increase in the expense for 2012 is primarily due to growth in the U.S. As a result of the acquisition of Master on January 3, 2012, the Company added additional losses available in the U.S. of approximately \$2.8 million, which are limited in their utilization to \$1.1 million per year.

The Fund has now used all of its unrestricted U.S. operating loss carry-forward amounts, and only has loss carry-forward amounts remaining from acquisitions which are restricted, in that, their utilization is subject to annual maximum allowable limits. As a result, a portion of U.S. earnings are now subject to current taxes. Tax payments of \$0.7 million were made during the second quarter of 2012 compared to \$nil in 2011.

## **Net Earnings (Loss) and Earnings (Loss) Per Unit**

*Net Earnings*, for the three months ended June 30, 2012 was \$1.1 million or 1.1% of sales, compared to a loss of \$2.4 million or 3.1% of sales last year. Excluding the impact of fair value adjustments for exchangeable shares and unit options, acquisition costs, put option adjustment as well as the accelerated amortization of True2Form, Cars and Master brands, adjusted net earnings would have increased to \$3.2 million or 3.1% of sales, compared to adjusted earnings of \$2.7 million or 3.4% of sales for the same period in 2011. This increase is primarily the result of the contribution of new acquisitions and new location growth.

*Basic and Diluted Earnings Per Unit* was \$0.090 per unit for the three months ended June 30, 2012, an increase compared to a basic and diluted loss of \$0.221 per unit in the same period in 2011. The improvement to the basic and diluted earnings per unit amounts is primarily attributed to reduced impacts in 2012 from fair value adjustments for the class A exchangeable shares and unit options and additional contributions from acquisitions and new location growth.

## **Year-to-date Comparison – Six months ended June 30, 2012 vs. 2011**

### **Sales**

*Sales* increased \$51.2 million or 32.2% to \$210.3 million for the six months ended June 30, 2012 when compared to the same period in 2011. The increase in sales was the result of the following:

- During 2012, \$51.1 million of sales were generated from 14 new single locations as well as 27 Cars locations and eight Master locations.
- Same-store sales excluding foreign exchange decreased \$0.9 million or 0.6%, but increased \$3.0 million due to the translation of same-store sales at a higher U.S. dollar exchange rate.
- Sales were affected by the closure of three under-performing facilities which decreased sales by \$2.0 million.

Same-store sales are calculated by including sales for stores that have been in operation for the full comparative period.



The following chart provides comparative sales by geographic region:

<b>Sales by Geographic Region (000's)</b>		
<i>Six Months Ended June 30,</i>	2012	2011
Canada	\$ 36,723	\$ 38,251
United States	173,621	120,889
<b>Total</b>	<b>\$ 210,344</b>	<b>\$ 159,140</b>
Canada - % of total	17.5%	24.0%
United States - % of total	82.5%	76.0%

Sales in Canada for the six months ended June 30, 2012 totalled \$36.7 million, a decrease of \$1.5 million or 4.0%. Sales of \$2.3 million were generated from three new locations in Edmonton, Alberta; Richmond, B.C. and Winnipeg, Manitoba. These sales were offset by a sales decrease of \$1.1 million from a location closure as well as a same-store sales decrease of 7.1% or \$2.7 million primarily due to mild winter weather conditions, followed by unfavourable spring weather conditions.

Sales in the U.S. totalled \$173.6 million for the six months ended June 30, 2012, an increase from 2011 of \$52.7 million, or 43.6% when compared to \$120.9 million for the prior year. Sales increases in the U.S. were comprised of:

- \$5.7 million of sales were generated from new locations in Savannah, Georgia; McDonough, Georgia; Everett, Washington; Seattle, Washington; Kent, Washington; Grove City, Ohio; Spring Grove, Illinois; Marysville, Washington; Orlando, Florida; Redmond, Washington and Jessup, Maryland.
- \$32.9 million of sales were generated from 27 Cars locations. Prior to being acquired by the Company, Cars achieved sales of \$31.0 million during the comparable period in 2011.
- \$10.3 million of sales were generated from eight Master locations.
- Same-store sales increased \$1.7 million or 1.4% excluding foreign exchange, and increased \$3.0 million due to the translation of same-store sales at a higher U.S. dollar exchange rate.
- Sales were affected by the closure of two under-performing facilities which decreased sales by \$0.9 million.

## **Gross Margin**

*Gross Margin* was \$94.3 million or 44.9% of sales for the six months ended June 30, 2012, an increase from \$71.5 million or 44.9% of sales for the same period in 2011. Gross margin dollars increased as a result of higher sales from new locations compared to the prior period. The gross margin percentage was consistent with the prior period. Gross margin percentage was consistent with a more favourable mix of higher margin labour sales versus parts sales during the period offset by lower labour margins at Cars and Master.

## **Operating Expenses**

*Operating Expenses* for the six months ended June 30, 2012 increased \$19.5 million to \$80.6 million from \$61.1 million for the same period of 2011 primarily due to the acquisition of Cars, Master and other new locations during 2011 and 2012.

Operating expenses as a percentage of sales decreased to 38.3% of sales from 38.4% last year. The decrease of 0.1% resulted primarily from decreased utility offset by higher information technology support and communication costs as well as increases in salaries and wages.

## Adjusted EBITDA

*Adjusted EBITDA* for the first six months of 2012 totalled \$13.8 million or 6.5% of sales compared to Adjusted EBITDA of \$10.4 million or 6.5% of sales in the same period of the prior year. The increase in adjusted EBITDA of \$3.4 million was primarily the result of \$2.1 million of EBITDA contribution from the acquisition of Cars, \$0.9 million of EBITDA contribution from Master and \$0.2 million EBITDA contribution from other new locations. EBITDA improved a further \$0.4 million due to the translation of same-store results at a higher U.S. dollar exchange rate offset by a decline of \$0.1 million in same store results and an additional \$0.1 million decline due to closed stores.

## Depreciation and Amortization

*Depreciation and Amortization Expense* related to plant and equipment totalled \$3.7 million or 1.8% of sales for the six months ended June 30, 2012 compared to \$2.5 million or 1.5% of sales recorded in the same period of the prior year. The increase is primarily due to the acquisitions of Cars and Master as well as new location growth.

*Amortization of intangible assets* for the first six months of 2012 totalled \$2.0 million or 1.0% of sales compared to \$0.8 million or 0.5% of sales expensed for the same period in the prior year. The increase is primarily the result of the planned rebranding of the Cars, Master and True2Form locations in 2012. The Company recorded amortization on these brand names in 2012 in the amount of \$0.8 million.

## Fair Value Adjustment to Exchangeable Shares

*Fair Value Adjustment to Exchangeable Shares* resulted in a non-cash expense related to the increase in the associated liability of \$1.0 million for the first six months of 2012 compared to an increase of \$4.2 million in the same period of the prior year. The class A exchangeable shares of BGHI are exchangeable into units of the Fund. This exchangeable feature results in the shares being presented as financial liabilities of the Fund. The liability represents the value of the Fund attributable to these shareholders. Exchangeable Class A shares are measured at the market price of the units of the Fund as of the statement of financial position date. The increase in the liability and the related expense is the result of an increase in the value of the Fund's unit price.

## Fair Value Adjustment to Unit Options

*Fair Value Adjustment to Unit Options* was a non-cash expense related to an increase in the associated liability of \$0.9 million for the first half of 2012 compared to \$1.0 million in the same period of the prior year. Similar to the exchangeable share liability, the unit option liability is impacted by changes in the value of the Fund's unit price. The cost of cash-settled unit-based transactions is measured at fair value using a black-scholes model and expensed over the vesting period with the recognition of a corresponding liability.

## Finance Costs

*Finance Costs*, which under IFRS now includes dividends declared on exchangeable class A shares of BGHI in the amount of \$89 thousand, totalled \$1.3 million or 0.6% of sales for the first half of 2012 compared to \$0.9 million or 0.6% of sales in the same period of the prior year. The increase in interest expense is primarily the result of new debt associated with the acquisition of Cars and Master.

## Income Taxes

*Current and Deferred Income Tax Expense* of \$1.1 million for the first six months of 2012 increased from \$1.0 million for the same period in 2011. In 2012 a larger proportion of the tax expense is current due to the fact the Fund only has a limited amount of restricted net capital losses in the U.S. available to shelter taxable income. As a result, a portion of U.S. earnings is now subject to current taxes.

The Fund has now used all of its unrestricted U.S. operating loss carry-forward amounts, and only has loss carry-forward amounts remaining from acquisitions which are restricted, in that, their utilization is subject to annual maximum allowable limits. As a result, a portion of U.S. earnings are now subject to current taxes. Tax payments of \$1.4 million were made during the first six months of 2012 compared to \$0.3 million in 2011.

## Net Earnings (Loss) and Earnings (Loss) Per Unit

*Net Earnings (Loss)* for the six months ended June 30, 2012 was \$3.2 million or 1.5% of sales when compared to a loss of \$1.5 million or 0.9% of sales last year. Excluding the impact of fair value adjustments for exchangeable shares and unit options, acquisition costs, put option adjustment as well as the accelerated amortization of True2Form, Cars and Master brands, adjusted net earnings would have increased to \$6.4 million or 3.1% of sales, compared to adjusted earnings of \$5.2 million or 3.3% of sales for the same period in 2011. This increase is primarily the result of the contribution of new acquisitions and new location growth.

*Basic and Diluted Earnings Per Unit* was \$0.255 per unit for the six months ended June 30, 2012 compared to a basic and diluted loss of \$0.139 per unit in the same period in 2011. The increase to the basic and diluted earnings per unit amounts is attributed to reduced impacts in 2012 from fair value adjustments for the class A exchangeable shares and unit options and additional contributions from acquisitions and new location growth.

## Summary of Quarterly Results

(\$000's, except per unit data)

	2012			2011			2010	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Sales	102,940	107,404	100,493	97,333	77,567	81,573	80,808	68,999
Net earnings	1,123	2,078	(2,070)	6,519	(2,387)	888	7,950	1,940
Basic earnings per unit	0.090	0.166	(0.192)	0.593	(0.221)	0.082	0.738	0.180
Diluted earnings per unit	0.090	0.166	0.181	0.220	(0.221)	0.082	0.756	0.180

Sales have increased in recent quarters due to the acquisition of True2Form, Cars Collision, Master and other new locations as well as same store sales increases. Earnings in the fourth quarter of 2010 benefitted from a hail storm in Arizona and a return to same-store sales growth. The growth in earnings in the fourth quarter of 2010 was also impacted by the recognition of non-capital loss carryforward amounts and other tax assets that had previously been offset with a valuation allowance, offset by the impact of writing down \$1.3 million in goodwill related to an individual glass business in B.C. The decrease in earnings in the first and second quarters of 2011 is primarily due to the fair value adjustments for exchangeable class A shares and unit options which reduced net earnings as well as expensing acquisition and transaction costs that under previous GAAP would have been recorded as part of the purchase price and the recording of deferred income tax expense. The third quarter of 2011 benefitted from the reversal of much of the fair value adjustments experienced during the first two quarters of the year, while the fourth quarter was again impacted negatively by fair value adjustments as well as the accrual of settlement costs associated with the retirement of the Executive Chairman. Sales and earnings in the first and second quarters of 2012 benefitted from the acquisition growth of Master and other new locations but was negatively affected by fair value adjustments for exchangeable class A shares and unit options.

## LIQUIDITY AND CAPITAL RESOURCES

Cash flow from operations, together with cash on hand and unutilized credit available on existing credit facilities are expected to be sufficient to meet operating requirements, capital expenditures and distributions. At June 30, 2012, the Fund had cash, net of outstanding deposits and cheques, held on deposit in U.S. bank accounts totalling \$15.5 million (December 31, 2011 - \$18.4 million). The net working capital ratio (current assets divided by current liabilities) was 1.02:1 at June 30, 2012 (December 31, 2011 - 1.13:1).

At June 30, 2012, the Fund had total debt outstanding, net of cash, of \$30.6 million compared to \$27.4 million at March 31, 2012, \$16.9 million at December 31, 2011, \$19.2 million at September 30, 2011 and \$31.2 million at June 30, 2011. Total debt reduced in the third quarter of 2011 with the Fund issuing 1,300,000 units from treasury during the quarter as part of a bought deal public offering as well as the generation of cash from operations and continued repayments of U.S. debt. In the first quarter of 2012, the Company incurred a \$7.0 million seller loan and used approximately \$2.3 million in cash as part of the Master acquisition. During the second quarter of 2012 an additional \$3.2 million was used for single store growth and rebranding of Cars and True2Form locations.

The following table reports the debt position, net of cash, of the Fund for the last five quarters.

Total Debt, Net of Cash (\$ Millions)	June 30, 2012	March 31, 2012	December 31, 2011	September 30, 2011	June 30, 2011
Bank indebtedness	\$ 3.0	\$ -	\$ -	\$ -	\$ 3.5
U.S. senior bank debt	22.7	22.6	23.4	24.3	23.0
Seller loans	13.3	13.0	5.5	5.9	5.7
Obligations under finance leases	7.1	6.4	6.4	6.0	5.4
	\$ 46.1	\$ 42.0	\$ 35.3	\$ 36.2	\$ 37.6
Cash	15.5	14.6	18.4	17.0	6.4
Total Debt, Net of Cash	\$ 30.6	\$ 27.4	\$ 16.9	\$ 19.2	\$ 31.2

## Operating Activities

Cash flow generated from operations, before considering working capital changes, was \$4.6 million for the three months ended June 30, 2012, compared to \$2.7 million reported last year.

For the second quarter of 2012, working capital used cash of \$0.7 million compared to \$0.6 million in cash for the same period in 2011.

Cash flow generated before considering working capital changes was \$9.3 million for the first six months of 2012, up \$2.1 million from the \$7.2 million reported last year, reflecting higher EBITDA offset by increased financing costs.

For the first six months of 2012, working capital changes used cash of \$2.3 million compared to \$1.9 million for the same period in 2011. Increases and decreases in accounts receivable, inventory, prepaid expenses, income taxes, accounts payable and accrued liabilities are significantly influenced by timing of collections and expenditures as well as changes in the foreign exchange translation of U.S. working capital items.

## Financing Activities

For the second quarter of 2012, cash provided by financing activities totalled \$1.0 million. This compares to cash provided of \$13.2 million for the same period in the prior year, primarily as a result of the financing received related to the Cars acquisition. During the three months ended June 30, 2012, cash was provided from draws on the operating line of \$3.0 million, increases in unearned rebates of \$0.5 million as well as the proceeds from sale-leasebacks and the collection of rebates receivable. Uses of cash included the repayment of long-term debt totalling \$0.8 million, repayment of obligations under finance leases of \$0.6 million and distributions paid to unitholders and dividends to Class A common shareholders totalling \$1.5 million. Cash was provided in 2011 from increases in long-term debt in the amount of \$6.5 million, draws on the operating line of \$2.0 million, increases in unearned rebates of \$6.0 million as well as the proceeds from a sale-leaseback and the collection of rebates receivable. Uses of cash included the repayment of long-term debt totalling \$0.5 million, repayment of obligations under finance leases of \$0.5 million and distributions paid to unitholders and dividends to Class A common shareholders totalling \$1.2 million.

Cash provided by financing activities totalled \$1.1 million for the six months ended June 30, 2012, compared to \$12.9 million in the prior year. During 2012, cash was provided from draws on the operating line of \$3.0 million, increases in unearned rebates of \$2.7 million as well as the proceeds from sale-leasebacks. Cash was used for the repayment of long-term debt totalling \$1.5 million, the repayment of finance leases in the amount of \$1.2 million and distributions paid to unitholders and dividends to Class A common shareholders totalling \$2.9 million. During the first six months of 2011, cash was provided by increases in long-term debt in the amount of \$6.5 million, unearned rebates of \$6.1 million, an increase in bank indebtedness in the amount of \$3.3 million as well as the collection of rebates receivable of \$0.7 million and proceeds received from the leasing of assets of \$0.9 million. Cash was used for the repayment of long-term debt totalling \$1.1 million, the repayment of obligations under finance leases of \$1.0 million and distributions paid to unitholders and dividends to Class A common shareholders totalling \$2.4 million.

### **Trading Partner Funding – Prepaid Rebates and Loans**

During the first six months of 2012, the Company received its regularly scheduled rebate from its trading partners, in the amount of \$810,834 U.S. (2011 - \$725,000 U.S.). The Company also received \$330,000 U.S. in payments to assist the Company with its rebranding efforts in the U.S. marketplace. Additional prepaid rebates are available for new acquisitions and start-ups and regular testing of the criteria used to determine additional rebates will apply, with any under-funded (or over-funded) amounts being collected (or repaid) by the Company at that time. During the first half of 2012, the Company received \$2.3 million of new rebates in connection with new acquisitions during the period and repaid \$0.2 million as over-funded adjustments to rebates previously received. Subsequent to June 30, 2012, the Fund received a further \$0.6 million in new rebates in association with a new acquisition.

### **Debt Financing**

The Fund has supplemented its debt financing in the past by negotiating with sellers in certain acquisitions to provide financing to the Company in the form of term notes. The notes payable to sellers are typically at favourable interest rates and for terms of 5-15 years. This source of financing is another means of supporting the Fund's growth, at a relatively low cost.

During the first six months of 2012, the Fund obtained debt from sellers in the amount of \$7.7 million with respect to transactions during the period to finance the acquisition and development businesses. Subsequent to the end of the quarter, the Fund added an additional eight year 5% seller note in the amount of \$2.7 million in connection with the acquisition of Pearl Auto Body.

The Fund has traditionally used finance leases to finance a portion of its maintenance capital expenditures as well as a portion of its start-up and acquisition growth. During the first six months of 2012, the Fund received \$0.5 million under two sale-leaseback transactions. At June 30, 2012, the Fund owed \$7.1 million in finance lease obligations compared to \$6.4 million at December 31, 2011. Maintenance capital expenditures for the six months ended June 30, 2012 of \$1.4 million was financed by way of financing leases.

### **Investing Activities**

Cash used in investing activities totalled \$10.8 million for the six months ended June 30, 2012, compared to \$20.9 million used in the prior year. The use of cash for 2012 related to expenditures made for maintaining or replacing existing equipment, maintaining or upgrading existing facilities, the development of new facilities, including Master, investment in information management systems and the rebranding of Cars and True2Form. In 2011 the use of cash was primarily related to the acquisition of Cars.

### **Sustaining Capital Expenditures**

The Fund spent approximately \$1.6 million or 0.8% of sales on the acquisition of software, equipment and facility upgrades during the first half of 2012, compared to \$0.6 million or 0.4% of sales during the same period in 2011.

## **RELATED PARTY TRANSACTIONS**

The Fund has not entered into any new related party transactions beyond the items disclosed in the 2011 annual report.

## **FUTURE ACCOUNTING STANDARDS**

The following is an overview of accounting standard changes that the Fund will be required to adopt in future years:

The IASB intends to replace IAS 39 “Financial Instruments: Recognition and Measurement” in its entirety with IFRS 9 “Financial Instruments” in three main phases. IFRS 9 will be the new standard for the financial reporting of financial instruments that is principles-based and less complex than IAS 39, and is effective for annual periods beginning on or after January 1, 2015, with earlier adoption permitted. The Fund is currently evaluating the impact the final standard is expected to have on its financial statements.

In May 2011, the IASB issued the following standards which have not yet been adopted by the Fund: IFRS 10 “Consolidated Financial Statements”, IFRS 11 “Joint Arrangements”, IFRS 12 “Disclosure of Interests in Other Entities”, IFRS 13 “Fair Value Measurement” and amended IAS 27 “Separate Financial Statements” and IAS 28 “Investments in Associates and Joint Ventures”. Each of the new standards and amendments is effective for annual periods beginning on or after January 1, 2013 with early adoption permitted. The Fund has not yet begun the process of assessing the impact that the new and amended standards will have on its financial statements or whether to early adopt any of the new requirements.

## **FINANCIAL INSTRUMENTS AND HEDGES**

Transactional foreign currency risk exists in limited circumstances where U.S. denominated cash is received in Canada. The Company monitors U.S. denominated cash flows to be received in Canada and evaluates whether to use forward foreign exchange contracts. During the first half of 2012, the Company did not settle or enter into any new contracts. For more information on the financial instruments and related financial risk factors, see the audited Consolidated Financial Statements for the year ended December 31, 2011.

## **CRITICAL ACCOUNTING ESTIMATES**

The preparation of financial statements that present fairly the financial position, financial condition and results of operations in accordance with Canadian generally accepted accounting principles requires that the Fund make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the balance sheet date and reported amounts of revenues and expenses during the reporting period. Actual results could differ materially from these estimates.

The critical accounting estimates are substantially unchanged from those identified in the 2011 annual MD&A.

## **INTERNAL CONTROL OVER FINANCIAL REPORTING**

The Fund’s internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. During the second quarter of 2012, there have been no changes in the Fund’s internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, the Fund’s internal control over financial reporting. While the CEO & CFO have concluded there were no changes, the Fund is in the process of a system conversion of its management and back-office accounting systems affecting the U.S. business that will further enhance internal controls. The design of internal controls at Master Collision Repair have been considered and based on the pre-existing controls in place and oversight controls implemented, no areas of immediate concern with respect to disclosure controls and procedures or internal controls have been identified. However, due to the short period since the acquisitions, a full assessment has not been completed. As a result, the Fund has noted this limitation in the certificates and provides the following summary information with respect to Master Collision

Repair. During the three month period ending June 30, 2012 Master Collision Repair reported sales of \$5.1 million and net earnings of \$0.2 million. As at June 30, 2012, Master Collision Repair reported current assets of \$2.6 million, current liabilities of \$1.9 million, \$11.9 million of long-term assets and \$7.0 million of long-term liabilities.

## **BUSINESS RISKS AND UNCERTAINTIES**

Risks and uncertainties affecting the business remain substantially unchanged from those identified in the 2011 annual MD&A.

## **ADDITIONAL INFORMATION**

The Fund's units trade on the Toronto Stock Exchange under the symbol TSX: BYD.UN. Additional information relating to the Boyd Group Income Fund is available on SEDAR ([www.sedar.com](http://www.sedar.com)) and our website ([www.boydgroup.com](http://www.boydgroup.com)).

## **INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

### **MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING**

These unaudited condensed consolidated financial statements have been prepared by management in accordance with International Financial Reporting Standards. Management is responsible for their integrity, objectivity and reliability, and for the maintenance of financial and operating systems, which include effective controls, to provide reasonable assurance that the Fund's assets are safeguarded and that reliable financial information is produced.

The Board of Trustees is responsible for ensuring that management fulfills its responsibilities for financial reporting, disclosure control and internal control. The Board exercises these responsibilities through its Audit Committee, all members of which are not involved in the daily activities of the Fund. The Audit Committee meets with management and, as necessary, with the independent auditors, Deloitte & Touche LLP, to satisfy itself that management's responsibilities are properly discharged and to review and report to the Board on the interim condensed consolidated financial statements.

These interim condensed consolidated financial statements and related notes and other interim filings have not been reviewed by the Fund's auditors.



**FORM 52-109F2**  
**CERTIFICATION OF INTERIM FILINGS**  
**FULL CERTIFICATE**

I, **Brock Bulbuck**, Chief Executive Officer of the **Boyd Group Income Fund**, certify the following:

1. **Review:** I have reviewed the interim financial report and interim MD&A (together, the “interim filings”) of the **Boyd Group Income Fund**, (the “issuer”) for the interim period ended **June 30, 2012**.
2. **No misrepresentations:** Based on my knowledge, having exercised reasonable diligence, the interim filings do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings.
3. **Fair presentation:** Based on my knowledge, having exercised reasonable diligence, the interim financial report together with the other financial information included in the interim filings fairly present in all material respects the financial condition, financial performance and cash flows of the issuer, as of the date of and for the periods presented in the interim filings.
4. **Responsibility:** The issuer’s other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (“DC&P”) and internal control over financial reporting (“ICFR”), as those terms are defined in National Instrument 52-109 *Certification of Disclosure in Issuers’ Annual and Interim Filings*, for the issuer.
5. **Design:** Subject to the limitations, if any, described in paragraphs 5.2 and 5.3, the issuer’s other certifying officer(s) and I have, as at the end of the period covered by the interim filings
  - (a) designed DC&P, or caused it to be designed under our supervision, to provide reasonable assurance that
    - (i.) material information relating to the issuer is made known to us by others, particularly during the period in which the interim filings are being prepared; and
    - (ii.) information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
  - (b) designed ICFR, or caused it to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the issuer’s GAAP.
- 5.1 **Control framework:** The control framework the issuer’s other certifying officer(s) and I used to design the issuer’s ICFR is the Committee of Sponsor Organizations of the Treadway Commission (“COSO”) framework in Internal Control – Integrated Framework.
- 5.2 **ICFR – material weakness relating to design:** N/A
- 5.3 **Limitation on scope of design:** The issuer has disclosed in its interim MD&A
  - (a) the fact that the issuer’s other certifying officer(s) and I have limited the scope of our design of DC&P and ICFR to exclude controls, policies and procedures of
    - (i.) N/A
    - (ii.) N/A
    - (iii.) A business that the issuer acquired not more than 365 days before the last day of the period covered by the interim filings; and

- (b) summary financial information about the proportionately consolidated entity, special purpose entity or business that the issuer acquired that has been proportionately consolidated or consolidated in the issuer's financial statements.

- 6. **Reporting Changes in ICFR:** The issuer has disclosed in its interim MD&A any change in the issuer's ICFR that occurred during the period beginning on April 1, 2012 and ended on June 30, 2012 that has materially affected, or is reasonably likely to materially affect, the issuer's ICFR.

Date: August 10, 2012

*(signed)*

Brock Bulbuck  
*Chief Executive Officer*

**FORM 52-109F2  
CERTIFICATION OF INTERIM FILINGS  
FULL CERTIFICATE**

I, **Dan Dott, Chief Financial Officer of the Boyd Group Income Fund**, certify the following:

1. **Review:** I have reviewed the interim financial report and interim MD&A (together, the “interim filings”) of the **Boyd Group Income Fund**, (the “issuer”) for the interim period ended **June 30, 2012**.
2. **No misrepresentations:** Based on my knowledge, having exercised reasonable diligence, the interim report do not contain any untrue statement of a material fact or omit to state a material fact required to be stated or that is necessary to make a statement not misleading in light of the circumstances under which it was made, with respect to the period covered by the interim filings.
3. **Fair presentation:** Based on my knowledge, having exercised reasonable diligence, the interim financial report together with the other financial information included in the interim filings fairly present in all material respects the financial condition, financial performance and cash flows of the issuer, as of the date of and for the periods presented in the interim filings.
4. **Responsibility:** The issuer’s other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (“DC&P”) and internal control over financial reporting (“ICFR”), as those terms are defined in National Instrument 52-109 *Certification of Disclosure in Issuers’ Annual and Interim Filings*, for the issuer.
5. **Design:** Subject to the limitations, if any, described in paragraphs 5.2 and 5.3, the issuer’s other certifying officer(s) and I have, as at the end of the period covered by the interim filings
  - (a) designed DC&P, or caused it to be designed under our supervision, to provide reasonable assurance that
    - (i.) material information relating to the issuer is made known to us by others, particularly during the period in which the interim filings are being prepared; and
    - (ii.) information required to be disclosed by the issuer in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and
  - (b) designed ICFR, or caused it to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the issuer’s GAAP.
- 5.1 **Control framework:** The control framework the issuer’s other certifying officer(s) and I used to design the issuer’s ICFR is the Committee of Sponsor Organizations of the Treadway Commission (“COSO”) framework in Internal Control – Integrated Framework.
- 5.2 **ICFR – material weakness relating to design:** N/A
- 5.3 **Limitation on scope of design:** The issuer has disclosed in its interim MD&A
  - (a) the fact that the issuer’s other certifying officer(s) and I have limited the scope of our design of DC&P and ICFR to exclude controls, policies and procedures of
    - (i.) N/A
    - (ii.) N/A
    - (iii.) A business that the issuer acquired not more than 365 days before the last day of the period covered by the interim filings; and

(b) summary financial information about the proportionately consolidated entity, special purpose entity or business that the issuer acquired that has been proportionately consolidated or consolidated in the issuer's financial statements.

6. **Reporting Changes in ICFR:** The issuer has disclosed in its interim MD&A any change in the issuer's ICFR that occurred during the period beginning on April 1, 2012 and ended on June 30, 2012 that has materially affected, or is reasonably likely to materially affect, the issuer's ICFR.

Date: August 10, 2012

*(signed)*

Dan Dott, C.A.  
*Vice President & Chief Financial Officer*



## **BOYD GROUP INCOME FUND**

Interim Condensed Consolidated Financial Statements

Three and Six Months Ended June 30, 2012

**Notice:** These interim condensed consolidated financial statements have not been audited or reviewed by the Fund's independent external auditors, Deloitte & Touche LLP.

**BOYD GROUP INCOME FUND****INTERIM CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (Unaudited)***(Canadian dollars)*

	June 30, 2012	December 31, 2011
<b>Assets</b>		
Current assets:		
Cash	\$ 15,545,386	\$ 18,443,269
Accounts receivable	26,696,067	22,470,947
Income taxes recoverable	43,241	-
Inventory	6,604,296	7,258,233
Prepaid expenses	3,470,690	2,606,836
Derivative contracts	87,500	-
	<b>52,447,180</b>	50,779,285
Property, plant and equipment	41,541,606	34,622,017
Deferred income tax asset	10,844,018	10,004,769
Intangible assets <i>(Note 3)</i>	28,354,760	26,137,868
Goodwill <i>(Note 4)</i>	33,427,114	28,051,434
	<b>\$ 166,614,678</b>	<b>\$ 149,595,373</b>
<b>Liabilities and Equity</b>		
Current liabilities:		
Bank indebtedness	\$ 3,024,114	\$ -
Accounts payable and accrued liabilities	41,624,273	38,515,851
Income taxes payable	-	479,453
Distributions payable <i>(Note 5)</i>	470,112	469,805
Dividends payable <i>(Note 11)</i>	14,668	14,975
Derivative contracts	-	7,900
Current portion of long-term debt <i>(Note 6)</i>	2,719,546	2,201,464
Current portion of obligations under finance leases	2,225,167	2,302,462
Current portion of settlement accrual	1,093,834	1,093,843
	<b>51,171,714</b>	45,085,753
Long-term debt <i>(Note 6)</i>	33,302,390	26,744,640
Obligations under finance leases	4,845,740	4,076,921
Unearned rebates <i>(Note 7)</i>	26,002,827	24,269,749
Settlement accrual	1,370,225	1,919,393
Exchangeable class A shares <i>(Note 11)</i>	5,025,158	4,146,751
Unit based payment obligation	2,557,386	1,650,370
Non-controlling interest put option	540,123	442,395
	<b>124,815,563</b>	108,335,972
<b>Equity</b>		
Accumulated other comprehensive loss	(101,989)	(192,026)
Deficit	(36,999,900)	(37,381,319)
Unitholders' capital	74,898,933	74,830,675
Contributed surplus	4,002,071	4,002,071
	<b>41,799,115</b>	41,259,401
	<b>\$ 166,614,678</b>	<b>\$ 149,595,373</b>

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

**BOYD GROUP INCOME FUND**  
**INTERIM CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY (Unaudited)**  
*(Canadian dollars)*

	Unitholders' Capital		Contributed Surplus	Accumulated Other Comprehensive Loss	Deficit	Total Equity
	Units	Amount				
Balances - January 1, 2011	10,782,102	\$ 57,983,678	\$ 4,002,071	\$ (1,357,080)	\$ (35,264,805)	\$ 25,363,864
Issue costs	-	(1,426,496)				(1,426,496)
Units issued from treasury	1,300,000	13,975,000				13,975,000
Retractions	446,034	4,298,493				4,298,493
Other comprehensive gain				1,165,054		1,165,054
<u>Net earnings</u>					2,949,917	2,949,917
Comprehensive earnings				1,165,054	2,949,917	4,114,971
Non-controlling interest put option adjustment					(228,825)	(228,825)
Distributions to unitholders					(4,837,606)	(4,837,606)
<u>Balances - December 31, 2011</u>	<u>12,528,136</u>	<u>\$ 74,830,675</u>	<u>\$ 4,002,071</u>	<u>\$ (192,026)</u>	<u>\$ (37,381,319)</u>	<u>\$ 41,259,401</u>
Issue costs	-	(26,179)				(26,179)
Retractions	8,186	94,437				94,437
Other comprehensive earnings				90,037		90,037
<u>Net earnings</u>					3,201,230	3,201,230
Comprehensive earnings				90,037	3,201,230	3,291,267
Distributions to unitholders <i>(Note 5)</i>					(2,819,811)	(2,819,811)
<u>Balances - June 30, 2012</u>	<u>12,536,322</u>	<u>\$ 74,898,933</u>	<u>\$ 4,002,071</u>	<u>\$ (101,989)</u>	<u>\$ (36,999,900)</u>	<u>\$ 41,799,115</u>

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

**BOYD GROUP INCOME FUND****INTERIM CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS (LOSS) (Unaudited)***Six Months Ended June 30,**(Canadian dollars)*

	2012	2011
Sales	\$ 210,344,177	\$ 159,140,267
Cost of sales	115,999,246	87,628,189
Gross margin	94,344,931	71,512,078
Operating expenses	80,583,638	61,093,504
Foreign exchange (gains) losses	(292)	60,790
Acquisition and transaction costs	492,890	1,460,960
Depreciation	3,655,302	2,458,036
Amortization of intangible assets	2,044,869	757,492
Fair value adjustment to exchangeable shares	972,844	4,230,801
Fair value adjustment to unit options	907,016	1,037,683
Non-controlling interest put option adjustment	97,670	-
Finance costs	1,257,600	886,395
	90,011,537	71,985,661
Earnings (loss) before income taxes	4,333,394	(473,583)
Income tax expense		
Current	844,073	83,301
Deferred	288,091	942,458
	1,132,164	1,025,759
Net earnings (loss)	\$ 3,201,230	\$ (1,499,342)
<i>The accompanying notes are an integral part of these interim condensed consolidated financial statements</i>		
Basic earnings (loss) per unit (Note 10)	\$ 0.255	\$ (0.139)
Diluted earnings (loss) per unit (Note 10)	\$ 0.255	\$ (0.139)
Weighted average number of units outstanding	12,532,492	10,786,894

**INTERIM CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE EARNINGS (Unaudited)***Six Months Ended June 30,*

	2012	2011
Net earnings (loss)	\$ 3,201,230	\$ (1,499,342)
Other comprehensive earnings (loss)		
Change in unrealized earnings (loss) on translating financial statements of foreign operations	90,037	(1,028,461)
Other comprehensive earnings (loss), net of income taxes	90,037	(1,028,461)
Comprehensive earnings (loss)	\$ 3,291,267	\$ (2,527,803)

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



**BOYD GROUP INCOME FUND****INTERIM CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**

Six Months Ended June 30,

(Canadian dollars)

	2012	2011
<b>Cash flows from operating activities</b>		
Net earnings (loss)	\$ 3,201,230	\$ (1,499,342)
Items not affecting cash		
Non-controlling interest put option adjustment	97,670	-
Deferred income taxes	288,091	942,458
Amortization of intangible assets	2,044,869	757,492
Depreciation	3,655,302	2,458,036
Amortization of unearned rebates	(1,445,685)	(977,155)
(Gain) loss on disposal of equipment	(14,693)	4,203
Adjustment in liability for exchangeable class A shares	972,844	4,230,801
Interest accrued on class A exchangeable shares	88,870	176,533
Unit option compensation expense	907,016	1,037,683
Unrealized foreign exchange loss (gain) on internal loans	9,000	(187,600)
Unrealized loss on derivative contracts	20,100	210,060
Realized foreign exchange loss on internal loan	95,500	569,700
Realized loss on derivative contracts	(115,500)	(515,860)
Payment of accrued settlement obligation	(549,177)	-
	<b>9,255,437</b>	<b>7,207,009</b>
Changes in non-cash working capital items	<b>(2,333,020)</b>	<b>(1,903,645)</b>
	<b>6,922,417</b>	<b>5,303,364</b>
<b>Cash flows provided by financing activities</b>		
Issue costs	(19,713)	(9,657)
Increase in obligations under long-term debt	-	6,529,908
Repayment of long-term debt	(1,484,288)	(1,078,303)
Increase in bank indebtedness	3,024,114	3,280,753
Repayment of obligations under finance leases	(1,197,105)	(1,003,824)
Proceeds on sale-leaseback agreement	482,840	851,179
Dividends paid on Class A common shares	(89,177)	(172,755)
Distributions paid to unitholders	(2,819,504)	(2,210,878)
Increase in unearned rebates	2,669,083	6,098,421
Repayment of unearned rebates	(247,368)	(64,531)
Increase in financing costs	-	(4,938)
Collection of rebates receivable	811,809	708,905
	<b>1,130,691</b>	<b>12,924,280</b>
<b>Cash flows used in investing activities</b>		
Proceeds on sale of equipment	56,212	48,443
Equipment purchases and facility improvements	(1,429,289)	(546,199)
Acquisition and development of businesses	(9,188,157)	(20,343,138)
Software purchases and licensing	(195,059)	(56,306)
	<b>(10,756,293)</b>	<b>(20,897,200)</b>
Foreign exchange	(194,698)	(520,502)
Net decrease in cash position	(2,897,883)	(3,190,058)
Cash, beginning of period	18,443,269	9,593,773
Cash, end of period	\$ 15,545,386	\$ 6,403,715
Income taxes paid	\$ 1,367,751	\$ 280,681
Interest paid	\$ 1,411,265	\$ 900,490

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

**BOYD GROUP INCOME FUND****INTERIM CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS (LOSS) (Unaudited)***Three Months Ended June 30,**(Canadian dollars)*

	<b>2012</b>	2011
Sales	\$ 102,939,708	\$ 77,567,348
Cost of sales	56,520,631	42,905,069
Gross margin	46,419,077	34,662,279
Operating expenses	39,660,737	29,757,768
Foreign exchange (gains) losses	(21,198)	37,594
Acquisition and transaction costs	310,141	1,290,508
Depreciation	1,887,226	1,199,294
Amortization of intangible assets	1,036,571	406,269
Fair value adjustment to exchangeable shares	680,262	3,042,846
Fair value adjustment to unit options	567,196	715,416
Non-controlling interest put option adjustment	97,670	-
Finance costs	639,581	444,972
	<b>44,858,186</b>	36,894,667
Earnings (loss) before income taxes	<b>1,560,891</b>	(2,232,388)
Income tax expense		
Current	211,827	83,301
Deferred	225,403	71,191
	<b>437,230</b>	154,492
Net earnings (loss)	<b>\$ 1,123,661</b>	\$ (2,386,880)
<i>The accompanying notes are an integral part of these interim condensed consolidated financial statements</i>		
<b>Basic earnings (loss) per unit (Note 10)</b>	<b>\$ 0.090</b>	\$ (0.221)
<b>Diluted earnings (loss) per unit (Note 10)</b>	<b>\$ 0.090</b>	\$ (0.221)
<b>Weighted average number of units outstanding</b>	<b>12,534,225</b>	10,791,026

**INTERIM CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE EARNINGS (Unaudited)***Three Months Ended June 30,*

	<b>2012</b>	2011
Net earnings (loss)	\$ 1,123,661	\$ (2,386,880)
<b>Other comprehensive earnings (loss)</b>		
Change in unrealized earnings (loss) on translating financial statements of foreign operations	1,010,404	(273,230)
<b>Other comprehensive earnings (loss)</b>	<b>1,010,404</b>	(273,230)
<b>Comprehensive earnings (loss)</b>	<b>\$ 2,134,065</b>	\$ (2,660,110)

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

**BOYD GROUP INCOME FUND**  
**INTERIM CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**  
*Three Months Ended June 30,*  
*(Canadian dollars)*

	2012	2011
<b>Cash flows from operating activities</b>		
Net earnings (loss)	\$ 1,123,661	\$ (2,386,880)
Items not affecting cash		
Non-controlling interest put option adjustment	97,670	-
Deferred income taxes	225,403	71,191
Amortization of intangible assets	1,036,571	406,269
Depreciation	1,887,226	1,199,294
Amortization of unearned rebates	(741,806)	(487,883)
(Gain) loss on disposal of equipment	(11,718)	2,726
Adjustment in liability for exchangeable class A shares	680,262	3,042,846
Interest accrued on class A exchangeable shares	44,240	87,831
Unit option compensation expense	567,196	715,416
Unrealized foreign exchange loss (gain) on internal loans	98,500	(5,200)
Unrealized (gain) loss on derivative contracts	(87,500)	9,160
Realized foreign exchange loss on internal loan	95,500	569,700
Realized loss on derivative contracts	(115,500)	(572,860)
Payment of accrued settlement obligation	(277,887)	-
	<b>4,621,818</b>	<b>2,651,610</b>
Changes in non-cash working capital items	<b>(724,420)</b>	<b>(626,704)</b>
	<b>3,897,398</b>	<b>2,024,906</b>
<b>Cash flows provided by financing activities</b>		
Increase in obligations under long-term debt	-	6,529,908
Repayment of long-term debt	(758,343)	(533,735)
Increase in bank indebtedness	3,024,114	1,984,896
Repayment of obligations under finance leases	(608,627)	(518,023)
Proceeds on sale-leaseback agreement	280,340	659,571
Dividends paid on Class A common shares	(44,414)	(88,257)
Distributions paid to unitholders	(1,409,927)	(1,132,627)
Increase in unearned rebates	517,816	5,969,217
Repayment of unearned rebates	(247,368)	(64,531)
Collection of rebates receivable	289,477	350,900
	<b>1,043,068</b>	<b>13,157,319</b>
<b>Cash flows used in investing activities</b>		
Proceeds on sale of equipment	43,407	21,773
Equipment purchases and facility improvements	(763,774)	(273,216)
Acquisition and development of businesses	(3,183,333)	(19,692,192)
Software purchases and licensing	(16,224)	(25,862)
	<b>(3,919,924)</b>	<b>(19,969,497)</b>
Foreign exchange	<b>(38,603)</b>	<b>(475,467)</b>
Net increase (decrease) in cash position	<b>981,939</b>	<b>(5,262,739)</b>
Cash, beginning of period	<b>14,563,447</b>	<b>11,666,454</b>
Cash, end of period	<b>\$ 15,545,386</b>	<b>\$ 6,403,715</b>
Income taxes paid	<b>\$ 657,449</b>	<b>\$ 3,297</b>
Interest paid	<b>\$ 682,418</b>	<b>\$ 446,313</b>

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

## **BOYD GROUP INCOME FUND**

### **NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

For the three and six months ended June 30, 2011 and June 30, 2012

*(in Canadian dollars)*

#### **1. GENERAL INFORMATION AND BASIS OF PRESENTATION**

Boyd Group Income Fund (the “Fund”) is an unincorporated, open-ended mutual fund trust established under the laws of the Province of Manitoba on December 16, 2002. It was established for the purposes of acquiring and holding a majority interest in The Boyd Group Inc. (the “Company”). A minority interest in the Company is held by Boyd Group Holdings Inc. (“BGHI”), which is controlled by the Fund. These financial statements reflect the activities of the Fund, the Company and all its subsidiaries including BGHI. The Company’s business consists of the ownership and operation of autobody/autoglass repair facilities acquired either through the acquisition of existing businesses, or through site development resulting in new locations. The units of the Fund are listed on the Toronto Stock Exchange and trade under the symbol “BYD.UN”. The head office and principal address of the Fund are located at 3570 Portage Avenue, Winnipeg, Manitoba, R3K 0Z8.

These interim condensed consolidated financial statements for the three and six months ended June 30, 2012 have been prepared in accordance with IAS 34, ‘Interim financial reporting’. The interim condensed consolidated financial statements should be read in conjunction with the annual financial statements for the year ended December 31, 2011, which have been prepared in accordance with IFRSs.

The policies applied in these interim condensed consolidated financial statements are based on IFRS issued and outstanding as of August 9, 2012, the date the Board of Trustees approved the statements. Any subsequent changes to IFRS that are given effect in the Fund’s annual consolidated financial statements for the year ending December 31, 2012 could result in restatement of these interim condensed consolidated financial statements.

#### **2. ACQUISITIONS**

On January 3, 2012, the Company completed a transaction acquiring Master Collision Repair, Inc. (“Master”). Master operates 8 collision repair centers in the Florida market. Funding for the transaction was a combination of cash, third-party financing and a seller take-back note.

The Fund also completed nine other acquisitions during the first six months of 2012 related to its stated objective of growing through individual locations by between six and ten percent per year. On February 17, 2012, the Company acquired the business and assets of Advanced Collision Solutions in Spring Grove, Illinois. On March 19, 2012, the Company acquired the business and assets of Body Craft Collision Center in Marysville, Washington. On March 22, 2012, the Company acquired the business and assets of Leading Edge Collision & Custom Painting in Orlando, Florida. On April 27, 2012, the Company acquired the business and assets of Colonial Auto Body located in Orlando, Florida. On May 4, 2012, the Company acquired the business and assets of K & J Collision and Service Center located in Orlando, Florida. On May 25, 2012, the Company acquired the business and assets of Auto Collision, Inc. located in Jessup, Maryland. On June 15, 2012, the Company acquired the business and assets of Carson Automotive Recycling, LLC located in Alpharetta, Georgia. On June 26, 2012, the Company acquired the business and assets of Burlington Collision located in Burlington, Washington. On June 26, 2012, the Company acquired the business and assets of Auto Glass Authority, an auto glass replacement business serving the Las Vegas, Nevada market area.

**BOYD GROUP INCOME FUND****NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

For the three and six months ended June 30, 2011 and June 30, 2012

*(in Canadian dollars)*

The Fund has accounted for the acquisitions using the purchase method as follows:

Identifiable net assets acquired at fair value:	<b>2012</b>		
	Master	Other Acquisitions	Total
Current assets	\$ 869,141	\$ 21,980	<b>\$ 891,121</b>
Property, plant and equipment	1,839,039	2,748,132	<b>4,587,171</b>
Identified intangible assets			
Customer relationships	3,769,500	152,865	<b>3,922,365</b>
Brand name	135,702	40,764	<b>176,466</b>
Non-compete agreements	150,780	20,382	<b>171,162</b>
Deferred tax asset	1,100,559	-	<b>1,100,559</b>
Liabilities assumed	(1,653,616)	-	<b>(1,653,616)</b>
Identifiable net assets acquired	6,211,105	2,984,123	<b>9,195,228</b>
Goodwill	5,112,173	152,607	<b>5,264,780</b>
<b>Total purchase consideration</b>	<b>\$ 11,323,278</b>	<b>\$ 3,136,730</b>	<b>\$ 14,460,008</b>
Consideration provided			
Cash	\$ 4,286,878	\$ 2,383,155	<b>\$ 6,670,033</b>
Seller notes	7,036,400	753,575	<b>7,789,975</b>
<b>Total consideration provided</b>	<b>\$ 11,323,278</b>	<b>\$ 3,136,730</b>	<b>\$ 14,460,008</b>

The preliminary purchase price for acquisitions as disclosed above may be revised as additional information becomes available. Further adjustments may be recorded in future periods as purchase price adjustments are finalized.

Acquisition-related costs of \$492,890 (2011 - \$1,460,960) have been charged as an expense in the consolidated statement of earnings for the six months ended June 30, 2012.

U.S. acquisition transactions are initially recognized and shown as above in Canadian dollars at the rates of exchange in effect on the transaction dates. Subsequently, the assets and liabilities are translated at the rate in effect at the balance sheet date.

The results of operations reflect the revenues and expenses of acquired operations from the date of acquisition. The revenue included in the consolidated statement of earnings since January 3, 2012 contributed by Master was \$10,300,367. Master also contributed net earnings of \$393,430 over the same period.

A significant part of the goodwill for Master can be attributed to the assembled workforce and the operating know-how of key personnel. However, no intangible asset qualified for separate recognition in this respect. Goodwill was also recorded on the auto glass business purchased in Las Vegas, Nevada related to the assembled workforce of that business.

Goodwill recognized during the year on the Master transaction is deductible for tax purposes.

Subsequent to the end of the quarter on July 3, 2012, the Company acquired the assets of Pearl Auto Body, a multi-location collision repair company operating six locations in the Colorado market. The transaction was completed for total consideration of approximately \$4.4 million U.S., subject to normal post-closing working capital adjustments, a portion provided by cash and the balance provided by an eight-year 5% seller note in the amount of \$2.7 million U.S. Information pertaining to the opening positions of assets acquired have not been provided as the initial accounting for the business combination is not yet complete.

**BOYD GROUP INCOME FUND****NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

For the three and six months ended June 30, 2011 and June 30, 2012

*(in Canadian dollars)***3. INTANGIBLE ASSETS**

Intangible assets are recognized only when it is probable that the expected future economic benefits attributable to the assets will accrue to the Fund and the cost can be reliably measured. Intangible assets were acquired as part of the acquisition of Master and were recorded at fair value on the acquisition date. Customer relationships in the amount of \$3,769,500 were acquired and will be amortized on a straight-line basis over the expected period of benefit of 20 years. Non-compete agreements signed were recorded at \$150,780 and will be amortized on a straight-line basis over a five year period. The Master brand name was recorded at \$135,702. The Company is expected to discontinue this brand name and so it is being amortized over a six-month period.

Intangible assets were also acquired as part of the acquisition of Auto Glass Authority of Las Vegas, Nevada and were recorded at fair value on the acquisition date. Customer relationships in the amount of \$152,865 were acquired and will be amortized on a straight-line basis over the expected period of benefit of 10 years. Non-compete agreements signed were recorded at \$20,382 and will be amortized on a straight-line basis over a two year period. The brand name was recorded at \$40,764.

**4. GOODWILL**

Balance at January 1, 2012	\$ 28,051,434
Acquired through business combination	5,372,228
Foreign exchange	3,452
<hr/>	
Balance at June 30, 2012	\$ 33,427,114

**5. DISTRIBUTIONS**

The Fund's Trustees have discretion in declaring distributions. The Fund's distribution policy is to make distributions of its available cash from operations taking into account current and future performance, amounts necessary for principal and interest payments on debt obligations, amounts required for maintenance capital expenditures and amounts allocated to reserves.

Distributions to unitholders were declared and paid as follows:

<u>Record Date</u>	<u>Payment Date</u>	<u>Distribution per Unit</u>	<u>Distribution Amount</u>
January 31, 2012	February 27, 2012	\$ 0.0375	\$ 469,854
February 29, 2012	March 28, 2012	0.0375	469,918
March 31, 2012	April 26, 2012	0.0375	469,939
April 30, 2012	May 29, 2012	0.0375	469,952
May 31, 2012	June 27, 2012	0.0375	470,036
June 30, 2012	July 27, 2012	0.0375	470,112
<hr/>		\$ 0.225	\$ 2,819,811

**BOYD GROUP INCOME FUND****NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

For the three and six months ended June 30, 2011 and June 30, 2012

*(in Canadian dollars)***6. LONG-TERM DEBT**

During 2012, the Fund obtained a new 8.0% seller note in the amount of \$7.0 million U.S. repayable in monthly payments of principal and interest over 15 years. The proceeds were used to finance the Master Collision acquisition completed on January 3, 2012. In addition, as part of the purchase of land and building in Broken Arrow, Oklahoma, the Fund obtained a seller mortgage in the amount of \$650,000 U.S. repayable in monthly payments of principal and interest over 10 years with a fixed interest rate of 5.0% and secured by the related land and building. Seller loans were also obtained related to the acquisitions of Marysville, Washington; Orlando, Florida, Alpharetta, Georgia and Burlington, Washington for combined proceeds of \$695,000 U.S. Repayments of long-term debt in the second quarter amounting to \$758,343 (2011 - \$533,735) and year-to-date amounting to \$1,484,288 (2011 - \$1,078,303) were made in line with previously disclosed repayment terms.

**7. UNEARNED REBATES**

The Company has an agreement with strategic trading partners providing it prepaid rebate funding. During 2012, in connection with the Master acquisition and under a new addendum to its existing supply agreement, the Company received a one-time enhanced prepaid rebate from its trading partners of \$2,016,790. Beginning on February 29, 2012 additional regularly scheduled rebates are collectible in quarterly instalments of \$41,667 U.S. for a period of six years ending on November 30, 2017. The prepaid rebate and the additional quarterly rebates are deferred as unearned rebates and amortized to earnings, as a reduction of cost of sales, over a period of 15 years. The enhanced prepaid rebate will be tested after three years, with any over funding being adjusted against the additional quarterly rebates. Other rebates received during the six months ending June 30, 2012 related to opening single locations and to support rebranding efforts amounted to \$652,293.

**8. SEGMENTED REPORTING**

The Company has one reportable line of business, being automotive collision repair and related services, with all revenues relating to a group of similar services. In this circumstance, IFRS requires the Fund to provide geographical disclosure of segments. For the periods reported, all of the Fund's revenues were derived within Canada or the United States of America. Reportable assets include property, plant and equipment, goodwill and intangible assets which are all located within these two geographic areas.

	<u>Revenues</u>		<u>Reportable Assets</u>	
	<u>June 30,</u> <u>2012</u>	June 30, <u>2011</u>	<u>June 30,</u> <u>2012</u>	December 31, <u>2011</u>
Canada	\$ 36,723,448	\$ 38,250,953	\$ 16,689,955	\$ 16,207,609
United States	173,620,729	120,889,314	86,633,525	72,603,710
<b>Total</b>	<b>\$ 210,344,177</b>	<b>\$ 159,140,267</b>	<b>\$ 103,323,480</b>	<b>\$ 88,811,319</b>

**9. SEASONALITY**

The Fund's financial results for any individual quarter are not necessarily indicative of results to be expected for the full year. Interim period revenues and earnings are typically sensitive to regional and local weather, market conditions, and in particular, to cyclical variations in economic activity.

**BOYD GROUP INCOME FUND****NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**

For the three and six months ended June 30, 2011 and June 30, 2012

*(in Canadian dollars)***10. EARNINGS PER UNIT**

	<b>Three Months Ended June 30,</b>		<b>Six Months Ended June 30,</b>	
	<b><u>2012</u></b>	<b><u>2011</u></b>	<b><u>2012</u></b>	<b><u>2011</u></b>
<b>a) Earnings:</b>				
Net earnings	\$ 1,123,661	\$ (2,386,880)	\$ 3,201,230	\$ (1,499,342)
<b>b) Number of units:</b>				
Average number of units outstanding	12,534,225	10,791,026	12,532,492	10,786,894
Earnings per unit (a) divided by (b)				
Basic	\$ 0.090	\$ (0.221)	\$ 0.255	\$ (0.139)
Diluted	\$ 0.090	\$ (0.221)	\$ 0.255	\$ (0.139)

**11. FINANCIAL INSTRUMENTS****Exchangeable Class A Shares**

The Class A common shares of BGHI are exchangeable into units of the Fund. To facilitate the exchange, BGHI issues one Class B common share to the Fund for each Class A common share that has been retracted. The Fund in turn issues a trust unit to the Class A common shareholder. The exchangeable feature results in the Class A common shares of BGHI being presented as financial liabilities of the Fund. Exchangeable Class A shares are measured at the market price of the units of the Fund as of the statement of financial position date. The market price is based on a ten day trading average for the units at such date. Exchanges are recorded at carrying value. At June 30, 2012 there were 365,732 (December 31, 2011 – 819,279) shares outstanding with a carrying value of \$5,025,158 (December 31, 2011 - \$4,146,751).

Dividends on the exchangeable class A shares are recorded as interest expense and were declared and paid as follows:

<u>Record Date</u>	<u>Payment Date</u>	<u>Dividend per Share</u>	<u>Dividend Amount</u>
January 31, 2012	February 27, 2012	\$ 0.0375	\$ 14,926
February 29, 2012	March 28, 2012	0.0375	14,862
March 31, 2012	April 26, 2012	0.0375	14,842
April 30, 2012	May 29, 2012	0.0375	14,827
May 31, 2012	June 27, 2012	0.0375	14,745
June 30, 2012	July 27, 2012	0.0375	14,668
		\$ 0.225	\$ 88,870

**12. SUBSEQUENT EVENT**

On July 3, 2012, the Company completed the acquisition of Pearl Auto Body, a multi-location collision repair company operating six locations in the Colorado market. The transaction was completed for total consideration of approximately \$4.4 million U.S., subject to normal post-closing working capital adjustments, and was funded by a combination of cash, trading partner financing, and a seller take-back note. No new equity was issued related to the transaction.