

SAVARIA CORPORATION
CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS
AS AT MARCH 31, 2013
(Unaudited and not reviewed by the Corporation's independent auditors)

SAVARIA CORPORATION
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
(in thousands of dollars - Unaudited)

| | Note | March 31, 2013 | December 31, 2012 |
|--|------|-------------------|----------------------|
| Assets | | | |
| Current assets | | | |
| Cash | | \$ 1,901 | \$ 1,993 |
| Trade and other receivables | | 12,380 | 11,592 |
| Current portion of long-term loans | | 326 | 410 |
| Tax credits receivable | | 529 | 487 |
| Inventories | | 13,179 | 12,800 |
| Prepaid expenses | | 923 | 538 |
| Current portion of long-term investments | 4 | 1,471 | 636 |
| Total current assets | | 30,709 | 28,456 |
| Non-current assets | | | |
| Derivative financial instruments | 9 | 72 | - |
| Tax credits receivable | | 249 | 378 |
| Long-term loans | | 115 | 125 |
| Fixed assets | | 11,702 | 11,792 |
| Goodwill | | 4,051 | 4,051 |
| Intangible assets | | 2,023 | 2,138 |
| Long-term investments | 4 | - | 829 |
| Deposit on purchase of fixed assets | | 377 | 125 |
| Deferred tax assets | | 1,603 | 1,486 |
| Total non-current assets | | 20,192 | 20,924 |
| Total assets | | \$ 50,901 | \$ 49,380 |
| Liabilities | | | |
| Current liabilities | | | |
| Trade and other payables | | \$ 7,782 | \$ 7,518 |
| Dividend payable | | 1,857 | - |
| Income taxes payable | | 550 | 234 |
| Deferred revenues | | 2,507 | 2,062 |
| Derivative financial instruments | 9 | 297 | 117 |
| Current portion of long-term debt | | 4,522 | 3,619 |
| Warranty provisions | | 349 | 356 |
| Total current liabilities | | 17,864 | 13,906 |
| Non-current liabilities | | | |
| Long-term debt | | 13,588 | 15,464 |
| Warranty provisions | | 491 | 463 |
| Derivative financial instruments | 9 | 433 | 174 |
| Deferred tax liabilities | | 124 | 149 |
| Total non-current liabilities | | 14,636 | 16,250 |
| Total liabilities | | 32,500 | 30,156 |
| Equity | | | |
| Share capital | | 13,468 | 13,313 |
| Contributed surplus | | 2,115 | 2,141 |
| Accumulated other comprehensive income | | (17) | 306 |
| Retained earnings | | 2,835 | 3,464 |
| Total equity | | 18,401 | 19,224 |
| Total liabilities and equity | | \$ 50,901 | \$ 49,380 |

The notes on pages 7 to 15 are an integral part of these unaudited condensed consolidated interim financial statements.

SAVARIA CORPORATION
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
Period of three months ended March 31,
(in thousands of dollars, except per share amounts - Unaudited)

| | Note | 2013 | 2012 |
|--|------|-----------|-----------|
| Revenue | 5 | \$ 17,203 | \$ 15,231 |
| Cost of sales | | (12,269) | (11,000) |
| Gross margin | | 4,934 | 4,231 |
| Operating costs | | | |
| Administrative expenses | | (1,550) | (1,620) |
| Selling expenses | | (1,278) | (1,242) |
| Engineering expenses | | (503) | (470) |
| Research and development expenses | | (175) | (182) |
| | | (3,506) | (3,514) |
| Other income (costs) | 6 | 350 | (11) |
| Operating income | | 1,778 | 706 |
| Finance income | 7 | 128 | 9 |
| Finance costs | 7 | (196) | (205) |
| Net finance costs | | (68) | (196) |
| Income before income tax | | 1,710 | 510 |
| Income tax expense | | (478) | (150) |
| Net income | | 1,232 | 360 |
| Other comprehensive income | | | |
| Change in the fair value of derivative financial instruments designated as cash flow hedges | | (387) | 383 |
| Deferred income tax | | 98 | (97) |
| | | (289) | 286 |
| Gains on foreign exchange contracts transferred to net income in the current period | | (87) | (500) |
| Deferred income tax | | 22 | 126 |
| | | (65) | (374) |
| Net change in fair value of derivative financial instruments designated as cash flow hedges | | (354) | (88) |
| Unrealized net gains (losses) on translation of financial statements of foreign operations | | 31 | (22) |
| Other comprehensive loss, net of income tax | | (323) | (110) |
| Total comprehensive income | | \$ 909 | \$ 250 |
| Earnings per share: | | | |
| Basic | | \$ 0.05 | \$ 0.02 |
| Diluted | | \$ 0.05 | \$ 0.02 |

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SAVARIA CORPORATION
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
Period of three months ended March 31,
(in thousands of dollars - Unaudited)

| | 2012 | | | | | |
|---|---------------|-----------|---------------------|--|-------------------|--------------|
| | Share capital | | Contributed surplus | Accumulated other comprehensive income | Retained earnings | Total equity |
| | Number | Amount | | | | |
| Balance at January 1, 2012 | 22,880,864 | \$ 13,260 | \$ 2,114 | \$ 665 | \$ 4,106 | \$ 20,145 |
| <u>Total comprehensive income</u> | | | | | | |
| Net Income | - | - | - | - | 360 | 360 |
| Other comprehensive income : | | | | | | |
| Change in the fair value of derivative financial instruments designated as cash flow hedges, net of tax | - | - | - | 286 | - | 286 |
| Gains on foreign exchange contracts transferred to net income in the current period, net of tax | - | - | - | (374) | - | (374) |
| Unrealized net gains on translation of financial statements of foreign operations | - | - | - | (22) | - | (22) |
| Other comprehensive loss | - | - | - | (110) | - | (110) |
| Total comprehensive income | - | \$ - | \$ - | \$ (110) | \$ 360 | \$ 250 |
| <u>Transactions with owners, recorded directly in equity</u> | | | | | | |
| Cancelled shares following issuer bid | (4,000) | (2) | - | - | (3) | (5) |
| Compensation expense on options granted | - | - | 12 | - | - | 12 |
| Share options exercised | 57,500 | 48 | (9) | - | - | 39 |
| Dividend on common shares | - | - | - | - | (2,175) | (2,175) |
| Total transactions with owners | 53,500 | 46 | 3 | - | (2,178) | (2,129) |
| Balance at March 31, 2012 | 22,934,364 | \$ 13,306 | \$ 2,117 | \$ 555 | \$ 2,288 | \$ 18,266 |

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SAVARIA CORPORATION
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
Period of three months ended March 31,
(in thousands of dollars - Unaudited)

| | 2013 | | | | | |
|---|-------------------|------------------|---------------------|--|-------------------|------------------|
| | Share capital | | Contributed surplus | Accumulated other comprehensive income | Retained earnings | Total equity |
| | Number | Amount | | | | |
| Balance at January 1, 2013 | 22,909,564 | \$ 13,313 | \$ 2,141 | \$ 306 | \$ 3,464 | \$ 19,224 |
| <u>Total comprehensive income</u> | | | | | | |
| Net income | - | - | - | - | 1,232 | 1,232 |
| Other comprehensive income : | | | | | | |
| Change in the fair value of derivative financial instruments designated as cash flow hedges, net of tax | - | - | - | (289) | - | (289) |
| Gains on foreign exchange contracts transferred to net income in the current period, net of tax | - | - | - | (65) | - | (65) |
| Unrealized net losses on translation of financial statements of foreign operations | - | - | - | 31 | - | 31 |
| Other comprehensive loss | - | - | - | (323) | - | (323) |
| Total comprehensive income | - | \$ - | \$ - | \$ (323) | \$ 1,232 | \$ 909 |
| <u>Transactions with owners, recorded directly in equity</u> | | | | | | |
| Cancelled shares following issuer bid | (4,200) | (2) | - | - | (4) | (6) |
| Compensation expense on options granted | - | - | 9 | - | - | 9 |
| Share options exercised | 107,500 | 157 | (35) | - | - | 122 |
| Dividend on common shares | - | - | - | - | (1,857) | (1,857) |
| Total transactions with owners | 103,300 | 155 | (26) | - | (1,861) | (1,732) |
| Balance at March 31, 2013 | 23,012,864 | \$ 13,468 | \$ 2,115 | \$ (17) | \$ 2,835 | \$ 18,401 |

The notes on pages 7 to 15 are an integral part of these unaudited condensed consolidated interim financial statements.

SAVARIA CORPORATION
CONSOLIDATED STATEMENT OF CASH FLOWS
Period of three months ended March 31,
(in thousands of dollars - Unaudited)

| | Note | 2013 | 2012 |
|---|------|-----------------|-----------------|
| Cash flows from operating activities | | | |
| Net income | | \$ 1,232 | \$ 360 |
| Adjustments for: | | | |
| Depreciation of fixed assets | | 173 | 177 |
| Amortization of intangible assets | | 201 | 192 |
| Change in the fair value of restructured notes and put option | | (30) | 25 |
| Income tax expense | | 478 | 150 |
| Capitalized finance costs on long-term debt | | 13 | 37 |
| Compensation expense on share options granted | | 9 | 12 |
| Gains on foreign exchange contracts cashed in advance and transferred to net income | | (107) | (433) |
| Loss on the sale of fixed assets | | - | 11 |
| Unrealized foreign exchange loss (gain) on non-current monetary items | | 75 | (44) |
| Interest cost | | 183 | 112 |
| | | 2,227 | 599 |
| Net changes in non-cash operating items | 8 | (874) | 232 |
| Proceeds from long-term loans | | 83 | 84 |
| Income tax paid | | (22) | (162) |
| Net cash from operating activities | | 1,414 | 753 |
| Cash flows from (used in) investing activities | | | |
| Receipts of long-term investments | | 24 | 8 |
| Change in restricted cash | | - | 100 |
| Proceeds from sales of fixed assets | | 14 | 22 |
| Deposit on purchase of fixed assets | | (252) | - |
| Additions to fixed assets | | (79) | (12) |
| Increase in intangible assets | | (92) | - |
| Net cash from (used in) investing activities | | (385) | 118 |
| Cash flows used in financing activities | | | |
| Change in bank loans | | - | 450 |
| Repayment of borrowings | | (1,054) | (1,323) |
| Interest paid | | (183) | (111) |
| Transaction costs related to a long-term debt | | - | (3) |
| Repurchase of common shares | | (6) | (5) |
| Proceeds from exercise of share options | | 122 | 39 |
| Net cash used in financing activities | | (1,121) | (953) |
| Net change in cash | | (92) | (82) |
| Cash at January 1 | | 1,993 | 3,931 |
| Cash at March 31 | | \$ 1,901 | \$ 3,849 |

The notes on pages 7 to 15 are an integral part of these unaudited condensed consolidated interim financial statements.

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

1 . Reporting entity

Savaria Corporation is a company domiciled in Canada. The address of its registered office is 2724 Etienne-Lenoir, Laval, Quebec. The condensed consolidated interim financial statements of the Corporation as at and for the periods ended March 31, 2013 and 2012 comprise the accounts of Savaria Corporation and its wholly owned subsidiaries (together referred to as the "Corporation"). The activities of the Corporation consist of designing, manufacturing, installing and distributing elevators, platform lifts and stairlifts for people with mobility challenges as well as converting and adapting mini-vans also for persons with mobility challenges.

The consolidated financial statements of the Corporation as at and for the year ended December 31, 2012 are available upon request from the Corporation's registered office or at www.savaria.com.

2 . Basis of presentation

Statement of compliance

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") applicable to the preparation of interim financial statements, including IAS 34.

These condensed consolidated interim financial statements do not include all of the information required for full annual financial statements and should be read in conjunction with the annual financial statements of the Corporation and the notes thereto. These condensed consolidated interim financial statements have not been the subject of a review or an audit by the Corporation's auditors; they were approved by the Board of Directors on May 14, 2013.

3 . Significant accounting policies

The condensed consolidated interim financial statements have been prepared following the same accounting policies used in the annual consolidated financial statements for the years ended December 31, 2012 and 2011, except for the adoption of new accounting standards as outlined below.

The accounting policies have been applied consistently by the Corporation's entities and to all periods presented in these condensed consolidated interim financial statements, unless otherwise indicated.

New accounting standards

The following new standards, and amendments to standards and interpretations have been applied in preparing the condensed consolidated interim financial statements as at March 31, 2013. The adoption of these new standards has not had a material impact on the financial statements.

IFRS 10 - Consolidated Financial Statements

IFRS 10 replaces the guidance in IAS 27 *Consolidated and Separate Financial Statements* and SIC-12 *Consolidation – Special Purpose Entities ("SPE")*. IAS 27 (2008) survives as IAS 27 (2011) *Separate Financial Statements*, only to carry forward the existing accounting requirements for separate financial statements.

IFRS 10 provides a single model to be applied in the control analysis for all investees, including entities that currently are SPEs in the scope of SIC-12. In addition, the consolidation procedures are carried forward substantially unmodified from IAS 27 (2008).

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

*(Tabular amounts are expressed in thousands of dollars - Unaudited)***3 . Significant accounting policies (continued)****IFRS 13 - Fair Value Measurement**

IFRS 13 replaces the fair value measurement guidance contained in individual IFRS with a single source of fair value measurement guidance. It defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, i.e. an exit price. The standard also establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements to provide information that enables financial statement users to assess the methods and inputs used to develop fair value measurements and, for recurring fair value measurements that use significant unobservable inputs (Level 3), the effect of the measurements on net income or other comprehensive income.

IFRS 13 explains 'how' to measure fair value when it is required or permitted by other IFRSs. IFRS 13 does not introduce new requirements to measure assets or liabilities at fair value, nor does it eliminate the practicability exceptions to fair value measurements that currently exist in certain standards.

Amendments to IAS 1 - Presentation of Financial Statements

The amendments require that an entity present separately the items of OCI that may be reclassified to profit or loss in the future from those that would never be reclassified to profit or loss. Consequently, an entity that presents items of OCI before related tax effects will also have to allocate the aggregated tax amount between these categories.

The existing option to present the profit or loss and other comprehensive income in two statements has remained unchanged.

Amendments to IAS 19 - Employee Benefits

The amendments have an impact on termination benefits, which would now be recognized at the earlier of when the entity recognizes costs for a restructuring within the scope of IAS 37 *Provisions, Contingent Liabilities and Contingent Assets* and when the entity can no longer withdraw the offer of the termination benefits.

4 . Long-term investments

| | March 31, 2013 | December 31, 2012 |
|---|-------------------|----------------------|
| Restructured notes (face value of \$1,757,000, \$1,744,000 as at December 31, 2012) | \$ 1,407 | \$ 1,401 |
| Put option | 64 | 64 |
| | 1,471 | 1,465 |
| Current portion | \$ 1,471 | \$ 636 |
| Non-current portion | - | 829 |
| | \$ 1,471 | \$ 1,465 |

Restructured Notes

The Corporation holds investments with a face value of \$1,757,000 (US\$1,729,000) that are invested in restructured notes following the replacement of Asset-Backed Commercial Paper. These investments were valued at their fair value at period end.

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

4 . Long-term investments (continued)

Valuation

The fair value estimate of the restructured notes has been calculated based on information provided by BlackRock Canada Ltd., the asset administrator, and other publicly available information.

Using this information, the Corporation was able to determine the key characteristics of each class of restructured notes received: face value, credit rating, interest rate, projected interest payments and maturity date. The Corporation then estimated the return that a prospective investor would require for each class of notes ("Required Yield") in order to calculate the net present value of the future cash flows for each class using the Required Yield as the discount factor.

During the first quarter, the fair value of the restructured notes was affected by several factors including a reduction in risks associated with assets underlying the notes, an increase in value of the US dollar in relation to the Canadian dollar and the simple passage of time. As a result of its analysis, the Corporation estimates the fair value of these notes to be \$1,407,000 (US\$1,384,000) as at March 31, 2013. The Corporation recorded a \$30,000 gain (2012-\$24,000 loss) during the first quarter. Following this change in value, there remains a balance of the reserve for impairment of \$350,000 (December 31, 2012-\$343,000) (US\$345,000, December 31, 2012-US\$345,000).

It is to be pointed out that these notes are subject to uncertainty as to their eventual cash value. Although management believes that its valuation technique is appropriate under the circumstances, changes in significant assumptions could materially affect the value of the restructured notes in upcoming periods. The resolution of these uncertainties could result in the ultimate value of these investments varying significantly from management's current best estimates.

During the three-month period, the Corporation received a total of \$24,000 (2012-\$7,000) (US\$24,000, 2012-US\$7,000) in repayment of certain restructured notes. The amounts received were used as a partial reimbursement on loans secured by the restructured notes. As at March 31, 2013, the face value and estimated fair value of the remaining restructured notes are broken down as follows:

| Restructuring categories | in thousands of US dollars | | Expected maturity date |
|---------------------------------|----------------------------|----------------------|------------------------|
| | Face value | Estimated fair value | |
| MAV 2 Notes | | | |
| A1 (rated A) | \$ 835 | \$ 818 | July 15, 2056 |
| C | 26 | 15 | July 15, 2056 |
| Ineligible asset tracking notes | | | |
| MAV 2 - Class 13 | 132 | 86 | March 20, 2014 |
| MAV 3 - Class 25 | 736 | 465 | December 25, 2036 |
| Total investments | \$ 1,729 | \$ 1,384 | |

In 2009, the Corporation signed two long-term financing agreements with its financial institution to ensure the sufficient availability of liquidity to meet its financial obligations while awaiting the disposal of the restructured notes. These agreements matured in March 2013 and March 2014 but were not renewed since the investments were disposed of in April 2013 (see note 13).

The Corporation holds an option to assign to the bank the ownership of its ineligible asset-tracking notes as well as any proceeds therefrom as payment of 75% of the principal on the related debt. As at March 31, 2013, the Corporation estimated the fair value of this option at \$64,000 (US\$63,000) (\$179,000 as at March 31, 2012; US\$179,000). The estimated fair value is based on the balance of the portion of the loan related to this option minus the fair value of the applicable restructured notes.

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

4 . Long-term investments (continued)

The Corporation also holds an option to assign to the bank the ownership of its MAV 2 notes as well as any proceeds therefrom as payment of 45% of the principal on the related debt. As at March 31, 2013, the Corporation estimated the fair value of this option to be nil. The estimated fair value is based on the balance of the portion of the loan related to the option minus the fair value of the applicable restructured notes.

Both options were assigned to the bank in April 2013 as part of the disposal of the long-term investments (see note 13).

5 . Revenue

| | Periods of three months ended March 31 | |
|-----------------------|---|------------------|
| | 2013 | 2012 |
| Sale of goods | \$ 15,816 | \$ 14,016 |
| Rendering of services | 1,387 | 1,214 |
| | \$ 17,203 | \$ 15,231 |

6 . Other income (costs)

| | Periods of three months ended March 31 | |
|--|---|----------------|
| | 2013 | 2012 |
| Gain following the appeal of an assessment related to sales tax ⁽¹⁾ | \$ 350 | \$ - |
| Others | - | (11) |
| | \$ 350 | \$ (11) |

⁽¹⁾ The assessment in question covered a period prior to the acquisition of a company in 2005.

7 . Finance income and finance costs

| | Periods of three months ended March 31 | |
|---|---|---------------|
| | 2013 | 2012 |
| Interest income | \$ 2 | \$ 9 |
| Net gain on foreign currency exchange | 96 | - |
| Change in the fair value of restructured notes and put option | 30 | - |
| Finance income | \$ 128 | \$ 9 |
| Interest on long-term debt | \$ 174 | \$ 124 |
| Interest expense and bank charges | 22 | 25 |
| Net loss on foreign currency exchange | - | 31 |
| Change in the fair value of restructured notes and put option | - | 25 |
| Finance costs | \$ 196 | \$ 205 |

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

8 . Net changes in non-cash operating items

| | Periods of three months ended March 31 | |
|-----------------------------|---|---------------|
| | 2013 | 2012 |
| Trade and other receivables | \$ (788) | \$ (252) |
| Tax credits receivable | (52) | 45 |
| Inventories | (379) | 1,025 |
| Prepaid expenses | (385) | (862) |
| Trade and other payables | 264 | 116 |
| Deferred revenues | 445 | 170 |
| Warranty provision | 21 | (10) |
| | \$ (874) | \$ 232 |

9 . Financial instruments

Fair values versus carrying amounts

The fair values of financial assets and liabilities, together with the carrying amounts shown in the statement of financial position, are as follows:

| | March 31, 2013 | |
|--|------------------|------------------|
| | Carrying amount | Fair value |
| Assets carried at fair value | | |
| Foreign exchange forward contracts | \$ 72 | \$ 72 |
| Long-term investments in restructured notes | 1,407 | 1,407 |
| Put option | 64 | 64 |
| | \$ 1,543 | \$ 1,543 |
| Assets carried at amortized cost | | |
| Cash | \$ 1,901 | \$ 1,901 |
| Trade and other receivables | 11,635 | 11,635 |
| Long-term loans | 441 | 417 |
| | \$ 13,977 | \$ 13,953 |
| Liabilities carried at fair value | | |
| Foreign exchange forward contracts | \$ 427 | \$ 427 |
| Interest rate swap agreements | 303 | 303 |
| | \$ 730 | \$ 730 |
| Liabilities carried at amortized cost | | |
| Trade and other payables | \$ 7,782 | \$ 7,782 |
| Long-term debt | 18,110 | 18,105 |
| | \$ 25,892 | \$ 25,887 |

The basis for determining fair value is disclosed in note 10.

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

9 . Financial instruments (continued)

Fair values hierarchy

The table below analyzes financial instruments carried at fair value, by valuation method.

| | Level 1 | Level 2 | Level 3 | Total |
|---|---------|----------|----------|----------|
| Foreign exchange forward contracts | \$ - | \$ (355) | \$ - | \$ (355) |
| Long-term investments in restructured notes | - | - | 1,407 | 1,407 |
| Put option | - | - | 64 | 64 |
| Interest rate swap agreements | - | (303) | - | (303) |
| | \$ - | \$ (658) | \$ 1,471 | \$ 813 |

During the quarter ended on March 31, 2013, the reconciliation of items evaluated using unobservable inputs (Level 3) is as follows :

| | Long-term investments in restructured notes | Put option |
|---|---|------------|
| Balance at January 1, 2013 | \$ 1,401 | \$ 64 |
| Change in foreign currency exchange rates | 29 | - |
| Capitalized interest on long-term debt | 1 | - |
| Total gains recognized as "Finance income" | 30 | - |
| Repayment of capital following the disposal of restructured notes | (24) | - |
| Balance at March 31, 2013 | \$ 1,407 | \$ 64 |

The table below indicates the presentation of the derivative financial instruments in the statement of financial position.

| | March 31, 2013 | December 31, 2012 |
|--------------------------------|----------------|-------------------|
| Current assets | | |
| Foreign exchange derivatives | \$ 72 | \$ - |
| Non-current assets | | |
| Foreign exchange derivatives | \$ 177 | \$ - |
| Interest rate derivatives | 120 | 117 |
| | \$ 297 | \$ 117 |
| Non-current liabilities | | |
| Foreign exchange derivatives | \$ 250 | \$ - |
| Interest rate derivatives | 183 | 174 |
| | \$ 433 | \$ 174 |

10 . Determination of fair values

A number of the Corporation's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods. When applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

10 . Determination of fair values (continued)

A) Fixed assets

The fair value of fixed assets recognized as a result of a business combination is based on market values. The fair value of items of equipment, office furniture, rolling stock, computer hardware and leasehold improvements is based on the market approach and cost approaches using quoted market prices for similar items when available and replacement cost when appropriate.

B) Intangible assets

The fair value of trademarks acquired in a business combination is based on the discounted estimated royalty payments that have been avoided as a result of the trademark being owned. The fair value of customer relationships acquired in a business combination is determined using the multi-period excess earnings method, whereby the subject asset is valued after deducting a fair return on all other assets that are part of creating the related cash flows.

The fair value of other intangible assets is based on the discounted cash flows expected to be derived from the use and eventual sale of the assets.

C) Inventories

The fair value of inventories acquired in a business combination is determined based on the estimated selling price in the common course of business less the estimated costs of completion and sale, and a reasonable profit margin based on the effort required to complete and sell the inventories.

D) Trade and other receivables

The fair value of trade and other receivables is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. This fair value is determined for disclosure purposes.

E) Derivatives

The fair value of forward exchange contracts is estimated by discounting the difference between the contractual forward price and the current forward price for the residual maturity of the contract using a risk-free interest rate (based on government bonds). The fair value of interest rate swap arrangements is estimated by discounting the difference between the contractual interest rate and market rates over the value of the loans.

Fair values reflect the credit risk of the instrument and include adjustments to take account of the credit risk of the Corporation entity and counterparty when appropriate.

F) Non-derivatives financial liabilities

Fair value, which is determined for disclosure purposes, is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

G) Share-based payment transactions

The fair value of the share purchase options is measured using the Black-Scholes formula. Measurement inputs include share price on measurement date, exercise price of the instrument, expected volatility (based on weighted average historic volatility adjusted for changes expected due to publicly available information), weighted average expected life of the instruments (based on historical experience and general option holder behaviour), expected dividends and the risk-free interest rate (based on government bonds).

SAVARIA CORPORATION

NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

(Tabular amounts are expressed in thousands of dollars - Unaudited)

11 . Operating segments

Information about the operating segments

The Corporation's business structure is divided into two operating segments, the first consists of designing, manufacturing, installing and distributing residential and commercial accessibility equipment for people with mobility challenges (Accessibility), and the second consists of converting and adapting mini-vans for persons with mobility challenges (Adapted Vehicles).

| | Periods of three months ended March 31 | | | | | |
|--|---|------------------|-----------|---------------|------------------|-----------|
| | 2013 | | | 2012 | | |
| | Accessibility | Adapted Vehicles | Total | Accessibility | Adapted Vehicles | Total |
| External revenues | \$ 13,831 | \$ 3,372 | \$ 17,203 | \$ 11,944 | \$ 3,287 | \$ 15,231 |
| Income before income tax and unallocated amounts | \$ 1,731 | \$ 549 | \$ 2,280 | \$ 1,030 | \$ 166 | \$ 1,196 |

| | March 31, 2013 | | | March 31, 2012 | | |
|-----------------------|------------------|------------------|----------|----------------|------------------|-----------|
| | Accessibility | Adapted Vehicles | Total | Accessibility | Adapted Vehicles | Total |
| | Segment's assets | \$ 30,248 | \$ 8,177 | \$ 38,425 | \$ 30,978 | \$ 7,706 |
| Segment's liabilities | \$ 7,887 | \$ 2,016 | \$ 9,903 | \$ 8,626 | \$ 1,705 | \$ 10,331 |

Reconciliations of operating segments and the consolidated balances

| | Periods of three months ended March 31 | |
|---|---|----------|
| | 2013 | 2012 |
| Income before income tax | | |
| Total income of segments, before income tax and unallocated amounts | \$ 2,280 | \$ 1,196 |
| Unallocated amounts: | | |
| Depreciation and amortization | (374) | (369) |
| Net finance costs | (182) | (113) |
| Other corporate revenue and expenses ⁽¹⁾ | (14) | (204) |
| Income before income tax | \$ 1,710 | \$ 510 |

| | March 31, | |
|------------------------------------|-----------|-----------|
| | 2013 | 2012 |
| Assets | | |
| Total assets of segments | \$ 38,425 | \$ 38,684 |
| Unallocated amounts ⁽²⁾ | 12,476 | 3,324 |
| Total consolidated assets | \$ 50,901 | \$ 42,008 |
| Liabilities | | |
| Total liabilities of segments | \$ 9,903 | \$ 10,331 |
| Unallocated amounts ⁽³⁾ | 22,597 | 13,411 |
| Total consolidated liabilities | \$ 32,500 | \$ 23,742 |

⁽¹⁾ Intercompany rental revenue, salaries, professional fees and other corporate expenses not included in the segments' income.

⁽²⁾ Corporate assets, including a building with a net value of \$10,080,000, not included in the assets of the segments.

⁽³⁾ Corporate liabilities, including long-term debt in the amount of \$17,865,000, not included in the liabilities of the segments.

SAVARIA CORPORATION**NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS**

(Tabular amounts are expressed in thousands of dollars - Unaudited)

12 . Commitments

During the first quarter, the Corporation concluded a lease agreement for the rental of new premises in Huizhou, China starting on May 1, 2013. The six-year lease provides for an annual cost of 757,000 RMB (\$124,000) for the first three years and of 799,000 RMB (\$130,000) for the last three years, for a total amount of 4,668,000 RMB (\$762,000).

13 . Subsequent events

On April 24, 2013, the Corporation signed an agreement with its financial institution under which it disposed of its investments in restructured notes. As part of this disposal, these notes plus a payment by the Corporation in the amount of \$269,000 were used to settle two loans with the same financial institution with a carrying value of \$1,809,000; it results in a net gain of \$65,000, before income tax, that will be recognized in the second quarter of 2013.