

**SAVARIA CORPORATION**  
**CONSOLIDATED INTERIM FINANCIAL STATEMENTS**  
**AS AT SEPTEMBER 30, 2008**  
**(Unaudited)**

**SAVARIA CORPORATION**

CONSOLIDATED STATEMENTS OF EARNINGS AND COMPREHENSIVE INCOME (Unaudited)

	Periods of		Periods of	
	Three months ended September 30	2007	Nine months ended September 30	2007
	2008		2008	2007
<b>SALES</b>	<b>\$ 14,680,559</b>	\$ 14,527,317	<b>\$ 40,556,977</b>	\$ 43,513,966
<b>OPERATING EXPENSES</b>				
Cost of goods sold	11,073,396	10,916,748	31,772,886	32,841,162
Selling and administrative expenses	2,629,577	2,775,416	8,018,103	7,914,922
Amortization of fixed assets	72,837	130,662	276,211	389,751
Amortization of deferred development costs	70,407	32,609	210,727	178,042
Amortization of intangible assets	37,913	106,658	113,723	203,417
Write off of assets	-	-	-	10,004
	<b>13,884,130</b>	13,962,093	<b>40,391,650</b>	41,537,298
<b>OPERATING EARNINGS</b>	<b>796,429</b>	565,224	<b>165,327</b>	1,976,668
<b>OTHER REVENUES AND EXPENSES (note 4)</b>	<b>320,294</b>	(416,986)	<b>2,263,606</b>	(1,178,724)
<b>EARNINGS BEFORE INCOME TAXES</b>	<b>1,116,723</b>	148,238	<b>2,428,933</b>	797,944
<b>INCOME TAXES</b>	<b>(485,465)</b>	(134,351)	<b>(733,186)</b>	(235,393)
<b>NET EARNINGS</b>	<b>\$ 631,258</b>	\$ 13,887	<b>\$ 1,695,747</b>	\$ 562,551
<b>OTHER COMPREHENSIVE INCOME, NET OF INCOME TAXES</b>				
Unrealized gains (losses) on foreign exchange contracts designated as cash flow hedges	(120,982)	-	(236,016)	285,808
Unrealized (gains) losses on foreign exchange contracts designated as cash flow hedges in prior periods transferred to net income in the current period	27,023	(133,462)	69,915	(62,289)
<b>OTHER COMPREHENSIVE INCOME</b>	<b>(93,959)</b>	(133,462)	<b>(166,101)</b>	223,519
<b>COMPREHENSIVE INCOME</b>	<b>\$ 537,299</b>	\$ (119,575)	<b>\$ 1,529,646</b>	\$ 786,070
<b>Net earnings per common share</b>				
Basic	<b>\$ 0.023</b>	\$ -	<b>\$ 0.062</b>	\$ 0.020
Diluted	<b>\$ 0.023</b>	\$ -	<b>\$ 0.062</b>	\$ 0.020
<b>Average number of common shares outstanding (note 8C)</b>				
Issued	27,282,414	28,437,714	27,348,725	28,606,397
Diluted	27,297,878	28,437,714	27,413,629	28,628,830

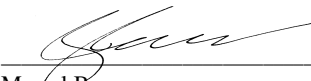
**SAVARIA CORPORATION****CONSOLIDATED STATEMENTS OF RETAINED EARNINGS (Unaudited)****PERIOD OF NINE MONTHS ENDED SEPTEMBER 30**


	<b>2008</b>	2007
<b>BALANCE - beginning of period</b>	<b>\$ 5,123,653</b>	\$ 8,793,905
<b>NET EARNINGS</b>	<b>1,695,747</b>	562,551
	<b>6,819,400</b>	9,356,456
<b>Excess over book value of repurchased shares</b>	<b>(334,026)</b>	(845,629)
<b>DIVIDENDS on common shares</b>	<b>(1,736,791)</b>	(2,357,404)
<b>BALANCE - end of period</b>	<b>\$ 4,748,583</b>	\$ 6,153,423

**SAVARIA CORPORATION**  
**CONSOLIDATED BALANCE SHEETS**

	As at September 30 (Unaudited)	As at December 31
	2008	2007
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 2,057,349	\$ 4,714,615
Accounts receivable	10,136,345	8,924,070
Inventories	9,612,771	9,682,137
Prepaid expenses	725,552	685,919
Foreign exchange forward contracts	-	14,009
Income taxes receivable	351,481	376,368
Current portion of long-term loans	112,508	102,927
Future income taxes	927,747	912,221
	<b>23,923,753</b>	25,412,266
<b>LAND AND BUILDING HELD FOR SALE</b>	-	2,846,518
<b>FIXED ASSETS</b>	<b>1,662,336</b>	1,796,159
<b>DEFERRED DEVELOPMENT COSTS</b>	<b>749,847</b>	683,491
<b>INTANGIBLE ASSETS</b>	<b>1,121,386</b>	1,222,629
<b>GOODWILL</b>	<b>506,230</b>	506,230
<b>LONG-TERM INVESTMENTS (note 6)</b>	<b>2,742,018</b>	2,719,929
<b>LONG-TERM LOANS</b>	<b>149,857</b>	204,799
<b>FUTURE INCOME TAXES</b>	<b>2,683,541</b>	3,312,659
	<b>\$ 33,538,968</b>	\$ 38,704,680
<b>LIABILITIES</b>		
<b>CURRENT LIABILITIES</b>		
Bank loans	\$ 990,000	\$ 940,000
Short-term debt (note 6)	3,000,000	3,000,000
Current liability related to assets held for sale	-	3,750,000
Accounts payable	5,786,517	6,577,378
Deferred revenues	408,121	243,218
Warranty provision	287,038	267,976
Foreign exchange forward contracts	455,909	-
Current portion of long-term debt	129,443	244,212
	<b>11,057,028</b>	15,022,784
<b>LONG-TERM DEBT</b>	<b>74,103</b>	430,962
<b>WARRANTY PROVISION</b>	<b>548,254</b>	516,605
<b>NET LIABILITY OF A VIE (note 7)</b>	<b>-</b>	111,241
	<b>11,679,385</b>	16,081,592
<b>SHAREHOLDERS' EQUITY</b>		
Capital stock (note 8B)	15,589,918	15,949,915
Contributed surplus	1,677,564	1,539,901
Retained earnings	4,748,583	5,123,653
Accumulated other comprehensive income (note 9)	(156,482)	9,619
	<b>21,859,583</b>	22,623,088
	<b>\$ 33,538,968</b>	\$ 38,704,680

**ON BEHALF OF THE BOARD OF DIRECTORS**

  
\_\_\_\_\_, Director  
Marcel Bourassa

  
\_\_\_\_\_, Director  
Jean-Marie Bourassa C.A.

**SAVARIA CORPORATION**  
CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

	Periods of		Periods of	
	Three months ended September 30		Nine months ended September 30	
	2008	2007	2008	2007
<b>OPERATING ACTIVITIES</b>				
Net earnings	\$ 631,258	\$ 13,887	\$ 1,695,747	\$ 562,551
Adjustments for :				
Amortization of fixed assets	72,837	130,662	276,211	389,751
Amortization of deferred development costs	70,407	32,609	210,727	178,042
Amortization of intangible assets	37,913	106,658	113,723	203,417
Write off of assets	-	-	-	10,004
Write down of investments in ABCP (note 6)	-	-	171,631	-
Future income taxes	436,590	117,046	689,409	108,849
Remuneration expense on options granted	61,495	33,524	137,663	93,602
Non realized gain on foreign exchange contracts cashed-in in advance	228,000	(204,750)	228,000	204,750
Change in warranty provision	10,004	(2,136)	50,711	(30,011)
(Gain) loss on disposal of fixed assets	23,065	2,312	(2,022,401)	6,609
(Gain) loss on foreign currency exchange	(121,888)	24,280	(195,299)	57,787
	1,449,681	254,092	1,356,122	1,785,351
Net changes in non-cash working capital items (note 3)	(805,175)	(575,270)	(1,783,613)	43,679
<b>Cash flows from (used in) operating activities</b>	<b>644,506</b>	<b>(321,178)</b>	<b>(427,491)</b>	<b>1,829,030</b>
<b>INVESTING ACTIVITIES</b>				
Changes in temporary investments	-	-	-	988,586
Settlement of the net liability of a VIE (note 7)	(216,055)	-	(216,055)	-
Changes in long-term investments	-	(2,984,400)	-	(2,984,400)
Proceeds from disposal of fixed assets	-	-	4,895,534	500
Additions to fixed assets	(38,049)	(18,545)	(169,003)	(116,857)
Deferred development costs	(92,397)	62,976	(277,083)	(167,339)
Additions to other assets	1,260	10,586	(12,480)	(113,381)
Proceeds from long-term loans	15,525	22,815	65,193	126,997
<b>Cash flows from (used in) investing activities</b>	<b>(329,716)</b>	<b>(2,906,568)</b>	<b>4,286,106</b>	<b>(2,265,894)</b>
<b>FINANCING ACTIVITIES</b>				
Changes in bank loans	(920,000)	(20,000)	50,000	(270,000)
Repayment of current liability related to assets held for sale	-	-	(3,750,000)	-
Repayment of long-term debt	(32,287)	(106,567)	(485,690)	(537,273)
Contribution from a VIE	-	-	100,623	-
Dividends paid on common shares	-	-	(1,736,791)	(2,357,404)
Shares repurchased for cancellation	-	(70,681)	(694,023)	(1,224,162)
Issuance of shares	-	-	-	225,000
<b>Cash flows used in financing activities</b>	<b>(952,287)</b>	<b>(197,248)</b>	<b>(6,515,881)</b>	<b>(4,163,839)</b>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	<b>(637,497)</b>	<b>(3,424,994)</b>	<b>(2,657,266)</b>	<b>(4,600,703)</b>
<b>CASH AND CASH EQUIVALENTS - beginning of period</b>	<b>2,694,846</b>	<b>4,782,809</b>	<b>4,714,615</b>	<b>5,958,518</b>
<b>CASH AND CASH EQUIVALENTS - end of period</b>	<b>\$ 2,057,349</b>	<b>\$ 1,357,815</b>	<b>\$ 2,057,349</b>	<b>\$ 1,357,815</b>

Cash and cash equivalents include bank balances and temporary investments with an initial maturity of three months or less.

## **1. CONSOLIDATED INTERIM FINANCIAL STATEMENTS**

The unaudited consolidated interim financial statements were prepared by the Corporation in accordance with Canadian Generally Accepted Accounting Principles ("GAAP") applicable to interim financial statements and follow the same accounting policies and methods of their application as the most recent annual financial statements, except for the new accounting policies mentioned below in note 2. In the opinion of Management, all adjustments necessary for a fair presentation are reflected in the interim financial statements. Such adjustments are of a normal and recurring nature. The unaudited consolidated interim financial statements have not been reviewed by the Corporation's external auditor and should be read in conjunction with the audited annual consolidated financial statements and notes thereto for the year ended December 31, 2007.

## **2. CHANGES IN ACCOUNTING POLICIES**

### **A) 2008**

On January 1, 2008, the Corporation adopted the following recommendations of the Canadian Institute of Chartered Accountants ("CICA") Handbook :

#### *Section 1400 : General standards on Financial Statement Presentation*

This section has been amended to include requirements to assess and disclose an entity's ability to continue as a going concern.

#### *Section 3031 : Inventories*

This Section prescribes the accounting treatment for inventories by providing guidance on the determination of costs and its subsequent recognition as an expense.

The adoption of the new standards of Sections 1400 and 3031 has had no material impact on the consolidated financial statements.

#### *Section 1535 : Capital Disclosures*

This new standard establishes disclosure requirements concerning capital such as : qualitative information about its objectives, policies and processes for managing capital; quantitative data about what an entity regards as capital; whether it has complied with any externally imposed capital requirements and, if not, the consequences of such non-compliance.

The adoption of Section 1535 has had no impact on the Corporation's financial situation or results but it changed the information disclosed on capital (see note 8).

#### *Section 3862 : Financial Instruments - Disclosures and Section 3863 : Financial Instruments - Presentation*

These new standards replace Section 3861, *Financial Instruments - Disclosure and Presentation*, revising and enhancing its disclosure requirements. The adoption of these new standards has had the impact of changing the Corporation's analysis of its risks and has increased its reporting obligations in the consolidated financial statements.

### **B) Future Accounting Changes**

#### *Section 3064 : Goodwill and Intangible Assets.*

In January 2008, the CICA issued the following accounting standard : Section 3064, *Goodwill and Intangible Assets*. This new standard reinforces the approach under which assets are recorded only if they meet the definition of an asset and the recognition criteria for an asset. It also clarifies the application of the concept of matching costs with revenues, so as to eliminate the current practice of recognizing as assets items that do not meet the definition of an asset and the recognition criteria for an asset. On January 1, 2009, the Corporation will apply this standard retrospectively with restatement of prior periods. The Corporation is currently assessing the impact of the initial application of this standard on its consolidated financial statements.

**3. NET CHANGES IN NON-CASH WORKING CAPITAL ITEMS**

	Three months ended September 30		Nine months ended September 30	
	2008	2007	2008	2007
Accounts receivable	\$ (542,229)	\$ 131,430	\$ (1,212,275)	\$ 1,086,867
Inventories	145,236	(266,941)	69,366	(246,791)
Prepaid expenses	184,904	289,719	(39,633)	(183,400)
Income taxes receivable	13,117	(273,356)	24,887	(108,680)
Accounts payable	(782,557)	(627,939)	(790,861)	(634,003)
Deferred revenues	176,354	171,817	164,903	129,686
	<b>\$ (805,175)</b>	<b>\$ (575,270)</b>	<b>\$ (1,783,613)</b>	<b>\$ 43,679</b>

**4. OTHER REVENUES AND EXPENSES**

	Three months ended September 30		Nine months ended September 30	
	2008	2007	2008	2007
Interest and dividend income	\$ 12,190	\$ 60,905	\$ 60,007	\$ 211,881
Gain (loss) on foreign currency exchange	400,463	(387,320)	611,098	(1,096,432)
Interest on long-term debt	(3,384)	(70,474)	(13,579)	(220,315)
Interest expense and bank charges	(68,028)	(24,756)	(249,082)	(91,399)
Write down of investments in ABCP (note 6)	-	-	(171,631)	-
Gain (loss) on disposal of fixed assets	(23,065)	(2,312)	2,022,401	(6,609)
Other revenues	2,118	6,971	4,392	24,150
	<b>\$ 320,294</b>	<b>\$ (416,986)</b>	<b>\$ 2,263,606</b>	<b>\$ (1,178,724)</b>

**5 . ASSETS HELD FOR SALE AND LIABILITY RELATED TO ASSETS HELD FOR SALE**

Assets held for sale and a current liability related to those assets presented in the balance sheet are represented by :

	As at September 30	As at December 31
	2008	2007
<b>Asset</b>		
Land and building	\$ -	\$ 2,846,518
<b>Liability</b>		
Debt matured in May 2008	\$ -	\$ 3,750,000

On April 8, 2008, the Corporation sold its building in Laval for an amount of \$4,878,994, net of commissions and the debt associated with the building, in the amount of \$3,750,000, was repaid on March 27, 2008.

**6 . LONG-TERM INVESTMENTS**

The Corporation holds investments in the amount of \$3,192,600 (US \$3,000,000) that are invested in asset-backed commercial paper ("ABCP") issued by SLATE Trust and ROCKET Trust. This ABCP had a "R1-(high)" rating according to Dominion Bond Rating Service ("DBRS") and met the Corporation's investment criteria at its acquisition date. The ABCP held by the Corporation matured on various dates between August 30 and September 5, 2007. The scheduled payments have not been made and there is currently no active market for this ABCP.

## SAVARIA CORPORATION

NOTES TO CONSOLIDATED INTERIM FINANCIAL STATEMENTS (Unaudited)

SEPTEMBER 30, 2008 and 2007

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### 6 . LONG-TERM INVESTMENTS (Cont'd)

The Canadian market for third-party ABCP suffered a liquidity disruption in mid-August 2007 following which a group of financial institutions and other parties agreed, pursuant to the Montreal Accord (the "Accord"), to a standstill period in respect of ABCP sold by 23 conduit issuers. A Pan-Canadian Investors Committee was subsequently established to oversee the orderly restructuring of these instruments during this standstill period. Participants to the Accord also agreed in principle on December 23, 2007 to the conversion of the ABCP into longer-term financial instruments with maturities corresponding to the underlying assets.

Key elements of the Restructuring Plan include a comprehensive restructuring with distinct solutions. ABCP backed by traditional securitized assets will be restructured on a series-by-series basis, with each trust or series maintaining its separate assets. ABCP backed by synthetic assets or a combination of synthetic and traditional securitized assets will be restructured into floating-rate notes with maturities based upon those of the underlying pooled assets, expected to be an average of seven years. Investors should receive senior and subordinated pooled notes in exchange for their ABCP. Finally, ABCP backed by U.S. sub-prime assets will be restructured on a series-by-series basis, with each series maintaining its separate exposure to its own assets. Noteholders were summoned to a meeting held on April 25, 2008 and voted in a majority in favour of the Plan.

On June 5, 2008, the Ontario Superior Court of Justice approved the Committee's restructuring Plan. A number of ABCP noteholders appealed the Ontario Superior Court of Justice's decision to the Ontario Court of Appeal and, on August 18, 2008, the decision was upheld. On August 29, 2008, a number of ABCP noteholders appealed the Ontario Court of Appeal's decision to the Supreme Court of Canada. On September 19, 2008, the Supreme Court of Canada refused to hear an appeal. It is now expected that the Restructuring Plan will be completed by the end of November 2008.

Subsequent to the acceptance of the Plan, the Corporation expects to receive replacement notes with par values as follows :

Class A-1 Synthetic Notes	US \$	843,200
Class C Synthetic Notes		26,100
Tracking notes - Traditional Assets (TA)		687,800
Tracking notes - Ineligible Assets (IA)		<u>1,442,900</u>
	US \$	<u>3,000,000</u>

The Corporation remeasured the fair value of its investments in ABCP as at March 31, 2008 following a probability weighted approach. As a result of this valuation, the Corporation recognized an additional \$171,631 writedown in respect of its investments in ABCP during the three-month period ended March 31, 2008, for a total writedown of \$450,582 (US \$423,400). No new information has been made available since the first quarter that would lead the Corporation to believe that the evaluation done as at March 31, 2008 is no longer valid, therefore it is estimated that no new evaluation is required at this time. As at September 30, 2008, the fair value of the Corporation's investments in ABCP amounted to \$2,742,018 (US \$2,576,600) and these assets are presented on a long-term basis.

The Corporation's estimate of the fair value of its ABCP investments as at September 30, 2008 is subject to significant uncertainty. While management believes that its valuation technique is appropriate in the circumstances, changes in significant assumptions could substantially affect the value of ABCP securities in the coming quarters. The resolution of these uncertainties could result in the ultimate value of these investments varying significantly from management's current best estimates and the extent of that difference could have a material effect on the Corporation's financial results.

On October 15, 2007, the Corporation entered into a temporary financing agreement with its bank in order to ensure the sufficient availability of liquidity to meet its financial obligations while awaiting the settlement of the ABCP investments. The ABCP was secured for this credit facility in the amount of \$3,000,000 that was drawn in total as at September 30, 2008. The credit facility bears interest at prime rate less 1.5% and must be repaid in full once the ABCP can be sold.

### 7 . VARIABLE INTEREST ENTITY

The Corporation included a Variable Interest Entity ("VIE") in the scope of its consolidation as at December 31, 2007. The entity in question was held by a related party who is also an employee of the Corporation and close relative to the President. On August 22, 2008 the capital stock of this entity was transferred to the Corporation for an amount of \$216,055 representing the settlement of the net liability recorded by the Corporation at this date and the entity is consolidated as a subsidiary since August 22<sup>nd</sup>. The entity is located in China and assembles parts and finished goods for the benefit of the Coporation's subsidiaries.



## 8. CAPITAL STOCK

### A) Capital risk management :

Capital structure is defined as long-term debt, bank and short-term debt, net of cash and cash equivalents, temporary and long-term investments, plus shareholders' equity ("capital").

	As at September 30	As at December 31
	-	(Unaudited)
	<b>2008</b>	2007
Cash and cash equivalents	(2,057,349) \$	(4,714,615) \$
Bank loans	990,000	940,000
Short-term debt	3,000,000	3,000,000
Current liability related to assets held for sale	-	3,750,000
Long-term debt, including current portion	203,546	675,174
Long-term investments	(2,742,018)	(2,719,929)
	(605,821)	930,630
Capital	21,859,583	22,623,088
Total capital structure	21,253,762 \$	23,553,718 \$

The Corporation's objectives when managing capital are :

- to safeguard the Corporation's ability to continue as a going concern in order to provide returns to shareholders;
- to maintain the Corporation's ability to finance significant projects and strategic acquisitions;
- to redeem shares based on the Corporation's share repurchase and cancellation program.

The Corporation sets the amount of capital in proportion to risk. The Corporation manages its capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Corporation may adjust the amount of dividends paid to shareholders, issue new shares, sell assets to improve its financial performance and flexibility or change its share repurchase and cancellation program.

The Corporation monitors capital based on different financial ratios and non-financial performance indicators.

Also, the Corporation must conform to certain financial ratios under its various credit agreements. These requirements include maintaining on a quarterly basis a minimum working capital ratio of 1.10 : 1 and a maximum debt-to-equity ratio of 2.50 : 1 for its Savaria Concord Lifts subsidiary. As for its Van-Action (2005) subsidiary, it must maintain on a quarterly basis a minimum working capital of \$1,200,000 and a maximum debt-to-equity ratio of 2 : 1 and, on an annual basis, a minimum debt service coverage ratio of 1.25 : 1. The debt to equity ratio is defined as being the total of earnings before interest, taxes and amortization ("EBITDA") plus rent expense and payments under operating leases minus income taxes paid and additions to fixed assets divided by the sum of capital plus interest, rent expense and payments under operating and capital leases. The Corporation is in compliance with the ratio requirements of its lenders.

### B) Authorized :

Unlimited number of common shares with voting rights, participating and without par value

Unlimited number of first preferred shares without par value and issuable in series

Unlimited number of second preferred shares without par value and issuable in series

### Issued :

	Common shares	
	Number	Amount
Balance as at December 31, 2007	27,912,414	\$ 15,949,915
Cancelled following issuer bid	(630,000)	(359,997)
Balance as at September 30, 2008	27,282,414	\$ 15,589,918

## 8. CAPITAL STOCK (Cont'd)

C) The following table reconciles the average number of shares outstanding with the calculation of the basic and diluted net earnings per share :

	Three months ended September 30		Nine months ended September 30	
	2008	2007	2008	2007
Weighted average number of shares outstanding for use in determining basic earnings per share	27,282,414	28,437,714	27,348,725	28,606,397
Effect of potential dilutive securities due to stock options	15,464	-	64,904	22,433
Weighted average number of shares outstanding for use in determining diluted earnings per share	27,297,878	28,437,714	27,413,629	28,628,830

## 9. ACCUMULATED OTHER COMPREHENSIVE INCOME

	As at September 30	
	2008	2007
Balance as at beginning of the period, net of income taxes in the amount of \$4,390 (2007-\$43,095)	\$ 9,619	\$ (86,828)
Changes in other comprehensive income in the current period	(166,101)	356,981
Unrealized gains (losses) on foreign exchange contracts designated as cash flow hedges, net of income taxes of \$71,427 (2007-\$134,086)	\$ (156,482)	\$ 270,153

## 10. FINANCIAL INSTRUMENTS

### Financial risk factors

The Corporation's activities expose it to a variety of financial risks : market risks (including currency risk, interest rate risk and price risk), credit risk and liquidity risk. The Corporation uses derivative financial instruments to hedge certain risk exposures. In order to minimize the potential adverse effects on the Corporation's financial performance, the Corporation uses derivative financial instruments to hedge certain risk exposures. Treasury is managed centrally to allow for identification, evaluation and hedging of financial risks.

### Fair value of financial instruments

The carrying value of cash and cash equivalents, accounts receivable, long-term loans, accounts payable and long-term debt approximates their fair value due to their short term to maturity or associated rates that do not vary significantly from the market rates.

### A) Market risks

#### Currency risk

The Corporation realizes approximately 57% (2007-62%) of its sales in foreign currencies and accordingly is exposed to market risks related to foreign exchange fluctuations. The Corporation partially compensates for these risks by purchasing materials in U.S. dollars and by using derivative financial instruments such as forward foreign exchange contracts. Those contracts are contracts under which the Corporation is obligated to sell U.S. dollars at a fixed rate.

Management has implemented a policy to manage foreign exchange risk against its functional currency. The objective of the policy is to minimize the risks related to foreign currency transactions, more specifically in U.S. dollars, in order to protect the gross margin from important foreign currency fluctuations and to avoid management speculation on currency values. The Corporation manages this risk exposure by entering into various foreign exchange forward contracts. According to the policy, a maximum of 75% of anticipated net inflows in foreign currencies is to be hedged.

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NOTES TO CONSOLIDATED INTERIM FINANCIAL STATEMENTS (Unaudited)  
SEPTEMBER 30, 2008 and 2007

**10 . FINANCIAL INSTRUMENTS (Cont'd)**

The following table summarizes the Corporation's commitments to sell foreign currencies as at September 30, 2008 :

<b>2008 Maturity</b>	<b>Type</b>	<b>Average exchange rate</b>	<b>Contractual amounts (in U.S. dollars)</b>
<b>0 to 12 months</b>	<b>Sale</b>	<b>1.0409</b>	<b>\$ 22,000,000</b>

As at September 30, 2007, the Corporation had no outstanding commitments to sell foreign currencies.

The fair value of derivative financial instruments generally reflects the estimated amounts that the Corporation would pay or receive upon settlement of the contracts at period-end.

The fair value of the financial instruments is as follows :

	As at September 30	
	<b>2008</b>	2007
Unrealized losses on forward exchange contracts	<b>\$ 455,909</b>	\$ -

Gains and losses on financial instruments designated as cash flow hedges are recognized in the Corporation's results in the same period as the underlying transaction. Variances in the fair value of non-designated financial instruments are recognized immediately.

Gains and losses on financial instruments are recognized as follows in the financial statements :

	Three months ended September 30		Nine months ended September 30	
	<b>2008</b>	2007	<b>2008</b>	2007
Gains on foreign exchange from financial instruments used in hedging	<b>\$ ( 25,793 )</b>	\$ 14,480	<b>\$ ( 24,269 )</b>	\$ 14,480
Gains (losses) on foreign currency exchange on U.S. dollar monetary accounts	<b>426,256</b>	(401,800)	<b>635,367</b>	(1,110,912)
Total gains (losses) on foreign currency exchange recognized as "Other Revenues and Expenses"	<b>400,463</b>	(387,320)	<b>611,098</b>	(1,096,432)
Gains (losses) on foreign currency exchange from derivative financial instruments recognized as "Sales"	<b>(100,042)</b>	208,370	<b>(89,341)</b>	206,214
	<b>\$ 300,421</b>	\$ ( 178,950 )	<b>\$ 521,757</b>	\$ ( 890,218 )

The Corporation does not hold or issue any derivative financial instruments for speculative or trading purposes. Derivative financial instruments are subject to normal credit ratings, financial controls, risk management as well as monitoring procedures.

Impact of US dollar foreign exchange risk on monetary items denominated in US dollars :

(in US dollars)	As at September 30	As at December 31
	<b>2008</b>	(Unaudited) 2007
Cash and cash equivalents	<b>\$ 1,955,004</b>	\$ 1,568,658
Accounts receivable	<b>5,232,293</b>	4,955,352
Prepaid expenses	<b>20,554</b>	271,273
Long-term investments	<b>2,576,600</b>	2,784,364
Long-term loans, including current portion	<b>246,537</b>	310,467
Accounts payable	<b>(555,413)</b>	(692,163)
Deferred revenues	<b>(280,933)</b>	(168,006)
Long-term debt, including current portion	<b>-</b>	(376,989)
Total monetary items denominated in US dollars	<b>\$ 9,194,642</b>	\$ 8,652,956

**SAVARIA CORPORATION**

NOTES TO CONSOLIDATED INTERIM FINANCIAL STATEMENTS (Unaudited)

SEPTEMBER 30, 2008 and 2007

**10 . FINANCIAL INSTRUMENTS (Cont'd)**

As at September 30, 2008, with other variables unchanged, a \$0.01 strengthening (weakening) of the Canadian dollar against the US dollar would have an unfavourable (favourable) impact on "Other revenues and expenses" in the amount of \$92,000 (December 31, 2007-\$87,000).

**Interest rate risk**

As the Corporation has no significant interest-bearing assets, its earnings and operating cash flows are substantially independent of change in market interest rates.

The Corporation's interest rate risk arises from bank loans, short-term debt and long-term debt. Borrowings issued at variable rates expose the Corporation to cash flow interest rate risk. Borrowings issued at fixed rates expose the Corporation to fair value interest rate risk.

The Corporation analyses its interest risk exposure on a continual basis and examines its renewal and refinancing options in order to minimize risks.

The Corporation's exposure to interest rate risk is as follows :

Cash CAD	Prime rate less 2.25%
Cash USD	Prime rate less 4.50%
Accounts receivable	Non-interest bearing
Long-term loan to United Arab Emirates	Non-interest bearing and participating
Long-term loans to United States	Between 0% and 4.20% and non-participating
Accounts payable	Non-interest bearing
Bank loans	Prime rate and prime rate plus 0.50%
Short-term debt	Prime rate less 1.50%
Long-term debt	Prime rate plus 1.00% and fixed rate of 10.70%

Impact of interest rate risks on monetary items with a variable interest rate :

	As at September 30	As at December 31
	2008	2007
		(Unaudited)
Cash and cash equivalents	\$ ( 2,057,349 )	\$ ( 4,714,615 )
Bank loans	990,000	940,000
Short-term debt	3,000,000	3,000,000
Long-term debt, including current portion	197,916	291,666
Total monetary items with a variable interest rate	\$ 2,130,567	\$ ( 482,949 )

As at September 30, 2008, with other variables unchanged, a 1% increase (decrease) in the prime rate would have an unfavourable (favourable) impact on "Other revenues and expenses" in the amount of \$21,000 (December 31, 2007:-\$5,000) on an annual basis.

**Price risk**

The Corporation's products include hundreds of components manufactured by some 100 suppliers around the world. The price of such components can vary and affect the Corporation's profit margins. However, the Corporation's flexible business model enables it to change supplier if required in order to minimize this risk.

**B) Credit risk**

Cash and cash equivalents are held or issued by "high-credit quality" financial institutions. Therefore, the Corporation considers that the risk of non-performance of those instruments is negligible.

**SAVARIA CORPORATION**

NOTES TO CONSOLIDATED INTERIM FINANCIAL STATEMENTS (Unaudited)

SEPTEMBER 30, 2008 and 2007

**10 . FINANCIAL INSTRUMENTS (Cont'd)**

The Corporation provides credit to its customers in the normal course of business. It carries out credit checks on its customers on a continual basis and maintains provisions for contingent credit losses which, once they materialize, are consistent with management's forecasts. The Corporation does not normally require a guarantee.

For other debts, the Corporation continually assesses probable losses and sets up a provision for losses based on their estimated realizable value.

The Corporation minimizes its credit risks by conducting its operations with a wide variety of customers in several industries.

**C) Liquidity risk**

Liquidity risk is the risk that the Corporation will not be able to meet its obligations as they fall due. Management assess' its liquidity level on a continual basis to insure itself that it has sufficient liquidity to meet its obligations. As at September 30, 2008, the Corporation had at its disposal working capital of \$12,729,000 (December 31, 2007-\$10,389,000) and unused credit facilities of \$2,510,000 (December 31, 2007-\$7,560,000).

**11 . SEGMENTED INFORMATION**

The Corporation's business structure is divided into two sectors : the first consists of manufacturing and distributing accessibility equipment for people with mobility challenges (elevators and accessibility), and the second consists of converting and adapting vehicles for the physically handicapped (adapted transport).

The business sectors are detailed as follows :

	Three months ended September 30			Nine months ended September 30		
	<b>Elevators and Accessibility</b>	<b>Adapted transport</b>	<b>Total</b>	<b>Elevators and Accessibility</b>	<b>Adapted transport</b>	<b>Total</b>
Sales	\$ 12,520,674	\$ 2,159,885	<b>\$ 14,680,559</b>	\$ 34,321,808	\$ 6,235,169	<b>\$ 40,556,977</b>
Operating earnings	678,358	118,071	<b>796,429</b>	79,770	85,557	<b>165,327</b>
Net earnings	557,435	73,823	<b>631,258</b>	1,659,519	36,228	<b>1,695,747</b>
Assets	29,814,467	3,724,501	<b>33,538,968</b>	29,814,467	3,724,501	<b>33,538,968</b>
Amortization	167,984	13,173	<b>181,157</b>	561,832	38,829	<b>600,661</b>
Additions to fixed assets	27,902	10,147	<b>38,049</b>	157,716	11,287	<b>169,003</b>

**12 . SUBSEQUENT EVENTS**

On October 23, 2008, the Corporation signed a long-term loan agreement with its financial institution for an amount of \$6 M, including an amount of \$4.1 M that will be deposited in an investment account and be available for future acquisitions. The terms of the agreement include the reimbursement by equal monthly instalments of principal plus interest over a period of 66 months. The Corporations assets as well as the investment account resulting from this loan are pledged as security.

Subsequent to September 30, 2008, the Corporation entered into foreign exchange forward contracts worth \$25 M US at an average rate of 1.08076 for the period of October 1, 2009 to September 30, 2010.

**13 . COMPARATIVE FIGURES**

Certain figures have been reclassified to conform to the presentation adopted in 2008.