

**For Immediate Release**

**Royal LePage Franchise Services Fund Announces Second Quarter 2007 Results and Monthly Cash Distribution**

***Royalties increase 11.4% from a year ago***

**Toronto, ON – August 8, 2007** – (TSX – RSF.UN) Royal LePage Franchise Services Fund (the “Fund”) today announced royalties for the second quarter of 2007 of \$8.8 million, an 11.4% increase over the same period in 2006. Earnings before non-controlling interest for the quarter of \$4.9 million was \$2.8 million ahead of the same period of 2006. The year-over-year increase was attributed to continued growth of the Canadian residential real estate resale market and the Fund’s underlying REALTOR®<sup>1</sup> network and a \$2.1 million income tax recovery recorded in the second quarter of 2007, in accordance with new tax legislation. Net earnings in the second quarter of 2007 totalled \$3.6 million or \$0.36 per unit and distributable cash was \$6.4 million or \$0.48 per unit.

“The growth in royalty revenue exceeded our expectations, reflecting the ongoing expansion of the Fund’s underlying network of REALTORS®, the surprising strength in housing unit sales, and steady average price appreciation across Canada,” said Philip Soper, President and Chief Executive. “Solid organic growth and acquisitions expanded our REALTOR® network to 12,960 at June 30 2007, an increase of 6.6% over the same period year ago and 3.4% ahead of January 1, 2007. While the Canadian residential real estate market remained healthy across the country, activity levels in the West were far above the national average, with several urban centres experiencing double-digit price appreciation, driven by the rapidly expanding regional economies and supply shortages.”

**Financial and Operating Highlights**

**For the three months ended June 30, 2007 and 2006**

	Q2 2007		Q2 2006	
	<u>(thousands)</u>	<u>(per unit)</u>	<u>(thousands)</u>	<u>(per unit)</u>
Royalties	\$8,838	\$0.66	\$7,932	\$0.60
Earnings before non-controlling interest	\$4,856	\$0.36	\$2,081	\$0.16
Net earnings	\$3,607	\$0.36	\$1,525	\$0.15
Distributable cash <sup>2</sup>	\$6,438	\$0.48	\$5,713	\$0.43
Distributions	\$3,993	\$0.30	\$3,824	\$0.29

<sup>1</sup> REALTOR® is a trademark identifying real estate licensees in Canada who are members of the Canadian Real Estate Association

<sup>2</sup> Defined as royalties less administrative expenses, interest expense and management fee. Distributable cash does not have a standardized meaning under Canadian generally accepted accounting principles. Management believes that distributable cash is a useful supplemental measure of performance as it provides investors with an indication of the amount of cash for distribution to unit-holders. Investors are cautioned that distributable cash should not be construed as an alternative to using net earnings as a measure of profitability or the statement of cash flows.

## **Six Months Results**

For the six months ended June 30, 2007, royalties totalled \$15.7 million, a 9.2% increase over the same period of 2006. The Fund generated earnings before non-controlling interest for the six months of \$6.1 million, up \$5.0 million from the same period in 2006. The year-over-year increase was attributed to the continued growth in the Canadian residential real estate resale market and the Fund's underlying REALTOR® network, a \$2.1 million income tax recovery recorded in the second quarter of 2007 in accordance with new tax legislation, and a non recurring accumulated \$1.9 million management fee recorded in the first quarter of 2006. Distributable cash in the first half of 2007 totalled \$11.4 million, compared with \$8.3 million in the same period of 2006. Net earnings were \$4.5 million compared with \$763,000 in the first half of 2006.

## **Fund Growth**

The Fund's growth objective for 2007 is to add between 300 and 500 REALTORS® to the Fund Network during the year. The Fund network grew organically by 178 REALTORS® in the second quarter, and 421 REALTORS® in the first six months, for a total of 12,960 REALTORS as at June 30, 2007. From November 7, 2006 to August 7, 2007, franchise contracts representing 15 locations, serviced by an estimated 152 REALTORS®, were added to the Royal LePage brand. The Manager anticipates presenting these franchise contracts to the Fund's Trustees for purchase by the Fund on January 1, 2008. With this combined organic and external growth of 573 REALTORS®, the Fund has already surpassed its target for the year.

## **Monthly Cash Distribution**

The Royal LePage Franchise Services Fund today declared a cash distribution of \$0.10 per unit for the month of August 2007, payable September 28, 2007, to unitholders of record August 31, 2007.

## **Outlook**

"Following a very strong first half of the year, we expect more moderate growth for the remainder of 2007, with national average price appreciation for the year of 9.5%, and an 8% increase in home sale transactions. Central and Eastern Canada should continue to enjoy balanced market conditions and mid-single digit unit and price growth rates, while the unprecedented market expansion in Western Canada should moderate, as high house prices slow demand, allowing housing inventory levels to rise. Higher interest rates are expected to contribute to moderation in the markets across the country. This healthy outlook for the underlying market, combined with our growing REALTOR® network and the positive impact that the services we provide will have on agent productivity should support the continued healthy growth of the Fund," said Mr. Soper.

"In Canada, we continue to benefit from good market fundamentals, including relatively low interest rates and strong consumer confidence" he added. The current state of our residential resale industry is in stark contrast to US market, where the sub-prime lending crisis has contributed to a sharp market correction."

## **Fund Structure**

The Fund generates both fixed and variable fee components. Variable fees are primarily driven by the total transactional-dollar volume from agent sales commissions, while fixed franchise fees are based on the number of agents and sales representatives in the network. Approximately 67% of the Fund's revenue is based on fixed fees from a large number of long-term franchisee contracts, which provide revenue stability and help insulate the Fund from market fluctuations.

## **Second Quarter Conference Call**

A conference call for investors, analysts and media to review the second quarter results will be held on Wednesday, August 8, 2007, at 10:00 a.m. (Eastern Time). To participate in the conference call, please dial toll free 1-866-296-6505 a few minutes prior to the call. The pass code for this call is 53439. For those unable to participate in the conference call, it will be available by webcast, and a replay will also be posted online following the conference call at [www.rsfund.ca](http://www.rsfund.ca) under "Financial Reports" which can be found under "Investment Info."

## **About Royal LePage Franchise Services Fund**

The Fund is a leading provider of services to residential real estate brokers and their REALTORS®. The Fund generates cash flow from franchise royalties and service fees derived from a national network of real estate brokers and agents in Canada operating under the Royal LePage and Johnston & Daniel brand names. At June 30, 2007, the Fund Network was comprised of 12,960 REALTORS® operating from 594 locations. The Fund Network has an approximate 20% share of the Canadian residential resale real estate market based on transactional dollar volume. The Fund is a TSX listed income trust, which pays monthly distributions and trades under the symbol "RSF.UN". The Fund's website address is [www.rsfund.ca](http://www.rsfund.ca)

## **Forward-Looking Statements**

This quarterly news release contains forward-looking information and other "forward-looking statements". The words such as "should", "will", "continue", "plan", "believe", "expect", "anticipate", "intend", "estimate" and other expressions which are predictions of or indicate future events and trends and which do not relate to historical matters identify forward-looking statements. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements of the Fund to differ materially from anticipated future results, performance or achievement expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those set forward in the forward-looking statements include a change in general economic conditions, interest rates, consumer confidence, the level of residential resale transactions, the average rate of commissions charged, competition from other traditional real estate brokers or from discount and/or internet-based real estate alternatives, the availability of acquisition opportunities and/or the closing of existing real estate offices, other developments in the residential real estate brokerage industry or the Fund that reduce the number of and/or royalty revenue from the Fund's REALTORS®, our ability to maintain brand equity through the use of trademarks, the availability of equity and debt financing, a change in tax provisions, and other risks detailed in the Fund's annual information form which is filed with securities commissions and posted on SEDAR at [www.sedar.com](http://www.sedar.com). The Fund undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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## Interim Consolidated Balance Sheets

As at (in thousands of dollars)	June 30, 2007	December 31, 2006
	(Unaudited)	
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 2,434	\$ 6,951
Accounts receivable	3,854	2,699
Prepaid expenses	62	92
	6,350	9,742
Deferred charges	–	516
Deposit on acquisition (note 4)	1,512	–
Future income tax asset (note 3)	2,101	–
Intangible assets (note 4)	120,941	124,031
	\$ 130,904	\$ 134,289
<b>Liabilities and Unitholders' Equity</b>		
Current liabilities		
Accounts payable and accrued liabilities	\$ 2,450	\$ 2,998
Purchase obligation (note 4)	–	576
Distribution payable to unitholders	998	956
	3,448	4,530
Long-term debt (notes 2 and 6)	37,535	38,000
Non-controlling interest	22,928	23,317
	63,911	65,847
Unitholders' equity	66,993	68,442
	\$ 130,904	\$ 134,289

See accompanying notes to the interim consolidated financial statements

# Interim Consolidated Statements of Earnings and Comprehensive Earnings

(unaudited) (in thousands of dollars, except unit and per unit amounts)	Three months ended June 30, 2007	Three months ended June 30, 2006	Six months ended June 30, 2007	Six months ended June 30, 2006
<b>Royalties</b>				
Fixed franchise fees	\$ 3,714	\$ 3,453	\$ 7,335	\$ 6,833
Variable franchise fees	2,870	2,498	4,590	4,108
Premium franchise fees	1,306	1,125	2,043	1,813
Other fee revenue and services	948	856	1,780	1,670
	<b>8,838</b>	7,932	<b>15,748</b>	14,424
<b>Expenses</b>				
Administration	175	190	349	350
Management fee (note 8(ii))	1,610	1,429	2,839	4,540
Interest expense (notes 2 & 6)	615	600	1,207	1,190
Amortization of intangible assets	3,683	3,632	7,335	7,236
	<b>6,083</b>	5,851	<b>11,730</b>	13,316
<b>Earnings before undernoted</b>	<b>2,755</b>	2,081	<b>4,018</b>	1,108
Future income tax recovery (note 3)	2,101	–	2,101	–
<b>Earnings before non-controlling interest</b>	<b>4,856</b>	2,081	<b>6,119</b>	1,108
Non-controlling interest	(1,249)	(556)	(1,600)	(345)
<b>Net and comprehensive earnings</b>	<b>\$ 3,607</b>	\$ 1,525	<b>\$ 4,519</b>	\$ 763
<b>Basic and diluted earnings per unit</b> (9,983,000 units) (note 7)	<b>\$ 0.36</b>	\$ 0.15	<b>\$ 0.45</b>	\$ 0.08

See accompanying notes to the interim consolidated financial statements

## Interim Consolidated Statements of Unitholders' Equity

(unaudited) (in thousands of dollars)	Unitholders' Contribution <sup>1</sup>	Net Earnings	Distributions	Deficit	Total
<b>Balance, December 31, 2005</b>	\$ 92,938	\$ 10,034	\$ (26,503)	\$ (16,469)	\$ 76,469
Changes during the period:					
Net income	–	763	–	763	763
Unit distributions	–	–	(5,739)	(5,739)	(5,739)
<b>Balance, June 30, 2006</b>	\$ 92,938	\$ 10,797	\$ (32,242)	\$ (21,445)	\$ 71,493
<b>Balance, December 31, 2006</b>	\$ 92,938	\$ 13,484	\$ (37,980)	\$ (24,496)	\$ 68,442
Transition adjustment (notes 2 & 6)	–	22	–	22	22
New Opening Balance	\$ 92,938	\$ 13,506	\$ (37,980)	\$ (24,474)	\$ 68,464
Changes during the period:					
Net income	–	4,519	–	4,519	4,519
Unit distributions	–	–	(5,990)	(5,990)	(5,990)
Deficit	–	4,519	(5,990)	(1,471)	(1,471)
<b>Balance, June 30, 2007</b>	<b>\$ 92,938</b>	<b>\$ 18,025</b>	<b>\$ (43,970)</b>	<b>\$ (25,945)</b>	<b>\$ 66,993</b>

See accompanying notes to the interim consolidated financial statements

<sup>1</sup> Unitholders' contribution represents the net proceeds contributed by unitholders by way the Fund's initial public offering of 9,983,000 units at \$10.00 per unit on August 7, 2003. Costs of \$9,190 related to the offering were charged proportionately between the unitholders' equity and the non-controlling interest.

## Interim Consolidated Statements of Cash Flows

Six months ended June 30 (unaudited) (in thousands of dollars)	Three months ended June 30, 2007	Three months ended June 30, 2006	Six months ended June 30, 2007	Six months ended June 30, 2006
<b>Cash provided by (used for):</b>				
<b>Operating activities</b>				
Net earnings for the period	\$ 3,607	\$ 1,525	\$ 4,519	\$ 763
Items not affecting cash				
Non-controlling interest	1,249	556	1,600	345
Future income tax recovery (note 3)	(2,101)	–	(2,101)	–
Amortization of deferred expenses	–	41	–	85
Non-cash interest expense	41	–	80	–
Amortization of intangible assets	3,683	3,632	7,335	7,236
	6,479	5,754	11,433	8,429
Changes in non-cash working capital	(564)	(925)	(1,714)	(565)
	5,915	4,829	9,719	7,864
<b>Investing activities</b>				
Deposit on acquisition (note 4)	–	–	(5,743)	(4,978)
Purchase of intangible assets (note 4)	–	(15)	(14)	(15)
Payment of purchase price obligation (note 4)	–	–	(576)	(2,893)
	–	(15)	(6,333)	(7,886)
<b>Financing activities</b>				
Distributions paid to unitholders	(2,995)	(2,869)	(5,948)	(5,739)
Distributions paid to non-controlling interest	(998)	(955)	(1,955)	(1,912)
	(3,993)	(3,824)	(7,903)	(7,651)
<b>Increase (decrease) in cash and cash equivalents during the period</b>	<b>1,922</b>	<b>990</b>	<b>(4,517)</b>	<b>(7,673)</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>512</b>	<b>1,278</b>	<b>6,951</b>	<b>9,941</b>
<b>Cash and cash equivalents, end of period</b>	<b>\$ 2,434</b>	<b>\$ 2,268</b>	<b>\$ 2,434</b>	<b>\$ 2,268</b>
<b>Supplementary Cash Flow Information</b>				
Cash paid for interest	\$ 559	\$ 559	\$ 1,118	\$ 1,118
<b>Cash and cash equivalents are comprised of:</b>				
Cash	\$ 434	\$ 1,268	\$ 434	\$ 1,268
Commercial paper	\$ 2,000	\$ 1,000	\$ 2,000	\$ 1,000
	\$ 2,434	\$ 2,268	\$ 2,434	\$ 2,268

See accompanying notes to the interim consolidated financial statements

# Notes to the Interim Consolidated Financial Statements

June 30, 2007 (unaudited) (in thousands of dollars)

## 1. ORGANIZATION

Royal LePage Franchise Services Fund (the "Fund") is a limited purpose trust established under the laws of the Province of Ontario and pursuant to an Amended and Restated Declaration of Trust. On August 7, 2003, the Fund raised \$99,830 (before issue costs) by issuing units on the Toronto Stock Exchange. These proceeds together with the proceeds of a term loan were utilized to acquire franchise agreements, relationships and trademark rights.

These consolidated financial statements include the accounts of Royal LePage Franchise Services Fund, its wholly-owned subsidiary

RL RES Holding Trust ("RLHT"), and its 75% owned subsidiaries, Residential Income Fund General Partner Limited ("RIFGP") and Residential Income Fund L.P. (the "Partnership"). RIFGP is the managing general partner of the Partnership. Trilon Bancorp Inc. (the "non-controlling interest") owns the remaining 25% interest in the Partnership and RIFGP. The Fund receives certain management, administrative and support services from Residential Income Fund Manager Limited ("RIFML"), a party related to the non-controlling interest via common control.

### *Seasonality*

The Fund's business follows a seasonal pattern, with revenue traditionally being lower in the first and fourth quarters. Due to this seasonality, the interim earnings statements are not necessarily indicative of annual earnings.

## 2. SUMMARY OF ACCOUNTING POLICIES

The accompanying unaudited interim consolidated financial statements are prepared in accordance with Canadian generally accepted accounting principles ("GAAP"). The accounting principles used in these interim consolidated financial statements are consistent with those used in the annual consolidated financial statements. They do not include all the information and disclosure required by GAAP for annual audited financial statements, and should be read in conjunction with the December 31, 2006 annual consolidated financial statements.

As required by the Canadian Institute of Chartered Accountants ("CICA"), on January 1, 2007, the Fund adopted CICA Handbook Section 1530, *Comprehensive Income*; Section 3251, *Equity*; Section 3855; *Financial Instruments – Recognition and Measurement*; Section 3861, *Financial Instruments – Disclosure and Presentation* and Section 3865, *Hedges*. These new Handbook sections, which apply to fiscal years beginning on or after October 1, 2006, provide comprehensive requirements for the recognition and measurement of financial instruments, as well as standards on when and how hedge accounting may be applied. Handbook Section 1530 also establishes standards for reporting and displaying comprehensive income.

Under the new standards, all financial instruments are classified into one of the following five categories: held for trading; held-to-maturity; loans and receivables; available-for-sale or other financial liabilities. All financial instruments, including derivatives, are measured at fair value, except for loans and receivables, held-to-maturity instruments and other financial liabilities, which are measured at amortized cost. Transaction costs for financial liabilities are applied against these liabilities and amortized using the effective interest method, the resulting amortization being recorded as financial expenses. Gains and losses on held-for-trading financial instruments are included in net income in the period in which they arise.



The Fund made the following classifications:

Cash and cash equivalents	Held-for-trading
Accounts receivable	Loans and receivables
Accounts payable and accrued liabilities	Other liabilities
Purchase obligation	Other liabilities
Distributions payable to unitholders	Other liabilities
Long-term debt	Other liabilities

The prospective adoption of these new standards resulted in changes in the accounting for and presentation of the Fund's financial instruments and the recognition of certain transition adjustments recorded in opening unitholders' equity as described in Note 6.

The Fund does not have any financial instruments or embedded derivatives at January 1, 2007 and June 30, 2007 that would result in Other Comprehensive Earnings to the Fund.

### **3. FUTURE INCOME TAXES**

On October 31, 2006, the Minister of Finance announced proposed tax legislation ("trust legislation") that will change the income tax rules applicable to publicly traded trusts rendering income trusts taxable in 2011. This trust legislation was substantially enacted into law on June 12, 2007, at which time the Fund must give accounting recognition to these new tax rules.

Prior to June 12, 2007, income tax obligations relating to distributions from the Fund were obligations of the unitholders and, accordingly, no provisions for income taxes were recorded by the Fund.

In accordance with the substantially enacted trust legislation, while the Fund will not be liable for current taxes until January 1, 2011, the Fund must recognize in the quarter ended June 30, 2007, future income taxes arising from those temporary tax differences expected to reverse after January 1, 2011, at the 31.5% tax rate applicable to the Fund.

In 2011 when the Fund becomes a taxable entity, income taxes payable will reduce net earnings and will affect distributable cash by an equal amount.

The Fund will review the value of its future income tax assets and liabilities quarterly and will record adjustments, as necessary, to reflect the realizable amounts of its future income tax assets and liabilities.

In accordance with new tax legislation, the Fund has recorded a non-cash future tax asset of \$2,101, which represents 31.5% of the amount by which the tax carrying value is expected to exceed the accounting carrying value of the Fund's intangible assets at December 31, 2010.

### **4. ASSET ACQUISITIONS AND INTANGIBLE ASSETS**

On January 1, 2007, the Partnership acquired 22 new franchise agreements from RIFML. The estimated purchase price of \$7,179 is based on an estimated annual royalty stream of \$822 and has been calculated in accordance with the formula set forth in the Management Services Agreement ("MSA"). A deposit of \$5,743, equal to 80% of the estimated purchase price was paid on January 2, 2007 and the remainder will be paid a year later, when the final purchase price is calculated in accordance with the terms set out in the MSA. The Partnership used cash reserves to acquire these agreements.

Until the final purchase price is determined, each quarter the purchase price obligation is recalculated based on the actual royalties received. Correspondingly, the deposit on acquisition is reduced by the calculated amount and transferred to intangible assets. These assets are then amortized in accordance with the Fund's policy and calculated on a prospective basis.

The recalculated purchase price obligation in excess of the deposit on acquisition will be recorded as a purchase obligation and the corresponding amount added to the intangible assets and amortized as described above.

During the three months and six months ended June 30, 2007, \$2,396 and \$4,231 respectively, was transferred from “deposit on acquisition” and recorded as “intangible assets”.

On January 1, 2006, the Partnership acquired 16 franchise agreements from RIFML at a purchase price of \$5,554 calculated in accordance with the Management Services Agreement (“MSA”).

On January 4, 2006, \$4,978 was paid in cash on deposit against this purchase price obligation and the remaining balance of \$576 was paid in cash on January 2, 2007.

	Cost	June 30, 2007 Accumulated Amortization	Net Book Value
Franchise agreements	\$ 130,685	\$ 52,668	\$ 78,017
Relationships and trademarks	43,729	805	42,924
	\$ 174,414	\$ 53,473	\$ 120,941

	Cost	December 31, 2006 Accumulated Amortization	Net Book Value
Franchise agreements	\$ 127,665	\$ 45,481	\$ 82,184
Relationships and trademarks	42,504	657	41,847
	\$ 170,169	\$ 46,138	\$ 124,031

## 5. OPERATING CREDIT FACILITY

On February 16, 2005, the Partnership obtained a credit facility (the “revolver”) of up to \$2,000 from a Canadian financial institution. This revolver may be used to provide working capital to the Partnership from time to time. The revolver is subject to annual renewal with outstanding principal under the revolver subject to interest at the lender’s prime rate plus 1% to 1.5% or the banker’s acceptance rate plus 2% to 2.5%, based on the ratio of total debt to Adjusted EBITDA of the Partnership as defined in the credit agreement. As at June 30, 2007, the operating credit facility had not been drawn upon.

## 6. LONG-TERM DEBT

On February 18, 2005, the Partnership completed the issuance of a \$38,000 private debt placement (the “private placement”) provided by Canadian institutional investors. The private placement is for a five-year term with interest fixed at 5.882%, and only interest payable quarterly in arrears. The proceeds of the private placement, net of \$822 in issue costs, were utilized by the Partnership to payout and retire its \$30,600 term loan and to fund the Partnership’s January 1, 2005 franchise agreement acquisition obligations.

On January 1, 2007, in accordance with the new accounting standards described in note 2, the Fund reclassified deferred financing costs of \$516 from deferred charges to long-term debt and applied the effective interest method of valuation to its long-term debt. These changes resulted in a decrease of \$29 in the opening carrying value of the long-term debt, with the corresponding decrease in the prior year’s interest expense reflected as an increase in opening unitholders’ equity of \$22 (net of \$7 minority interest).

During the three and six months ended June 30, 2007, \$41 and \$80 of amortization of long-term debt was recorded as interest expense.

## 7. EARNINGS PER UNIT

The Special Fund Units were not included in the diluted per unit calculations as the effect would have been anti-dilutive.

## 8. RELATED PARTY TRANSACTIONS

i) Unless disclosed elsewhere, the Fund had the following transactions with parties related to the non-controlling interest during the three and six months ended June 30, 2007 and June 30, 2006. These transactions have been recorded at the exchange amount agreed to between the parties.

	Three months ended June 30, 2007	Three months ended June 30, 2006	Six months ended June 30, 2007	Six months ended June 30, 2006
a) Royalties				
Fixed, variable and other franchise fees	\$ 618	\$ 616	\$ 1,126	\$ 1,077
Premium franchise fees	\$ 1,094	\$ 926	\$ 1,712	\$ 1,496
b) Expenses				
Management fees (note 8(ii))	\$ 1,610	\$ 1,429	\$ 2,839	\$ 4,540
Insurance and other	\$ 25	\$ 23	\$ 50	\$ 46
c) Distributions				
Distributions paid to non-controlling interest	\$ 998	\$ 955	\$ 1,955	\$ 1,912

The following amounts due to/from related parties are included in the account balance as described:

As at	June 30, 2007	December 31, 2006
d) Accounts receivable		
Franchise fees receivable and other	\$ 741	\$ 375
e) Accounts payable and accrued liabilities		
Distributions payable to non-controlling interest	\$ 998	\$ 957
Management fees	\$ 654	\$ 1,228
Purchase obligation	\$ -	\$ 576

### ii) Management Fees

From inception to December 31, 2005, the Fund accumulated and retained cash of \$9.4 million as a reserve, which in the event of the release of this reserve would result in a 20% management fee payable to RIFML. During the six months ended June 30, 2006, the Fund released the \$9.4 million in reserves, a portion of which was used to fund the 2005 and 2006 franchise agreements purchase obligations. As a result, a management fee of \$1.9 million relating to the \$9.4 million in reserves was incurred for the six months ended June 30, 2006.

## SUPPLEMENTAL INFORMATION – SELECTED FINANCIAL AND OPERATING INFORMATION

Three months ended (\$000's, unaudited)	Sept. 30, 2005	Dec. 31, 2005	March 31, 2006	June 30, 2006	Sept. 30, 2006	Dec. 31, 2006	March 31, 2007	June 30, 2007
<b>Revenue</b>								
Fixed franchise fees	\$ 3,127	\$ 3,261	\$ 3,380	\$ 3,453	\$ 3,485	\$ 3,509	\$ 3,621	\$ 3,714
Variable franchise fees	2,444	1,327	1,610	2,498	2,377	1,347	1,720	2,870
Premium franchise fees	1,497	1,065	688	1,125	1,685	990	737	1,306
Other fee revenue and services	869	872	814	856	923	919	832	948
	\$ 7,937	\$ 6,525	\$ 6,492	\$ 7,932	\$ 8,470	\$ 6,765	\$ 6,910	\$ 8,838

### % Revenue by region

British Columbia	14	14	16	15	14	14	15	15
Prairies	11	11	11	11	11	11	11	11
Ontario	59	59	56	57	59	59	58	59
Quebec	12	12	13	13	12	12	12	12
Maritimes	4	4	4	4	4	4	4	3
	100	100	100	100	100	100	100	100

Three months ended <b>Changes during the period</b>	Sept. 30, 2005	Dec. 31, 2005	March 31, 2006	June 30, 2006	Sept. 30, 2006	Dec. 31, 2006	March 31, 2007	June 30, 2007
<b>Number of Agents and Sales</b>								
Representatives	119	205	443	177	39	(52)	633	178
Number of Agents	138	179	448	130	36	(49)	610	170
<b>Number of fixed fee paying</b>								
Sales Representatives	477	89	39	40	(1)	–	(1)	30
Number of locations	(4)	–	21	(2)	(1)	(1)	22	(6)
Number of franchisees	(2)	–	16	(1)	(1)	(1)	20	(6)

### At end of period

<b>Number of Agents and Sales</b>								
Representatives	11,337	11,542	11,985	12,162	12,201	12,149	12,782	12,960
Number of Agents	10,514	10,693	11,141	11,271	11,307	11,258	11,868	12,038
<b>Number of fixed fee paying</b>								
Sales Representatives	477	566	605	645	644	644	643	673
Number of locations	561	561	582	580	579	578	600	594
Number of franchisees	262	262	278	277	276	275	295	289