# **2023 THIRD QUARTER REPORT**

MANAGEMENT'S DISCUSSION AND ANALYSIS AND CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

# Norguard

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION

# TABLE OF CONTENTS

Part I	
Forward-Looking Statements Disclaimer	3
Specified Financial Measures	3
Part II	
Business Overview	7
Business Strategy	7
Financial and Operational Highlights	9
Property Profile	10
Part III	
Review of Operational Results	12
Funds From Operations	21
Part IV	
Balance Sheet Analysis	24

Part V	
Liquidity	33
Part VI	
Transactions with Related Parties	35
Part VII	
Summary of Significant Accounting Policies	
and Estimates	36
Financial Instruments	36
Risks and Uncertainties	37
Controls and Procedures Concerning	
Financial Information	37
Part VIII	

Summary of Quarterly Information 3	Summary of Quarterly Information	38
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# PART I

Morguard Corporation ("Morguard" or the "Company") is pleased to provide this review of operations and update on our financial performance for the three and nine months ended September 30, 2023. Unless otherwise noted, dollar amounts are stated in thousands of Canadian dollars, except per common share amounts.

The following Management's Discussion and Analysis ("MD&A") sets out the Company's strategies and provides an analysis of the financial performance for the three and nine months ended September 30, 2023, and significant risks facing the business. Historical results, including trends that might appear, should not be taken as indicative of future operations or results.

This MD&A should be read in conjunction with the Company's unaudited condensed consolidated financial statements and accompanying notes for the three and nine months ended September 30, 2023 and 2022. This MD&A is based on financial information prepared in accordance with International Financial Reporting Standards ("IFRS") IAS 34, Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB") and is dated November 1, 2023. Disclosure contained in this document is current to that date unless otherwise noted.

Additional information relating to Morguard Corporation, including the Company's Annual Information Form, can be found at <u>www.sedarplus.ca</u> and <u>www.morguard.com</u>.

## FORWARD-LOOKING STATEMENTS DISCLAIMER

Statements contained herein that are not based on historical or current fact, including without limitation, statements containing the words "anticipates", "believes", "may", "continue", "estimate", "expects" and "will" and words of similar expression, constitute "forward-looking statements". Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, events or developments to be materially different from any future results, events or developments expressed or implied by such forward-looking statements. Such factors include, among others, the following: general economic and business conditions, both nationally and in the regions in which the Company operates; changes in business strategy or development/acquisition plans; environmental exposures; financing risk; existing governmental regulations and changes in, or the failure to comply with, governmental regulations; liability and other claims asserted against the Company; risk and uncertainties relating to the outbreak of the novel strain of the coronavirus identified as COVID-19 and other factors referred to in the Company's filings with Canadian securities regulators. Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. The Company does not assume the obligation to update or revise any forward-looking statements.

## **SPECIFIED FINANCIAL MEASURES**

Morguard Corporation reports its financial results in accordance with IFRS. However, this MD&A also uses specified financial measures that are not defined by IFRS, which follow the disclosure requirements established by National Instrument 52-112 *Non-GAAP and Other Financial Measures Disclosure*. Specified financial measures are categorized as non-GAAP financial measures, non-GAAP ratios, and other financial measures, which are capital measures, supplementary financial measures, and total of segments measures.

#### **NON-GAAP FINANCIAL MEASURES**

Non-GAAP financial measures do not have any standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. These measures should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. The Company's management uses these measures to aid in assessing the Company's underlying core performance and provides these additional measures so that investors may do the same. Management believes that the non-GAAP financial measures described below, which supplement the IFRS measures, provide readers with a more comprehensive understanding of management's perspective on the Company's operating results and performance.

The following discussion describes the non-GAAP financial measures the Company uses in evaluating its operating results:

#### **ADJUSTED NOI**

Net operating income ("NOI") and Adjusted NOI are important measures in evaluating the operating performance of the Company's real estate properties and are a key input in determining the fair value of the Company's properties. Adjusted NOI represents NOI (an IFRS measure) adjusted to exclude the impact of realty taxes accounted for under IFRIC 21 as noted below.

NOI includes the impact of realty taxes accounted for under the International Financial Reporting Interpretations Committee ("IFRIC") Interpretation 21, Levies ("IFRIC 21"). IFRIC 21 states that an entity recognizes a levy liability in accordance with the relevant legislation. The obligating event for realty taxes for the U.S. municipalities in which the Company operates is ownership of the property on January 1 of each year for which the tax is imposed and, as a result, the Company records the entire annual realty tax expense for its U.S. properties on January 1, except for U.S. properties acquired during the year in which the realty taxes are not recorded in the year of acquisition. Adjusted NOI records realty taxes for all properties on a *pro rata* basis over the entire fiscal year.

A reconciliation of Adjusted NOI is provided in "Part III, Review of Operational Results."

#### **COMPARATIVE NOI**

Comparative NOI is presented in this MD&A because management considers this non-GAAP financial measure to be an important measure of the Company's operating performance for properties owned by the Company continuously for the current and comparable reporting period and does not take into account the impact of the operating performance of property acquisitions and dispositions as well as properties subject to significant change as a result of recently completed development. In addition, Comparative NOI is presented in local currency isolating any impact of foreign exchange fluctuations and eliminates the impact of straight-line rents, realty taxes accounted for under IFRIC 21, lease cancellation fees and other non-cash and non-recurring items.

A reconciliation of Comparative NOI is provided in "Part III, Review of Operational Results."

#### FUNDS FROM OPERATIONS ("FFO") AND NORMALIZED FFO

FFO (and FFO per common share) is a non-GAAP financial measure widely used as a real estate industry standard that supplements net income (loss) and evaluates operating performance but is not indicative of funds available to meet the Company's cash requirements. FFO can assist with comparisons of the operating performance of the Company's real estate between periods and relative to other real estate entities. FFO is computed by the Company in accordance with the current definition of the Real Property Association of Canada ("REALPAC") and is defined as net income (loss) attributable to common shareholders adjusted for: (i) deferred income taxes, (ii) unrealized changes in the fair value of real estate properties, (iii) realty taxes accounted for under IFRIC 21, (iv) internal leasing costs, (v) gains/losses from the sale of real estate or hotel property (including income tax on the sale of real estate or hotel property), (vi) transaction costs expensed as a result of a business combination, (vii) gains/losses on business combination, (viii) the non-controlling interest of Morguard North American Residential Real Estate Investment Trust ("Morguard Residential REIT"), (ix) amortization of depreciable real estate assets (including right-of-use assets), (x) amortization of intangible assets, (xi) principal payments of lease liabilities, (xii) FFO adjustments for equity-accounted investments, (xiii) provision for (recovery of) impairment, (xiv) other fair value adjustments and non-cash items. The Company considers FFO to be a useful measure for reviewing its comparative operating and financial performance. FFO per common share is calculated as FFO divided by the weighted average number of common shares outstanding during the period.

Normalized FFO (and Normalized FFO per common share) is computed as FFO excluding non-recurring items on a net of tax basis and other fair value adjustments. The Company believes it is useful to provide an analysis of Normalized FFO which excludes non-recurring items on a net of tax basis and other fair value adjustments excluded from REALPAC's definition of FFO described above.

A reconciliation of net income (loss) attributable to common shareholders (an IFRS measure) to FFO and Normalized FFO is presented in the section "Part III, Funds From Operations."

#### **NON-CONSOLIDATED MEASURES**

The Trust Indenture and Subsequent Supplemental Indentures (collectively, the "Indenture") that govern the Company's senior unsecured debentures ("Unsecured Debentures") are subject to the following definitions and covenants, and are calculated based on the Company's financial results, prepared in accordance with IFRS, adjusted to account for Morguard Real Estate Investment Trust ("Morguard REIT") and Morguard Residential REIT (collectively the Company's "Public Entity Investments"), using the equity method of accounting and other adjustments as defined by the Indenture described below ("Non-Consolidated Basis" or "Morguard Non-Consolidated Basis"). The presentation of Non-Consolidated Basis measures represents a non-GAAP financial measure and may not accurately depict the legal and economic implications of the Company.

The Company computes an interest coverage ratio, an indebtedness to aggregate assets ratio and an adjusted shareholders' equity covenant on a Non-Consolidated Basis and are presented in this MD&A because management considers these non-GAAP financial measures to be an important measure to evaluate and monitor the Company's compliance with its Indenture.

Non-Consolidated Basis adjustments include the following:

- An adjustment (as defined in the Indenture) to account for the Company's Public Entity Investments using the equity method of accounting. The adjustment requires the Public Entity Investments which are consolidated under IFRS to each respective financial statement line presented within the balance sheet and statement of income (loss) to be presented on a single line within equity-accounted investments;
- An adjustment (as defined in the Indenture) to the balance sheet to exclude deferred tax assets and liabilities, goodwill and to add back accumulated amortization of hotel properties; and
- An adjustment (as defined in the Indenture) to the statement of income (loss) to exclude other non-cash items (such as the Company's stock appreciation rights ("SARs") expense, IFRIC 21 and any gain or loss attributed to the sale or disposition of any asset or liability), non-recurring items (such as acquisition-related costs and debt settlement or other costs), and to include the distributions received from Morguard REIT and Morguard Residential REIT.

The presentation of the non-consolidated balance sheet does not classify short-term and long-term assets and liabilities. In addition, other assets as presented in the non-consolidated balance sheet, group amounts receivable; prepaid expenses and other; and cash that are presented as a separate financial statement line in the Company's consolidated balance sheet, and loans payable and bank indebtedness that are presented as separate financial statement lines in the Company's consolidated balance sheet have been grouped as one single financial statement line in the non-consolidated balance sheet.

Non-GAAP financial measures that are calculated on a Non-Consolidated Basis are as follows. A reconciliation of the Non-Consolidated Basis inputs (discussed below) used in calculating the covenants from their most directly comparable IFRS financial measure are provided in the section "Part IV, Balance Sheet Analysis."

#### **Non-Consolidated EBITDA**

Non-consolidated EBITDA is defined as net income (loss) on a Non-Consolidated Basis before interest expense, income taxes, amortization, fair value adjustments to real estate properties, acquisition-related costs, debt settlement or other costs, any gain or loss attributed to the sale or disposition of any asset or liability, provision for (recovery of) impairment, other non-cash items and non-recurring items, plus the distributions received from Morguard REIT and Morguard Residential REIT. Non-consolidated EBITDA is presented in this MD&A because management considers this non-GAAP financial measure to be an important input to the Company's compliance measure on a Non-Consolidated Basis.

#### **Non-Consolidated Interest Expense**

Non-consolidated interest expense is defined as interest expense and interest capitalized to development properties on a Non-Consolidated Basis. Non-consolidated interest expense is presented in this MD&A because management considers this non-GAAP financial measure to be an important input to the Company's compliance measure on a Non-Consolidated Basis.

#### **Non-Consolidated Indebtedness**

Non-consolidated indebtedness (as defined in the Indenture) is a measure of the amount of debt financing utilized by the Company on a Non-Consolidated Basis. Indebtedness is presented in this MD&A because management considers this non-GAAP financial measure to be an important input to the Company's compliance measure on a Non-Consolidated Basis.

#### Non-Consolidated Aggregate Assets

Non-consolidated aggregate assets (as defined in the Indenture) is a measure of the value of the Company's assets on a Non-Consolidated Basis, adjusted to exclude goodwill and deferred income tax assets and to add back accumulated amortization of hotel properties. Non-consolidated aggregate assets is presented in this MD&A because management considers this non-GAAP financial measure to be an important input to the Company's compliance measure on a Non-Consolidated Basis.

#### Non-Consolidated Adjusted Shareholders' Equity

Non-consolidated adjusted shareholders' equity is defined as shareholders' equity computed on a Non-Consolidated Basis adjusted to exclude deferred tax assets and liabilities and to add back accumulated amortization of hotel properties. Non-consolidated adjusted shareholders' equity is presented in this MD&A because management considers this non-GAAP financial measure to be an important compliance measure and establishes a minimum requirement of equity of the Company.

#### **NON-GAAP RATIOS**

Non-GAAP ratios do not have any standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. These measures should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. The Company's management uses these measures to aid in assessing the Company's underlying core performance and provides these additional measures so that investors may do the same. Management believes that the non-GAAP ratios described below, provide readers with a more comprehensive understanding of management's perspective on the Company's operating results and performance.

The following discussion describes the non-GAAP ratios the Company uses in evaluating its operating results:

#### NON-CONSOLIDATED INTEREST COVERAGE RATIO

Non-consolidated interest coverage ratio measures the amount of cash flow available to meet annual interest payments on the Company's indebtedness on a Non-Consolidated Basis and is defined as non-consolidated EBITDA divided by non-consolidated interest expense. Generally, the higher the interest coverage ratio, the lower the credit risk. Non-consolidated interest coverage ratio is presented in this MD&A because management considers this non-GAAP measure to be an important compliance measure of the Company's operating performance.

#### NON-CONSOLIDATED INDEBTEDNESS TO AGGREGATE ASSETS RATIO

Non-consolidated indebtedness to aggregate assets ratio is a compliance measure and establishes the limit for financial leverage of the Company on a Non-Consolidated Basis. Non-consolidated indebtedness to aggregate assets ratio is presented in this MD&A because management considers this non-GAAP measure to be an important compliance measure of the Company's financial position.

#### SUPPLEMENTARY FINANCIAL MEASURES

Supplementary financial measures represent a component of a financial statement line item (including ratios that are not non-GAAP ratios) that are presented in a more granular way outside the financial statements, calculated in accordance with the accounting policies used to prepare the line item presented in the financial statements.

The following discussion describes the supplementary financial measures the Company uses in evaluating its operating results:

#### **TOTAL REVENUE**

Total revenue is calculated as the sum of revenue from real estate properties, revenue from hotel properties, management and advisory fees and interest and other income and is presented in this MD&A because management considers this supplementary financial measure to be an important measure in evaluating the operating performance of the Company's income generating assets and services.

#### **INDEBTEDNESS**

Indebtedness is defined as the sum of the current and non-current portion of: (i) mortgages payable, (ii) Unsecured Debentures, (iii) convertible debentures, (iv) lease liabilities, (v) bank indebtedness, (vi) loans payable, and (vii) outstanding letters of credit. Indebtedness is a measure of the amount of debt financing utilized by the Company. Indebtedness is presented in this MD&A because management considers this supplementary financial measure to be an important measure of the Company's financial position.

#### INDEBTEDNESS TO TOTAL ASSETS RATIO

Indebtedness to total assets ratio is defined as indebtedness divided by total assets and is presented in this MD&A because management considers this supplementary financial measure to be an important measure of the Company's financial leverage.

#### **CAPITAL MANAGEMENT MEASURES**

The Company's capital management is designed to maintain a level of capital that allows it to implement its business strategy while complying with investment and debt restrictions, as well as existing debt covenants, while continuing to build long-term shareholder value and maintain sufficient capital contingencies.

The following discussion describes the Company's capital management measures:

#### LIQUIDITY

Liquidity is calculated as the sum of cash, amounts available under its revolving credit facilities and any committed net additional mortgage financing proceeds and is presented in this MD&A because management considers this capital management measure to be an important measure of the Company's financial position as well as determining the annual level of dividends to common shareholders.

# PART II

## **BUSINESS OVERVIEW**

Morguard Corporation is a real estate investment company whose principal activities include the acquisition, development and ownership of multi-suite residential, commercial and hotel properties. Morguard is also one of Canada's premier real estate investment advisors and management companies, representing major institutional and private investors. Morguard's total assets under management (including both owned and managed assets) were valued at \$18.6 billion as at September 30, 2023. The Company's common shares are publicly traded and listed on the Toronto Stock Exchange ("TSX") under the symbol "MRC." The Company's primary goal is to accumulate a portfolio of high-quality real estate assets and then deliver the benefits of such real estate ownership to shareholders.



#### MANAGEMENT AND ADVISORY SERVICES

The Company, through its wholly owned subsidiary, Morguard Investments Limited ("MIL"), provides real estate management services to Canadian institutional investors. Services include acquisitions, development, dispositions, leasing, performance measurement and asset and property management. For over 45 years, MIL has positioned itself as one of Canada's leading providers of real estate portfolio and asset and property management services. In addition, Morguard, through its 60% ownership interest in Lincluden Investment Management Limited ("Lincluden") offers institutional clients and private investors a broad range of global investment products across equity, fixed-income and balanced portfolios.

As of September 30, 2023, MIL together with Lincluden manage a portfolio (excluding Morguard's corporately owned assets and assets owned by Morguard REIT and Morguard Residential REIT) of assets having an estimated value of \$7.8 billion.

## **BUSINESS STRATEGY**

Morguard's strategy is to acquire a diversified portfolio of commercial and multi-suite residential real estate assets both for its own accounts and for its institutional clients. The Company's cash flows are well diversified given the revenue stream earned from its management and advisory services platform, the Company's corporately owned assets and the distributions received from its investment in Morguard REIT and Morguard Residential REIT. Diversification of the portfolio, by both asset type and location, serves to reduce investment risk. The Company will divest itself of non-core assets when proceeds can be reinvested to improve returns. A primary element of the Company's business strategy is to generate stable and increasing cash flow and asset value by improving the performance of its real estate investment portfolio and by acquiring or developing real estate properties in sound economic markets.

The Company's business strategy consists of the following elements:

- Increase property values and cash flow through aggressive leasing of available space and of space becoming available;
- · Take advantage of long-standing relationships with national and regional tenants;

- Target and execute redevelopment and expansion projects that will generate substantial returns;
- Pursue opportunities to acquire or develop strategically located properties;
- Minimize operating costs by utilizing internalized functions, including property and asset management, leasing, finance, accounting, legal and information technology services; and
- Dispose of properties where the cash flows and values have been maximized.

Morguard's strategically diversified asset portfolio and healthy, conservative debt ratios and financial resources provide strength against economic and real estate cycles. Morguard has always been driven by our commitment to real estate for the long term. Our experience has proven that this persistence has driven greater value for our shareholders year over year, and our diversified portfolio and conservative debt level position us well against any potential challenges. We will continue to carry on with this approach.

## FINANCIAL AND OPERATIONAL HIGHLIGHTS

As at	September 30, 2023	December 31, 2022	September 30, 2022
Real estate properties	\$10,636,445	\$10,551,074	\$11,151,313
Real estate properties held for sale	—	—	126,397
Hotel properties	341,232	337,239	356,456
Equity-accounted and other fund investments	99,460	120,347	139,272
Total assets	11,692,182	11,705,252	12,420,345
Indebtedness	\$5,789,324	\$5,804,887	\$5,930,752
Indebtedness to total assets (%)	49.5	49.6	47.8
Non-consolidated indebtedness to total assets (%) <sup>(1)</sup>	44.0	45.0	42.9
Total equity	\$4,382,067	\$4,385,471	\$4,857,574
Shareholders' equity per common share	361.80	350.68	389.36

(1) Represents a non-GAAP financial ratio that does not have any standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. This measure should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Additional information on this non-GAAP financial ratio can be found under the section "Part I, Specified Financial Measures."

	Three months ended September 30		Nine months ended September 30		
	2023	2022	2023	2022	
Revenue from real estate properties	\$250,640	\$234,863	\$743,558	\$681,459	
Revenue from hotel properties	47,895	50,416	123,203	123,983	
Management and advisory fees	9,618	10,018	30,752	30,441	
Total revenue	312,361	299,501	911,160	847,207	
Net operating income	165,792	158,034	426,139	379,861	
Fair value gain (loss), net	(125,876)	(9,649)	(118,894)	484,340	
Net income attributable to common shareholders	5,494	66,824	60,622	505,801	
Per common share - basic and diluted	0.51	6.02	5.54	45.58	
Funds from operations <sup>(1)</sup>	60,163	53,889	148,166	136,736	
Per common share - basic and diluted <sup>(1)</sup>	5.56	4.86	13.55	12.32	
Normalized FFO <sup>(1)</sup>	64,394	63,396	176,833	158,661	
Per common share - basic and diluted <sup>(1)</sup>	5.95	5.71	16.17	14.30	
Distributions received from Morguard REIT	2,513	2,360	7,413	7,045	
Distributions received from Morguard Residential REIT	4,530	4,404	13,590	13,208	
Dividends declared/paid	(1,622)	(1,664)	(4,897)	(4,994)	

(1) Represents a non-GAAP financial measure/ratio that does not have any standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. This measure should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Additional information on this non-GAAP financial measure/ratio can be found under the section "Part I, Specified Financial Measures."

Total assets as at September 30, 2023, were \$11,692,182, compared to \$11,705,252 as at December 31, 2022. Total assets decreased by \$13,070 primarily due to the following:

- An increase in real estate properties of \$85,371, mainly due to acquisitions of \$112,980, capital and development expenditures of \$68,826 and tenant incentives and leasing commissions of \$22,944, partially offset by a net fair value loss of \$105,765 and a decrease of \$7,867 due to the change in the U.S. dollar exchange rate;
- A decrease in other assets and prepaid expense of \$83,248;
- A decrease in amounts receivable of \$14,890;
- A decrease in equity-accounted and other fund investments of \$20,887; and
- An increase in cash of \$16,591.

Total revenue during the three months ended September 30, 2023, increased by \$12,860 to \$312,361, compared to \$299,501 in 2022, primarily due to the following:

- An increase in revenue from real estate properties in the amount of \$15,777, primarily due to higher average monthly rent ("AMR") within the multi-suite residential segment and an increase of \$4,359 from a change in foreign exchange rates; and
- A decrease in revenue from hotel properties in the amount of \$2,521, resulting from the disposal of hotel properties in 2022, partly offset by an increase in revenue per available room ("RevPar").

#### **PROPERTY PROFILE**

As at September 30, 2023, the Company and its subsidiaries own a diversified portfolio of 178 multi-suite residential, retail, office, industrial and hotel properties located in Canada and in the United States.

#### **PORTFOLIO COMPOSITION BY ASSET TYPE**

The composition of the Company's real estate properties by asset type as at September 30, 2023, was as follows:

Asset Type	Number of Properties	GLA Square Feet (000s) <sup>(1)</sup>	Apartment Suites/Hotels Rooms <sup>(2)</sup>	Real Estate/ Hotel Properties
Multi-suite residential	55	—	17,566	\$6,241,504
Retail	37	8,229	—	2,130,506
Office <sup>(3)</sup>	69	8,917	_	2,122,521
Hotel	17	—	2,907	341,232
Properties and land held for and under development	—	—	—	141,914
Total real estate properties	178	17,146	20,473	\$10,977,677

(1) Total GLA is shown on a proportionate basis; on a 100% basis, total GLA of the Company's commercial properties is 20.8 million square feet.

(2) Total suites/hotel rooms include equity-accounted investments and non-controlling interest. The Company on a proportionate basis has ownership of 17,121 suites and 2,737 hotel rooms.

(3) Includes industrial properties with 1,079,000 square feet of GLA and a fair value of \$220,378.

The Company's multi-suite residential portfolio comprises 24 Canadian properties located primarily throughout the Greater Toronto Area ("GTA") and 31 U.S. properties in California, Texas, Louisiana, Illinois, Georgia, Florida, North Carolina, Virginia and Maryland. The combined multi-suite residential portfolio represents 17,566 suites.

The Company's retail portfolio includes two broad categories of income producing properties: (i) enclosed full-scale, regional shopping centres with 5.3 million square feet of gross leaseable area ("GLA"); and (ii) neighbourhood and community shopping centres that are primarily anchored by food retailers and discount department stores with 2.9 million square feet of GLA. The retail portfolio comprises 25 properties located in Canada and 12 properties located in Florida, Louisiana and Maryland. The combined retail portfolio represents 8.2 million square feet of GLA.

The Company's office portfolio is focused on well-located, high-quality office buildings in major Canadian urban centres primarily located throughout the GTA, downtown Ottawa, Calgary and Vancouver. The portfolio is balanced between single-tenant buildings under long-term lease to government and large national tenants and multi-tenant properties with well-distributed lease expiries that allow the Company to benefit from increased rent on lease renewals. This segment comprises 7.8 million square feet of office and 1.1 million square feet of industrial GLA.

The Company's hotel portfolio comprises 13 branded and 4 unbranded hotel properties located in three Canadian provinces. Branded hotels include Hilton, Marriott and Holiday Inn and consist of full and select service formats. The hotel portfolio represents 2,907 rooms.

#### AVERAGE OCCUPANCY LEVELS COMPARATIVE AVERAGE OCCUPANCY LEVELS

	Suites/GLA	Sep.	Jun.	Mar.	Dec.	Sep.
	Square Feet	2023	2023	2023	2022	2022
Multi-suite residential	17,267 (1)	96.2%	96.8%	96.6%	96.6%	96.8%
Retail	7,832,500 (2)	93.5%	93.2%	92.9%	93.3%	92.8%
Office <sup>(3)</sup>	8,868,500 <sup>(3)</sup>	88.1%	85.9%	86.6%	87.2%	89.9%

(1) Excludes one property that reached stabilized occupancy during the first quarter of 2023, located in Los Angeles, California. Including the one property previously under initial lease-up, occupancy at September 30, 2023 is 96.1% (June 30, 2023 - 96.7%, March 31, 2023 - 96.8%, December 31, 2022 - 96.3%).

(2) Retail occupancy has been adjusted to exclude development space of 396,525 square feet of GLA.

(3) Office occupancy has been adjusted to exclude development space of 48,206 square feet of GLA. Office includes industrial properties with 1,079,000 square feet of GLA.

As at September 30, 2023, the retail occupancy levels were adjusted to exclude development space and space that is pending demolition (396,525 square feet of GLA), this adjustment increased retail occupancy from 88.9% to 93.5%.

#### LEASE PROFILE

The table below provides a summary of the lease maturities for the next three years:

Summary of Lease Expiries (000s)			2023		2024		2025
As at September 30, 2023	Total SF	SF	%	SF	%	SF	%
Retail <sup>(1)</sup>	7,832	679	9%	633	8%	716	9%
Office <sup>(2)(3)</sup>	8,869	404	5%	856	10%	1,479	17%
Total	16,701	1,083	6%	1,489	9%	2,195	13%

(1) Retail square feet has been adjusted to exclude development space of 396,525 square feet of GLA.

(2) Office square feet has been adjusted to exclude development space of 48,206 square feet of GLA.

(3) Includes industrial properties with 1,079,000 square feet of GLA.

# PART III

## **REVIEW OF OPERATIONAL RESULTS**

The Company's operational results for the three and nine months ended September 30, 2023, and 2022 are summarized below:

	Three months ended September 30		Nine months Septembe	
	2023	2022	2023	2022
Revenue from real estate properties	\$250,640	\$234,863	\$743,558	\$681,459
Revenue from hotel properties	47,895	50,416	123,203	123,983
Property operating expenses				
Property operating costs	(61,382)	(54,777)	(180,071)	(163,333)
Utilities	(16,600)	(16,618)	(50,464)	(47,876)
Realty taxes	(24,666)	(23,380)	(125,593)	(118,835)
Hotel operating expenses	(30,095)	(32,470)	(84,494)	(95,537)
Net operating income	165,792	158,034	426,139	379,861
OTHER REVENUE				
Management and advisory fees	9,618	10,018	30,752	30,441
Interest and other income	4,208	4,204	13,647	11,324
	13,826	14,222	44,399	41,765
EXPENSES				
Interest	66,830	57,692	194,533	167,878
Property management and corporate	20,773	20,316	65,254	57,619
Amortization of hotel properties and other	6,084	6,682	19,835	20,167
Recovery of impairment	(11,000)	_	(11,000)	_
	82,687	84,690	268,622	245,664
OTHER INCOME (EXPENSE)				
Fair value gain (loss), net	(125,876)	(9,649)	(118,894)	484,340
Equity income (loss) from investments	1,677	(376)	1,502	6,033
Other income (expense)	(627)	(848)	(765)	498
	(124,826)	(10,873)	(118,157)	490,871
Income (loss) before income taxes	(27,895)	76,693	83,759	666,833
Provision for (recovery of) income taxes				
Current	2,280	4,220	6,431	6,037
Deferred	(20,731)	16,718	22,254	125,239
	(18,451)	20,938	28,685	131,276
Net income (loss) for the period	(\$9,444)	\$55,755	\$55,074	\$535,557
Net income (loss) attributable to:				
Common shareholders	\$5,494	\$66,824	\$60,622	\$505,801
Non-controlling interest	(14,938)	(11,069)	(5,548)	29,756
-	(\$9,444)	\$55,755	\$55,074	\$535,557
Net income per common share attributable to:				
Common shareholders - basic and diluted	\$0.51	\$6.02	\$5.54	\$45.58

#### FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2023

#### **NET INCOME (LOSS)**

Net loss for the three months ended September 30, 2023 was \$9,444, compared to net income of \$55,074 in 2022. The decrease in net income of \$65,199 for the three months ended September 30, 2023, was primarily due to the following:

• An increase in non-cash net fair value loss of \$116,227, mainly due to an increase in net fair value loss

recorded on real estate properties, partially offset by a decrease in fair value loss on marketable securities and an increase in fair value gain on Morguard Residential REIT units;

- An increase in net operating income of \$7,758, primarily due to an increase in AMR at multi-suite residential properties;
- An increase in interest expense of \$9,138, mainly due to higher interest on mortgages payable and bank indebtedness, partially offset by lower interest on the Debentures, primarily due to the repayment of the Series C senior unsecured debentures on September 15, 2022. The change in foreign exchange rate increased U.S. mortgage interest by \$1,381;
- A recovery of impairment on hotel properties of \$11,000; and
- A decrease in income tax expense (current and deferred) of \$39,389, primarily a result of a lower fair value gain recorded on the Company's real estate properties compared to the prior period.

# FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2023 NET INCOME

Net income for the nine months ended September 30, 2023 was \$55,074, compared to \$535,557 in 2022. The decrease in net income of \$480,483 for the nine months ended September 30, 2023, was primarily due to the following:

- An increase in non-cash net fair value loss of \$603,234, mainly due to an increase in fair value loss compared to a net fair value gain recorded on real estate properties in 2022, a decrease in fair value gain on the Morguard Residential REIT units, and an increase in fair value loss on other real estate funds investments, partially offset by a decrease in fair value loss on marketable securities;
- An increase in net operating income of \$46,278, primarily due to an increase in AMR and lower vacancy at multi-suite residential properties. In addition, higher NOI from the hotel portfolio due to greater demand for international travel as well as domestic leisure and business travel relative to 2022;
- An increase in interest expense of \$26,655, mainly due to higher interest on mortgages payable and bank indebtedness, partially offset by lower interest on the Debentures, primarily due to the repayment of the Series C senior unsecured debentures on September 15, 2022. The change in foreign exchange rate increased U.S. mortgage interest by \$5,174;
- A recovery of impairment on hotel properties of \$11,000; and
- A decrease in income tax expense (current and deferred) of \$102,591, primarily a result of a lower fair value gain recorded on the Company's real estate properties compared to the prior period.

#### **COMPARATIVE NET OPERATING INCOME**

Comparable NOI is a non-GAAP financial measure that does not have any standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. This measure should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Additional information on this non-GAAP financial measure can be found under the section "Part I, Specified Financial Measures."

	Three months ended September 30		Nine months	ended
			September 30	
	2023	2022	2023	2022
Multi-suite residential (in local currency)	\$56,318	\$52,133	\$167,208	\$148,887
Retail (in local currency)	28,652	28,249	86,315	81,767
Office <sup>(1)</sup>	33,835	35,371	96,707	100,144
Hotel	17,840	17,866	39,299	27,736
Exchange amount to Canadian dollars	10,336	9,749	32,183	26,456
Comparative NOI	146,981	143,368	421,712	384,990
Acquired properties	4,180	1,307	14,040	2,265
Dispositions	(40)	1,549	(557)	6,454
Realty tax expense accounted for under IFRIC 21	14,061	12,495	(12,948)	(11,382)
Lease cancellation fees	1,220	512	2,886	3,061
U.S. residential initial lease-up	616	(36)	2,113	(141)
Realty tax refund/reassessment	_	_	2,826	38
Other	(1,226)	(1,161)	(3,933)	(5,424)
NOI	\$165,792	\$158,034	\$426,139	\$379,861

(1) Includes industrial properties with Comparative NOI for the three and nine months ended September 30, 2023 of \$2,366 (2022 - \$2,463) and \$5,324 (2022 - \$6,513), respectively.

The Company believes it is useful to provide an analysis of Comparative NOI, which eliminates non-recurring and non-cash items.

Comparative NOI for the three months ended September 30, 2023, increased by \$3,613 or 2.5%, to \$146,981 compared to \$143,368 in 2022 due to the following:

- Multi-suite residential increased by \$4,185 as a result of rental rate growth, partly offset by increase by
  operating expenses;
- Retail increased by \$403 mainly due to higher rent from leases with percentage rent components and lower abatements;
- Office decreased by \$1,536 mainly due to slightly higher vacancy which lead to lower net rent and operating recovery revenues;
- Hotel decreased by \$26 due to higher operating expenses, partly offset by an increase in RevPar; and
- The change in the foreign exchange rate increased Comparative NOI for the U.S. properties by \$587.

Comparative NOI for the nine months ended September 30, 2023, increased by \$36,722 or 9.5%, to \$421,712 compared to \$384,990 in 2022 due to the following:

- Multi-suite residential increased by \$18,321 as a result of lower vacancy and rental rate growth, partly offset by increase by operating expenses;
- Retail increased by \$4,548 mainly due to higher rent from leases with percentage rent components and lower abatements;
- Office decreased by \$3,437 mainly due to slightly higher vacancy which lead to lower net rent and operating recovery revenues;
- Hotel increased by \$11,563 mainly due to an increase in RevPar from greater demand for international travel as well as domestic leisure and business travel relative to 2022; and
- The change in the foreign exchange rate increased Comparative NOI for the U.S. properties by \$5,727.

#### FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2023

#### NET OPERATING INCOME

Adjusted NOI is a non-GAAP financial measure that does not have any standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. This measure should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Additional information on this non-GAAP financial measure can be found under the section "Part I, Specified Financial Measures."

Net operating income increased by \$7,758, or 4.9%, for the three months ended September 30, 2023, to \$165,792 compared to \$158,034 generated in 2022, and is further analyzed by asset type below.

#### ADJUSTED NOI BY ASSET TYPE

For the three months ended September 30	2023	2022
Multi-suite residential	\$68,557	\$62,533
Retail	30,855	29,277
Office <sup>(1)</sup>	34,519	35,783
Hotel	17,800	17,946
Adjusted NOI	151,731	145,539
IFRIC 21 adjustment - multi-suite residential	12,242	11,159
IFRIC 21 adjustment - retail	1,819	1,336
NOI	\$165,792	\$158,034

(1) Includes industrial properties with NOI for the three months ended September 30, 2023 of \$2,362 (2022 - \$2,591).

NOI from the multi-suite residential portfolio for the three months ended September 30, 2023, increased by \$7,107, or 9.6% to \$80,799, compared to \$73,692 in 2022. The increase in NOI is due to the change in Adjusted NOI described below and an increase in the IFRIC 21 adjustment of \$1,083.

Adjusted NOI from the multi-suite residential portfolio for the three months ended September 30, 2023, increased by \$6,024, or 9.6%, to \$68,557, compared to \$62,533 in 2022. The increase in Adjusted NOI is primarily due to the following:

An increase in Canadian multi-suite residential properties of \$2,992 primarily resulting from;
 An increase in AMR of 4.8%. In addition, the Canadian portfolio turned over 320 suites, or 4.0% of total suites and achieved AMR growth of 18.8% on suite turnover.

An increase in U.S. multi-suite residential properties of US\$1,532 primarily resulting from;
 An increase of US\$850 mainly due to an increase in AMR of 7.6%, partially offset by higher vacancy and an increase in operating costs from higher insurance premiums, bad debt expense, repairs and maintenance, and higher realty tax expense;

- A decrease of US\$1,055 from the sale of two properties during 2022; and

- An increase of US\$1,737 from the acquisition of Echelon Chicago during the third quarter of 2022, Xavier Apartments during the first quarter of 2023, and the initial lease-up of Lumina Hollywood which reached stabilized occupancy during the first quarter of 2023.

An increase of \$1,500 due to the change in the U.S. dollar foreign exchange rate.

NOI from the retail portfolio for the three months ended September 30, 2023, increased by \$2,061, or 6.7%, to \$32,674, compared to \$30,613 in 2022. The increase in NOI is primarily due to the change in Adjusted NOI described below and an increase in the IFRIC 21 adjustment of \$483.

Adjusted NOI from the retail portfolio for the three months ended September 30, 2023, increased by \$1,578, or 5.4%, to \$30,855 compared to \$29,277 in 2022. The increase in Adjusted NOI is primarily due to the following:

- An increase in Canadian retail properties of \$566 primarily resulting from higher occupancy.
- An increase in U.S. retail properties of US\$657 primarily resulting from the acquisition of Rockville Town Square during the third quarter of 2022.
- An increase of \$355 due to the change in the U.S. dollar foreign exchange rate.

NOI from the office portfolio for the three months ended September 30, 2023, decreased by \$1,264, or 3.5%, to \$34,519, compared to \$35,783 in 2022, primarily due to the following:

- A decrease of \$1,653 mainly due to lower occupancy, lower recoveries of operating expenses, and lower realty tax refunds, partially offset by higher lease cancellation fees received.
- An increase of \$389 from the acquisition of 215 Slater Street during 2022.

NOI from the hotel portfolio for the three months ended September 30, 2023, decreased by \$146, or 0.8%, to \$17,800, compared to \$17,946 in 2022, primarily due to the following:

- A decrease of \$20 due to higher operating expenses, partly offset by an increase in RevPar by \$8.31 to \$170.14 for the three months ended September 30, 2023, compared to \$161.83 in 2022. During the three months ended September 30, 2023, the average daily rate ("ADR") increased to \$204.62, compared to \$193.38 in 2022 and hotel occupancy was stable at 83.1%, compared to 83.4% in 2022.
- A decrease of \$126 due to the sale of hotel properties during 2022.

#### MANAGEMENT AND ADVISORY FEES

Morguard's management and advisory fee revenue for the three months ended September 30, 2023, decreased by \$400 or 4.0%, to \$9,618 compared to \$10,018 in 2022, primarily due to lower disposition fees and asset management fees earned.

#### INTEREST AND OTHER INCOME

Interest and other income for the three months ended September 30, 2023, increased by \$4, or 0.1%, to \$4,208 compared to \$4,204 in 2022.

#### INTEREST EXPENSE

Interest expense consists of the following:

For the three months ended September 30	2023	2022
Mortgages payable	\$48,978	\$41,431
Debentures payable, net of accretion	9,419	11,226
Bank indebtedness	4,402	1,330
Loans payable and other	205	76
Lease liabilities	2,469	2,364
Amortization of mark-to-market adjustments on mortgages, net	(432)	(680)
Amortization of deferred financing costs	2,222	2,068
	67,263	57,815
Less: Interest capitalized to properties under development	(433)	(123)
	\$66,830	\$57,692

Interest expense for the three months ended September 30, 2023, increased by \$9,138, or 15.8% to \$66,830, compared to \$57,692 in 2022, mainly due to an increase in interest on mortgages payable and bank indebtedness, partially offset by lower interest on the Debentures, primarily due to the repayment of the Series C senior unsecured debentures on September 15, 2022. The increase in interest on mortgages payable is largely attributable to properties financed at higher fixed and floating rates of interest, and a change in foreign exchange rates increasing U.S. mortgage interest by \$1,381.

#### PROPERTY MANAGEMENT AND CORPORATE

Property management and corporate expenses for the three months ended September 30, 2023, increased by \$457, or 2.2%, to \$20,773, compared to \$20,316 in 2022, primarily due to inflationary impact on salary costs and an increase in travel expenses.

#### AMORTIZATION OF HOTEL PROPERTIES AND OTHER

Amortization of hotel properties and other for the three months ended September 30, 2023, decreased by \$598 to \$6,084, compared to \$6,682 in 2022.

#### **RECOVERY OF IMPAIRMENT**

During the three months ended September 30, 2023, a recoverability analysis was completed in accordance with the procedures specified by IFRS, which indicated that a recovery of impairment of \$11,000 should be recorded.

#### FAIR VALUE LOSS ON REAL ESTATE PROPERTIES

Fair value adjustments are determined based on the movement of various valuation parameters on a quarterly basis, including changes in projected cash flows as a result of leasing, capitalization rates, discount rates and terminal capitalization rates. During the three months ended September 30, 2023, the Company recognized a fair value loss of \$170,289, compared to \$23,865 in 2022.

Fair value loss on real estate properties consists of the following:

For the three months ended September 30, 2023	2023	2022
Multi-suite residential	(\$68,417)	\$102,202
Retail	(12,767)	(61,452)
Office <sup>(1)</sup>	(89,105)	(64,615)
	(\$170,289)	(\$23,865)

(1) Includes industrial properties with a fair value gain for the three months ended September 30, 2023 of \$1,875 (2022 - loss of \$5,467).

For the three months ended September 30, 2023, the Company recognized the following fair value loss:

- A net fair value loss of \$68,417 in the residential portfolio, primarily due to a 25 basis point increase in valuation parameters across several U.S. properties and an adjustment on realty taxes accounted for under IFRIC 21, partially offset by an increase in stabilized NOI across the Company's Canadian and U.S. residential portfolio.
- A net fair value loss of \$12,767 in the retail portfolio, primarily due to a 25 basis point increase in valuation parameters at eight of the Company's enclosed malls.
- A net fair value loss of \$89,105 in the office portfolio, primarily due to a 25 basis point increase in valuation parameters across most properties.

#### FAIR VALUE GAIN ON MORGUARD RESIDENTIAL REIT UNITS

For the three months ended September 30, 2023, the Company recorded a fair value gain on the Morguard Residential REIT units of \$47,987, which includes a mark-to-market gain of \$53,452 on the units as a result of a decrease in the trading price and the distributions made to external unitholders of \$5,465.

#### FAIR VALUE LOSS ON INVESTMENT IN MARKETABLE SECURITIES

For the three months ended September 30, 2023, the Company recorded a fair value loss on investment in marketable securities of \$4,315 resulting from a decrease in market value of the securities.

#### EQUITY LOSS FROM INVESTMENTS

Equity loss from investments consist of the following:

For the three months ended September 30	2023	2022
Joint ventures	\$2,618	(\$656)
Associates	(941)	280
	\$1,677	(\$376)

Equity income from investments for the three months ended September 30, 2023, increased by \$2,053 to \$1,677, compared to a loss of \$376 in 2022, primarily due to a recovery of impairment recorded on the Company's hotel investments.

#### **OTHER EXPENSE**

Other expense for the three months ended September 30, 2023, decreased by \$221, to \$627, compared to \$848 in 2022.

#### **INCOME TAXES**

For the three months ended September 30, 2023, the Company recorded total income tax recovery of \$18,451, compared to income tax expense of \$20,938 in 2022. The decrease in total income tax expense of \$39,389 comprises a decrease of \$37,449 in deferred tax expense and a decrease of \$1,940 in current tax expense.

The decrease in current tax expense for the three months ended September 30, 2023 is primarily due to the utilization of non-capital losses to shelter certain taxable income.

The decrease in deferred tax expense for the three months ended September 30, 2023 is primarily a result of a lower fair value gain recorded on the Company's Canadian and U.S. properties compared to the same period in 2022.

#### PENSION PLANS

The Company's accounting policy under IFRS is to recognize actuarial gains/losses in the period in which they occur, and these gains/losses are reflected in the consolidated statement of comprehensive income. During the three months ended September 30, 2023, an actuarial loss of \$3,572 was recorded in the consolidated statements of comprehensive income, compared to an actuarial loss of \$4,255 for the three months ended September 30, 2022.

## FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2023

#### NET OPERATING INCOME

Adjusted NOI is a non-GAAP financial measure that does not have any standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. This measure should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Additional information on this non-GAAP financial measure can be found under the section "Part I, Specified Financial Measures."

Net operating income increased by \$46,278, or 12.2%, for the nine months ended September 30, 2023, to \$426,139, compared to \$379,861 generated in 2022, and is further analyzed by asset type below.

#### ADJUSTED NOI BY ASSET TYPE

For the nine months ended September 30	2023	2022
Multi-suite residential	\$203,569	\$175,176
Retail	95,665	85,513
Office <sup>(1)</sup>	101,144	102,108
Hotel	38,709	28,446
Adjusted NOI	439,087	391,243
IFRIC 21 adjustment - multi-suite residential	(11,319)	(10,159)
IFRIC 21 adjustment - retail	(1,629)	(1,223)
NOI	\$426,139	\$379,861

(1) Includes industrial properties with NOI for the nine months ended September 30, 2023 of \$5,326 (2022 - \$6,822).

NOI from the multi-suite residential portfolio for the nine months ended September 30, 2023, increased by \$27,233, or 16.5%, to \$192,250, compared to \$165,017 in 2022. The increase in NOI is due to the change in Adjusted NOI described below, partially offset by an increase in the IFRIC 21 adjustment of \$1,160.

Adjusted NOI from the multi-suite residential portfolio for the nine months ended September 30, 2023, increased by \$28,393, or 16.2%, to \$203,569, compared to \$175,176 in 2022. The increase in Adjusted NOI is primarily due to the following:

- An increase in Canadian multi-suite residential properties of \$10,010 primarily resulting from:

   Higher occupancy from improved leasing activity and an increase in AMR of 4.8%. In addition, the Company's Canadian portfolio turned over 719 suites, or 9.0% of total suites and achieved AMR growth of 19.2% on suite turnover.
- An increase in U.S. multi-suite residential properties of US\$9,804 primarily resulting from:

   An increase of US\$7,481 mainly due to an increase in AMR of 7.6%, partially offset by higher vacancy and an increase in operating costs from higher insurance premiums, bad debt expense, repairs and maintenance, and higher realty tax expense;
  - A decrease of US\$3,963 from the sale of three properties during 2022; and
     An increase of US\$6,286 from the acquisition of Echelon Chicago during the third quarter of 2022, Xavier Apartments during the first quarter of 2023, and the initial lease-up of Lumina Hollywood which reached stabilized occupancy during the first quarter of 2023.
- An increase of \$8,579 due to the change in the U.S. dollar foreign exchange rate.

NOI from the retail portfolio for the nine months ended September 30, 2023, increased by \$9,746, or 11.6%, to \$94,036, compared to \$84,290 in 2022. The increase in NOI is primarily due to the change in Adjusted NOI described below, partially offset by an increase in the IFRIC 21 adjustment of \$406.

Adjusted NOI from the retail portfolio for the nine months ended September 30, 2023, increased by \$10,152, or 11.9%, to \$95,665 compared to \$85,513 in 2022. The increase in Adjusted NOI is primarily due to the following:

- An increase in Canadian retail properties of \$7,230 primarily resulting from:
  - An increase of \$2,826 due to recoveries from a prior year tax refund received; and
  - An increase of \$4,404 due to higher revenue from leases with percentage rent components, higher recoveries, and lower bad debt expense, partially offset by lower lease cancellation fees received.
- An increase in U.S. retail properties of US\$1,582 primarily resulting from the acquisition of Rockville Town Square located in Rockville, Maryland.
- An increase of \$1,340 due to the change in the U.S. dollar foreign exchange rate.

NOI from the office portfolio for the nine months ended September 30, 2023, decreased by \$964, or 0.9%, to \$101,144, compared to \$102,108 in 2022, primarily due to the following:

- A decrease of \$3,606 due to lower occupancy and lower recoveries of operating expenses, partially offset by higher lease cancellation fees received.
- An increase of \$3,050 from the acquisition of 3199 Palladium Drive and 215 Slater Street during 2022.
- A decrease of \$408 from the disposition of 4211 Albert Street during 2022.

NOI from the hotel portfolio for the nine months ended September 30, 2023, increased by \$10,263, or 36.1%, to \$38,709, compared to \$28,446 in 2022, primarily due to the following:

- An increase of \$11,562 mainly due to the easing of pandemic restrictions positively impacted transient and corporate demand compared to prior period. During the nine months ended September 30, 2023, ADR increased to \$190.67, compared to \$171.19 in 2022 and hotel occupancy increased to 77.5%, compared to 66.6% during the same period in 2022. As a result RevPar increased by \$33.71 to \$147.85 for the nine months ended September 30, 2023, compared to \$114.14 in 2022.
- A decrease of \$1,299 due to the sale of hotel properties during 2022.

#### MANAGEMENT AND ADVISORY FEES

Morguard's management and advisory fee revenue for the nine months ended September 30, 2023, increased by \$311, or 1.0%, to \$30,752, compared to \$30,441 in 2022, primarily due to higher disposition fees earned, partially offset by a decrease in asset management fees earned.

#### INTEREST AND OTHER INCOME

Interest and other income for the nine months ended September 30, 2023, increased by \$2,323, or 20.5%, to \$13,647, compared to \$11,324 in 2022. The increase was primarily due to higher interest income on mortgages receivable.

#### INTEREST EXPENSE

Interest expense consists of the following:

For the nine months ended September 30	2023	2022
Mortgages payable	\$141,971	\$120,411
Debentures payable, net of accretion	27,964	34,055
Bank indebtedness	12,430	1,724
Loans payable and other	710	118
Lease liabilities	7,427	7,138
Amortization of mark-to-market adjustments on mortgages, net	(1,395)	(1,866)
Amortization of deferred financing costs	6,487	6,412
Loss on extinguishment of mortgage payable	—	181
	195,594	168,173
Less: Interest capitalized to properties under development	(1,061)	(295)
	\$194,533	\$167,878

Interest expense for the nine months ended September 30, 2023, increased by \$26,655, or 15.9%, to \$194,533, compared to \$167,878 in 2022, mainly due to an increase in interest on mortgages payable and bank indebtedness, partially offset by lower interest on the Debentures, primarily due to the repayment of the Series C senior unsecured debentures on September 15, 2022. The increase in interest on mortgages payable is largely attributable to properties financed at higher fixed and floating rates of interest, and a change in foreign exchange rates increasing U.S. mortgage interest by \$5,174.

#### **PROPERTY MANAGEMENT AND CORPORATE**

Property management and corporate expenses for the nine months ended September 30, 2023, increased by \$7,635, or 13.3%, to \$65,254, compared to \$57,619 in 2022, primarily due to inflationary impact on salary costs, an increase in travel expenses and a lower non-cash adjustment to reduce compensation expense related to the Company's SARs plan of \$2,547.

#### AMORTIZATION OF HOTEL PROPERTIES AND OTHER

Amortization of hotel properties and other for the nine months ended September 30, 2023, decreased by \$332, or 1.6%, to \$19,835, compared to \$20,167 in 2022.

#### **RECOVERY OF IMPAIRMENT**

During the nine months ended September 30, 2023, a recoverability analysis was completed in accordance with the procedures specified by IFRS, which indicated that a recovery of impairment of \$11,000 should be recorded.

#### FAIR VALUE GAIN (LOSS) ON REAL ESTATE PROPERTIES

Fair value adjustments are determined based on the movement of various valuation parameters on a quarterly basis, including changes in projected cash flows as a result of leasing, capitalization rates, discount rates and terminal capitalization rates. During the nine months ended September 30, 2023, the Company recognized a net fair value loss on real estate properties of \$106,696, compared to a net fair value gain of \$459,091 in 2022.

Fair value gain (loss) on real estate properties consists of the following:

For the nine months ended September 30	2023	2022
Multi-suite residential	\$89,940	\$552,745
Retail	(18,804)	(49,044)
Office <sup>(1)</sup>	(177,832)	(44,610)
	(\$106,696)	\$459,091

(1) Includes industrial properties with a fair value gain for the nine months ended September 30, 2023 of \$17,659 (2022 - \$27,555).

For the nine months ended September 30, 2023, the Company recognized the following fair value gain (loss):

- A net fair value gain of \$89,940 in the residential portfolio, mainly due to an increase in stabilized NOI across the Company's Canadian and U.S. residential portfolio and an adjustment on realty taxes accounted for under IFRIC 21, partly offset by a 25 basis point increase in valuation parameters across several U.S. properties.
- A net fair value loss of \$18,804 in the retail portfolio, due to a decrease in projected cash flows and a 25 basis point increase in valuation parameters at most of the Company's enclosed malls.
- A net fair value loss of \$177,832 in the office portfolio, primarily due to a decrease in projected cash flows and a 25 basis point increase in valuation parameters across most properties.

#### FAIR VALUE GAIN ON MORGUARD RESIDENTIAL REIT UNITS

For the nine months ended September 30, 2023, the Company recorded a fair value gain on the Morguard Residential REIT units of \$17,288, which includes a mark-to-market gain of \$33,912 on the units as a result of an decrease in trading price and the distributions made to external unitholders of \$16,624.

#### FAIR VALUE LOSS ON INVESTMENT IN MARKETABLE SECURITIES

For the nine months ended September 30, 2023, the Company recorded a fair value loss on investment in marketable securities of \$19,617 resulting from a decrease in market value of the securities.

#### EQUITY INCOME FROM INVESTMENTS

Equity income from investments consists of the following:

For the nine months ended September 30	2023	2022
Joint ventures	\$2,111	(\$201)
Associates	(609)	6,234
	\$1,502	\$6,033

Equity income from investments for the nine months ended September 30, 2023, decreased by \$4,531 to \$1,502, compared to \$6,033 in 2022, primarily due to a lower fair value gain compared to 2022, partially offset by a recovery of impairment recorded on the Company's hotel investments.

#### **OTHER INCOME (EXPENSE)**

Other expense for the nine months ended September 30, 2023, decreased by \$1,263 to \$765, compared to income of \$498 in 2022.

#### **INCOME TAXES**

For the nine months ended September 30, 2023, the Company recorded an income tax expense of \$28,685, compared to \$131,276 in 2022. The decrease in income tax expense of \$102,591 comprises a decrease of \$102,985 in deferred tax expense and an increase of \$394 in current tax expense.

The increase in current tax expense for the nine months ended September 30, 2023 is primarily a result of the disposition of three industrial properties within one of the Company's equity-accounted investments, partially offset by the utilization of non-capital losses to shelter certain taxable income.

The decrease in deferred tax expense for the nine months ended September 30, 2023 is primarily a result of a lower fair value gain recorded on the Company's Canadian and U.S. properties compared to the same period in 2022.

#### **PENSION PLANS**

The Company's accounting policy under IFRS is to recognize actuarial gains/losses in the period in which they occur, and these gains/losses are reflected in the consolidated statements of comprehensive income. During the nine months ended September 30, 2023, an actuarial loss of \$3,644 was recorded in the consolidated statements of comprehensive income, compared to an actuarial loss of \$10,068 in 2022; the gains/losses are primarily due to a change in the trading price of the pension plan's underlying investments.

## FUNDS FROM OPERATIONS

FFO (and FFO per common share) are non-GAAP financial measures that do not have any standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. These measures should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. FFO is computed by the Company in accordance with the current definition of the Real Property Association of Canada ("REALPAC") and is widely used as a real estate industry standard that supplements net income and evaluates operating performance but is not indicative of funds available to meet the Company's cash requirements. Additional information on this non-GAAP financial measure can be found under the section "Part I, Specified Financial Measures."

The following table provides an analysis of the Company's FFO by component:

	Three months ended		Nine mont	
	Septemb	Septem		
	2023	2022	2023	2022
Multi-suite residential	\$68,557	\$62,533	\$203,569	\$175,176
Retail	30,855	29,277	95,665	85,513
Office	34,519	35,783	101,144	102,108
Hotel	17,800	17,946	38,709	28,446
Adjusted NOI <sup>(1)</sup>	151,731	145,539	439,087	391,243
Other Revenue				
Management and advisory fees	9,618	10,018	30,752	30,441
Interest and other income	4,208	4,204	13,647	11,324
Equity-accounted FFO <sup>(2)</sup>	1,449	1,550	4,518	4,076
	15,275	15,772	48,917	45,841
Expenses and Other				
Interest	(66,830)	(57,692)	(194,533)	(167,878)
Principal repayment of lease liabilities	(405)	(316)	(1,229)	(1,037)
Property management and corporate	(20,773)	(20,316)	(65,254)	(57,619)
Internal leasing costs	1,320	1,524	3,394	3,482
Amortization of capital assets	(318)	(345)	(979)	(1,113)
Current income taxes <sup>(3)</sup>	(2,280)	(4,220)	(4,371)	(5,764)
Non-controlling interests' share of FFO <sup>(4)</sup>	(12,468)	(15,640)	(44,511)	(44,762)
Unrealized changes in the fair value of financial instruments	(5,116)	(9,882)	(31,566)	(26,435)
Other income (expense)	27	(535)	(789)	778
FFO	\$60,163	\$53,889	\$148,166	\$136,736
FFO per common share amounts – basic and diluted	\$5.56	\$4.86	\$13.55	\$12.32
Weighted average number of common shares outstanding (in thousands):				
Basic and diluted	10,813	11,095	10,933	11,098

(1) For the three and nine months ended September 30, 2023, an IFRIC 21 adjustment of \$14,061 (2022 - \$12,495) was added and \$12,948 (2022 - \$11,382) was deducted, respectively, to the IFRS presentation of reality tax expense.

(2) Equity-accounted FFO exclude fair value adjustments on real estate properties, provision for (recovery of) impairment and amortization of hotel properties.
 (3) Current income taxes for the three and nine months ended September 30, 2023, excludes \$nil (2022 - \$nil) and \$2,060 (2022 - \$273), respectively, of income tax relating to the disposal of properties.

(4) For the three and nine months ended September 30, 2023, non-controlling interests' share of FFO includes Morguard Residential REIT's non-controlling interest share of FFO in the amount of \$7,690 (2022 - \$7,806) and \$24,187 (2022 - \$21,823), respectively.

For the three months ended September 30, 2023, the Company recorded FFO of \$60,163 (\$5.56 per common share), compared to \$53,889 (\$4.86 per common share) in 2022. The increase in FFO of \$6,274 is mainly due to an increase in Adjusted NOI of \$6,192, a decrease in unrealized changes in the fair value of the Company's financial instruments of \$4,766, a decrease in the non-controlling interests' share of FFO of \$3,172 and a decrease in current income taxes of \$1,940, partially offset by an increase in interest expense of \$9,138.

The change in foreign exchange rate had a positive impact on FFO of \$510 (\$0.05 per common share).

For the nine months ended September 30, 2023, the Company recorded FFO of \$148,166 (\$13.55 per common share), compared to \$136,736 (\$12.32 per common share) in 2022. The increase in FFO of \$11,430 is mainly due to an increase in Adjusted NOI of \$47,844 and an increase in interest and other income of \$2,323, partially offset by an increase in interest expense of \$26,655, an increase in property management and corporate expenses of \$7,635 and an increase in unrealized changes in the fair value of the Company's financial instruments of \$5,131.

The change in foreign exchange rate had a positive impact on FFO of \$2,308 (\$0.21 per common share).

Normalized FFO (and Normalized FFO per common share) are non-GAAP financial measures that do not have any standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. These measures should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Normalized FFO is computed as FFO excluding non-recurring items on a net of tax basis and other fair value adjustments. The Company believes it is useful to provide an analysis of Normalized FFO which excludes non-recurring items on a net of tax basis and other fair value adjustments excluded from REALPAC's definition of FFO described above. Additional information on this non-GAAP financial measure can be found under the section "Part I, Specified Financial Measures."

Normalized FFO	Three mont Septemb	Nine months ended September 30		
	2023	2022	2023	2022
FFO (from above)	\$60,163	\$53,889	\$148,166	\$136,736
Add/(deduct):				
Unrealized changes in the fair value of financial instruments	5,116	9,882	31,566	26,435
SARs plan decrease in compensation expense	(57)	(13)	(866)	(3,413)
Lease cancellation fee and other	(1,020)	(414)	(2,476)	(1,446)
Tax effect of above adjustments	192	52	443	349
Normalized FFO	\$64,394	\$63,396	\$176,833	\$158,661
Per common share amounts – basic and diluted	\$5.95	\$5.71	\$16.17	\$14.30

Normalized FFO for the three months ended September 30, 2023, was \$64,394, or \$5.95 per common share, versus \$63,396, or \$5.71 per common share, for the same period in 2022, which represents a decrease of \$998, or 1.6%.

Normalized FFO for the nine months ended September 30, 2023, was \$176,833, or \$16.17 per common share, versus \$158,661, or \$14.30 per common share, for the same period in 2022, which represents an increase of \$18,172, or 11.5%.

The following table provides the Company's net income attributable to common shareholders reconciled to FFO:

	Three months ended		Nine months ended		
	Septemb		September 30		
	2023	2022	2023	2022	
Net income attributable to common shareholders	\$5,494	\$66,824	\$60,622	\$505,801	
Add/(deduct):					
Fair value loss (gain) on real estate properties, net <sup>(1)</sup>	172,891	25,547	111,951	(461,883)	
Non-controlling interests' share of fair value loss (gain) on real estate properties, net <sup>(1)</sup>	(20,385)	(19,588)	(25,187)	7,490	
Fair value gain on Morguard Residential REIT units	(53,452)	(28,904)	(33,912)	(66,233)	
Distribution to Morguard Residential REIT's external unitholders	5,465	5,446	16,624	16,336	
Non-controlling interest - Morguard Residential REIT	(7,690)	(7,806)	(24,187)	(21,823)	
Fair value gain on conversion option of MRG convertible debentures	(1,542)	(640)	(2,080)	(1,787)	
Amortization of intangible asset	1,722	1,598	6,360	4,790	
Amortization of hotel properties <sup>(2)</sup>	4,209	4,983	13,252	15,099	
Foreign exchange loss (gain)	654	313	(24)	280	
Deferred income taxes	(20,731)	16,718	22,254	125,239	
Principal repayment of lease liabilities	(405)	(316)	(1,229)	(1,037)	
Internal leasing costs	1,320	1,524	3,394	3,482	
Realty taxes accounted for under IFRIC 21 <sup>(3)</sup>	(13,392)	(11,810)	12,263	10,709	
Current tax on disposition of properties	_	_	2,060	273	
Recovery of impairment <sup>(4)</sup>	(13,995)	_	(13,995)		
FFO	\$60,163	\$53,889	\$148,166	\$136,736	
FFO per common share – basic and diluted	\$5.56	\$4.86	\$13.55	\$12.32	
Weighted average number of common shares outstanding (in thousands):					
Basic and diluted	10,813	11,095	10,933	11,098	

Includes fair value adjustments on real estate properties for equity-accounted investments.
 Includes amortization of hotel properties for equity-accounted investments.
 Realty taxes accounted for under IFRIC 21 exclude non-controlling interests' share.
 Includes provision for (recovery of) impairment for equity-accounted investments.

# PART IV

## **BALANCE SHEET ANALYSIS**

#### **REAL ESTATE PROPERTIES**

The Company's real estate properties, together with hotel properties and equity-accounted and other real estate fund investments, represent approximately 95% of Morguard's total assets. Real estate properties include multi-suite residential, retail, office and industrial properties held to earn rental income and for capital appreciation. Real estate properties also include properties or land being constructed or developed for future use as income producing properties.

The following table details the Company's real estate assets:

As at	September 30, 2023	December 31, 2022
Real estate properties		
Multi-suite residential	\$6,241,504	\$5,998,802
Retail	2,130,506	2,129,696
Office <sup>(1)</sup>	2,122,521	2,289,519
	10,494,531	10,418,017
Properties under development	10,730	21,604
Land held for development	131,184	111,453
Real estate properties	\$10,636,445	\$10,551,074

(1) As at September 30, 2023, includes industrial properties in the amount of \$220,378 (December 31, 2022 - \$205,323).

Real estate properties increased by \$85,371 at September 30, 2023, to \$10,636,445, compared to \$10,551,074 at December 31, 2022. The increase is primarily the result of the following:

- Acquisitions of \$112,980;
- Capitalization of property enhancements, including capital expenditures and tenant improvements totalling \$79,114;
- Development expenditures of \$12,656;
- A fair value loss on real estate properties of \$105,765;
- A decrease of \$7,867 due to the change in the U.S. dollar exchange rate; and
- Dispositions of real estate properties of \$1,549.

#### APPRAISAL CAPITALIZATION AND DISCOUNT RATES

The Company's internal valuation team consists of Appraisal Institute of Canada ("AIC") designated Accredited Appraiser Canadian Institute ("AACI") members who are qualified to offer valuation and consulting services and expertise for all types of real property, all of whom are knowledgeable and have recent experience in the fair value techniques for investment properties. AACI-designated members must adhere to AIC's Canadian Uniform Standards of Professional Appraisal Practice ("CUSPAP") and undertake ongoing professional development. The Company's appraisal division is responsible for determining the fair value of investment properties every quarter, which include co-owned properties and properties classified as equity-accounted investments. The Company's valuation processes and results are reviewed by the Company's senior management at least once every quarter, in line with the Company's quarterly reporting dates.

As at September 30, 2023, using the direct capitalization approach, the multi-suite residential, retail and office properties were valued using capitalization rates in the range of 3.3% to 10.3% (December 31, 2022 - 3.3% to 10.0%), resulting in an overall weighted average capitalization rate of 5.6% (December 31, 2022 - 5.5%).

		September 30, 2023				December 31, 2022				
As at	Occupancy Rates		cy Capitalization Rates		Occup Ra		C	apitaliza Rates		
	Max.	Min.	Max.	Min.	Weighted Average	Max.	Min.	Max.	Min.	Weighted Average
Multi-suite residential	98.5%	92.0%	6.3%	3.3%	4.4%	98.5%	92.0%	6.0%	3.3%	4.3%
Retail	99.0%	85.0%	10.3%	5.0%	7.4%	99.0%	85.0%	10.0%	5.0%	7.2%
Office <sup>(1)</sup>	100.0%	85.0%	8.8%	4.3%	7.2%	100.0%	90.0%	8.3%	4.3%	6.7%

The stabilized capitalization rates by product type are set out in the following table:

(1) Includes industrial properties comprising approximately 10% of the segment's total assets.

The key valuation metrics used in the discounted cash flow method for the retail and office properties are set out in the following table:

As at	Sept	September 30, 2023			December 31, 2022		
	Maximum	Minimum	Weighted Average	Maximum	Minimum	Weighted Average	
Retail							
Discount rate	11.3%	5.8%	7.6%	11.0%	5.8%	7.5%	
Terminal cap rate	10.3%	5.0%	6.7%	10.0%	5.0%	6.6%	
Office							
Discount rate	9.0%	5.5%	6.9%	9.0%	5.3%	6.7%	
Terminal cap rate	8.3%	4.5%	6.2%	8.0%	4.3%	5.9%	

Fair values are most sensitive to changes in discount rates, capitalization rates and stabilized or forecast net operating income. Generally, an increase in stabilized net operating income will result in an increase in the fair value of the income producing properties, and an increase in capitalization rates will result in a decrease in the fair value of the properties. The capitalization rate magnifies the effect of a change in stabilized net operating income, with a lower capitalization rate resulting in a greater impact on the fair value of the property than a higher capitalization rate.

The sensitivity of the fair values of the Company's income producing properties as at September 30, 2023, and December 31, 2022, is set out in the table below:

As at	September	30, 2023	December	31, 2022
Change in capitalization rate:	0.25%	(0.25%)	0.25%	(0.25%)
Multi-suite residential	(\$324,426)	\$362,829	(\$326,294)	\$366,825
Retail	(64,036)	68,548	(65,790)	70,573
Office <sup>(1)</sup>	(71,809)	77,050	(83,423)	90,021
	(\$460,271)	\$508,427	(\$475,507)	\$527,419

(1) Includes industrial properties comprising approximately 10% of the segment's total assets.

#### **HOTEL PROPERTIES**

Hotel properties consist of the following:

As at	September 30, 2023	December 31, 2022
Cost	\$462,015	\$456,526
Accumulated impairment provision	(2,249)	(13,249)
Accumulated amortization	(118,534)	(106,038)
	\$341,232	\$337,239

During the three months ended September 30, 2023, a recovery of previously recorded impairment of \$11,000 was recorded.

#### EQUITY-ACCOUNTED AND OTHER FUND INVESTMENTS

Equity-accounted and other real estate fund investments consist of the following:

As at	September 30, 2023	December 31, 2022
Joint ventures	\$34,424	\$27,284
Associates	3,459	19,505
Equity-accounted investments	37,883	46,789
Other real estate fund investments	61,577	73,558
Equity-accounted and other fund investments	\$99,460	\$120,347

The following are the Company's significant equity-accounted investments as at September 30, 2023, and December 31, 2022:

	Company's Ownership		Ownership	Carrying Value			
Property/Investment	Principal Place of Business	Investment Type	Asset Type	September 30, 2023	December 31, 2022	September 30, 2023	December 31, 2022
Petroleum Plaza	Edmonton, AB	Joint Venture	Office	50.0%	50.0%	\$9,146	\$11,658
Quinte Courthouse	Belleville, ON	Joint Venture	Office	50.0%	50.0%	2,781	2,802
Greypoint Capital L.P. II <sup>(1)</sup>	Toronto, ON	Joint Venture	Other	—%	15.6%	_	2,097
Courtyard by Marriott	Ottawa, ON	Joint Venture	Hotel	50.0%	50.0%	14,141	5,602
Marriott Residence Inn	London, ON	Joint Venture	Hotel	50.0%	50.0%	8,356	5,125
MIL Industrial Fund II LP <sup>(2)(3)</sup>	Various	Associate	Industrial	18.8%	18.8%	3,459	19,505
						\$37,883	\$46,789

<sup>(1)</sup> During the second quarter of 2023, the Company's investment in Greypoint Capital L.P. II returned all invested capital and was dissolved.

<sup>(2)</sup> The Company accounts for its investment using the equity method since the Company has the ability to exercise significant influence as a result of its role as general partner; however, it does not control the fund.

<sup>(3)</sup> During the nine months ended September 30, 2023, the fund disposed of three industrial properties and distributed net disposition proceeds in the amount of \$14,991.

The following table presents the change in the balance of equity-accounted investments:

As at	September 30, 2023	December 31, 2022
Balance, beginning of period	\$46,789	\$62,223
Additions	7,250	774
Share of net income	1,502	1,207
Distributions received	(17,658)	(17,415)
Balance, end of period	\$37,883	\$46,789

#### MORTGAGES PAYABLE

Mortgages payable totalled \$4,679,572 at September 30, 2023, compared to \$4,642,151 at December 31, 2022, an increase of \$37,421, mainly due to the repayment of mortgages on maturity of \$242,713, scheduled principal repayments of \$89,543 and a change in foreign exchange of \$3,122, partially offset by net proceeds from new mortgage financing of \$369,212.

#### MORTGAGE CONTINUITY SCHEDULE

As at	September 30, 2023	December 31, 2022
Opening mortgage balance	\$4,642,151	\$4,627,968
New mortgage financing	373,951	887,871
New mortgage financing costs	(4,739)	(4,579)
Mortgage repayments on maturity	(242,713)	(717,778)
Mortgage repayments on extinguishment	—	(136,829)
Scheduled principal repayments	(89,543)	(131,112)
Change in foreign exchange rate	(3,122)	112,562
Mortgages mark-to-market adjustment, net	(1,395)	(2,477)
Deferred financing costs (including extinguishment)	4,982	6,525
Closing mortgage balance	\$4,679,572	\$4,642,151

The Company's first mortgages are registered against specific real estate assets and hotel properties. As at September 30, 2023, mortgages payable bear interest at rates ranging between 2.03% and 8.72% per annum with a weighted average interest rate of 4.34% (December 31, 2022 - 3.95%), mature between 2023 and 2058 with a weighted average term to maturity of 4.2 years (December 31, 2022 - 4.6 years). Approximately 86% of the Company's mortgages have fixed interest rates.

#### MORTGAGE REPAYMENT SCHEDULE

	Principal Instalment	Balance		Weighted Average Contractual
As at September 30, 2023	Repayments	Maturing	Total	Interest Rate
2023 (remainder of the year)	\$36,977	\$302,743	\$339,720	6.77%
2024	109,009	848,034	957,043	5.76%
2025	87,368	483,995	571,363	3.13%
2026	67,322	436,340	503,662	3.52%
2027	63,248	440,600	503,848	3.83%
Thereafter	149,477	1,677,234	1,826,711	3.88%
	\$513,401	\$4,188,946	4,702,347	4.34%
Mark-to-market adjustment, net			875	
Deferred financing costs			(23,650)	
			\$4,679,572	

Some of the Company's mortgages payable require it to maintain annual debt service coverage ratios and/or debt to equity ratios and/or debt to appraised value ratios and arrange for capital expenditures in accordance with predetermined limits. As at September 30, 2023, and December 31, 2022, the Company was in compliance with all financial covenants.

The following table details the new and refinancing activities completed during the nine months ended September 30, 2023:

Date	Asset Type	Location	New Interest Rate	Maturing Interest Rate	Term (years)	Mortgage Proceeds	Mortgage Repayment
January 15, 2023	Hotel	Halifax, NS	8.24%	7.73%	0.7	\$16,087	\$16,087
January 15, 2023	Hotel	Halifax, NS	8.24%	7.73%	0.7	27,587	27,587
January 21, 2023	Retail	Red Deer, AB	5.21%	3.99%	3.0	31,686	39,186
February 1, 2023	Office	Edmonton, AB	5.63%	—%	3.0	10,000	
April 1, 2023	Retail	Vaughan, ON	4.86%	3.93%	3.0	15,500	12,398
May 1, 2023	Residential	Cary, NC	5.06%	3.45%	10.0	63,579	39,348
May 1, 2023	Residential	Atlanta, GA	5.06%	3.61%	10.0	25,995	21,892
June 1, 2023	Residential	Toronto, ON	4.18%	2.96%	10.0	61,137	24,553
July 1, 2023	Retail	Winnipeg, MB	7.07%	4.15%	1.0	8,531	8,531
July 31, 2023	Residential	Pensacola, FL	5.66%	3.39%	7.8	17,894	9,980
July 31, 2023	Residential	Pensacola, FL	5.66%	3.39%	7.8	18,705	10,676
August 1, 2023	Office	Ottawa, ON	7.89%	4.35%	1.0	26,000	32,475
September 14, 2023	Retail	Mississauga, ON	5.82%	—%	5.0	16,000	
September 20, 2023	Office	Ottawa, ON	6.18%	—%	7.0	15,000	_
September 21, 2023	Retail	Winnipeg, MB	5.82%	—%	5.0	20,250	_
Weighted Averages	and Total		5.73%	4.44%	6.2	\$373,951	\$242,713

#### MORTGAGE MATURITY SCHEDULE

The following table details the Company's contractual maturities over the next two years:

				2023				2024
			Weighted	Maturing			Weighted	Maturing
			Average	Loan-to-			Average	Loan-to-
	Number of	Principal	Interest	Value	Number of	Principal	Interest	Value
Asset Type	<b>Properties</b>	Maturing	Rate	Ratio	<b>Properties</b>	Maturing	Rate	Ratio
Multi-suite residential	_	\$—	—%	—%	6	\$306,742	5.80%	36.6%
Retail	3	173,554	7.18%	53.0%	5	304,508	5.54%	70.4%
Office	2	86,195	4.98%	39.9%	4	203,290	5.72%	66.7%
Hotels	2	42,994	8.72%	69.6%	2	33,494	7.65%	113.5%
	7	\$302,743	6.77%	50.0%	17	\$848,034	5.76%	52.9%

#### **UNSECURED DEBENTURES**

The Company's Unsecured Debentures consist of the following:

As at	Maturity Date	Coupon Interest Rate	September 30, 2023	December 31, 2022
Series E senior unsecured debentures	January 25, 2024	4.715%	\$225,000	\$225,000
Series F senior unsecured debentures	November 27, 2024	4.204%	225,000	225,000
Series G senior unsecured debentures	September 28, 2023	4.402%	_	175,000
Series H senior unsecured debentures	September 26, 2026	9.500%	175,000	_
Unamortized financing costs			(2,710)	(857)
			\$622,290	\$624,143

On September 15, 2017, the Company issued \$200,000 (net proceeds including issuance costs - \$198,800) of Series C senior unsecured debentures due on September 15, 2022. On September 15, 2022, the Series C senior unsecured debentures were fully repaid on maturity.

On January 25, 2019, the Company issued \$225,000 (net proceeds including issuance costs - \$223,575) of Series E senior unsecured debentures due on January 25, 2024. Interest on the Series E senior unsecured debentures is payable semi-annually, not in advance, on January 25 and July 25 of each year. Paros Enterprises Limited ("Paros"), a related party, acquired \$12,500 aggregate principal amount of the Series E senior unsecured debentures. The Company has the option to redeem the Series E senior unsecured debentures at a redemption price equal to the greater of the Canada Yield Price or par plus any accrued and unpaid interest. The Canada Yield Price is defined as the amount that would return a yield on investment for the remaining term to maturity equal to the Canada Bond Yield with an equal term to maturity plus a spread of 0.70%.

On November 27, 2019, the Company issued \$225,000 (net proceeds including issuance costs - \$224,000) of Series F senior unsecured debentures due on November 27, 2024. Interest on the Series F senior unsecured debentures is payable semi-annually, not in advance, on May 27 and November 27 of each year. The Company has the option to redeem the Series F senior unsecured debentures at a redemption price equal to the greater of the Canada Yield Price or par plus any accrued and unpaid interest. The Canada Yield Price is defined as the amount that would return a yield on investment for the remaining term to maturity equal to the Canada Bond Yield with an equal term to maturity plus a spread of 0.675%.

On September 26, 2023, the Company issued \$175,000 (net proceeds including issuance costs - \$172,600) of Series H senior unsecured debentures due on September 26, 2026. Interest on the Series H senior unsecured debentures is payable semi-annually, not in advance, on March 26 and September 26 of each year, commencing on March 26, 2024. Paros, a related party, acquired \$25,000 aggregate principal amount of the Series H senior unsecured debentures. The Company has the option to redeem the Series H senior unsecured debentures at a redemption price equal to the greater of the Canada Yield Price or par plus any accrued and unpaid interest. The Canada Yield Price is defined as the amount that would return a yield on investment for the remaining term to maturity equal to the Canada Bond Yield with an equal term to maturity plus a spread of 1.235%.

On September 28, 2023, the Series G unsecured debentures were fully repaid on maturity.

The presentation of Non-Consolidated Basis measures represents a non-GAAP financial measure and is presented in this MD&A because management considers these non-GAAP financial measures to be an important measure to evaluate and monitor the Company's compliance with its Indenture.

The covenants that govern the Unsecured Debentures are calculated using the Company's published results prepared in accordance with IFRS adjusted as required to account for the Company's Public Entity Investments using the equity method of accounting and other adjustments defined by the Indenture. The presentation of the Non-Consolidated balance sheet does not classify short-term and long-term assets and liabilities. In addition, other assets as presented in the non-consolidated balance sheet, group amounts receivable; prepaid expenses and other; and cash that are presented as a separate financial statement line in the Company's consolidated balance sheet, and loans payable and bank indebtedness that are presented as separate financial statement line in the non-consolidated balance sheet have been grouped as one single financial statement line in the non-consolidated balance sheet.

The Company must maintain an interest coverage ratio computed on a Non-Consolidated Basis above 1.65 times, an indebtedness to aggregate assets ratio computed on a Non-Consolidated Basis not to exceed 65% and a minimum equity requirement computed on a Non-Consolidated Basis of at least \$300,000. If the Company does not meet these covenants, the Unsecured Debentures will become immediately due and payable unless the Company is able to remedy the default or obtain a waiver from lenders.

Non-Consolidated Basis adjustments include the following:

- An adjustment (as defined in the Indenture) to account for the Company's Public Entity Investments using the equity method of accounting ("Equity Adjustment"). The adjustment requires the Public Entity Investments which are consolidated under IFRS to each respective financial statement line presented within the balance sheet and statement of income to be presented on a single line within equity-accounted investments;
- An adjustment (as defined in the Indenture) to the balance sheet to exclude deferred tax assets and liabilities, goodwill and to add back accumulated amortization of hotel properties ("Balance Sheet Indenture Adjustment"); and
- An adjustment (as defined in the Indenture) to the statement of income (loss) to exclude other non-cash items (such as the Company's SARs expense, IFRIC 21 and any gain or loss attributed to the sale or disposition of any asset or liability), non-recurring items (such as acquisition-related costs and debt settlement or other costs), and to include the distributions received from Morguard REIT and Morguard Residential REIT ("Income Statement Indenture Adjustment").

The covenants computed on a Non-Consolidated Basis are as follows:

Non-Consolidated Basis	<b>Covenant Requirements</b>	September 30, 2023	September 30, 2022
Interest coverage ratio <sup>(1)(2)</sup>	1.65	2.24	2.29
Indebtedness to aggregate assets ratio <sup>(2)</sup>	Less than or equal to 65%	44.0%	42.9%
Adjusted shareholders' equity <sup>(2)</sup>	Not less than \$300,000	\$3,528,714	\$3,958,048

(1) Calculated on a trailing twelve-month basis.

(2) Represents a non-GAAP financial measure/ratio that does not have any standardized meaning prescribed by IFRS and is not necessarily comparable to similar measures presented by other reporting issuers in similar or different industries. This measure should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Additional information on this non-GAAP financial measure/ratio can be found under the section Part I, "Specified Financial Measures."

As at September 30, 2023, on a Non-Consolidated Basis, the Company's unencumbered assets which include real estate, hotel properties, and other investments amounted to \$788,260 (December 31, 2022 - \$863,625).

## The Company's financial results on a Non-Consolidated Basis are as follows: **MORGUARD NON-CONSOLIDATED FINANCIAL STATEMENTS BALANCE SHEET**

As at         Morguard Consolidated         Morguard REIT         Morguard Residential REIT         Morguard Equity Adjustment         Balance Sheet Indenture Adjustment           Assat         Morguard Consolidated         Morguard REIT         Morguard Residential REIT         Equity Adjustment         Sheet Indenture Adjustment           ASSETS         Real estate properties         \$10,636,445         (\$2,285,852)         (\$4,052,168)         (\$157,496)         \$           Hotel properties         341,232         -         -         -         118,534           Equity-accounted and other fund investments         99,460         (9,146)         (50,808)         1,410,850            Other assets         615,045         (26,355)         (65,480)         13,433         (24,488)           Total assets         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046           LIABILITIES         Mortgages payable         \$4,679,572         \$1,061,197)         (\$108,759)         \$	Morguard Non- Consolidated	
As at         Morguard Consolidated         Morguard REIT         Residential REIT         Equity Adjustment         Indenture Adjustment           ASSETS           Real estate properties         \$10,636,445         (\$2,285,852)         (\$4,052,168)         (\$157,496)         \$           Hotel properties         341,232         -         -         -         118,534           Equity-accounted and other fund investments         99,460         (9,146)         (50,808)         1,410,850            Other assets         615,045         (26,355)         (65,480)         13,433         (24,488)           Total assets         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046           LIABILITIES         Indenture         Indenture         Indenture         Indenture         Indenture	Consolidated	Non-
Real estate properties       \$10,636,445       (\$2,285,852)       (\$4,052,168)       (\$157,496)       \$         Hotel properties       341,232       -       -       118,534         Equity-accounted and other fund investments       99,460       (9,146)       (50,808)       1,410,850          Other assets       615,045       (26,355)       (65,480)       13,433       (24,488)         Total assets       \$11,692,182       (\$2,321,353)       (\$4,168,456)       \$1,266,787       \$94,046         LIABILITIES	Basis	
Hotel properties         341,232         -         -         118,534           Equity-accounted and other fund investments         99,460         (9,146)         (50,808)         1,410,850         -           Other assets         615,045         (26,355)         (65,480)         13,433         (24,488)           Total assets         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046           LIABILITIES         Image: constraint of the state of the		
Equity-accounted and other fund investments         99,460         (9,146)         (50,808)         1,410,850         —           Other assets         615,045         (26,355)         (65,480)         13,433         (24,488)           Total assets         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046           LIABILITIES         Image: Contract of the state of the	\$4,140,929	\$4,332,675
investments         99,460         (9,146)         (50,808)         1,410,850         —           Other assets         615,045         (26,355)         (65,480)         13,433         (24,488)           Total assets         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046           LIABILITIES         Image: Content of the second s	459,766	443,277
Total assets         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046           LIABILITIES	1,450,356	1,434,342
LIABILITIES	512,155	527,557
	\$6,563,206	\$6,737,851
Mortgages payable \$4,679,572 (\$1,061,197) (\$1,524,073) (\$108,759) \$		
	\$1,985,543	\$2,053,181
Construction financing, loans and bank indebtedness 173,063 (37,000) - 7,912 -	143,975	214,379
Class B LP units — — (255,763) 255,763 —	—	—
Debentures payable 761,942 (151,391) (51,528) 63,267 —	622,290	624,143
Lease liabilities 171,505 (16,417) (16,424) 134 —	138,798	139,986
Morguard Residential REIT units 400,568 — — (400,568) —	—	—
Deferred income tax liabilities 849,719 — (279,792) — (569,927)	—	—
Accounts payable and accrued liabilities 273,746 (62,556) (69,088) 1,784 -	143,886	141,807
Total liabilities         7,310,115         (1,328,561)         (2,196,668)         (180,467)         (569,927)	3,034,492	3,173,496
Equity / Adjusted shareholders' equity         4,382,067         (992,792)         (1,971,788)         1,447,254         663,973	3,528,714	3,564,355
Total liabilities and equity         \$11,692,182         (\$2,321,353)         (\$4,168,456)         \$1,266,787         \$94,046		

#### **COMPUTATION FOR INTEREST COVERAGE RATIO**

						2023	2022
Nine months ended September 30	Morguard Consolidated	Morguard REIT	Morguard Residential REIT	Equity Adjustment	Income Statement Indenture Adjustment	Morguard Non- Consolidated Basis	Morguard Non- Consolidated Basis
Revenue from real estate properties	\$978,616	(\$248,883)	(\$321,696)	(\$16,641)	\$—	\$391,396	\$371,403
Revenue from hotel properties	161,389	_	_	_	_	161,389	156,912
Property operating expenses	(440,094)	122,780	150,016	(9,948)	585	(176,661)	(177,982)
Hotel operating expenses	(116,996)	_	_	_	_	(116,996)	(125,627)
Net operating income	582,915	(126,103)	(171,680)	(26,589)	585	259,128	224,706
Management and advisory fees/distributions	41,650	_	_	46,647	_	88,297	83,436
Interest and other income	18,973	_	_	2,042	_	21,015	19,651
Property management and corporate <sup>(1)</sup>	(85,248)	3,788	21,931	(24,558)	(2,030)	(86,117)	(78,762)
Other income (expense) <sup>(2)</sup>	932	(1,055)	(1,945)	2,731	_	663	957
Distributions from Morguard REIT and Morguard Residential REIT	_	_	_	_	27,858	27,858	31,487
EBITDA	\$559,222	(\$123,370)	(\$151,694)	\$273	\$26,413	\$310,844	\$281,475
Interest expense	\$255,990	(\$59,769)	(\$72,046)	\$14,289	\$—	\$138,464	\$123,149
Interest capitalized to development projects	1,269	(1,269)	_	_	_	_	—
Interest expense for interest coverage ratio	\$257,259	(\$61,038)	(\$72,046)	\$14,289	\$—	\$138,464	\$123,149

<sup>(1)</sup> Morguard consolidated property management and corporate expense for the trailing twelve months ended September 30, 2023, includes a non-cash fair value adjustment relating to the Company's SARs liability and has been adjusted to remove the impact of the decrease in SARs expense of \$2,030 (2022 - \$2,772). <sup>(2)</sup> Excludes acquisition-related costs, debt settlement or other costs, any gain or loss attributed to the sale or disposition of any asset or liability, provision for

impairment, other non-cash items and non-recurring items.

#### **CONVERTIBLE DEBENTURES**

Convertible debentures consist of the following:

As at	Maturity Date	Conversion Price	Coupon Interest Rate	Principal Balance	Principal Owned by the Company	September 30, 2023	December 31, 2022
Morguard Residential REIT <sup>(1)</sup>	March 31, 2028	\$24.15	6.00%	\$56,000	\$5,000	\$46,528	\$—
Morguard Residential REIT	March 31, 2023	\$20.20	4.50%	\$85,500	\$5,000	_	80,126
Morguard REIT	December 31, 2026	\$7.80	5.25%	\$159,000	\$60,000	\$93,124	\$91,968
						\$139,652	\$172,094

(1) As at September 30, 2023, the liability includes the fair value of the conversion option of \$2,155 (December 31, 2022 - \$94).

#### Morguard Residential REIT

On February 13, 2018, Morguard Residential REIT issued \$75,000 principal amount of 4.50% convertible unsecured subordinated debentures. On February 21, 2018, an additional principal amount of \$10,500 was issued pursuant to the exercise of the over-allotment option. On March 24, 2023, the 4.50% convertible unsecured subordinated debentures were redeemed in advance of their March 31, 2023 maturity date.

On March 9, 2023, Morguard Residential REIT issued \$50,000 principal amount of 6.00% convertible unsecured subordinated debentures maturing on March 31, 2028. On March 17, 2023, an additional principal amount of \$6,000 was issued pursuant to the exercise of the over-allotment option. Interest is payable semi-annually, not in advance, on March 31 and September 30 of each year, commencing September 30, 2023. The underwriter's commissions, legal and other issue costs attributable to the debentures in the amount of \$2,410 have been capitalized and are being amortized over the term to maturity. Paros, a related party, acquired \$2,000 aggregate principal amount of the debentures.

#### **Morguard REIT**

On December 7, 2021, Morguard REIT issued \$150,000 principal amount of 5.25% convertible unsecured subordinated debentures maturing on December 31, 2026. On December 13, 2021, an additional principal amount of \$9,000 was issued pursuant to the exercise of the over-allotment option. Interest is payable semi-annually, not in advance, on June 30 and December 31 of each year, commencing on June 30, 2022. The underwriter's commissions, legal and other issue costs attributable to the debentures in the amount of \$4,213 have been capitalized and are being amortized over the term to maturity. The convertible debentures, with the exception of \$4,213, the value assigned to the holder's conversion option, have been recorded as debt on the consolidated balance sheets. Morguard owns \$60,000 aggregate principal amount of the 5.25% convertible unsecured subordinated debentures.

#### **MORGUARD RESIDENTIAL REIT UNITS**

As at September 30, 2023, the Company owned a 45.6% (December 31, 2022 - 44.7%) effective interest in Morguard Residential REIT through its ownership of 7,944,166 units and 17,223,090 Class B LP units. Although the Company owns less than 50% of Morguard Residential REIT, it continues to consolidate its investment on the basis of *de facto* control.

The non-controlling interest in Morguard Residential REIT units has been presented as a liability. Morguard Residential REIT units are redeemable at any time, in whole or in part, on demand by the holders. Upon receipt of the redemption notice by Morguard Residential REIT, all rights to and under the units tendered for redemption shall be surrendered, and the holder shall be entitled to receive a price per unit equal to the lesser of: (i) 90% of the market price of the units on the principal exchange market on which the units are listed or quoted for trading during the 10 consecutive trading days ending immediately prior to the date on which the units were surrendered for redemption; or (ii) 100% of the closing market price on the principal exchange market on which the units are listed or quoted for trading dor trading on the redemption date.

As at September 30, 2023, the Company valued the non-controlling interest in Morguard Residential REIT units at \$400,568 (December 31, 2022 - \$454,425) and classified the units as a liability on the consolidated balance sheets. Due to the change in the market value of the units and the distributions paid to external unitholders, the Company recorded a fair value gain for the three and nine months ended September 30, 2023 of \$47,987 (2022 - \$23,548) and \$17,288 (2022 - \$49,897), respectively, in the consolidated statements of income (loss).

#### **BANK INDEBTEDNESS**

As at September 30, 2023, the Company has operating lines of credit totalling \$486,000 (December 31, 2022 - \$491,500), the majority of which can be borrowed in either Canadian or United States dollars and are subject to floating interest rates based on bankers' acceptance. As at September 30, 2023, the maximum amount that can be borrowed on the operating lines of credit is \$376,433 (December 31, 2022 - \$384,895), which includes deducting issued letters of credit in the amount of \$3,242 (December 31, 2022 - \$4,676) related to these facilities. The Company's investments in Morguard REIT and Morguard Residential REIT, marketable securities, amounts receivable, inventory, capital assets and a fixed-charge security on 17 properties have been pledged as collateral on these operating lines of credit. As at September 30, 2023, the Company had borrowed \$154,543 (December 31, 2022 - \$184,306) on its operating lines of credit.

The bank credit agreements, which renew annually and are due on demand, include certain restrictive undertakings by the Company. As at September 30, 2023, the Company is in compliance with all undertakings.

#### **LEASE LIABILITIES**

The following table presents the change in the balance of lease liabilities:

As at	September 30, 2023	December 31, 2022
Balance, beginning of period	\$172,517	\$168,265
Interest on lease liabilities	7,427	9,626
Payments	(8,656)	(11,358)
Additions	241	6,987
Dispositions	_	(1,562)
Foreign exchange loss (gain)	(24)	559
Balance, end of period	\$171,505	\$172,517

Future minimum lease payments under lease liabilities are as follows:

Present value of minimum lease payments	\$171,505	\$172,517
Less: future interest costs	(239,141)	(246,631)
Total minimum lease payments	\$410,646	\$419,148
Over 5 years	354,227	362,484
2 to 5 years	44,959	45,185
Within 12 months	\$11,460	\$11,479
As at	September 30, 2023	December 31, 2022

#### EQUITY

Total equity decreased by \$3,404 to \$4,382,067 at September 30, 2023, compared to \$4,385,471 at December 31, 2022.

The decrease in equity was primarily the result of:

- Net income for the nine months ended September 30, 2023 of \$55,074;
- Non-controlling interest distributions of \$5,164;
- Repurchase of common shares through the Company's NCIB (defined below) amounting to \$21,310;
- Change in ownership of Morguard REIT of \$13,359;
- Tax impact of increase in subsidiary ownership interest of \$7,622;
- Dividends paid of \$4,897; and
- Unrealized foreign currency translation loss of \$4,104.

During the nine months ended September 30, 2023, 208,927 common shares were repurchased through the Company's normal course issuer bid ("NCIB") for cash consideration of \$21,310 at a weighted average price of \$102.00 per common share.

As at September 30, 2023, and November 1, 2023, 10,813,286 common shares were outstanding.

# PART V

## LIQUIDITY

Morguard uses a combination of existing cash, cash generated from operations, mortgages, bank indebtedness, project-specific financing and equity to finance its activities. For the three and nine months ended September 30, 2023, Morguard received \$7,464 and \$22,737, respectively, in recurring distributions and dividends from subsidiaries and affiliated entities.

The Company has liquidity of approximately \$350,500 comprised of \$128,500 in cash and \$222,000 available under its revolving credit facilities. In addition, the Company has approximately \$1,202,000 of unencumbered income producing and hotel properties, and other investments which could be utilized for financing.

The Company has approximately \$1,151,000 of mortgages payable maturing during 2023 and 2024 having an aggregate loan-to-value ratio of 52% which management expects to be able to refinance at similar or favourable terms. In addition, the Company has \$225,000 and \$225,000 of senior unsecured debentures maturing in January 2024 and November 2024, respectively. The Company expects to be able to issue new debt instruments and use current liquidity to permit the repayment of 2023 and 2024 maturities.

Net cash flows provided by operating activities represent the primary source of liquidity to fund dividends and maintenance capital expenditures (excluding new acquisition and development spending) on the Company's real estate properties. The Company's net cash flows provided by operating activities are dependent upon the occupancy level of its rental properties, rental rates on its leases, collectibility of rent from its tenants, level of operating expenses and other factors. Accordingly, the Company does not repay maturing debt from cash flow but rather with proceeds from refinancing such debt or financing unencumbered properties. Material changes in these factors may adversely affect the Company's cash flows provided by operating activities and liquidity.

#### THREE MONTHS ENDED SEPTEMBER 30, 2023

#### **Cash Provided by Operating Activities**

Cash provided by operating activities during the three months ended September 30, 2023, was \$63,540, compared to \$86,115 in 2022. The cash provided by operating activities has been used to meet the Company's liquidity requirements, which consisted primarily of property re-leasing costs, maintenance costs and dividends to shareholders.

#### **Cash Used in Investing Activities**

Cash used in investing activities during the three months ended September 30, 2023, totalled \$18,246, compared to \$212,648 in 2022. The cash used in investing activities reflects:

- Additions to real estate properties and tenant improvements of \$26,199;
- Additions to hotel properties of \$1,985;
- Investment in properties under development of \$2,760;
- Net increase in mortgages and loans receivable of \$1,861; and
- Distributions from equity-accounted investments of \$14,991.

#### Cash Provided by (Used in) Financing Activities

Cash used in financing activities during the three months ended September 30, 2023, totalled \$79,103, compared to cash provided by financing activities of \$71,271 in 2022. The cash used in financing activities reflects:

- Proceeds from new mortgages, net of financing cost of \$121,239;
- Mortgage principal repayments of \$29,491;
- Repayment of mortgages on maturity of \$61,662;
- Net repayment from bank indebtedness of \$109,246;
- Proceeds from issuance of debentures payable, net of costs of \$172,600;
- Redemption of debentures payable of \$175,000;
- Net proceeds from loans payable of \$13,491;
- Dividends paid of \$1,617;
- Distributions to non-controlling interest of \$1,707;
- Morguard Residential REIT units repurchased for cancellation of \$9,168;
- Investment in subsidiaries of \$1,504; and
- Decrease in restricted cash of \$3,367.

#### NINE MONTHS ENDED SEPTEMBER 30, 2023

#### **Cash Provided by Operating Activities**

Cash provided by operating activities during the nine months ended September 30, 2023, was \$205,449, compared to \$190,054 in 2022. The cash provided by operating activities has been used to meet the Company's liquidity requirements, which consisted primarily of property re-leasing costs, maintenance costs and dividends to shareholders.

#### Cash Used in Investing Activities

Cash used in investing activities during the nine months ended September 30, 2023, totalled \$198,333, compared to \$170,514 in 2022. The cash used in investing activities reflects:

- Additions to real estate properties and tenant improvements of \$179,075;
- Additions to hotel properties of \$5,489;
- Additions to capital and intangible assets of \$1,413;
- Investment in properties under development of \$12,656;
- Net proceeds from the sale of real estate properties of \$1,549;
- Net increase in mortgages and loans receivable of \$1,729;
- Investment in marketable securities of \$8,194; and
- Net distributions from equity-accounted and other fund investments of \$8,674.

#### Cash Provided by (Used in) Financing Activities

Cash provided by financing activities during the nine months ended September 30, 2023, totalled \$9,001, compared to cash used in financing activities of \$53,470 in 2022. The cash provided by financing activities reflects:

- Proceeds from new mortgages, net of financing cost of \$369,212;
- Mortgage principal repayments of \$89,543;
- Repayment of mortgages on maturity of \$242,713;
- · Lease liabilities principal repayments of \$1,229;
- Net repayment from bank indebtedness of \$29,572;
- Proceeds from issuance of debentures payable, net of costs of \$221,190;
- Redemption of debentures payable of \$255,500;
- Net proceeds from loans payable of \$13,756;
- Dividends paid of \$4,878;
- Distributions to non-controlling interest of \$4,724;
- Morguard Residential REIT units repurchased for cancellation of \$20,626;
- Common shares repurchased for cancellation of \$21,310;
- Investment in subsidiaries of \$13,359; and
- Decrease in restricted cash of \$88,297.

## PART VI

## TRANSACTIONS WITH RELATED PARTIES

Related party transactions that are in the normal course of operations are subject to the same processes and controls as other transactions; that is, they are subject to standard approval procedures and management oversight, but are also considered by management for reasonability against fair value. Related party transactions that are material are subject to review and approval by a committee of independent Directors.

#### PAROS ENTERPRISES LIMITED

Paros is the majority shareholder and ultimate parent of the Company. Paros is owned by the Company's Chairman and Chief Executive Officer, Mr. K. Rai Sahi. As at September 30, 2023, Paros owns \$20,079 (December 31, 2022 - \$20,079) Series E unsecured debentures, \$7,244 (December 31, 2022 - \$7,244) Series F unsecured debentures, \$25,000 (December 31, 2022 - \$nil) Series H unsecured debentures, and \$2,000 (December 31, 2022 - \$nil) of Morguard Residential REIT's 6.00% convertible unsecured subordinated debentures. As at September 30, 2023, and December 31, 2022, the Company has a demand loan agreement with Paros that provides for the Company to borrow up to \$50,000. As at September 30, 2023, and December 31, 2022, no amounts were drawn. During the three and nine months ended September 30, 2023, the Company incurred net interest expense of \$nil (2022 - \$18) and \$nil (2022 - \$23), respectively.

#### **TWC ENTERPRISES LIMITED**

The Company provides TWC with managerial and consulting services for its business and the business of its subsidiaries. Mr. K. Rai Sahi is Chairman and Chief Executive Officer and the majority shareholder of TWC through his personal holding companies, which include Paros. Pursuant to contractual agreements between the Company and TWC, for the three and nine months ended September 30, 2023, the Company received a management fee of \$328 (2022 - \$324) and \$985 (2022 - \$964), respectively, and paid rent and operating expenses of \$170 (2022 - \$154) and \$529 (2022 - \$468), respectively.

As at September 30, 2023, and December 31, 2022, the Company has a revolving demand loan agreement with TWC that provides for either party to borrow up to \$50,000 at the lender's short-term bank borrowing rate plus ten basis points. The total loan payable as at September 30, 2023 was \$18,520 (December 31, 2022 - \$5,000). During the three and nine months ended September 30, 2023, the Company paid net interest of \$198 (2022 - \$37) and \$414 (2022 - \$37), respectively.

#### SHARE/UNIT PURCHASE AND OTHER LOANS

As at September 30, 2023, share/unit purchase and other loans to officers and employees of the Company and its subsidiaries of \$1,505 (December 31, 2022 - \$6,007) are outstanding. The loans are collateralized by their common shares and Unsecured Debentures of the Company, units of Morguard REIT and units of Morguard Residential REIT, and are interest-bearing computed at the Canadian prime interest rate and are due on January 13, 2026. Other loans are secured against the underlying asset. The loans are classified as amounts receivable on the consolidated balance sheets. As at September 30, 2023, the fair market value of the common shares/units held as collateral is \$3,258.

# PART VII

## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

The Company's unaudited condensed consolidated financial statements for the three and nine months ended September 30, 2023 and 2022, have been prepared in accordance with IAS 34, Interim Financial Reporting, as issued by the IASB. The condensed consolidated financial statements use the same accounting policies and methods of their application as the most recent annual audited consolidated financial statements and accompanying notes for the year ended December 31, 2022, which include the significant accounting policies most affected by estimates and judgements, and should be read in conjunction with the most recent annual audited consolidated financial statements.

The MD&A for the year ended December 31, 2022, contains a discussion of the significant accounting policies most affected by estimates and judgments used in the preparation of the consolidated financial statements, being the accounting policies relating to *de facto* control, estimates of fair value of real estate properties, estimating deferred tax assets and liabilities, revenue recognition, valuation of financial instruments and the determination of whether an acquisition represents a business combination or an asset acquisition. Management determined that as at September 30, 2023, there is no change to the assessment of the significant accounting policies most affected by estimates and judgments as detailed in the MD&A for the year ended December 31, 2022.

## **FINANCIAL INSTRUMENTS**

The following describes the Company's recognized and unrecognized financial instruments.

The Company's financial assets and financial liabilities comprise cash, restricted cash, amounts receivable, finance lease receivable, accounts payable and accrued liabilities, bank indebtedness, mortgages payable, loans payable, lease liabilities, Unsecured Debentures and convertible debentures (excluding any conversion option).

Financial assets must be classified and measured on the basis of both the business model in which the assets are managed and the contractual cash flow characteristics of the asset. Financial assets subsequent to initial recognition are classified and measured based on three categories: amortized cost, fair value through other comprehensive income ("FVTOCI") and fair value through profit and lost ("FVTPL"). Financial liabilities are classified and measured based on three categories: amortized cost financial liabilities are classified and measured based on through profit and lost ("FVTPL"). Financial liabilities are classified and measured based on two categories: amortized cost and FVTPL. Fair values of financial assets and financial liabilities are presented as follows:

#### Fair Value of Financial Assets and Financial Liabilities

The fair values of cash, restricted cash, amounts receivable, accounts payable and accrued liabilities and bank indebtedness approximate their carrying values due to the short-term maturity of those instruments. The loans payable are reflected at fair value since they are based on a floating interest rate and reflect the terms of current market conditions.

Mortgages payable, Unsecured Debentures, convertible debentures, lease liabilities and finance lease receivable are carried at amortized cost using the effective interest method of amortization. The estimated fair values of long-term borrowings have been determined based on market information, where available, or by discounting future payments of interest and principal at estimated interest rates expected to be available to the Company.

The fair value of the mortgages payable has been determined by discounting the cash flows of these financial obligations using September 30, 2023 market rates for debts of similar terms. Based on these assumptions, the fair value as at September 30, 2023 of the mortgages payable before deferred financing costs and mark-to-market adjustments is estimated at \$4,351,345 (December 31, 2022 - \$4,370,416), compared with the carrying value of \$4,702,347 (December 31, 2022 - \$4,663,814). The fair value of the mortgages payable varies from the carrying value due to fluctuations in interest rates since their issue.

The fair value of the Unsecured Debentures liability is based on its closing bid price. As at September 30, 2023, the fair value of the Unsecured Debentures has been estimated at \$613,492 (December 31, 2022 - \$601,040), compared with the carrying value of \$625,000 (December 31, 2022 - \$625,000).

The fair value of the convertible debentures liability is based on their market trading prices. As at September 30, 2023, the fair value of the convertible debentures before deferred financing costs has been estimated at \$136,565 (December 31, 2022 - \$172,176), compared with the carrying value of \$150,000 (December 31, 2022 - \$179,500).
The fair value of the finance lease receivable is determined by discounting the cash flows of the financial receivable using September 30, 2023 market rates for debt on similar terms. Based on these assumptions, as at September 30, 2023, the fair value of the finance lease receivable has been estimated at \$58,733 (December 31, 2022 - \$58,331).

## **RISKS AND UNCERTAINTIES**

All investment properties are subject to a degree of risk and uncertainty. Income from real estate assets is affected by various factors, including general economic conditions and local market circumstances. Local business conditions such as oversupply of space or a reduction in demand particularly affect income property investments. The major categories of risk the Company encounters in conducting its business and some of the actions it takes to mitigate these risks are outlined in the Company's MD&A for the year ended December 31, 2022 and the Company's most recent Annual Information Form, dated February 23, 2023 and provide a more detailed discussion of these and other risks.

## **CONTROLS AND PROCEDURES CONCERNING FINANCIAL INFORMATION**

The financial certification process project team has documented and assessed the design of the internal controls in order to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. This undertaking has enabled the Chief Executive Officer and Chief Financial Officer to attest that the design of the internal controls with regard to financial information are effective using the Committee of Sponsoring Organizations of the Treadway Commission (COSO) Internal Control - Integrated Framework (2013). In order to ensure that the consolidated financial statements and MD&A present fairly, in all material respects, the financial position of the Company and the results of its operations, management is responsible for establishing and maintaining disclosure controls and procedures, as well as internal control over financial reporting.

The Company's management has evaluated the effectiveness of the Company's disclosure controls and procedures and, based on such evaluation, has concluded that their design is adequate and effective as of and for the nine months ended September 30, 2023. The Company's management has also evaluated the effectiveness of the internal controls over financial reporting and has concluded that their design is effective as of and for the nine months ended September 30, 2023.

An information disclosure policy constitutes the framework for the information disclosure process with regard to the annual and interim filings, as well as to other reports filed or submitted under securities legislation. This policy aims in particular at identifying material information and validating the related reporting. The Disclosure Committee, established in 2005, is responsible for ensuring compliance with this policy. Senior management acts as the Disclosure Committee, ensuring compliance with this policy and reviewing main documents to be filed with regulatory authorities to ensure that all significant information regarding operations is communicated in a timely manner.

## PART VIII

## SUMMARY OF QUARTERLY INFORMATION

(In thousands of dollars, except per common share amounts)	Total Revenue	NOI	Adjusted NOI	Normalized FFO	Net Income (Loss)	Net Income (Loss) Attributable to Common Shareholders	Net Income (Loss) to Common Shareholders per Share - Basic/Diluted
September 30, 2023	\$312,361	\$165,792	\$151,731	\$64,394	(\$9,444)	\$5,494	\$0.51
June 30, 2023	306,022	165,228	151,188	62,173	95,868	89,818	8.19
March 31, 2023	292,777	95,119	136,168	50,266	(31,350)	(34,690)	(3.15)
December 31, 2022	289,468	156,776	145,416	60,160	(423,305)	(383,030)	(34.48)
September 30, 2022	299,501	158,034	145,539	63,396	55,755	66,824	6.02
June 30, 2022	282,769	141,736	130,027	52,394	248,091	232,708	20.96
March 31, 2022	264,937	80,091	115,677	42,871	231,711	206,269	18.58
December 31, 2021	272,681	131,536	120,647	50,811	113,716	115,481	10.40

## SUMMARY OF QUARTERLY RESULTS

A significant portion of the Company's real estate properties are located in the United States. As a result, the Company is exposed to foreign currency exchange rate fluctuations with respect to its quarterly results derived from its properties located in the U.S.

Quarterly results fluctuate due to acquisitions and dispositions, the impact of foreign exchange rate fluctuations and new mortgage financing as well as mortgage refinancing. In addition, net income (loss) includes a number of noncash components, such as fair value gain/loss on Morguard Residential REIT units, fair value gain/loss on real estate properties, fair value gain/loss on investments in marketable securities and other fund investments, an IFRIC 21 adjustment to realty taxes, equity income (loss) from investment, provision for (recovery of) impairment and deferred taxes.

The Company's significant real estate property transactions for the previous eight quarters are as follows:

Year	Quarter	Asset Class	Transaction	Sq. feet	# of rooms/ suites
2023	First	Residential	Acquisition		240
2023	First	Industrial	Disposition	19,875	—
2022	Fourth	Office <sup>(1)</sup>	Acquisition	109,208	_
2022	Fourth	Industrial	Disposition	21,536	—
2022	Fourth	Multi-suite residential	Disposition	_	340
2022	Fourth	Hotels	Disposition	_	616
2022	Third	Hotels	Disposition	_	566
2022	Third	Multi-suite residential	Disposition	_	144
2022	Third	Retail	Acquisition	186,712	_
2022	Third	Multi-suite residential	Acquisition	—	350
2022	Second	Office	Acquisition	163,580	_
2022	Second	Multi-suite residential	Disposition	_	292
2022	Second	Hotels	Disposition	—	673
2022	First	Hotels	Disposition	_	184
2021	Fourth	Mixed-use <sup>(2)</sup>	Acquisition	52,000	299
2021	Fourth	Hotels	Disposition	_	80

(1) The Company acquired a 50% interest in the property, total square feet is stated at 100% basis.

(2) The Company acquired the remaining 40.9% interest in a mixed-use property comprising 299 residential suites and 52,000 square feet of commercial space.

#### **Revenue and Net Operating Income**

The regional distribution of the Company's properties serves to add stability to the Company's cash flows because it reduces the Company's vulnerability to economic fluctuations affecting any particular region. In addition, the Company's tenant mix is diversified therefore limiting its exposure to any one tenant.

The Company has seen steady revenue growth during the last eight quarters. In addition, lower hotel revenue during the first quarter of 2022 and 2023 is seasonally impacted by the colder months. The change in foreign exchange rates and the impact of acquisition net of disposal of properties (described above) also contributed to the fluctuation in revenue during the last eight quarters.

Similar to the reasons described above, NOI over the last eight quarters has followed a similar pattern from an increase in revenue and the Company's ability to control expenses as a percentage of revenue. The impact of foreign exchange rates and of acquisitions and dispositions also factor into the variance from quarter to quarter. The first quarter results (three months ended March 31) are impacted by IFRIC 21, whereby the Company records the entire annual realty tax expense for its U.S. properties on January 1, except for U.S. properties acquired during the year in which the realty taxes are not recorded in the year of acquisition. As a result, the second, third and fourth quarters typically have no realty tax expense which results in higher NOI and NOI margins. Adjusted NOI which excludes IFRIC 21 is presented in the table above to illustrate a more comparable quarter-to-quarter analysis.

#### Net Income (Loss) Attributable to Common Shareholders

Taking into account the above factors for revenue and NOI variations, the change in net income (loss) resulted from the following non-cash components:

- The Company valued the Morguard Residential REIT units (presented as a liability under IFRS) based on the closing price of the TSX-listed units, resulting in a fair value gain/loss on MRG units recorded to net income (loss);
- The Company recorded a fair value loss on real estate properties for the nine months ended September 30, 2023 and for the year ended December 31, 2022, mainly due to an increase in capitalization rates at the Company's retail and office properties;
- During the nine months ended September 30, 2023 and for the year ended December 31, 2022, the Company recorded a deferred tax expense/recovery coinciding with fair value gains/losses recorded on the Company's real estate properties; and
- The Company recorded a recovery of impairment of \$11,000 during the third quarter of 2023.

# CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## TABLE OF CONTENTS

Consolidated Balance Sheets	41
Consolidated Statements of Income (Loss)	42
Consolidated Statements of Comprehensive Income	43
Consolidated Statements of Changes in Shareholders' Equity	44
Consolidated Statements of Cash Flow	45
Notes to the Consolidated Financial Statements	46

# **BALANCE SHEETS**

In thousands of Canadian dollars

As at	Note	September 30, 2023	December 31, 2022
ASSETS			
Non-current assets			
Real estate properties	4	\$10,636,445	\$10,551,074
Hotel properties	5	341,232	337,239
Equity-accounted and other fund investments	6	99,460	120,347
Other assets	7	335,156	357,466
		11,412,293	11,366,126
Current assets			
Amounts receivable	8	65,269	80,159
Prepaid expenses and other		86,221	147,159
Cash		128,399	111,808
		279,889	339,126
		\$11,692,182	\$11,705,252
LIABILITIES AND EQUITY			
Non-current liabilities			
Mortgages payable	9	\$3,839,033	\$3,876,135
Debentures payable	10	538,032	541,283
Lease liabilities	12	169,784	170,934
Morguard Residential REIT units	11	400,568	454,425
Deferred income tax liabilities		849,719	821,443
		5,797,136	5,864,220
Current liabilities			
Mortgages payable	9	840,539	766,016
Debentures payable	10	223,910	254,954
Loans payable	20	18,520	5,000
Accounts payable and accrued liabilities	13	275,467	245,285
Bank indebtedness	14	154,543	184,306
		1,512,979	1,455,561
Total liabilities		7,310,115	7,319,781
EQUITY			
Shareholders' equity		3,912,194	3,865,254
Non-controlling interest		469,873	520,217
Total equity		4,382,067	4,385,471
		\$11,692,182	\$11,705,252

Contingencies

24

See accompanying notes to the condensed consolidated financial statements.

#### On behalf of the Board:

(Signed) "K. Rai Sahi"

(Signed) "Bruce K. Robertson"

Bruce K. Robertson,

Director

K. Rai Sahi, Director

# STATEMENTS OF INCOME (LOSS)

In thousands of Canadian dollars, except per common share amounts

		Three mon Septem			
	Note	2023	2022	2023	2022
Revenue from real estate properties	16	\$250,640	\$234,863	\$743,558	\$681,459
Revenue from hotel properties	16	47,895	50,416	123,203	123,983
Property operating expenses					
Property operating costs		(61,382)	(54,777)	(180,071)	(163,333
Utilities		(16,600)	(16,618)	(50,464)	(47,876
Realty taxes		(24,666)	(23,380)	(125,593)	(118,835
Hotel operating expenses		(30,095)	(32,470)	(84,494)	(95,537
Net operating income		165,792	158,034	426,139	379,861
OTHER REVENUE					
Management and advisory fees	16	9,618	10,018	30,752	30,441
Interest and other income	10	4,208	4,204	13,647	11,324
		13,826	14,222	44,399	41,765
EXPENSES					
Interest	17	66,830	57,692	194,533	167,878
Property management and corporate	15(c)	20,773	20,316	65,254	57,619
Amortization of hotel properties and other	13(0)	6,084	6,682	19,835	20,167
Recovery of impairment	5	(11,000)		(11,000)	
		82,687	84,690	268,622	245,664
OTHER INCOME (EXPENSE)					
Fair value gain (loss), net	18	(125,876)	(9,649)	(118,894)	484,340
Equity income (loss) from investments	6	1,677	(3,043)	1,502	6,033
Other income (expense)	19	(627)	(848)	(765)	498
Other moome (expense)	19	(124,826)	(10,873)	(118,157)	490,871
Income (loss) before income taxes		(27,895)	76,693	83,759	666,833
	24				
Provision for (recovery of) income taxes	21	2 290	4 220	6 424	6 027
Current		2,280	4,220	6,431	6,037
Deferred		(20,731)	16,718	22,254	125,239
		(18,451)	20,938	28,685	131,276
Net income (loss) for the period		(\$9,444)	\$55,755	\$55,074	\$535,557
Net income (loss) attributable to:		<b>A</b> - <b>1</b>	<b>*</b> ••• <i>•</i>	<b>AAA AAA</b>	<b></b>
Common shareholders		\$5,494	\$66,824	\$60,622	\$505,801
Non-controlling interest		(14,938)	(11,069)	(5,548)	29,756
		(\$9,444)	\$55,755	\$55,074	\$535,557
Net income per common share attributable to:					
Common shareholders - basic and diluted	22	\$0.51	\$6.02	\$5.54	\$45.58

# STATEMENTS OF COMPREHENSIVE INCOME

In thousands of Canadian dollars

	Three mon Septem		Nine mont Septem	
	2023	2022	2023	2022
Net income (loss) for the period	(\$9,444)	\$55,755	\$55,074	\$535,557
OTHER COMPREHENSIVE INCOME (LOSS)				
Items that may be reclassified subsequently to net income (loss):				
Unrealized foreign currency translation gain (loss)	50,606	145,877	(4,104)	177,417
Deferred income tax recovery (provision)	(7,780)	—	655	(6)
	42,826	145,877	(3,449)	177,411
Items that will not be reclassified subsequently to net income (loss):				
Actuarial loss on defined benefit pension plans	(3,572)	(4,255)	(3,644)	(10,068)
Deferred income tax recovery	933	1,116	947	2,660
	(2,639)	(3,139)	(2,697)	(7,408)
Other comprehensive income (loss)	40,187	142,738	(6,146)	170,003
Total comprehensive income for the period	\$30,743	\$198,493	\$48,928	\$705,560
Total comprehensive income (loss) attributable to:				
Common shareholders	\$43,457	\$202,633	\$54,622	\$667,499
Non-controlling interest	(12,714)	(4,140)	(5,694)	38,061
	\$30,743	\$198,493	\$48,928	\$705,560

# STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

In thousands of Canadian dollars

			Accumulated Other		Total	Non-	
	Note	Retained Earnings	Comprehensive Income	Share Capital	Shareholders' Equity	controlling Interest	Total
Shareholders' equity, January 1, 2022		\$3,351,294	\$179,953	\$100,929	\$3,632,176	\$541,571	\$4,173,747
Changes during the period:							
Net income		505,801	_	_	505,801	29,756	535,557
Other comprehensive income		_	161,698	_	161,698	8,305	170,003
Dividends		(4,994)	_	_	(4,994)	_	(4,994)
Distributions		_	_	_	_	(6,008)	(6,008)
Issuance of common shares		_	_	19	19	_	19
Repurchase of common shares		(7,761)	_	(717)	(8,478)	_	(8,478)
Change in ownership of Morguard REIT		5,315	_	_	5,315	(7,587)	(2,272)
Shareholders' equity, September 30, 2022		\$3,849,655	\$341,651	\$100,231	\$4,291,537	\$566,037	\$4,857,574
Changes during the period:							
Net loss		(383,030)	_	_	(383,030)	(40,275)	(423,305)
Other comprehensive loss		_	(41,311)	_	(41,311)	(2,135)	(43,446)
Dividends		(1,654)	_	_	(1,654)	_	(1,654)
Distributions		_	_	_	_	(2,462)	(2,462)
Issuance of common shares		_	_	8	8	_	8
Change in ownership of Morguard REIT		685	_	_	685	(948)	(263)
Tax impact of increase in subsidiary ownership interest		(981)	_	_	(981)	_	(981)
Shareholders' equity, December 31, 2022		\$3,464,675	\$300,340	\$100,239	\$3,865,254	\$520,217	\$4,385,471
Changes during the period:							
Net income (loss)		60,622	_	_	60,622	(5,548)	55,074
Other comprehensive loss		_	(6,000)	_	(6,000)	(146)	(6,146)
Dividends	15(a)	(4,897)	_	_	(4,897)	_	(4,897)
Distributions		_	_	_	_	(5,164)	(5,164)
Issuance of common shares	15(a)	_	_	20	20	_	20
Repurchase of common shares	15(a)	(19,410)	_	(1,900)	(21,310)	_	(21,310)
Change in ownership of Morguard REIT	15(b)	26,127	_	_	26,127	(39,486)	(13,359)
Tax impact of increase in subsidiary ownership interest		(7,622)	_	_	(7,622)		(7,622)
Shareholders' equity, September 30, 2023		\$3,519,495	\$294,340	\$98,359	\$3,912,194	\$469,873	\$4,382,067

# STATEMENTS OF CASH FLOWS

In thousands of Canadian dollars

		Three mon Septem		Nine mont Septem	
	Note	2023	2022	2023	2022
OPERATING ACTIVITIES					
Net income (loss) for the period		(\$9,444)	\$55,755	\$55,074	\$535,557
Add (deduct) items not affecting cash	23(a)	82,034	18,295	154,933	(338,919)
Distributions from equity-accounted and other fund investments	6	421	1,587	1,734	18,061
Additions to tenant incentives and leasing commissions	4	(7,632)	(2,527)	(13,019)	(6,145)
Net change in operating assets and liabilities	23(b)	(1,839)	13,005	6,727	(18,500)
Cash provided by operating activities	- ( - )	63,540	86,115	205,449	190,054
INVESTING ACTIVITIES					
Additions to real estate properties and tenant improvements	4	(26,199)	(244,267)	(179,075)	(337,000)
Additions to hotel properties	5	(1,985)	(1,010)	(5,489)	(2,746)
Additions to capital and intangible assets		(432)	(348)	(1,413)	(701)
Investment in properties under development	4	(2,760)	(5,234)	(12,656)	(11,250)
Proceeds from the sale of real estate properties, net	4	—	34,076	1,549	130,141
Proceeds from the sale of hotel properties, net		—	29,528		87,255
Increase in mortgages and loans receivable		(1,861)	(25,393)	(1,729)	(35,439)
Investment in marketable securities				(8,194)	_
Investment in equity-accounted and other fund investments, net	6	14,991		8,674	(774)
Cash used in investing activities		(18,246)	(212,648)	(198,333)	(170,514)
FINANCING ACTIVITIES					
Proceeds from new mortgages		122,380	453,991	373,951	570,173
Financing costs on new mortgages		(1,141)	(2,686)	(4,739)	(3,396)
Repayment of mortgages					
Principal instalment repayments		(29,491)	(33,435)	(89,543)	(99,953)
Repayments on maturity		(61,662)	(280,048)	(242,713)	(357,972)
Repayments due to mortgage extinguishments		—	(29,458)		(95,716)
Principal payment of lease liabilities		(405)	(316)	(1,229)	(1,037)
Proceeds from bank indebtedness		106,481	184,067	280,736	221,919
Repayment of bank indebtedness		(215,727)	(71,406)	(310,308)	(76,482)
Proceeds from issuance of debentures payable, net of costs	10	172,600		221,190	_
Redemption of debentures payable	10	(175,000)	(200,000)	(255,500)	(200,000)
Proceeds from (repayments of) loans payable, net		13,491	(10,000)	13,756	5,000
Dividends paid		(1,617)	(1,658)	(4,878)	(4,975)
Distributions to non-controlling interest, net		(1,707)	(1,924)	(4,724)	(5,893)
Morguard Residential REIT units repurchased for cancellation		(9,168)		(20,626)	_
Shares repurchased for cancellation	15(a)	_	(7,867)	(21,310)	(8,478)
Investment in subsidiaries	15(b)	(1,504)	(2,272)	(13,359)	(2,272)
Decrease in restricted cash		3,367	74,283	88,297	5,612
Cash provided by (used in) financing activities		(79,103)	71,271	9,001	(53,470)
Net increase (decrease) in cash during the period		(33,809)	(55,262)	16,117	(33,930)
Net effect of foreign currency translation on cash balance		256	3,762	474	7,184
Cash, beginning of period		161,952	198,410	111,808	173,656
Cash, end of period		\$128,399	\$146,910	\$128,399	\$146,910

## NOTES

For the three and nine months ended September 30, 2023 and 2022

In thousands of Canadian dollars, except per common share and unit amounts and unless otherwise noted

# NOTE 1

## NATURE AND DESCRIPTION OF COMPANY

Morguard Corporation (the "Company" or "Morguard") is a real estate investment and management company formed under the laws of Canada. Morguard's principal activities include property ownership, development and investment advisory services. Property ownership encompasses interests in multi-suite residential, commercial and hotel properties located in Canada and the United States. The common shares of the Company trade on the Toronto Stock Exchange ("TSX") under the symbol "MRC". The Company's head office is located at 55 City Centre Drive, Suite 1000, Mississauga, Ontario, L5B 1M3.

## NOTE 2

### STATEMENT OF COMPLIANCE AND SIGNIFICANT ACCOUNTING POLICIES

These condensed consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") IAS 34, Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB") and thus do not contain all the disclosures applicable to the annual audited consolidated financial statements.

The condensed consolidated financial statements were approved and authorized for issue by the Board of Directors on November 1, 2023.

These condensed consolidated financial statements use the same accounting policies and methods of their application as the most recent annual audited consolidated financial statements and should be read in conjunction with the most recent annual audited consolidated financial statements which include the significant accounting policies most affected by estimates and judgments.

The foreign exchange rates for the current and prior reporting periods are as follows:

	2023	2022
Canadian dollar to United States dollar exchange rates:		
- As at September 30	\$0.7396	\$0.7231
- As at December 31	—	0.7383
- Average for the three months ended September 30	0.7455	0.7652
- Average for the nine months ended September 30	0.7432	0.7793
United States dollar to Canadian dollar exchange rates:		
- As at September 30	1.3520	1.3829
- As at December 31	—	1.3544
- Average for the three months ended September 30	1.3414	1.3068
- Average for the nine months ended September 30	1.3456	1.2832

## NOTE 3

#### SUBSIDIARIES WITH NON-CONTROLLING INTEREST

**Morguard North American Residential Real Estate Investment Trust ("Morguard Residential REIT" or "MRG")** As at September 30, 2023, the Company owned a 45.6% (December 31, 2022 - 44.7%) effective interest in Morguard Residential REIT through its ownership of 7,944,166 units and 17,223,090 Class B LP units. The Company continues to consolidate its investment in Morguard Residential REIT on the basis of *de facto* control in accordance with IFRS 10, Consolidated Financial Statements ("IFRS 10"). Refer to the Company's most recent annual audited consolidated financial statements for the factors that continue to support the conclusion that the Company has *de facto* control of Morguard Residential REIT.

During the three months ended September 30, 2023, Morguard Residential REIT recorded distributions of \$6,895, or \$0.18 per unit (2022 - \$6,838, or \$0.1749 per unit), of which \$1,430 was paid to the Company (2022 - \$1,392) and \$5,465 was paid to the remaining unitholders (2022 - \$5,446). In addition, during the three months ended

September 30, 2023, Morguard Residential REIT paid distributions to the Company on the Class B LP units of \$3,100 (2022 - \$3,012).

During the nine months ended September 30, 2023, Morguard Residential REIT recorded distributions of \$20,914, or \$0.54 per unit (2022 - \$20,507 or \$0.5247 per unit), of which \$4,290 was paid to the Company (2022 - \$4,171) and \$16,624 was paid to the remaining unitholders (2022 - \$16,336). In addition, during the nine months ended September 30, 2023, Morguard Residential REIT paid distributions to the Company on the Class B LP units of \$9,300 (2022 - \$9,037).

#### Morguard Real Estate Investment Trust ("Morguard REIT" or "MRT")

As at September 30, 2023, the Company owned 41,977,862 units (December 31, 2022 - 39,541,641 units) of Morguard REIT, which represents a 65.3% (December 31, 2022 - 61.6%) ownership interest.

During the three months ended September 30, 2023, Morguard REIT recorded distributions of \$3,855, or \$0.06 per unit (2022 - \$3,851, or \$0.06 per unit), of which \$2,513 (2022 - \$2,360) was paid to the Company and \$1,342 was paid to the remaining unitholders (2022 - \$1,491).

During the nine months ended September 30, 2023, Morguard REIT recorded distributions of \$11,559, or \$0.18 per unit (2022 - \$11,548, or \$0.18 per unit), of which \$7,413 (2022 - \$7,045) was paid to the Company and \$4,146 was paid to the remaining unitholders (2022 - \$4,503).

The following summarizes the results of Morguard REIT and Morguard Residential REIT before any intercompany eliminations and the corresponding non-controlling interest in the equity of Morguard REIT and Morguard Residential REIT. The units issued by Morguard Residential REIT that are not held by the Company are presented as equity on Morguard Residential REIT's balance sheet, but are classified as a liability on the Company's consolidated balance sheets (Note 11).

As at	Septer	mber 30, 2023	23 December 31		
	MRT	MRG	MRT	MRG	
Non-current assets	\$2,293,589	\$4,102,976	\$2,348,116	\$3,732,315	
Current assets	26,259	65,480	26,566	202,102	
Total assets	\$2,319,848	\$4,168,456	\$2,374,682	\$3,934,417	
Non-current liabilities	\$833,653	\$2,008,463	\$905,863	\$1,805,364	
Current liabilities	495,258	188,205	420,711	273,664	
Total liabilities	\$1,328,911	\$2,196,668	\$1,326,574	\$2,079,028	
Equity	\$990,937	\$1,971,788	\$1,048,108	\$1,855,389	
Non-controlling interest	\$347,311	\$1,071,864	\$406,475	\$1,026,587	

The following summarizes the results of the operations and cash flows for the following periods as presented in Morguard REIT's and Morguard Residential REIT's financial statements before any intercompany eliminations and the corresponding non-controlling interest in their net income (loss):

For the three months ended September 30		2023		2022
	MRT	MRG	MRT	MRG
Revenue	\$62,512	\$83,646	\$61,127	\$70,766
Expenses	(49,932)	(49,817)	(45,562)	(62,981)
Fair value gain (loss) on real estate properties, net	(52,047)	(29,124)	(73,263)	55,643
Fair value gain on Class B LP units	—	34,446	—	17,740
Net income (loss) for the period	(\$39,467)	\$39,151	(\$57,698)	\$81,168
Non-controlling interest	(\$13,662)	\$20,735	(\$22,194)	\$44,894

For the three months ended September 30		2023		2022
	MRT	MRG	MRT	MRG
Cash provided by operating activities	\$21,289	\$13,476	\$21,415	\$25,781
Cash used in investing activities	(8,745)	(9,369)	(9,777)	(200,052)
Cash provided by (used in) financing activities	(17,829)	(15,506)	(12,601)	153,872
Net decrease in cash during the period	(\$5,285)	(\$11,399)	(\$963)	(\$20,399)

For the nine months ended September 30		2023		2022
	MRT	MRG	MRT	MRG
Revenue	\$189,219	\$246,620	\$182,965	\$203,415
Expenses	(146,118)	(209,075)	(135,948)	(236,651)
Fair value gain (loss) on real estate properties, net	(88,885)	100,119	(35,973)	411,449
Fair value gain on Class B LP units	—	23,251	_	40,647
Net income (loss) for the period	(\$45,784)	\$160,915	\$11,044	\$418,860
Non-controlling interest	(\$15,705)	\$87,473	\$4,755	\$231,671

For the nine months ended September 30		2023		2022
	MRT	MRG	MRT	MRG
Cash provided by operating activities	\$45,450	\$65,806	\$53,000	\$60,388
Cash used in investing activities	(29,223)	(188,758)	(19,806)	(117,672)
Cash provided by (used in) financing activities	(19,873)	135,377	(33,593)	49,150
Net increase (decrease) in cash during the period	(\$3,646)	\$12,425	(\$399)	(\$8,134)

## NOTE 4 REAL ESTATE PROPERTIES

Real estate properties consist of the following:

As at	September 30, 2023	December 31, 2022
Income producing properties	\$10,494,531	\$10,418,017
Properties under development	10,730	21,604
Land held for development	131,184	111,453
	\$10,636,445	\$10,551,074

Reconciliation of the carrying amounts for real estate properties at the beginning and end of the current period and prior financial year are set out below:

	Income Producing Properties	Properties Under Development	Land Held for Development	Total
Balance as at December 31, 2022	\$10,418,017	\$21,604	\$111,453	\$10,551,074
Additions:			. ,	
Acquisitions	112,980	_	_	112,980
Capital expenditures	56,170	_	_	56,170
Development expenditures	_	12,012	644	12,656
Tenant improvements, incentives and leasing commissions	22,944	_	_	22,944
Transfers	22,886	(22,886)	—	_
Dispositions	(1,549)	_	_	(1,549)
Fair value gain (loss), net (Note 18)	(124,876)	_	19,111	(105,765)
Foreign currency translation	(7,843)	_	(24)	(7,867)
Other	(4,198)	_	_	(4,198)
Balance as at September 30, 2023	\$10,494,531	\$10,730	\$131,184	\$10,636,445

#### Transactions completed during the nine months ended September 30, 2023

#### Acquisitions

On March 29, 2023, the Company acquired a multi-suite residential property comprising 240 suites located in Chicago, Illinois, for a purchase price of \$112,980 (US\$83,221), including closing costs.

The Company pursued a tax deferred exchange under Internal Revenue Code Section 1031 ("1031 Exchange") in connection with its U.S. property dispositions. Under a 1031 Exchange, the Company was able to defer tax payable upon the acquisition of its replacement property.

#### **Dispositions**

During the nine months ended September 30, 2023, the Company sold three industrial properties consisting of 19,875 square feet, for net proceeds of \$1,549, including closing costs.

Reconciliation of the carrying amounts for real estate properties for the year ended December 31, 2022 is set out below:

	Income Producing Properties	Properties Under Development	Land Held for Development	Total
Balance as at December 31, 2021	\$10,139,816	\$12,360	\$92,699	\$10,244,875
Additions:				
Acquisitions	314,999	_	2,909	317,908
Capital expenditures	83,995	_	—	83,995
Development expenditures	_	15,269	1,239	16,508
Tenant improvements, incentives and leasing commissions	14,174	_	_	14,174
Right-of-use assets	6,643	_		6,643
Transfers	6,025	(6,025)	_	_
Dispositions	(255,432)	_	(1,298)	(256,730)
Fair value gain (loss), net	(145,160)	_	14,989	(130,171)
Foreign currency translation	259,638	_	915	260,553
Other	(6,681)	_	_	(6,681)
Balance as at December 31, 2022	\$10,418,017	\$21,604	\$111,453	\$10,551,074

#### **Capitalization Rates**

As at September 30, 2023, and December 31, 2022, the Company had its portfolio internally appraised. In addition, the Company's U.S. portfolio is appraised by independent U.S. real estate appraisal firms on a three-year cycle.

The Company determined the fair value of each income producing property based upon, among other things, rental income from current leases and assumptions about rental income from future leases reflecting market conditions at the applicable consolidated balance sheet dates, less future cash outflow pertaining to the respective leases. The Company's multi-suite residential properties are appraised using the direct capitalization of income method. The retail, office and industrial properties are appraised using a number of approaches that typically include a discounted cash flow analysis, a direct capitalization of income method and a direct comparison approach. The discounted cash flow analysis is primarily based on discounting the expected future cash flows, generally over a term of 10 years, including a terminal value based on the application of a capitalization rate to estimated year-11 cash flows.

As at September 30, 2023, using the direct capitalization approach, the multi-suite residential, retail and office properties were valued using capitalization rates in the range of 3.3% to 10.3% (December 31, 2022 - 3.3% to 10.0%), resulting in an overall weighted average capitalization rate of 5.6% (December 31, 2022 - 5.5%).

		September 30, 2023				December 31, 2022				
As at	Occup Rate				Occupancy Rates		Capitalization Rates			
	Max.	Min.	Max.	Min.	Weighted Average	Max.	Min.	Max.	Min.	Weighted Average
Multi-suite residential	98.5%	92.0%	6.3%	3.3%	4.4%	98.5%	92.0%	6.0%	3.3%	4.3%
Retail	99.0%	85.0%	10.3%	5.0%	7.4%	99.0%	85.0%	10.0%	5.0%	7.2%
Office <sup>(1)</sup>	100.0%	85.0%	8.8%	4.3%	7.2%	100.0%	90.0%	8.3%	4.3%	6.7%

The stabilized capitalization rates by asset type are set out in the following table:

<sup>(1)</sup> Includes industrial properties comprising approximately 10% of the segment's total assets.

The key valuation metrics used in the discounted cash flow method for the retail and office properties are set out in the following table:

As at	Sept	September 30, 2023			December 31, 2022		
	Maximum	Minimum	Weighted Average	Maximum	Minimum	Weighted Average	
Retail							
Discount rate	11.3%	5.8%	7.6%	11.0%	5.8%	7.5%	
Terminal cap rate	10.3%	5.0%	6.7%	10.0%	5.0%	6.6%	
Office							
Discount rate	9.0%	5.5%	6.9%	9.0%	5.3%	6.7%	
Terminal cap rate	8.3%	4.5%	6.2%	8.0%	4.3%	5.9%	

Fair values are most sensitive to changes in discount rates, capitalization rates and stabilized or forecast net operating income. Generally, an increase in stabilized net operating income will result in an increase in the fair value of the income producing properties, and an increase in capitalization rates will result in a decrease in the fair value of the properties. The capitalization rate magnifies the effect of a change in stabilized net operating income, with a lower capitalization rate resulting in a greater impact on the fair value of the property than a higher capitalization rate. If the weighted average stabilized capitalization rates were to increase or decrease by 25 basis points (assuming no change in stabilized net operating income), the value of the income producing properties as at September 30, 2023 would decrease by \$460,271 and increase by \$508,427, respectively.

The sensitivity of the fair values of the Company's income producing properties as at September 30, 2023, and December 31, 2022, is set out in the table below:

As at	September	30, 2023	December 31, 2022	
Change in capitalization rate:	0.25%	(0.25%)	0.25%	(0.25%)
Multi-suite residential	(\$324,426)	\$362,829	(\$326,294)	\$366,825
Retail	(64,036)	68,548	(65,790)	70,573
Office	(71,809)	77,050	(83,423)	90,021
	(\$460,271)	\$508,427	(\$475,507)	\$527,419

## NOTE 5 HOTEL PROPERTIES

Hotel properties consist of the following:

As at September 30, 2023	Cost	Accumulated Impairment Provision	Accumulated Amortization	Net Book Value
Land	\$55,416	\$—	\$—	\$55,416
Buildings	334,196	(2,165)	(58,384)	273,647
Furniture, fixtures, equipment and other	72,403	(84)	(60,150)	12,169
	\$462,015	(\$2,249)	(\$118,534)	\$341,232

During the three months ended September 30, 2023, a recovery of previously recorded impairment of \$11,000 was recorded.

As at December 31, 2022	Cost	Accumulated Impairment Provision	Accumulated Amortization	Net Book Value
Land	\$55,416	\$—	\$—	\$55,416
Buildings	331,572	(12,206)	(52,318)	267,048
Furniture, fixtures, equipment and other	69,538	(1,043)	(53,720)	14,775
	\$456,526	(\$13,249)	(\$106,038)	\$337,239

Transactions in hotel properties for the nine months ended September 30, 2023, are summarized as follows:

As at September 30, 2023	Opening Net Book Value	Additions	Recovery of Impairment	Amortization	Closing Net Book Value
Land	\$55,416	\$—	\$—	\$—	\$55,416
Buildings	267,048	2,624	10,041	(6,066)	273,647
Furniture, fixtures, equipment and other	14,775	2,865	959	(6,430)	12,169
	\$337,239	\$5,489	\$11,000	(\$12,496)	\$341,232

Transactions in hotel properties for the year ended December 31, 2022, are summarized as follows:

As at December 31, 2022	Opening Net Book Value	Additions	Dispositions	Amortization	Closing Net Book Value
Land	\$82,125	\$—	(\$26,709)	\$—	\$55,416
Buildings	347,708	4,007	(76,090)	(8,577)	267,048
Furniture, fixtures, equipment and other	25,898	2,594	(3,773)	(9,944)	14,775
Right-of-use asset - land lease	1,422	_	(1,422)	_	_
	\$457,153	\$6,601	(\$107,994)	(\$18,521)	\$337,239

## NOTE 6 EQUITY-ACCOUNTED AND OTHER FUND INVESTMENTS

### (a) Equity-accounted and Other Real Estate Fund Investments Consist of the Following:

As at	September 30, 2023	December 31, 2022
Joint ventures	\$34,424	\$27,284
Associates	3,459	19,505
Equity-accounted investments	37,883	46,789
Other real estate fund investments	61,577	73,558
Equity-accounted and other fund investments	\$99,460	\$120,347

The following are the Company's significant equity-accounted investments as at September 30, 2023, and December 31, 2022:

				Company's	Ownership	Carrying	g Value
Property/Investment	Principal Place of Business	Investment Type	Asset Type	September 30, 2023	December 31, 2022	September 30, 2023	December 31, 2022
Petroleum Plaza	Edmonton, AB	Joint Venture	Office	50.0%	50.0%	\$9,146	\$11,658
Quinte Courthouse	Belleville, ON	Joint Venture	Office	50.0%	50.0%	2,781	2,802
Greypoint Capital L.P. II <sup>(1)</sup>	Toronto, ON	Joint Venture	Other	—%	15.6%	_	2,097
Courtyard by Marriott	Ottawa, ON	Joint Venture	Hotel	50.0%	50.0%	14,141	5,602
Marriott Residence Inn	London, ON	Joint Venture	Hotel	50.0%	50.0%	8,356	5,125
MIL Industrial Fund II LP <sup>(2)(3)</sup>	Various	Associate	Industrial	18.8%	18.8%	3,459	19,505
						\$37,883	\$46,789

(1) During the second quarter of 2023, the Company's investment in Greypoint Capital L.P. II returned all invested capital and was dissolved.
(2) The Company accounts for its investment using the equity method since the Company has the ability to exercise significant influence as a result of its role as general partner; however, it does not control the fund.

(3) During the nine months ended September 30, 2023, the fund disposed of three industrial properties and distributed net disposition proceeds in the amount of \$14,991.

#### **Equity-accounted investments**

The following table presents the change in the balance of equity-accounted investments:

As at	September 30, 2023	December 31, 2022
Balance, beginning of period	\$46,789	\$62,223
Additions	7,250	774
Share of net income	1,502	1,207
Distributions received	(17,658)	(17,415)
Balance, end of period	\$37,883	\$46,789

The following tables present the financial results of the Company's equity-accounted investments on a 100% basis:

As at September 30, 2023					December 31, 2022		
	Joint Venture	Associate	Total	Joint Venture	Associate	Total	
Non-current assets	\$157,498	\$31,747	\$189,245	\$156,192	\$133,887	\$290,079	
Current assets	11,097	1,481	12,578	17,831	2,318	20,149	
Total assets	\$168,595	\$33,228	\$201,823	\$174,023	\$136,205	\$310,228	
Non-current liabilities	\$44,438	\$—	\$44,438	\$59,143	\$6,157	\$65,300	
Current liabilities	54,699	14,969	69,668	56,005	25,711	81,716	
Total liabilities	\$99,137	\$14,969	\$114,106	\$115,148	\$31,868	\$147,016	
Net assets	\$69,458	\$18,259	\$87,717	\$58,875	\$104,337	\$163,212	
Equity-accounted investments	\$34,424	\$3,459	\$37,883	\$27,284	\$19,505	\$46,789	

For the three months ended September 30			2023			2022
	Joint Venture	Associate	Total	Joint Venture	Associate	Total
Revenue	\$9,185	\$937	\$10,122	\$8,432	\$2,639	\$11,071
Expenses	(720)	(605)	(1,325)	(6,160)	(1,097)	(7,257)
Fair value loss on real estate properties, net	(3,198)	(5,352)	(8,550)	(3,344)	(54)	(3,398)
Net income (loss) for the period	\$5,267	(\$5,020)	\$247	(\$1,072)	\$1,488	\$416
Income (loss) in equity-accounted investments	\$2,618	(\$941)	\$1,677	(\$656)	\$280	(\$376)

For the nine months ended September 30			2023			2022
	Joint Venture	Associate	Total	Joint Venture	Associate	Total
Revenue	\$25,939	\$5,075	\$31,014	\$22,826	\$7,861	\$30,687
Expenses	(13,285)	(2,693)	(15,978)	(16,575)	(3,546)	(20,121)
Fair value gain (loss) on real estate properties, net	(6,096)	(5,630)	(11,726)	(5,264)	28,928	23,664
Net income (loss) for the period	\$6,558	(\$3,248)	\$3,310	\$987	\$33,243	\$34,230
Income (loss) in equity-accounted investments	\$2,111	(\$609)	\$1,502	(\$201)	\$6,234	\$6,033

#### (b) Income Recognized from Other Fund Investments: Other Real Estate Fund Investments

	Three months	Three months ended September 30		ended
	Septembe			September 30
	2023	2022	2023	2022
Distribution income	\$69	\$313	\$256	\$954
Fair value gain (loss) for the period (Note 18)	(801)	152	(11,949)	(386)
Gain (loss) from other real estate fund investments	(\$732)	\$465	(\$11,693)	\$568

The Company's two fund investments hold multi-suite residential, retail and office investment properties located in the United States. The funds are classified and measured at fair value through profit or loss ("FVTPL"). Gains or losses arise from the change in the fair value of the underlying real estate properties held by the funds (Level 3) and from foreign exchange currency translation. Distributions received from these funds are recorded in other income (expense) on the consolidated statements of income.

During the nine months ended September 30, 2022, the Company received a distribution in the amount of \$8,746 (US\$6,819) in connection with the disposal of three properties held within the Company's other real estate fund investments.

#### NOTE 7 OTHER ASSETS

Other assets consist of the following:

As at	September 30, 2023	December 31, 2022
Investment in marketable securities	\$92,682	\$104,190
Accrued pension benefit asset	71,674	74,659
Finance lease receivable	58,733	58,331
Mortgages receivable	48,483	46,628
Goodwill	24,488	24,488
Intangible assets, net	15,909	21,104
Capital assets, net	18,097	18,496
Receivables from related parties (Note 20(c))	1,505	6,007
Inventory	2,756	2,372
Right-of-use asset - office lease	758	1,070
Other	71	121
	\$335,156	\$357,466

As at September 30, 2023, mortgages receivable amounted to \$49,094 (December 31, 2022 - \$46,867), of which \$611 (December 31, 2022 - \$239) is due within one year and included in prepaid expenses and other. The mortgages receivable have a weighted average term to maturity of 2.7 years (December 31, 2022 - 3.5 years) and a weighted average effective interest rate of 7.51% (December 31, 2022 - 7.51%).

### NOTE 8 AMOUNTS RECEIVABLE

Amounts receivable consist of the following:

As at	September 30, 2023	December 31, 2022
Tenant receivables	\$26,339	\$28,923
Unbilled other tenant receivables	6,763	8,773
Other receivables	39,772	53,226
Allowance for expected credit loss	(8,329)	(11,487)
	64,545	79,435
Government subsidy	724	724
	\$65,269	\$80,159

## NOTE 9 MORTGAGES PAYABLE

Mortgages payable consist of the following:

As at	September 30, 2023	December 31, 2022
Mortgages payable	\$4,702,347	\$4,663,814
Mark-to-market adjustments, net	875	2,270
Deferred financing costs	(23,650)	(23,933)
	\$4,679,572	\$4,642,151
Current	\$840,539	\$766,016
Non-current	3,839,033	3,876,135
	\$4,679,572	\$4,642,151
Range of interest rates	2.03 - 8.72%	2.03 - 7.73%
Weighted average contractual interest rate	4.34%	3.95%
Estimated fair value of mortgages payable	\$4,351,345	\$4,370,416

As at September 30, 2023, approximately 92% of the Company's real estate and hotel properties, and related rental revenue, have been pledged as collateral for the mortgages payable.

The aggregate principal repayments and balances maturing of the mortgages payable as at September 30, 2023, together with the weighted average contractual interest rate on debt maturing in the next five years and thereafter, are as follows:

	Principal Instalment Repayments	Balances Maturing	Total	Weighted Average Contractual Interest Rate
2023 (remainder of the year)	\$36,977	\$302,743	\$339,720	6.77%
2024	109,009	848,034	957,043	5.76%
2025	87,368	483,995	571,363	3.13%
2026	67,322	436,340	503,662	3.52%
2027	63,248	440,600	503,848	3.83%
Thereafter	149,477	1,677,234	1,826,711	3.88%
	\$513,401	\$4,188,946	\$4,702,347	4.34%

The Company's first mortgages are registered against specific real estate assets and hotel properties. As at September 30, 2023, mortgages payable mature between 2023 and 2058 and have a weighted average term to maturity of 4.2 years (December 31, 2022 - 4.6 years). Approximately 86% of the Company's mortgages have fixed interest rates.

Some of the Company's mortgages payable require it to maintain annual debt service coverage ratios and/or debt to equity ratios and/or debt to appraised value ratios and arrange for capital expenditures in accordance with predetermined limits. As at September 30, 2023, and December 31, 2022, the Company was in compliance with all financial covenants.

### NOTE 10 DEBENTURES PAYABLE

The Company's debentures payable consist of the following:

As at	September 30, 2023	December 31, 2022
Unsecured debentures	\$622,290	\$624,143
Convertible debentures	139,652	172,094
	\$761,942	\$796,237
Current	\$223,910	\$254,954
Non-current	538,032	541,283
	\$761,942	\$796,237

#### (a) Unsecured Debentures

The Company's senior unsecured debentures ("Unsecured Debentures") consist of the following:

As at	Maturity Date	Coupon Interest Rate	September 30, 2023	December 31, 2022
Series E senior unsecured debentures	January 25, 2024	4.715%	\$225,000	\$225,000
Series F senior unsecured debentures	November 27, 2024	4.204%	225,000	225,000
Series G senior unsecured debentures	September 28, 2023	4.402%	_	175,000
Series H senior unsecured debentures	September 26, 2026	9.500%	175,000	_
Unamortized financing costs			(2,710)	(857)
			\$622,290	\$624,143
Current			\$223,910	\$174,828
Non-current			398,380	449,315
			\$622,290	\$624,143

On September 26, 2023, the Company issued \$175,000 (net proceeds including issuance costs - \$172,600) of Series H senior unsecured debentures due on September 26, 2026. Interest on the Series H senior unsecured debentures is payable semi-annually, not in advance, on March 26 and September 26 of each year, commencing on March 26, 2024. Paros Enterprises Limited ("Paros"), a related party, acquired \$25,000 aggregate principal amount of the Series H senior unsecured debentures. The Company has the option to redeem the Series H senior unsecured debentures at a redemption price equal to the greater of the Canada Yield Price or par plus any accrued and unpaid interest. The Canada Yield Price is defined as the amount that would return a yield on investment for the remaining term to maturity equal to the Canada Bond Yield with an equal term to maturity plus a spread of 1.235%.

On September 28, 2023, the Series G unsecured debentures were fully repaid on maturity.

As at September 30, 2023, Paros also owns \$20,079 (December 31, 2022 - \$20,079) Series E unsecured debentures and \$7,244 (December 31, 2022 - \$7,244) Series F unsecured debentures.

For the three and nine months ended September 30, 2023, interest on the Unsecured Debentures of \$7,140 (2022 - \$8,828) and \$20,911 (2022 - \$26,897), respectively, is included in interest expense (Note 17).

## (b) Convertible Debentures

Convertible debentures consist of the following:

As at	Maturity Date	Conversion Price	Coupon Interest Rate	Principal Balance	Principal Owned by the Company	September 30, 2023	December 31, 2022
Morguard Residential REIT <sup>(1)</sup>	March 31, 2028	\$24.15	6.00%	\$56,000	\$5,000	\$46,528	\$—
Morguard Residential REIT	March 31, 2023	\$20.20	4.50%	\$85,500	\$5,000	_	80,126
Morguard REIT	December 31, 2026	\$7.80	5.25%	\$159,000	\$60,000	93,124	91,968
						\$139,652	\$172,094
Current						\$—	\$80,126
Non-current						139,652	91,968
						\$139,652	\$172,094

<sup>(1)</sup> As at September 30, 2023, the liability includes the fair value of the conversion option of \$2,155 (December 31, 2022 - \$94).

For the three and nine months ended September 30, 2023, interest on convertible debentures net of accretion of \$2,279 (2022 - \$2,398) and \$7,053 (2022 - \$7,158), respectively, is included in interest expense (Note 17).

# NOTE 11

#### MORGUARD RESIDENTIAL REIT UNITS

As at September 30, 2023, the Company valued the non-controlling interest in the Morguard Residential REIT units at \$400,568 (December 31, 2022 - \$454,425) and classified the units as a liability on the consolidated balance sheets. Due to the change in the market value of the units and the distributions paid to external unitholders, the Company recorded a fair value gain for the three and nine months ended September 30, 2023 of \$47,987 (2022 - \$23,458) and \$17,288 (2022 - \$49,897), respectively, in the consolidated statements of income (loss) (Note 18).

The components of the fair value gain on Morguard Residential REIT units are as follows:

		Three months ended September 30		Nine months ended September 30	
	2023	2022	2023	2022	
Fair value gain on Morguard Residential REIT units	\$53,452	\$28,904	\$33,912	\$66,233	
Distributions to external unitholders (Note 3)	(5,465)	(5,446)	(16,624)	(16,336)	
Fair value gain on Morguard Residential REIT units	\$47,987	\$23,458	\$17,288	\$49,897	

## NOTE 12 LEASE LIABILITIES

The following table presents the change in the balance of lease liabilities:

As at	September 30, 2023	December 31, 2022
Balance, beginning of period	\$172,517	\$168,265
Interest on lease liabilities (Note 17)	7,427	9,626
Payments	(8,656)	(11,358)
Additions	241	6,987
Dispositions	—	(1,562)
Foreign exchange loss (gain)	(24)	559
Balance, end of period	\$171,505	\$172,517
Current (Note 13)	\$1,721	\$1,583
Non-current	169,784	170,934
	\$171,505	\$172,517

Future minimum lease payments under lease liabilities are as follows:

As at	September 30, 2023	December 31, 2022
Within 12 months	\$11,460	\$11,479
2 to 5 years	44,959	45,185
Over 5 years	354,227	362,484
Total minimum lease payments	410,646	419,148
Less: future interest costs	(239,141)	(246,631)
Present value of minimum lease payments	\$171,505	\$172,517

## **NOTE 13**

#### ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities consist of the following:

As at	September 30, 2023	December 31, 2022
Accounts payable and accrued liabilities	\$238,609	\$208,406
Tenant deposits	26,460	25,142
Stock Appreciation Rights ("SARs") liability (Note 15(c))	4,087	5,790
Lease liabilities (Note 12)	1,721	1,583
Other	4,590	4,364
	\$275,467	\$245,285

#### NOTE 14 BANK INDEBTEDNESS

As at September 30, 2023, the Company has operating lines of credit totalling \$486,000 (December 31, 2022 - \$491,500), the majority of which can be borrowed in either Canadian or United States dollars and are subject to floating interest rates based on bankers' acceptance. As at September 30, 2023, the maximum amount that can be borrowed on the operating lines of credit is \$376,433 (December 31, 2022 - \$384,895), which includes deducting issued letters of credit in the amount of \$3,242 (December 31, 2022 - \$4,676) related to these facilities. The Company's investments in Morguard REIT and Morguard Residential REIT, marketable securities, amounts receivable, inventory, capital assets and a fixed-charge security on 17 properties have been pledged as collateral on these operating lines of credit. As at September 30, 2023, the Company had borrowed \$154,543 (December 31, 2022 - \$184,306) on its operating lines of credit.

The bank credit agreements, which renew annually and are due on demand, include certain restrictive undertakings by the Company. As at September 30, 2023, the Company is in compliance with all undertakings.

## NOTE 15

#### SHAREHOLDERS' EQUITY

#### (a) Share Capital Authorized

Unlimited common shares, no par value.

Unlimited preference shares, no par value, issuable in series.

Issued and Fully Paid Common Shares	Number (000s)	Amount
	× 7	
Balance, December 31, 2021	11,101	\$100,929
Common shares repurchased through the Company's NCIB	(79)	(717)
Dividend reinvestment plan		27
Balance, December 31, 2022	11,022	\$100,239
Common shares repurchased through the Company's NCIB	(209)	(1,900)
Dividend reinvestment plan	—	20
Balance, September 30, 2023	10,813	\$98,359

The Company had the approval of the TSX under its normal course issuer bid ("NCIB") to purchase up to 554,788 common shares. The program expired on September 21, 2023. On September 15, 2023, the Company obtained the approval of the TSX under its NCIB to purchase up to 540,661 common shares, being approximately 5% of the issued

and outstanding common shares, and the program expires on September 21, 2024. The daily repurchase restriction for the common shares is 1,000. During the nine months ended September 30, 2023, 208,927 common shares were repurchased for cash consideration of \$21,310 at a weighted average price of \$102.00 per common share.

Total dividends declared during the three and nine months ended September 30, 2023 amounted to \$1,622, or \$0.15 per common share (2022 - \$1,664 or \$0.15 per common share) and \$4,897, or \$0.45 per common share (2022 - \$4,994 or \$0.45 per common share), respectively. On November 1, 2023, the Company declared a common share dividend of \$0.15 per common share to be paid in the fourth quarter of 2023.

#### (b) Contributed Surplus

For the three months ended September 30, 2023, the Company acquired 272,600 units (2022 - 450,000 units) of Morguard REIT for cash consideration of \$1,504 (2022 - \$2,272) and for the nine months ended September 30, 2023, the Company acquired 2,436,221 units (2022 - 450,000 units) of Morguard REIT for cash consideration of \$13,359 (2022 - \$2,272). The difference between the cash consideration and the carrying value of the non-controlling interest acquired for the three months ended September 30, 2023 amounted to \$2,831 (2022 - \$5,315) and for the nine months ended September 30, 2023 amounted to \$26,127 (2022 - \$5,315) and the amounts have been recorded within retained earnings.

#### (c) Stock Appreciation Rights Plan

The SARs granted vest equally over 10 years subject to restrictions.

As at September 30, 2023					
Date of Grant	<b>Exercise Price</b>	Issued	Redeemed	Cancelled	Outstanding
March 20, 2008	\$30.74	200,000	(113,500)	(61,500)	25,000
November 2, 2010	\$43.39	55,000	(11,500)	(8,500)	35,000
May 13, 2014	\$137.90	25,000	(2,000)	(23,000)	—
May 13, 2015	\$153.82	10,000	_	_	10,000
January 11, 2017	\$179.95	90,000	(1,500)	(23,500)	65,000
May 18, 2018	\$163.59	125,000	_	(20,000)	105,000
August 8, 2018	\$168.00	20,000	_	_	20,000
November 8, 2018	\$184.00	10,000	_	—	10,000
Total		535,000	(128,500)	(136,500)	270,000

During the three and nine months ended September 30, 2023, the Company recorded a fair value adjustment to reduce compensation expense of \$57 (2022 - \$13) and \$866 (2022 - \$3,413), respectively. The fair value adjustment is included in property management and corporate expenses in the consolidated statements of income, and the liability is classified as accounts payable and accrued liabilities (Note 13).

The fair value for the SARs was calculated using the Black-Scholes option pricing model. In determining the fair value of the SARs, management is required to make assumptions that could have a material impact on the valuation. The following are the assumptions that were used in determining the fair value as at September 30, 2023: a dividend yield of 0.59% (2022 - 0.55%), expected volatility of approximately 25.75% (2022 - 30.98%) and the 10-year Bank of Canada Bond Yield of 4.45% (2022 - 3.08%).

#### (d) Stock Option Plan

The Company established a stock option plan ("SOP") during 2022. The SOP entitles specified officers to receive common share options of the Company. Under the SOP, the Company may grant up to a maximum of 1,000,000 options. As at September 30, 2023, the Company has granted nil options.

#### (e) Accumulated Other Comprehensive Income

As at September 30, 2023, and December 31, 2022, accumulated other comprehensive income consists of the following amounts:

As at	September 30, 2023	December 31, 2022
Actuarial gain on defined benefit pension plans	\$42,125	\$44,822
Unrealized foreign currency translation gain	252,215	255,518
	\$294,340	\$300,340

### NOTE 16 REVENUE

The components of revenue from real estate properties are as follows:

		Three months ended September 30		hs ended ber 30
	2023	2022	2023	2022
Rental income	\$139,370	\$133,837	\$413,876	\$385,743
Realty taxes and insurance	40,492	37,548	120,680	108,318
Common area maintenance recoveries	24,693	23,779	75,262	71,518
Property management and ancillary income	46,085	39,699	133,740	115,880
	\$250,640	\$234,863	\$743,558	\$681,459

The components of revenue from hotel properties are as follows:

	Three mont	Three months ended			
	Septeml	September 30		September 30	
	2023	2022	2023	2022	
Room revenue	\$40,824	\$43,217	\$103,497	\$101,459	
Other hotel revenue	7,071	7,199	19,706	22,524	
	\$47,895	\$50,416	\$123,203	\$123,983	

The components of management and advisory fees are as follows:

		Three months ended September 30		Nine months ended September 30	
	2023	2022	2023	2022	
Property and asset management fees	\$7,616	\$7,872	\$22,979	\$24,365	
Other fees	2,002	2,146	7,773	6,076	
	\$9,618	\$10,018	\$30,752	\$30,441	

## NOTE 17 INTEREST EXPENSE

The components of interest expense are as follows:

	Three months ended		Nine months ended		
	Septemb	oer 30	Septem	ber 30	
	2023	2022	2023	2022	
Interest on mortgages	\$48,978	\$41,431	\$141,971	\$120,411	
Interest on debentures payable, net of accretion (Note 10)	9,419	11,226	27,964	34,055	
Interest on bank indebtedness	4,402	1,330	12,430	1,724	
Interest on loans payable and other	205	76	710	118	
Interest on lease liabilities (Note 12)	2,469	2,364	7,427	7,138	
Amortization of mark-to-market adjustments on mortgages, net	(432)	(680)	(1,395)	(1,866)	
Amortization of deferred financing costs	2,222	2,068	6,487	6,412	
Loss on extinguishment of mortgages payable	—	_	—	181	
	67,263	57,815	195,594	168,173	
Less: Interest capitalized to properties under development	(433)	(123)	(1,061)	(295)	
	\$66,830	\$57,692	\$194,533	\$167,878	

## NOTE 18 FAIR VALUE GAIN (LOSS), NET

The components of fair value gain (loss) are as follows:

	Three months ended September 30		Nine months ended September 30	
	2023	2022	2023	2022
Fair value gain (loss) on real estate properties, net (Note 4)	(\$170,289)	(\$23,865)	(\$106,696)	\$459,091
Financial assets (liabilities):				
Fair value gain on conversion option of MRG convertible debentures	1,542	640	2,080	1,787
Fair value gain on MRG units (Note 11)	47,987	23,458	17,288	49,897
Fair value gain (loss) on other real estate fund investments (Note 6(b))	(801)	152	(11,949)	(386)
Fair value loss on investment in marketable securities	(4,315)	(10,034)	(19,617)	(26,049)
Total fair value gain (loss), net	(\$125,876)	(\$9,649)	(\$118,894)	\$484,340

#### NOTE 19 OTHER INCOME (EXPENSE)

The components of other income (expense) are as follows:

	Three mont	Nine months ended			
	Septeml	September 30		September 30	
	2023	2022	2023	2022	
Foreign exchange gain (loss)	(\$654)	(\$313)	\$24	(\$280)	
Other income (expense)	27	(535)	(789)	778	
	(\$627)	(\$848)	(\$765)	\$498	

## NOTE 20

#### RELATED PARTY TRANSACTIONS

In addition to the related party transactions disclosed in Notes 6 and 10, related party transactions also include the following:

#### (a) Paros Enterprises Limited ("Paros")

Paros is the majority shareholder and ultimate parent of the Company. Paros is owned by the Company's Chairman and Chief Executive Officer, Mr. K. Rai Sahi. As at September 30, 2023, and December 31, 2022, the Company has a demand loan agreement with Paros that provides for the Company to borrow up to \$50,000. As at September 30, 2023, and December 31, 2022, no amounts were drawn. During the three and nine months ended September 30, 2023, the Company incurred net interest expense of \$nil (2022 - \$18) and \$nil (2022 - \$23), respectively.

#### (b) TWC Enterprises Limited ("TWC")

The Company provides TWC with managerial and consulting services for its business and the business of its subsidiaries. Mr. K. Rai Sahi is Chairman and Chief Executive Officer and the majority shareholder of TWC through his personal holding companies, which include Paros. Pursuant to contractual agreements between the Company and TWC, for the three and nine months ended September 30, 2023, the Company received a management fee of \$328 (2022 - \$324) and \$985 (2022 - \$964), respectively, and paid rent and operating expenses of \$170 (2022 - \$154) and \$529 (2022 - \$468), respectively.

As at September 30, 2023, and December 31, 2022, the Company has a revolving demand loan agreement with TWC that provides for either party to borrow up to \$50,000 at the lender's short-term bank borrowing rate plus ten basis points. The total loan payable as at September 30, 2023 was \$18,520 (December 31, 2022 - \$5,000). During the three and nine months ended September 30, 2023, the Company paid net interest of \$198 (2022 - \$37) and \$414 (2022 - \$37), respectively.

#### (c) Share/unit Purchase and Other Loans

As at September 30, 2023, share/unit purchase and other loans to officers and employees of the Company and its subsidiaries of \$1,505 (December 31, 2022 - \$6,007) are outstanding. The loans are collateralized by their common shares and Unsecured Debentures of the Company, units of Morguard REIT and units of Morguard Residential REIT, and are interest-bearing computed at the Canadian prime interest rate and are due on January 13, 2026. Other loans

are secured against the underlying asset. The loans are classified as amounts receivable in the consolidated balance sheets. As at September 30, 2023, the fair market value of the common shares/units held as collateral is \$3,258.

## NOTE 21

### **INCOME TAXES**

#### (a) Unrecognized Deductible Temporary Differences

As at September 30, 2023, the Company's Canadian subsidiaries have total net operating losses of approximately \$254,335 (December 31, 2022 - \$252,494) of which no deferred tax assets were recognized as it is not probable that taxable income will be available against which they can be utilized. These losses expire in various years commencing 2034.

The Company has other Canadian temporary differences for which no deferred tax asset was recognized for approximately \$17,042 (December 31, 2022 - \$31,667). These other temporary differences have no expiration date.

#### (b) Recognized Deductible Temporary Differences

As at September 30, 2023, the Company's U.S. subsidiaries have total net operating losses of US\$43,104 (December 31, 2022 - US\$68,358) of which deferred tax assets were recognized, comprising US\$6,802 (December 31, 2022 - US\$16,996) that will expire in various years commencing in 2032 and US\$36,302 (December 31, 2022 - US\$51,362) that can be carried forward indefinitely.

As at September 30, 2023, the Company's U.S. subsidiaries have total unutilized interest expense deductions of US\$60,578 (December 31, 2022 - US\$40,475) of which deferred tax assets were recognized.

### NOTE 22 NET INCOME PER COMMON SHARE

	Three months ended September 30		Nine months endeo September 30	
	2023	2022	2023	2022
Net income attributable to common shareholders	\$5,494	\$66,824	\$60,622	\$505,801
Weighted average number of common shares				
outstanding (000s) - basic and diluted	10,813	11,095	10,933	11,098
Net income per common share - basic and diluted	\$0.51	\$6.02	\$5.54	\$45.58

#### NOTE 23 CONSOLIDATED STATEMENTS OF CASH FLOWS (a) Items Not Affecting Cash

	Three months ended September 30			nths ended mber 30	
	2023	2022	2023	2022	
Fair value loss (gain) on real estate properties, net	\$156,228	\$11,370	\$119,644	(\$447,709)	
Fair value gain on conversion option of MRG convertible debentures (Note 18)	(1,542)	(640)	(2,080)	(1,787)	
Fair value gain on MRG units (Note 11)	(53,452)	(28,904)	(33,912)	(66,233)	
Fair value loss (gain) on other real estate investment funds (Note 18)	801	(152)	11,949	386	
Fair value loss on investment in marketable securities (Note 18)	4,315	10,034	19,617	26,049	
Equity loss (income) from investments	(1,677)	376	(1,502)	(6,033)	
Amortization of hotel properties and other	6,084	6,682	19,835	20,167	
Amortization of deferred financing costs (Note 17)	2,222	2,068	6,487	6,412	
Amortization of mark-to-market adjustments on mortgages, net (Note 17)	(432)	(680)	(1,395)	(1,866)	
Loss on extinguishment of mortgages payable (Note 17)	—	—	—	181	
Amortization of tenant incentives	436	759	2,006	2,650	
Stepped rent - adjustment for straight-line method	593	496	2,440	3,099	
Deferred income taxes	(20,731)	16,718	22,254	125,239	
Accretion of convertible debentures	189	168	590	526	
Recovery of impairment (Note 5)	(11,000)	—	(11,000)		
	\$82,034	\$18,295	\$154,933	(\$338,919)	

#### (b) Net Change in Operating Assets and Liabilities

	Three months ended September 30		Nine months ender September 30	
	2023	2022	2023	2022
Amounts receivable	\$829	(\$3,119)	\$16,306	\$679
Prepaid expenses and other	(13,672)	(6,543)	(23,289)	(33,923)
Accounts payable and accrued liabilities	11,004	22,667	13,710	14,744
Net change in operating assets and liabilities	(\$1,839)	\$13,005	\$6,727	(\$18,500)

### (c) Supplemental Cash Flow Information

		Three months ended September 30		hs ended ber 30
	2023	2022	2023	2022
Interest paid	\$65,541	\$59,369	\$181,011	\$160,010
Interest received	1,284	1,217	5,380	2,367
Income taxes paid (recovered)	(462)	1,178	(2,303)	10,118

During the three and nine months ended September 30, 2023, the Company issued non-cash dividends under the distribution reinvestment plan of \$6 (2022 - \$6) and \$20 (2022 - \$19), respectively.

#### (d) Reconciliation of Liabilities Arising from Financing Activities

The following provides a reconciliation of liabilities arising from financing activities:

	Mortgages payable	Unsecured debentures	Convertible debentures	Lease liabilities	Loans payable	Bank indebtedness	Total
Balance, beginning of period	\$4,642,151	\$624,143	\$172,094	\$172,517	\$5,000	\$184,306	\$5,800,211
Repayments	(89,543)	—	—	(1,229)	(27,092)	(310,308)	(428,172)
New financing, net	369,211	172,600	48,590	241	40,848	280,736	912,226
Lump-sum repayments	(242,712)	(175,000)	(80,500)	_	_	_	(498,212)
Non-cash changes	3,587	547	(532)	_	_	_	3,602
Foreign exchange	(3,122)	—	—	(24)	(236)	(191)	(3,573)
Balance, September 30, 2023	\$4,679,572	\$622,290	\$139,652	\$171,505	\$18,520	\$154,543	\$5,786,082

## NOTE 24 CONTINGENCIES

The Company is contingently liable with respect to litigation, claims and environmental matters that arise from time to time, including those that could result in mandatory damages or other relief, which could result in significant expenditures. While the final outcome of these matters cannot be predicted with certainty, in the opinion of management, any uninsured liability that may arise from such contingencies would not have a material adverse effect on the financial position or results of operations of the Company. Any settlement of claims in excess of amounts recorded will be charged to operations as and when such determination is made.

## NOTE 25 MANAGEMENT OF CAPITAL

Refer to the Company's annual audited consolidated financial statements as at and for the year ended December 31, 2022 for an explanation of the Company's capital management policy.

The total managed capital for the Company as at September 30, 2023, and December 31, 2022, is summarized below:

As at	September 30, 2023	December 31, 2022
Mortgages payable, principal balance	\$4,702,347	\$4,663,814
Unsecured Debentures, principal balance	625,000	625,000
Convertible debentures, principal balance	150,000	179,500
Loans payable	18,520	5,000
Bank indebtedness	154,543	184,306
Lease liabilities	171,505	172,517
Shareholders' equity	3,912,194	3,865,254
	\$9,734,109	\$9,695,391

The Company monitors its capital structure based on an interest coverage ratio and a debt to gross book value ratio. These ratios are used by the Company to manage an acceptable level of leverage and are calculated in accordance with the terms of the specific agreements with creditors and are not considered measures in accordance with IFRS, nor is there an equivalent IFRS measure.

The Company's Unsecured Debentures contain covenants that are calculated on a non-consolidated basis, which represents the Company's consolidated results prepared in accordance with IFRS as shown on the Company's most recently published annual audited consolidated financial statements, adjusted, as required, to account for the Company's public entity investments in Morguard Residential REIT and Morguard REIT using the equity method. The covenants that the Company must maintain are a non-consolidated interest coverage ratio above 1.65 times, a non-consolidated debt to gross book value ratio not to exceed 65% and a minimum non-consolidated equity requirement of at least \$300,000. If the Company does not meet these covenants, the Unsecured Debentures will become immediately due and payable unless the Company is able to remedy the default or obtain a waiver from debenture holders. The Company is in compliance with all Unsecured Debenture covenants.

## NOTE 26

#### FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

Refer to the Company's annual audited consolidated financial statements as at and for the year ended December 31, 2022 for an explanation of the Company's risk management policy as it relates to financial instruments.

#### Fair Value of Financial Assets and Financial Liabilities

The fair values of cash, restricted cash, amounts receivable, accounts payable and accrued liabilities and bank indebtedness approximate their carrying values due to the short-term maturity of those instruments. The fair values of mortgages and loans receivable are based on the current market conditions for financing loans with similar terms and risks. The loans payable are reflected at fair value since they are based on a floating interest rate and reflect the terms of current market conditions.

Mortgages payable, Unsecured Debentures, convertible debentures, lease liabilities and finance lease receivable are carried at amortized cost using the effective interest rate method of amortization. The estimated fair values of long-term borrowings have been determined based on market information, where available, or by discounting future payments of interest and principal at estimated interest rates expected to be available to the Company.

The fair value of the mortgages payable has been determined by discounting the cash flows of these financial obligations using September 30, 2023 market rates for debts of similar terms (Level 2). Based on these assumptions, the fair value as at September 30, 2023 of the mortgages payable before deferred financing costs and mark-to-market adjustments is estimated at \$4,351,345 (December 31, 2022 - \$4,370,416), compared with the carrying value of \$4,702,347 (December 31, 2022 - \$4,663,814). The fair value of the mortgages payable varies from the carrying value due to fluctuations in interest rates since their issue.

The fair value of the Unsecured Debentures liability is based on its closing bid price (Level 1). As at September 30, 2023, the fair value of the Unsecured Debentures has been estimated at \$613,492 (December 31, 2022 - \$601,040), compared with the carrying value of \$625,000 (December 31, 2022 - \$625,000).

The fair value of the convertible debentures liability is based on their market trading prices (Level 1). As at September 30, 2023, the fair value of the convertible debentures before deferred financing costs has been estimated at \$136,565 (December 31, 2022 - \$172,176), compared with the carrying value of \$150,000 (December 31, 2022 - \$179,500).

The fair value of the finance lease receivable is determined by discounting the cash flows of the finance lease receivable using September 30, 2023 market rates for debt on similar terms (Level 3). Based on these assumptions, as at September 30, 2023, the fair value of the finance lease receivable has been estimated at \$58,733 (December 31, 2022 - \$58,331).

The fair value hierarchy of financial instruments and real estate properties measured at fair value in the consolidated balance sheets is as follows:

	September 30, 2023			December 31, 2022		
As at	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Assets:						
Real estate properties	\$—	\$—	\$10,636,445	\$—	\$—	\$10,551,074
Investments in marketable securities	92,682	_		104,190	_	—
Investments in real estate funds	_	_	61,577	—	—	73,558
Financial liabilities:						
Morguard Residential REIT units	_	400,568	_	_	454,425	_
Conversion option on MRG convertible debentures	_	2,155		_	94	_

## NOTE 27

#### **SEGMENTED INFORMATION**

#### (a) Operating Segments

The Company has the following four reportable segments after aggregation: (i) multi-suite residential, (ii) retail, (iii) office, and (iv) hotel. The office segment includes industrial properties comprising approximately 10% of the segment's total assets. The Company has applied judgment by aggregating its operating segments according to the nature of the property operations. Such judgment considers the nature of operations, types of customers and an expectation that operating segments within a reportable segment have similar long-term economic characteristics.

The following summary presents certain financial information regarding the Company's operating segments:

For the three months ended September 30, 2023	Multi-suite Residential	Retail	Office	Hotel	Total
Revenue from real estate/hotel properties	\$123,645	\$62,084	\$64,911	\$47,895	\$298,535
Property/hotel operating expenses	(\$42,846)	(\$29,410)	(\$30,392)	(\$30,095)	(\$132,743)
Net operating income	\$80,799	\$32,674	\$34,519	\$17,800	\$165,792
	Multi-suite				
For the three months ended September 30, 2022	Residential	Retail	Office	Hotel	Total
Revenue from real estate/hotel properties	\$112,222	\$58,214	\$64,427	\$50,416	\$285,279
Property/hotel operating expenses	(38,530)	(27,601)	(28,644)	(32,470)	(127,245)
Net operating income	\$73,692	\$30,613	\$35,783	\$17,946	\$158,034

	Multi-suite				
For the nine months ended September 30, 2023	Residential	Retail	Office	Hotel	Total
Revenue from real estate/hotel properties	\$364,172	\$186,525	\$192,861	\$123,203	\$866,761
Property/hotel operating expenses	(\$171,922)	(\$92,489)	(\$91,717)	(\$84,494)	(440,622)
Net operating income	\$192,250	\$94,036	\$101,144	\$38,709	\$426,139
	Multi-suite				
For the nine months ended September 30, 2022	Residential	Retail	Office	Hotel	Total
Revenue from real estate/hotel properties	\$319,208	\$172,993	\$189,258	\$123,983	\$805,442
Property/hotel operating expenses	(154,191)	(88,703)	(87,150)	(95,537)	(425,581)
Net operating income	\$165,017	\$84,290	\$102,108	\$28,446	\$379,861
	Multi-suite				
	Residential	Retail	Office	Hotel	Total
As at September 30, 2023					
Real estate/hotel properties	\$6,267,576	\$2,186,417	\$2,182,452	\$341,232	\$10,977,677
Mortgages payable	\$2,587,514	\$932,484	\$1,082,380	\$77,194	\$4,679,572
For the nine months ended September 30, 2023					
Additions to real estate/hotel properties	\$153,170	\$27,742	\$23,838	\$5,489	\$210,239
Fair value gain (loss) on real estate properties	\$89,940	(\$18,804)	(\$177,832)	\$—	(\$106,696)
	Multi-suite				
	Residential	Retail	Office	Hotel	Total
As at December 31, 2022	rtoordornaar	rtotaii	01100	110101	Total
Real estate/hotel properties	\$6,030,382	\$2,179,624	\$2,341,068	\$337.239	\$10,888,313
Mortgages payable	\$2,550,499	\$920,820	\$1,091,670	\$79,162	\$4,642,151
For the nine months ended September 30, 2022	<i>+_,000,100</i>	<i><i>vvvvvvvvvvvvv</i></i>	+ ,00 ,00 0	\$. 0, . <b>0</b>	÷ .,• . <u>–</u> , .• .
Tor the fille months ended September 30, 2022					
Additions to real estate/hotel properties	\$255 628	\$22.270	\$76 / 88	\$2 7/6	\$357 1/1
Additions to real estate/hotel properties Fair value gain (loss) on real estate properties	\$255,628 \$552,745	\$22,279 (\$49,044)	\$76,488 (\$44,610)	\$2,746 \$—	\$357,141 \$459,091

## (b) Regional Segments

The following summary presents financial information by the regions in which the Company operates:

As at	September 30, 20	Decer	mber 31, 2022	
Real estate and hotel properties				
Canada	<b>\$6,898,526</b> \$6,951,37		\$6,951,370	
United States	4,079,1	51	3,936,943	
	\$10,977,6	677	\$10,888,313	
	Three months endeo September 30		Nine months ended September 30	
	<b>2023</b> 202	2 <b>202</b>	<b>3</b> 2022	
Revenue from real estate and hotel properties				
Canada	<b>\$206,265</b> \$204,04	9 <b>\$594,67</b>	<b>9</b> \$575,712	
United States	<b>92,270</b> 81,23	0 <b>272,08</b>	<b>2</b> 229,730	
	<b>\$298,535</b> \$285,275	9 \$866,76	1 \$805,442	

### NOTE 28 COMPARATIVE AMOUNTS

Certain prior year comparative amounts have been reclassified to conform to the current year's presentation.