# **2021 FIRST QUARTER REPORT**

MANAGEMENT'S DISCUSSION AND ANALYSIS AND CONDENSED CONSOLIDATED FINANCIAL STATEMENTS





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

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# PART I

Morguard North American Residential Real Estate Investment Trust ("Morguard Residential REIT" or the "REIT") is pleased to provide this review of operations and update on our financial performance for the three months ended March 31, 2021. Unless otherwise noted, dollar amounts are stated in thousands of Canadian dollars, except per suite and REIT trust unit ("Unit") amounts.

The following Management's Discussion and Analysis ("MD&A") sets out the REIT's strategies and provides an analysis of the financial performance for the three months ended March 31, 2021, 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 REIT's unaudited condensed consolidated financial statements and accompanying notes for the three months ended March 31, 2021 and 2020. 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 April 27, 2021. Disclosure contained in this document is current to that date unless otherwise noted.

Additional information relating to Morguard Residential REIT, including the REIT's Annual Information Form, can be found at www.sedar.com and www.morguard.com.

#### 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 REIT 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 REIT; 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 REIT's filings with Canadian securities regulators. Given these uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. Morguard Residential REIT does not assume the obligation to update or revise any forward-looking statements.

Given the impact of the changing circumstances surrounding the COVID-19 pandemic and the related response from the REIT, governments (federal, state, provincial and municipal), regulatory authorities, businesses and customers, there is inherently more uncertainty associated with the REIT's assumptions as compared to prior periods. These assumptions and related risks, include but are not limited to management expectations with respect to the factors above as well as general economic conditions, such as the impact on the economy and financial markets of the COVID-19 pandemic and other health risks.

# NON-IFRS FINANCIAL MEASURES

Morguard Residential REIT reports its financial results in accordance with IFRS. However, this MD&A also uses certain financial measures that are not defined by IFRS. These 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 substitutes for related financial information prepared in accordance with IFRS. The REIT's management uses these measures to aid in assessing the REIT's underlying core performance and provides these additional measures so that investors may do the same. Management believes that the non-IFRS measures described below, which supplement the IFRS measures, provide readers with a more comprehensive understanding of management's perspective on the REIT's operating results and performance.

The following discussion describes the non-IFRS measures the REIT uses in evaluating its operating results:

# NET OPERATING INCOME ("NOI") AND PROPORTIONATE SHARE NOI ("PROPORTIONATE NOI")

NOI is defined by the REIT as revenue from real estate properties less property operating costs, realty taxes and utilities as presented in the consolidated statements of income. NOI margin is calculated as NOI divided by revenue and is also calculated on a Proportionate NOI basis. NOI is an important measure in evaluating the operating performance of the REIT's real estate properties and is a key input in determining the fair value of the REIT's properties.

Proportionate NOI represents NOI adjusted for the following: i) to exclude the impact of realty taxes accounted for under IFRIC 21 as noted below. Proportionate NOI records realty taxes for all properties on a *pro rata* basis over the entire fiscal year; ii) to exclude the non-controlling interest share of NOI for those properties that are consolidated under IFRS; and iii) to include equity-accounted investments NOI at the REIT's ownership interest.

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 REIT operates is ownership of the property on January 1 of each year for which the tax is imposed and, as a result, the REIT 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.

NOI includes three Canadian properties and two U.S. properties whereby the REIT controls but does not own 100% interest in the subsidiary and, as a result, the REIT fully consolidates the results of operations within its condensed consolidated financial statements. The REIT's non-controlling interest in subsidiaries is adjusted from NOI in calculating Proportionate NOI.

NOI does not include interest in joint arrangements that are accounted for using the equity method of accounting. The REIT's interest in the operating performance of two U.S. properties, which are presented as equity loss from investments in the consolidated statements of income, are adjusted to include its share of NOI in calculating Proportionate NOI.

A reconciliation of NOI and Proportionate NOI from the IFRS financial statement presentation of revenue from real estate properties, property operating costs, realty taxes and utilities is presented under the section Part IX, "Reconciliation of Non-IFRS Measures".

#### SAME PROPERTY NOI / PROPORTIONATE NOI

Same Property NOI and Same Property Proportionate NOI are presented in this MD&A because management considers these non-IFRS measures to be important measures of the REIT's operating performance for properties owned by the REIT 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 development properties until reaching stabilized occupancy.

A reconciliation of Same Property NOI and Same Property Proportionate NOI from the IFRS financial statement presentation of revenue from real estate properties, property operating costs, realty taxes and utilities is presented under the section Part IX. "Reconciliation of Non-IFRS Measures".

#### **INDEBTEDNESS**

Indebtedness (as defined in the Declaration of Trust) is a measure of the amount of debt financing utilized by the REIT. Indebtedness is presented in this MD&A because management considers this non-IFRS measure to be an important measure of the REIT's financial position.

A reconciliation of Indebtedness from the IFRS financial statement presentation is presented under the section Part IX, "Reconciliation of Non-IFRS Measures".

#### **GROSS BOOK VALUE**

Gross book value (as defined in the Declaration of Trust) is a measure of the value of the REIT's assets. Gross book value is presented in this MD&A because management considers this non-IFRS measure to be an important measure of the REIT's asset base and financial position.

A reconciliation of the gross book value from the IFRS financial statement presentation is presented under the section Part IX, "Reconciliation of Non-IFRS Measures".

#### INDEBTEDNESS TO GROSS BOOK VALUE RATIO

Indebtedness to gross book value ratio is a compliance measure in the Declaration of Trust (defined below) and establishes the limit for financial leverage of the REIT. Indebtedness to gross book value ratio is presented in this MD&A because management considers this non-IFRS measure to be an important measure of the REIT's financial position.

#### **INTEREST COVERAGE RATIO**

Interest coverage ratio measures the amount of cash flow available to meet annual interest payments on the REIT's indebtedness. Generally, the higher the interest coverage ratio, the lower the credit risk. Interest coverage ratio is presented in this MD&A because management considers this non-IFRS measure to be an important measure of the REIT's operating performance and financial position.

#### INDEBTEDNESS COVERAGE RATIO

Indebtedness coverage ratio measures the amount of cash flow available to meet annual principal and interest payments on the REIT's indebtedness. Generally, the higher the indebtedness coverage ratio, the higher the capacity for additional debt. Indebtedness coverage ratio is presented in this MD&A because management considers this non-IFRS measure to be an important measure of the REIT's operating performance and financial position.

# **FUNDS FROM OPERATIONS ("FFO")**

FFO is a non-IFRS measure 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 REIT's cash requirements. FFO can assist with comparisons of the operating performance of the REIT's real estate between periods and relative to other real estate entities. FFO is computed by the REIT in accordance with the current definition of the Real Property Association of Canada ("REALpac") and is defined as net income attributable to Unitholders adjusted for fair value adjustments, distributions on the Class B LP Units, realty taxes accounted for under IFRIC 21, deferred income taxes (on the REIT's U.S. properties), gains/losses on the sale of real estate properties (including income taxes on the sale of real estate properties) and other non-cash items. FFO payout ratio compares distributions declared to FFO. Distributions declared is calculated based on the monthly distribution per Unit multiplied by the weighted average number of Units outstanding (including Class B LP Units) during the period. The REIT considers FFO to be a useful measure for reviewing its comparative operating and financial performance.

A reconciliation of net income attributable to Unitholders (an IFRS measure) to FFO is presented under the section Part III, "Funds From Operations".

#### PROPORTIONATE SHARE BASIS

The REIT's balance sheet and statements of income prepared in accordance with IFRS have been adjusted (as described below) to derive the REIT's proportionately owned financial results ("Proportionate Basis"). In addition, the REIT's statements of income have been adjusted to exclude the impact of realty taxes accounted for under IFRIC 21 and to record realty taxes for all properties on a *pro rata* basis over the entire fiscal year. Management believes that the Proportionate Basis non-IFRS measures described below, which supplement the IFRS measures, provide readers with a more comprehensive understanding of management's perspective on the REIT's operating results and performance.

#### **Non-Controlling Interest Share ("NCI Share")**

NCI Share adjusts for three Canadian properties and two U.S. properties whereby the REIT controls but does not own a 100% interest in the subsidiary and, as a result, the REIT fully consolidates their financial results within its consolidated financial statements. The adjustment removes the non-controlling interest portion that is consolidated under IFRS. The presentation of *pro rata* assets, liabilities, revenue, and expenses represents a non-IFRS measure and may not accurately depict the legal and economic implications of the REIT's interest in the joint ventures.

#### **Equity-accounted Investments ("Equity Interest")**

Equity Interest adjusts interests in joint arrangements that are accounted for using the equity method of accounting. The financial results of two U.S. properties under IFRS are presented on a single line within the consolidated balance sheet and statements of income and have been adjusted on a proportionately owned basis to each respective financial statement line presented within the balance sheet and statements of income. The presentation of *pro rata* assets, liabilities, revenue, and expenses represents a non-IFRS measure and may not accurately depict the legal and economic implications of the REIT's interest in the joint venture.

# **PART II**

# **BUSINESS OVERVIEW AND STRATEGY**

The REIT is an unincorporated open-ended real estate investment trust established pursuant to a declaration of trust dated March 1, 2012, and as most recently amended and restated on February 16, 2021 (the "Declaration of Trust"), under and governed by the laws of the Province of Ontario. The Units of the REIT trade on the Toronto Stock Exchange ("TSX") under the symbol "MRG.UN."

The REIT has been formed to own multi-suite residential rental properties across Canada and the United States. The objectives of the REIT are to: i) generate stable and growing cash distributions on a tax-efficient basis; ii) enhance the value of the REIT's assets and maximize the long-term value of the Units through active asset and property management; and iii) expand the asset base of the REIT primarily through acquisitions and improvement of its properties through targeted and strategically deployed capital expenditures.

The REIT's internal growth strategy will focus on maximizing cash flow from its portfolio. The REIT intends to increase cash flows by maximizing occupancy and average monthly rent ("AMR"), taking into account local conditions in each of its regional markets, managing its operating expenses as a percentage of revenues and strengthening its asset base through its building infrastructure improvement and capital expenditure programs.

The REIT's external growth strategy is focused on opportunities to acquire additional multi-suite residential properties located in urban centres and major suburban regions in Canada and the United States that satisfy the REIT's investment criteria, as well as generating greater cash flow from acquired properties. The REIT will seek to leverage its relationship with Morguard Corporation ("Morguard") to access acquisition opportunities that satisfy the REIT's investment criteria. Additionally, subject to limited exceptions, the REIT has the right of first opportunity to acquire the existing interests in Morguard's multi-suite residential properties prior to any disposition by Morguard to a third party.

# SIGNIFICANT EVENT

#### **COVID-19 PANDEMIC**

Since March 2020, the outbreak of the novel strain of coronavirus ("COVID-19") has resulted in governments enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and social distancing, have caused an economic slowdown and material disruption to business. Government has reacted with interventions intended to stabilize economic conditions. The duration and impact of the COVID-19 outbreak is unknown at this time. It is not possible to reliably estimate the length and severity of these developments and the impact on the financial performance and financial position of the REIT in future periods.

The REIT recognizes the impact COVID-19 has on many of its tenants in North America and its stakeholders, and is committed to taking measures to protect the health of its employees, tenants and communities. Last year, Morguard initiated its crisis management plan with a team mandated to maintain a safe environment for our residents, employees and stakeholders, coordinating efforts across our portfolio, standardizing communications and responding as circumstances demand.

With the guidance of public health authorities, and at the direction of various levels of government, Morguard continues to implement measures to help reduce the spread of COVID-19. We are actively monitoring the ongoing developments with regards to COVID-19 and are committed to ensuring a healthy and safe environment, adjusting our service model as necessary.

In September 2020, the Government of Ontario introduced *Helping Tenants and Small Businesses Act* legislation to freeze rent in 2021, providing the vast majority of Ontario's tenants with financial relief as the province continues down the path of renewal, growth and economic recovery. Under Ontario's rent control legislation, a landlord is entitled to increase the rent for existing tenants once every 12 months by no more than the "guideline amount" based on the Ontario Consumer Price Index ("CPI"). The guideline increase cannot be more than 2.5%, even if the CPI increase is higher. For the calendar year 2021, the guideline amount was established at 0.0% (2.2% for 2020). However, a landlord could give proper 90 days' notice before the freeze ends for a rent increase that takes effect starting in 2022.

On December 26, 2020, the Ontario government announced another province-wide shutdown and stay-at-home order and on February 8, 2021, the Ontario government announced the transition to a regional approach to staged reopening. On April 7, 2021, the Ontario government announced sweeping changes to its COVID-19 lockdown framework and approved another province-wide shutdown and 28-day stay-at-home order, which has

been subsequently extended by two weeks, requiring everyone to remain at home except for essential purposes. During this state of emergency, the Ontario government has issued an emergency order temporarily halting the enforcement of residential evictions. While the Landlord and Tenant Board ("LTB") will continue to hear eviction applications and issue eviction orders, these orders will not be carried out while the province is under a state of emergency. However, tenants are required to pay rent while an eviction is not being enforced, as clarified by the Ontario government. If the tenant cannot pay due to the pandemic, landlords and tenants are encouraged to work together to come up with an alternative arrangement.

Ontario represents the REIT's largest region in terms of suites and net operating income and is committed to working with residents on a case-by-case basis on rent deferral arrangements discussed in more detail below.

In the U.S. regions where the REIT operates, the Department of Health and Human Services and the Centers for Disease Control and Prevention issued an order titled *Temporary Halt in Residential Evictions to Prevent the Further Spread of COVID-19* for eligible tenants until December 31, 2020 which has subsequently been extended to June 30, 2021. The new U.S. administration announced the American Rescue Plan, extending the eviction moratorium and has allocated \$25 billion in rental and utility assistance for rental relief to low- and moderate-income households who have lost jobs or are out of the labour market.

# **Rental Collection Summary**

As at April 27, 2021, the REIT collected 98.4% of first quarter rental revenue and approximately 95.4% (95.2% in Canada / 95.5% in the U.S.) of April 2021 rental revenue which is materially in line with historical collection rates. Management will monitor rent collections and compassionately follow up with those accounts in arrears as the impact of the pandemic continues to weigh on the North American economy over the remainder of the year.

As at April 27, 2021, the REIT's collection of rental revenue since January 1, 2020 is summarized by region as follows:

Total	99.9%	99.7%	99.5%	99.4%	100.0%
U.S.	100.0%	99.7%	99.5%	99.3%	61.9%
Canada	99.8%	99.8%	99.5%	99.5%	38.1%
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	% Rental Revenue
Total	98.4%	95.4%			100.0%
U.S.	97.9%	95.5%			61.3%
Canada	99.1%	95.2%			38.7%
Region	Q1 2021	April 2021			% Rental Revenue

#### **Bad Debt Expense (Recovery)**

The REIT utilizes the simplified approach to measure expected credit losses under IFRS 9, which requires the REIT to recognize a lifetime expected credit loss allowance on all receivables at each reporting date.

The details of bad debt expense (recovery) recorded in the consolidated statements of income within property operating costs for the three months ended March 31, 2021 and 2020 are provided below:

For the three months ended March 31		% of		% of
(in thousands of dollars)	2021	Revenue	2020	Revenue
Canada	(\$2)	0.0%	\$10	0.0%
U.S.	526	1.4%	367	1.0%
Total	\$524	0.9%	\$377	0.6%

#### **Rent Deferral Program and Rent Increases**

The REIT implemented a rent deferral program for our residential tenants who are financially constrained due to the impact of COVID-19. The REIT is actively working with residents on a case-by-case basis on rent deferral arrangements and will also ensure pertinent and timely information regarding Government financial support programs is shared with tenants. As at April 27, 2021, approximately 1.0% of residential tenants have deferred payment plans.

#### **Occupancy and Leasing**

As at April 27, 2021, the REIT's occupancy in Canada and in the U.S. with the exception of a few properties directly impacted by university and local business closures remains stable as leasing agents work remotely and utilize online technology to continue leasing activity following the onset of social distancing guidelines. Generally speaking, current conditions including social distancing have reduced leasing traffic. In addition, management will closely monitor any impact Ontario's current state of emergency as well as the extension of the U.S. eviction moratorium may have on traffic and turnover levels in the coming months.

# Liquidity

The REIT has liquidity of \$115,900, comprised of approximately \$19,800 in cash and \$96,100 available under its revolving credit facility with Morguard Corporation and has approximately \$45,000 of unencumbered assets. In addition, the REIT has commenced the process to refinance four CMHC-insured residential properties schedule to mature in the third quarter of 2021. The REIT has also narrowed down the scope of its capital expenditure program to ensure the availability of resources, allocating an amount that enables the REIT to maintain the structural and overall safety of the properties.

# FINANCIAL AND OPERATIONAL HIGHLIGHTS

As at	March 31,	December 31,	March 31,
(In thousands of dollars, except as noted otherwise)	2021	2020	2020
Operational Information			
Number of properties	43	43	43
Total suites	13,275	13,275	13,277
Occupancy percentage - Canada	93.6%	94.9%	98.8%
Occupancy percentage - U.S.	93.7%	92.2%	95.4%
AMR - Canada (in actual dollars)	\$1,509	\$1,500	\$1,447
AMR - U.S. (in actual U.S. dollars)	US\$1,429	US\$1,428	US\$1,419
Summary of Financial Information			
Gross book value	\$3,090,429	\$3,084,358	\$3,197,607
Indebtedness	\$1,302,145	\$1,320,708	\$1,406,102
Indebtedness to gross book value ratio	42.1%	42.8%	44.0%
Weighted average mortgage interest rate <sup>(1)</sup>	3.45%	3.45%	3.49%
Weighted average term to maturity on mortgages payable (years)	4.6	4.8	5.4
Exchange rates - United States dollar to Canadian dollar	\$1.26	\$1.27	\$1.42
Exchange rates - Canadian dollar to United States dollar	\$0.80	\$0.79	\$0.70

<sup>(1)</sup> Represents the contractual interest rates on mortgages payable and the Retained Debt (defined below).

# For the three months ended March 31

(In thousands of dollars, except per Unit amounts)	2021	2020
Summary of Financial Information		
Interest coverage ratio	2.32	2.36
Indebtedness coverage ratio	1.54	1.61
Revenue from real estate properties	\$60,322	\$62,297
NOI	\$15,184	\$17,290
Proportionate NOI	\$31,818	\$35,362
Same Property Proportionate NOI	\$32,009	\$35,362
NOI margin - IFRS	25.2%	27.8%
NOI margin - Proportionate	52.2%	55.3%
Net income	\$27,395	\$97,160
FFO - basic	\$15,619	\$18,107
FFO - diluted	\$16,562	\$19,061
FFO per Unit - basic	\$0.28	\$0.32
FFO per Unit - diluted	\$0.27	\$0.32
Distributions per Unit	\$0.1749	\$0.1749
FFO payout ratio	63.0%	54.3%
Weighted average number of Units outstanding (in thousands):		
Basic <sup>(1)</sup>	56,248	56,207
Diluted <sup>(1) (2)</sup>	60,481	60,440
Average exchange rates - United States dollar to Canadian dollar	\$1.27	\$1.34
Average exchange rates - Canadian dollar to United States dollar	\$0.79	\$0.74

<sup>(1)</sup> For purposes of calculating FFO per Unit, Class B LP Units are included as Units outstanding on both a basic and diluted basis.

<sup>(2)</sup> Includes the dilutive impact of the convertible debentures-

#### REAL ESTATE PROPERTIES

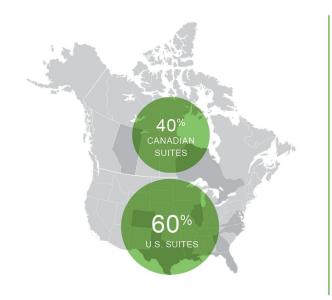
As at March 31, 2021, the REIT's multi-suite residential property portfolio consists of 16 Canadian properties and 27 U.S. properties, having a total of 13,275 residential suites. The properties are primarily located in urban centres and major suburban regions in Alberta, Ontario, Colorado, Texas, Louisiana, Illinois, Georgia, Florida, North Carolina, Virginia and Maryland.

The following table details the regional distribution of the REIT's portfolio as at March 31, 2021:

			% of the	
Region			Portfolio	Fair Value of
(In thousands of dollars,	Number of	Total	(based on	Real Estate
except as otherwise noted)	Properties	Suites <sup>(1)</sup>	suites)	Properties <sup>(1)</sup>
Canadian Properties				
Alberta	1	277	2.1%	\$57,100
Ontario				
Mississauga	7	2,219	16.7%	738,800
Toronto	6	1,997	15.0%	419,400
Other <sup>(2)</sup>	2	842	6.4%	209,200
	16	5,335	40.2%	\$1,424,500
U.S. Properties				
Colorado	2	454	3.4%	\$115,942
Texas	3	1,021	7.7%	188,499
Louisiana <sup>(3)</sup>	3	393	3.0%	65,264
Illinois	2	1,205	9.1%	572,791
Georgia	3	814	6.1%	150,938
Florida	10	2,593	19.5%	503,264
North Carolina	2	864	6.5%	170,240
Virginia	1	104	0.8%	59,103
Maryland	1	492	3.7%	165,990
	27	7,940	59.8%	\$1,992,031
Impact of realty taxes accounted for under IFRIC 21				22,257
Total	43	13,275	100.0%	\$3,438,788

<sup>(1)</sup> Total suites and fair value of real estate properties include non-controlling interest; the REIT, on a proportionate basis, has ownership of 12,255 suites. Fair value of real estate properties represents the sum of income producing properties (\$2,955,447) and equity-accounted investment properties (\$483,341) inclusive of non-controlling interest share.

Approximately 79% of the suites in Canada are located in Toronto and Mississauga, which form part of the Greater Toronto Area ("GTA"). The GTA is Canada's most significant economic cluster and contains the largest concentration of people. The regional distribution of the remaining suites serves to add stability to the REIT's cash flows because it reduces the REIT's vulnerability to economic fluctuations affecting any particular region.





<sup>1</sup> Includes equity-accounted investments at ownership share and excludes the impact of realty taxes accounted for under IFRIC 21.

<sup>(2)</sup> Other Ontario includes one property in each of Kitchener, Ontario and Ottawa, Ontario.

<sup>(3)</sup> Includes a redevelopment property in New Orleans, Louisiana, currently under initial lease-up.

#### AVERAGE MONTHLY RENT AND OCCUPANCY BY REGION

The following table details AMR (in actual dollars), stated in local currency, and occupancy of the REIT's portfolio for the following periods and is calculated on a proportionate ownership basis:

Region	AMR/Suite at March 31, 2021	AMR/Suite at March 31,	% Change	Occupancy at March 31, 2021	Occupancy at March 31, 2020
	2021	2020	Change	2021	2020
Canadian Properties (in Canadian dollars)	¢4.440	¢4 400	0.20/	70 50/	00.40/
Alberta Ontario	\$1,413	\$1,409	0.3%	72.5%	98.1%
Mississauga	1.686	1.610	4.7%	95.3%	98.8%
Toronto	1,351	1,294	4.4%	95.7%	99.0%
Other <sup>(1)</sup>	1,439	1,389	3.6%	90.9%	99.0%
Total Ontario	1,514	1,449	4.5%	94.7%	98.9%
Total Canada (in Canadian dollars)	\$1,509	\$1,447	4.3%	93.6%	98.8%
·	Ψ1,303	Ψ1,441	4.5 /0	93.0 /6	90.070
U.S. Properties (in U.S. dollars)					
Colorado	\$1,425	\$1,401	1.7%	96.0%	95.1%
Texas	1,322	1,318	0.3%	95.7%	94.9%
Louisiana	1,245	1,221	2.0%	97.1%	96.0%
Illinois	2,404	2,567	(6.3%)	84.7%	91.0%
Georgia	1,305	1,283	1.7%	97.3%	94.6%
Florida	1,329	1,288	3.2%	96.5%	96.5%
North Carolina	1,120	1,093	2.5%	97.0%	97.7%
Virginia	2,094	2,145	(2.4%)	90.3%	92.2%
Maryland	1,897	1,881	0.9%	88.1%	94.5%
U.S. Same Property	1,429	1,419	0.7%	95.1%	95.4%
Redevelopment <sup>(2)</sup>	1,726	_	100.0%	12.4%	—%
Total U.S. (in U.S. dollars)	\$1,429	\$1,419	0.7%	93.7%	95.4%
Total (in local currencies)	\$1,464	\$1,431	2.3%	93.7%	96.9%

<sup>(1)</sup> Other Ontario includes one property in each of Kitchener, Ontario and Ottawa, Ontario.

#### **CANADIAN PROPERTIES**

As at March 31, 2021, AMR per suite in Canada increased by 4.3% compared to March 31, 2020. Sequentially, AMR in Canada of \$1,509 as at March 31, 2021, increased by 0.6% compared to \$1,500 as at December 31, 2020. Effective January 1, 2021, the Ontario guideline rental rate increase in 2021 is 0.0% (2020 - 2.2%), which has contributed to a lower rental rate growth than in previous years. The REIT still experienced rental rate growth due to above guideline increases at several properties upon the completion of capital projects and rental rate increases on suite turnover.

The 2021 Ontario rent freeze will impact rental increases as the annual guideline rental increase has been set at 0.0% in 2021 (2.2% for 2020). However, the REIT can apply for an above-guideline increase ("AGI") relating to eligible capital repairs and security services. Currently, the REIT has AGIs at seven Ontario properties providing additional rent increases for a twelve-month period commencing at various effective dates in 2020, ranging from 0.50% to 2.00% and five additional AGI applications have been submitted during 2021 with effective start dates between April to June 2021. Although the rental market has softened, the REIT still has the ability to increase rents on turnover and through above guideline applications.

As at March 31, 2021, AMR at the REIT's single property in Edmonton, Alberta increased by 0.3% compared to March 31, 2020, which reflects a high proportion of tenants paying rent at market, coupled with higher vacancy due to the large student tenant base as university closures continue.

The REIT continued to experience steady demand, particularly in Ontario, which has allowed the REIT to increase rents as suites turn over at below market rates. During the three months ended March 31, 2021, the REIT's Canadian portfolio turned over 111 suites, or 2.1% of total suites located in Canada and achieved AMR growth of 15.7% on suite turnover. Overall, Canadian turnover is seasonally lower during the winter months and is comparable to 2.2% achieved during the three months ended March 31, 2020. In addition, the impact of COVID-19 disrupted normal traffic patterns as tenants were less willing to move.

<sup>(2)</sup> Includes a redevelopment property in New Orleans, Louisiana, currently under initial lease-up.

As at March 31, 2021, occupancy in Canada decreased to 93.6%, compared to 98.8% at March 31, 2020 and sequentially, occupancy in Canada decreased from 94.9% at December 31, 2020. Overall, occupancy in Canada declined due to continued lower leasing traffic as the number of move-outs outpaced move-ins resulting from social distancing restrictions and current economic conditions. As the administration of vaccinations continues to progress across the country and as social distancing guidelines ease, we expect leasing traffic to increase. Occupancy in the GTA was impacted by lower immigration levels, the increased number of suites on the market from existing and new supply, and the province-wide stay-at-home order.

The decrease in occupancy at the REIT's single property located in Edmonton, Alberta from 98.1% at March 31, 2020 to 72.5% at March 31, 2021, primarily reflects the high proportion of tenants who attend nearby universities which remain closed for in-person classes. In addition, Other Ontario occupancy decreased from 99.0% at March 31, 2020 to 90.9% at March 31, 2021, predominantly due to the REIT's property located in Ottawa, Ontario, which was impacted by the closure of universities for the same reasons noted above. The REIT has utilized rental concessions at certain properties in order to stabilize occupancy.

#### **U.S. PROPERTIES**

As at March 31, 2021, Same Property AMR per suite in the U.S. increased by 0.7% compared to March 31, 2020. The REIT had AMR growth in all U.S. regions, except for Virginia and Illinois which was predominantly at two properties and attributable to declining occupancy through 2020 resulting from downward pressure on market rent, coupled with an increase in targeted market concessions. AMR growth in North Carolina, Florida, Louisiana and Colorado led the portfolio, showing signs of strong market fundamentals in these regions.

The REIT continues to utilize revenue management tools aimed at balancing rent growth, traffic and renewal exposure. As at March 31, 2021, that balance has been maintained through the slower winter season. Management aims to match expiring leases with new move-ins using multiple technologies, virtual leasing, contactless apartment tours and improved access. With few exceptions, the REIT has also maintained Same Property AMR growth over 2020 within most respective submarkets while it enjoyed strong occupancies. Though management believes some supply challenges will continue in a few markets, we have already seen demand increase. AMR is beginning to improve as occupancy challenges have begun to subside in the spring. Management expects this trend to continue going into the summer months of 2021.

As at March 31, 2021, Same Property occupancy in the U.S. was stable reaching nearly optimum levels at 95.1% compared to 95.4% at March 31, 2020. Management's response to COVID-19 has paid off. The team quickly implemented new strategies including virtual leasing programs and other operational adjustments that proved to stabilize the portfolio. The stable occupancy was mainly due to a focus on resident retention by staying connected with residents and softening renewal increases while working at each community to maintain high-quality communication and service levels. With few exceptions the REIT's U.S. residential assets continue to perform well. In addition, rent collections remained strong, at approximately 98% during the first quarter. Occupancy at the Marquee at Block 37 in Chicago, Illinois, improved from a low of 71.0% to 77.0% at March 31, 2021. The asset's leasing activity has increased during the first quarter and continues to improve and is currently 90.4% occupied and 98.3% leased. Management expects the positive leasing trend to continue underscoring the quality of the asset as the vaccine continues to be administered in Chicago and across the country.

Sequentially, Same Property occupancy in the U.S. increased to 95.1% compared to 93.6% as at December 31, 2020. In light of the COVID-19 impact, the increase in occupancy was due to higher resident retention throughout the majority of the portfolio, partly offset by the reasons discussed above, which impacted Illinois and Virginia.

Management has identified positive indicators in several markets that point to slow but steady improvements as the various municipalities continue to loosen COVID-19 restrictions. Because of this, we do believe the portfolio performance will remain stable and positive. Management is cautiously optimistic as we progress through 2021. Though COVID-19 continues to surge in pockets across several regions, the overall sentiment in the U.S. is one of optimism. The 2021 federal stimulus package was approved and distributed including \$25 billion for rental relief. The new administration has been successful to fully vaccinate 84 million Americans with a total of 130 million Americans receiving at least one vaccine dose. Beginning in April and early May 2021, management expects more local travel to open up and in so, "work-from-home" arrangements will become less prevalent. At the same time, the Federal eviction moratorium has been extended through June 30, 2021. The impact of job loss and the necessity to process evictions continues to be a minor issue across all the REIT's U.S. assets. In addition, early leasing activity in Chicago's downtown core market, will positively impact the REIT. Management will continue to monitor our immediate submarkets and will strategically adjust rents to maximize income while maintaining stable occupancy.

For the three months ended March 31, 2021, the REIT's rental incentives amounted to \$267 (2020 - \$180), mainly at properties that were impacted by new supply and increased vacancy in urban markets. Incentives were used on an as needed basis, limited to a few submarkets that were impacted by new supply and/or from reduced traffic due to COVID-19. During the first quarter of 2021, the use of rental incentives has decreased to reflect the portfolio's positive trends and stable occupancy.

The following table details AMR (in actual dollars), stated in local currency, and occupancy of the REIT's Same Property portfolio at each quarter end since June 30, 2019:





# PART III

# **REVIEW OF OPERATIONAL RESULTS**

The REIT's operational results are summarized below:

# For the three months ended March 31

(In thousands of dollars)	2021	2020
Revenue from real estate properties	\$60,322	\$62,297
Property operating expenses		
Property operating costs	(15,426)	(15,777)
Realty taxes	(24,759)	(24,764)
Utilities	(4,953)	(4,466)
Net operating income	15,184	17,290
Other expenses (income)		
Interest expense	14,905	12,866
Trust expenses	3,339	3,868
Equity loss from investments	72	896
Foreign exchange loss (gain)	23	(1,793)
Other expense (income)	22	(155)
Income (loss) before fair value changes and income taxes	(3,177)	1,608
Fair value gain on real estate properties, net	27,451	10,457
Fair value gain on Class B LP Units	6,544	87,838
Income before income taxes	30,818	99,903
Provision for income taxes		
Current	32	34
Deferred	3,391	2,709
	3,423	2,743
Net income for the period	\$27,395	\$97,160
Net income attributable to:		
Unitholders	\$27,009	\$96,442
Non-controlling interest	386	718
	\$27,395	\$97,160

#### REVENUE FROM REAL ESTATE PROPERTIES

Lower rental revenue for the three months ended March 31, 2021, is mainly due to higher vacancy and foreign exchange fluctuations, partly offset by rental rate increases.

#### **NET OPERATING INCOME**

The following tables provide the NOI and Proportionate NOI for the REIT's consolidated Canadian and U.S. operations. Same Property NOI for the three months ended March 31, 2021, measures the operating performance for properties owned by the REIT 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 development properties until reaching stabilized occupancy.

Same Property results for the three months ended March 31, 2021, measures the operating performance for properties owned and have reached stabilization by the REIT continuously since January 1, 2020, and excludes 1643 Josephine, New Orleans, Louisiana, a redevelopment property acquired on April 5, 2018, which commenced initial lease-up in October 2020.

Same Property and Same Property Proportionate results for the three months ended March 31, 2021, represent 11,979 and 12,141 residential suites, respectively.

The following tables also present components of revenue from real estate properties (an IFRS measure) in three categories: i) gross rental revenue (before vacancy and ancillary revenue); ii) vacancy; and iii) ancillary revenue. The presentation of revenue from real estate properties in these three categories represent a non-IFRS measure and is presented in this MD&A because management considers this non-IFRS measure to be an important measure of the REIT's operating performance that provides a more comprehensive understanding of revenue form real estate properties.

#### **Net Operating Income**

The following table provides the consolidated net operating income for the REIT's Canadian and U.S. properties:

		2021	2020	
For the three months ended March 31	Pr	oportionate	Р	roportionate
(In thousands of dollars)	NOI	NOI	NOI	NOI
Revenue from properties				
Same Property				
Gross rental revenue (before vacancy and ancillary revenue)	\$59,425	\$61,223	\$60,029	\$62,066
Vacancy	(3,622)	(4,731)	(2,570)	(2,857)
Ancillary	4,424	4,406	4,838	4,773
Same Property	60,227	60,898	62,297	63,982
Acquisitions	95	95	_	_
Total revenue from properties	60,322	60,993	62,297	63,982
Property operating expenses				
Same Property				
Operating costs	15,198	15,538	15,777	16,085
Realty taxes	24,602	8,256	24,764	7,973
Utilities	4,934	5,095	4,466	4,562
Same Property	44,734	28,889	45,007	28,620
Acquisitions	404	286	_	_
Total property operating expenses	45,138	29,175	45,007	28,620
NOI		<del></del>		
Total Same Property	15,493	32,009	17,290	35,362
Acquisitions	(309)	(191)	_	_
Total NOI	\$15,184	\$31,818	\$17,290	\$35,362
NOI margin	25.2%	52.2%	27.8%	55.3%

For the three months ended March 31, 2021, NOI from the REIT's properties decreased by \$2,106 (or 12.2%) to \$15,184, compared to \$17,290 in 2020. The decrease in NOI is due to a decrease in Same Property NOI of \$1,797 (or 10.4%) and a decrease in NOI from the REIT's redevelopment property in Louisiana currently under initial lease-up of \$309. The Same Property decrease of \$1,797 is due to a decrease in Canada of \$1,057 (or 7.6%), a decrease in the U.S. of US\$435 (or 17.0%) and the change in foreign exchange rate which decreased NOI by \$305.

For the three months ended March 31, 2021, Proportionate NOI from the REIT's properties decreased by \$3,544 (or 10.0%) to \$31,818, compared to \$35,362 in 2020. The decrease in Proportionate NOI is due to a decrease in Same Property Proportionate NOI of \$3,353 (or 9.5%) and a decrease in NOI from the REIT's redevelopment property in Louisiana currently under initial lease-up of \$191. The Same Property decrease of \$3,353 is due to a decrease in Canada of \$1,053 (or 7.6%), a decrease in the U.S. of US\$830 (or 5.2%) and the change in foreign exchange rate which decreased Proportionate NOI by \$1,470.

The following table provides the consolidated net operating income for the REIT's Canadian and U.S. properties in local currency:

		2020		
For the three months ended March 31	Pr	oportionate	Proportionate	
(In thousands of dollars)	NOI	NOI	NOI	NOI
Same Property NOI - Canada (local currency)	\$12,804	\$12,728	\$13,861	\$13,781
Same Property NOI - U.S. (local currency)	2,120	15,226	2,555	16,056
Acquisitions (local currency)	(244)	(151)		_
Exchange amount to Canadian dollars	504	4,015	874	5,525
Total NOI	\$15,184	\$31,818	\$17,290	\$35,362

The following table provides the NOI and Proportionate NOI for the REIT's Canadian properties:

_		2021	2020		
For the three months ended March 31	Proportionate		Proportionate		
(In thousands of dollars)	NOI	NOI	NOI	NOI	
Revenue from properties					
Gross rental revenue (before vacancy and ancillary revenue)	\$24,010	\$23,880	\$22,942	\$22,820	
Vacancy	(1,836)	(1,828)	(491)	(489)	
Ancillary <sup>(1)</sup>	1,184	1,179	1,259	1,251	
Revenue from properties	23,358	23,231	23,710	23,582	
Property operating expenses					
Operating costs	4,754	4,731	5,065	5,042	
Realty taxes	2,602	2,586	1,981	1,966	
Utilities	3,198	3,186	2,803	2,793	
Total property operating expenses	10,554	10,503	9,849	9,801	
NOI	\$12,804	\$12,728	\$13,861	\$13,781	
NOI margin	54.8%	54.8%	58.5%	58.4%	

<sup>(1)</sup> Ancillary revenue mainly comprises parking, laundry and cable income; amortized rent concessions and storage fees. Ancillary revenue also includes commercial revenue, net of vacancy.

For the three months ended March 31, 2021, NOI from the Canadian properties decreased by \$1,057 (or 7.6%) to \$12,804, compared to \$13,861 in 2020. The decrease in NOI is primarily due to a decrease in revenue of \$352 (or 1.5%), from increased vacancy, partially offset by higher gross rental revenue (4.7%) resulting from an increase in AMR. The increase in vacancy is due to lower leasing traffic resulting from social distancing restrictions and current economic conditions, higher turnover from student tenant move-outs and fewer moveins, as universities continue to be closed or are offering e-learning-only options. In addition, an increase in operating expenses of \$705 (or 7.2%) was due to higher realty taxes of \$621 and an increase in utilities of \$395, partly offset by a decrease in operating costs of \$311. The increase in realty taxes of \$621 is mainly due to a successful tax appeal in 2020 at one property as well as higher realty tax expense across the portfolio in 2021 due to increased assessed market values. The increase in utilities of \$395 was mainly due to higher gas rates, partially offset by lower consumption from a warmer winter. In addition, water consumption increased due to the number of tenants who stayed indoors as part of the social distancing guidelines, which was partially offset by lower water rates. The decrease in operating costs is due to lower repairs and maintenance expenditures from reduced non-essential spending and in-suite repairs, which was partially offset by an increase in insurance expense from higher premiums and additional cleaning and personal protective equipment (PPE) supply costs.

For the three months ended March 31, 2021, Proportionate NOI from the Canadian properties decreased by \$1,053 (or 7.6%) to \$12,728, compared to \$13,781 in 2020. The decrease in Proportionate NOI is due to a decrease in revenue of \$351 (or 1.5%), from increased vacancy, partially offset by higher gross rental revenue (4.6%) resulting from an increase in AMR. In addition, an increase in operating expenses of \$702 (or 7.2%) was due to higher realty taxes of \$620 and utilities of \$393, partly offset by a decrease in operating costs of \$311 for the same reasons described above.

The REIT's Canadian NOI margin and Proportionate NOI margin were 54.8% and 54.8%, respectively, for the three months ended March 31, 2021, compared to 58.5% and 58.4%, respectively, for the three months ended March 31, 2020. Overall, as noted above, the decrease in revenue primarily due to increased vacancy, net of higher AMR, and an increase in operating expenses contributed to the decrease in NOI margin.

The following table provides the NOI and Proportionate NOI for the U.S. properties:

For the three months ended March 31	2021			2020
(In thousands of U.S. dollars,	Proportionate		Р	roportionate
unless otherwise stated)	NOI	NOI	NOI	NOI
Revenue from properties				
Same Property				
Gross rental revenue (before vacancy and ancillary revenue)	\$27,958	\$29,481	\$27,588	\$29,194
Vacancy	(1,412)	(2,294)	(1,548)	(1,763)
Ancillary <sup>(1)</sup>	2,564	2,553	2,671	2,630
Same Property	29,110	29,740	28,711	30,061
Acquisitions	75	75		
Total revenue from properties	29,185	29,815	28,711	30,061
Property operating expenses				
Same Property				
Operating costs	8,245	8,532	7,976	8,220
Realty taxes	17,374	4,475	16,944	4,470
Utilities	1,371	1,507	1,236	1,315
Same Property	26,990	14,514	26,156	14,005
Acquisitions	319	226	_	
Total property operating expenses	27,309	14,740	26,156	14,005
NOI (in U.S. dollars)				
Same Property	2,120	15,226	2,555	16,056
Acquisitions	(244)	(151)_	_	
Total NOI (in U.S. dollars)	1,876	15,075	2,555	16,056
Exchange amount to Canadian dollars	504	4,015	874	5,525
NOI (in Canadian dollars)	\$2,380	\$19,090	\$3,429	\$21,581
NOI margin (in U.S. dollars)	6.4%	50.6%	8.9%	53.4%

<sup>(1)</sup> Ancillary revenue mainly comprises parking, laundry and cable income; amortized rent concessions; storage fees; utility chargebacks and other fee income associated with moving in or out (such as application fees and cleaning fees), late rental payment fees from residents under the terms of the lease arrangements. Ancillary revenue also includes commercial revenue, net of vacancy.

For the three months ended March 31, 2021, NOI from the U.S. properties decreased by \$1,049 (or 30.6%) to \$2,380, compared to \$3,429 in 2020. The decrease in NOI is due to a decrease in Same Property NOI of US\$435 (or 17.0%), a decrease in NOI of US\$244 from the REIT's redevelopment property in Louisiana currently under initial lease-up and the change in foreign exchange rate which decreased NOI by \$370. The Same Property NOI decrease was due to an increase in operating expenses of US\$834 (or 3.2%), partially offset by an increase in revenue of US\$399 (or 1.4%) from higher gross rental revenue (1.3%) resulting from an increase in AMR and lower vacancy. The increase in operating expenses is due to higher operating costs of US\$269, realty taxes of US\$430 and utilities of US\$135. The increase in operating costs is mainly due to an increase in insurance expense from higher premiums, bad debt expense and marketing costs, partially offset by lower payroll due to the timing of vacant position being filled. The increase in realty taxes is due to a higher IFRIC 21 adjustment. The increase in utilities is due to higher water consumption generally related to the increased number of tenants who stayed indoors as part of social distancing guidelines as well as a broken irrigation line at a property which has since been repaired.

For the three months ended March 31, 2021, Proportionate NOI from the U.S. properties decreased by \$2,491 (or 11.5%) to \$19,090, compared to \$21,581 in 2020. The decrease in Proportionate NOI is due to a decrease in Same Property Proportionate NOI of US\$830 (or 5.2%), a decrease in NOI of US\$151 from the REIT's redevelopment property in Louisiana currently under initial lease-up and the change in foreign exchange rate which decreased NOI by \$1,510. The Same Property decrease was mainly due to a decrease in revenue of US\$321 (or 1.1%) from increased vacancy mainly at the REIT's two equity-accounted properties and an increase in operating expenses of US\$509 (or 3.6%), partially offset by higher gross rental revenue (1.0%) resulting from an increase in AMR. The increase in operating expenses is due to higher operating costs of US\$312 and utilities of US\$192 for the same reasons described above.

The REIT's U.S. NOI margin and Proportionate NOI margin were 6.4% and 50.6%, respectively, for the three months ended March 31, 2021, compared to 8.9% and 53.4%, respectively, for the three months ended March 31, 2020. The NOI margin was impacted by a Same Property increase in revenue and higher operating expenses; as well the NOI from the REIT's redevelopment property in Louisiana currently under initial lease-up had a negative impact. In addition, the NOI margin was impacted by accounting for realty taxes under IFRIC 21. Proportionate NOI margin was impacted by a decrease in revenue due to higher vacancy at the REIT's two equity-accounted properties and higher operating expenses.

#### **INTEREST EXPENSE**

Interest expense consists of the following:

#### For the three months ended March 31

(In thousands of dollars)	2021	2020
Interest on mortgages	\$9,561	\$10,175
Distributions on Class C LP Units - interest	745	779
Interest on mortgages and Retained Debt	10,306	10,954
Distributions on Class C LP Units - tax payment	145	143
Interest on the convertible debentures	943	954
Interest on lease liability	108	116
Amortization of deferred financing costs	642	663
Amortization of deferred financing costs on the convertible debentures	172	151
Fair value gain on conversion option on the convertible debentures	(423)	(3,127)
Interest expense before distributions on Class B LP Units	11,893	9,854
Distributions on Class B LP Units	3,012	3,012
	\$14,905	\$12,866

Total interest expense increased by \$2,039 during the three months ended March 31, 2021, to \$14,905, compared to \$12,866 in 2020. The increase is predominantly due to a lower non-cash fair value gain on the convertible debentures' conversion option of \$2,704, partially offset by a decrease in interest on mortgages and Retained Debt of \$648. The strengthening of the Canadian dollar decreased interest expense on U.S. mortgages by \$468.

Morguard retained the mortgages and deferred financing costs (the "Retained Debt"), on four Canadian properties that were sold to the REIT. Morguard remains responsible for the interest and principal payments on the Retained Debt, and the Retained Debt is secured by charges on the four properties. In consideration of the Retained Debt, Morguard received Class C LP Units on which distribution payments are made in an amount sufficient to permit Morguard to satisfy amounts payable with respect to principal and interest of the Retained Debt and the tax payment that is attributable to any distributions on the Class C LP Units. The portion of the distributions that represent the interest and tax components associated with the Retained Debt that had been classified as interest expense for the three months ended March 31, 2021, amounted to \$890 (2020 - \$922).

Under IFRS, the Class B LP Units are classified as financial liabilities, and the corresponding distributions paid to the Unitholders are classified as interest expense. The REIT believes these distribution payments do not represent financing charges because these amounts are payable only if the REIT declares distributions and only for the amount of any distributions declared, both of which are at the discretion of the Board of Trustees as outlined in the Declaration of Trust. The total distributions paid and accrued to Class B LP Unitholders for the three months ended March 31, 2021, amounted to \$3,012 (2020 - \$3,012).

#### **TRUST EXPENSES**

Trust expenses consist of the following:

# For the three months ended March 31

(In thousands of dollars)	2021	2020
Asset management fees and distributions	\$2,860	\$3,267
Professional fees	132	272
Public company expenses	194	185
Other	153	144
	\$3,339	\$3,868

Trust expenses decreased by \$529 during the three months ended March 31, 2021, to \$3,339, compared to \$3,868 in 2020. The decrease is predominantly due to lower asset management fees and distributions, resulting from a decrease in FFO (see Part VI, "Related Party Transactions").

#### **EQUITY LOSS FROM INVESTMENTS**

The REIT has a 50% interest in two properties comprising 1,182 suites located in Rockville, Maryland, and in Chicago, Illinois, in which the REIT has joint control of the investments.

Equity loss from investments for the three months ended March 31, 2021, was \$72, including a non-cash fair value gain on income producing properties of \$2,662, predominantly due to an IFRIC 21 expense adjustment of \$2,827. For the three months ended March 31, 2020, equity loss from investments was \$896 and included a non-cash fair value gain of \$168 and an IFRIC 21 expense adjustment of \$2,591.

# **FOREIGN EXCHANGE LOSS (GAIN)**

IFRS requires monetary assets and liabilities denominated in foreign currencies to be translated into Canadian dollars at the exchange rate in effect at the reporting date, and any gain or loss is recognized in the consolidated statements of income. The REIT's foreign exchange loss for three months ended March 31, 2021, amounted to \$23 (2020 - gain of \$1,793), which is mainly the result of the fluctuation of the Canadian dollar against the United States dollar as at March 31, 2021, when compared to December 31, 2020.

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

Other expense (income) mainly represents interest income earned or expense incurred on the Morguard Facility for advances made to/from Morguard and other expense (income). For the three months ended March 31, 2021, other expense amounted to \$22 (2020 - other income of \$155). The increase in other expense of \$177 was predominantly due to net interest expense incurred on the Morguard Facility.

#### FAIR VALUE GAIN ON REAL ESTATE PROPERTIES, NET

The REIT elected to adopt the fair value model to account for its real estate properties, and changes in fair value each period have been recognized as fair value gain or loss in the consolidated statements of income. Fair value adjustments are determined based on the movement of various valuation parameters on a quarterly basis, including stabilized NOI and capitalization rates.

For the three months ended March 31, 2021, the REIT recognized a net fair value gain of \$27,451 (2020 - \$10,457). The fair value gain is predominantly due to a \$16,753 adjustment on realty taxes accounted for under IFRIC 21 as well as a fair value gain of \$9,460 at the Canadian properties as a result of an increase in stabilized NOI.

#### **FAIR VALUE GAIN ON CLASS B LP UNITS**

The Class B LP Units are classified as financial liabilities in accordance with IFRS and, as a result, are recorded at their fair value at each reporting date. As at March 31, 2021, the REIT valued the Class B LP Units based on the closing price of the TSX-listed Units, which resulted in a fair value liability of \$268,164 (2020 - \$274,708) (see Part V, "Capital Structure and Debt Profile").

The REIT recognized a fair value gain for the three months ended March 31, 2021 of \$6,544 (2020 - \$87,838). The fair value gain for the three months ended March 31, 2020 was due to a decline in Unit price resulting from the impact the global health crisis had on the stock market during the first quarter of 2020.

#### **INCOME TAXES**

The REIT is a "mutual fund trust" pursuant to the *Income Tax Act* (Canada) (the "Act"). Under current tax legislation, a mutual fund trust that is not a Specified Investment Flow-Through ("SIFT") Trust pursuant to the Act is entitled to deduct distributions of taxable income such that it is not liable to pay income taxes provided that its taxable income is fully distributed to Unitholders. The REIT intends to continue to qualify as a mutual fund trust that is not a SIFT Trust and to make distributions not less than the amount necessary to ensure that the REIT will not be liable to pay income taxes.

Certain of the REIT's operations or a portion thereof are conducted through its taxable U.S. subsidiaries, which are subject to U.S. federal and state corporate income taxes.

For the three months ended March 31, 2021, the REIT recorded current tax expense of \$32 (2020 - \$34).

For the three months ended March 31, 2021, the REIT has recorded deferred tax expense for U.S. federal and state taxes associated with the U.S. subsidiaries of \$3,391 (2020 - \$2,709). The deferred tax expense is attributable to depreciation on U.S. properties.

The REIT's provision for income taxes consists of the following:

For the	three	months	ended	March	31
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(In thousands of dollars)	2021	2020
Current	\$32	\$34
Deferred	3,391	2,709
Provision for income taxes	\$3,423	\$2,743

As at March 31, 2021, the U.S. subsidiaries of the REIT have total net operating losses of approximately US\$34,067 (December 31, 2020 - US\$34,067) of which no deferred tax assets were recognized as it is not probable that taxable profit will be available against such losses of which the deductible temporary difference can be utilized. The net operating losses expire in various years commencing in 2032.

As at March 31, 2021, the U.S. subsidiaries of the REIT have total net operating losses of approximately US\$23,967 (December 31, 2020 - US\$15,256) of which deferred tax assets were recognized. The net operating losses can be carried forward indefinitely.

As at March 31, 2021, the REIT's U.S. subsidiaries have a total of US\$4,000 (December 31, 2020 - US\$2,201) of unutilized interest expense deductions on which deferred tax assets were recognized.

#### **FUNDS FROM OPERATIONS**

The following table provides a reconciliation of FFO to its closely related financial statement measurement for the following periods:

For the three months ended March 31

(In thousands of dollars, except per Unit amounts)	2021	2020
Net income attributable to Unitholders	\$27,009	\$96,442
Add (deduct):		
Realty taxes accounted for under IFRIC 21 <sup>(1)</sup>	17,720	17,771
Fair value gain on conversion option on the convertible debentures	(423)	(3,127)
Distributions on Class B LP Units recorded as interest expense <sup>(2)</sup>	3,012	3,012
Foreign exchange loss (gain)	23	(1,793)
Fair value gain on real estate properties, net <sup>(3)</sup>	(30,113)	(10,625)
Non-controlling interests' share of fair value gain on real estate properties	1,544	1,556
Fair value gain on Class B LP Units	(6,544)	(87,838)
Deferred income tax provision	3,391	2,709
FFO - basic	\$15,619	\$18,107
Interest expense on the convertible debentures	943	954
FFO - diluted	\$16,562	\$19,061
FFO per Unit - basic	\$0.28	\$0.32
FFO per Unit - diluted	\$0.27	\$0.32
Weighted average number of Units outstanding (in thousands):		
Basic <sup>(4)</sup>	56,248	56,207
Diluted <sup>(4) (5)</sup>	60,481	60,440

- (1) Realty taxes accounted for under IFRIC 21 (including equity-accounted investments) and excludes non-controlling interests' share.
- (2) Under IFRS, the Class B LP Units are considered financial liabilities and, as a result of this classification, their corresponding distribution amounts are considered interest expense. The REIT believes these distribution payments do not truly represent financing charges because these amounts are payable only if the REIT declares distributions and only for the amount of any distributions declared, both of which are at the discretion of the Board of Trustees as outlined in the Declaration of Trust. Therefore, these distributions are excluded from the calculation of FFO.
- (3) Includes fair value adjustment on real estate properties for equity-accounted investments.
- (4) For purposes of calculating FFO per Unit, Class B LP Units are included as Units outstanding on both a basic and diluted basis.
- (5) Includes the dilutive impact of the convertible debentures.

Basic FFO for the three months ended March 31, 2021, decreased by \$2,488, or 13.7%, to \$15,619 (\$0.28 per Unit), compared to \$18,107 (\$0.32 per Unit) in 2020. The decrease is mainly due to lower Proportionate NOI of \$3,544, partially offset by a decrease in interest expense of \$688 (calculated on a Proportionate Basis and excludes distributions on Class B LP Units and fair value adjustments on the conversion option on the convertible debentures) and a decrease in trust expenses of \$543 (calculated on a Proportionate Basis). Basic FFO for the three months ended March 31, 2020, includes \$493 from a successful property tax appeal, net of consulting fees.

Basic FFO per Unit for the three months ended March 31, 2021, decreased by \$0.04 to \$0.28 per Unit, compared to \$0.32 per Unit in 2020 due to the following factors:

- i) a decrease on a Same Property Proportionate Basis predominantly due to a decrease in NOI primarily from increased vacancy, partly offset by a decrease in trust expenses, had a \$0.02 per Unit negative impact; and
- ii) the change in the foreign exchange rate had a \$0.02 per Unit negative impact.

#### **DISTRIBUTIONS**

The Trustees have discretion with respect to the timing and amounts of distributions. For the three months ended March 31, 2021, total distributions amounted to \$9,838 (2020 - \$9,831).

			2021			2020
For the three months ended March 31		Class B			Class B	
(In thousands of dollars)	Units	LP Units	Total	Units	LP Units	Total
Distributions paid and declared	\$6,654	\$3,012	\$9,666	\$6,657	\$3,012	\$9,669
Distributions – DRIP	172	_	172	162	_	162
Total	\$6,826	\$3,012	\$9,838	\$6,819	\$3,012	\$9,831

The following table summarizes distributions paid to holders of Units in relation to net income and cash provided by operating activities:

	Three months ended March 31,	Year ended December 31,	Year ended December 31,
(In thousands of dollars)	2021	2020	2019
Net income	\$27,395	\$166,805	\$80,128
Cash provided by operating activities	14,725	50,128	62,483
Distributions - Units <sup>(1)</sup>	\$6,826	\$27,285	\$24,527
Excess of net income over distributions	\$20,569	\$139,520	\$55,601
Excess of cash provided by operating activities over distributions	\$7,899	\$22,843	\$37,956

<sup>(1)</sup> Excludes distributions on Class B LP Units since these were recorded as interest expense and, therefore, were deducted in calculating net income and cash provided by operating activities.

Net income for the three months ended March 31, 2021, includes a net income of \$13,779 of non-cash components relating to a fair value gain on real estate properties, fair value gain on Class B LP Units, equity loss from investments and deferred taxes. Net income exceeded distributions when removing the impact of these non-cash items.

In determining the annual level of distributions to Unitholders, the REIT looks at forward-looking cash flow information, including forecasts and budgets, and the future prospects of the REIT. Furthermore, the REIT does not consider periodic cash flow fluctuations resulting from items such as the timing of property operating costs, property tax instalments or semi-annual debenture interest payments in determining the level of distributions to Unitholders in any particular quarter. Additionally, in establishing the level of distributions to the Unitholders, the REIT considers the impact of, among other items, the future growth in the income producing properties, the impact of future acquisitions and capital expenditures related to the income producing properties.

# **PART IV**

# BALANCE SHEET ANALYSIS

#### **REAL ESTATE PROPERTIES**

The REIT accounts for its real estate properties using the fair value model. The following table provides the regional allocation of real estate properties for the following periods:

As at	March 31,	December 31,
(In thousands of Canadian dollars, unless otherwise stated)	2021	2020
Canadian Properties		
Alberta	\$57,100	\$57,200
Ontario	1,367,400	1,356,850
Total Canadian Properties	1,424,500	1,414,050
U.S. Properties (in US dollars)		
Colorado	92,200	90,200
Texas	149,900	152,500
Louisiana	51,900	52,200
Illinois	207,600	208,500
Georgia	120,030	118,910
Florida	400,210	395,320
North Carolina	135,380	134,660
Virginia	47,000	47,200
	1,204,220	1,199,490
Impact of realty taxes accounted for under IFRIC 21	13,233	<u> </u>
Total U.S. Properties (in US dollars)	1,217,453	1,199,490
Exchange amount to Canadian dollars	313,494	327,701
Total U.S. Properties (in Canadian dollars)	1,530,947	1,527,191
Total real estate properties	\$2,955,447	\$2,941,241

The value of real estate properties increased by \$14,206 as at March 31, 2021, to \$2,955,447, compared to \$2,941,241 at December 31, 2020. The increase is mainly the result of the following:

- A net fair value gain on real estate properties of \$27,451;
- Capitalization of property enhancements of \$5,662; and
- A decrease of \$18,983 due to the change in U.S. dollar foreign exchange rate.

# **APPRAISAL CAPITALIZATION RATES**

Morguard's appraisal division 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. Morguard's appraisal division is responsible for determining the fair value of investment properties every quarter. The team reports to a senior executive, and the internal valuation team's valuation processes and results are reviewed by senior management at least once every quarter, in line with the REIT's quarterly reporting dates.

Due to the COVID-19 pandemic and the ongoing impact on the economy, there is added risk in management's use of judgment relating to the valuation of the REIT's income producing properties. As a result, key assumptions used in determining the valuation of income producing properties include estimates of capitalization rates and stabilized net operating income (which is primarily influenced by revenue growth, vacancy rates, inflation rates and operating costs), pertain to forward-looking assumptions and market evidence, and accordingly could materially and adversely impact the underlying valuation of the REIT's income producing properties.

As at March 31, 2021, and December 31, 2020, the REIT had all its portfolio appraised by Morguard's appraisal division. In addition, the REIT's U.S. portfolio is appraised by independent U.S. real estate appraisal firms on a three-year cycle.

The REIT utilizes the direct capitalization income method to determine the fair value of its income producing properties. This method requires that rental income from current leases and key assumptions about rental income, vacancies and inflation rates, among other factors, are used to determine a one-year stabilized net operating income forecast for each individual property within the REIT's portfolio and also considers any capital expenditures anticipated within the year. A capitalization rate was also determined for each property based on market information related to the external sale of similar properties within a similar location. These factors were used to determine the fair value of income producing properties at each reporting period.

As at March 31, 2021, using the direct capitalization income approach, the properties were valued using capitalization rates in the range of 3.8% to 6.8% (December 31, 2020 - 3.8% to 6.8%), resulting in an overall weighted average capitalization rate of 4.5% (December 31, 2020 - 4.5%).

The average capitalization rates by location are set out in the following table:

	Marc	December 31, 2020					
	Capital	Capitalization Rates			Capitalization Rates		
As at	Max.	Min.	Weighted Average	Max.	Min.	Weighted	
	WIAX.	IVIIII.	Average	IVIAA.	IVIII I.	Average	
Canada							
Alberta	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Ontario	4.5%	3.8%	3.9%	4.5%	3.8%	3.9%	
United States							
Colorado	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	
Texas	5.3%	5.0%	5.0%	5.3%	5.0%	5.0%	
Louisiana	6.8%	5.5%	6.0%	6.8%	5.5%	6.0%	
Illinois <sup>(1)</sup>	4.8%	4.5%	4.6%	4.8%	4.5%	4.6%	
Georgia	5.5%	5.0%	5.4%	5.5%	5.0%	5.4%	
Florida	6.5%	4.8%	5.5%	6.5%	4.8%	5.5%	
North Carolina	5.3%	5.0%	5.1%	5.3%	5.0%	5.1%	
Virginia	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%	
Maryland <sup>(1)</sup>	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	

<sup>(1)</sup> Includes equity-accounted investments.

Fair values are most sensitive to changes in capitalization rates and stabilized net operating income. Generally, an increase in stabilized net operating income will result in an increase in the fair value of the real estate 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 rate 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 March 31, 2021, would decrease by \$154,526 or increase by \$173,051, respectively.

#### PROPERTY CAPITAL INVESTMENTS

The REIT has a continual capital improvement program with respect to its investment properties. The program is designed to maintain and improve the operating performance of the properties and has enhanced the value of the properties by allowing the REIT to charge higher rents or by enabling it to lower operating expenses. The capital investments have also increased resident retention by ensuring that the properties retain their attractiveness to both existing and prospective tenants.

The REIT is committed to improving its operating performance by incurring appropriate capital expenditures in order to replace and maintain the productive capacity of its property portfolio so as to sustain its rental income generating potential over the portfolio's useful life. In accordance with IFRS, the REIT capitalizes all capital improvement expenditures on its properties which enhance the service potential of the property and extend the useful lives of the asset.

During 2020 and the first quarter of 2021, property capital improvements were impacted by the COVID-19 pandemic due to physical distancing restrictions limiting access to the building and tenant suites. Following appropriate physical distancing protocol, the REIT limited capital expenditures to exterior work and prioritized work to maintain the structural and overall safety of the properties.

The following table provides additional details on total capital expenditures over the following periods:

		Three months ended March 31		
(In thousands of dollars)	2021	2020	2020	2019
Common area	\$193	\$1,101	\$2,878	\$6,389
Mechanical, plumbing and electrical	244	527	1,674	3,959
Exterior building	3,052	1,358	6,806	4,782
Garage	_	39	360	752
Elevator	18	93	961	105
Energy initiative expenditure	127	189	1,569	3,044
In-suite improvements	2,028	2,825	7,865	11,597
Total capital expenditures	\$5,662	\$6,132	\$22,113	\$30,628

# **Capital Expenditures by Region**

The following details total capital expenditures by region:

For the three months ended March 31, 2021 (In thousands of dollars)



#### **EQUITY-ACCOUNTED INVESTMENTS**

The following are the REIT's equity-accounted investments as at March 31, 2021, and December 31, 2020:

			Ownership		Carrying	g Value
Property	Place of Business	Investment Type	March 31, 2021	December 31, 2020	March 31, 2021	December 31, 2020
The Fenestra	Rockville, MD	Joint Venture	50%	50%	\$40,349	\$40,671
Marquee at Block 37	Chicago, IL	Joint Venture	50%	50%	51,311	52,334
				<u> </u>	\$91,660	\$93,005

The Fenestra at Rockville Town Square ("The Fenestra") was constructed in 2008 and comprises 492 suites across three six-storey buildings, featuring condo-quality amenities located in an urban growth market within commuting distance of Washington, D.C.

The Marquee at Block 37 is a newly constructed 38-storey apartment building located in the heart of downtown Chicago and features 690 suites and extensive best-in-class amenities.

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

As at	March 31,	December 31,
(In thousands of Canadian dollars)	2021	2020
Balance, beginning of period	\$93,005	\$106,521
Distributions received	(125)	(1,780)
Share of net loss	(72)	(9,869)
Foreign exchange loss	(1,148)	(1,867)
Balance, end of period	\$91,660	\$93,005

# PART V

# LIQUIDITY AND CAPITAL RESOURCES

#### LIQUIDITY

Net cash flows from operating activities represent the primary source of liquidity to fund distributions and maintenance capital expenditures. The REIT's net cash flows from operating activities depend on 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. Material changes in these factors may adversely affect the REIT's cash flows from operating activities and liquidity (see Part VII, "Risks and Uncertainties").

The REIT expects to be able to meet all of its obligations, including distributions to Unitholders, maintenance and property capital expenditure commitments as they become due, and to provide for the future growth of the business. The REIT expects to have sufficient liquidity as a result of cash flows from operating activities and financing available through the Morguard Facility. Accordingly, the REIT does not intend to repay maturing debt from cash flow but rather with proceeds from refinancing such debt, subject to certain conditions (see Part V, "Capital Structure and Debt Profile").

#### **CASH FLOWS**

The following table details the changes in cash for the following periods:

# For the three months ended March 31

(In thousands of dollars)	2021	2020
Cash provided by operating activities	\$14,725	\$5,002
Cash used in investing activities	(5,662)	(7,792)
Cash provided by (used in) financing activities	(16,629)	5,921
Net increase (decrease) in cash during the period	(7,566)	3,131
Net effect of foreign currency translation on cash balance	61	(126)
Cash, beginning of period	27,304	17,748
Cash, end of period	\$19,799	\$20,753

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

Cash provided by operating activities during the three months ended March 31, 2021, was \$14,725, compared to \$5,002 in 2020. The change during the period mainly relates to a net increase in non-cash operating assets and liabilities of \$12,940, a decrease in interest on mortgages of \$614 and a decrease in trust expenses of \$529, partially offset by a decrease in NOI (excluding IFRIC 21 adjustment) of \$2,377 and an increase in foreign exchange loss of \$1,816.

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

Cash used in investing activities during the three months ended March 31, 2021, totalled \$5,662, compared to cash provided by investing activities of \$7,792 during the same period in 2020. The cash used in investing activities during the period consists of the capitalization of property enhancements and development expenditures.

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

Cash used in financing activities during the three months ended March 31, 2021, totalled \$16,629, compared to cash provided by financing activities of \$5,921 during the same period in 2020. The cash used in financing activities during the period was largely due to the distributions paid to Unitholders of \$6,653, mortgage principal instalment repayments of \$6,294, net repayments of the Morguard Facility of \$2,762, an increase in restricted cash of \$522 and distributions to non-controlling interest of \$398.

#### CAPITAL STRUCTURE AND DEBT PROFILE

The REIT'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 pursuant to the Declaration of Trust, as well as existing debt covenants, while continuing to build long-term Unitholder value and maintaining sufficient capital contingencies.

The total managed capital of the REIT is summarized below:

As at	March 31,	December 31,
(In thousands of dollars)	2021	2020
Mortgages payable, principal balance	\$1,120,504	\$1,135,377
Class C LP Units and present value of tax payment, principal balance	83,254	84,128
Convertible debentures, face value	85,500	85,500
Morguard Facility	3,896	6,600
Lease liability	8,991	9,103
Class B LP Units	268,164	274,708
Unitholders' equity	1,282,393	1,270,129
Total capitalization	\$2,852,702	\$2,865,545

#### **DEBT PROFILE**

As at March 31, 2021, the overall leverage, as represented by the ratio of total indebtedness to gross book value was 42.1%. The requirements of the REIT's operating policies as outlined in the Declaration of Trust include the requirement that the REIT will not incur or assume indebtedness if, after giving effect to the incurring or assumption of the indebtedness, the total indebtedness of the REIT would be more than 70% of the gross book value.

The interest coverage ratio and the indebtedness coverage ratio are calculated based on obligations associated with mortgages payable and Class C LP Units, lease liability, the convertible debentures and the Morguard Facility.

The following table summarizes the key liquidity metrics:

	March 31,	December 31,
As at	2021	2020
Total indebtedness to gross book value	42.1%	42.8%
Weighted average mortgage interest rate <sup>(1)</sup>	3.45%	3.45%
Weighted average term to maturity on mortgages payable (years)	4.6	4.8
(1) Represents the contractual interest rates on mortgages payable and Class C LP Units.		
For the three months ended March 31	2021	2020
Interest coverage ratio (1) (2)	2.32	2.36
Indebtedness coverage ratio (1)(3)	1.54	1.61

<sup>(1)</sup> Excludes realty taxes accounted for under IFRIC 21, which are adjusted on a pro rata basis over the entire fiscal year.

<sup>(2)</sup> Interest coverage ratio is defined as net income before equity loss from investments, interest expense, income taxes, fair value adjustments, foreign exchange loss (gain) and the impact of realty taxes accounted for under IFRIC 21, divided by interest expense excluding distributions on Class B LP Units and fair value adjustments but including interest on the convertible debentures.

<sup>(3)</sup> Indebtedness coverage ratio is defined as net income before equity loss from investments, interest expense, income taxes, fair value adjustments, foreign exchange loss (gain), and the impact of realty taxes accounted for under IFRIC 21, divided by interest expense including the contractual payments on mortgages payable and Class C LP Units and interest on the convertible debentures and excluding distributions on Class B LP Units and any fair value adjustments.

#### **MORTGAGES PAYABLE AND CLASS C LP UNITS**

Mortgages payable and Class C LP Units consist of the following:

As at			March 31, 2021	December 31, 2020
				Mortgages Payable
	Mortgages	Class C LP		and Class C LP
	Payable	Units	Total	Units
Principal balance of mortgages	\$1,120,504	\$74,178	\$1,194,682	\$1,210,463
Deferred financing costs	(9,265)	(110)	(9,375)	(10,080)
Present value of tax payment on Class C LP Units	_	9,076	9,076	9,042
	\$1,111,239	\$83,144	\$1,194,383	\$1,209,425
Range of interest rates	2.03-4.11%	3.97%	2.03-4.11%	2.03-4.11%
Weighted average interest rate	3.41%	3.97%	3.45%	3.45%
Weighted average term to maturity (years)	4.8	0.3	4.6	4.8
Fair value of mortgages and Class C LP Units	\$1,168,351	\$75,103	\$1,243,454	\$1,292,168

As at March 31, 2021, the principal balance on the mortgages payable and Class C LP Units totalled \$1,194,682 (December 31, 2020 - \$1,210,463) and the deferred financing costs associated with the mortgages and Class C LP Units amounted to \$9,375 (December 31, 2020 - \$10,080).

The carrying value of the Class C LP Units that were issued to Morguard in consideration for the Retained Debt (see Part III, "Review of Operational Results") includes the present value of the tax payments, which have been estimated to amount to \$9,076 as at March 31, 2021 (December 31, 2020 - \$9,042).

Mortgages payable and Class C LP Units decreased by \$15,042 as at March 31, 2021, to \$1,194,383, compared to \$1,209,425 at December 31, 2020. The decrease is mainly due to the following:

- Scheduled principal repayments of \$6,294;
- A decrease of \$9,535 due to the change in U.S. dollar foreign exchange rate; and
- Amortization of deferred financing cost and the present value adjustment of tax liability on Class C LP Units, totalling \$787.

Substantially all of the REIT's rental properties and related rental revenue have been pledged as collateral for the mortgages payable. The REIT's first mortgages are registered against specific real estate assets. Short-term fluctuations in working capital are funded through the Morguard Facility.

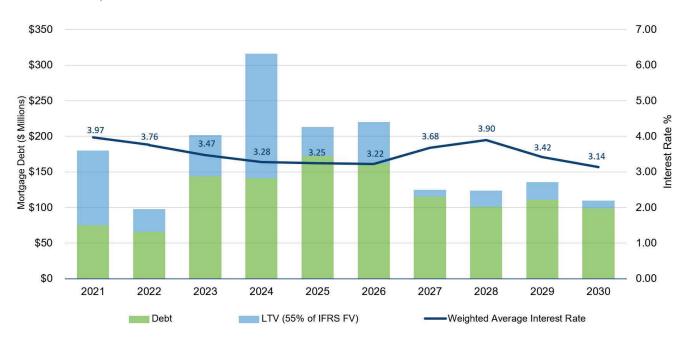
The REIT anticipates meeting all future obligations and has no off balance sheet financing arrangements.

The following table details the REIT's mortgages and Class C LP Units that are scheduled to mature in the next two years.

			2021			2022
Asset Type	Number of Properties	Principal Maturing	Weighted Average Interest Rate	Number of Properties	Principal Maturing	Weighted Average Interest Rate
Canada	4	\$75,280	3.97%	_	\$—	-%
U.S.	_	_	—%	3	66,394	3.76%
	4	\$75,280	3.97%	3	\$66,394	3.76%

As at March 31, 2021, the following table illustrates the REIT's mortgages and Class C LP Units (including equity-accounted investments at the REIT's interest), along with the IFRS fair value (at a loan-to-value of 55%) secured against the mortgages by year of maturity:

#### As at March 31, 2021



#### **CONVERTIBLE DEBENTURES**

Convertible debentures consist of the following:

	March 31,	December 31,
(In thousands of dollars)	2021	2020
4.50% convertible unsecured subordinated debentures	\$85,223	\$85,223
Fair value of conversion option	1,154	1,577
Unamortized financing costs	(1,463)	(1,635)
	\$84,914	\$85,165

For the three months ended March 31, 2021, interest on the convertible debentures amounting to \$943 (2020 - \$954) is included in interest expense.

#### 4.50% Convertible Unsecured Subordinated Debentures

On February 13, 2018, the REIT issued \$75,000 principal amount of 4.50% convertible unsecured subordinated debentures maturing on March 31, 2023 (the "Maturity Date"). On February 21, 2018, an additional principal amount of \$10,500 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. The underwriters' commissions, legal and other issue costs attributable to the 2018 Debentures in the amount of \$3,375 have been capitalized and are being amortized over their term to maturity. Morguard owns \$5,000 aggregate principal amount of the 2018 Debentures.

As at March 31, 2021, and December 31, 2020, \$85,500 of the face value of the 2018 Debentures were outstanding.

Each of the 2018 Debentures can be converted into fully paid, non-assessable and freely tradable Units at the option of the holder at any time prior to the close of business on the earlier of the Maturity Date and the business day immediately preceding the date specified by the REIT for redemption of the 2018 Debentures, at a conversion price of \$20.20 per Unit being a ratio of approximately 49.5050 Units per \$1,000 principal amount of 2018 Debentures.

From April 1, 2021 to March 31, 2022, the 2018 Debentures will be redeemable, in whole at any time or in part from time to time, at the option of the REIT on not more than 60 days' and not less than 30 days' prior written notice at a redemption price equal to the principal amount thereof plus accrued and unpaid interest up to the date fixed for redemption provided that the volume-weighted average trading price of the Units on the TSX (if the Units are then listed on the TSX) for the 20 consecutive trading days ending on the fifth trading day preceding the date on which notice of redemption is given (the "Current Market Price") is not less than 125% of the conversion price. From April 1, 2022, and prior to the Maturity Date, the 2018 Debentures shall be redeemable, in whole at any time or in part from time to time, at the option of the REIT on not more than 60 days' and not less than 30 days' prior written notice at a redemption price equal to the principal amount thereof plus accrued and unpaid interest up to the date fixed for redemption. Subject to regulatory approval and other conditions, the REIT may, at its option, elect to satisfy its obligation to pay, in whole or in part, the principal amount of the 2018 Debentures that are to be redeemed or that have matured by issuing and delivering that number of freely tradable Units to the debentureholders obtained by dividing the principal amount of the 2018 Debentures being repaid by 95% of the Current Market Price on the date of redemption or maturity, as applicable.

#### **MORGUARD FACILITY**

The REIT has an unsecured revolving credit facility with Morguard (the "Morguard Facility") that provides for borrowings or advances that can be drawn or advanced either in Canadian dollars or an equivalent amount in United States dollars subject to the availability of sufficient funds. If in Canadian dollars, interest will be calculated either at the Canadian prime lending rate or at the bankers' acceptance rate plus 1.8%. If the borrowing or advance is in United States dollars, interest will be calculated either at the United States prime lending rate or at the United States dollar London Interbank Offered Rate (LIBOR) plus 1.7%. The maximum allowable to be borrowed or advanced under the Morguard Facility is \$100,000.

As at March 31, 2021, the net amount payable under the Morguard Facility was \$3,896, comprising an amount receivable of \$12,200 and a payable of US\$12,800. As at December 31, 2020, the amount payable under the Morguard Facility was \$6,600.

During the three months ended March 31, 2021, the REIT incurred net interest expense of \$42 (2020 - net interest income of \$131) on the Morguard Facility.

# UNITHOLDERS' EQUITY, SPECIAL VOTING UNITS AND CLASS B LP UNITS UNITS

The REIT is authorized to issue an unlimited number of Units. Each Unit confers the right to one vote at any meeting of Unitholders and to participate *pro rata* in the distributions by the REIT and, in the event of termination or winding-up of the REIT, in the net assets of the REIT. The Unitholders have the right to require the REIT to redeem their Units on demand subject to certain conditions. The Units have no par value. Upon receipt of the redemption notice by the REIT, all rights to and under the Units tendered for redemption will cease and the holder thereof will be entitled to receive a price per Unit ("Redemption Price") as determined by a formula outlined in the Declaration of Trust. The Redemption Price will be paid in accordance with the conditions provided for in the Declaration of Trust.

The Trustees have discretion with respect to the timing and amounts of distributions.

The following table summarizes the changes in Units for the period from December 31, 2019, to March 31, 2021:

Issued and Fully Paid Units (In thousands, except Unit amounts)	Units	Amount
Balance, December 31, 2019	38,979,702	\$468,585
Units issued under DRIP	40,125	625
Balance, December 31, 2020	39,019,827	469,210
Units issued under DRIP	11,193	172
Balance, March 31, 2021	39,031,020	\$469,382

#### **NORMAL COURSE ISSUER BIDS**

On January 5, 2021, the REIT obtained the approval of the TSX under its normal course issuer bid to purchase up to 2,955,913 Units, being approximately 10% of the public float of outstanding Units; the program expires on January 7, 2022. The daily repurchase restriction for the Units is 13,807. Additionally, the REIT may purchase up to \$8,048 principal amount of the 2018 Debentures, being 10% of the public float of outstanding 2018 Debentures. The daily repurchase restriction for the 2018 Debentures is \$8. The price that the REIT would pay for any such Units or 2018 Debentures would be the market price at the time of acquisition.

There were no repurchases of Units under the REIT's NCIB plan for the three months ended March 31, 2021 and 2020.

#### **DISTRIBUTION REINVESTMENT PLAN**

Under the REIT's Distribution Reinvestment Plan ("DRIP"), Unitholders can elect to reinvest cash distributions into additional Units at a weighted average closing price of the Units on the TSX for the five trading days immediately preceding the applicable date of distribution. During the three months ended March 31, 2021, the REIT issued 11,193 Units under the DRIP (December 31, 2020 - 40,125 Units).

#### SPECIAL VOTING UNITS AND CLASS B LP UNITS

The REIT is authorized to issue an unlimited number of Special Voting Units. The Declaration of Trust and the exchange agreement provide for the issuance of the Special Voting Units, which have no economic entitlement in the REIT or in the distribution of assets of the REIT but are used to provide voting rights proportionate to the votes of the Units to holders of securities exchangeable into Units, including the Class B LP Units. Each Special Voting Unit is not transferable separately from the Class B LP Unit to which it is attached and will be automatically redeemed and cancelled upon exchange of the attached Class B LP Unit into a Unit.

On April 18, 2012, the REIT issued 17,223,090 Class B LP Units to Morguard for \$172,231. The Class B LP Units are non-transferable, except under certain circumstances, but are exchangeable on a one-for-one basis into Units of the REIT at any time at the option of the holder. Prior to such exchange, distributions are made on the Class B LP Units in an amount equivalent to the distribution that would have been made had the Units of the REIT been issued. Each Class B LP Unit was accompanied by a Special Voting Unit that entitles the holder to receive notice of, attend and vote at all meetings of the Unitholders. There is no value assigned to the Special Voting Units.

As at March 31, 2021, the REIT valued the Class B LP Units based on the closing price of the TSX-listed Units, which resulted in a fair value liability of \$268,164 (December 31, 2020 - \$274,708) and a corresponding fair value gain for the three months ended March 31, 2021 of \$6,544 (2020 - \$87,838). For the three months ended March 31, 2021, distributions on Class B LP Units amounting to \$3,012 (2020 - \$3,012) are included in interest expense.

As at March 31, 2021, Morguard owned a 44.7% effective interest in the REIT through its ownership of 7,944,166 Units and 17,223,090 Class B LP Units.

As at March 31, 2021, there were 39,031,020 Units and 17,223,090 exchangeable Class B LP Units issued and outstanding.

As at April 27, 2021, there were 39,034,505 Units and 17,223,090 exchangeable Class B LP Units issued and outstanding.

# PART VI

# RELATED PARTY TRANSACTIONS

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 found to be material are subject to review and approval by the REIT's Audit Committee, which consists of independent directors.

#### **AGREEMENTS WITH MORGUARD AFFILIATES**

The REIT, Morguard NAR Canada Limited Partnership (the "Partnership") and its subsidiaries entered into a series of agreements ("Agreements") with certain Morguard affiliates whereby the following services are provided by Morguard's affiliates under the direction of the REIT:

# **Property Management**

Pursuant to the Agreements, Morguard's affiliates administer the day-to-day operations of the Canadian and U.S. income producing properties, for which Morguard's affiliates receive partnership fees and distributions equal to 3.5% of gross property revenue of the income producing properties, payable monthly. For the three months ended March 31, 2021, fees and distributions amounting to \$2,193 (2020 - \$2,298) are included in property operating costs and equity loss from investments.

# **Asset Management**

Pursuant to the Agreements, Morguard's affiliates have certain duties and responsibilities for the strategic management and administration of the Partnership and its subsidiaries, for which they receive partnership fees and distributions equal to 0.25% of the Partnership's gross book value defined as acquisition cost of the REIT's assets plus: (i) fair value adjustments; and (ii) accumulated amortization on property, plant and equipment. In addition, an annual fee and distribution is calculated in arrears, determined by multiplying 15% of the Partnership's funds from operations in excess of \$0.66 per Unit. For the three months ended March 31, 2021, fees and distributions amounting to \$3,010 (2020 - \$3,433) are included in trust expenses and equity loss from investments.

#### **Acquisition**

Pursuant to the Agreements, Morguard's affiliates are entitled to receive partnership fees with respect to properties acquired, directly or indirectly, by the REIT from third parties, and the fees are to be paid upon the closing of the purchase of each such property. The fees range from 0% of the purchase price paid for properties acquired directly or indirectly from Morguard, including entities controlled by Morguard, up to 0.75% of the purchase price paid for properties acquired from third parties. There were no fees relating to acquisition services for the three months ended March 31, 2021 and 2020.

#### **Financing**

Pursuant to the Agreements, with respect to arranging for financing services, Morguard's affiliates are entitled to receive partnership fees equal to 0.15% of the principal amount and associated costs (excluding mortgage premiums) of any debt financing or refinancing. There were no fees relating to financing services for the three months ended March 31, 2021 and 2020.

#### **Development**

Pursuant to the Agreements, Morguard's affiliates are entitled to receive partnership fees equal to 1.00% of development costs where such costs exceed \$1,000 and are incurred in connection with: (i) the construction, enlargement or reconstruction of any building, erection, plant, equipment or improvement on a property; or (ii) any refurbishing, additions, upgrading or restoration of or renovations to existing buildings, erections, plant, equipment or improvements, including redevelopments, other than repair and maintenance in the ordinary course of business. For the three months ended March 31, 2021, fees relating to development services amounting to \$nil (2020 - \$15) are included in property under development.

#### **Other Services**

As at March 31, 2021, the REIT had its portfolio appraised by Morguard's appraisal division. Fees relating to appraisal services for the three months ended March 31, 2021, amounting to \$53 (2020 - \$53) are included in trust expenses.

All the Agreements have an initial term of 10 years and are renewable for further terms of five years each, subject to certain notice provisions or upon the occurrence of an event of default as stipulated in the provisions of the Agreements.

# PART VII

# SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

The REIT's condensed consolidated financial statements for the three months ended March 31, 2021 and 2020, 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, 2020, which include the significant accounting policies most affected by estimates and judgments, and should be read in conjunction with the most recent annual audited consolidated financial statements.

The MD&A for the year ended December 31, 2020, 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 estimates of fair values of income producing properties and valuation of financial instruments. Management determined that as at March 31, 2021, 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, 2020.

At this time, the duration and impact of the outbreak of COVID-19 is unknown, as is the effectiveness of the government and central bank interventions. Any estimate of the length and severity of these measures are therefore subject to significant uncertainty, and accordingly estimates of the extent to which the COVID-19 pandemic may, directly or indirectly, materially and adversely affect the REIT's operations, financial results and condition in future periods are also subject to significant uncertainty. Management believes it is currently not possible to estimate the long-term impacts the outbreak of COVID-19 will have in determining estimates of fair market value for the REIT's income producing properties, investments in joint arrangements and the valuation of financial instruments. In a long-term scenario, the significant assumptions used in the assessment of fair value and impairment, including estimates of capitalization rates and stabilized net operating income could potentially be impacted, which ultimately impact the underlying valuation of the REIT's real estate properties and equity-accounted investments.

# FINANCIAL INSTRUMENTS

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

The REIT's financial assets and liabilities comprise cash, restricted cash, amounts receivable, the Morguard Facility, accounts payable and accrued liabilities, mortgages payable and Class C LP Units, Class B LP Units, lease liability and the convertible debentures.

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 or loss ("FVTPL"). Financial liabilities are classified and measured based on two categories: amortized cost and FVTPL. Fair values of financial assets and liabilities are presented as follows:

#### FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

The fair values of cash, restricted cash, amounts receivable, the Morguard Facility and accounts payable and accrued liabilities approximate their carrying values due to the short-term maturity of those instruments.

Mortgages payable and Class C LP Units, lease liability and the convertible debentures 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 REIT.

The fair values of the mortgages payable and Class C LP Units have been determined by discounting the cash flows of these financial obligations using March 31, 2021, market rates for debts of similar terms. Based on these assumptions, as at March 31, 2021, the fair values of the mortgages payable and Class C LP Units before deferred financing costs and present value of tax payment are estimated at \$1,168,351 and \$75,103 (December 31, 2020 - \$1,215,688 and \$76,480), respectively. The fair values of the mortgages payable and Class C LP Units vary from their carrying values due to fluctuations in market interest rates since their issue.

The fair values of the convertible debentures are based on their market trading price. As at March 31, 2021, the fair value of the convertible debentures before deferred financing costs has been estimated at \$87,210 (December 31, 2020 - \$88,339), compared with the carrying value of \$85,223 (December 31, 2020 - \$85,223).

The fair value of the Class B LP Units is equal to the market trading price of the Units.

# RISKS AND UNCERTAINTIES

There are certain risks inherent in an investment in the Units and activities of the REIT that investors should carefully consider before investing in securities of the REIT. Risks and uncertainties are disclosed in the REIT'S MD&A for the year ended December 31, 2020 and in the Risks and Uncertainties section of the latest Annual Information Form dated, February 16, 2021.

Developments since March 2020 regarding the COVID-19 pandemic have resulted in a substantive shift in management's focus towards ensuring the continued health and safety of our employees and service partners, compliance with guidelines and requirements issued by various health authorities and government organizations, and continuity of other critical business operations. We remain focused on delivering our key business operations.

Other outbreaks of pandemics and epidemics may have similar impacts on our business, operations, financial condition and ability to make distributions to Unitholders.

# 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 REIT 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 REIT's management has evaluated the effectiveness of the REIT's disclosure controls and procedures and, based on such evaluation, has concluded that their design is adequate and effective as of and for the three months ended March 31, 2021. The REIT'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 three months ended March 31, 2021.

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. Morguard's Disclosure Committee, established in 2005, is responsible for ensuring compliance with this policy for both Morguard and the REIT. Morguard's 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

The following table provides a summary of operating results for the last eight quarters.

(In thousands of dollars,				Net Income (Loss) Attributable to	to Unitholders per Unit	
except per Unit amounts)	Revenue	NOI	FFO	Unitholders	Basic	Diluted <sup>(1)</sup>
March 31, 2021	\$60,322	\$15,184	\$15,619	\$27,009	\$0.48	\$0.46
December 31, 2020	61,025	38,192	15,429	7,237	0.13	0.13
September 30, 2020	62,159	38,796	16,085	51,908	0.92	0.88
June 30, 2020	63,202	41,255	19,324	19,629	0.35	0.34
March 31, 2020	62,297	17,290	18,107	96,442	1.72	1.61
December 31, 2019	61,243	38,998	17,127	34,576	0.64	0.54
September 30, 2019	61,135	38,038	16,148	(1,950)	(0.05)	(0.03)
June 30, 2019	60,960	38,989	15,697	40,719	0.80	0.77

<sup>(1)</sup> Includes the dilutive impact of the convertible debentures.

#### **SUMMARY OF QUARTERLY RESULTS**

A significant portion of the REIT's real estate properties are located in the United States. As a result, the REIT 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 mortgage refinancing. In addition, net income (loss) includes a number of non-cash components, such as, fair value gain (loss) on Class B LP Units, fair value gain (loss) on real estate properties, an IFRIC 21 adjustment to realty taxes, equity income (loss) from investments and deferred taxes.

During the fourth quarter of 2019, the REIT acquired a 50% interest in a property comprising 690 suites accounted for as an equity investment. The operating results are recognized within equity income (loss) from investments.

During the second quarter of 2019, the REIT disposed a property comprising 48 suites and acquired partial interests in three properties controlled by the REIT.

# **Revenue and Net Operating Income**

The regional distribution of the REIT's suites serves to add stability to the REIT's cash flows because it reduces the REIT's vulnerability to economic fluctuations affecting any particular region. However, tenant retention and leasing vacant suites are critical to maintaining occupancy levels.

In Canada, certain provinces and territories have enacted residential tenancy legislation that, among other things, imposes rent control guidelines that limit the REIT's ability to raise rental rates at its properties. For the calendar year 2021, the Ontario guideline increase amount was established at 0.0% (2.2% for 2020 and 1.8% for 2019). In addition, overbuilding in the multi-suite residential sector, particularly in the United States, may increase the supply of multi-suite residential properties, further increasing the level of competition in certain markets. Such competition may reduce occupancy rates and rental revenues of the REIT and, consequently, revenue and operating results.

The REIT has seen steady revenue growth leading up to the third quarter of 2020 resulting from an increase in Same Property revenue, subsequent to the third quarter of 2020 increased vacancy has contributed to lower revenue. The impact of foreign exchange rates also factor into the variance from quarter to quarter.

As at March 31, 2021, Same Property occupancy in Canada was 93.6%, since the third quarter of 2020 occupancy has declined due to continued lower leasing traffic resulting from social distancing restrictions and current economic conditions. Approximately 79% of the suites in Canada are located in the GTA. The GTA is Canada's most significant economic cluster and contains the largest concentration of people.

As at March 31, 2021, Same Property occupancy in the U.S. was 95.1% as the REIT's overall U.S. occupancy reached near optimum levels throughout 2019 and in many regions during 2020. Since the first quarter of 2020, the onset of COVID-19 and stay-at-home orders disrupted normal traffic patterns throughout the U.S. portfolio, overall with the exception of a few properties directly impacted by university and local business closures.

Similar to revenue, NOI has profiled steady growth over the last eight quarters resulting from an increase in revenue and the REIT's ability to control expenses as a percentage of revenue. As noted above, the decline in NOI since the third quarter of 2020 is primarily a result of increased vacancy. The impact of foreign exchange rates and of acquisitions and dispositions also factor into the variance from quarter to quarter. Furthermore, the first quarter results (three months ended March 31) are impacted by IFRIC 21, whereby the REIT 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.

#### **Net Income Attributable to Unitholders**

Taking into account the above factors for revenue and NOI variations, the change in net income is predominantly due to a change in non-cash components described below:

- The REIT valued the Class B LP Units based on the closing price of the TSX-listed Units. The volatility
  of the stock market from the impact of the global health crisis resulted in a significant decline in the
  REIT's Unit price and a fair value gain on the Class B LP Units. Prior and subsequent to the quarter
  ended March 31, 2020, there has generally been an upward trend in the trading price of the REIT's
  Units resulting in a fair value loss on Class B LP Units;
- The REIT has recorded a fair value gain on real estate properties for the three months ended March 31, 2021 and for the years ended December 31, 2020 and 2019, due to an increase in stabilized NOI and compression in capitalization rates at certain properties;
- The REIT has recorded deferred tax expense coinciding with the fair value gains of the REIT's U.S. real estate properties.

# **PART IX**

## RECONCILIATION OF NON-IFRS MEASURES

The REIT's proportionate consolidated financial statements are as follows: **BALANCE SHEETS** 

		Non-IFRS Adjustments				
	_				<b>Proportionate</b>	
		NCI	Equity		Basis	
As at March 31, 2021	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)	
ASSETS						
Non-current assets						
Real estate properties	\$2,955,447	(\$173,205)	\$241,671	(\$19,448)	\$3,004,465	
Equity-accounted investments	91,660	_	(91,660)	_	_	
	3,047,107	(173,205)	150,011	(19,448)	3,004,465	
Current assets						
Amounts receivable	6,690	(287)	254	_	6,657	
Prepaid expenses	7,075	(124)	446	_	7,397	
Restricted cash	9,758	(131)	1,235	_	10,862	
Cash	19,799	(1,493)	2,070	_	20,376	
	43,322	(2,035)	4,005	_	45,292	
	\$3,090,429	(\$175,240)	\$154,016	(\$19,448)	\$3,049,757	
LIABILITIES AND EQUITY						
Non-current liabilities						
Mortgages payable and Class C LP Units	\$1,086,512	(\$94,061)	\$143,913	\$	\$1,136,364	
Convertible debentures	84,914	_	_	_	84,914	
Class B LP Units	268,164	_	_	_	268,164	
Deferred income tax liabilities	111,675	_	_	_	111,675	
Accounts payable and accrued liabilities	8,991	_	_	_	8,991	
	1,560,256	(94,061)	143,913	_	1,610,108	
Current liabilities						
Mortgages payable and Class C LP Units	107,871	(547)	2,818	_	110,142	
Morguard Facility	3,896	_	_	_	3,896	
Accounts payable and accrued liabilities	59,425	(4,044)	7,285	(19,448)	43,218	
	171,192	(4,591)	10,103	(19,448)	157,256	
Total liabilities	1,731,448	(98,652)	154,016	(19,448)	1,767,364	
EQUITY						
Unitholders' equity	1,282,393	_	_	_	1,282,393	
Non-controlling interest	76,588	(76,588)	_	_	_	
Total equity	1,358,981	(76,588)	_	_	1,282,393	
	\$3,090,429	(\$175,240)	\$154,016	(\$19,448)	\$3,049,757	
				•		

The following table provides a reconciliation of gross book value and Indebtedness as defined in the Declaration of Trust from their IFRS financial statement presentation:

		Non-IF			
	_				Proportionate
		NCI	Equity		Basis
As at March 31, 2021	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)
Total Assets / Gross book value <sup>(1)</sup>	\$3,090,429	(\$175,240)	\$154,016	(\$19,448)	\$3,049,757
Mortgage payable and Class C LP Units	\$1,194,383	(\$94,608)	\$146,731	\$—	\$1,246,506
Add: deferred financing costs	9,375	(292)	697	_	9,780
	1,203,758	(94,900)	147,428	_	1,256,286
Convertible debentures, face value	85,500	_	_	_	85,500
Morguard Facility	3,896	_	_	_	3,896
Lease liability	8,991	_	_	_	8,991
Indebtedness	\$1,302,145	(\$94,900)	\$147,428	\$—	\$1,354,673
Indebtedness / Gross book value	42.1%				44.4%

<sup>(1)</sup> Gross book value (as defined in the Declaration of Trust) includes the impact of any fair value adjustments.

#### **STATEMENTS OF INCOME**

					2021					2020
		Non-IF	RS Adjust	tments			Non-IF	RS Adjus	stments	
					Proportionate					Proportionate
For the three months ended March 31		NCI	Equity		Basis		NCI	Equity		Basis
(In thousands of dollars)	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)
Revenue from properties										
Same Property	\$60,227	(\$3,230)	\$3,901	\$—	\$60,898	\$62,297	(\$3,612)	\$5,297	\$—	\$63,982
Acquisition	95	_		_	95			_		
Total revenue from properties	60,322	(3,230)	3,901	_	60,993	62,297	(3,612)	5,297	_	63,982
Property operating expenses										
Same Property										
Operating costs	15,198	(811)	1,151	_	15,538	15,777	(812)	1,120	_	16,085
Realty taxes	24,602	(2,496)	3,752	(17,602)	8,256	24,764	(2,474)	3,454	(17,771)	7,973
Utilities	4,934	(145)	306	_	5,095	4,466	(156)	252	_	4,562
Same Property	44,734	(3,452)	5,209	(17,602)	28,889	45,007	(3,442)	4,826	(17,771)	28,620
Acquisition	404	_	_	(118)	286	_	_	_	_	
Total property operating expenses	45,138	(3,452)	5,209	(17,720)	29,175	45,007	(3,442)	4,826	(17,771)	28,620
NOI										
Same Property	15,493	222	(1,308)	17,602	32,009	17,290	(170)	471	17,771	35,362
Acquisition	(309)	_	_	118	(191)	_	_	_	_	_
Total NOI <sup>(1)</sup>	15,184	222	(1,308)	17,720	31,818	17,290	(170)	471	17,771	35,362
Other expenses (income)										
Interest expense	14,905	(874)	1,277	_	15,308	12,866	(938)	1,364	_	13,292
Trust expenses	3,339	(62)	149	_	3,426	3,868	(70)	171	_	3,969
Equity loss from investments	72	_	(72)	_	_	896	_	(896)	_	_
Foreign exchange loss (gain)	23	_	_	_	23	(1,793)	_	_	_	(1,793)
Other income	22	_	_	_	22	(155)	_	_	_	(155)
Income before fair value changes and income taxes	(3,177)	1,158	(2,662)	17,720	13,039	1,608	838	(168)	17,771	20,049
Fair value gain on real estate	(3,177)	1,130	(2,002)	17,720	13,039	1,000	030	(100)	17,771	20,049
properties, net	27,451	(1,544)	2,662	(17,720)	10,849	10,457	(1,556)	168	(17,771)	(8,702)
Fair value gain on Class B LP Units	6,544	_	_	_	6,544	87,838	_	_	_	87,838
Income before income taxes	30,818	(386)	_	_	30,432	99,903	(718)	_	_	99,185
Provision for income taxes		. ,								
Current	32	_	_	_	32	34	_	_	_	34
Deferred	3,391	_	_	_	3,391	2,709	_	_	_	2,709
	3,423	_	_	_	3,423	2,743	_		_	2,743
Net income for the period	\$27,395	(\$386)	\$—	\$—	\$27,009	\$97,160	(\$718)	\$—	\$—	\$96,442
(1) NOI included the following:										
IFRIC 21	\$16,753	(\$1,860)	\$2,827	(\$17,720)	\$—	\$17,024	(\$1,844)	\$2,591	(\$17,771)	\$—
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The following table provides a reconciliation of interest and indebtedness coverage ratios from their IFRS financial statement presentation:

					2021					2020
		Non-IF	RS Adjus	tments			Non-IF	RS Adjus	tments	
					Proportionate					Proportionate
For the three months ended March 31		NCI	Equity		Basis		NCI	Equity		Basis
(In thousands of dollars)	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)
NOI	\$15,184	\$222	(\$1,308)	\$17,720	\$31,818	\$17,290	(\$170)	\$471	\$17,771	\$35,362
IFRIC 21 adjustment	16,753	(1,860)	2,827	(17,720)	_	17,024	(1,844)	2,591	(17,771)	_
Trust expenses	(3,339)	62	(149)	_	(3,426)	(3,868)	70	(171)	_	(3,969)
Other income (expense)	(22)	_	_	_	(22)	155	_	_	_	155
	\$28,576	(\$1,576)	\$1,370	\$—	\$28,370	\$30,601	(\$1,944)	\$2,891	\$—	\$31,548
Interest expense	\$14,905	(\$874)	\$1,277	\$—	\$15,308	\$12,866	(\$938)	\$1,364	\$—	\$13,292
Fair value gain on conversion option on the convertible debentures	423	_	_	_	423	3,127	_	_	_	3,127
Distributions on Class B LP Units	(3,012)	_	_	_	(3,012)	(3,012)	_	_	_	(3,012)
	\$12,316	(\$874)	\$1,277	\$—	\$12,719	\$12,981	(\$938)	\$1,364	\$—	\$13,407
Interest coverage ratio	2.32				2.23	2.36				2.35
Indebtedness coverage ratio	1.54				1.48	1.61				1.63

# CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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# **BALANCE SHEETS**

In thousands of Canadian dollars

\$3,090,429         \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Non-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         9         8,991         9,103           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY           Unitholders' equity         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,335,981         1,347,619	As at	Note	March 31, 2021	December 31, 2020
Real estate properties         3         \$2,955,447         \$2,941,241           Equity-accounted investments         4         91,660         93,005           Current assets         3,047,107         3,034,246           Amounts receivable         6,690         5,649           Prepaid expenses         7,075         7,809           Restricted cash         9,758         9,350           Cash         19,799         27,304           Acsh         43,322         50,112           Mortagages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         5         107,871         107,190           Mortgages payable and Class C LP Units         5         107,871         107,190           Morgages payable and class C LP Units         5         107,871         107,190           Morgages payable and class C LP Units         5         107,871         107,19	ASSETS			
Equity-accounted investments         4         91,660         93,005           Current assets         3,047,107         3,034,246           Amounts receivable         6,690         5,649           Prepaid expenses         7,075         7,809           Restricted cash         9,758         9,350           Cash         19,799         27,304           Assistance         \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Non-current liabilities         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         9         8,991         9,103           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         5         107,871         107,190           Morgaages payable and Class C LP Units         5         107,871         107,190           Morgaages payable and class C LP Units	Non-current assets			
3,047,107         3,034,246           Current assets         6,690         5,649           Prepaid expenses         7,075         7,809           Restricted cash         9,758         9,350           Cash         19,799         27,304           LIABILITIES AND EQUITY         \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY         Von-current liabilities         Von-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         1,560,256         1,580,870           Current liabilities         5         107,871         107,190           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079 <td< td=""><td>Real estate properties</td><td>3</td><td>\$2,955,447</td><td>\$2,941,241</td></td<>	Real estate properties	3	\$2,955,447	\$2,941,241
Current assets         Amounts receivable         6,690         5,649           Prepaid expenses         7,075         7,809           Restricted cash         9,758         9,350           Cash         19,799         27,304           43,322         50,112         \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Non-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         7         268,164         274,708           Deferred income tax liabilities         9         8,991         9,103           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         171,19	Equity-accounted investments	4	91,660	93,005
Amounts receivable         6,690         5,649           Prepaid expenses         7,075         7,809           Restricted cash         9,758         9,350           Cash         19,799         27,304           43,322         50,112           \$1,000,429         \$3,084,358           ***********************************			3,047,107	3,034,246
Prepaid expenses         7,075         7,809           Restricted cash         9,758         9,350           Cash         19,799         27,304           43,322         50,112           \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Non-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         5         107,871         107,190           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY         Unitholders' equity         1,282,393         1,270,129	Current assets			
Restricted cash         9,758         9,350           Cash         19,799         27,304           43,322         50,112           \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         9         8,991         9,103           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         171,192         155,869           Total liabilities         1,731,448         1,736,739           EQUITY           Unitholders' equity         1,282,393         1,270,129           Non-controlling int	Amounts receivable		6,690	5,649
Cash         19,799         27,304           43,322         50,112           \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Non-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         9         8,991         9,103           Accounts payable and accrued liabilities         9         8,991         9,103           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         5         107,871         107,190           Accounts payable and accrued liabilities         5         107,871         107,190           Accounts payable and accrued liabilities         5         107,871         107,190           Accounts payable and accrued liabilities         171,192         155,869           Total liabilities         1,731,448         1,736,739           EQUITY <t< td=""><td>Prepaid expenses</td><td></td><td>7,075</td><td>7,809</td></t<>	Prepaid expenses		7,075	7,809
A3,322	Restricted cash		9,758	9,350
\$3,090,429         \$3,090,429         \$3,084,358           LIABILITIES AND EQUITY           Non-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         9         8,991         9,103           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY           Unitholders' equity         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,335,981         1,347,619	Cash		19,799	27,304
LIABILITIES AND EQUITY         Non-current liabilities         Mortgages payable and Class C LP Units       5       \$1,086,512       \$1,102,235         Convertible debentures       6       84,914       85,165         Class B LP Units       7       268,164       274,708         Deferred income tax liabilities       111,675       109,659         Accounts payable and accrued liabilities       9       8,991       9,103         Current liabilities         Mortgages payable and Class C LP Units       5       107,871       107,190         Morguard Facility       8       3,896       6,600         Accounts payable and accrued liabilities       9       59,425       42,079         Total liabilities       1,731,448       1,736,739         EQUITY       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619			43,322	50,112
Non-current liabilities           Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         1,560,256         1,580,870           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619			\$3,090,429	\$3,084,358
Mortgages payable and Class C LP Units         5         \$1,086,512         \$1,102,235           Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	LIABILITIES AND EQUITY			
Convertible debentures         6         84,914         85,165           Class B LP Units         7         268,164         274,708           Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Non-current liabilities			
Class B LP Units       7       268,164       274,708         Deferred income tax liabilities       111,675       109,659         Accounts payable and accrued liabilities       9       8,991       9,103         Current liabilities         Mortgages payable and Class C LP Units       5       107,871       107,190         Morguard Facility       8       3,896       6,600         Accounts payable and accrued liabilities       9       59,425       42,079         Total liabilities       1,731,448       1,736,739         EQUITY       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619	Mortgages payable and Class C LP Units	5	\$1,086,512	\$1,102,235
Deferred income tax liabilities         111,675         109,659           Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities           Mortgages payable and Class C LP Units         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1771,192         155,869           Total liabilities         1,731,448         1,736,739           EQUITY         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Convertible debentures	6	84,914	85,165
Accounts payable and accrued liabilities         9         8,991         9,103           Current liabilities         1,560,256         1,580,870           Current liabilities         5         107,871         107,190           Morguard Facility         8         3,896         6,600           Accounts payable and accrued liabilities         9         59,425         42,079           Total liabilities         1,731,448         1,736,739           EQUITY         Unitholders' equity         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Class B LP Units	7	268,164	274,708
1,560,256       1,580,870         Current liabilities         Mortgages payable and Class C LP Units       5       107,871       107,190         Morguard Facility       8       3,896       6,600         Accounts payable and accrued liabilities       9       59,425       42,079         Total liabilities       1,731,448       1,736,739         EQUITY       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619	Deferred income tax liabilities		111,675	109,659
Current liabilities         Mortgages payable and Class C LP Units       5       107,871       107,190         Morguard Facility       8       3,896       6,600         Accounts payable and accrued liabilities       9       59,425       42,079         Total liabilities       1,731,448       1,736,739         EQUITY       Unitholders' equity       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619	Accounts payable and accrued liabilities	9	8,991	9,103
Mortgages payable and Class C LP Units       5       107,871       107,190         Morguard Facility       8       3,896       6,600         Accounts payable and accrued liabilities       9       59,425       42,079         Total liabilities       171,192       155,869         EQUITY         Unitholders' equity       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619			1,560,256	1,580,870
Morguard Facility       8       3,896       6,600         Accounts payable and accrued liabilities       9       59,425       42,079         Total liabilities       171,192       155,869         Total liabilities       1,731,448       1,736,739         EQUITY         Unitholders' equity       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619	Current liabilities			
Accounts payable and accrued liabilities       9       59,425       42,079         171,192       155,869         Total liabilities       1,731,448       1,736,739         EQUITY         Unitholders' equity       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619	Mortgages payable and Class C LP Units	5	107,871	107,190
Total liabilities         171,192         155,869           Total liabilities         1,731,448         1,736,739           EQUITY         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Morguard Facility	8	3,896	6,600
Total liabilities         1,731,448         1,736,739           EQUITY         Value of the controlling interest         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Accounts payable and accrued liabilities	9	59,425	42,079
EQUITY         Unitholders' equity       1,282,393       1,270,129         Non-controlling interest       76,588       77,490         Total equity       1,358,981       1,347,619			171,192	155,869
Unitholders' equity         1,282,393         1,270,129           Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Total liabilities		1,731,448	1,736,739
Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	EQUITY			
Non-controlling interest         76,588         77,490           Total equity         1,358,981         1,347,619	Unitholders' equity		1,282,393	1,270,129
<b>Total equity</b> 1,358,981 1,347,619			76,588	77,490
<b>\$3.090.429</b> \$3.084.358	Total equity		1,358,981	1,347,619
T = , = =			\$3,090,429	\$3,084,358

See accompanying notes to the condensed consolidated financial statements.

# STATEMENTS OF INCOME

In thousands of Canadian dollars

For the three months ended March 31	Note	2021	2020
Revenue from real estate properties	11	\$60,322	\$62,297
Property operating expenses			
Property operating costs		(15,426)	(15,777)
Realty taxes		(24,759)	(24,764)
Utilities		(4,953)	(4,466)
Net operating income		15,184	17,290
Other expenses (income)			
Interest expense	12	14,905	12,866
Trust expenses	13	3,339	3,868
Equity loss from investments	4	72	896
Foreign exchange loss (gain)		23	(1,793)
Other expense (income)		22	(155)
Income (loss) before fair value changes and income taxes		(3,177)	1,608
Fair value gain on real estate properties, net	3	27,451	10,457
Fair value gain on Class B LP Units	7	6,544	87,838
Income before income taxes		30,818	99,903
Provision for income taxes			
Current		32	34
Deferred		3,391	2,709
		3,423	2,743
Net income for the period		\$27,395	\$97,160
Net income attributable to:			
Unitholders		\$27,009	\$96,442
Non-controlling interest		386	718
		\$27,395	\$97,160

See accompanying notes to the condensed consolidated financial statements.

STATEMENTS OF COMPREHENSIVE INCOME		
In thousands of Canadian dollars		
Fan the three recentles anded March 24		
For the three months ended March 31	2021	2020
Net income for the period	\$27,395	\$97,160
OTHER COMPREHENSIVE INCOME		
Item that may be reclassified subsequently to net income:		
Unrealized foreign currency translation gain (loss)	(8,981)	72,675
Total comprehensive income for the period	\$18,414	\$169,835
Total comprehensive income (loss) attributable to:		
Unitholders	\$18,918	\$161,246
Non-controlling interest	(504)	8,589
	\$18,414	\$169,835

See accompanying notes to the condensed consolidated financial statements.

# STATEMENTS OF CHANGES IN UNITHOLDERS' EQUITY

In thousands of Canadian dollars

	Note	Units	Contributed Surplus	Retained Earnings	Accumulated Other Comprehensive Income	Total Unitholders' Equity	Non- controlling Interest	Total Equity
Unitholders' equity, December 31, 2019		\$468,585	\$48,762	\$534,893	\$84,123	\$1,136,363	\$89,430	\$1,225,793
Changes during the period:								
Net income		_	_	96,442	_	96,442	718	97,160
Other comprehensive income		_	_	_	64,804	64,804	7,871	72,675
Issue of Units - DRIP		162	_	(162)	_	_	_	_
Distributions		_	_	(6,657)	_	(6,657)	(806)	(7,463)
Unitholders' equity, March 31, 2020		\$468,747	\$48,762	\$624,516	\$148,927	\$1,290,952	\$97,213	\$1,388,165
Changes during the period:								
Net income (loss)		_	_	78,774	_	78,774	(9,129)	69,645
Other comprehensive loss		_	_	_	(79,594)	(79,594)	(9,191)	(88,785)
Issue of Units - DRIP		463	_	(463)	_	_	_	_
Distributions		_	_	(20,003)	_	(20,003)	(1,403)	(21,406)
Unitholders' equity, December 31, 2020		\$469,210	\$48,762	\$682,824	\$69,333	\$1,270,129	\$77,490	\$1,347,619
Changes during the period:								
Net income		_	_	27,009	_	27,009	386	27,395
Other comprehensive loss		_	_	_	(8,091)	(8,091)	(890)	(8,981)
Issue of Units - DRIP	10(d)	172	_	(172)	_	_	_	_
Distributions	10(d)	_	_	(6,654)	_	(6,654)	(398)	(7,052)
Unitholders' equity, March 31, 2021		\$469,382	\$48,762	\$703,007	\$61,242	\$1,282,393	\$76,588	\$1,358,981

See accompanying notes to the condensed consolidated financial statements.

# STATEMENTS OF CASH FLOWS

In thousands of Canadian dollars

For the three months ended March 31	Note	2021	2020
OPERATING ACTIVITIES			
Net income		\$27,395	\$97,160
Add (deduct) items not affecting cash	16(a)	(13,052)	(79,562)
Additions to tenant incentives		(267)	(180)
Distributions from equity-accounted investments	4	125	_
Net change in non-cash operating assets and liabilities	16(b)	524	(12,416)
Cash provided by operating activities		14,725	5,002
INVESTING ACTIVITIES			
Additions to income producing properties	3	(5,662)	(6,132)
Additions to property under development		_	(1,660)
Cash used in investing activities		(5,662)	(7,792)
FINANCING ACTIVITIES			
Repayment of mortgages and Class C LP Units			
Principal instalment repayments		(6,294)	(6,082)
Proceeds from Morguard Facility		31,238	19,700
Repayment of Morguard Facility		(34,000)	_
Distributions to Unitholders		(6,653)	(6,657)
Distributions to non-controlling interest		(398)	(806)
Increase in restricted cash		(522)	(234)
Cash provided by (used in) financing activities		(16,629)	5,921
Net increase (decrease) in cash during the period		(7,566)	3,131
Net effect of foreign currency translation on cash balance		61	(126)
Cash, beginning of period		27,304	17,748
Cash, end of period		\$19,799	\$20,753

See accompanying notes to the condensed consolidated financial statements.

## **NOTES**

For the three months ended March 31, 2021 and 2020

In thousands of Canadian dollars, except Unit and per Unit amounts and where otherwise noted

#### NOTE 1

#### NATURE AND FORMATION OF TRUST

Morguard North American Residential Real Estate Investment Trust (the "REIT") is an unincorporated open-ended real estate investment trust established pursuant to a Declaration of Trust dated March 1, 2012, and as most recently amended and restated on February 16, 2021 (the "Declaration of Trust"), under and governed by the laws of the Province of Ontario. The trust units of the REIT ("Units") trade on the Toronto Stock Exchange ("TSX") under the symbol "MRG.UN." The REIT invests in multi-suite residential rental properties in Canada and the United States. The REIT's head office is located at 55 City Centre Drive, Suite 1000, Mississauga, Ontario, L5B 1M3.

The REIT holds its investments in its real estate properties through its ownership in Morguard NAR Canada Limited Partnership (the "Partnership"). As at March 31, 2021, Morguard Corporation ("Morguard"), the parent company of the REIT, holds an indirect 44.7% (December 31, 2020 - 44.7%) interest through its ownership of 7,944,166 Units and 17,223,090 Class B LP Units.

#### 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 Trustees on April 27, 2021.

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

At this time, the duration and impact of the outbreak of the novel strain of coronavirus, specifically identified as "COVID-19" is unknown, as is the effectiveness of the government and central bank interventions. Any estimate of the length and severity of these measures are therefore subject to significant uncertainty, and accordingly estimates of the extent to which the COVID-19 pandemic may, directly or indirectly, materially and adversely affect the REIT's operations, financial results and condition in future periods are also subject to significant uncertainty. Management believes it is currently not possible to estimate the long-term impacts the outbreak of COVID-19 will have in determining estimates of fair market value for the REIT's income producing properties, investments in joint arrangements and the valuation of financial instruments. In a long-term scenario, the significant assumptions used in the assessment of fair value and impairment, including estimates of capitalization rates and stabilized net operating income could potentially be impacted, which ultimately impact the underlying valuation of the REIT's real estate properties and equity-accounted investments.

#### Foreign Exchange

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

	2021	2020
Canadian dollar to United States dollar exchange rates:		
- As at March 31	\$0.7952	\$0.7049
- As at December 31	<del>_</del>	0.7854
- Average for the three months ended March 31	0.7899	0.7435
United States dollar to Canadian dollar exchange rates:		
- As at March 31	1.2575	1.4187
- As at December 31	_	1.2732
- Average for the three months ended March 31	1.2660	1.3449

#### NOTE 3

#### **REAL ESTATE PROPERTIES**

Reconciliations 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:

As at	March 31, 2021	December 31, 2020
Balance, beginning of period	\$2,941,241	\$2,872,658
Additions:		
Capital expenditures	5,662	22,113
Development expenditures	_	5,951
Fair value gain, net	27,451	72,238
Foreign currency translation	(18,983)	(31,538)
Other	76	(181)
Balance, end of period	\$2,955,447	\$2,941,241

On October 31, 2020, the REIT substantially completed the development of 1643 Josephine Street, New Orleans, Louisiana, and the development project was transferred from property under development to income producing properties, and all revenue and expenses pertaining to the property, were recorded in the consolidated statements of income commencing October 31, 2020.

As at March 31, 2021, and December 31, 2020, the REIT had its portfolio appraised by Morguard's appraisal division. In addition, the REIT's U.S. portfolio is appraised by independent U.S. real estate appraisal firms on a three-year cycle.

Due to the COVID-19 pandemic and the ongoing impact on the economy, there is added risk in management's use of judgment relating to the valuation of the REIT's income producing properties. As a result, key assumptions used in determining the valuation of income producing properties include estimates of capitalization rates and stabilized net operating income (which is primarily influenced by revenue growth, vacancy rates, inflation rates and operating costs), pertain to forward-looking assumptions and market evidence, and accordingly could materially and adversely impact the underlying valuation of the REIT's income producing properties.

The REIT utilizes the direct capitalization income method to appraise its portfolio. This method requires that rental income from current leases and key assumptions about rental income, vacancies and inflation rates among other factors are used to determine a one-year stabilized net operating income forecast for each individual property within the REIT's portfolio and also considers any capital expenditures anticipated within the year. A capitalization rate was also determined for each property based on market information related to the external sale of similar properties within a similar location. These factors were used to determine the fair value of income producing properties at each reporting period.

As at March 31, 2021, using the direct capitalization income approach, the properties were valued using capitalization rates in the range of 3.8% to 6.8% (December 31, 2020 - 3.8% to 6.8%), resulting in an overall weighted average capitalization rate of 4.5% (December 31, 2020 - 4.5%).

The average capitalization rates by location are set out in the following table:

March 31, 2021 Capitalization Rates December 31, 2020 Capitalization Rates

	Oupitalization rates			Оирі	talization rates	
	Maximum	Minimum	Weighted Average	Maximum	Minimum	Weighted Average
Canada						
Alberta	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Ontario	4.5%	3.8%	3.9%	4.5%	3.8%	3.9%
United States						
Colorado	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%
Texas	5.3%	5.0%	5.0%	5.3%	5.0%	5.0%
Louisiana	6.8%	5.5%	6.0%	6.8%	5.5%	6.0%
Illinois	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Georgia	5.5%	5.0%	5.4%	5.5%	5.0%	5.4%
Florida	6.5%	4.8%	5.5%	6.5%	4.8%	5.5%
North Carolina	5.3%	5.0%	5.1%	5.3%	5.0%	5.1%
Virginia	4.8%	4.8%	4.8%	4.8%	4.8%	4.8%

Fair values are most sensitive to changes in capitalization rates and stabilized net operating income. Generally, an increase in stabilized net operating income will result in an increase in the fair value of the real estate 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 rate were to increase or decrease by 25 basis points (assuming no change to stabilized net operating income), the value of the real estate properties as at March 31, 2021 would decrease by \$154,526 or increase by \$173,051, respectively.

# NOTE 4 EQUITY-ACCOUNTED INVESTMENTS

The following is the REIT's equity-accounted investments as at March 31, 2021, and December 31, 2020:

			REIT's Ov	vnership	Carrying	Value
	Principal Place		March 31,	December 31,	March 31,	December 31,
Property	of Business	Type	2021	2020	2021	2020
The Fenestra	Rockville, MD	Joint Venture	50%	50%	\$40,349	\$40,671
Marquee at Block 37	Chicago, IL	Joint Venture	50%	50%	51,311	52,334
					\$91,660	\$93,005

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

	March 31,	December 31,
As at	2021	2020
Balance, beginning of period	\$93,005	\$106,521
Distributions received	(125)	(1,780)
Share of net loss	(72)	(9,869)
Foreign exchange loss	(1,148)	(1,867)
Balance, end of period	\$91,660	\$93,005

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

2021	2020
\$483,341	\$483,817
8,011	8,525
\$491,352	\$492,342
\$287,825	\$294,098
20,207	12,234
\$308,032	\$306,332
\$183,320	\$186,010
\$91,660	\$93,005
2021	2020
\$7,801	\$10,594
(13,269)	(12,721)
5,324	335
(\$144)	(\$1,792)
(\$72)	(\$896)
	\$483,341 8,011 \$491,352 \$287,825 20,207 \$308,032 \$183,320 \$91,660 2021 \$7,801 (13,269) 5,324 (\$144)

#### NOTE 5

#### MORTGAGES PAYABLE AND CLASS C LP UNITS

Mortgages payable and Class C LP Units consist of the following:

As at			March 31, 2021	December 31, 2020
				Mortgages Payable
	Mortgages	Class C LP		and Class C LP
	Payable	Units	Total	Units
Principal balance of mortgages	\$1,120,504	\$74,178	\$1,194,682	\$1,210,463
Deferred financing costs	(9,265)	(110)	(9,375)	(10,080)
Present value of tax payment on Class C LP Units	_	9,076	9,076	9,042
	\$1,111,239	\$83,144	\$1,194,383	\$1,209,425
Current	\$24,727	\$83,144	\$107,871	\$107,190
Non-current	1,086,512	_	1,086,512	1,102,235
	\$1,111,239	\$83,144	\$1,194,383	\$1,209,425
Range of interest rates	2.03-4.11%	3.97%	2.03-4.11%	2.03-4.11%
Weighted average interest rate	3.41%	3.97%	3.45%	3.45%
Weighted average term to maturity (years)	4.8	0.3	4.6	4.8
Fair value of mortgages and Class C LP Units	\$1,168,351	\$75,103	\$1,243,454	\$1,292,168

Morguard retained the mortgages on four properties that were sold to the REIT (the "Retained Debt") and also retained the deferred financing costs associated with the Retained Debt. Morguard remains responsible for the interest and principal payments on the Retained Debt, and the Retained Debt is secured by a charge on the properties. In consideration of the Retained Debt, Morguard received Class C LP Units of the Partnership on which distribution payments are made in an amount expected to be sufficient to permit Morguard to satisfy the amount payable with respect to: (i) principal and interest under the Retained Debt; and (ii) the amount of tax that is due and payable that is reasonably attributable to any distributions on the Class C LP Units.

The REIT's first mortgages are registered against specific real estate assets, and the Retained Debt is secured by charges on the four properties. The REIT provided Morguard's creditors with a guarantee with respect to the Retained Debt to ensure the lenders are not prejudiced in their ability to collect from Morguard in the event that payments on the Class C LP Units are not made as expected. Morguard has also provided an indemnity to the REIT for any losses suffered by the REIT in the event payments on the Retained Debt are not made as required provided such losses are not attributable to any action or failure to act on the part of the REIT.

The aggregate principal repayments and balances maturing of the mortgages payable and the Class C LP Units as at March 31, 2021, together with the weighted average contractual interest rate on debt maturing in the next five years and thereafter, are as follows:

	Principal			Weighted
	Instalment	<b>Balances</b>		Average
	Repayments	Maturing	Total	<b>Contractual Rate</b>
2021 (remainder of the year)	\$18,965	\$75,280	\$94,245	3.97%
2022	26,993	66,394	93,387	3.76%
2023	24,257	144,066	168,323	3.47%
2024	21,387	140,446	161,833	3.28%
2025	13,958	172,385	186,343	3.25%
Thereafter	23,546	467,005	490,551	3.45%
	\$129,106	\$1,065,576	\$1,194,682	3.45%

Substantially all of the REIT's rental properties and related rental revenue have been pledged as collateral for the mortgages payable.

#### NOTE 6

#### **CONVERTIBLE DEBENTURES**

Convertible debentures consist of the following:

As at	March 31, 2021	December 31, 2020
4.50% convertible unsecured subordinated debentures	\$85,223	\$85,223
Fair value of conversion option	1,154	1,577
Unamortized financing costs	(1,463)	(1,635)
	\$84,914	\$85,165

For the three months ended March 31, 2021, interest on the convertible debentures amounting to \$943 (2020 - \$954) is included in interest expense (Note 12). As at March 31, 2021, \$nil (December 31, 2020 - \$980) is included in accounts payable and accrued liabilities.

## 4.50% Convertible Unsecured Subordinated Debentures

On February 13, 2018, the REIT issued \$75,000 principal amount of 4.50% convertible unsecured subordinated debentures (the "2018 Debentures") maturing on March 31, 2023 (the "Maturity Date"). On February 21, 2018, an additional principal amount of \$10,500 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. The underwriters' commissions, legal and other issue costs attributable to the 2018 Debentures in the amount of \$3,375 have been capitalized and are being amortized over their term to maturity. Morguard owns \$5,000 aggregate principal amount of the 2018 Debentures.

As at March 31, 2021, and December 31, 2020, \$85,500 of the face value of the 2018 Debentures were outstanding.

Each of the 2018 Debentures can be converted into fully paid, non-assessable and freely tradable Units at the option of the holder at any time prior to the close of business on the earlier of the Maturity Date and the business day immediately preceding the date specified by the REIT for redemption of the 2018 Debentures, at a conversion price of \$20.20 per Unit, being a ratio of approximately 49.5050 Units per \$1,000 principal amount of 2018 Debentures.

From April 1, 2021 to March 31, 2022, the 2018 Debentures will be redeemable, in whole at any time or in part from time to time, at the option of the REIT on not more than 60 days' and not less than 30 days' prior written notice at a redemption price equal to the principal amount thereof plus accrued and unpaid interest up to the date fixed for redemption, provided that the volume-weighted average trading price of the Units on the TSX (if the Units are then listed on the TSX) for the 20 consecutive trading days ending on the fifth trading day preceding the date on which notice of redemption is given (the "Current Market Price") is not less than 125% of the conversion price. From April 1, 2022, and prior to the Maturity Date, the 2018 Debentures shall be redeemable, in whole at any time

or in part from time to time, at the option of the REIT on not more than 60 days' and not less than 30 days' prior written notice at a redemption price equal to the principal amount thereof plus accrued and unpaid interest up to the date fixed for redemption. Subject to regulatory approval and other conditions, the REIT may, at its option, elect to satisfy its obligation to pay, in whole or in part, the principal amount of the 2018 Debentures that are to be redeemed or that have matured by issuing and delivering that number of freely tradable Units to the debentureholders obtained by dividing the principal amount of the 2018 Debentures being repaid by 95% of the Current Market Price on the date of redemption or maturity, as applicable.

#### NOTE 7

#### **CLASS B LP UNITS**

On April 18, 2012, the REIT issued 17,223,090 Class B LP Units to Morguard for \$172,231. The Class B LP Units are non-transferable, except under certain circumstances, but are exchangeable on a one-for-one basis into Units of the REIT at any time at the option of the holder. Prior to such exchange, distributions are made on the Class B LP Units in an amount equivalent to the distribution that would have been made had the Units of the REIT been issued. Each Class B LP Unit was accompanied by a Special Voting Unit, which entitles the holder to receive notice of, attend and vote at all meetings of the Unitholders. There is no value assigned to the Special Voting Units.

As at March 31, 2021, the REIT valued the Class B LP Units based on the closing price of the TSX-listed Units, which resulted in a fair value liability of \$268,164 (December 31, 2020 - \$274,708) and a corresponding fair value gain for the three months ended March 31, 2021 of \$6,544 (2020 - \$87,838).

For the three months ended March 31, 2021, distributions on Class B LP Units amounting to \$3,012 (2020 - \$3,012) are included in interest expense (Note 12).

As at March 31, 2021, and December 31, 2020, there were 17,223,090 Class B LP Units issued and outstanding.

#### NOTE 8

#### **MORGUARD FACILITY**

The REIT has an unsecured revolving credit facility with Morguard (the "Morguard Facility") that provides for borrowings or advances that can be drawn or advanced either in Canadian dollars or an equivalent amount in United States dollars subject to the availability of sufficient funds. If in Canadian dollars, interest will be calculated either at the Canadian prime lending rate or at the bankers' acceptance rate plus 1.8%. If the borrowing or advance is in United States dollars, interest will be calculated either at the United States prime lending rate or at the United States dollar London Interbank Offered Rate (LIBOR) plus 1.7%. The maximum allowable to be borrowed or advanced under the Morguard Facility is \$100,000.

As at March 31, 2021, the net amount payable under the Morguard Facility was \$3,896, comprising an amount receivable of \$12,200 and a payable of US\$12,800. As at December 31, 2020, the amount payable under the Morguard Facility was \$6,600.

During the three months ended March 31, 2021, the REIT incurred net interest expense of \$42 (2020 - net interest income of \$131) on the Morguard Facility.

#### NOTE 9

#### **ACCOUNTS PAYABLE AND ACCRUED LIABILITIES**

Accounts payable and accrued liabilities consist of the following:

As at	March 31, 2021	December 31, 2020
Accounts payable and accrued liabilities	\$48,358	\$30,936
Tenant deposits	11,067	11,143
Lease liability	8,991	9,103
	\$68,416	\$51,182
Current	\$59,425	\$42,079
Non-current	8,991	9,103
	\$68,416	\$51,182

Future minimum lease payments under the lease liability are as follows:

As at	March 31, 2021	December 31, 2020
Within 12 months	\$323	\$435
2 to 5 years	1,804	1,826
Over 5 years	10,859	10,994
Total minimum lease payments	12,986	13,255
Less: Future interest costs	(3,995)	(4,152)
Present value of minimum lease payments	\$8,991	\$9,103

#### NOTE 10

#### **UNITHOLDERS' EQUITY**

#### (a) Units

The REIT is authorized to issue an unlimited number of Units. Each Unit confers the right to one vote at any meeting of Unitholders and to participate *pro rata* in the distributions by the REIT and, in the event of termination or winding-up of the REIT, in the net assets of the REIT. The Unitholders have the right to require the REIT to redeem their Units on demand subject to certain conditions. The Units have no par value. Upon receipt of the redemption notice by the REIT, all rights to and under the Units tendered for redemption will cease and the holder thereof will be entitled to receive a price per Unit ("Redemption Price") as determined by a formula outlined in the Declaration of Trust. The Redemption Price will be paid in accordance with the conditions provided for in the Declaration of Trust.

The Trustees have discretion with respect to the timing and amounts of distributions.

#### (b) Normal Course Issuer Bids

The REIT had the approval of the TSX under its normal course issuer bid ("NCIB") to purchase up to 2,953,852 Units and \$8,050 principal amount of the Debentures. The program expired on December 20, 2020. On January 5, 2021, the REIT obtained the approval of the TSX under its normal course issuer bid to purchase up to 2,955,913 Units, being approximately 10% of the public float of outstanding Units; the program expires on January 7, 2022. The daily repurchase restriction for the Units is 13,807. Additionally, the REIT may purchase up to \$8,048 principal amount of the 2018 Debentures, being 10% of the public float of outstanding 2018 Debentures. The daily repurchase restriction for the 2018 Debentures is \$8. The price that the REIT would pay for any such Units or 2018 Debentures would be the market price at the time of acquisition.

There were no repurchases of Units under the REIT's NCIB plan for the three months ended March 31, 2021 and 2020.

### (c) Special Voting Units

The REIT is authorized to issue an unlimited number of Special Voting Units. The Declaration of Trust and the exchange agreement provide for the issuance of the Special Voting Units, which have no economic entitlement in the REIT or in the distribution or assets of the REIT, but are used to provide voting rights proportionate to the votes of the Units to holders of securities exchangeable into Units, including the Class B LP Units. Each Special Voting Unit is not transferable separately from the Class B LP Unit to which it is attached and will be automatically redeemed and cancelled upon exchange of the attached Class B LP Unit into a Unit.

#### (d) Units Outstanding

The following table summarizes the changes in Units for the period from December 31, 2019, to March 31, 2021:

Issued and Fully Paid Units	Units	Amount
Balance, December 31, 2019	38,979,702	\$468,585
Units issued under the DRIP	40,125	625
Balance, December 31, 2020	39,019,827	469,210
Units issued under the DRIP	11,193	172
Balance, March 31, 2021	39,031,020	\$469,382

Total distributions declared during the three months ended March 31, 2021, amounted to \$6,826, or \$0.1749 per Unit (2020 - \$6,819, or \$0.1749 per Unit), including distributions payable of \$2,276 that were declared on March 15, 2021, and paid on April 15, 2021. On April 15, 2021, the REIT declared a distribution of \$0.0583 per Unit payable on May 14, 2021.

#### (e) Distribution Reinvestment Plan

Under the REIT's Distribution Reinvestment Plan ("DRIP"), Unitholders can elect to reinvest cash distributions into additional Units at a weighted average closing price of the Units on the TSX for the five trading days immediately preceding the applicable date of distribution. During the three months ended March 31, 2021, the REIT issued 11,193 Units under the DRIP (December 31, 2020 - 40,125 Units).

#### (f) Accumulated Other Comprehensive Income

The accumulated other comprehensive income consists of the following amounts:

As at	March 31, 2021	December 31, 2020
Unrealized foreign currency translation gain	\$61,242	\$69,333
Balance, end of period	\$61,242	\$69,333

#### NOTE 11

#### **RENTAL INCOME**

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

For the three months ended March 31	2021	2020
Rental income	\$28,432	\$30,104
Property management and ancillary income	22,405	23,062
Property tax and insurance	9,485	9,131
	\$60,322	\$62,297

#### NOTE 12

#### **INTEREST EXPENSE**

The components of interest expense are as follows:

For the three months ended March 31	2021	2020
Interest on mortgages	\$9,561	\$10,175
Interest and tax payment on Class C LP Units	890	922
Interest on the convertible debentures (Note 6)	943	954
Interest on lease liability	108	116
Amortization of deferred financing costs	642	663
Amortization of deferred financing costs on the convertible debentures	172	151
Fair value gain on conversion option on the convertible debentures	(423)	(3,127)
	11,893	9,854
Distributions on Class B LP Units (Note 7)	3,012	3,012
	\$14,905	\$12,866

#### NOTE 13

#### **TRUST EXPENSES**

The components of trust expenses are as follows:

For the three months ended March 31	2021	2020
Asset management fees and distributions	\$2,860	\$3,267
Professional fees	132	272
Public company expenses	194	185
Other	153	144
	\$3,339	\$3,868

#### NOTE 14

#### **RELATED PARTY TRANSACTIONS**

In addition to the related party transactions disclosed in Notes 5, 6, 7 and 8, related party transactions also include the following:

#### **Agreements with Morguard Affiliates**

The REIT, the Partnership and its subsidiaries entered into a series of agreements (the "Agreements") with certain Morguard affiliates whereby the following services are provided by Morguard's affiliates under the direction of the REIT:

#### **Property Management**

Pursuant to the Agreements, Morguard's affiliates administer the day-to-day operations of the Canadian and U.S. income producing properties, for which Morguard's affiliates receive partnership fees and distributions equal to 3.5% of gross property revenue of the income producing properties, payable monthly. For the three months ended March 31, 2021, fees and distributions amounting to \$2,193 (2020 - \$2,298) are included in property operating costs and equity loss from investments. As at March 31, 2021, \$629 (December 31, 2020 - \$619) is included in accounts payable and accrued liabilities.

#### **Asset Management**

Pursuant to the Agreements, Morguard's affiliates have certain duties and responsibilities for the strategic management and administration of the Partnership and its subsidiaries, for which they receive partnership fees and distributions equal to 0.25% of the Partnership's gross book value defined as acquisition cost of the REIT's assets plus: (i) fair value adjustments; and (ii) accumulated amortization on property, plant and equipment. In addition, an annual fee and distribution is calculated in arrears, determined by multiplying 15% of the Partnership's funds from operations in excess of \$0.66 per Unit. For the three months ended March 31, 2021, fees and distributions amounting to \$3,010 (2020 - \$3,433) are included in trust expenses and equity loss from investments. As at March 31, 2021, \$1,660 (December 31, 2020 - \$1,635) is included in accounts payable and accrued liabilities.

#### Acquisition

Pursuant to the Agreements, Morguard's affiliates are entitled to receive partnership fees with respect to properties acquired, directly or indirectly, by the REIT from third parties, and the fees are to be paid upon the closing of the purchase of each such property. The fees range from 0% of the purchase price paid for properties acquired directly or indirectly from Morguard, including entities controlled by Morguard, up to 0.75% of the purchase price paid for properties acquired from third parties. There were no fees relating to acquisition services for the three months ended March 31, 2021 and 2020.

#### **Financing**

Pursuant to the Agreements, with respect to arranging for financing services, Morguard's affiliates are entitled to receive partnership fees equal to 0.15% of the principal amount and associated costs (excluding mortgage premiums) of any debt financing or refinancing. There were no fees relating to financing services for the three months ended March 31, 2021 and 2020.

#### **Development**

Pursuant to the Agreements, Morguard's affiliates are entitled to receive partnership fees equal to 1.00% of development costs, where such costs exceed \$1,000 and are incurred in connection with: (i) the construction, enlargement or reconstruction of any building, erection, plant, equipment or improvement on a property; or (ii) any refurbishing, additions, upgrading or restoration of or renovations to existing buildings, erections, plant, equipment or improvements, including redevelopments, other than repair and maintenance in the ordinary course of business. For the three months ended March 31, 2021, fees relating to development services amounting to \$nil (2020 - \$15) are included in property under development. As at March 31, 2021, \$nil (December 31, 2020 - \$8) is included in accounts payable and accrued liabilities.

#### **Other Services**

As at March 31, 2021, the REIT had its portfolio appraised by Morguard's appraisal division. For the three months ended March 31, 2021, fees relating to appraisal services amounted to \$53 (2020 - \$53) and are included in trust expenses.

## NOTE 15

#### **INCOME TAXES**

#### (a) Canadian Status

The REIT is a "mutual fund trust" pursuant to the Act. Under current tax legislation, a mutual fund trust that is not a Specified Investment Flow-Through ("SIFT") Trust pursuant to the Act is entitled to deduct distributions of taxable income such that it is not liable to pay income taxes provided that its taxable income is fully distributed to Unitholders. The REIT intends to continue to qualify as a mutual fund trust that is not a SIFT Trust and to make distributions not less than the amount necessary to ensure that the REIT will not be liable to pay income taxes.

#### (b) U.S. Status

Certain of the REIT's operations or a portion thereof are conducted through its taxable U.S. subsidiaries, which are subject to U.S. federal and state corporate income taxes.

As at March 31, 2021, the U.S. subsidiaries of the REIT have total net operating losses of approximately US\$34,067 (December 31, 2020 - US\$34,067) of which no deferred tax assets were recognized as it is not probable that taxable profit will be available against such losses of which the deductible temporary difference can be utilized. The net operating losses expire in various years commencing in 2032.

As at March 31, 2021, the U.S. subsidiaries of the REIT have total net operating losses of approximately US\$23,967 (December 31, 2020 - US\$15,256) of which deferred tax assets were recognized. The net operating losses can be carried forward indefinitely.

As at March 31, 2021, the REIT's U.S. subsidiaries have a total of US\$4,000 (December 31, 2020 - US\$2,201) of unutilized interest expense deductions on which deferred tax assets were recognized.

# NOTE 16

#### **CONSOLIDATED STATEMENTS OF CASH FLOWS**

# (a) Items Not Affecting Cash

2021	2020
(\$10,698)	\$6,567
(6,544)	(87,838)
(423)	(3,127)
72	896
568	588
74	75
172	151
145	143
191	274
3,391	2,709
(\$13,052)	(\$79,562)
2021	2020
(\$1,090)	(\$825)
644	(1,756)
970	(9,835)
\$524	(\$12,416)
	(\$10,698) (6,544) (423) 72 568 74 172 145 191 3,391 (\$13,052)

## (c) Supplemental Cash Flow Information

For the three months ended March 31	2021	2020
Interest paid	\$12,274	\$12,667

# (d) Reconciliation of Liabilities Arising from Financing Activities

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

As at March 31, 2021	Mortgages Payable and Class C LP Units	Convertible Debentures	Morguard Facility	Lease Liability	Total
Balance, beginning of period	\$1,209,425	\$85,165	\$6,600	\$9,103	\$1,310,293
Repayments	(6,294)	_	(34,000)	_	(40,294)
New financing, net	_	_	31,238	_	31,238
Non-cash changes	787	(251)	_	_	536
Foreign exchange	(9,535)	_	58	(112)	(9,589)
Balance, end of period	\$1,194,383	\$84,914	\$3,896	\$8,991	\$1,292,184

#### NOTE 17

#### **MANAGEMENT OF CAPITAL**

Refer to the REIT's audited consolidated financial statements as at and for the year ended December 31, 2020 for an explanation of the REIT's capital management policy.

The total managed capital for the REIT as at March 31, 2021, and December 31, 2020, is summarized below:

As at	March 31, 2021	December 31, 2020
Mortgages payable, principal balance	\$1,120,504	\$1,135,377
Class C LP Units and present value of tax payment, principal balance	83,254	84,128
Convertible debentures, face value	85,500	85,500
Morguard Facility	3,896	6,600
Lease liability	8,991	9,103
Class B LP Units	268,164	274,708
Unitholders' equity	1,282,393	1,270,129
	\$2,852,702	\$2,865,545

The REIT's debt ratios compared to its borrowing limits established in the Declaration of Trust are outlined in the table below:

As at	<b>Borrowing Limits</b>	March 31, 2021	December 31, 2020
Total debt to gross book value	70%	42.1%	42.8%
Floating-rate debt to gross book value	20%	0.1%	0.2%

#### NOTE 18

#### FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

Refer to the REIT's audited consolidated financial statements as at and for the year ended December 31, 2020 for an explanation of the REIT's risk management policy as it relates to financial instruments.

#### Fair Value of Financial Assets and Liabilities

The fair values of cash, restricted cash, amounts receivable, the Morguard Facility and accounts payable and accrued liabilities approximate their carrying values due to the short-term maturity of these instruments.

Mortgages payable and Class C LP Units, lease liability and the convertible debentures 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 REIT.

The fair values of the mortgages payable and Class C LP Units have been determined by discounting the cash flows of these financial obligations using March 31, 2021, market rates for debts of similar terms (Level 2). Based on these assumptions, as at March 31, 2021, the fair values of the mortgages payable and Class C LP Units before deferred financing costs and present value of tax payment are estimated at \$1,168,351 and \$75,103 (December 31, 2020 - \$1,215,688 and \$76,480), respectively. The fair values of the mortgages payable and Class C LP Units vary from their carrying values due to fluctuations in market interest rates since their issue.

The fair value of the convertible debentures are based on their market trading price (Level 1). As at March 31, 2021, the fair value of the convertible debentures before deferred financing costs has been estimated at \$87,210 (December 31, 2020 - \$88,339), compared with the carrying value of \$85,223 (December 31, 2020 - \$85,223).

The fair value of the Class B LP Units is equal to the market trading price of the Units.

The REIT's convertible debentures have no restrictive covenants.

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

	March 31, 2021		December 31, 2		2020	
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Assets:						
Real estate properties	\$—	\$—	\$2,955,447	\$—	\$—	\$2,941,241
Financial liabilities:						
Class B LP Units	268,164	_	_	274,708	_	_
Conversion option of the convertible debentures	_	1,154	_	_	1,577	_

#### NOTE 19

#### **SEGMENTED INFORMATION**

All of the REIT's assets and liabilities are in, and their revenue is derived from, the Canadian and U.S. multi-suite residential real estate segments. The Canadian properties are located in the provinces of Alberta and Ontario, and the U.S. properties are located in the states of Colorado, Texas, Louisiana, Illinois, Georgia, Florida, North Carolina and Virginia. No single tenant accounts for 10% or more of the REIT's total revenue. The REIT is separated into two reportable segments, Canada and the United States. The REIT 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.

Additional information with respect to each reportable segment is outlined below:

	March 31, 2021			March 31, 2020		
For the three months ended	Canada	U.S.	Total	Canada	U.S.	Total
Revenue from real estate properties	\$23,358	\$36,964	\$60,322	\$23,710	\$38,587	\$62,297
Property operating expenses	(10,554)	(34,584)	(45,138)	(9,849)	(35,158)	(45,007)
Net operating income	\$12,804	\$2,380	\$15,184	\$13,861	\$3,429	\$17,290
	March 31, 2021			December 31, 2020		
As at	Canada	U.S.	Total	Canada	U.S.	Total
Real estate properties	\$1,424,500	\$1,530,947	\$2,955,447	\$1,414,050	\$1,527,191	\$2,941,241
Mortgages payable and Class C LP Units	\$431,440	\$762,943	\$1,194,383	\$435,408	\$774,017	\$1,209,425
	March 31, 2021			M	arch 31, 2020	)
For the three months ended	Canada	U.S.	Total	Canada	U.S.	Total
Additions to real estate properties	\$944	\$4,718	\$5,662	\$2,634	\$5,158	\$7,792
Fair value gain (loss) on real estate properties	\$9,460	\$17,991	\$27,451	(\$2,617)	\$13,074	\$10,457