# MORGUARD NORTH AMERICAN RESIDENTIAL REIT

MANAGEMENT'S DISCUSSION AND ANALYSIS AND CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

# SECOND QUARTER 2019

ACTIVE PORTFOLIO MANAGEMENT. ENHANCED RETURNS.







# 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 and six months ended June 30, 2019. 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 and six months ended June 30, 2019, 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 and six months ended June 30, 2019 and 2018. 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 July 30, 2019. 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 <u>www.sedar.com</u> and <u>www.morguard.com</u>.

# FORWARD-LOOKING STATEMENTS DISCLAIMER

Statements contained herein that are not based on historical or current fact, including without limitation, statements containing the words "anticipates", "believes", "may", "continue", "estimate", "expects" and "will" and words of similar expression, constitute "forward-looking statements". Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, events or developments to be materially different from any future results, events or developments expressed or implied by such forward-looking statements. Such factors include, among others, the following: general economic and business conditions, both nationally and in the regions in which the 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; 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.

# 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 the REIT's equity-accounted investment NOI at its 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 its one U.S. property, which is presented as equity income (loss) from investment in the consolidated statements of income, is 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 provided below.

# 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 provided below.

# **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.

# **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.

# 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 one U.S. property under IFRS is presented on a single line within the consolidated balance sheet and statements of income and has 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.

The REIT's financial results on a Proportionate Basis are as follows:

# THE REIT'S PROPORTIONATE CONSOLIDATED FINANCIAL STATEMENTS BALANCE SHEETS

	_	Non-IF			
As at June 30, 2019	IFRS	NCI Share	Equity Interest	IFRIC 21	Proportionate Basis (Non-IFRS)
ASSETS					
Non-current assets					
Real estate properties	\$2,863,057	(\$191,086)	\$86,716	(\$11,076)	\$2,747,611
Equity-accounted investment	41,283	_	(41,283)	_	_
	2,904,340	(191,086)	45,433	(11,076)	2,747,611
Current assets					
Amounts receivable	3,383	(178)	283	_	3,488
Prepaid expenses	8,019	(68)	45	_	7,996
Restricted cash	12,576	(104)	1,312	_	13,784
Cash	24,459	(937)	523	—	24,045
	48,437	(1,287)	2,163	_	49,313
	\$2,952,777	(\$192,373)	\$47,596	(\$11,076)	\$2,796,924
LIABILITIES AND EQUITY					
Non-current liabilities					
Mortgages payable and Class C LP Units	\$1,110,317	(\$98,871)	\$46,072	\$—	\$1,057,518
Convertible debentures	86,305	_	_	_	86,305
Class B LP Units	317,249	_	_	_	317,249
Deferred income tax liabilities	116,747	_	_	_	116,747
Accounts payable and accrued liabilities	9,357	_	_	_	9,357
	1,639,975	(98,871)	46,072	_	1,587,176
Current liabilities					
Mortgages payable and Class C LP Units	129,525	(61)	_	_	129,464
Morguard Facility	14,008	_	_	_	14,008
Accounts payable and accrued liabilities	56,970	(3,504)	1,524	(11,076)	43,914
	200,503	(3,565)	1,524	(11,076)	187,386
Total liabilities	1,840,478	(102,436)	47,596	(11,076)	1,774,562
EQUITY					
Unitholders' equity	1,022,362	_	_	_	1,022,362
Non-controlling interest	89,937	(89,937)	_	_	_
Total equity	1,112,299	(89,937)	_	_	1,022,362
	\$2,952,777	(\$192,373)	\$47,596	(\$11,076)	\$2,796,924

# STATEMENTS OF INCOME

					2019					2018
		Non-IF	RS Adjus	tments			Non-IF	RS Adjus	tments	
					Proportionate					Proportionate
For the three months ended June 30		NCI	Equity		Basis		NCI	Equity		Basis
(In thousands of dollars)	IFRS	Share	Interest	<b>IFRIC 21</b>	(Non-IFRS)	IFRS	Share	Interest	IFRIC 21	(Non-IFRS)
Revenue from properties										
Same Property	\$60,769	(\$3,951)	\$1,704	\$—	\$58,522	\$57,426	(\$3,849)	\$1,601	\$—	\$55,178
Acquisitions / Dispositions	191	_	_	_	191	2,547	(127)		_	2,420
Total revenue from properties	60,960	(3,951)	1,704	_	58,713	59,973	(3,976)	1,601	_	57,598
Property operating expenses										
Same Property										
Operating costs	15,435	(950)	550	_	15,035	13,917	(882)	401	_	13,436
Realty taxes	2,378	3	—	5,229	7,610	2,357	(26)	(1)	4,454	6,784
Utilities	4,092	(140)	117	_	4,069	4,114	(152)	117	_	4,079
Same Property	21,905	(1,087)	667	5,229	26,714	20,388	(1,060)	517	4,454	24,299
Acquisitions / Dispositions	66	_	_	4	70	1,262	(44)	_	119	1,337
Total property operating expenses	21,971	(1,087)	667	5,233	26,784	21,650	(1,104)	517	4,573	25,636
NOI										
Same Property	38,864	(2,864)	1,037	(5,229)	31,808	37,038	(2,789)	1,084	(4,454)	30,879
Acquisitions / Dispositions	125	_	_	(4)	121	1,285	(83)	_	(119)	1,083
Total NOI <sup>(1)</sup>	38,989	(2,864)	1,037	(5,233)	31,929	38,323	(2,872)	1,084	(4,573)	31,962
Other expenses (income)										
Interest expense	15,967	(983)	440	_	15,424	16,443	(975)	425	_	15,893
Trust expenses	3,734	(78)	55	_	3,711	3,730	(80)	59	_	3,709
Equity income from investment	(1,575)	_	1,575	_	_	(163)	_	163	_	_
Foreign exchange loss (gain)	363	_		_	363	(560)	_	_	_	(560)
Other income	(137)	_	_	_	(137)	(69)	_	_	_	(69)
	(137)				(137)	(03)				(03)
Income before fair value changes and income taxes	20,637	(1,803)	(1,033)	(5,233)	12,568	18,942	(1,817)	437	(4,573)	12,989
Fair value gain on real estate	20 750	640	4 000	E 000		04.050	(050)	(407)	4 570	00.044
properties, net	30,752	610	1,033	5,233	37,628	34,358	(250)	(437)	4,573	38,244
Fair value loss on Class B LP Units	(1,205)		_		(1,205)	(23,596)	_	_		(23,596)
Income before income taxes	50,184	(1,193)	_	_	48,991	29,704	(2,067)	_		27,637
Provision for income taxes										
Current	33	_	_	_	33	29	_	_	_	29
Deferred	8,239	_	_	_	8,239	9,988	_	_	_	9,988
	8,272	_	_	_	8,272	10,017	_	_		10,017
Net income for the period	\$41,912	(\$1,193)	\$—	\$	\$40,719	\$19,687	(\$2,067)	\$—	\$	\$17,620
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(1) NOI included the following:										
IFRIC 21	(\$5,563)	\$604	(\$274)	\$5,233	\$—	(\$4,807)	\$505	(\$271)	\$4,573	\$—

# STATEMENTS OF INCOME (CONTINUED)

					2019					2018
	Non-IFRS Adjustments Non-IFRS Adjust					stments				
					Proportionate					Proportionate
For the six months ended June 30		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	\$120,970	(\$7,893)	\$3,411	\$—	\$116,488	\$113,164	(\$7,453)	\$3,252	\$—	\$108,963
Acquisitions / Dispositions	2,248	_	_	_	2,248	4,903	(127)	_	_	4,776
Total revenue from properties	123,218	(7,893)	3,411	_	118,736	118,067	(7,580)	3,252	_	113,739
Property operating expenses										
Same Property										
Operating costs	29,934	(1,849)	1,127	_	29,212	26,846	(1,649)	885	_	26,082
Realty taxes	26,697	(2,337)	1,092	(10,105)	15,347	23,894	(2,092)	1,079	(8,921)	13,960
Utilities	8,979	(363)	338		8,954	9,047	(363)	303		8,987
Same Property	65,610	(4,549)	2,557	(10,105)	53,513	59,787	(4,104)	2,267	(8,921)	49,029
Acquisitions / Dispositions	1,782	-	_	(408)	1,374	2,847	(44)	_	(240)	2,563
Total property operating expenses	67,392	(4,549)	2,557	(10,513)	54,887	62,634	(4,148)	2,267	(9,161)	51,592
NOI										
Same Property	55,360	(3,344)	854	10,105	62,975	53,377	(3,349)	985	8,921	59,934
Acquisitions / Dispositions	466	_	_	408	874	2,056	(83)	_	240	2,213
Total NOI <sup>(1)</sup>	55,826	(3,344)	854	10,513	63,849	55,433	(3,432)	985	9,161	62,147
Other expenses (income)										
Interest expense	34,010	(1,978)	871	_	32,903	31,559	(1,935)	837	_	30,461
Trust expenses	7,200	(147)	110	_	7,163	6,852	(144)	108	_	6,816
Equity income from investment	(2,128)	_	2,128	_	_	(886)	_	886	_	_
Foreign exchange loss (gain)	693	_	_	_	693	(1,240)	_	_	_	(1,240)
Other income	(151)	_	_	_	(151)	(69)	_	_	_	(69)
Income before fair value changes and income taxes	16,202	(1,219)	(2,255)	10,513	23,241	19,217	(1,353)	(846)	9,161	26,179
Fair value gain on real estate	E0 E0E	(220)	0.055	(40 542)	50.007	105 000	(0.445)	946	(0.161)	05.069
properties, net	58,585	(230)	2,255	(10,513)	50,097 (24, 872)	105,828	(2,445)	846	(9,161)	95,068
Fair value loss on Class B LP Units	(21,873)				(21,873)		(0.700)			
Income before income taxes	52,914	(1,449)		_	51,465	125,045	(3,798)			121,247
Provision for income taxes										
Current	66	_	_	—	66	61	-	_	_	61
Deferred	7,210	_	_	_	7,210	24,891	_	_	_	24,891
	7,276	_	_	_	7,276	24,952	_	_	_	24,952
Net income for the period	\$45,638	(\$1,449)	\$—	\$—	\$44,189	\$100,093	(\$3,798)	\$—	\$—	\$96,295
(1) NOI included the following:										
IFRIC 21	\$11,081	(\$1,113)	\$545	(\$10,513)	\$—	\$9.630	(\$1,012)	\$543	(\$9,161)	\$—
	ψ11,001	(#1,113)	ψ <b>0-</b> 10	(#10,010)	Ψ	ψ0,000	(\$1,012)	ψ0-40	(40,101)	Ψ

# 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 amended and restated on April 18, 2012 (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 EVENTS

# **ACQUISITIONS**

On May 22, 2019, the REIT acquired partial interests in three properties controlled by the REIT located in Mississauga, Ontario, for a purchase price of \$8,014, including closing costs and the assumption of partial interest of the mortgages secured by the properties.

# DISPOSITIONS

During 2019, the REIT sold the following five properties located in Louisiana, comprising 843 suites:

- On February 1, 2019, the REIT sold a property located in Shreveport, Louisiana, comprising 194 suites, for gross proceeds of \$13,510 (US\$10,317), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$6,980 (US\$5,330).
- On March 19, 2019, the REIT sold a property located in Lafayette, Louisiana, comprising 192 suites, for gross proceeds of \$15,062 (US\$11,332), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$9,417 (US\$7,085).
- On March 19, 2019, the REIT sold a property located in New Iberia, Louisiana, comprising 148 suites, for gross proceeds of \$8,208 (US\$6,175), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$5,934 (US\$4,464).
- On March 27, 2019, the REIT sold a property located in Gretna, Louisiana, comprising 261 suites, for gross proceeds of \$22,601 (US\$16,849), including closing costs, and repaid the mortgage secured by the property in the amount of \$11,331 (US\$8,447).
- On April 30, 2019, the REIT sold a property located in Harahan, Louisiana, comprising 48 suites, for gross proceeds of \$4,428 (US\$3,298), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$2,852 (US\$2,125).

The disposition of the five Louisiana properties, which were constructed between 1967 and 1984, and have an average age of 40 years, follows the sale of the REIT's Alabama properties in July 2017 and is consistent with management's strategy to dispose of non-core assets and to focus on opportunities to acquire properties located in urban centres and major suburban markets in Canada and the United States.

# FINANCIAL AND OPERATIONAL HIGHLIGHTS

As at	June 30,	December 31,	June 30,
(In thousands of dollars, except as noted otherwise)	2019	2018	2018
Operational Information			
Number of properties	42	47	47
Total suites	12,587	13,430	13,430
Occupancy percentage - Canada	98.8%	99.1%	99.2%
Occupancy percentage - U.S.	95.2%	94.7%	93.7%
AMR - Canada (in actual dollars)	\$1,399	\$1,373	\$1,345
AMR - U.S. (in actual U.S. dollars)	US\$1,319	US\$1,236	US\$1,221
Summary of Financial Information			
Gross book value <sup>(1)</sup>	\$2,952,777	\$3,011,469	\$2,857,537
Indebtedness <sup>(2)</sup>	\$1,360,870	\$1,442,607	\$1,413,008
Indebtedness to gross book value ratio	46.1%	47.9%	49.4%
Weighted average mortgage interest rate <sup>(3)</sup>	3.48%	3.49%	3.48%
Weighted average term to maturity on mortgages payable (years)	5.3	5.8	6.3
Exchange rates - United States dollar to Canadian dollar	\$1.31	\$1.36	\$1.32
Exchange rates - Canadian dollar to United States dollar	\$0.76	\$0.73	\$0.76

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

(2) Indebtedness (as defined in the Declaration of Trust) represents the outstanding principal amount of mortgages payable, Class C LP Units (including the present value of tax payment), convertible debentures, borrowings from the Morguard Facility (defined below) and lease liability.

(3) Represents the contractual interest rates on mortgages payable and the Retained Debt (defined below).

	Three mon June		Six months ended June 30		
(In thousands of dollars, except per Unit amounts)	2019	2018	2019	2018	
Summary of Financial Information					
Interest coverage ratio <sup>(1)</sup>	2.28	2.24	2.27	2.20	
Indebtedness coverage ratio <sup>(2)</sup>	1.60	1.61	1.59	1.58	
Revenue from real estate properties	\$60,960	\$59,973	\$123,218	\$118,067	
NOI	\$38,989	\$38,323	\$55,826	\$55,433	
Proportionate NOI	\$31,929	\$31,962	\$63,849	\$62,147	
Same Property Proportionate NOI	\$31,808	\$30,879	\$62,975	\$59,934	
NOI margin - IFRS	64.0%	63.9%	45.3%	47.0%	
NOI margin - Proportionate	54.4%	55.5%	53.8%	54.6%	
Net income	\$41,912	\$19,687	\$45,638	\$100,093	
FFO - basic	\$15,697	\$15,687	\$30,943	\$30,436	
FFO - diluted	\$16,656	\$16,646	\$32,856	\$32,308	
FFO per Unit - basic	\$0.31	\$0.31	\$0.61	\$0.60	
FFO per Unit - diluted	\$0.31	\$0.30	\$0.60	\$0.58	
Distributions per Unit	\$0.17	\$0.165	\$0.34	\$0.33	
FFO payout ratio	55.1%	53.6%	55.9%	55.2%	
Weighted average number of Units outstanding (in thousands):					
Basic <sup>(3)</sup>	50,958	50,926	50,954	50,922	
Diluted <sup>(3) (4)</sup>	55,191	55,159	55,187	55,324	
Average exchange rates - United States dollar to Canadian dollar	\$1.34	\$1.29	\$1.33	\$1.28	
Average exchange rates - Canadian dollar to United States dollar	\$0.75	\$0.77	\$0.75	\$0.78	

(1) Interest coverage ratio is defined as net income before equity income from investment, interest expense, income taxes, fair value adjustments, foreign exchange loss (gain) and the impact of realty taxes accounted for under IFRIC 21 (which are adjusted on a *pro rata* basis over the entire fiscal year), divided by interest expense excluding distributions on Class B LP Units, amortization of mark-to-market adjustments and fair value adjustments but including interest on the convertible debentures.

(2) Indebtedness coverage ratio is defined as net income before equity income from investment, interest expense, income taxes, fair value adjustments, foreign exchange loss (gain), and the impact of realty taxes accounted for under IFRIC 21 (which are adjusted on a *pro rata* basis over the entire fiscal year), 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, amortization of mark-to-market adjustments and any fair value adjustments.

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

(4) Includes the dilutive impact of the convertible debentures.

# **REAL ESTATE PROPERTIES**

As at June 30, 2019, the REIT's multi-suite residential property portfolio consists of 16 Canadian properties and 26 U.S. properties (including one property under development), having a total of 12,587 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.

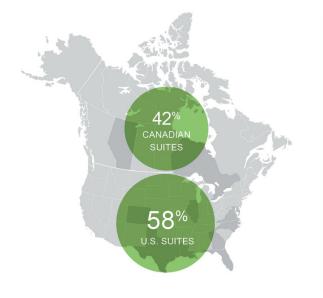
The following table details the regional distribution of the REIT's portfolio as at June 30, 2019:

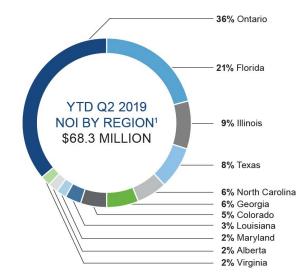
Region (In thousands of dollars, except as otherwise noted)	Number of Properties	Total Suites <sup>(1)</sup>	% of the Portfolio (based on suites)	Fair Value of Real Estate Properties <sup>(1)</sup>
Canadian Properties				
Alberta	1	277	2.2%	\$61,000
Ontario				
Mississauga	7	2,219	17.6%	629,220
Toronto	6	1,997	15.9%	365,330
Other <sup>(2)</sup>	2	842	6.7%	192,800
	16	5,335	42.4%	\$1,248,350
U.S. Properties				
Colorado	2	454	3.6%	\$123,410
Texas	3	1,021	8.1%	207,560
Louisiana	2	279	2.2%	41,486
Illinois	1	515	4.1%	297,598
Georgia	3	814	6.5%	159,230
Florida	10	2,593	20.6%	518,520
North Carolina	2	864	6.9%	172,958
Virginia	1	104	0.8%	64,782
Maryland	1	492	3.9%	172,357
	25	7,136	56.7%	\$1,757,901
Impact of realty taxes accounted for under IFRIC 21				11,613
Total before property under development	41	12,471	99.1%	\$3,017,864
Property under development <sup>(3)</sup>	1	116	0.9%	18,624
Total	42	12,587	100.0%	\$3,036,488

(1) Total suites and fair value of real estate properties include non-controlling interest; the REIT, on a proportionate basis, has ownership of 11,912 suites. Fair value of real estate properties represents the sum of income producing properties (\$2,863,057) and the REIT's equity-accounted investment property (\$173,431) inclusive of non-controlling interest share and the impact of realty taxes accounted for under IFRIC 21.

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

(3) Represents a property located in New Orleans, Louisiana, under development. The property is expected to commence initial lease-up during the fourth quarter of 2019.





1 Excludes the impact of realty taxes accounted for under IFRIC 21.

Approximately 79% of the suites in Canada are located in Toronto and Mississauga, both of 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.

# 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:

	AMR/Suite at	AMR/Suite at		Occupancy at	Occupancy at
	June 30,	June 30,	%	June 30,	June 30,
Region	2019	2018	Change	2019	2018
Canadian Properties (in Canadian dollars)					
Alberta	\$1,395	\$1,373	1.6%	93.1%	92.1%
Ontario					
Mississauga	1,546	1,482	4.3%	99.6%	99.8%
Toronto	1,259	1,223	2.9%	99.0%	99.4%
Other <sup>(1)</sup>	1,340	1,272	5.3%	97.8%	99.6%
Total Ontario	1,399	1,343	4.2%	99.1%	99.6%
Total Canada (in Canadian dollars)	\$1,399	\$1,345	4.0%	98.8%	99.2%
U.S. Properties (in US dollars)					
Colorado	\$1,375	\$1,341	2.5%	95.3%	95.6%
Texas	1,282	1,257	2.0%	96.1%	95.2%
Louisiana	1,208	1,154	4.7%	97.4%	92.8%
Illinois	2,416	2,355	2.6%	96.6%	95.0%
Georgia	1,236	1,192	3.7%	95.6%	93.0%
Florida	1,246	1,201	3.7%	94.8%	93.4%
North Carolina	1,058	1,041	1.6%	94.5%	96.1%
Virginia	2,192	2,119	3.4%	96.1%	96.2%
Maryland	1,890	1,821	3.8%	92.0%	89.2%
U.S. Same Property	1,319	1,280	3.0%	95.2%	94.1%
Dispositions <sup>(2)</sup>	_	716	(100.0%)	-%	90.9%
Total U.S. (in US dollars)	\$1,319	\$1,221	8.0%	95.2%	93.7%
Total (in local currencies)	\$1,355	\$1,272	6.5%	96.8%	96.0%

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

(2) U.S. dispositions include the five properties located in Louisiana that were sold during the six months ended June 30, 2019.

As at June 30, 2019, AMR per suite in Canada increased by 4.0% compared to June 30, 2018, mainly due to rental rate increases in line with the Ontario guideline rate in 2019 of 1.8%, above guideline increases at several properties upon the completion of capital projects and rental rate increases on suite turnover.

Strong demand, particularly in Ontario, has allowed the REIT to increase rents as suites turn over. During the six months ended June 30, 2019, the REIT's Canadian portfolio turned over 397 suites, or 7.4% of total suites located in Canada and achieved AMR growth of 16.7% on suite turnover.

As at June 30, 2019, occupancy in Canada is 98.8%, compared to 99.2% at June 30, 2018, reflecting strong and stable demand predominantly in Ontario. The decrease in occupancy in Other Ontario primarily reflects higher turnover from student tenants moving out at a property located in Ottawa, Ontario.

As at June 30, 2019, Same Property AMR per suite in the U.S. increased by 3.0% compared to June 30, 2018. The REIT had AMR growth in all of U.S. regions mainly attributable to improved occupancy achieved over the winter months creating less availability, which enabled leasing at higher rental rates going into the spring leasing season.

As at June 30, 2019, Same Property occupancy in the U.S. increased to 95.2% compared to 94.1% at June 30, 2018. The improvement in occupancy was mainly due to higher retention during the winter months when compared to prior years. This was achieved through the efficient use of revenue management tools aimed at reducing vacancy exposure over the period. As at June 30, 2019, the REIT's overall U.S. occupancy reached near optimum levels, improving year over year in: Texas, Louisiana, Illinois, Georgia, Florida and Maryland compared to June 30, 2018, resulting from increased marketing efforts and a focus on resident retention. The REIT also maintained AMR growth within each respective sub-market as it enjoyed the same target occupancies. Management expects current occupancy levels to continue to strengthen in Maryland as the property moves into the summer leasing season.

Sequentially, Same Property occupancy in the U.S. was stable compared to 95.3% as at March 31, 2019. During the first half of 2019, the REIT disposed of five non-core assets in Louisiana, thus reducing the overall age of the portfolio while limiting exposure to oil dependent economies, resulting in an improvement to AMR and occupancy when compared to the same period last year. In addition, the REIT intends to commence lease-up of its newly redeveloped mid-rise property, 1643 Josephine Street, during the fourth quarter of 2019, which will further improve the overall quality of the Louisiana portfolio.

During the three and six months ended June 30, 2019, the REIT's rental incentives amounted to \$123 (2018 - \$919) and \$256 (2018 - \$1,403), respectively, mainly at properties that were impacted by new supply. Market rents are constantly monitored and increased where appropriate, with the objective of maximizing revenue growth while maintaining 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 September 30, 2017:





# PART III

# **REVIEW OF OPERATIONAL RESULTS**

The REIT's operational results are summarized below:

	Three month June		Six month June	
(In thousands of dollars)	2019	2018	2019	2018
Revenue from real estate properties	\$60,960	\$59,973	\$123,218	\$118,067
Property operating expenses				
Property operating costs	(15,471)	(14,977)	(31,002)	(28,813)
Realty taxes	(2,394)	(2,368)	(27,225)	(24,383)
Utilities	(4,106)	(4,305)	(9,165)	(9,438)
Net operating income	38,989	38,323	55,826	55,433
Other expenses (income)				
Interest expense	15,967	16,443	34,010	31,559
Trust expenses	3,734	3,730	7,200	6,852
Equity income from investment	(1,575)	(163)	(2,128)	(886)
Foreign exchange loss (gain)	363	(560)	693	(1,240)
Other income	(137)	(69)	(151)	(69)
Income before fair value changes and income taxes	20,637	18,942	16,202	19,217
Fair value gain on real estate properties, net	30,752	34,358	58,585	105,828
Fair value loss on Class B LP Units	(1,205)	(23,596)	(21,873)	
Income before income taxes	50,184	29,704	52,914	125,045
Provision for income taxes				
Current	33	29	66	61
Deferred	8,239	9,988	7,210	24,891
	8,272	10,017	7,276	24,952
Net income for the period	\$41,912	\$19,687	\$45,638	\$100,093
Net income attributable to:				
Unitholders	\$40,719	\$17,620	\$44,189	\$96,295
Non-controlling interest	1,193	2,067	1,449	3,798
	\$41,912	\$19,687	\$45,638	\$100,093

# **REVENUE FROM REAL ESTATE PROPERTIES**

Higher rental revenue for the three and six months ended June 30, 2019 is mainly due to rental rate increases and foreign exchange fluctuations, partly offset by dispositions during the six months ended June 30, 2019.

# **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 and six months ended June 30, 2019, 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 and six months ended June 30, 2019, measures the operating performance for properties owned and have reached stabilization by the REIT continuously since April 1, 2018 and January 1, 2018, respectively, and excludes the following properties: i) five properties in Louisiana sold during the six months ended June 30, 2019; ii) 1643 Josephine Street, New Orleans, Louisiana, acquired April 5, 2018 and classified as property under development; and iii) the acquisition of partial interests in three properties controlled by the REIT located in Mississauga, Ontario, on May 22, 2019.

Same Property and Same Property Proportionate results for the three and six months ended June 30, 2019 represents 11,979 and 11,715 residential suites, respectively.

# Net Operating Income - Three months ended June 30, 2019

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

		2019		2018
For the three months ended June 30	P	roportionate	Proportiona	
(In thousands of dollars)	NOI	NOI	NOI	NOI
Revenue from properties				
Same Property	\$60,769	\$58,522	\$57,426	\$55,178
Acquisitions / Dispositions	191	191	2,547	2,420
Total revenue from properties	60,960	58,713	59,973	57,598
Property operating expenses			·	
Same Property				
Operating costs	15,435	15,035	13,917	13,436
Realty taxes	2,378	7,610	2,357	6,784
Utilities	4,092	4,069	4,114	4,079
Same Property	21,905	26,714	20,388	24,299
Acquisitions / Dispositions	66	70	1,262	1,337
Total property operating expenses	21,971	26,784	21,650	25,636
NOI				
Same Property	38,864	31,808	37,038	30,879
Acquisitions / Dispositions	125	121	1,285	1,083
Total NOI	\$38,989	\$31,929	\$38,323	\$31,962
NOI margin	64.0%	54.4%	63.9%	55.5%

For the three months ended June 30, 2019, NOI from the REIT's properties increased by \$666 (or 1.7%) to \$38,989, compared to \$38,323 in 2018. The increase in NOI is due to an increase in Same Property NOI of \$1,826 (or 4.9%) and a decrease of \$1,160 from the disposition of properties net of the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase of \$1,826 is due to an increase in Canada of \$216 (or 1.7%), an increase in the U.S. of US\$557 (or 3.0%) and the change in foreign exchange rate which increased NOI by \$1,053.

For the three months ended June 30, 2019, Proportionate NOI from the REIT's properties decreased by \$33 (or 0.1%) to \$31,929, compared to \$31,962 in 2018. The decrease in Proportionate NOI is due to a decrease of \$962 from the disposition of properties net of the acquisition of partial interests in three properties controlled by the REIT and an increase in Same Property Proportionate NOI of \$929 (or 3.0%). The Same Property increase of \$929 is due to an increase in Canada of \$204 (or 1.6%), an increase in the U.S. of US\$55 (or 0.4%) and the change in foreign exchange rate which increased Proportionate NOI by \$670.

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

	2019		201		
For the three months ended June 30	Pi	oportionate	P	roportionate	
(In thousands of dollars)	NOI	NOI	NOI	NOI	
Same Property NOI - Canada (local currency)	\$13,128	\$12,888	\$12,912	\$12,684	
Same Property NOI - U.S. (local currency)	19,241	14,145	18,684	14,090	
Acquisitions / Dispositions (local currency)	115	113	1,013	836	
Exchange amount to Canadian dollars	6,505	4,783	5,714	4,352	
Total NOI	\$38,989	\$31,929	\$38,323	\$31,962	

		2019		2018
For the three months ended June 30	Pi	roportionate	P	roportionate
(In thousands of dollars)	NOI	NOI	NOI	NOI
Revenue from properties				
Same Property	\$22,932	\$22,545	\$22,124	\$21,754
Acquisitions	132	132	127	_
Total revenue from properties	23,064	22,677	22,251	21,754
Property operating expenses				
Same Property				
Operating costs	4,661	4,591	4,279	4,219
Realty taxes	2,595	2,551	2,385	2,340
Utilities	2,548	2,515	2,548	2,511
Same Property	9,804	9,657	9,212	9,070
Acquisitions	47	47	44	—
Total property operating expenses	9,851	9,704	9,256	9,070
NOI				
Same Property	13,128	12,888	12,912	12,684
Acquisitions	85	85	83	—
NOI	\$13,213	\$12,973	\$12,995	\$12,684
NOI margin	57.3%	57.2%	58.4%	58.3%

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

For the three months ended June 30, 2019, NOI from the Canadian properties increased by \$218 (or 1.7%) to \$13,213, compared to \$12,995 in 2018. The increase in NOI is due to an increase in Same Property NOI of \$216 (or 1.7%) and an increase of \$2 from the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase was due to an increase in rental revenue of \$808 (or 3.7%), from higher AMR (4.0%), partially offset by an increase in operating expenses of \$592 (or 6.4%). The increase in Same Property operating expenses of \$592 was due to higher operating costs of \$382 mainly from an increase in insurance expense and repairs and maintenance, and higher realty taxes of \$210 resulting from a \$216 realty tax refund received in 2018.

For the three months ended June 30, 2019, Proportionate NOI from the Canadian properties increased by \$289 (or 2.3%) to \$12,973, compared to \$12,684 in 2018. The increase in Proportionate NOI is due to an increase in Same Property Proportionate NOI of \$204 (or 1.6%) and an increase of \$85 from the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase was due to an increase in rental revenue of \$791 (or 3.6%), from higher AMR (4.0%), partially offset by an increase in operating expenses of \$587 (or 6.5%). The increase in Same Property operating expenses of \$587 was due to higher operating costs of \$372 mainly from an increase in insurance expense and repairs and maintenance, and higher realty taxes of \$211 resulting from a \$216 realty tax refund received in 2018.

The REIT's Canadian NOI margin and Proportionate NOI margin were 57.3% and 57.2%, respectively, for the three months ended June 30, 2019, compared to 58.4% and 58.3%, respectively, for the three months ended June 30, 2018. Overall, as noted above, higher operating cost and realty taxes resulting from a realty tax refund received in 2018, led to an increase in operating expenses which contributed to the lower NOI margin.

For the three months ended June 30	2019			the three months ended June 30 2019			2018
(In thousands of U.S. dollars,	Pr	oportionate	P	roportionate			
unless otherwise stated)	NOI	NOI	NOI	NOI			
Revenue from properties							
Same Property	\$28,289	\$26,900	\$27,341	\$25,885			
Dispositions	44	44	1,873	1,873			
Total revenue from properties	28,333	26,944	29,214	27,758			
Property operating expenses							
Same Property							
Operating costs	8,055	7,809	7,469	7,144			
Realty taxes	(162)	3,784	(24)	3,436			
Utilities	1,155	1,162	1,212	1,215			
Same Property	9,048	12,755	8,657	11,795			
Dispositions	14	16	943	1,037			
Total property operating expenses	9,062	12,771	9,600	12,832			
NOI in US dollars							
Same Property	19,241	14,145	18,684	14,090			
Dispositions	30	28	930	836			
Total NOI (in US dollars)	19,271	14,173	19,614	14,926			
Exchange amount to Canadian dollars	6,505	4,783	5,714	4,352			
NOI (in Canadian dollars)	\$25,776	\$18,956	\$25,328	\$19,278			
NOI margin (in US dollars)	68.0%	52.6%	67.1%	53.8%			

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

For the three months ended June 30, 2019, NOI from the U.S. properties increased by \$448 (or 1.8%) to \$25,776, compared to \$25,328 in 2018. The increase in NOI is due to an increase in Same Property NOI of US\$557 (or 3.0%), a decrease from the disposition of five Louisiana properties of US\$900 and the change in foreign exchange rate which increased NOI by \$791. The Same Property increase was due to an increase in rental revenue of US\$948 (or 3.5%), from higher AMR (3.0%) and improved occupancy, partially offset by an increase in operating expenses of US\$391 or (4.5%). The increase in Same Property operating expenses of US\$391 was primarily due to higher operating costs resulting from an increase in insurance expense, repairs and maintenance and payroll.

For the three months ended June 30, 2019, Proportionate NOI from the U.S. properties decreased by \$322 (or 1.7%) to \$18,956, compared to \$19,278 in 2018. The decrease in Proportionate NOI is due to a decrease from the disposition of five Louisiana properties of US\$808, an increase in Same Property Proportionate NOI of US \$55 (or 0.4%) and the change in foreign exchange rate which increased NOI by \$431. The Same Property increase was mainly due to an increase in rental revenue of US\$1,015 (or 3.9%) from higher AMR (3.0%) and improved occupancy, partially offset by an increase in operating expenses of US\$960 (or 8.1%). The increase in Same Property operating expenses of US\$960 is mainly due to higher operating costs resulting from an increase in insurance expense, repairs and maintenance and payroll, as well as an increase in realty taxes.

The REIT's U.S. NOI margin and Proportionate NOI margin were 68.0% and 52.6%, respectively, for the three months ended June 30, 2019, compared to 67.1% and 53.8%, respectively, for the three months ended June 30, 2018. The NOI margin was impacted by accounting for realty taxes under IFRIC 21 and higher operating expenses. The Proportionate NOI margin for the three months ended June 30, 2019, decreased compared to 2018, due to higher operating costs and realty taxes.

# Net Operating Income - Six months ended June 30, 2019

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

	2019		2018		
For the six months ended June 30	Р	roportionate	Proportionate		
(In thousands of dollars)	NOI	NOI	NOI	NOI	
Revenue from properties					
Same Property	\$120,970	\$116,488	\$113,164	\$108,963	
Acquisitions / Dispositions	2,248	2,248	4,903	4,776	
Total revenue from properties	123,218	118,736	118,067	113,739	
Property operating expenses					
Same Property					
Operating costs	29,934	29,212	26,846	26,082	
Realty taxes	26,697	15,347	23,894	13,960	
Utilities	8,979	8,954	9,047	8,987	
Same Property	65,610	53,513	59,787	49,029	
Acquisitions / Dispositions	1,782	1,374	2,847	2,563	
Total property operating expenses	67,392	54,887	62,634	51,592	
NOI					
Total Same Property	55,360	62,975	53,377	59,934	
Acquisitions / Dispositions	466	874	2,056	2,213	
Total NOI	\$55,826	\$63,849	\$55,433	\$62,147	
NOI margin	45.3%	53.8%	47.0%	54.6%	

For the six months ended June 30, 2019, NOI from the REIT's properties increased by \$393 (or 0.7%) to \$55,826, compared to \$55,433 in 2018. The increase in NOI is due to an increase in Same Property NOI of \$1,983 (or 3.7%) and a decrease of \$1,590 from the disposition of properties net of the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase of \$1,983 is due to an increase in Canada of \$920 (or 3.7%), a decrease in the U.S. of US\$245 (or 1.1%) and the change in foreign exchange rate which increased NOI by \$1,308.

For the six months ended June 30, 2019, Proportionate NOI from the REIT's properties increased by \$1,702 (or 2.7%) to \$63,849, compared to \$62,147 in 2018. The increase in Proportionate NOI is due to an increase in Same Property Proportionate NOI of \$3,041 (or 5.1%) and a decrease of \$1,339 from the disposition of properties net of the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase of \$3,041 is due to an increase in Canada of \$892 (or 3.7%), an increase in the U.S. of US \$479 (or 1.7%) and the change in foreign exchange rate which increased Proportionate NOI by \$1,670.

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

	2019		201	
For the six months ended June 30	Pi	oportionate	P	roportionate
(In thousands of dollars)	NOI	NOI	NOI	NOI
Same Property NOI - Canada (local currency)	\$25,886	\$25,329	\$24,966	\$24,437
Same Property NOI - U.S. (local currency)	22,058	28,234	22,303	27,755
Acquisitions / Dispositions (local currency)	370	677	1,630	1,730
Exchange amount to Canadian dollars	7,512	9,609	6,534	8,225
Total NOI	\$55,826	\$63,849	\$55,433	\$62,147

2019 2018 For the six months ended June 30 **Proportionate** Proportionate (In thousands of dollars) NOI NOI NOI NOI **Revenue from properties** Same Property \$45,965 \$45,068 \$44,402 \$43,538 Acquisitions 132 132 127 Total revenue from properties 46.097 45.200 44.529 43.538 **Property operating expenses** Same Property Operating costs 9,171 9,020 8,624 8,487 Realty taxes 5,199 5,096 4,974 4,869 Utilities 5,709 5,623 5,838 5,745 Same Property 20,079 19.739 19.436 19.101 Acquisitions 47 47 44 Total property operating expenses 20,126 19,786 19,480 19,101 NOI Same Property 25,886 25,329 24,966 24,437 Acquisitions 85 85 83 **Total NOI** \$25,971 \$25,414 \$25,049 \$24,437 **NOI** margin 56.3% 56.2% 56.3% 56.1%

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

For the six months ended June 30, 2019, NOI from the Canadian properties increased by \$922 (or 3.7%) to \$25,971, compared to \$25,049 in 2018. The increase in NOI is due to an increase in Same Property NOI of \$920 (or 3.7%) and an increase of \$2 from the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase was due to an increase in rental revenue of \$1,563 (or 3.5%), from higher AMR (4.0%), partially offset by an increase in operating expenses of \$643 (or 3.3%). The increase in operating expenses of \$643 was from an increase in operating costs of \$547 mainly from an increase in insurance expense and repairs and maintenance, and higher realty taxes of \$225 resulting from a \$216 realty tax refund received in 2018, partially offset by lower utilities of \$129 due to lower consumption resulting from the positive impact of the REIT's energy initiatives and sub-metering programs.

For the six months ended June 30, 2019, Proportionate NOI from the Canadian properties increased by \$977 (or 4.0%) to \$25,414, compared to \$24,437 in 2018. The increase in Proportionate NOI is due to an increase in Same Property Proportionate NOI of \$892 (or 3.7%) and an increase of \$85 from the acquisition of partial interests in three properties controlled by the REIT. The Same Property increase was due to an increase in rental revenue of \$1,530 (or 3.5%), from higher AMR (4.0%) and an increase in operating expenses of \$638 (or 3.3%). The increase in operating expenses of \$638 was from an increase in operating cost of \$533 mainly from an increase in insurance expense and repairs and maintenance, and higher realty taxes of \$227 resulting from a \$216 realty tax refund received in 2018, partially offset by lower utilities of \$122 due to lower consumption resulting from the positive impact of the REIT's energy initiatives and sub-metering programs.

The REIT's Canadian NOI margin and Proportionate NOI margin were 56.3% and 56.2%, respectively, for the six months ended June 30, 2019, compared to 56.3% and 56.1%, respectively, for the six months ended June 30, 2018. Overall, as noted above, higher AMR led to a 3.5% increase in revenue; as well, a decrease in utilities, partially offset by higher operating costs, and realty taxes as a result of a realty tax refund received in 2018, contributed to the higher NOI margin.

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

Exchange amount to Canadian dollars	7,512	9,609	6,534	8,225
Total NOI (in US dollars)	22,343	28,826	23,850	29,485
Dispositions	285	592	1,547	1,730
Same Property	22,058	28,234	22,303	27,755
NOI in US dollars				
Total property operating expenses	35,501	26,330	33,671	25,428
Dispositions	1,307	1,000	2,189	2,006
Same Property	34,194	25,330	31,482	23,422
Utilities	2,453	2,500	2,512	2,540
Realty taxes	16,171	7,688	14,717	7,115
Operating costs	15,570	15,142	14,253	13,767
Same Property				
Property operating expenses				
Total revenue from properties	57,844	55,156	57,521	54,913
Dispositions	1,592	1,592	3,736	3,736
Same Property	\$56,252	\$53,564	\$53,785	\$51,177
Revenue from properties	-			
unless otherwise stated)	NOI	NOI	NOI	NOI
(In thousands of U.S. dollars,	P	roportionate		Proportionate

For the six months ended June 30, 2019, NOI from the U.S. properties decreased by \$529 (or 1.7%) to \$29,855, compared to \$30,384 in 2018. The decrease in NOI is due to a decrease from the disposition of five Louisiana properties of US\$1,262, a decrease in Same Property NOI of US\$245 (or 1.1%) and the change in foreign exchange rate which increased NOI by \$978. The Same Property decrease was due to higher operating expenses of US\$2,712 (or 8.6%), mainly from an increase in operating costs and realty taxes, partially offset by an increase in rental revenue of US\$2,467 (or 4.6%), from higher AMR (3.0%) and improved occupancy. The increase in operating costs is due to an increase in insurance expense, repairs and maintenance and payroll. The increase in realty taxes is due to an increase in IFRIC 21 adjustment as well as an increase in the assessed market value at certain properties.

For the six months ended June 30, 2019, Proportionate NOI from the U.S. properties increased by \$725 (or 1.9%) to \$38,435, compared to \$37,710 in 2018. The increase in Proportionate NOI is due to an increase in Same Property Proportionate NOI of US\$479 (or 1.7%), a decrease from the disposition of five Louisiana properties of US\$1,138 and the change in foreign exchange rate which increased NOI by \$1,384. The Same Property increase was mainly due to an increase in rental revenue of US\$2,387 (or 4.7%), from higher AMR (3.0%) and improved occupancy, partially offset by an increase in operating expenses of US\$1,908 (or 8.1%), mainly from an increase in operating costs and realty taxes. The increase in operating costs is due to an increase in insurance expense, repairs and maintenance and payroll. The increase in realty taxes is due to an increase in the assessed market value at certain properties.

The REIT's U.S. NOI margin and Proportionate NOI margin were 38.6% and 52.3%, respectively, for the six months ended June 30, 2019, compared to 41.5% and 53.7%, respectively, for the six months ended June 30, 2018. The NOI margin was impacted by accounting for realty taxes under IFRIC 21. The Proportionate NOI margin for the six months ended June 30, 2019, decreased compared to 2018, due to higher operating costs and realty taxes.

# INTEREST EXPENSE

Interest expense consists of the following:

	Three mont June		Six month June	
(In thousands of dollars)	2019	2018	2019	2018
Interest on mortgages	\$10,243	\$10,439	\$20,644	\$20,669
Distributions on Class C LP Units - interest	809	834	1,602	1,658
Interest on mortgages and Retained Debt	11,052	11,273	22,246	22,327
Distributions on Class C LP Units - tax payment	141	138	281	276
Interest on convertible debentures	959	959	1,913	1,872
Interest on lease liability	100	97	200	192
Amortization of mark-to-market adjustment on mortgages	_	(200)	_	(443)
Amortization of deferred financing costs	691	743	1,424	1,492
Amortization of deferred financing costs on convertible debentures	155	146	310	285
Fair value loss (gain) on conversion option on the convertible debentures	(126)	445	1,226	(126)
Loss on extinguishment of mortgages payable	70	_	561	_
Interest expense before distributions on Class B LP Units	13,042	13,601	28,161	25,875
Distributions on Class B LP Units	2,925	2,842	5,849	5,684
	\$15,967	\$16,443	\$34,010	\$31,559

Total interest expense decreased by \$476 during the three months ended June 30, 2019, to \$15,967, compared to \$16,443 in 2018. The decrease is predominantly due to an decrease in interest on mortgages of \$196 resulting from the disposition of five Louisiana properties during the first and second quarters of 2019, and a non-cash decrease in fair value change on the convertible debentures' conversion option of \$571, partially offset by a loss on extinguishment of mortgages payable of \$70, lower amortization of mark-to-market adjustments of \$200 and an increase of \$83 in distributions on Class B LP Units resulting from an increase to monthly distributions during the fourth quarter of 2018. The strengthening of the Canadian dollar decreased interest expense on U.S. mortgages by \$250 excluding the impact of dispositions.

Total interest expense increased by \$2,451 during the six months ended June 30, 2019, to \$34,010, compared to \$31,559 in 2018. The increase is predominantly due to a loss on extinguishment of mortgages payable of \$561, lower amortization of mark-to-market adjustments of \$443, a non-cash increase in fair value change on the convertible debentures' conversion option of \$1,352 and an increase of \$165 in distributions on Class B LP Units resulting from an increase to monthly distributions during the fourth quarter of 2018. The strengthening of the Canadian dollar decreased interest expense on U.S. mortgages by \$600 excluding the impact of dispositions.

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 represents the interest and tax components associated with the Retained Debt that had been classified as interest expense for the three and six months ended June 30, 2019, amounted to \$950 (2018 - \$972) and \$1,883 (2018 - \$1,934), respectively.

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 and six months ended June 30, 2019 amounted to \$2,925 (2018 - \$2,842) and \$5,849 (2018 - \$5,684), respectively.

# **TRUST EXPENSES**

Trust expenses consist of the following:

		Three months ended June 30		
(In thousands of dollars)	2019	2018	2019	2018
Asset management fees and distributions	\$2,961	\$2,910	\$5,834	\$5,507
Professional fees	352	409	632	639
Public company expenses	185	183	365	344
Other	236	228	369	362
	\$3,734	\$3,730	\$7,200	\$6,852

Trust expenses increased by \$4 during the three months ended June 30, 2019, to \$3,734, compared to \$3,730 in 2018, and increased by \$348 during the six months ended June 30, 2019, to \$7,200, compared to \$6,852 in 2018. The increase during the three and six months ended June 30, 2019 is predominantly due to higher asset management fees and distributions, resulting from an increase in gross book value and growth in FFO (see Part VI, "Related Party Transactions").

# **EQUITY INCOME FROM INVESTMENT**

The REIT acquired a 50% interest in a property comprising 492 suites located in Rockville, Maryland, in which the REIT has joint control of the investment and accounts for its investment using the equity method.

Equity income from investment for the three months ended June 30, 2019, was \$1,575 and included a non-cash fair value gain of \$1,033 and an IFRIC 21 adjustment of \$274. For the three months ended June 30, 2018, equity income from investment was \$163 and included a non-cash fair value loss of \$437 and an IFRIC 21 adjustment of \$271.

Equity income from investment for the six months ended June 30, 2019, was \$2,128, including a non-cash fair value gain of \$2,255 and an IFRIC 21 expense adjustment of \$545. For the six months ended June 30, 2018, equity income from investment was \$886, including non-cash fair value gain of \$846 and an IFRIC 21 expense adjustment of \$543.

# 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 the three and six months ended June 30, 2019 amounted to \$363 (2018 - gain of \$560) and \$693 (2018 - gain of \$1,240), respectively, which is mainly the result of the fluctuation of the Canadian dollar against the United States dollar as at June 30, 2019, when compared to December 31, 2018.

# **OTHER INCOME**

Other income mainly represents interest income earned from the Morguard Facility on advances made to Morguard and other expenses. Other income during the three months ended June 30, 2019, amounted to \$137 (2018 - \$69) and for the six months ended June 30, 2019, amounted to \$151 (2018 - \$69).

# 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 June 30, 2019, the REIT recognized a net fair value gain of \$30,752 (2018 - \$34,358). The fair value gain comprises of \$25,371 at the REIT's Canadian properties as a result of an increase in stabilized NOI and \$5,381 at the U.S. properties, which was predominantly due to an increase in stabilized NOI, net of a \$5,563 adjustment on realty taxes accounted for under IFRIC 21.

For the six months ended June 30, 2019, the REIT recognized a net fair value gain of \$58,585 (2018 - \$105,828). The fair value gain comprises \$43,366 at the REIT's Canadian properties as a result of an increase in stabilized NOI and \$15,219 at the U.S. properties, which was predominantly due to a net increase in stabilized NOI and an \$11,081 adjustment on realty taxes accounted for under IFRIC 21.

# FAIR VALUE LOSS 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 June 30, 2019, 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 \$317,249 (December 31, 2018 - \$295,376). The REIT incurred a fair value loss for the three and six months ended June 30, 2019 of \$1,205 (2018 - \$23,596) and \$21,873 (2018 - \$nil), respectively (see Part V, "Capital Structure and Debt Profile").

# **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.

Current tax expense for the three and six months ended June 30, 2019 amounted to \$33 (2018 - \$29) and \$66 (2018 - \$61), respectively.

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 tax. For the three and six months ended June 30, 2019, the REIT has recorded a deferred tax expense for U.S. federal and state taxes associated with the U.S. subsidiaries of \$8,239 (2018 - \$9,988) and \$7,210 (2018 - \$24,891), respectively. The deferred tax expense is mainly due to a fair value increase related to the U.S. properties.

The REIT's income tax provision consist of the following:

	Three months ended Six months e June 30 June 30			
(In thousands of dollars)	2019	2018	2019	2018
Current	\$33	\$29	\$66	\$61
Deferred	8,239	9,988	7,210	24,891
Provision for income taxes	\$8,272	\$10,017	\$7,276	\$24,952

As at June 30, 2019, the U.S. subsidiaries of the REIT have total net operating losses of approximately US\$32,945 (December 31, 2018 - US\$30,075) 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 June 30, 2019, the REIT's U.S. subsidiaries have a total of US\$6,279 (December 31, 2018 - US\$8,172) of unutilized interest expense deductions of 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:

	Three months ended June 30		Six months June	
(In thousands of dollars, except per Unit amounts)	2019	2018	2019	2018
Net income for the period attributable to Unitholders	\$40,719	\$17,620	\$44,189	\$96,295
Add/(deduct):				
Realty taxes accounted for under IFRIC 21 <sup>(1)</sup>	(5,233)	(4,573)	10,513	9,161
Fair value loss (gain) on conversion option on the convertible	(126)	445	1,226	(126)
Distributions on Class B LP Units recorded as interest expense <sup>(2)</sup>	2,925	2,842	5,849	5,684
Foreign exchange loss (gain)	363	(560)	693	(1,240)
Fair value gain on real estate properties, net <sup>(3)</sup>	(31,785)	(33,921)	(60,840)	(106,674)
Non-controlling interests' share of fair value gain (loss) on real estate properties	(610)	250	230	2,445
Fair value loss on Class B LP Units	1,205	23,596	21,873	_
Deferred income tax provision	8,239	9,988	7,210	24,891
FFO - basic	\$15,697	\$15,687	\$30,943	\$30,436
Interest expense on the convertible debentures	959	959	1,913	1,872
FFO - diluted	\$16,656	\$16,646	\$32,856	\$32,308
FFO per Unit - basic	\$0.31	\$0.31	\$0.61	\$0.60
FFO per Unit - diluted	\$0.31	\$0.30	\$0.60	\$0.58
Weighted average number of Units outstanding (in thousands):				
Basic <sup>(4)</sup>	50,958	50,926	50,954	50,922
Diluted <sup>(4) (5)</sup>	55,191	55,159	55,187	55,324

(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 investment.

(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 June 30, 2019, increased by \$10, or 0.1%, to \$15,697 (\$0.31 per Unit), compared to \$15,687 (\$0.31 per Unit) in 2018. The increase is mainly due to an increase in other income of \$68, partially offset by lower Proportionate NOI of \$33 and increase in interest expense of \$19 (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). The increase in interest expense of \$19 includes lower amortization of mark-to-market adjustments of \$200 and a \$70 loss on extinguishment of mortgage payable in connection with the disposal of five Louisiana properties.

Basic FFO per Unit for the three months ended June 30, 2019, was \$0.31 per Unit, compared to \$0.31 per Unit for the three months ended June 30, 2018. The change in the foreign exchange rate had a \$0.01 per Unit positive impact and the disposal of the five Louisiana properties had a \$0.01 per Unit negative impact.

Basic FFO for the six months ended June 30, 2019, increased by \$507, or 1.7%, to \$30,943 (\$0.61 per Unit), compared to \$30,436 (\$0.60 per Unit) in 2018. The increase is mainly due to higher Proportionate NOI of \$1,702 and an increase in other income of \$82, partially offset by an increase in interest expense of \$925 (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 an increase in trust expenses of \$348. The increase in interest expense of \$925 includes lower amortization of mark-to-market adjustments of \$443 and a \$561 loss on extinguishment of mortgage payable in connection with the disposal of five Louisiana properties.

Basic FFO per Unit for the six months ended June 30, 2019, increased by \$0.01 to \$0.61 per Unit, compared to \$0.60 per Unit for the six months ended June 30, 2018. The change in the foreign exchange rate had a \$0.02 per Unit positive impact and the disposal of the five Louisiana properties 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 and six months ended June 30, 2019, total distributions amounted to \$8,653 (2018 - \$8,403) and \$17,304 (2018 - \$16,805), respectively.

On October 30, 2018, the REIT announced that its Board of Trustees has approved an increase to its annual cash distributions by \$0.02 per Unit (3.03%) to \$0.68 per Unit on an annualized basis from \$0.66 per Unit. The increase was effective for the November 2018 distribution, paid on December 14, 2018.

			2019			2018
Three months ended June 30	C	lass B LP		(	Class B LP	
(In thousands of dollars)	Units	Units	Total	Units	Units	Total
Distributions paid and declared	\$5,581	\$2,925	\$8,506	\$5,446	\$2,842	\$8,288
Distributions – DRIP	147	_	147	115	_	115
Total	\$5,728	\$2,925	\$8,653	\$5,561	\$2,842	\$8,403
			I			
			2019			2018
Six months ended June 30	C	lass B LP		(	Class B LP	
(In thousands of dollars)	Units	Units	Total	Units	Units	Total
Distributions paid and declared	\$11,180	\$5,849	\$17,029	\$10,905	\$5,684	\$16,589
Distributions – DRIP	275	_	275	216	_	216
Total	\$11,455	\$5,849	\$17,304	\$11,121	\$5,684	\$16,805

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

	Three months ended	Six months ended	Year ended	Year ended
	June 30,	June 30,	December 31,	December 31,
(In thousands of dollars)	2019	2019	2018	2017
Net income	\$41,912	\$45,638	\$174,710	\$173,131
Cash provided by operating activities	17,840	26,244	59,947	59,476
Distributions - Units <sup>(1)</sup>	\$5,728	\$11,455	\$22,355	\$21,663
Excess of net income over distributions	\$36,184	\$34,183	\$152,355	\$151,468
Excess of cash provided by operating activities over distributions	\$12,112	\$14,789	\$37,592	\$37,813

(1) 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 and six months ended June 30, 2019, includes a net income of \$28,446 and \$20,549, respectively, of non-cash components relating to a fair value gain on real estate properties, fair value loss on Class B LP Units, an IFRIC 21 adjustment to realty taxes, equity income from investment 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	June 30,	December 31,
(In thousands of Canadian dollars, unless otherwise stated)	2019	2018
Canadian Properties		
Alberta	\$61,000	\$61,000
Ontario	1,187,350	1,148,490
Total Canadian Properties	1,248,350	1,209,490
U.S. Properties (in US dollars)		
Colorado	94,300	93,600
Texas	158,600	159,900
Louisiana	31,700	79,500
Illinois	227,400	227,400
Georgia	121,670	120,940
Florida	396,210	393,360
North Carolina	132,160	127,210
Virginia	49,500	49,100
	1,211,540	1,251,010
Property under development	14,231	12,254
Impact of realty taxes accounted for under IFRIC 21	8,053	_
Total U.S. Properties (in US dollars)	1,233,824	1,263,264
Exchange amount to Canadian dollars	380,883	460,081
Total U.S. Properties (in Canadian dollars)	1,614,707	1,723,345
Total real estate properties	\$2,863,057	\$2,932,835

The value of real estate properties decreased by \$69,778 as at June 30, 2019, to \$2,863,057, compared to \$2,932,835 at December 31, 2018. The decrease is mainly the result of the following:

- The disposition of five U.S. properties located in Louisiana totalling \$63,809 (see Part II, "Significant Events");
- A decrease of \$69,524 due to the change in U.S. dollar foreign exchange rate;
- A net fair value gain on real estate properties of \$58,174, which is mainly attributable to an increase in stabilized NOI at Canadian properties and a \$10,540 adjustment on realty taxes accounted for under IFRIC 21; and
- Capitalization of property enhancements and development expenditures of \$13,130.

# **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. As at June 30, 2019, and December 31, 2018, 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 real estate properties at each reporting period.

As at June 30, 2019, using the direct capitalization income approach, the properties were valued using capitalization rates in the range of 4.0% to 6.8% (December 31, 2018 - 4.0% to 7.8%), resulting in an overall weighted average capitalization rate of 4.7% (December 31, 2018 - 4.7%).

	June 30, 2019 Capitalization Rates			ber 31, 201 ization Rate		
	Max.	Min.	Weighted Average	Max.	Min.	Weighted Average
Canada				·		
Alberta	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Ontario	4.5%	4.0%	4.2%	4.5%	4.0%	4.2%
United States						
Colorado	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%
Texas	5.3%	5.0%	5.1%	5.3%	5.0%	5.1%
Louisiana	6.8%	5.5%	6.0%	7.8%	5.5%	6.8%
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%	5.4%	6.5%	5.0%	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%

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

(1) Includes an equity-accounted investment.

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 real estate properties as at June 30, 2019, would decrease by \$143,791 or increase by \$160,221, respectively.

# **PROPERTY UNDER DEVELOPMENT**

On April 5, 2018, the REIT acquired a property comprising 116 suites located in New Orleans, Louisiana, for a purchase price of \$14,866 (US\$11,636), including closing costs. The property is vacant and designated as a property under development. The REIT plans to complete capital upgrades during the second half of 2019, at which point initial lease-up will commence. During the six months ended June 30, 2019, the REIT incurred \$2,637 of development expenditures related to the development project.

# **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.

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

		Six months ended June 30		
(In thousands of dollars)	2019	2018	2018	2017
Common area	\$2,300	\$734	\$3,721	\$3,097
Mechanical, plumbing and electrical	751	1,054	2,083	2,414
Exterior building	1,348	1,356	4,772	4,129
Garage	85	144	1,471	1,917
Elevator	93	42	42	18
Energy initiative expenditure	343	1,518	5,321	2,416
In-suite improvements	5,573	5,109	11,540	7,586
Total capital expenditures	\$10,493	\$9,957	\$28,950	\$21,577

# **Capital Expenditures by Region**

The following details total capital expenditures by region:

# For the six months ended June 30, 2019 (In thousands of dollars)



# **EQUITY-ACCOUNTED INVESTMENT**

The REIT owns a 50% interest in a property comprising 492 suites located in Rockville, Maryland, in which the REIT has joint control of the investment and accounts for its investment using the equity method. Development of the property was completed in 2008. The Fenestra at Rockville Town Square ("The Fenestra") comprises three six-storey buildings, featuring condo-quality amenities located in an urban growth market within commuting distance of Washington, D.C.

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

As at	June 30, 2019	December 31, 2018
Balance, beginning of period	\$40,859	\$37,295
Share of net income	2,128	271
Foreign exchange gain (loss)	(1,704)	3,293
Balance, end of period	\$41,283	\$40,859

# PART V

# LIQUIDITY AND CAPITAL RESOURCES

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:

	Three month June		Six months ended June 30	
(In thousands of dollars)	2019	2018	2019	2018
Cash provided by operating activities	\$17,840	\$25,337	\$26,244	\$29,280
Cash provided by (used in) investing activities	(6,268)	(20,672)	25,496	(24,880)
Cash used in financing activities	(9,718)	(509)	(44,079)	(7,080)
Net increase (decrease) in cash during the period	1,854	4,156	7,661	(2,680)
Net effect of foreign currency translation on cash balance	(87)	(103)	12	(315)
Cash, beginning of the period	22,692	18,073	16,786	25,121
Cash, end of period	\$24,459	\$22,126	\$24,459	\$22,126

# Three months ended June 30, 2019 and 2018

# **Cash Provided by Operating Activities**

Cash provided by operating activities during the three months ended June 30, 2019, was \$17,840, compared to \$25,337 in 2018. The change during the period mainly relates to a decrease in non-cash operating assets and liabilities of \$7,502, an increase in foreign exchange loss of \$923, a decrease in NOI (excluding IFRIC 21 adjustment) of \$90 and an increase in distributions on Class B LP Units of \$83, partially offset a decrease in additions to tenant incentives of \$796, a decrease in interest on mortgages of \$196 and an increase in other income of \$68.

# **Cash Used in Investing Activities**

Cash used in investing activities during the three months ended June 30, 2019, totalled \$6,268, compared to \$20,672 during the same period in 2018. Cash used in investing activities during the period consists of the capitalization of property enhancements and development expenditures of \$7,844, partially offset by the net proceeds from sale of a Louisiana property of \$1,576.

# **Cash Used in Financing Activities**

Cash used in financing activities during the three months ended June 30, 2019, was \$9,718, compared to \$509 during the same period in 2018. The cash used in financing activities during the period was largely due to increase in subsidiary ownership interest of \$8,014, distributions paid to Unitholders of \$5,581, mortgage principal instalment repayments of \$5,529, distributions to non-controlling interest of \$914 and increase in restricted cash of \$775, partially offset by net proceeds from the Morguard Facility of \$11,095.

# Six months ended June 30, 2019 and 2018

# **Cash Provided by Operating Activities**

Cash provided by operating activities during the six months ended June 30, 2019, was \$26,244, compared to \$29,280 in 2018. The change during the period mainly relates to a decrease in non-cash operating assets and liabilities of \$3,922, an increase in foreign exchange loss of \$1,933, an increase in trust expenses of \$348 and an increase in distributions on Class B LP Units of \$165, partially offset by an increase in NOI (excluding IFRIC 21 adjustment) of \$1,844, a decrease in additions to tenant incentives of \$1,147 and an increase in other income of \$82.

# Cash Provided by (Used in) Investing Activities

Cash provided by investing activities during the six months ended June 30, 2019, totalled \$25,496, compared to cash used in investing activities of \$24,880 during the same period in 2018. The cash provided by investing activities during the period consists of the net proceeds from sale of five Louisiana properties totaling \$38,626, partially offset by capitalization of property enhancements and development expenditures of \$13,130.

# **Cash Used in Financing Activities**

Cash used in financing activities during the six months ended June 30, 2019, totalled \$44,079, compared to \$7,080 during the same period in 2018. The cash used in financing activities during the period was largely due to the repayment due to a mortgage extinguishment in connection with the disposal of a property of \$11,331, mortgage principal instalment repayments of \$11,225, distributions paid to Unitholders of \$11,180, an increase in subsidiary ownership interest of \$8,014, distributions to non-controlling interest of \$1,806 and the net repayment of the Morguard Facility of \$591, partially offset by a decrease in restricted cash of \$68.

# 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	June 30,	December 31,
(In thousands of dollars)	2019	2018
Mortgages payable, principal balance	\$1,162,903	\$1,243,887
Class C LP Units and present value of tax payment, principal balance	89,102	90,663
Convertible debentures, face value	85,500	85,500
Morguard Facility	14,008	12,803
Lease liability	9,357	9,754
Class B LP Units	317,249	295,376
Unitholders' equity	1,022,362	1,018,423
Total capitalization	\$2,700,481	\$2,756,406

# **DEBT PROFILE**

As at June 30, 2019, the overall leverage, as represented by the ratio of total indebtedness to gross book value was 46.1%. The maximum allowable ratio under the Declaration of Trust is 70%.

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:

	June 30,	December 31,
As at	2019	2018
Total indebtedness to gross book value	46.1%	47.9%
Weighted average mortgage interest rate <sup>(1)</sup>	3.48%	3.49%
Weighted average term to maturity on mortgages payable (years)	5.3	5.8

(1) Represents the contractual interest rates on mortgages payable and Class C LP Units.

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		Three months ended June 30		ended 0
	2019	2018	2019	2018
Interest coverage ratio (1) (2)	2.28	2.24	2.27	2.20
Indebtedness coverage ratio (1) (3)	1.60	1.61	1.59	1.58

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

(2) Interest coverage ratio is defined as net income before equity income (loss) from investment, 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, amortization of mark-to-market adjustments, and fair value adjustments but including interest on the convertible debentures.

(3) Indebtedness coverage ratio is defined as net income before equity income (loss) from investment, 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, amortization of mark-to-market adjustments and any fair value adjustments.

# MORTGAGES PAYABLE AND CLASS C LP UNITS REPAYMENT SCHEDULE

The following table reflects the principal repayment schedule for the REIT's mortgages and Class C LP Units.

As at June 30, 2019 (In thousands of dollars)	Principal Instalment Repayments	Balance Maturing	Total	Weighted Average Contractual Interest Rate
2019 (remainder of the year)	\$11,179	\$100,351	\$111,530	3.21%
2020	23,476	8,828	32,304	4.25%
2021	24,359	75,280	99,639	3.97%
2022	24,534	69,097	93,631	3.76%
2023	21,613	148,932	170,545	3.47%
Thereafter	40,113	695,425	735,538	3.44%
	\$145,274	\$1,097,913	1,243,187	3.48%
Deferred financing costs			(12,163)	
Present value of tax payment on Class C LP Units			8,818	
Mortgages payable and Class C LP Units			\$1,239,842	

As at June 30, 2019, the principal balance on the mortgages payable and Class C LP Units totalled \$1,243,187 (December 31, 2018 - \$1,325,810) and the deferred financing costs associated with the mortgages and Class C LP Units amounted to \$12,163 (December 31, 2018 - \$14,423).

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 \$8,818 as at June 30, 2019 (December 31, 2018 - \$8,740).

Mortgages payable and Class C LP Units decreased by \$80,285 as at June 30, 2019, to \$1,239,842, compared to \$1,320,127 at December 31, 2018. The decrease is mainly due to the following:

- The assumption and repayment of mortgages on the disposition of five properties located in Louisiana totalling \$36,514 (US\$27,451) which had a weighted average interest rate of 3.50%;
- Scheduled principal repayments of \$11,225;
- An decrease of \$34,812 due to the change in U.S. dollar foreign exchange rate; partly offset by; and
- Amortization of deferred financing cost, the loss on extinguishment of mortgage payable and the
  present value adjustment of tax liability on Class C LP Units of \$2,266.

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. As at June 30, 2019, the mortgages and Class C LP Units bear interest at rates ranging between 2.25% and 4.25% per annum, with a weighted average interest rate of 3.48% (December 31, 2018 - 3.49%) and mature between 2019 and 2029, with a weighted average term to maturity of 5.3 years (December 31, 2018 - 5.8 years).

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. Significant changes in financial condition are reviewed below.

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

			2019			2020
Asset Type	Number of Properties	Principal Maturing	Weighted Average Interest Rate	Number of Properties	Principal Maturing	Weighted Average Interest Rate
Canada		\$—	—%	1	\$8,828	4.25%
U.S.	3	100,351	3.21%		_	—%
	3	\$100,351	3.21%	1	\$8,828	4.25%

# **CONVERTIBLE DEBENTURES**

Convertible debentures consist of the following:

As at	June 30,	December 31,
(In thousands of dollars)	2019	2018
4.50% convertible unsecured subordinated debentures	\$85,223	\$85,223
Fair value of conversion option	3,695	2,469
Unamortized financing costs	(2,613) (2	
	\$86,305	\$84,769

For the three and six months ended June 30, 2019, interest on the convertible debentures amounting to \$959 (2018 - \$959) and \$1,913 (2018 - \$1,872), respectively, are 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 ("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 semiannually, not in advance, on March 31 and September 30 of each year, commencing on September 30, 2018. 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 June 30, 2019, and December 31, 2018, \$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.

# 4.65% Convertible Unsecured Subordinated Debentures

On March 15, 2013, the REIT issued \$60,000 principal amount of 4.65% convertible unsecured subordinated debentures (the "2013 Debentures") maturing on March 30, 2018. On February 23, 2018, \$23 of the 2013 Debentures were converted into 1,483 Units, and on February 26, 2018, the REIT redeemed the remaining \$59,977 of its outstanding 2013 Debentures in advance of their March 30, 2018 maturity date.

# **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 dollars, interest will be calculated either at the 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 June 30, 2019, the net amount payable under the Morguard Facility was \$14,008, comprising an amount receivable of US\$45,600 and a payable of \$73,685. As at December 31, 2018, the net amount payable under the Morguard Facility was \$12,803, comprising an amount receivable of US\$22,858 and a payable of \$43,986.

During the three and six months ended June 30, 2019, the REIT earned on the Morguard Facility net interest income of \$194 (2018 - net interest expense of \$9) and \$192 (2018 - \$8), respectively.

# 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, 2017, to June 30, 2019:

Issued and Fully Paid Units (In thousands, except Unit amounts)	Units	Amount
Balance, December 31, 2017	33,690,613	\$367,928
Units issued under DRIP	30,784	480
2013 Debentures converted	1,483	23
Balance, December 31, 2018	33,722,880	368,431
Units issued under DRIP	15,619	275
Balance, June 30, 2019	33,738,499	\$368,706

# NORMAL COURSE ISSUER BIDS

On December 13, 2018, the REIT obtained the approval of the TSX under its normal course issuer bid ("NCIB") to purchase up to 2,556,288 Units, being approximately 10% of the public float of outstanding Units; the program expires on December 20, 2019. The daily repurchase restriction for the Units is 6,157. Additionally, the REIT may purchase up to \$8,050 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 \$12. 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 six months ended June 30, 2019.

# 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 six months ended June 30, 2019, the REIT issued 15,619 Units under the DRIP (December 31, 2018 - 30,784 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 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.

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 June 30, 2019, and December 31, 2018, there were 17,223,090 Class B LP Units issued and outstanding.

As at June 30, 2019, 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 \$317,249 (December 31, 2018 - \$295,376) and a corresponding fair value loss for the three and six months ended June 30, 2019 of \$1,205 (2018 - \$23,596) and \$21,873 (2018 - \$nil), respectively. For the three and six months ended June 30, 2019, distributions on Class B LP Units amounting to \$2,925 (2018 - \$2,842) and \$5,849 (2018 - \$5,684), respectively, are included in interest expense.

As at June 30, 2019, Morguard owned a 46.9% effective interest in the REIT through its ownership of 6,675,166 Units and 17,223,090 Class B LP Units.

As at July 30, 2019, there were 33,740,871 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. Fees and distributions for the three and six months ended June 30, 2019 amounted to \$2,128 (2018 - \$2,102) and \$4,314 (2018 - \$4,132), respectively, are included in property operating costs and equity income from investment.

# **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. Fees and distributions for the three and six months ended June 30, 2019 amounted to \$3,016 (2018 - \$2,963) and \$5,943 (2018 - \$5,611), respectively, are included in trust expenses and equity income from investment.

# 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. Fees relating to acquisition services for the three and six months ended June 30, 2019 amounted to \$nil (2018 - \$110) and \$nil (2018 - \$110), respectively.

# 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. Fees relating to financing services for the three and six months ended June 30, 2019 amounting to \$nil (2018 - \$121) and \$nil (2018 - \$121), respectively, have been capitalized to deferred financing costs.

# **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. Fees relating to development services for the three and six months ended June 30, 2019, amounted to \$20 (2018 - \$nil) and \$32 (2018 - \$nil), respectively, and are included in property under development.

#### **Other Services**

As at June 30, 2019, the REIT had its portfolio appraised by Morguard's appraisal division. Fees relating to appraisal services for the three and six months ended June 30, 2019, amounting to \$52 (2018 - \$58) and \$110 (2018 - \$116), respectively, 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 and six months ended June 30, 2019 and 2018, 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, except for the adoption of current accounting policies as described in Note 3 of the unaudited condensed consolidated financial statements and accompanying notes for the three and six months ended June 30, 2019, and should be read in conjunction with the most recent annual audited consolidated financial statements.

The MD&A for the year ended December 31, 2018, 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 June 30, 2019, 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, 2018.

### 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 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 June 30, 2019, market rates for debts of similar terms. Based on these assumptions, as at June 30, 2019, 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 \$1,193,106 and \$82,426 (December 31, 2018 - \$1,239,641 and \$83,865), 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 June 30, 2019, the fair value of the convertible debentures before deferred financing costs has been estimated at \$87,415 (December 31, 2018 - \$85,500), compared with the carrying value of \$85,223 (December 31, 2018 - \$85,223).

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

## ADOPTION OF ACCOUNTING STANDARDS CURRENT ACCOUNTING POLICY CHANGES

#### IFRS 16, Leases ("IFRS 16")

In January 2016, the IASB issued IFRS 16. The new standard requires that for most leases, lessees must initially recognize a lease liability for the obligation to make lease payments and a corresponding right-of-use asset for the right to use the underlying asset for the lease term. Lessor accounting under IFRS 16 is substantially unchanged; lessors will continue to classify all leases as either operating or finance leases using similar principles as in IAS 17. Therefore, IFRS 16 did not have an impact for leases where the REIT is the lessor.

The REIT adopted the standard on January 1, 2019, using a modified retrospective approach. The REIT elected to use the transition practical expedient allowing the standard to be applied only to contracts that were previously identified as leases applying IAS 17 and IFRIC 4 at the date of initial application. The REIT also elected to use the recognition exemptions for lease contracts that, at the commencement date, have a lease term of 12 months or less and do not contain a purchase option ("short-term leases"), and lease contracts for which the underlying asset is of low value ("low-value assets").

#### Leases previously classified as finance leases

The REIT did not change the initial carrying amounts of recognized assets and liabilities at the date of initial application for leases previously classified as finance leases (i.e., the right-of-use assets and lease liabilities equal the lease assets and liabilities recognized under IAS 17). The requirements of IFRS 16 were applied to these leases from January 1, 2019.

#### Leases previously accounted for as operating leases

The REIT reviewed all operating lease contracts in which it is a lessee and concluded that all operating leases were either short-term lease for which the REIT applied the short-term leases exemption to leases having a lease term that ends within 12 months at the date of initial application or low-value asset and therefore had no impact upon adoption.

Summary of new accounting policies that have been applied from the date of initial application At the commencement date of a lease, the REIT will recognize a liability to make lease payments and an asset representing the right to use the underlying asset during the lease term. Certain right-of-use assets related to land leases meet the definition of investment property under IAS 40, *Investment Property*; therefore, the fair value model is applied to those assets. Interest expense on the lease liability and the fair value gain (loss) on the right-of-use asset is recognized separately.

The REIT measures lease liabilities at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the REIT and payments of penalties for terminating a lease, if the lease term reflects the REIT exercising the option to terminate. The variable lease payments that do not depend on an index or a rate are recognized as expense in the period on which the event or condition that triggers the payment occurs. In calculating the present value of lease payments, the REIT uses the incremental borrowing rate at the lease commencement date if the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the in-substance fixed lease payments or a change in the assessment to purchase the underlying asset.

The REIT applies the recognition exemptions for leases of low-value assets and short-term leases.

#### IFRIC Interpretation 23, Uncertainty over Income Tax Treatments ("IFRIC 23")

IFRIC 23 addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12, *Income Taxes* ("IAS 12") and does not apply to taxes or levies outside the scope of IAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments. IFRIC 23 specifically addresses the following:

- Whether an entity considers uncertain tax treatments collectively;
- The assumptions an entity makes about the examination of tax treatments by taxation authorities;
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates; and
- How an entity considers the effect of changes in facts and circumstances.

An entity applies IFRIC 23 for annual reporting periods beginning on or after January 1, 2019. The requirements are applied by recognizing the cumulative effect of initially applying them in retained earnings, or in other appropriate components of equity, at the start of the reporting period in which an entity first applies them, without adjusting comparative information. Full retrospective application is permitted, if an entity can do so without using hindsight.

The REIT adopted the interpretation on January 1, 2019. IFRIC 23 did not have a material impact on the REIT's consolidated financial statements.

## **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, 2018 and in the Risks and Uncertainties section of the latest Annual Information Form dated, February 12, 2019.

### 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 six months ended June 30, 2019. 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 six months ended June 30, 2019.

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 Attributable to –	Net Income Attributable to Unitholders per Unit	
except per Unit amounts)	Revenue	NOI	FFO	Unitholders	Basic	Diluted <sup>(1)</sup>
June 30, 2019	\$60,960	\$38,989	\$15,697	\$40,719	\$0.80	\$0.77
March 31, 2019	62,258	16,837	15,246	3,470	0.07	0.07
December 31, 2018	62,129	38,077	15,215	54,380	1.07	0.94
September 30, 2018	61,172	38,183	15,510	21,550	0.41	0.41
June 30, 2018	59,973	38,323	15,687	17,620	0.35	0.34
March 31, 2018	58,094	17,110	14,749	78,675	1.55	1.43
December 31, 2017	56,886	35,452	13,654	91,499	1.80	1.63
September 30, 2017	56,787	35,202	14,489	7,559	0.15	0.15

(1) 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 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 investment and deferred taxes.

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.

During the first quarter of 2019, the REIT disposed for four properties comprising 795 suites.

During the second quarter of 2018, the REIT acquired a property comprising of 116 suites that is vacant and classified as a property under development.

During the fourth quarter of 2017, the REIT sold a 49% interest in its property Coast at Lakeshore East, located in Chicago, Illinois.

During the third quarter of 2017, the REIT acquired two properties comprising 619 suites, a 50% interest in a property comprising 492 suites and disposed for four properties comprising 1,329 suites.

#### **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 2019, the Ontario guideline increase amount was established at 1.8% (1.8% for 2018 and 1.5% for 2017). 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 during the last eight quarters resulting from an increase in Same Property revenue. The decline in revenue during the quarter ended June 30, 2019, is a result of the impact of the disposal of five properties during the first half of 2019, which was partially offset by an increase in Same Property revenue.

As at June 30, 2019, Same Property occupancy in Canada was 98.8%, reflecting stable demand predominantly in Ontario. 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 June 30, 2019, Same Property occupancy in the U.S. was 95.2% as the REIT's overall U.S. occupancy reached near optimum levels, improving year over year in: Texas, Louisiana, Illinois, Georgia, Florida and Maryland compared to June 30, 2018, resulting from increased marketing efforts and a focus on resident retention.

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. 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, over the last eight quarters 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 six months ended June 30, 2019 and for the years ended December 31, 2018 and 2017, due to an overall increase in stabilized NOI and compression in capitalization rates;
- The REIT has recorded deferred tax expense coinciding with the fair value gains of the REIT's U.S. real estate properties. During the six months ended June 30, 2019, the REIT recorded a deferred tax recovery of \$7,210 due to a fair value increase related to the U.S. properties. In addition, during the fourth quarter of 2017, the REIT recorded an income tax recovery of \$44,734 resulting from a U.S. federal tax rate decrease from 35% to 21% enacted on December 22, 2017.

# CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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# BALANCE SHEETS

In thousands of Canadian dollars

As at	Note	June 30, 2019	December 31, 2018
ASSETS			
Non-current assets			
Real estate properties	4	\$2,863,057	\$2,932,835
Equity-accounted investment	5	41,283	40,859
		2,904,340	2,973,694
Current assets			
Amounts receivable		3,383	3,652
Prepaid expenses		8,019	4,164
Restricted cash		12,576	13,173
Cash		24,459	16,786
		48,437	37,775
		\$2,952,777	\$3,011,469
LIABILITIES AND EQUITY			
Non-current liabilities			
Mortgages payable and Class C LP Units	6	\$1,110,317	\$1,195,709
Convertible debentures	7	86,305	84,769
Class B LP Units	8	317,249	295,376
Deferred income tax liabilities		116,747	114,351
Accounts payable and accrued liabilities	10	9,357	9,754
		1,639,975	1,699,959
Current liabilities			
Mortgages payable and Class C LP Units	6	129,525	124,418
Morguard Facility	9	14,008	12,803
Accounts payable and accrued liabilities	10	56,970	46,428
		200,503	183,649
Total liabilities		1,840,478	1,883,608
EQUITY			
Unitholders' equity		1,022,362	1,018,423
Non-controlling interest		89,937	109,438
Total equity		1,112,299	1,127,861
		\$2,952,777	\$3,011,469

# STATEMENTS OF INCOME

In thousands of Canadian dollars

		Three month June		Six month June	
	Note	2019	2018	2019	2018
Revenue from real estate properties	12	\$60,960	\$59,973	\$123,218	\$118,067
Property operating expenses					
Property operating costs		(15,471)	(14,977)	(31,002)	(28,813)
Realty taxes		(2,394)	(2,368)	(27,225)	(24,383)
Utilities		(4,106)	(4,305)	(9,165)	(9,438)
Net operating income		38,989	38,323	55,826	55,433
Other expenses (income)					
Interest expense	13	15,967	16,443	34,010	31,559
Trust expenses	14	3,734	3,730	7,200	6,852
Equity income from investment	5	(1,575)	(163)	(2,128)	(886)
Foreign exchange loss (gain)		363	(560)	693	(1,240)
Other income		(137)	(69)	(151)	(69)
Income before fair value changes and income taxes		20,637	18,942	16,202	19,217
Fair value gain on real estate properties, net		30,752	34,358	58,585	105,828
Fair value loss on Class B LP Units	8	(1,205)	(23,596)	(21,873)	—
Income before income taxes		50,184	29,704	52,914	125,045
Provision for income taxes					
Current		33	29	66	61
Deferred		8,239	9,988	7,210	24,891
		8,272	10,017	7,276	24,952
Net income for the period		\$41,912	\$19,687	\$45,638	\$100,093
Net income attributable to:					
Unitholders		\$40,719	\$17,620	\$44,189	\$96,295
Non-controlling interest		1,193	2,067	1,449	3,798
		\$41,912	\$19,687	\$45,638	\$100,093

# STATEMENTS OF COMPREHENSIVE INCOME

In thousands of Canadian dollars

		Three months ended June 30		s ended 30
	2019	2018	2019	2018
Net income for the period	\$41,912	\$19,687	\$45,638	\$100,093
OTHER COMPREHENSIVE INCOME (LOSS)				
Item that may be reclassified subsequently to net income:				
Unrealized foreign currency translation gain (loss)	(16,489)	15,683	(32,717)	33,958
Total comprehensive income for the period	\$25,423	\$35,370	\$12,921	\$134,051
Total comprehensive income (loss) attributable to:				
Unitholders	\$26,029	\$31,333	\$15,119	\$125,796
Non-controlling interest	(606)	4,037	(2,198)	8,255
	\$25,423	\$35,370	\$12,921	\$134,051

# 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, 2017	\$367,928	\$48,762	\$332,735	\$64,917	\$814,342	\$103,364	\$917,706
Changes during the period:							
Net income	_	_	96,295	_	96,295	3,798	100,093
Other comprehensive income	_	_	_	29,501	29,501	4,457	33,958
Issue of Units - DRIP	216	_	(216)	_	_	_	_
Issue of Units - debentures converted	23	—	_	_	23	_	23
Distributions	_	_	(10,905)	_	(10,905)	(2,052)	(12,957)
Unitholders' equity, June 30, 2018	\$368,167	\$48,762	\$417,909	\$94,418	\$929,256	\$109,567	\$1,038,823
Changes during the period:							
Net income (loss)	_	_	75,930	—	75,930	(1,313)	74,617
Other comprehensive income	_	_	_	24,207	24,207	3,180	27,387
Issue of Units - DRIP	264	_	(264)	—	—	—	—
Distributions	_	_	(10,970)	—	(10,970)	(1,996)	(12,966)
Unitholders' equity, December 31, 2018	\$368,431	\$48,762	\$482,605	\$118,625	\$1,018,423	\$109,438	\$1,127,861
Changes during the period:							
Net income	_	_	44,189	-	44,189	1,449	45,638
Other comprehensive loss	_	—	-	(29,070)	(29,070)	(3,647)	(32,717)
Increase in subsidiary ownership interest	_	_	_	_	_	(15,497)	(15,497)
Issue of Units - DRIP 11(d)	275	_	(275)	—	—	_	_
Distributions 11(d)	_	_	(11,180)	—	(11,180)	(1,806)	(12,986)
Unitholders' equity, June 30, 2019	\$368,706	\$48,762	\$515,339	\$89,555	\$1,022,362	\$89,937	\$1,112,299

# STATEMENTS OF CASH FLOWS

In thousands of Canadian dollars

		Three montl June		Six mont June	
	Note	2019	2018	2019	2018
OPERATING ACTIVITIES					
Net income		\$41,912	\$19,687	\$45,638	\$100,093
Add (deduct) items not affecting cash	17(a)	(27,274)	(4,258)	(16,225)	(70,419)
Additions to tenant incentives		(123)	(919)	(256)	(1,403)
Net change in non-cash operating assets and liabilities	17(b)	3,325	10,827	(2,913)	1,009
Cash provided by operating activities		17,840	25,337	26,244	29,280
INVESTING ACTIVITIES					
Acquisition of property under development		_	(14,866)		(14,866)
Additions to income producing properties	4	(5,643)	(5,749)	(10,493)	(9,957)
Additions to property under development	4	(2,201)	(57)	(2,637)	(57)
Proceeds from sale of income producing properties, net	4	1,576	_	38,626	_
Cash provided by (used in) investing activities		(6,268)	(20,672)	25,496	(24,880)
FINANCING ACTIVITIES					
Proceeds from new mortgages		_	80,000		80,000
Financing cost on new mortgages		_	(905)	_	(905)
Repayment of mortgages and Class C LP Units			(000)		(000)
Repayments on maturity		_	(67,892)	_	(67,892)
Repayment due to mortgage extinguishment	4	_	(- , ,	(11,331)	( · , · · · ,
Principal instalment repayments		(5,529)	(5,173)	(11,225)	(10,485)
Proceeds from issuance of convertible debentures, net of costs		_		_	82,125
Redemption of convertible debentures		_	_	_	(59,977)
Increase in subsidiary ownership interest	4	(8,014)	_	(8,014)	_
Repayment of Morguard Facility		(2,605)	(20,976)	(30,291)	(95,898)
Proceeds from Morguard Facility		13,700	20,693	29,700	78,693
Distributions to Unitholders		(5,581)	(5,446)	(11,180)	(10,905)
Distributions to non-controlling interest		(914)	(1,096)	(1,806)	(2,052)
Decrease (increase) in restricted cash		(775)	286	68	216
Cash used in financing activities		(9,718)	(509)	(44,079)	(7,080)
Net increase (decrease) in cash during the period		1,854	4,156	7,661	(2,680)
Net effect of foreign currency translation on cash balance		(87)	(103)	12	(315)
Cash, beginning of period		22,692	18,073	16,786	25,121
Cash, end of period		\$24,459	\$22,126	\$24,459	\$22,126

## NOTES

For the three and six months ended June 30, 2019 and 2018 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 amended and restated on April 18, 2012 (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 June 30, 2019, Morguard Corporation ("Morguard"), the parent company of the REIT, holds an indirect 46.9% interest through its ownership of 6,675,166 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 July 30, 2019.

These condensed consolidated financial statements use the same accounting policies and methods of their application as the most recent annual audited consolidated financial statements, except for the adoption of current accounting policies as described in Note 3, and should be read in conjunction with the most recent annual audited consolidated financial statements.

### Foreign Exchange

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

	2019	2018
Canadian dollar to United States dollar exchange rates:		
- As at June 30	\$0.7641	\$0.7594
- As at December 31	_	0.7330
- Average for the three months ended June 30	0.7476	0.7745
- Average for the six months ended June 30	0.7499	0.7824
United States dollar to Canadian dollar exchange rates:		
- As at June 30	1.3087	1.3168
- As at December 31	—	1.3642
- Average for the three months ended June 30	1.3377	1.2911
- Average for the six months ended June 30	1.3336	1.2781

## NOTE 3 ADOPTION OF ACCOUNTING STANDARDS

## Current Accounting Policy Changes

## IFRS 16, Leases ("IFRS 16")

In January 2016, the IASB issued IFRS 16. The new standard requires that for most leases, lessees must initially recognize a lease liability for the obligation to make lease payments and a corresponding right-of-use asset for the right to use the underlying asset for the lease term. Lessor accounting under IFRS 16 is substantially unchanged; lessors will continue to classify all leases as either operating or finance leases using similar principles as in IAS 17. Therefore, IFRS 16 did not have an impact for leases where the REIT is the lessor.

The REIT adopted the standard on January 1, 2019, using a modified retrospective approach. The REIT elected to use the transition practical expedient allowing the standard to be applied only to contracts that were previously identified as leases applying IAS 17 and IFRIC 4 at the date of initial application. The REIT also elected to use the recognition exemptions for lease contracts that, at the commencement date, have a lease term of 12 months or less and do not contain a purchase option ("short-term leases"), and lease contracts for which the underlying asset is of low value ("low-value assets").

#### Leases previously classified as finance leases

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## Leases previously accounted for as operating leases

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## Summary of new accounting policies that have been applied from the date of initial application At the commencement date of a lease, the REIT will recognize a liability to make lease payments and an asset representing the right to use the underlying asset during the lease term. Certain right-of-use assets related to land

representing the right to use the underlying asset during the lease term. Certain right-of-use assets related to land leases meet the definition of investment property under IAS 40, *Investment Property*; therefore, the fair value model is applied to those assets. Interest expense on the lease liability and the fair value gain (loss) on the right-of-use asset is recognized separately.

The REIT measures lease liabilities at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the REIT and payments of penalties for terminating a lease, if the lease term reflects the REIT exercising the option to terminate. The variable lease payments that do not depend on an index or a rate are recognized as expense in the period on which the event or condition that triggers the payment occurs. In calculating the present value of lease payments, the REIT uses the incremental borrowing rate at the lease commencement date if the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the in-substance fixed lease payments or a change in the assessment to purchase the underlying asset.

The REIT applies the recognition exemptions for leases of low-value assets and short-term leases.

#### IFRIC Interpretation 23, Uncertainty over Income Tax Treatments ("IFRIC 23")

IFRIC 23 addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12, *Income Taxes* ("IAS 12") and does not apply to taxes or levies outside the scope of IAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments. IFRIC 23 specifically addresses the following:

- Whether an entity considers uncertain tax treatments collectively;
- The assumptions an entity makes about the examination of tax treatments by taxation authorities;
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates; and
- How an entity considers the effect of changes in facts and circumstances.

An entity applies IFRIC 23 for annual reporting periods beginning on or after January 1, 2019. The requirements are applied by recognizing the cumulative effect of initially applying them in retained earnings, or in other appropriate components of equity, at the start of the reporting period in which an entity first applies them, without adjusting comparative information. Full retrospective application is permitted, if an entity can do so without using hindsight.

The REIT adopted the interpretation on January 1, 2019. IFRIC 23 did not have a material impact on the REIT's consolidated financial statements.

## NOTE 4 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			June 30, 2019	December 31, 2018
	Income Producing Properties	Property Under Development	Total	Total
Balance, beginning of period	\$2,916,118	\$16,717	\$2,932,835	\$2,570,589
Additions:				
Acquisition of property under development	_	_	_	14,866
Capital expenditures	10,493	_	10,493	28,950
Development expenditures	_	2,637	2,637	1,165
Dispositions	(63,809)	_	(63,809)	_
Fair value gain, net	58,174	_	58,174	180,283
Foreign currency translation	(68,794)	(730)	(69,524)	135,754
Other	(7,749)	_	(7,749)	1,228
Balance, end of period	\$2,844,433	\$18,624	\$2,863,057	\$2,932,835

On February 1, 2019, the REIT sold a property located in Shreveport, Louisiana, comprising 194 suites, for gross proceeds of \$13,510 (US\$10,317), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$6,980 (US\$5,330).

On March 19, 2019, the REIT sold a property located in Lafayette, Louisiana, comprising 192 suites, for gross proceeds of \$15,062 (US\$11,332), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$9,417 (US\$7,085).

On March 19, 2019, the REIT sold a property located in New Iberia, Louisiana, comprising 148 suites, for gross proceeds of \$8,208 (US\$6,175), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$5,934 (US\$4,464).

On March 27, 2019, the REIT sold a property located in Gretna, Louisiana, comprising 261 suites, for gross proceeds of \$22,601 (US\$16,849), including closing costs, and repaid the mortgage secured by the property in the amount of \$11,331 (US\$8,447).

On April 30, 2019, the REIT sold a property located in Harahan, Louisiana, comprising 48 suites, for gross proceeds of \$4,428 (US\$3,298), including closing costs, and the purchaser assumed the mortgage secured by the property in the amount of \$2,852 (US\$2,125).

On May 22, 2019, the REIT acquired partial interests in three properties controlled by the REIT located in Mississauga, Ontario, for a gross purchase price of \$15,628, including closing costs, and the REIT assumed the partial interest of the mortgages secured by the properties amounting to \$7,614.

As at June 30, 2019, and December 31, 2018, 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.

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 June 30, 2019, using the direct capitalization income approach, the properties were valued using capitalization rates in the range of 4.0% to 6.8% (December 31, 2018 - 4.0% to 7.8%), resulting in an overall weighted average capitalization rate of 4.7% (December 31, 2018 - 4.7%).

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 June 30, 2019 would decrease by \$143,791 or increase by \$160,221, respectively.

	June 30, 2019 Capitalization Rates				ember 31, 2018 italization 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%	4.0%	4.2%	4.5%	4.0%	4.2%
United States						
Colorado	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%
Texas	5.3%	5.0%	5.1%	5.3%	5.0%	5.1%
Louisiana	6.8%	5.5%	6.0%	7.8%	5.5%	6.8%
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%	5.4%	6.5%	5.0%	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%

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

### NOTE 5 EQUITY-ACCOUNTED INVESTMENT

The REIT owns a 50% interest in a property comprising 492 suites located in Rockville, Maryland, in which the REIT has joint control of the investment and accounts for its investment using the equity method.

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

As at	June 30, 2019	December 31, 2018
Balance, beginning of period	\$40,859	\$37,295
Share of net income	2,128	271
Foreign exchange gain (loss)	(1,704)	3,293
Balance, end of period	\$41,283	\$40,859

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

As at	June 30, 2019	December 31, 2018
Non-current assets	\$173,431	\$176,118
Current assets	4,327	3,863
Total assets	\$177,758	\$179,981
Non-current liabilities	\$92,144	\$95,997
Current liabilities	3,049	2,266
Total liabilities	\$95,193	\$98,263
Net assets	\$82,565	\$81,718
Equity-accounted investment	\$41,283	\$40,859

	Three months ended June 30		Six months ended June 30	
	2019	2018	2019	2018
Revenue	\$3,408	\$3,201	\$6,821	\$6,502
Expenses	(2,323)	(2,000)	(7,075)	(6,421)
Fair value gain (loss) on income producing property	2,065	(875)	4,509	1,691
Net income for the period	\$3,150	\$326	\$4,255	\$1,772
Income in equity-accounted investment	\$1,575	\$163	\$2,128	\$886

## NOTE 6 MORTGAGES PAYABLE AND CLASS C LP UNITS

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

As at			June 30, 2019	December 31, 2018
				Mortgages Payable
	Mortgages	Class C LP		and Class C LP
	Payable	Units	Total	Units
Principal balance of mortgages	\$1,162,903	\$80,284	\$1,243,187	\$1,325,810
Deferred financing costs	(11,527)	(636)	(12,163)	(14,423)
Present value of tax payment on Class C LP Units	_	8,818	8,818	8,740
	\$1,151,376	\$88,466	\$1,239,842	\$1,320,127
Current	\$126,396	\$3,129	\$129,525	\$124,418
Non-current	1,024,980	85,337	1,110,317	1,195,709
	\$1,151,376	\$88,466	\$1,239,842	\$1,320,127
Range of interest rates	2.25-4.25%	3.97%	2.25-4.25%	2.25-4.25%
Weighted average interest rate	3.45%	3.97%	3.48%	3.49%
Weighted average term to maturity (years)	5.5	2.0	5.3	5.8
Fair value of mortgages and Class C LP Units	\$1,193,106	\$82,426	\$1,275,532	\$1,323,506

As at June 30, 2019, the mortgages directly held by the REIT and the Class C LP Units bear interest at rates ranging between 2.25% and 4.25% per annum, with a weighted average interest rate of 3.48% (December 31, 2018 - 3.49%) and mature between 2019 and 2029, with a weighted average term to maturity of 5.3 years (December 31, 2018 - 5.8 years).

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.

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

The aggregate principal repayments and balances maturing of the mortgages payable and the Class C LP Units as at June 30, 2019, together with the weighted average contractual interest rate on debt maturing in the next five years and thereafter, are as follows:

	Principal Instalment	Balances		Weighted Average
	Repayments	Maturing	Total	<b>Contractual Rate</b>
2019 (remainder of the year)	\$11,179	\$100,351	\$111,530	3.21%
2020	23,476	8,828	32,304	4.25%
2021	24,359	75,280	99,639	3.97%
2022	24,534	69,097	93,631	3.76%
2023	21,613	148,932	170,545	3.47%
Thereafter	40,113	695,425	735,538	3.44%
	\$145,274	\$1,097,913	\$1,243,187	3.48%

## NOTE 7 CONVERTIBLE DEBENTURES

Convertible debentures consist of the following:

As at	June 30, 2019	December 31, 2018
4.50% convertible unsecured subordinated debentures	\$85,223	\$85,223
Fair value of conversion option	3,695	2,469
Unamortized financing costs	(2,613)	(2,923)
	\$86,305	\$84,769

For the three and six months ended June 30, 2019, interest on the convertible debentures amounting to \$959 (2018 - \$959) and \$1,913 (2018 - \$1,872), respectively, are included in interest expense (Note 13). As at June 30, 2019, \$970 (December 31, 2018 - \$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, commencing on September 30, 2018. 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 June 30, 2019, and December 31, 2018, \$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. 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.

#### 4.65% Convertible Unsecured Subordinated Debentures

On March 15, 2013, the REIT issued \$60,000 principal amount of 4.65% convertible unsecured subordinated debentures (the "2013 Debentures") maturing on March 30, 2018. On February 23, 2018, \$23 of the 2013 Debentures were converted into 1,483 Units, and on February 26, 2018, the REIT redeemed the remaining \$59,977 of its outstanding 2013 Debentures in advance of their March 30, 2018 maturity date.

## NOTE 8 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 June 30, 2019, 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 \$317,249 (December 31, 2018 - \$295,376) and a corresponding fair value loss for the three and six months ended June 30, 2019 of \$1,205 (2018 - \$23,596) and \$21,873 (2018 - \$nil), respectively.

For the three and six months ended June 30, 2019, distributions on Class B LP Units amounting to \$2,925 (2018 - \$2,842) and \$5,849 (2018 - \$5,684), respectively, are included in interest expense (Note 13).

As at June 30, 2019, and December 31, 2018, there were 17,223,090 Class B LP Units issued and outstanding.

## NOTE 9 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 June 30, 2019, the net amount payable under the Morguard Facility was \$14,008, comprising an amount receivable of US\$45,600 and a payable of \$73,685. As at December 31, 2018, the net amount payable under the Morguard Facility was \$12,803, comprising an amount receivable of US\$22,858 and a payable of \$43,986.

During the three and six months ended June 30, 2019, the REIT earned on the Morguard Facility net interest income of \$194 (2018 - net interest expense of \$9) and \$192 (2018 - \$8), respectively.

## NOTE 10 ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities consist of the following:

As at	June 30, 2019	December 31, 2018
Accounts payable and accrued liabilities	\$45,857	\$35,123
Tenant deposits	11,113	11,305
Lease liability	9,357	9,754
	\$66,327	\$56,182
Current	\$56,970	\$46,428
Non-current	9,357	9,754
	\$66,327	\$56,182

## NOTE 11 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

On December 13, 2018, the REIT obtained the approval of the TSX under its normal course issuer bid ("NCIB") to purchase up to 2,556,288 Units, being approximately 10% of the public float of outstanding Units; the program expires on December 20, 2019. The daily repurchase restriction for the Units is 6,157. Additionally, the REIT may purchase up to \$8,050 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 \$12. 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 six months ended June 30, 2019.

#### (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, 2017, to June 30, 2019:

Issued and Fully Paid Units	Units	Amount
Balance, December 31, 2017	33,690,613	\$367,928
Units issued under the DRIP	30,784	480
2013 Debentures converted	1,483	23
Balance, December 31, 2018	33,722,880	368,431
Units issued under the DRIP	15,619	275
Balance, June 30, 2019	33,738,499	\$368,706

Total distributions declared during the six months ended June 30, 2019, amounted to \$11,455, or \$0.3396 per Unit (2018 - \$11,121, or \$0.33 per Unit), including distributions payable of \$1,910 that were declared on June 14, 2019, and paid on July 15, 2019. On July 15, 2019, the REIT declared a distribution of \$0.0566 per Unit payable on August 15, 2019.

#### (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 six months ended June 30, 2019, the REIT issued 15,619 Units under the DRIP (December 31, 2018 - 30,784 Units).

#### (f) Accumulated Other Comprehensive Income

The accumulated other comprehensive income consists of the following amounts:

As at	June 30, 2019	December 31, 2018
Unrealized foreign currency translation gain	\$89,555	\$118,625
Balance, end of period	\$89,555	\$118,625

#### NOTE 12 RENTAL INCOME

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

		Three months ended June 30		ended 30	
	2019	2018	2019	2018	
Rental income	\$29,301	\$29,787	\$58,927	\$58,177	
Property management and ancillary income	22,524	22,179	45,941	43,610	
Property tax and insurance	9,135	8,007	18,350	16,280	
	\$60,960	\$59,973	\$123,218	\$118,067	

## NOTE 13 INTEREST EXPENSE

The components of interest expense are as follows:

	Three months ended June 30		Six months ended June 30	
	2019	2018	2019	2018
Interest on mortgages	\$10,243	\$10,439	\$20,644	\$20,669
Interest and tax payment on Class C LP Units	950	972	1,883	1,934
Interest on the convertible debentures (Note 7)	959	959	1,913	1,872
Interest on lease liability	100	97	200	192
Amortization of mark-to-market adjustment on mortgages	—	(200)	_	(443)
Amortization of deferred financing costs	691	743	1,424	1,492
Amortization of deferred financing costs on the convertible debentures	155	146	310	285
Fair value loss (gain) on conversion option on the convertible debentures	(126)	445	1,226	(126)
Loss on extinguishment of mortgages payable	70	_	561	_
	13,042	13,601	28,161	25,875
Distributions on Class B LP Units (Note 8)	2,925	2,842	5,849	5,684
	\$15,967	\$16,443	\$34,010	\$31,559

## NOTE 14 TRUST EXPENSES

The components of trust expenses are as follows:

	Three months ended June 30		Six months ende June 30	
	2019	2018	2019	2018
Asset management fees and distributions	\$2,961	\$2,910	\$5,834	\$5,507
Professional fees	352	409	632	639
Public company expenses	185	183	365	344
Other	236	228	369	362
	\$3,734	\$3,730	\$7,200	\$6,852

### NOTE 15 RELATED PARTY TRANSACTIONS

In addition to the related party transactions disclosed in Notes 6, 7, 8 and 9, 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. Fees and distributions for the three and six months ended June 30, 2019 amounted to \$2,128 (2018 - \$2,102) and \$4,314 (2018 - \$4,132), respectively, and are included in property operating costs and equity income from investment. As at June 30, 2019, \$612 (December 31, 2018 - \$654) 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. Fees and distributions for the three and six months ended June 30, 2019 amounted to \$3,016 (2018 - \$2,963) and \$5,943 (2018 - \$5,611), respectively, are included in trust expenses and equity income from investment. As at June 30, 2019, \$3,012 (December 31, 2018 - \$5,469) 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. Fees relating to acquisition services for the three and six months ended June 30, 2019 amounted to \$nil (2018 - \$110) and \$nil (2018 - \$110), respectively.

#### 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. Fees relating to financing services for the three and six months ended June 30, 2019 amounted to \$nil (2018 - \$121) and \$nil (2018 - \$121), respectively, and have been capitalized to deferred financing costs.

#### 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. Fees relating to development services for the three and six months ended June 30, 2019, amounted to \$20 (2018 - \$nil) and \$32 (2018 - \$nil), respectively, and are included in property under development. As at June 30, 2019, \$9 (December 31, 2018 - \$nil) is included in accounts payable and accrued liabilities.

#### **Other Services**

As at June 30, 2019, the REIT had its portfolio appraised by Morguard's appraisal division. Fees relating to appraisal services for the three and six months ended June 30, 2019 amounted to \$52 (2018 - \$58) and \$110 (2018 - \$116), respectively, and are included in trust expenses.

#### NOTE 16 INCOME TAXES

#### (a) Canadian Status

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.

#### (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 tax.

As at June 30, 2019, the U.S. subsidiaries of the REIT have total net operating losses of approximately US\$32,945 (December 31, 2018 - US\$30,075) 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 June 30, 2019, the REIT's U.S. subsidiaries have a total of US\$6,279 (December 31, 2018 - US\$8,172) of unutilized interest expense deductions of which deferred tax assets were recognized.

#### NOTE 17 CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (a) Items Not Affecting Cash

	Three months ended June 30		Six month June	
	2019	2018	2019	2018
Fair value gain on real estate properties, net	(\$36,315)	(\$39,165)	(\$47,504)	(\$96,198)
Fair value loss on Class B LP Units	1,205	23,596	21,873	_
Fair value loss (gain) on conversion option on the convertible debentures	(126)	445	1,226	(126)
Equity income from investment	(1,575)	(163)	(2,128)	(886)
Amortization of deferred financing - mortgages	615	666	1,273	1,341
Amortization of deferred financing - Class C LP Units	76	77	151	151
Amortization of deferred financing - convertible debentures	155	146	310	285
Present value adjustment of tax liability on Class C LP Units	141	138	281	276
Amortization of mark-to-market adjustment on mortgages	_	(200)	_	(443)
Loss on extinguishment of mortgages payable	70	_	561	_
Amortization of tenant incentives	241	214	522	290
Deferred income taxes	8,239	9,988	7,210	24,891
	(\$27,274)	(\$4,258)	(\$16,225)	(\$70,419)

#### (b) Net Change in Non-cash Operating Assets and Liabilities

		Three months ended June 30		ended 30
	2019	2018	2019	2018
Amounts receivable	(\$163)	\$225	\$158	\$1,958
Prepaid expenses	(274)	4,428	(4,005)	341
Accounts payable and accrued liabilities	3,762	6,174	934	(1,290)
	\$3,325	\$10,827	(\$2,913)	\$1,009

#### (c) Supplemental Cash Flow Information

	Three mont June		Six months ended June 30	
	2019	2018	2019	2018
Interest paid	\$11,213	\$11,316	\$24,502	\$23,311

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

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

As at June 30, 2019	Mortgages Payable and Class C LP Units	Convertible Debentures	Morguard Facility	Lease Liability	Total
Balance, beginning of period	\$1,320,127	\$84,769	\$12,803	\$9,754	\$1,427,453
Repayments	(11,225)	_	(30,291)	_	(41,516)
New financing, net	—	_	29,700	_	29,700
Lump-sum repayments	(11,331)	_	—	—	(11,331)
Non-cash changes	(22,917)	1,536	—	—	(21,381)
Foreign exchange	(34,812)	_	1,796	(397)	(33,413)
Balance, end of period	\$1,239,842	\$86,305	\$14,008	\$9,357	\$1,349,512

#### NOTE 18 MANAGEMENT OF CAPITAL

Refer to the REIT's audited consolidated financial statements as at and for the year ended December 31, 2018 for an explanation of the REIT's capital management policy.

The total managed capital for the REIT as at June 30, 2019, and December 31, 2018, is summarized below:

As at	June 30, 2019	December 31, 2018
Mortgages payable, principal balance	\$1,162,903	\$1,243,887
Class C LP Units and present value of tax payment, principal balance	89,102	90,663
Convertible debentures, face value	85,500	85,500
Morguard Facility	14,008	12,803
Lease liability	9,357	9,754
Class B LP Units	317,249	295,376
Unitholders' equity	1,022,362	1,018,423
	\$2,700,481	\$2,756,406

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

As at	Borrowing Limits	June 30, 2019	December 31, 2018
Total debt to gross book value	70%	46.1%	47.9%
Floating-rate debt to gross book value	20%	0.5%	0.4%

## **NOTE 19**

#### FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

Refer to the REIT's audited consolidated financial statements as at and for the year ended December 31, 2018 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 June 30, 2019, market rates for debts of similar terms (Level 2). Based on these assumptions, as at June 30, 2019, 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 \$1,193,106 and \$82,426, (December 31, 2018 - \$1,239,641 and \$83,865), 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 (Level 1). As at June 30, 2019, the fair value of the convertible debentures before deferred financing costs has been estimated at \$87,415 (December 31, 2018 - \$85,500), compared with the carrying value of \$85,223 (December 31, 2018 - \$85,223).

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

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

	June 30, 2019			December 31, 2018		
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Assets:						
Real estate properties	\$—	\$—	\$2,863,057	\$—	\$—	\$2,932,835
Financial liabilities:						
Class B LP Units	317,249	_	_	295,376	_	_
Conversion option of the convertible debentures		3,695	—		2,469	

The REIT's convertible debentures have no restrictive covenants.

#### NOTE 20 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:

	Three months ended June 30, 2019			Three months ended June 30, 2018		
	Canada	U.S.	Total	Canada	U.S.	Total
Revenue from income producing properties	\$23,064	\$37,896	\$60,960	\$22,251	\$37,722	\$59,973
Property operating expenses	(9,851)	(12,120)	(21,971)	(9,256)	(12,394)	(21,650)
Net operating income	\$13,213	\$25,776	\$38,989	\$12,995	\$25,328	\$38,323

	Six months ended June 30, 2019			Six months ended June 30, 2018		
	Canada	U.S.	Total	Canada	U.S.	Total
Revenue from real estate properties	\$46,097	\$77,121	\$123,218	\$44,529	\$73,538	\$118,067
Property operating expenses	(20,126)	(47,266)	(67,392)	(19,480)	(43,154)	(62,634)
Net operating income	\$25,971	\$29,855	\$55,826	\$25,049	\$30,384	\$55,433

	June 30, 2019			Dec	018	
As at	Canada	U.S.	Total	Canada	U.S.	Total
Real estate properties	\$1,248,350	\$1,614,707	\$2,863,057	\$1,209,490	\$1,723,345	\$2,932,835
Mortgages payable and Class C LP Units	\$442,033	\$797,809	\$1,239,842	\$449,225	\$870,902	\$1,320,127

	Three months ended June 30, 2019				ee months ended June 30, 2018		
	Canada	U.S.	Total	Canada	U.S.	Total	
Additions to real estate properties	\$1,673	\$6,171	\$7,844	\$1,806	\$18,866	\$20,672	
Fair value gain on real estate properties	\$25,371	\$5,381	\$30,752	\$13,560	\$20,798	\$34,358	

	Six months ended June 30, 2019			Six months ended June 30, 2018		
	Canada	U.S.	Total	Canada	U.S.	Total
Additions to real estate properties	\$2,977	\$10,153	\$13,130	\$3,241	\$21,639	\$24,880
Fair value gain on real estate properties	\$43,366	\$15,219	\$58,585	\$23,896	\$81,932	\$105,828