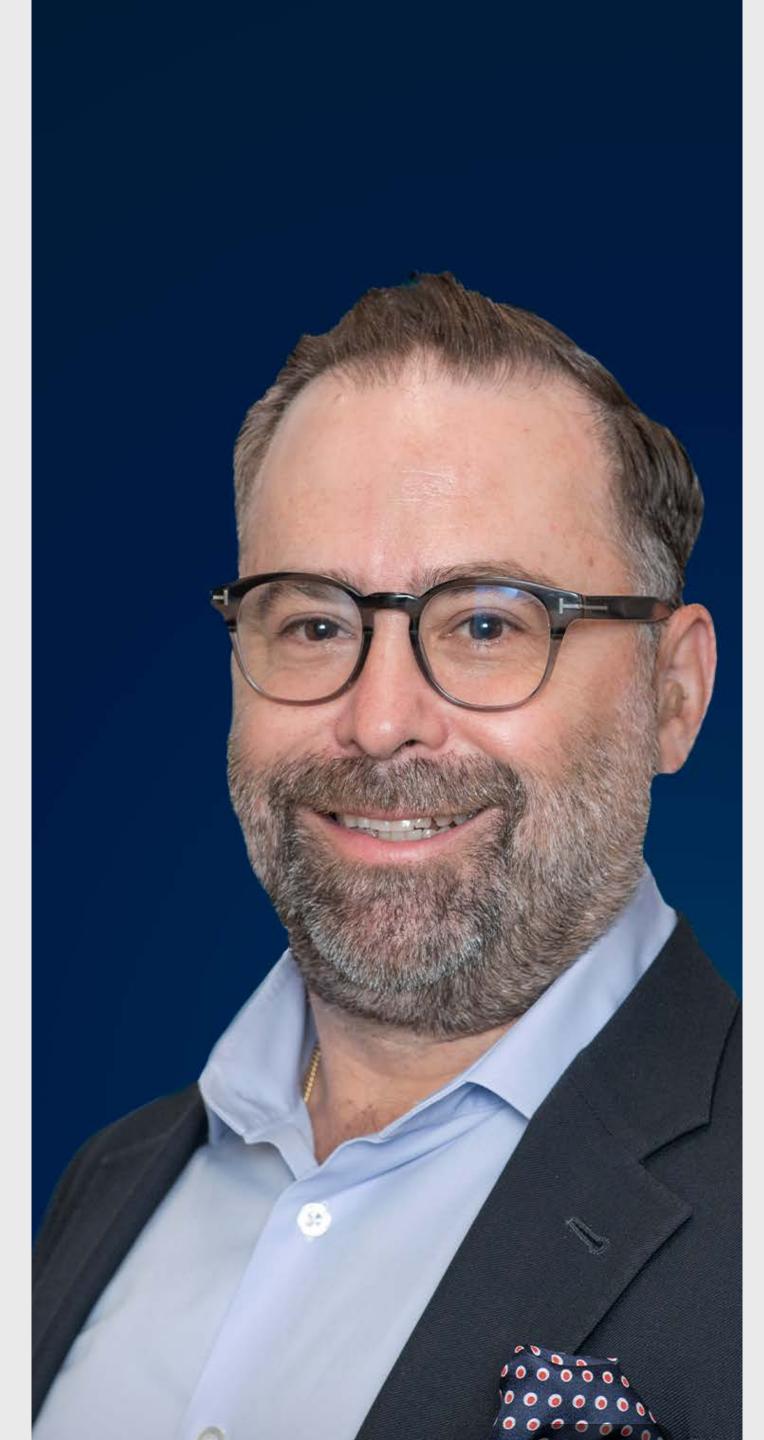


# A YEAR OF FOCUS AND RESILIENCE





# A WORD FROM OUR **CEO**

2022 was a year of nearly unprecedented volatility. From persistent COVID concerns to one of the steepest interest rate increases in recent memory, the year presented no shortage of challenges. However, by focusing on our strategy, we were able to adapt despite the continued changes around us.

Our strategy starts with our residents. They are the heart of our communities, and we take pride in providing them with a leading customer experience within well-maintained communities they call home. We are also proud to be part of the solution to Canada's housing shortage with over 3,500 units of rental housing in various stages of development. We started the initial lease-up and occupancy of our first office conversion project at The Slayte in Ottawa, creating capacity while demonstrating our commitment to sustainability.

Our team members remain our strongest asset. This year, we welcomed team members to our brand-new Montreal regional office. We also continued to focus on investments in software and systems, improvements to our processes, and we implemented robust team training programs. Our employee engagement survey had an industry-leading 86% completion rate.

2022 was a year of disciplined, targeted growth. We grew in Vancouver through acquisitions that complemented our existing footprint and value-add program. In Quebec, we acquired 8405 Place Saint-Charles on Montréal's South Shore, a new build allows us to create upside by bringing our leading operating platform to an existing, best-in-class community. In both instances, our joint venture relationships allowed us to access capital in turbulent times.

We remain on sound financial footing. We continued to optimize our balance sheet, laddering out our debt maturity profile while reducing our exposure to variable-rate debt. Our debt to gross book value ratio of 38.3% and liquidity position gives us continued flexibility to navigate uncertain times and make strategic capital allocation decisions.

We re-invested \$124M in capital into our communities; focused both on repositioning and on maintaining a strong state of repair. We improved our GRESB score through significant headway on climate-related initiatives with our CDP submission, establishment of our science-based carbon emission reduction targets, and completion of our baseline climate risk assessment. We also continued to give back. Together with CLV Group, our annual Mike McCann Charity Golf Tournament raised an astounding \$1.4M to be distributed to various local charities.

We're proud of our accomplishments in a difficult 2022 climate, and we look to the future with renewed focus on finding tangible ways to deliver value to all our stakeholders. Canada needs more housing and we are part of the solution whether by re-investing in existing communities to revitalize them and extend the life of existing properties or by building new communities for our residents to call home.



**Brad Cutsey**, President and CEO



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INTERRENT REIT | ANNUAL REPORT 2022

# **ACCOMPLISHMENTS** IN 2022

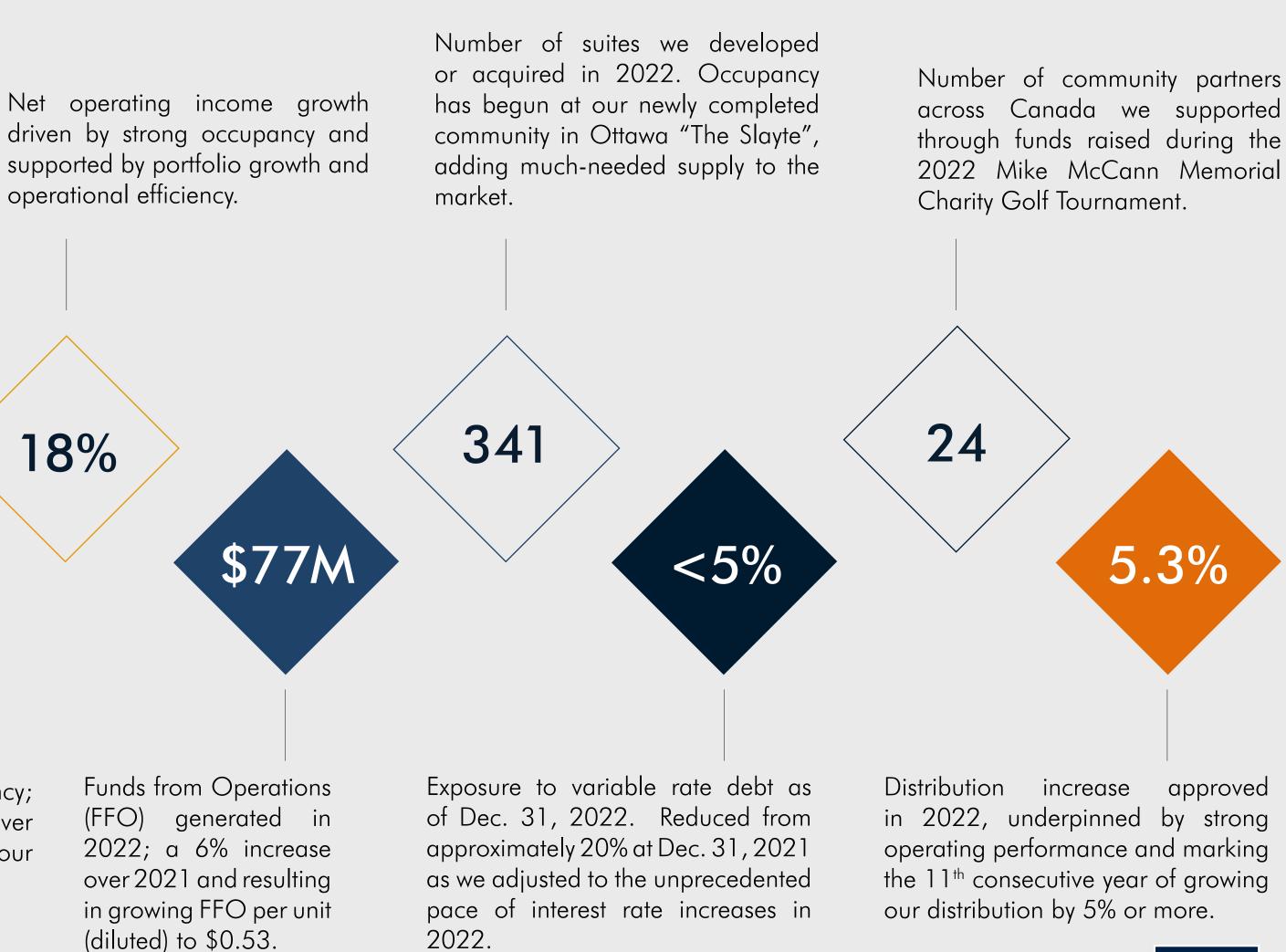
# 18%

# "

DURING 2022 WE CONTINUED TO INVEST OUR RESOURCES IN THE THINGS THAT MAKE US WHO WE ARE: OUR PASSIONATE TEAM MEMBERS, OUR SUSTAINABILITY COMMITMENTS, AND OUR **INCREDIBLE COMMUNITIES.** 

December 2022 occupancy; a 120 bps improvement over 2021 as we returned to our long-term expectation.

96.8%





# **INVESTING** IN OUR COMMUNITIES

Our communities are at the heart of everything we do, and we take great pride in the work we do with our residents, team members, and community partners. During 2022 we have continued to modernize our buildings, investing in energy efficiency improvements, like new boilers and building automation systems, as well as safety and accessibility upgrades.

Behind our accomplishments stands an incredible team of diverse and dedicated professionals. We recognize that our team is our most critical asset which is why we continue to invest in their capabilities. We've expanded our technical and managerial training programs and we've continued to invest in technology that enables our teams to work more efficiently and focus on meaningful work that drives added-value for our residents and all our stakeholders.

Our MISSION is to treat each team member with professionalism, integrity and respect while supporting the individual needs of each to grow. By doing this, we believe each team member will in turn treat each customer, supplier and stakeholder the same way.

Guided by our VALUES and the strength of our culture, we are confident we have the right mix of ingredients to create value for our Unitholders and deliver a sustainable and growing distribution. We love what we do and our appetite to continuously improve is insatiable.

# "

DEMAND FOR RENTAL HOUSING FAR EXCEEDS CURRENT SUPPLY, PLACING CANADA IN A SUPPLY AND AFFORDABILITY CRISIS. WE ARE COMMITTED TO DOING OUR PART TO ADDRESS THIS ISSUE. TOGETHER WITH OUR DEVELOPMENT PARTNERS, WE ARE BRINGING NEW SUPPLY TO IN-DEMAND MARKETS AND ARE PROUD TO BE PART OF THE SOLUTION.



## MEET JOY

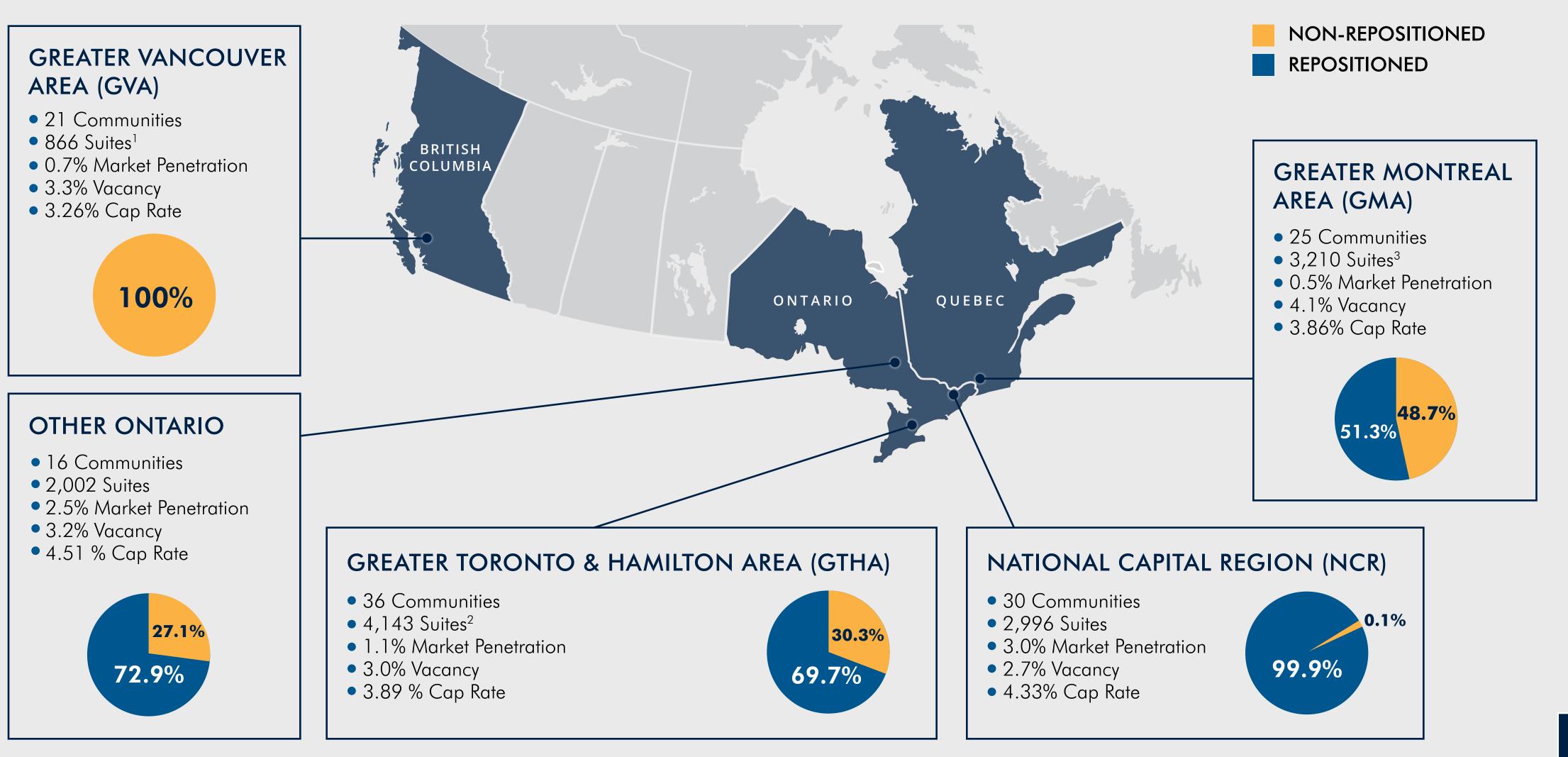
Joy moved to Canada from Trinidad as a young woman with her family in 1967. She attended Algonquin College in Ottawa and completed her studies

in Accounting. Shortly after her husband also relocated to Canada. Joy joined our family in 1991 at a time when she was the only person in Accounts Payable. Today, Joy continues to be a valued member of our Accounts Payable team where she feels appreciated and supported. Click on the play button to listen to Joy's story.





# **INVESTING** IN OUR COMMUNITIES



<sup>1</sup>Represents total suites of which the REIT owns a 50% interest.

<sup>2</sup>Represents total suites of which the REIT owns a 100% interest in 4,049 suites and a 50% interest in 94 suites. <sup>3</sup>Represents total suites of which the REIT owns a 100% interest in 2,956 suites and a 50% interest in 254 suites.



# **INVESTING** IN OUR COMMUNITIES

## **SUMMARY OF RENTAL** REGULATION

Rents are highly regulated in the provinces in which we operate.

## **BRITISH COLUMBIA**

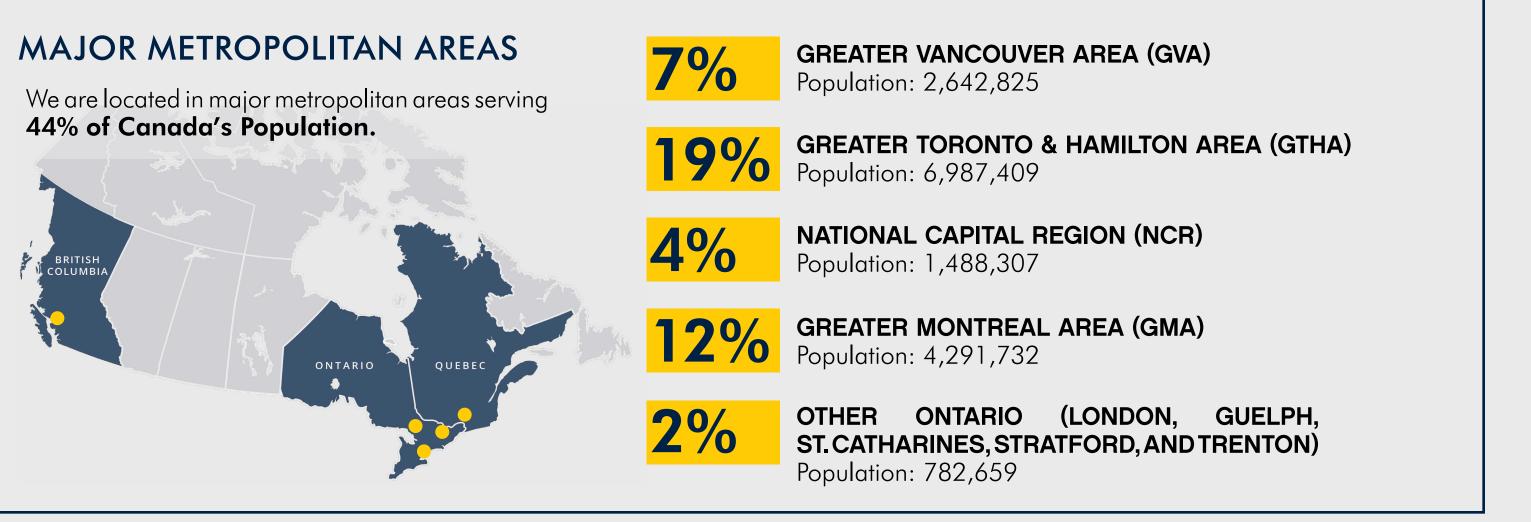
Rent control is in place in BC. In 2022, the maximum allowable rent increase was 1.5%. Tenants must give one month's notice before moving out.

### **ONTARIO**

Ontario has rent control on properties first occupied before November 2018, and the maximum allowable rent increase for 2022 was 1.2%. Tenants must give 60 days' notice before moving out.

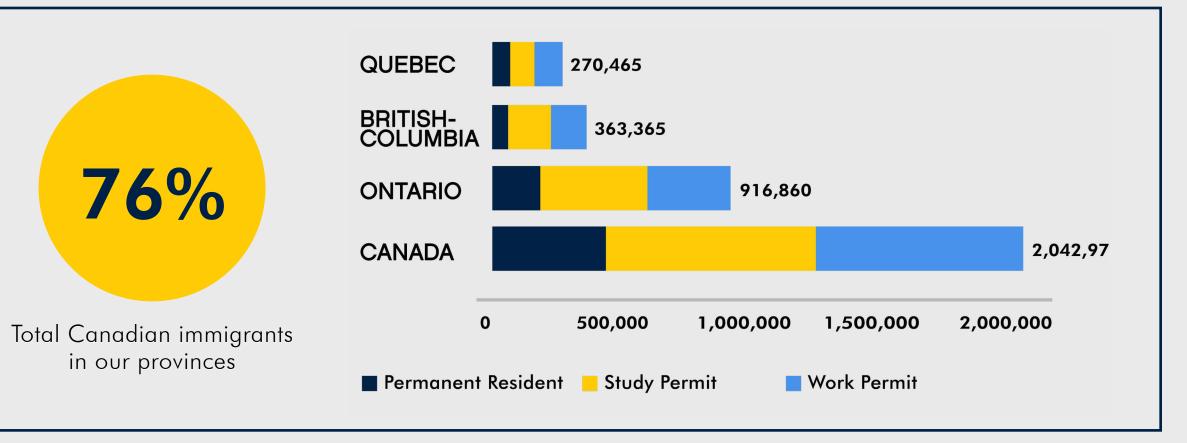
### QUEBEC

Quebec has rent control, and the maximum allowable rent increase for 2022 was 0.7%. Tenants must give three months' notice before moving out. Leases do not go month-to-month after the initial term.



## IMMIGRATION DATA

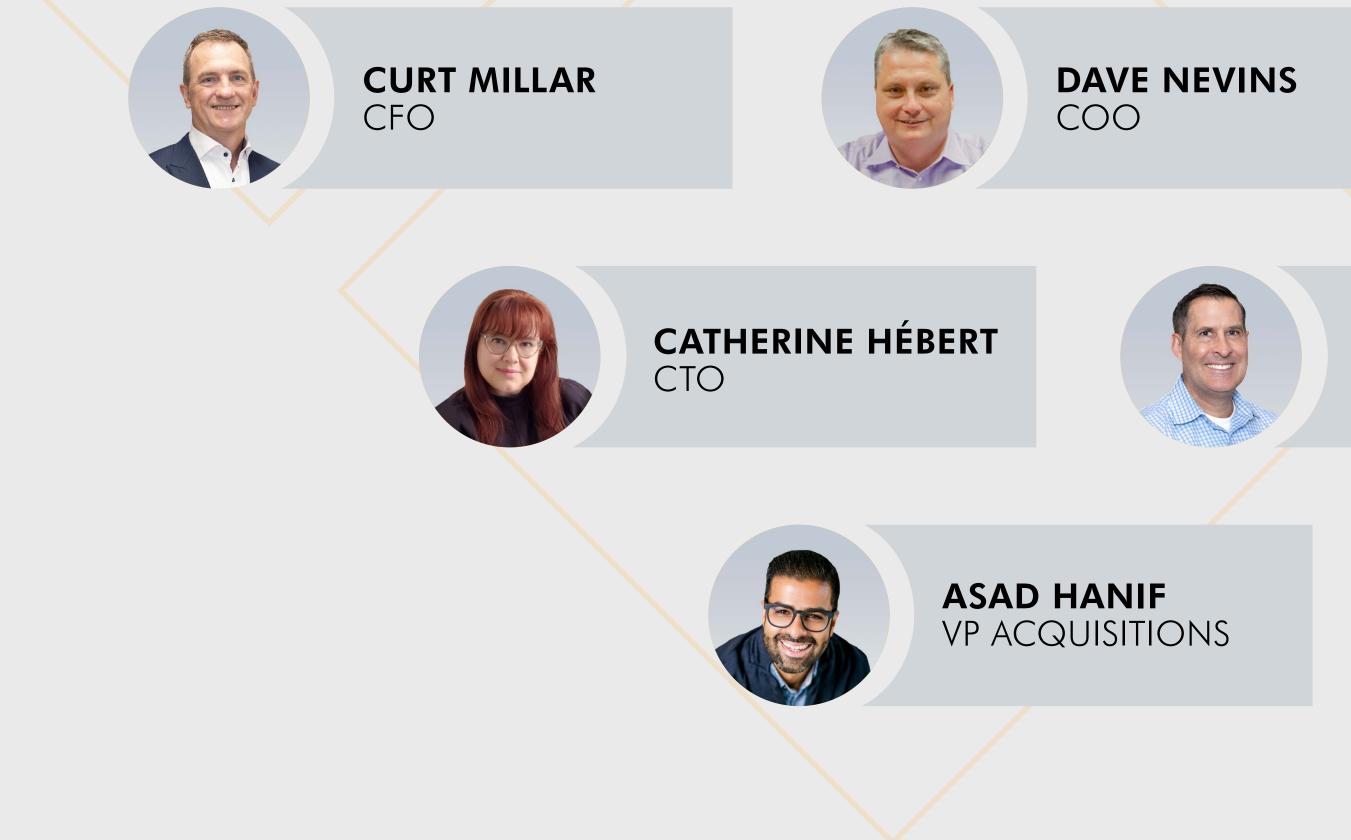
We have a large base of immigrants in the provinces in which we do business. This provides a significant rental demand for the future and represents 76% of the total Canadian immigration base\*



\*Numbers include permanent residents for 2022, all study and work permits valid as of December 31, 2022



# OUR **EXECUTIVE TEAM**







# WILL CHAN CIO

## **CHRIS WILLOUGHBY** VP MARKETING

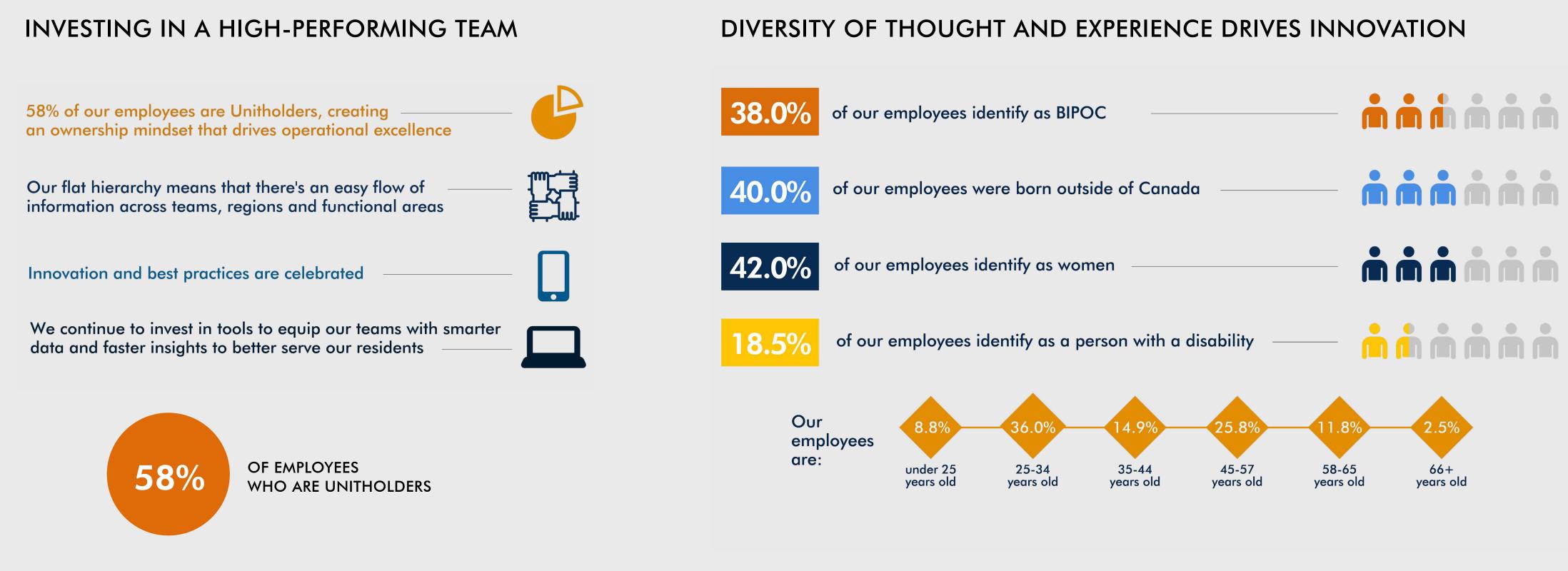


**CRAIG STEWART VP FINANCE** 



U

# EFFICIENT OPERATING PLATFORM BACKED BY HIGH-PERFORMING TEAM







# PROVEN VALUE CREATION STRATEGY

## CAPITAL INVESTMENTS REJUVENATE OUR COMMUNITIES AND IMPROVE OUR RESIDENT EXPERIENCE WHILE HELPING ADDRESS HOUSING CAPACITY BY EXTENDING USEFUL LIFE OF PROPERTIES

• SMART BUILDING 3474 Hutchison



 BALCONY AND BRICK RESTORATION 1 & 3 Slessor



• AMENITY SPACES (BUSINESS CENTER, GYMS, ROOFTOP PATIOS) 236 Richmond 625 Milton







• BUILD-OUT OF ADDITIONAL SUITES 1170 Fennell



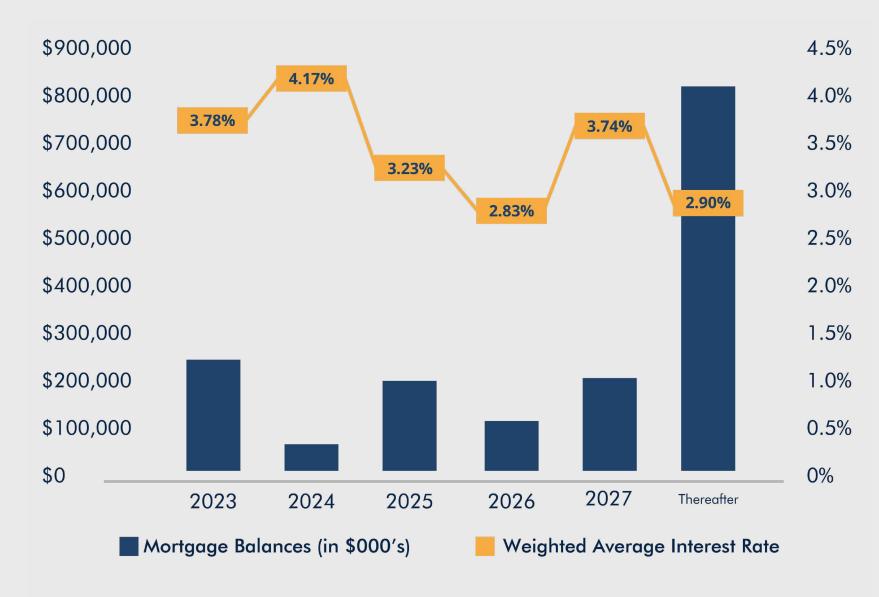
- BOILER REPLACEMENT (HIGH-EFFICIENCY)
- ELEVATOR MODERNIZATION
- WINDOW AND DOOR REPLACEMENT



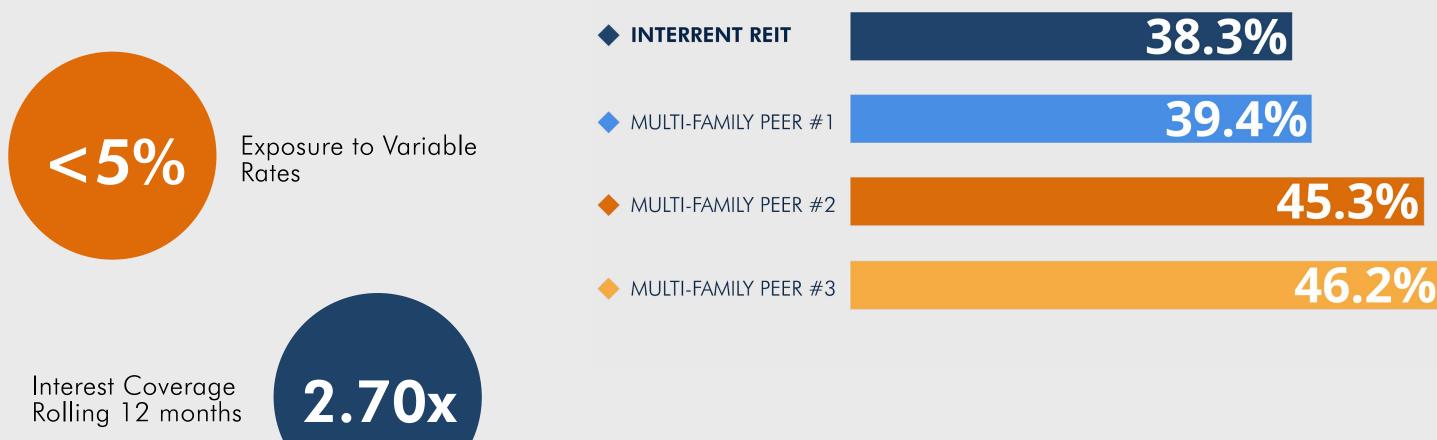


# CONSERVATIVE BALANCE SHEET OFFERS FINANCIAL FLEXIBILITY

## 48.3% OF MORTGAGE MATURITIES ARE GREATER THAN 5 YEARS OUT AND AT A LOW AVERAGE **RATE OF 2.9%**



# LOW VARIABLE RATE EXPOSURE AND COMFORTABLE INTEREST COVERAGE



# **OUR DEBT/GBV IS SECTOR-LEADING**







# SUSTAINABILITY MINDSET

# **OUR CLIMATE COMMITMENTS**

Conduct a baseline climate change risk assessment to identify our company and portfolio physical and transition risks and opportunities
Voluntarily disclosed climate-related initiatives and performance through the CDP's climate questionnaire
Conducted climate scenario analysis to understand potential impacts on our business strategy
Establish science-based GHG emissions reduction target(s)
Increase our Board of Trustees and Team Members' knowledge on climate-related risks and opportunities through training
Develop a systematic approach to incorporate climate change considerations into our acquisition due diligence process, capex program, and capital recycling decisions.

By reinvesting in our portfolio, we extend the benefit of the embodied carbon in existing structures and install a variety of energy-saving measures and fixtures. Find out more about our SBTi targets, our energy-saving projects, and more in our 2022 Sustainability Report, which will be released in the Spring.

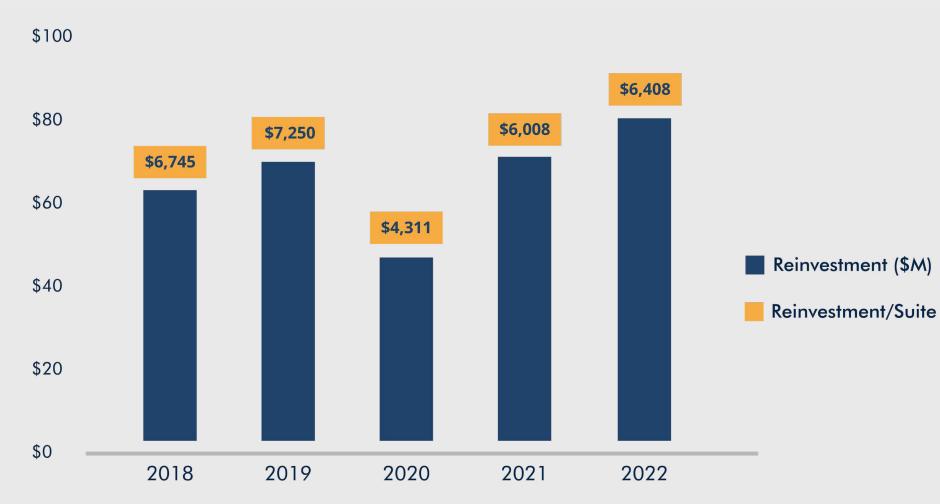
# GRESB REAL ESTATE **ASSESSMENT**



The REIT participated in the GRESB Real Estate Assessment and is pleased to report a 10% increase in its 2022 GRESB score compared to 2021. The REIT maintained its "Green Star" rating, signalling continued strong ESG performance across the company. Gains were seen across the REIT, and management has already identified target improvement areas to keep the positive momentum going for the 2023 submission.

## **5-YEAR REINVESTMENT HISTORY**

Our investments rejuvenate multi-family supply that would otherwise be headed for demolition. They also create beautiful, safe and quality communities for our residents and deliver value for our Unitholders.



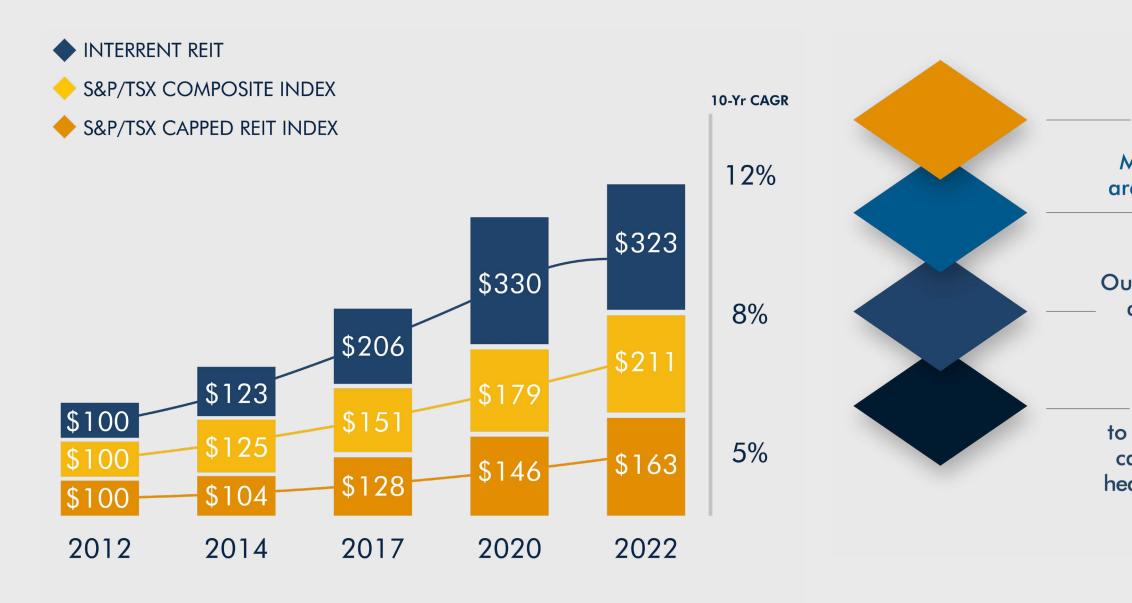




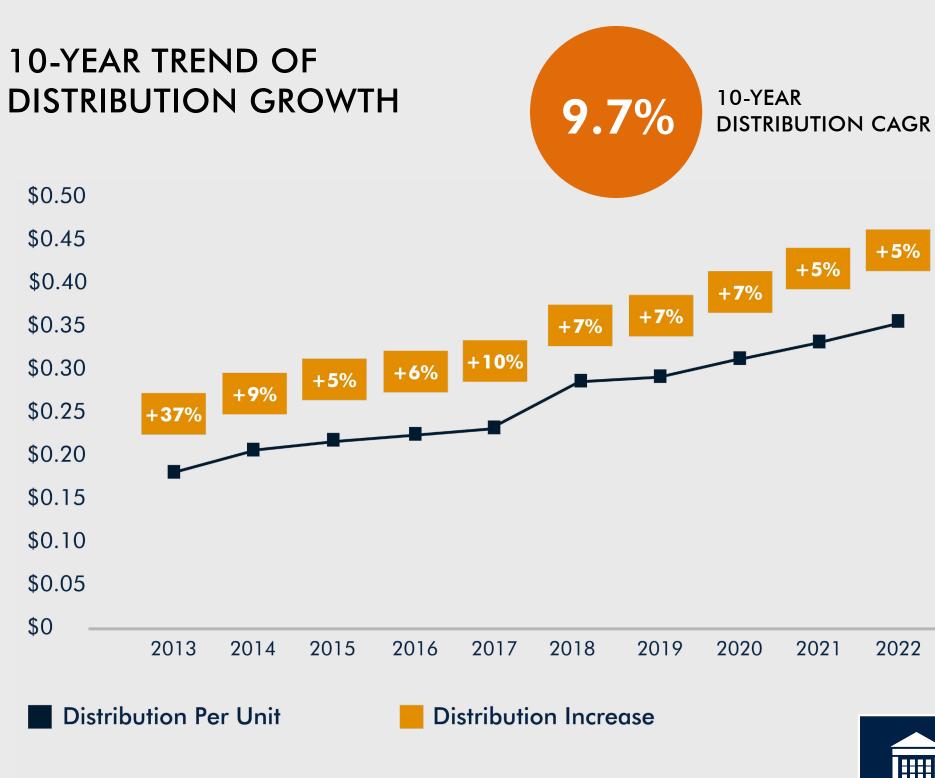
TOTAL RETURN AND DISTRIBUTION GROWTH TRACK RECORD

## TOTAL RETURN ON A CANADIAN \$100 INVESTMENT (10 YEARS)

WHO OWNS IIP STOCK



- We have more than 17,000 unitholders
- Many of our unitholders are individual Canadians who are planning for their retirement
- Our stock offers a way for anyone to be an owner of great real estate in Canada's major cities
- Through its exposure to hard assets, our stocks can serve as an inflation hedge and offers a growing distribution stream





# **DEVELOPMENT HIGHLIGHT** THE SLAYTE

One of the highlights of 2022 for the REIT was the start of our lease up and occupancy of our development project at 473 Albert St. The Slayte opened its doors to it's first residents in fall; the culmination of several years of work in bringing this bold vision to life.

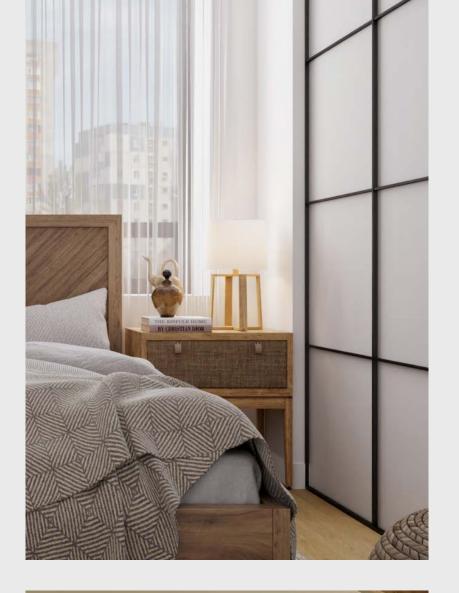
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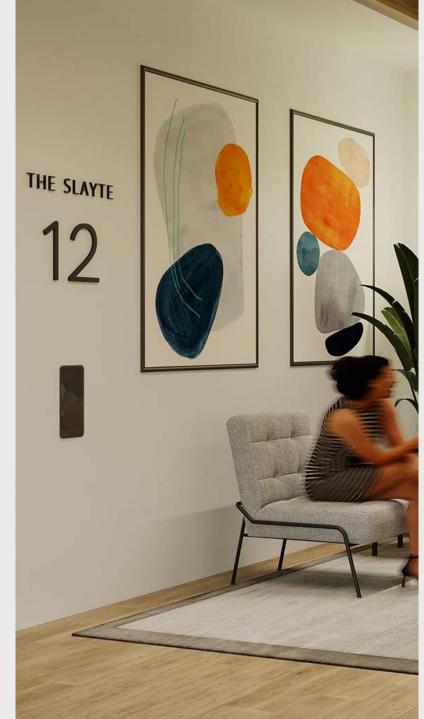
**CREATING SUCH A** PREMIUM RESIDENT **EXPERIENCE WHILE** ADDING MUCH-NEEDED RENTAL HOUSING TO DOWNTOWN OTTAWA AND REPURPOSING VACANT OFFICE SPACE IS A **TREMENDOUS** SOURCE OF PRIDE. -BRAD CUTSEY, CEO INTERRENT REIT.

The adaptive reuse project, led by CLV Group Developments Inc. and featuring the design of award-winning architects Linebox Studios and the work of Bassi Construction, The Slayte is the new incarnation of a 1970s office tower. Choosing to repurpose the existing building rather than tear it down, the revitalized structure provides a luxury rental experience in a highly-desired and fast developing neighbourhood in Ottawa's core. In addition, materials not needed through the reconstruction were donated to Habitat for Humanity and other local causes as part of InterRent's commitment to reuse and recycle.

The community houses 158 rental suites ranging from studios, one-bedroom and one-bedroom with den to two-bedroom and two-bedroom with den, as well as two townhouse unit flats on the first floor. Residents are treated to such amenities as concierge service, underground parking, a business centre, a state-of-the-art gym and a massive rooftop experience complete with an indoor lounge, event kitchen, hot tub, barbecues, pizza oven, lounge areas, firepits and more. Suites are luxuriously appointed with high-end finishings, stainless steel appliances and feature high ceilings and large windows.

Importantly, the new community adds capacity in a highly-constrained market. With vacancy rates continuing to trend downward and demand projected to rise with returning students and ambitious immigration targets, this luxury community is well positioned to take advantage of continued rent growth opportunities.









# OUR Stakeholders

## IN OUR ACTIONS, WE STRIVE TO CONSIDER AND BALANCE THE PERSPECTIVES AND EXPECTATIONS OF FIVE BROAD STAKEHOLDER GROUPS.

"



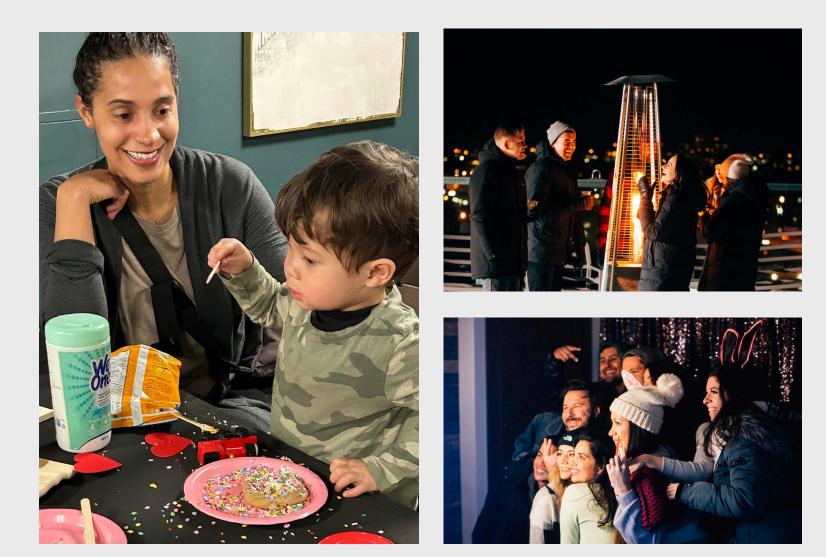
As a provider of **over 13,000** homes across Canada, we understand and appreciate the significant role and responsibility we have with respect to our residents. Furthermore, we believe that our role as a responsible provider of homes extends beyond the four walls of our properties to include the communities in which we operate.



# OUR STAKEHOLDERS OI OUR RESIDENTS

A UNIQUE RESIDENT EXPERIENCE - The cornerstone of our business is and remains the care we take in providing a truly differentiated and exceptional experience for our residents and 2022 was no different. The year marked a return to hosting live resident events throughout many of our communities.

With summer barbecues, ice cream events, cocktail parties, painting classes, holiday-themed celebrations and many more, we celebrated our residents more than ever in 2022. Hundreds if not thousands of residents participated in our various engagement initiatives which were met with great enthusiasm.





**1VALET** 

We continued to implement state-of-the-art 1Valet Smart Building Platform throughout more and more of our communities. In 2022, the system was implemented in 40 new communities bringing our total to 48. Click the play button to learn more.



# PAINT NIGHT!

We strive to make our resident events unique, different, and fun. In 2022, we hosted a Halloween-themed Paint Night activity in nine communities with an artist instructor providing direction as residents created their own Halloween masterpieces.



# OUR STAKEHOLDERS



# **MEET RIDOWAN**

Ridowan joined the InterRent family in 2021 as a Community Leasing Agent. In early 2022 as a CLA, he participated in Diversity, Equity, and Inclusion Fundamentals discussions. Later in the year, he was promoted to an Assistant Property Manager and is now responsible for multiple communities. In the Fall of 2022, he began his training in the Building Leader Program. We encourage you to watch Ridowan's video where he shares his learnings and life experiences.



# **MEET ANGIE**

Angie joined InterRent in 2020 as a Talent Acquisition Specialist. She is the first contact to many of our new team members. Angie won the Spirit Award in 2022, a true testament to her dedication and contribution to InterRent. Here are a few words from Angie in French with English subtitle. In the earlier part of 2022, we launched our BUILDING LEADERS PROGRAM with a goal to expand the capacity and competencies of our leaders. We further invested in expanding the technical expertise of our team members by providing technical training, and re-introducing our cleaning and maintenance competition which served not only as a fun and collegiate activity, but also sets high standards for maintaining clean, safe, and beautiful communities.

We believe in creating a work culture that shows care for diversity and fosters inclusion. We celebrated the long standing careers of many of our team members and assisted in launching the career of many more. We are proud to offer our team members professional development opportunities including educational development and supporting growth through cross training and/or vertical or lateral career moves. We are also pleased that in 2022, we created safe spaces for conducting open and frank conversations on diversity, equity and inclusion by launching "DEI Fundamentals Awareness" sessions for certain roles in the organization.

In the latter part of the year, we conducted our biennial Employee Engagement Survey – our team members strongly participated and trusted us with their feedback and suggestions that will form and influence the direction of our Talent strategies in 2023 and beyond.



# OUR STAKEHOLDERS OUR OUR COMMUNITIES



# THE LIGHT BEYOND THE MOUNTAINS

In September we, together with our partner Crestpoint Real Estate Investments, unveiled a beautiful mural, "The Light Beyond The Mountains" designed and curated by artist KC Hall at our Bay Tower Community in Vancouver, BC. We embarked on this project in order to create a visible moment of awareness and education in the community

about the Indigenous peoples in Canada. Watch the unveiling here, captured and produced by Brother Jopa and Street Front Inc., respectively.



# MIKE MCCANN CHARITY GOLF TOURNAMENT

On September 22, 2022, we once again hosted our annual Mike McCann Charity Golf Tournament in collaboration with CLV Group. Thanks to the incredible generosity of our many sponsors, our donation total grew yet again by 40% to an astounding \$1.4 million. All of this money is given to a variety of local charities in the communities in which we operate.

# We consider ourselves community builders first and foremost. This is the core purpose of our business. Together with CLV Group, our roots within our communities and our focus on ensuring their continued growth and prosperity permeates every facet of the company.

Beyond our financial support for the many charitable organizations that we work with, perhaps the most important resource that we can provide is our time. In 2022, our team members spent a total of nearly 1,000 volunteer hours within our communities. These are all fully paid hours that we allocate to our team members to support the causes nearest and dearest to them.

We also encourage and support entrepreneurial initiatives. One team member, Cindy in our Oakville regional office, took it upon herself to organize teams to go door to door in several of our Ontario communities to collect food donations over the holidays. This initiative alone collected 2,265 pounds of food that was donated to various local food banks.



Here is an overview of all the different organizations that we supported in 2022:

## OTTAWA

The Ottawa Hospital Foundation The Boys & Girls Club of Ottawa The Ottawa Food Bank Habitat for Humanity Christie Lake Kids Youth Services Bureau The Royal Ottawa The Ottawa Mission Shepherd's of Good Hope The Snow Suit Fund Kidney Research Centre Maisy's Foundation of Hope The Ottawa Humane Society

## MONTRÉAL

Montreal Mission Brewery Sun Youth Organization

### SOUTHWESTERN ONTARIO

Burlington Community Foundation Boys & Girls Club of Hamilton Boys & Girls Club of London Boys & Girls Club of St. Catharine's/Niagara Oak Park Neighbourhood Centre Schulich School of Business ComKids

## 🔶 BRITISH COLUMBIA

Boys & Girls Club of South Coast Moosehide Foundation



# OUR STAKEHOLDERS

# "

EXECUTING WORK ON THE SCALES REQUIRED WITH OUR REPOSITIONING STRATEGY IS NOT POSSIBLE WITHOUT PARTNERING WITH VENDORS ACROSS THE COUNTRY WHO SHARE OUR CORE VALUES.

We have a Vendor Code of Conduct to reinforce our expectation that every vendor with which we do business demonstrates the same commitment to our values.

Click the button below to check out the full Vendor Code of Conduct here:

# CZ ARCHITECT

Cynthia Zahoruk Architect Inc. (CZ Architects) is an architectural design studio serving Burlington, Hamilton, Oakville & Mississauga, Ontario for over 25 years. CZ Architects' philosophy revolves around creating environments that are functional, sustainable and aesthetically pleasing. As a woman led business with a successful history in renovation and adaptive reuse of spaces, CZ Architects has been a natural fit with InterRent's own corporate philosophy and values. InterRent has engaged CZ Architects on several projects, including the creation of multiple new suites built out in previously underused spaces within existing communities.

This partnership has thus allowed InterRent to continue to meet the needs of its current and future residents by providing additional high quality homes for families across Ontario to call their own.

www.czarchitect.com





# OUR STAKEHOLDERS

We have always prided ourselves on open dialogue and transparency with the investment community. Throughout the year, we hosted 137 investor meetings and shared our view on market fundamentals and life at InterRent as panelists during the Real REIT Conference, Quebec Apartment Investment Conference, RealCapital, as well as various real estate conferences organized by leading financial institutions.

This year we continued to engage with several investor associations and also added external advisors to our discussions as we continue to make positive steps forward on our sustainability journey. We are proud of the insights we have gained and the work we have done around climate change, climate disclosure and diversity in the workplace training as well as the support we have provided for many community-focused organizations. We know there is still much to do and we look forward to sharing our 2022 progress as well as our commitments for the future with you as part of our 2022 Sustainability Report later this spring.

# BOARD OF TRUSTEES

Our Board of Trustees is the foundation of strong corporate governance. Our Trustees evaluate the management of the REIT, oversee strategic direction, and have an overall responsibility to protect the interest of Unitholders by fostering a culture of integrity and accountability.

During the year we added two new Independent Trustees to our Board, Judy Hendriks and Jean-Louis Bellemare. We continually assess the composition of the Board and look for opportunities to enhance the diversity of skills present. Judy and Jean-Louis each bring with them a wealth of experience in executive leadership, growth and capital markets, and human resource management.

Full profiles of each of our Board members can be found in our latest Information Circular.



**PAUL AMIRAULT** Lead Independent Trustee



**BRAD CUTSEY** Chief Executive Officer



JEAN-LOUIS BELLEMARE



JUDY HENDRIKS Chair, Human Resources and Compensation Committee



**JOHN JUSSUP** Chair, Nominations and Governance Committee



MIKE MCGAHAN Executive Chair



**RONALD LESLIE** Chair, Audit Committee

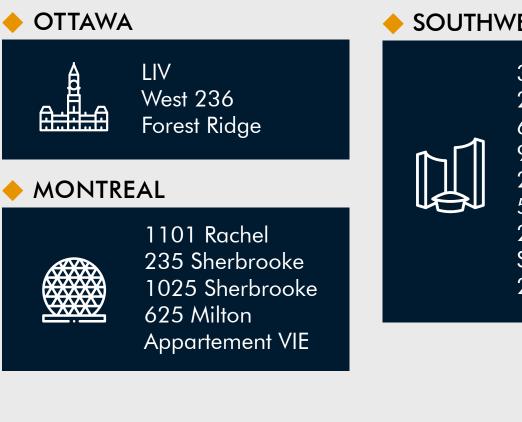


CHERYL PANGBORN Chair, Capital Resources Committee

# TOUR WITH US



Throughout 2022, we hosted institutional investors on tours of several of our communities across our different region Greater Toronto & Hamilton Area communities. Here is a small sample of some of our tours.



SOUTHWESTERN ONTARIO

30 Edith 2757 Battleford 6599 Glen Erin 920 Inverhouse 2150 Roche 5220 Lakeshore 2386 New Street Stoney Creek 25 Tindale



# InterRent REIT Management's Discussion & Analysis

For the Year Ended December 31, 2022

March 7, 2023

INTERRENT

The Slayte, Ottawa, ON

## MANAGEMENT'S DISCUSSION & ANALYSIS TABLE OF CONTENTS

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### FORWARD-LOOKING STATEMENTS

### **Caution Regarding Forward-Looking Statements**

This Management's Discussion and Analysis ("MD&A") of InterRent Real Estate Investment Trust ("InterRent REIT", the "REIT" or the "Trust") contains "forward-looking statements" within the meaning of applicable securities legislation. This document should be read in conjunction with material contained in the Trust's audited consolidated financial statements for the year ended December 31, 2022, along with InterRent REIT's other publicly filed documents. Forward-looking statements appear in this MD&A under the heading "Outlook" and generally include, but are not limited to, statements with respect to management's beliefs, plans, estimates and intentions, and similar statements concerning anticipated future events, results circumstances, performance or expectations, including but not limited to financial performance and equity or debt offerings, new markets for growth, financial position, comparable multi-residential REITs and proposed acquisitions. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or statements that certain actions, events or results "may", "could", "would", "might" or "will be taken", "occur" or "be achieved".

Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of InterRent REIT to be materially different from those expressed or implied by such forward-looking statements, including but not limited to: the risks related to the market for InterRent REIT's securities, the general risks associated with real property ownership and acquisition, that future accretive acquisition opportunities will be identified and/or completed by InterRent REIT, risk management, liquidity, debt financing, credit risk, competition, general uninsured losses, interest rate fluctuations, environmental matters, restrictions on redemptions of outstanding InterRent REIT securities, lack of availability of growth opportunities, diversification, potential unitholder liability, potential conflicts of interest, the availability of sufficient cash flow, fluctuations in cash distributions, the market price of InterRent REIT's trust units, the failure to obtain additional financing, dilution, reliance on key personnel, changes in legislation, failure to obtain or maintain mutual fund trust status and delays in obtaining governmental approvals or financing as well as those additional factors discussed in the section entitled "Risks and Uncertainties" and in other sections of this Management's Discussion and Analysis.

In addition, certain material assumptions are applied by the Trust in making forward looking statements including, without limitation, factors and assumptions regarding:

- Overall national economic activity
- Regional economic and demographic factors, such as employment rates and immigration trends
- Inflationary/deflationary factors
- Long-, medium-, and short-term interest rates
- Availability of financing
- Housing starts
- Housing affordability
- Provincial government housing policies
- Canadian Mortgage and Housing Corporation (CMHC) policies

Although the forward-looking information contained herein is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. InterRent REIT has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, however there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking



statements. InterRent REIT does not undertake to update any forward-looking statements that are incorporated by reference herein, except in accordance with applicable securities laws.

Certain statements included herein may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this MD&A.

### **INTERRENT REAL ESTATE INVESTMENT TRUST**

InterRent Real Estate Investment Trust ("InterRent REIT", the "REIT" or the "Trust") is an unincorporated, openended real estate investment trust created pursuant to a Declaration of Trust, dated October 10, 2006, and as amended and restated on June 29, 2007, September 30, 2009, December 29, 2010, and May 21, 2019, under the laws of the Province of Ontario. InterRent REIT was created to invest in income producing multi-family residential properties within Canada initially through the acquisition of InterRent International Properties Inc. (the "Corporation") and of the Silverstone Group by the way of a plan of arrangement (the "Arrangement") under the *Business Corporations Act* (Ontario), which was completed on December 7, 2006.

InterRent REIT's principal objectives are to provide its unitholders ("Unitholders") with stable and growing monthly cash distributions, partially on a Canadian income tax-deferred basis, and to increase the value of its trust units (the "Units") through the effective management of its residential multi-family revenue producing properties, the acquisition of additional, accretive properties, and delivering new supply through intensification and development.

### **DECLARATION OF TRUST**

The investment policies of the Trust are outlined in the Trust's Amended and Restated Declaration of Trust (the "DOT") dated as of May 21, 2019, and a copy of this document is available on SEDAR (www.sedar.com).

At December 31, 2022 the Trust was in material compliance with all investment guidelines and operating policies stipulated in the DOT.

### **ACCOUNTING POLICIES**

InterRent REIT's accounting policies are described in note 3 of the audited consolidated financial statements for the year ended December 31, 2022, and December 31, 2021.

In applying these policies, in certain cases it is necessary to use estimates, which management determines using information available to the Trust at the time. Management reviews key estimates on a quarterly basis to determine their appropriateness and any change to these estimates is applied prospectively in compliance with IFRS. Significant estimates are made with respect to the fair values of investment properties and the fair values of financial instruments.



### **NON-GAAP MEASURES**

Gross Rental Revenue, Net Operating Income, Same Property results, Repositioned Property results, Funds from Operations, Adjusted Funds from Operations, Adjusted Cash Flows from Operations and EBITDA (or, in each case, substantially similar terms) are measures sometimes used by Canadian real estate investment trusts as indicators of financial performance, however they do not have standardized meanings prescribed by IFRS (GAAP). These measures may differ from similar computations as reported by other real estate investment trusts and, accordingly, may not be comparable to similarly termed measures reported by other such issuers.

Gross Rental Revenue is the total potential revenue from suite rentals before considering vacancy and rebates and excludes other revenue from ancillary sources.

Net Operating Income ("NOI") is a key measure of operating performance used in the real estate industry and includes all rental revenues generated at the property level, less related direct costs such as utilities, realty taxes, insurance and on-site maintenance wages and salaries. As one of the factors that may be considered relevant by readers, management believes that NOI is a useful supplemental measure that may assist prospective investors in assessing the Trust.

Same property results are revenues, expenses and NOI from properties owned by the Trust throughout the comparative periods, which removes the impact of situations that result in the comparative period to be less meaningful. Some examples include: acquisitions, dispositions, redevelopments or properties going through a lease-up period.

Repositioned property results are revenues, expenses and NOI from properties owned by the Trust prior to January 1, 2019.

Funds from Operations ("FFO") and Adjusted Funds from Operations ("AFFO") are financial measures commonly used by many Canadian real estate investment trusts which should not be considered as an alternative to net income, cash flow from operations, or any other operating or liquidity measure prescribed under GAAP. The Trust presents FFO and AFFO in accordance with the REALpac White Paper on Funds from Operations and Adjusted Funds from Operations for IFRS dated January 2022. Management considers FFO and AFFO a useful measure of recurring economic earnings.

Adjusted Cash Flows from Operations ("ACFO") is an additional financial measure of economic cash flow based on the operating cash flows of a business adjusted for specific items. The Trust presents ACFO in accordance with the REALpac White Paper dated February 2019. Management considers ACFO a useful measure of sustainable cash flow.

Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA") is calculated as earnings before interest, taxes, depreciation, amortization, and other adjustments including gain/loss on sale and fair value adjustments.

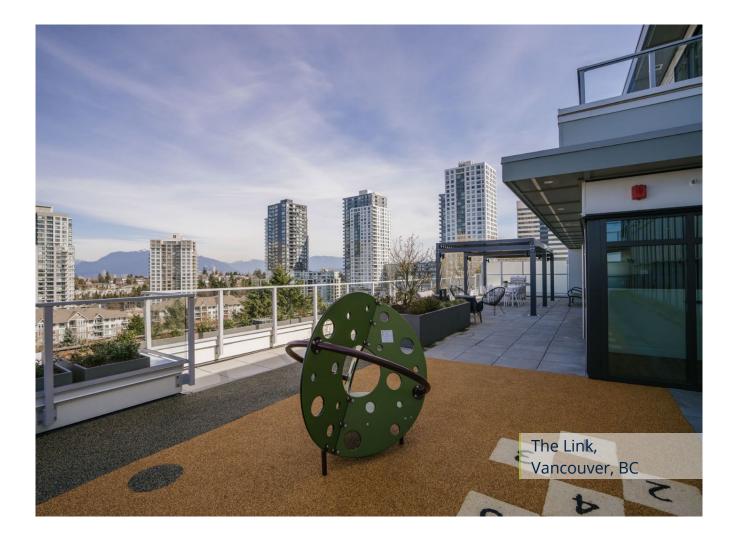
Readers are cautioned that Gross Rental Revenue, NOI, Same property, Repositioned property, FFO, AFFO, ACFO and EBITDA are not alternatives to measures under GAAP and should not, on their own, be construed as indicators of the Trust's performance or cash flows, measures of liquidity or as measures of actual return on Units of the Trust. These non-GAAP measures, as presented, should only be used in conjunction with the consolidated financial statements of the Trust.

As a result of the redeemable feature of the Trust Units, the Trust's Units are defined as a financial liability and not considered an equity instrument. Therefore, no denominator exists to calculate per unit calculations. Consequently, all per unit calculations are considered non-GAAP measures. Management feels that certain per unit calculations are an important method of measuring results from period to period and as such has determined basic and diluted weighted average number of units. Per unit calculations as computed by the Trust may differ from similar computations as reported by other real estate investment trusts and, accordingly, may not be comparable to other such issuers.



### **OPERATIONS UPDATE**

- The December 31, 2022 portfolio occupancy rate of 96.8% is a return to pre-pandemic levels at year-end and places the Trust on solid operational footing heading into 2023. Rental demand remains strong through the first few months of 2023.
- As leasing activity has picked up, lease incentives have trended downwards. Given current demand, we expect this to continue through 2023.
- Occupancy at 473 Albert Street in Ottawa, Ontario began in Q4, with 37 suites occupied by the end of the year. Positive leasing activity has continued into 2023, filling an additional 16 suites in the traditionally hard to lease January and February months. The Trust expects to complete initial lease-up of the 158 suites by the end of September 2023.
- A mild January and February as well as natural gas rates softening bode well to bring utility costs in-line to start 2023.
- Refinancing activity during the year dropped variable exposure to below 5% at December 31, 2022. The Trust expects to maintain this between 4% to 6% through 2023.
- The Trust continues to invest in its portfolio as a driver of future organic growth, spending \$24.7 million during the quarter of which \$8.3 million was spent on improvements for non-repositioned properties, \$5.2 million on properties under development, and \$11.2 million on the repositioned portfolio.





### **OVERVIEW**

### **BUSINESS OVERVIEW AND STRATEGY**

InterRent REIT is a growth-oriented real estate investment trust engaged in increasing Unitholder value and creating a growing and sustainable distribution through the acquisition, development, and ownership of multi-residential properties. The REIT generates revenues, cash flows and earnings from rental operations and from the sale of revenue producing properties. InterRent REIT's largest and most consistent source of income is its rental operations, which involves leasing individual suites to residents for lease terms generally ranging from month-to-month to twelve-months.

InterRent's strategy is to expand its portfolio primarily within markets that have exhibited stable market vacancies, sufficient suites available to attain the critical mass necessary to implement an efficient portfolio management structure and, offer opportunities for accretive acquisitions.

InterRent's primary objectives are to use the proven industry experience of the Trustees, Management and Operational Team to: (i) grow both funds from operations per Unit and net asset value per Unit through investments in a diversified portfolio of multi-residential properties; (ii) provide Unitholders with sustainable and growing cash distributions, payable monthly; and (iii) maintain a conservative payout ratio and balance sheet.

In 2022, the Trust purchased a 50% ownership in two properties comprised of 57 suites in Vancouver for \$12.8 million, a 50% ownership in a property in Quebec consisting of 254 suites for \$54.6 million, and completed a \$2.4 million acquisition for an additional 2.5% interest in 801 Albert Street Inc., the development site at 900 Albert Street, Ottawa. The Trust has also commenced occupancy on its development project at 473 Albert Street, Ottawa, with 37 suites occupied as at December 31, 2022.

As at December 31, 2022, the Trust has 100% ownership interest in 12,003 suites and a 50% financial interest in 1,214 suites, for a total ownership of 12,610 suites, of which: a) 11,041 are included in same property suites, or 87.6% of the overall portfolio; and, b) 8,951 are included in repositioned property suites, or 71.0% of the overall portfolio. With the current immigration targets there will be an increased demand for housing while supply issues in the market are persisting. The Trust is trying to be a part of the solution and is working with various levels of government to try and create policies to encourage more supply and currently has approximately 4,100 suites under development with the potential for further intensification at various sites within its portfolio.





### OUTLOOK

- a) Management remains committed to growing the REIT in a strategic and structured manner, although timing may be impacted by the current economic environment, however, future growth is still anticipated to come from:
  - a) continuing to source properties in our core markets that allow us to build scale within these areas and apply our repositioning experience and expertise in a manner that continues to provide long term accretion for our Unitholders;
  - b) continuously looking for new ways and opportunities to drive existing revenues, create new revenue streams and reduce operating costs within our portfolio;
  - c) re-deploying capital from areas where management believes communities have reached their economic potential or they are located in nodes that will not allow the REIT to reach the desired level of scale;
  - d) developing purpose-built rental on existing sites that have the ability to add more density; and
  - e) participating in joint ventures for mixed-use sites where the REIT can add value through its experience and expertise in owning and operating multi-family rentals.
- b) The REIT continues to evaluate intensification opportunities within the portfolio. One such project is currently underway in Montréal, where C-class office space in one of the REIT's existing buildings is being converted into 36 new residential units. Completion is expected in the first half of 2023.
- c) In addition to the intensification project, the REIT is continuing to make progress on its four active developments, for more information on our ongoing projects, see "Properties Under Development"
- d) Liquidity Update:
  - The Trust's current credit facilities total \$223.0 million of available credit. There is nothing drawn on these facilities as at December 31, 2022.
  - At December 31, 2022, the Trust had approximately \$200.2 million in unencumbered properties that do not have mortgages nor provide security for any credit facilities.
  - During the quarter, the Trust renewed one \$10.5 million mortgage, closed on seven up-financings totaling gross proceeds of \$175.4 million (repaid loans totaled \$123.5 million), and repaid two mortgages for \$3.6 million.
  - With a debt-to-GBV ratio of 38.3%, the REIT has significant liquidity available through both CMHC insured and conventional mortgage financing to finance future capital programs, development opportunities and acquisitions.





### Q4 AND FULL YEAR PERFORMANCE HIGHLIGHTS

The following table presents a summary of InterRent's operating performance for the three and twelve months ended December 31, 2022 compared to the same periods in 2021:

Selected Consolidated Information In \$000's, except per Unit amounts and other non-financial data	D	Months Ended ecember 31, 2022	D	Months Ended ecember 31, 2021	Change	D	2 Months Ended ecember 31, 2022	D	2 Months Ended ecember 31, 2021	Change
Total suites		-		-	-		12,610 <sup>(1)</sup>		12,426(1)	+1.5%
Average rent per suite (December)		-		-	-	\$	1,479	\$	1,381	+7.1%
Occupancy rate (December)		-		-	-		96.8%		95.6%	+120 bps
Operating revenues	\$	56,855	\$	50,265	+13.1%	\$	216,400	\$	185,148	+16.9%
Net operating income (NOI)	\$	36,730	\$	32,155	+14.2%	\$	139,223	\$	117,658	+18.3%
NOI %		64.6%		64.0%	+60 bps		64.3%		63.5%	+80 bps
Same Property average rent per suite (December)	\$	-		-	-	\$	1,456	\$	1,374	+6.0%
Same Property occupancy rate (December)		-		-	-		97.0%		96.2%	+80 bps
Same Property operating revenues	\$	49,246	\$	45,314	+8.7%	\$	189,861	\$	173,526	+9.4%
Same Property NOI	\$	31,558	\$	29,112	+8.4%	\$	122,012	\$	110,496	+10.4%
Same Property NOI %		64.1%		64.2%	-10 bps		64.3%		63.7%	+60 bps
Net Income	\$(	100,950)	\$	99,399	-201.6%	\$	103,959	\$	369,686	-71.9%
Funds from Operations (FFO)	\$	18,677	\$	19,583	-4.6%	\$	76,933	\$	72,826	+5.6%
FFO per weighted average unit - diluted	\$	0.129	\$	0.137	-5.8%	\$	0.532	\$	0.510	+4.3%
Adjusted Funds from Operations (AFFO)	\$	16,031	\$	17,489	-8.3%	\$	67,366	\$	64,925	+3.8%
AFFO per weighted average unit - diluted	\$	0.110	\$	0.122	-9.8%	\$	0.466	\$	0.455	+2.4%
Distributions per unit	\$	0.0885	\$	0.0841	+5.2%	\$	0.3450	\$	0.3283	+5.1%
Adjusted Cash Flow from Operations (ACFO)	\$	24,872	\$	28,403	-12.4%	\$	78,446	\$	78,094	+0.5%
Debt-to-GBV		-		-	-		38.3%		36.7%	+160 bps
Interest coverage (rolling 12 months)		-		-	-		2.70x		3.39x	-0.69x
Debt service coverage (rolling 12 months)		-		-	-		1.65x		1.84x	-0.19x

<sup>(1)</sup> Represents 12,003 (2021 - 11,974) suites fully owned by the REIT and 1,214 (2021 - 903) suites owned 50% by the REIT.

- Overall Portfolio:
  - a) Operating revenue for the quarter rose by \$6.6 million to \$56.9 million, an increase of 13.1% over Q4 2021. Operating revenue for the year rose by \$31.3 million to \$216.4 million, an increase of 16.9% over 2021.
  - b) Average monthly rent per suite increased to \$1,479 (December 2022) from \$1,381 (December 2021), an increase of 7.1%.
  - c) Occupancy for December 2022 was 96.8%, an increase of 120 basis points from both September 2022 and December 2021.
  - d) NOI for the quarter was \$36.7 million, an increase of \$4.6 million, or 14.2%, over Q4 2021. NOI margin for the quarter was 64.6%, up 60 basis points over Q4 2021. NOI for the year was \$139.2 million, an increase of \$21.6 million, or 18.3% over 2021. NOI margin for the year was 64.3%, up 80 basis points over 2021.
- Same Property Portfolio:
  - a) Operating revenue for the quarter increased by \$3.9 million to \$49.2 million, an increase of 8.7%, over Q4 2021. Operating revenue for the year increased by \$16.3 million to \$189.9 million, or 9.4% over 2021.
  - b) Average monthly rent per suite for the same property portfolio increased to \$1,456 (December 2022) from \$1,374 (December 2021), an increase of 6.0%.
  - c) Occupancy for December 2022 was 97.0%, an increase of 110 basis points when compared to September 2022 and an increase of 80 basis points when compared to December 2021.



- d) NOI for the quarter was \$31.6 million, an increase of \$2.4 million, or 8.4%, over Q4 2021. Same property NOI margin for the quarter was 64.1%, down 10 basis points from Q4 2021. NOI for the year was \$122.0 million, an increase of \$11.5 million over 2021. NOI margin for the year was 64.3%, up 60 basis points over 2021.
- Repositioned properties had an average monthly rent per suite of \$1,483, occupancy of 97.3% for December 2022 and an NOI margin for the quarter of 65.5%.
- Net income for the year was \$104.0 million, a decrease of \$265.7 million compared to 2021. This difference was due primarily to the fair value adjustment on investment properties which was a loss of \$8.3 million in 2022, versus a gain of \$327.2 million in 2021. Net operating income was \$21.6 million higher in 2022 however this was offset by a \$15.7 million increase in financing costs and a \$2.3 million increase in administrative costs.
- FFO for the quarter decreased by \$0.9 million, or 4.6%, to \$18.7 million compared to Q4 2021. FFO for the year increased by \$4.1 million, or 5.6%, to \$76.9 million compared to 2021.
- FFO per Unit for the quarter decreased by 5.8% to \$0.129 per Unit compared to \$0.137 per Unit for Q4 2021. FFO per Unit for the year increased by 4.3% to \$0.532 per Unit compared to \$0.510 per Unit for 2021.
- AFFO for the quarter decreased by \$1.5 million, or 8.3%, to \$16.0 million compared to Q4 2021. AFFO for the year increased by \$2.4 million, or 3.8%, to \$67.4 million compared to 2021.
- AFFO per Unit for the quarter decreased by 9.8% to \$0.110 per Unit compared to \$0.122 per Unit for Q4 2021. AFFO per Unit for the year increased by 2.4% to \$0.466 per Unit compared to \$0.455 per Unit for 2021.
- ACFO for the quarter decreased by \$3.5 million, or 12.4%, to \$24.7 million compared to Q4 2021. ACFO for the year increased by \$0.4 million, or 0.5%, to \$78.4 million compared to 2021.
- Debt-to-GBV at year end was 38.3%, an increase of 160 and 90 basis points compared to December 2021 and September 2022, respectively.

### **PORTFOLIO SUMMARY**

The Trust started the year with 12,426 suites. During the year, the Trust purchased a 50% ownership stake in two properties with 57 suites in Vancouver, British Columbia and one property with 254 suites in Brossard, Quebec, added 3 suites to existing properties in the Greater Toronto & Hamilton area, combined 2 suites into one in Ottawa, Ontario, moved 10 suites in Ottawa, Ontario from income-producing to properties under development, and commenced occupancy on its development project at 473 Albert Street, Ottawa, with 37 suites occupied as at December 31, 2022. At December 31, 2022, the Trust owned 12,610 suites. Management continuously reviews the markets that the REIT operates in to determine if the portfolio mix remains suitable. Management believes that there are significant opportunities within the portfolio for organic rent growth, to reduce operating costs, and to further streamline operations. At December 31, 2022, 87.6% of the portfolio was included in same property suites and 71.0% of the portfolio was included in repositioned property suites. We continue to evaluate opportunities within our target markets, as well as other gateway cities in Canada. Given current market conditions, the Trust will remain judicious with its investment strategy in order to continue to grow the REIT in a fiscally prudent manner. The following chart shows our suite mix by region. InterRent's focus on recycling capital and growing its core markets of the Greater Toronto & Hamilton Area ("GTHA"), National Capital Region ("NCR"), Greater Montréal Area ("GMA"), and Greater Vancouver Area ("GVA") has resulted in approximately 85% of InterRent's suites being located in these core markets.



### ▼ Suites By Region at December 31, 2022

Region	Total I	Portfolio	Same Property			
Region	Suites	% of Portfolio	Suites	% of Portfolio		
Greater Toronto & Hamilton Area	4,143 (1)	31.3%	3,569	32.3%		
National Capital Region	2,996	22.7%	2,955	26.8%		
Other Ontario	2,002	15.1%	1,730	15.7%		
Greater Montreal Area	3,210 (2)	24.3%	2,787	25.2%		
Greater Vancouver Area	866 <sup>(3)</sup>	6.6%	-	-		
Total	13,217	100.0%	11,041	100.0%		

<sup>(1)</sup> Represents total suites of which the REIT owns a 100% interest in 4,049 suites and a 50% interest in 94 suites.

<sup>(2)</sup> Represents total suites of which the REIT owns a 100% interest in 2,956 suites and a 50% interest in 254 suites.

 $^{\rm (3)}$  Represents total suites of which the REIT owns a 50% interest.

### ▼ Acquisitions

During the year, the Trust completed a \$2.4 million acquisition for a 2.5% interest in 801 Albert Street Inc., the development site at 900 Albert Street Ottawa. Following this transaction, the REIT holds a 50% interest in the development property through its direct interest in 801 Albert Street Inc. and through its 40% ownership in the TIP Albert Limited Partnership joint venture. The Trust also completed the following investment property transactions:

Transaction Date	Property	City	Region	Property Type	# of Suites	Trar	nsaction Price	
24-Jan-2022	2183 W 44 <sup>th</sup> Avenue	Vancouver	GVA	Residential	36	\$	16,500,000	
28-Feb-2022	1918 Haro Street	Vancouver	GVA	Residential	21	\$	9,125,000	
	Total Vancouver No. 1 Apar	tments Partnership (	100% interest)			\$	25,625,000	
Q1 2022 Acquis	itions at the Trust's 50% fi	nancial interest				\$	12,812,500	
30-Jun-2022	8405 Place St-Charles	Brossard	GMA	Residential	254	\$	109,250,000	
Q2 2022 Acquis	\$	54,625,000						
Total 2022 Acqu	Total 2022 Acquisition at the Trust's 50% financial interest							

### ▼ Properties Under Development

Development activity is another important way that the REIT surfaces value through accretive growth and contributes to housing supply. InterRent's development strategy is consistent with its broader goals: to expand its portfolio within its primary markets. Management regularly reviews new development opportunities, and undertakes those it feels would be accretive to the REIT's portfolio.

The REIT currently has four ongoing development projects that, when complete, could provide approximately 4,100 suites and over 570,000 square feet of commercial and retail space. Development activity includes one project involving the adaptive reuse of obsolete office stock, providing an opportunity to divert waste, recycle materials, and revitalize an underused office building in Ottawa's urban core and add 158 new homes to a supply constrained core.

Project	City	Suite Count	Commercial Sq. Ft.	Ownership Interest	Target Completion Date	Expected Yield
473 Albert Street	Ottawa	158	-	100.0%	Q1 2023	4.30%
Richmond & Churchill	Ottawa	185	18,650	100.0%	H2 2026	4.20-4.80%
Purlington CO Lands	Purlington	1,526 (Phases 1-2)	20,081 (Phases 1-2)	25.0%	2028	4.65-5.15%
Burlington GO Lands	Burlington	989 (Phases 3-4)	19,779 (Phases 3-4)	25.0%	(Phases 1-2)	(Phases 1-2)



Project	City	Suite Count	Commercial Sq. Ft.	Ownership Interest	Target Completion Date	Expected Yield
900 Albert Street	Ottawa	1,241	511,608	50.0%	TBD	TBD

Transfers into the operating portfolio occur when the property is operating in the manner intended by Management. Generally this occurs upon completion of construction, as well as the receipt of all necessary permits.

### 473 Albert Street

Construction at the project is nearing completion to convert the existing office building to a residential rental building. All major long lead items have been tendered and awarded, and the construction costs are approximately 95% contracted. The REIT has finalized the property branding and began marketing and preleasing activities in late Q2 2022 with 37 suites occupied as of the end of 2022. Full occupancy of the building is anticipated for the end of September 2023.

### **Richmond & Churchill**

The zoning bylaw amendment for the property has been successfully approved by the City of Ottawa to allow for a 9-storey mixed-use building, as well as an additional rooftop amenity level. The rezoning allows the REIT to develop 185 residential suites and 18,650 sq ft of commercial space on the site. The site plan application was formally approved February 2022 and the draft Site Plan agreement was received June 2022. The REIT is working through design development and construction drawings in order to gain a high degree of cost certainty through active tendering based on completed drawings, as well as positioning the REIT with the ability to obtain building permits.

### **Burlington GO Lands**

In Q2 2022, a settlement was reached with the City of Burlington regarding the Phase 1 site plan application, subject to conditions, and was ultimately approved at the Ontario Land Tribunal. Fulfillment of the conditions and building permit submission is anticipated in Q2 of 2023. The REIT is working with its partners to finalize working drawings and complete tendering process. The full site plan contemplates 2,515 residential suites with 39,860 sq ft of commercial space. Phase 1 will include 775 units across 2 point towers on a 4 storey podium along with 9,304 sq ft of retail space.

### 900 Albert Street

The site plan application was approved by Ottawa City Council in July 2020 and the final site plan agreement is currently ongoing. The approved site plan application allows for 1,241 residential suites, 423,764 sq ft of office space, and 87,844 sq ft of retail space. Ownership of this project was previously split between three partners, however during 2022, the third partner sold its minority interest to both remaining partners, leaving the REIT and the remaining partner each with a 50% interest in the project. The REIT continues to work with its partner and external consultants to develop detailed design plans in order to deliver an offering that reflects not only the current needs of the market but also incorporates concepts and technologies to ensure its continued relevance as rental housing needs continue to evolve. Management continues to monitor, and is encouraged by, the redevelopment progress in the broader LeBreton Flats area.



### ANALYSIS OF OPERATING RESULTS

In \$ 000's	3 Months Ended December 31, 2022		3 Months E Decembe 2021		12 Months E December 2022		12 Months Ended December 31, 2021	
Gross rental revenue	\$ 55,926		\$ 50,905		\$ 216,558		\$ 191,431	
Less: vacancy & rebates	(2,472)		(3,794)		(13,467)		(18,266)	
Other revenue	3,401		3,154		13,309		11,983	
Operating revenues	\$ 56,855		\$ 50,265		\$ 216,400		\$ 185,148	
Expenses								
Property operating costs	9,084	16.0%	8,220	16.4%	35,163	16.3%	30,853	16.7%
Property taxes	5,907	10.4%	5,594	11.1%	23,851	11.0%	21,857	11.8%
Utilities	5,134	9.0%	4,296	8.5%	18,163	8.4%	14,780	8.0%
Operating expenses	\$ 20,125	35.4%	\$ 18,110	36.0%	\$ 77,177	35.7%	\$ 67,490	36.5%
Net operating income	\$ 36,730		\$ 32,155		\$ 139,223		\$ 117,658	
Net operating margin	64.6%		64.0%		64.3%		63.5%	

### REVENUE

Gross rental revenue for the year ended December 31, 2022 increased 13.1% to \$216.6 million compared to \$191.4 million for the year ended December 31, 2021. Operating revenues for the year were up \$31.2 million to \$216.4 million, or 16.9% compared to Q4 2021. The Trust owned, on a weighted average basis, 12,516 suites for the year as compared to 11,793 throughout 2021, an increase of 6.1% or 723 suites over the period. On a weighted average suite basis, operating revenue for 2022 increased by 10.1% over 2021.

The average monthly rent across the portfolio for December 2022 increased to \$1,479 per suite from \$1,381 as at December 2021, an increase of 7.1% and from \$1,462 as at September 2022, an increase of 1.2%. On a same property basis, the average rent increased by \$82 per suite, or up 6.0% to \$1,456 over December 2021 and by \$13 per suite, or up 0.9% over September 2022. Management expects to continue to grow rent organically, as well as continuing to drive other ancillary revenue streams such as parking, laundry, locker rentals, and cable and telecom revenue share agreements.

### ▼ Average Rent By Region<sup>(1)</sup>

	Т	otal Portfolio		Same Property			
Region	December	December		December	December		
	2022	2021	Change	2022	2021	Change	
Greater Toronto & Hamilton Area	\$1,561	\$1,465	+6.6%	\$1,553	\$1,460	+6.4%	
National Capital Region <sup>(1)</sup>	\$1,543	\$1,457	+5.9%	\$1,523	\$1,458	+4.5%	
Other Ontario	\$1,445	\$1,333	+8.4%	\$1,460	\$1,352	+8.0%	
Greater Montreal Area	\$1,289	\$1,182	+9.1%	\$1,259	\$1,192	+5.6%	
Greater Vancouver Area	\$1,768	\$1,660	+6.5%	-	-	-	
Total	\$1,479	\$1,381	+7.1%	\$1,456	\$1,374	+6.0%	

<sup>(1)</sup> Excludes extended stay suites.

The REIT estimates the average market rental gap on the total portfolio to be in excess of 30%. The REIT is continuing to carefully monitor the demand in the market and will adjust rents based on balancing short-term occupancy against long term rental revenue growth.

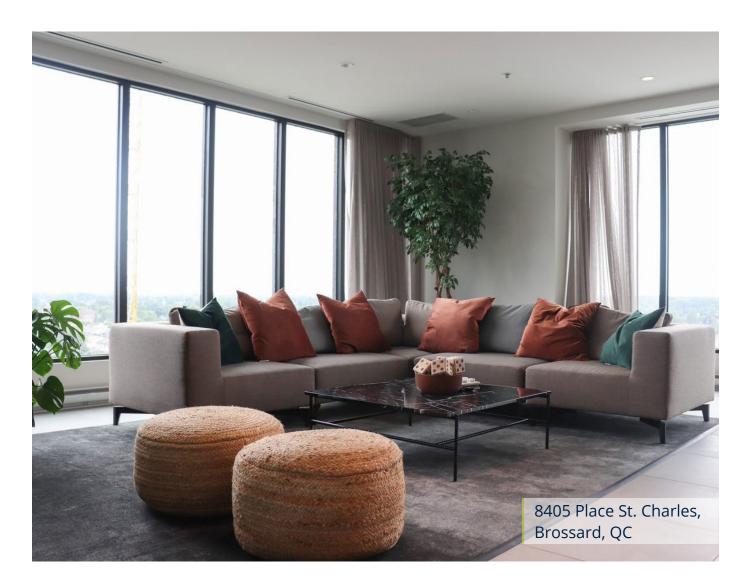


### Portfolio Occupancy

As part of the ongoing effort to balance organic revenue growth and occupancy levels, the vacancy rate on an annual basis is expected to be in the 4% range once a property is repositioned. Going forward, management believes that minor variations in economic vacancy will continue to occur from one quarter to another given the seasonal nature of rental activity. The rental growth objectives are being achieved as a direct result of:

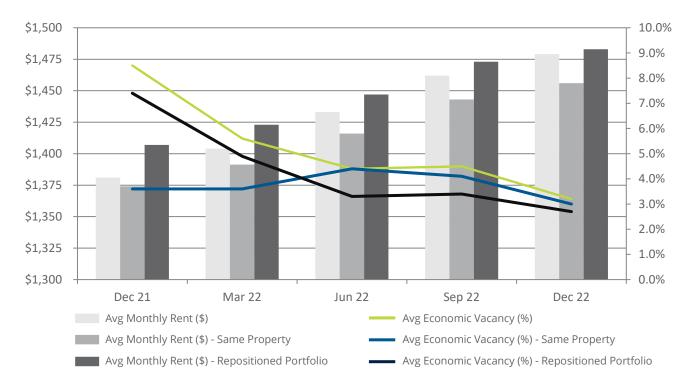
- 1. ensuring that properties are safe, secure and well maintained;
- 2. ensuring suites are properly repaired and maintained before being rented to new residents;
- 3. tailoring marketing to the specific features, location and demographics of each individual property; and,
- 4. ensuring that operations are running as efficiently and cost effectively as possible to ensure the wellbeing of residents and resident enjoyment of their homes.

This is part of the Trust's repositioning strategy to maximize rental revenues, lower operating costs and create safe, quality communities for our residents, extending the useful life of buildings that would otherwise be heading for demolition, and thereby creating value for all stakeholders. Management intends to continue to pursue this strategy both within the existing portfolio and as it looks to add new properties within targeted regions.





The following chart represents both the average monthly rents and the economic vacancy for the entire portfolio for the months listed. Economic vacancy is calculated by taking financial vacancy loss and dividing it by gross rental revenue.



	December 2021	March 2022	June 2022	September 2022	December 2022
Average monthly rents all					
properties	\$1,381	\$1,404	\$1,433	\$1,462	\$1,479
Average monthly rents					
same property	\$1,374	\$1,391	\$1,416	\$1,443	\$1,456
Average monthly rents					
repositioned property	\$1,407	\$1,423	\$1,447	\$1,473	\$1,483

The overall economic vacancy for December 2022 across the entire portfolio was 3.2%, a decrease of 120 basis points from September 2022 and December 2021 as compared to the 4.4% recorded for each period.

The overall economic vacancy for December 2022 for the same property portfolio was 3.0%, down 110 basis points from September 2022 and a decrease of 80 basis points as compared to the 3.8% recorded for December 2021.

The Trust continues to expect the arrival of new permanent residents, temporary foreign workers, and international students to gradually return to normal, which is an important source of demand for multi-family housing across its core regions.

Canada welcomed more than 437,000 new permanent residents in 2022, higher than its ambitious full year target and marked an all-time record for Canadian permanent residence admissions in one year. In 2022, the share of new immigrants that were net new people in the country rose to 60%, up from a low of 31% last year, continuing the trend towards historical norms of 70-75%.



The Trust was pleased to see that Canada welcomed a record 551,405 international students in 2022, up 24% from 2021. Narrowing to our three provinces of interest, study permits in Ontario were up 32% year-over-year for 2022 compared to 2021, while permit holders for students bound for British Columbia were up 17%. In Quebec, however, study permits are down 1% in 2022 compared to last year. While the Canadian government has made strides to improve its service levels, the immigration backlog as of January 3, 2023, sits at 2.2 million people, of which approximately 1.3 million relates to temporary residence inventory that includes both new study permits and study permit extensions. This backlog may provide a partial explanation for lower study permit figures in Quebec given that December is historically a seasonally high permit month.

### ▼ Vacancy By Region

	٦	<b>Fotal Portfolio</b>		S		
Region	December 2022	December 2021	Change	December 2022	December 2021	Change
Greater Toronto & Hamilton Area	3.0%	3.5%	-50 bps	3.3%	2.2%	+110 bps
National Capital Region	2.7%	4.8%	-210 bps	2.7%	4.5%	-180 bps
Other Ontario	3.2%	3.1%	+10 bps	2.9%	2.4%	+50 bps
Greater Montreal Area	4.1%	6.2%	-210 bps	2.9%	5.4%	-250 bps
Greater Vancouver Area	3.3%	3.7%	-40 bps	-	-	-
Total	3.2%	4.4%	-120 bps	3.0%	3.8%	-80 bps

### Other Revenue

Other rental revenue for the year ended December 31, 2022 increased 11.1% to \$13.3 million compared to \$12.0 million for the year ended December 31, 2021. The increased revenues from commercial space as well as ancillary sources such as parking, laundry, locker rentals, and cable and telecom continues to be a focus as it provides organic revenue growth.

### **PROPERTY OPERATING COSTS**

Property operating costs for the investment properties include repairs and maintenance, insurance, caretaking, superintendents' wages and benefits, property management salaries and benefits, uncollectible accounts and eviction costs, marketing, advertising, and leasing costs.

Property operating costs for the year ended December 31, 2022 amounted to \$35.2 million or 16.3% of revenue compared to \$30.9 million or 16.7% of revenue for the year ended December 31, 2021. As a percentage of revenue, operating costs decreased by 40 basis points as compared to 2021.

### **PROPERTY TAXES**

Property taxes for the year ended December 31, 2022 amounted to \$23.9 million or 11.0% of revenue compared to \$21.9 million or 11.8% of revenue for 2021. Overall property taxes have increased by \$2.0 million however they have decreased as a percentage of operating revenues, as portfolio and revenue growth outpace rate increases.

The Trust is constantly reviewing property tax assessments for its properties and this active approach shall continue to help drive down costs. Where appropriate, the Trust will appeal individual property assessments.



## UTILITY COSTS

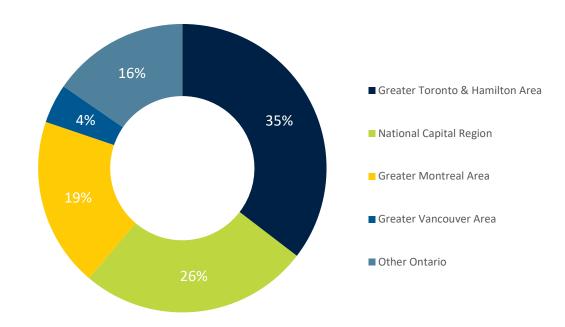
Utility costs for the year ended December 31, 2022 amounted to \$18.2 million or 8.4% of revenue compared to \$14.8 million or 8.0% of revenue for the three months ended December 31, 2021. Utility costs have increased over last year on a per suite basis due primarily to increases in rates. Higher charges for natural gas are the biggest driver, with rates up 38% over last year across the portfolio. Gas usage was up 9% overall (3% for same property). Fixed-rate contracts have been signed for approximately 50% of expected 2023 natural gas usage at prices below current market rates.

Electricity costs are up \$0.5 million over last year due to small increases in portfolio size, rates, and per suite usage. The Trust continues to manage its electricity costs through its hydro sub-metering initiative, which reduced electricity costs by 25%, or \$2.0 million for the year. At December 31, 2022, the REIT had approximately 83% of its portfolio that had the capability to sub-meter hydro in order to recover the cost. Of these, approximately 85% were on hydro extra leases whereby the resident either pays the local utility provider directly or the REIT recovers the cost from the resident. This represents approximately 71% of the total portfolio. The REIT plans on continuing to roll this program out to new properties as they are acquired.

#### **NET OPERATING INCOME (NOI)**

NOI for the year ended December 31, 2022 amounted to \$139.2 million or 64.3% of operating revenue compared to \$117.7 million or 63.5% of operating revenue for the year ended December 31, 2021. The \$21.5 million increase in the year results primarily from both suite and organic growth in the portfolio, and a 39% reduction in vacancy and rebates in 2022 versus 2021.

NOI for the year ended December 31, 2022 from the same property portfolio was \$122.0 million, or 64.3% of operating revenue. Management continues to focus on top line revenue growth through selective acquisitions, suite additions, organic revenue growth and ancillary revenue as well as operating cost reductions (such as efficiencies of scale, investment in energy saving initiatives, and investments to reduce ongoing operating costs).



#### ▼ NOI By Region – 3 Months Ended December 31, 2022



## SAME PROPERTY PORTFOLIO PERFORMANCE

Same property results for the year ended December 31, 2022 are defined as all properties owned and operated by the Trust throughout the comparative periods being reported, and therefore do not take into account the impact on performance of acquisitions, dispositions or properties going through a lease-up during the period from January 1, 2021 to December 31, 2022. As at December 31, 2022, the Trust has 11,041 suites in the same property portfolio. The same property portfolio represents 87.6% of the overall portfolio.

ln \$ 000's	3 Months Ended December 31, 2022		3 Months Ended December 31, 2021		12 Months Decembe 2022	er 31,	12 Months Ended December 31, 2021	
Gross rental revenue	\$ 48,301		\$ 45,660		\$ 188,954		\$ 178,518	
Less: vacancy & rebates	(2,026)		(3,281)		(11,032)		(16,527)	
Other revenue	2,971		2,935		11,939		11,535	
Operating revenues	\$ 49,246		\$ 45,314		\$ 189,861		\$ 173,526	
Expenses								
Property operating costs	7,947	16.1%	7,437	16.5%	30,840	16.2%	28,843	16.6%
Property taxes	5,283	10.7%	5,036	11.1%	21,138	11.1%	20,527	11.8%
Utilities	4,458	9.1%	3,729	8.2%	15,871	8.4%	13,660	7.9%
Operating expenses	\$ 17,688	35.9%	\$ 16,202	35.8%	\$ 67,849	35.7%	\$ 63,030	36.3%
Net operating income	\$ 31,558		\$ 29,112		\$ 122,012		\$ 110,496	
Net operating margin	64.1%		64.2%		64.3%		63.7%	

For the year ended December 31, 2022, operating revenues for same property increased by 9.4% compared to 2021. Property operating costs and property taxes are down 40 and 70 basis points as a percentage of operating revenues, respectively, whereas utilities increased by 50 basis points. This resulted in an overall decrease in operating expenses, as a percentage of operating revenues, of 60 basis points as compared to the same period last year.

Operating expense growth of 7.6% was offset by operating revenue growth of 9.4%, achieved through a substantial reduction in vacancy and rebates and achieving market rents on turnover. This resulted in an increase in same property NOI of \$11.5 million, or 10.4%, as compared to the same period last year. NOI margin for 2022 was 64.3% as compared to 63.7% for 2021, a 60 basis point increase.

The average monthly rent for December 2022 for same property increased to \$1,456 per suite from \$1,374 (December 2021), an increase of 6.0%. Economic vacancy for December 2022 for same property was 3.0%, compared to 3.8% for December 2021.

	December 2021	March 2022	June 2022	September 2022	December 2022
Average monthly rent					
same property	\$1,374	\$1,391	\$1,416	\$1,443	\$1,456
Average monthly vacancy					
same property	3.8%	3.6%	4.4%	4.1%	3.0%



### **REPOSITIONED PROPERTY PORTFOLIO PERFORMANCE**

The Trust's repositioning program following the acquisition of a property typically spans 3 to 4 years, depending on how significant the capital requirements are and on the resident turnover at the property. Repositioned property suites for the three months ended December 31, 2022 are defined as all properties owned and operated by the Trust prior to January 1, 2019. As at December 31, 2022, the Trust has 8,951 repositioned property suites, which represents 71.0% of the overall portfolio.

		3 Mont	ths Ei	nded Dece	mber 3	1, 20	22	
In \$ 000's	Repositioned Property Portfolio			Non-Repositioned Property Portfolio			Fotal Portf	olio
Gross rental revenue	\$ 39,960		\$	15,966		\$	55,926	
Less: vacancy & rebates	(1,493)			(979)			(2,472)	
Other revenue	2,280			1,121			3,401	
Operating revenues	\$ 40,747		\$	16,108		\$	56,855	
Expenses								
Property operating costs	6,369	15.6%		2,715	16.9%		9,084	16.0%
Property taxes	4,353	10.7%		1,554	9.6%		5,907	10.4%
Utilities	3,454	8.5%		1,680	10.4%		5,134	9.0%
Operating expenses	\$ 14,176	34.8%	\$	5,949	36.9%	\$	20,125	35.4%
Net operating income	\$ 26,571		\$	10,159		\$	36,730	
Net operating margin	65.2%			63.1%			64.6%	

		12 Months Ended December 31, 2022							
In \$ 000's	Pr	Reposition operty Poi			n-Repositi perty Port			Total Porti	olio
Gross rental revenue	\$	156,595		\$	59,963		\$	216,558	
Less: vacancy & rebates		(8,543)			(4,924)			(13,467)	
Other revenue		9,020			4,289			13,309	
Operating revenues	\$	157,072		\$	59,328		\$	216,400	
Expenses									
Property operating costs		24,634	15.7%		10,529	17.7%		35,163	16.3%
Property taxes		17,419	11.1%		6,432	10.8%		23,851	11.0%
Utilities		12,258	7.8%		5,905	10.0%		18,163	8.4%
Operating expenses	\$	54,311	34.6%	\$	22,866	38.5%	\$	77,177	35.7%
Net operating income	\$	102,761		\$	36,462		\$	139,223	
Net operating margin		65.4%			61.5%			64.3%	



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The average monthly rent for December 2022 for the repositioned property portfolio was \$1,483 per suite and the economic vacancy for December 2022 was 2.7% whereas the non-repositioned properties had an average monthly rent of \$1,468 per suite and an economic vacancy of 4.4% for December 2022.

	Reposi	tioned Property	Portfolio	Non-Repositioned Property Portfolio			
Region	Suites	December 2022 Average Rent	December 2022 Vacancy	Suites	December 2022 Average Rent	December 2022 Vacancy	
Greater Toronto & Hamilton Area	2,888	\$1,562	2.7%	1,208	\$1,560	3.8%	
National Capital Region	2,955	1,523	2.7%	41	2,801	-	
Other Ontario	1,460	1,507	3.2%	542	1,279	3.1%	
Greater Montreal Area	1,648	1,254	2.1%	1,435	1,330	6.3%	
Greater Vancouver Area	-	-	-	433	1,768	3.3%	
Total	8,951	\$1,483	2.7%	3,659	\$1,468	4.4%	

## FINANCING AND ADMINISTRATIVE COSTS

In \$ 000's	3 Months Ended December 31, 2022	3 Months Ended December 31, 2021	12 Months Ended December 31, 2022	12 Months Ended December 31, 2021
Net operating income	\$ 36,730	\$ 32,155	\$ 139,223	\$ 117,658
Expenses				
Financing costs	13,930	8,492	46,442	30,769
Administrative costs	4,044	3,957	15,479	13,216
Income before other income and expenses	\$ 18,756	\$ 19,706	\$ 77,302	\$ 73,673

### FINANCING COSTS

Financing costs amounted to \$13.9 million or 24.5% of operating revenue for the three months ended December 31, 2022 compared to \$8.5 million or 16.9% of operating revenue for the three months ended December 31, 2021. This is mainly due to higher interest rates and amount of outstanding mortgage debt, both from growth in the portfolio as well as new mortgages and successful up-financings.

In \$ 000's	3 Months December		3 Months Ended December 31, 2021			
	Amount	% of Revenue	Amount	% of Revenue		
Cash based:						
Mortgage interest	\$ 14,098	24.7%	\$ 7,931	16.8%		
Credit facilities	271	0.5%	683	1.4%		
Interest capitalized	(872)	(1.5%)	(240)	(0.5%)		
Interest income	(170)	(0.3%)	(98)	(0.2%)		
Non-Cash based:						
Amortization of deferred finance cost and						
premiums on assumed debt	603	1.1%	216	0.4%		
Total	\$ 13,930	24.5%	\$ 8,492	16.9%		

Financing costs amounted to \$46.4 million or 21.5% of operating revenue for the year ended December 31, 2022 compared to \$30.8 million or 16.6% of operating revenue for the year ended December 31, 2021 due to higher



In \$ 000's	12 Month December		12 Months Ended December 31, 2021			
	Amount	% of Revenue	Amount	% of Revenue		
Cash based:						
Mortgage interest	\$ 44,386	20.6%	\$ 29,476	15.9%		
Credit facilities	2,004	0.9%	1,717	0.9%		
Interest capitalized	(2,100)	(1.0%)	(884)	(0.5%)		
Interest income	(480)	(0.2%)	(386)	(0.2%)		
Non-Cash based:						
Amortization of deferred finance cost and premiums on assumed debt	2,632	1.2%	846	0.5%		
Total	\$ 46,442	21.5%	\$ 30,769	16.6%		

interest rates and amount of outstanding mortgage debt, both from growth in the portfolio as well as new mortgages and successful up-financings.

Mortgage interest is one of the single largest expense line items for the REIT. Significant volatility occurred during the year in the debt markets and this trend persisted through Q4. During the quarter, CMHC insured mortgages fluctuated between a low of 3.70% to a high of 4.70% for both 5- and 10- year terms, with the difference in yield's between the two being relatively flat throughout this period. The REIT has continued to actively manage its mortgage ladder in Q4 and by year end has reduced its variable rate to within target range of below 5%. Given the persistent inflationary environment and mixed signals from various prints in Canada and the US, it is management's expectation that there will continue to be further volatility in mortgage interest costs. It is management's belief that, despite potential upside risk in rates in the near term, that the overall rate market has peaked and that rates should stabilize in the latter half of 2023. Overall mortgage debt has increased and is mainly attributable to capital management (reducing variable rate / credit facility debt that carries higher interest rate costs in favour of mortgages) along with up-financing for property acquisitions and repositioning.

Amortization of deferred finance costs for the year included \$1.0 million of write-offs related to the up-financing of mortgages through CMHC.

## ADMINISTRATIVE COSTS

Administrative costs include such items as: director pay; salaries and incentive payments; employee benefits; investor relations and sustainability; transfer agent listing and filing fees; legal, tax, audit, other professional fees; and amortization on corporate assets.

Administrative costs for the year ended December 31, 2022 amounted to \$15.5 million, or 7.2% of operating revenue, compared to \$13.2 million for 2021, being 7.1% of operating revenue. Approximately 5% of the 2022 figure, and 1% of 2021 administrative costs, relates to ESG actions, including the impact of InterRent's initiative to support refugees from Ukraine and Afghanistan, foundational work for the REIT's climate commitments, and various biodiversity initiatives across the portfolio.



## **OTHER INCOME AND EXPENSES**

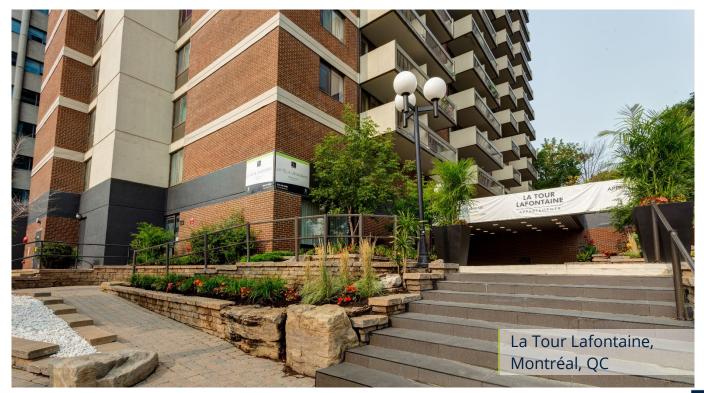
In \$ 000's	Months Ended ember 31, 2022	I	Months Ended ember 31, 2021	Months Ended ember 31, 2022	2 Months Ended ember 31, 2021
Income before other income and expenses	\$ 18,756	\$	19,706	\$ 77,302	\$ 73,673
Other income and expenses					
Income from joint ventures	11		10	37	39
Other income and fees	328		241	1,218	605
Fair value adjustments of investment properties	(107,714)		84,549	(8,325)	327,208
Unrealized gain/(loss) on financial liabilities	(11,611)		(4,446)	36,529	(29,229)
Distributions expense on units classified as financial liabilities	(720)		(661)	(2,802)	(2,610)
Net income	\$ (100,950)	\$	99,399	\$ 103,959	\$ 369,686

#### **OTHER INCOME AND FEES**

The Trust has contractual arrangements and receives compensation to perform the property and project management services for 1,214 residential suites within the joint operations.

#### FAIR VALUE ADJUSTMENTS OF INVESTMENT PROPERTIES

The fair value of the portfolio at December 31, 2022 and 2021 was determined internally by the Trust. In order to substantiate management's valuation, the Trust engaged a leading independent national real estate appraisal firm to provide appraisals for substantially all of the portfolio at December 31, 2022 and 2021. For the year ended December 31, 2022, a fair value loss of \$8.3 million was recorded on the financial statements as a result of changes in the fair value of investment properties. The weighted average capitalization rate used across the portfolio at the end of 2022 was 4.04% as compared to 3.97% for Q3 2022 and 3.86% for Q4 2021.



### UNREALIZED FAIR VALUE GAIN/LOSS ON FINANCIAL LIABILITIES

The Trust used a price of \$12.80 (September 30, 2022 - \$11.47) based on the closing price of the TSX listed InterRent REIT Trust Units to determine the fair value of the deferred unit compensation liability.

The total fair value of the deferred units recorded on the consolidated balance sheet at December 31, 2022 was \$51.9 million and a corresponding fair value gain of \$18.2 million was recorded on the consolidated statement of income for the year ended December 31, 2022.

The total fair value of the performance and restricted units recorded on the consolidated balance sheet at December 31, 2022 was \$1.0 million with a minimal fair value loss recorded on the consolidated statement of income for the year ended December 31, 2022.

The Trust determined the fair value of the option plan (unit-based compensation liability) at December 31, 2022 was \$1.3 million and a corresponding fair value gain of \$0.9 million was recorded on the consolidated statement of income for the year ended December 31, 2022.

The total fair value of the Class B LP Unit Liability recorded on the consolidated balance sheet at December 31, 2022 was \$43.7 million and a corresponding fair value gain of \$15.4 million was recorded on the consolidated statement of income for the year ended December 31, 2022.

The Trust uses rate swaps and forward rate locks in order to reduce its exposure to movements in interest rates. During the year, the Trust entered into three interest rate swaps to fix the effective rate paid on existing mortgages, as well as four forward rate locks to effectively lock-in interest rates on planned financings which settled during the year. Forward rate locks are settled in connection with new financings, and any gain or loss upon settlement is recognized over the term of the mortgage in interest expense. As interest rates rose through to the end of the year, rate swaps outstanding at year end experienced unrealized gains of \$2.1 million.

ln \$ 000's	Months Ended ember 31, 2022	E Dece	Aonths Inded mber 31, 2021	E Dece	Months inded mber 31, 2022	Months Ended ember 31, 2021
Fair value gain/(loss) on financial liabilities:						
Deferred unit compensation plan	\$ (5,340)	\$	(2,544)	\$	18,215	\$ (15,133)
Performance and restricted unit compensation plan	(107)		-		(26)	-
Option plan	(281)		(185)		885	(2,120)
Class B LP unit liability	(4,536)		(1,978)		15,383	(12,346)
Rate swaps and forward rate locks	(1,347)		261		2,072	370
Fair value gain/(loss) on financial liabilities	\$ (11,611)	\$	(4,446)	\$	36,529	\$ (29,229)

#### **DISTRIBUTION EXPENSE**

The distribution expense is comprised of distributions to holders of the Class B LP units and distributions earned on the deferred unit plan, as both are classified as a liability.



## **INVESTMENT PROPERTIES**

The following chart shows the changes in investment properties from December 31, 2021 to December 31, 2022.

In \$ 000's	December 31, 2022
Balance, December 31, 2021	\$ 4,062,593
Acquisitions	75,031
Property capital investments	123,745
Fair value adjustments	(8,325)
Total investment properties	\$ 4,253,044

The Trust's repositioning program following the acquisition of a property typically spans 3 to 4 years, depending on how significant the capital requirements are and on the resident turnover at the property. For the purpose of identifying capital expenditures related to properties being repositioned, for 2022 the REIT uses a cut-off of December 31, 2018. Any property purchased after this date is considered a repositioning property and capital expenditures are all part of the program to improve the property by lowering operating costs and/or enhancing revenue. For properties acquired prior to January 1, 2019, management reviews the capital expenditures to identify and allocate, to the best of its abilities, those that relate to enhancing the value of the property (either through lowering operating costs or increasing revenue) and those expenditures that relate to sustaining and maintaining the existing space. There are 8,951 suites in the REIT's portfolio that were acquired prior to January 1, 2019 and are considered repositioned properties for the purpose of calculating maintenance capital investment.

For the year ended December 31, 2022, the Trust invested \$126.2 million in the portfolio compared to \$90.1 million in 2021. During the year, \$40.6 million was invested in the non-repositioned properties and \$36.4 million was invested in properties under development, including the acquisition of the additional stake in 900 Albert Street, Ottawa. The remaining \$49.2 million was invested in the repositioned portfolio. This significant level of capital expenditures allows the Trust to rejuvenate multi-family supply, thereby extending the life of the properties, and creates safe living spaces that our residents can be proud to call home.





## **UNITHOLDERS' EQUITY**

The following chart shows the changes in reported Unitholders' equity from December 31, 2021 to December 31, 2022.

Summary of Unitholders' Capital Contributions	Trust Units	Amount (in \$ 000's)
December 31, 2021	140,179,844	\$1,030,780
Units issued under the deferred unit plan	217,913	2,748
Units issued under distribution reinvestment plan	1,422,730	18,208
Units issued from options exercised	68,387	1,122
December 31, 2022	141,888,874	\$1,052,858

As at December 31, 2022 there were 141,888,874 Trust Units issued and outstanding.

#### DISTRIBUTIONS

The distributions per Unit were \$0.3450 and \$0.3283 for the years ended December 31, 2022 and 2021, respectively. The Trust is currently making monthly distributions of \$0.0300 per Unit, which equates to \$0.3600 per Unit on an annualized basis. For the year ended December 31, 2022, the Trust's FFO and AFFO were \$0.533 and \$0.467 per unit (basic) respectively, compared to \$0.511 and \$0.455 for the year ended December 31, 2021.

Distributions to Unitholders are as follows:

In \$ 000's		onths Ended ober 31, 2022	12 Months Ended December 31, 2021		
Distributions declared to Unitholders	\$	48,664	\$	45,708	
Distributions reinvested through DRIP		(18,208)		(17,109)	
Distributions declared to Unitholders, net of DRIP	\$	30,456	\$	28,599	
DRIP participation rate		37.4%		37.4%	

InterRent's Declaration of Trust provides the Trustees with the discretion to determine the payout of distributions that would be in the best interest of the Trust. In establishing the level of distributions to Unitholders, consideration is given to future cash requirements of the Trust as well as forward-looking cash flow information.

### WEIGHTED AVERAGE NUMBER OF UNITS

The following table sets forth the weighted average number of Units outstanding:

	3 Months Ended December 31, 2022	3 Months Ended December 31, 2021	12 Months Ended December 31, 2022	12 Months Ended December 31, 2021
Trust units	141,641,870	139,704,659	140,980,833	139,163,764
LP Class B units	3,410,766	3,410,766	3,410,766	3,410,766
Weighted average units outstanding - Basic	145,052,636	143,115,425	144,391,599	142,574,530
Unexercised dilutive options <sup>(1)</sup>	95,772	179,329	95,772	179,329
Weighted average units outstanding - Diluted	145,148,408	143,294,754	144,487,371	142,753,859

<sup>(1)</sup> Calculated using the treasury method.



## **PERFORMANCE MEASURES**

Management believes that Funds from Operations (FFO) and Adjusted Funds from Operations (AFFO) are key measures for real estate investment trusts, however they do not have standardized meanings prescribed by IFRS (GAAP). These measures may differ from similar computations as reported by other real estate investment trusts and, accordingly, may not be comparable to similarly termed measures reported by other such issuers.

As both measures exclude the fair value adjustments on investment properties and gains and losses from property dispositions, it provides an operating performance measure that, when compared period over period, reflects the impact on operations of trends in occupancy levels, rental rates, operating costs and realty taxes, acquisition activities and interest costs, and provides a perspective of the financial performance that is not immediately apparent from net income determined in accordance with GAAP. As these measures are based on historical performance, they lag current operation and are negatively impacted, most notably on a per unit basis, during periods of significant growth. This is further amplified when the growth stems primarily from repositioning/development properties.

<b>O Reconciliation</b> \$000's, except per Unit amounts d Units outstanding		3 Months Ended December 31, 2022		3 Months Ended December 31, 2021		Months inded cember l, 2022	12 Months Ended December 31, 2021		
Net income	\$	(100,950)	\$	99,399	\$	103,959	\$	369,686	
Add (deduct):									
Fair value adjustments on investment property		107,714		(84,549)		8,325		(327,208)	
Unrealized (gain) loss on financial instruments		11,611		4,446		(36,529)		29,229	
Interest expense on puttable units classified as liabilities		302		287		1,178		1,119	
Funds from Operations (FFO)	\$	18,677	\$	19,583	\$	76,933	\$	72,826	
FFO per weighted average unit - basic	\$	0.129	\$	0.137	\$	0.533	\$	0.511	
FFO per weighted average unit - diluted	\$	0.129	\$	0.137	\$	0.532	\$	0.510	

<b>AFFO Reconciliation</b> In \$000's, except per Unit amounts and Units outstanding	3 Months Ended December 31, 2022		D	Months Ended ecember 31, 2021	D	2 Months Ended ecember 31, 2022	12 Months Ended December 31, 2021		
Funds from Operations	\$	18,677	\$	19,583	\$	76,933	\$	72,826	
Add (deduct):									
Actual maintenance capital investment		<b>(2,646)</b> <sup>(1)</sup>		(2,094) <sup>(1)</sup>		<b>(9,567)</b> <sup>(1)</sup>		(7,901) <sup>(1)</sup>	
Adjusted Funds from Operations (AFFO)	\$	16,031	\$	17,489	\$	67,366	\$	64,925	
AFFO per weighted average unit - basic	\$	0.111	\$	0.122	\$	0.467	\$	0.455	
AFFO per weighted average unit - diluted	\$	0.110	\$	0.122	\$	0.466	\$	0.455	

<sup>(1)</sup> Maintenance capital investment total is for the 8,951 (2021 – 8,314) repositioned suites

Adjusted Cash Flow from Operations (ACFO) was introduced in February 2017, and updated February 2019, in REALpac's "White Paper on Adjusted Cashflow from Operations (ACFO) for IFRS" as a sustainable, economic cash flow metric. Management believes ACFO can be a useful measure to evaluate the Trust's ability to fund distributions to unitholders. ACFO should not be construed as an alternative to cash flows provided by or used in operating activities determined in accordance with IFRS. ACFO is calculated in accordance with the REALpac definition but may differ from other REIT's methods and accordingly, may not be comparable to ACFO reported by other issuers.



ACFO Reconciliation In \$000's, except per Unit amounts and Units outstanding	3 Months Ended December 31, 2022		En Decen	onths ided iber 31, 021	En Decen	lonths ided iber 31, 022	12 Months Ended December 31, 2021		
Cash generated from operating activities	\$	27,863	\$	42,757	\$	91,181	\$	96,020	
Add (deduct):									
Changes in non-cash working capital not									
indicative of sustainable cash flows		300		(12,000)		(350)		(9,100)	
Amortization of finance costs		(603)		(216)		(2,632)		(846)	
Principal portion of lease payments		(42)		(44)		(186)		(79)	
Actual maintenance capital investment		(2,646)		(2,094)		(9,567)		(7,901)	
ACFO	\$	24,872	\$	28,403	\$	78,446	\$	78,094	
Distributions declared <sup>(1)</sup>	\$	12,844	\$	12,050	\$	49,842	\$	46,827	
Excess/(shortfall) of ACFO over distributions	\$	12,028	\$	16,353	\$	28,604	\$	31,248	
ACFO payout ratio		51.6%		42.4%		63.5%		60.0%	

<sup>(1)</sup> Includes distributions on LP Class B units

For the year ended December 31, 2022, ACFO exceeded distributions declared by \$28.5 million. Amounts retained in excess of the declared distributions are used to fund acquisitions and capital expenditure requirements.

#### CASH FROM OPERATING ACTIVITIES AND CASH DISTRIBUTIONS

The following table outlines the differences between cash flows from operating activities and net income and cash distributions in accordance with National Policy 41-201, "Income Trusts and Other Indirect Offerings":

In \$ 000's	3 Months Ended December 31, 2022	3 Months Ended December 31, 2021	12 Months Ended December 31, 2022	12 Months Ended December 31, 2021
Net income	\$ (100,950)	\$ 99,399	\$ 103,959	\$ 369,686
Cash flows from operating activities	27,863	42,757	91,181	96,020
Distributions paid <sup>(1)</sup>	7,873	7,169	31,373	29,479
Distributions declared <sup>(1)</sup>	12,844	12,050	49,842	46,827
Excess of net income over distributions paid	(108,823)	92,230	72,586	340,207
Excess of net income over distributions declared	(113,794)	87,349	54,117	322,859
Excess of cash flows from operations over distributions paid	19,990	35,588	59,808	66,541
Excess of cash flows from operations over distributions declared	15,019	30,707	41,339	49,193

<sup>(1)</sup> Includes distributions on LP Class B units

For the year ended December 31, 2022, cash flows from operating activities exceeded distributions paid by \$59.8 million. Net income is not used as a proxy for distributions as it includes fair value changes on investment properties and fair value change on financial instruments, which are not reflective of the Trust's ability to make distributions. Amounts retained in excess of the declared distributions are used to fund acquisitions and capital expenditure requirements.



## **QUARTERLY PERFORMANCE HIGHLIGHTS**

Selected Consolidated Information			202	22				20	21		
In \$000's, except per Unit amounts and other non-financial data		Q4	Q3		Q2	Q1	Q4	Q3		Q2	Q1
Total suites		12,610	12,573		12,573	12,445	12,426	11,897		11,850	11,468
Average rent per suite <sup>(1)</sup>	\$	1,479	\$ 1,462	\$	1,433	\$ 1,404	\$ 1,381	\$ 1,367	\$	1,339	\$ 1,325
Occupancy rate <sup>(1)</sup>		96.8%	95.6%		95.1%	95.5%	95.6%	94.4%		91.5%	91.3%
Operating revenues	\$	56,855	\$ 54,851	\$	52,831	\$ 51,863	\$ 50,265	\$ 46,866	\$	44,966	\$ 43,051
Net operating income (NOI)	\$	36,730	\$ 36,499	\$	33,635	\$ 32,359	\$ 32,155	\$ 30,250	\$	28,765	\$ 26,488
NOI %		64.6%	66.5%		63.7%	62.4%	64.0%	64.5%		64.0%	61.5%
Same Property average rent per suite <sup>(1)</sup>	\$	1,456	\$ 1,443	\$	1,416	\$ 1,391	\$ 1,380	\$ 1,367	\$	1,334	\$ 1,321
Same Property occupancy rate <sup>(1)</sup>		97.0%	95.9%		95.6%	96.4%	96.2%	94.9%		92.2%	91.6%
Same Property operating revenues	\$	49,246	\$ 47,837	\$	46,698	\$ 46,079	\$ 41,700	\$ 40,172	\$	42,660	\$ 41,883
Same Property NOI	\$	31,558	\$ 31,752	\$	29,772	\$ 28,927	\$ 26,968	\$ 26,226	\$	27,333	\$ 25,794
Same Property NOI %		64.1%	66.4%		63.8%	62.8%	64.7%	65.3%		64.1%	61.6%
Net Income	\$ (	(100,950)	\$ 32,670	\$	77,607	\$ 94,632	\$ 99,399	\$ 104,512	\$	61,066	\$ 104,709
FFO	\$	18,677	\$ 20,309	\$	18,880	\$ 19,067	\$ 19,583	\$ 19,285	\$	17,766	\$ 16,192
FFO per weighted average unit - diluted	\$	0.129	\$ 0.140	\$	0.131	\$ 0.133	\$ 0.137	\$ 0.135	\$	0.124	\$ 0.114
AFFO	\$	16,031	\$ 17,806	\$	16,262	\$ 17,267	\$ 17,489	\$ 17,238	\$	15,672	\$ 14,526
AFFO per weighted average unit - diluted	\$	0.110	\$ 0.123	\$	0.113	\$ 0.120	\$ 0.122	\$ 0.120	\$	0.110	\$ 0.102
Distributions per unit	\$	0.0885	\$ 0.0855	\$	0.0855	\$ 0.0855	\$ 0.0841	\$ 0.0814	\$	0.0814	\$ 0.0814
ACFO	\$	24,872	\$ 23,756	\$	16,648	\$ 13,170	\$ 28,403	\$ 18,778	\$	17,738	\$ 13,174
Debt-to-GBV		38.3%	37.4%		37.3%	36.4%	36.7%	34.4%		34.4%	32.7%
Interest coverage (rolling 12 months)		2.70x	2.96x		3.19x	3.31x	3.39x	3.45x		3.53x	3.53x
Debt service coverage (rolling 12 months)		1.65x	1.75x		1.82x	1.84x	1.84x	1.85x		1.90x	1.93x

<sup>(1)</sup> Last month of the quarter



## LIQUIDITY AND CAPITAL RESOURCES

InterRent REIT's overall debt level was at 38.3% of Gross Book Value ("GBV") at December 31, 2022. GBV is a non-GAAP term that is defined in the DOT and includes all operations. The following chart sets out the Trust's computed debt-to-GBV:

ln \$ 000's	Dec	ember 31, 2022	Dec	ember 31, 2021
Total assets per Balance Sheet	\$	4,315,593	\$	4,118,699
Mortgages payable	\$	1,654,449	\$	1,371,577
Credit facilities		-		140,495
Total debt	\$	1,654,449	\$	1,512,072
Debt-to-GBV		38.3%		36.7%

With a DOT limit of 75% of Debt-to-Gross Book Value, InterRent REIT has the ability to further leverage the existing portfolio to assist with future investments in new assets. The Trust is conscious of the current credit environment and how this affects the ability of the Trust to grow. Management continues to evaluate on-going repositioning efforts, potential new acquisition opportunities as well as potential dispositions in order to continue to grow the Trust in a fiscally prudent manner.

#### INTEREST AND DEBT SERVICE COVERAGE

The following schedule summarizes the interest and debt service coverage ratios for InterRent for the comparable rolling 12-month periods ending December 31, 2022:

In \$000's	 Months Ended mber 31, 2022	12 Months Ended December 31, 2021				
NOI	\$ 139,223	\$	117,658			
Less: Administrative costs	15,479		13,216			
EBITDA	\$ 123,744	\$	104,442			
Interest expense <sup>(1)</sup>	\$ 45,910	\$	30,807			
Interest coverage ratio	2.70x		3.39x			
Contractual principal repayments	\$ 28,936	\$	25,949			
Total debt service payments	\$ 74,846	\$	56,756			
Debt service coverage ratio	1.65x		1.84x			

<sup>(1)</sup> Interest expense includes interest on mortgages and credit facilities, including interest capitalized to properties under development and interest income, and excludes interest (distributions) on units classified as financial liabilities.



## MORTGAGE AND DEBT SCHEDULE

The following schedule summarizes the aggregate future minimum principal payments and debt maturities for the mortgages of InterRent REIT.

Year Maturing	Mortgage Balances At December 31, 2022 (in \$ 000's)	Weighted Average by Maturity	Weighted Average Interest Rate
2023	\$ 266,749	15.7%	3.78%
2024	\$ 105,381	6.2%	4.17%
2025	\$ 227,756	13.4%	3.23%
2026	\$ 143,078	8.4%	2.83%
2027	\$ 210,883	12.4%	3.74%
Thereafter	\$ 743,316	43.9%	2.90%
Total	\$ 1,697,163	100.0%	3.22%

At December 31, 2022, the average term to maturity of the mortgage debt was approximately 5.2 years and the weighted average cost of mortgage debt was 3.22%. At December 31, 2022, approximately 82% of InterRent REIT's mortgage debt was backed by CMHC insurance.

During the year, the Trust closed on seven new mortgages totaling \$102.7 million, renewed nine mortgages totaling \$206.6 million, closed on twenty-eight up-financings totaling gross proceeds of \$552.4 million (maturing loans totaled \$284.5 million), assumed one \$0.6 million mortgage as part of an acquisition of an additional economic stake in an existing property, and repaid three mortgages for \$9.3 million. The net result at December 31, 2022 compared to 2021 was:

- An increase in the average term to maturity of the mortgage debt of 1.6 years;
- An increase in the weighted average cost of mortgage debt to 3.22% from 2.38%; and
- An increase in the mortgage debt backed by CMHC insurance to approximately 82% from 63%.

As at December 31, 2022, the Trust had the following credit facilities:

- A \$3.0 million demand credit facility with a Canadian chartered bank secured by a general security agreement. Interest is charged at a floating rate plus a pre-defined spread. As at December 31, 2022, the Trust had no amounts outstanding on this facility.
- A \$105.0 million term credit facility, maturing in 2025, with a Canadian chartered bank secured by a general security agreement and second collateral mortgages on eight of the Trust's properties. Interest is charged at a floating rate plus a pre-defined spread. As at December 31, 2022, the Trust had no amounts outstanding on this facility.
- A \$15.0 million term credit facility, maturing in 2023, with a Canadian chartered bank secured by a general security agreement, a first mortgage on one of the Trust's properties and second collateral mortgages on one of the Trust's properties. Interest is charged at a floating rate plus a pre-defined spread. As at December 31, 2022, the Trust had no amounts outstanding on this facility.
- A \$100.0 million term credit facility, maturing in 2024, with a Canadian chartered bank secured by a general security agreement, first mortgages on two of the Trust's properties and second collateral mortgages on four of the Trust's properties. Interest is charged at a floating rate plus a pre-defined spread for prime advances and banker's acceptances. As at December 31, 2022, the Trust had no amounts outstanding on this facility.



# ACCOUNTING

## FUTURE ACCOUNTING CHANGES

Amendment to IAS 1, Presentation of Financial Statements - Classification of Liabilities as Current or Non-Current

In January 2020, the IASB issued amendments to IAS 1 to specify the requirements for classifying liabilities as current or noncurrent. The narrow scope amendments affect only the presentation of liabilities in the statement of financial position and not the amount or timing of their recognition. It clarifies that the classification of liabilities as current or non-current is based on rights that are in existence at the end of the reporting period and specifies that classification is unaffected by expectations about whether an entity will exercise its right to defer settlement of a liability. It also introduces a definition of 'settlement' to make clear that settlement refers to the transfer to the counterparty of cash, equity instruments, other assets or services. The amendments are effective for annual reporting periods beginning on or after January 1, 2023. Earlier application is permitted. The implementation of these amendments is not expected to have a significant impact on the Trust as the balance sheet is presented on a liquidity basis.

#### **RISKS AND UNCERTAINTIES**

The Trust, its business and the transactions contemplated in this MD&A are subject to material risks, both known and unknown, including, but not limited to the following:

The Trust is exposed to a variety of risks, general and specific. General risks are the risks associated with general conditions in the real estate sector, and consist largely of commonly exposed risks affecting the real estate industry as a whole. Specific risks are the risks specific to the Trust and its operations, such as credit, market, liquidity and operational risks.

#### Current Economic Risks

InterRent REIT must raise mortgage funds for mortgages as they mature and for acquisitions. Given the interconnectivity of the global economy and the current global economic environment, there is no guarantee that the Trust will be able to secure such funds on a commercially beneficial basis, or at all, and the failure to raise sufficient funds could have a material adverse effect on the business of the Trust and the market value of its securities.

#### Real Estate Industry Risk

Real estate investments are generally subject to varying degrees of risk depending on the nature of the property. These risks include changes in general economic conditions (such as the availability and cost of mortgage funds), local conditions (such as an oversupply of space or a reduction in demand for real estate in the area), government regulations (such as new or revised residential resident legislation), the attractiveness of the properties to residents, competition from others with available space and the ability of the owner to provide adequate maintenance at an economic cost. The performance of the economy in each of the areas in which the Trust's properties are located, including the financial results and labour decisions of major local employers, can have an impact on revenues from the properties and their underlying values.

Additional factors which may further adversely affect revenues from the Trust's properties and their underlying values include the general economic climate, local conditions in the areas in which properties are located, such as an abundance of supply or a reduction in demand, the attractiveness of the properties, competition from other properties, the Trust's ability to provide adequate facilities maintenance, services and amenities, the ability of residents to pay rent and the ability of the Trust to rent vacant units on favourable terms.

Certain significant expenditures, including property taxes, maintenance costs, mortgage payments, insurance costs and related charges, must be made regardless of whether or not a property is producing sufficient income to service these expenses. The Trust's properties are subject to mortgages, which require significant debt service payments. If the Trust were unable or unwilling to meet mortgage payments on any property, losses could be sustained as a result of the mortgagee's exercise of its rights of foreclosure or of sale. Real estate is relatively



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illiquid. Such illiquidity will tend to limit the Trust's ability to vary its portfolio promptly in response to changing economic or investment conditions. In addition, financial difficulties of other property owners resulting in distress sales may depress real estate values in the markets in which the Trust operates. The majority of the Trust's properties were constructed in the 1960's and 1970's and require ongoing capital expenditures, the amount and timing of which is difficult to predict. These expenditures could exceed the Trust's existing reserve estimates which could have a material adverse effect upon Distributable Income.

The nature of the Trust's business is such that refurbishment and structural repairs are required periodically, in addition to regular on-going maintenance.

#### Multi-Unit Residential Sector Risk

Income producing properties generate income through rent payments made by residents of the properties. Upon the expiry of any lease, there can be no assurance that the lease will be renewed or the resident replaced. The terms of any subsequent lease may be less favourable to the Trust than the existing lease. The Trust is dependent on leasing markets to ensure vacant residential space is leased, expiring leases are renewed and new residents are found to fill vacancies. A disruption in the economy could have a significant impact on how much space residents will lease and the rental rates paid by residents. This would adversely affect the income produced by the Trust's properties as a result of downward pressure on rents.

#### Inflation Risks

Although the inflation rate in Canada has declined since June 2022, it still remains at a high level. The rate of inflation impacts the economic and business environments in which the Trust operates. Recent inflationary pressures experienced domestically and globally, external supply constraints, tight labour markets and strong demand for goods and resources, together with the imposition by governments of higher interest rates or wage and price controls as a means of curbing inflationary increases, will put pressure on the Trust's development, financing, operation and labour costs and could negatively impact levels of demand for real property.

Further increases to inflation or prolonged inflation above central banks' targets could lead to further increases to interest rates by central banks, which could have a more pronounced negative impact on any variable rate debt the Trust is subject to or incurs in the future and on its results of operations. Similarly, during periods of high inflation, annual rent increases may be less than the rate of inflation on a continual basis. Substantial inflationary pressures, high interest rates, and other increased costs may have an adverse impact on the Trust's tenants if increases in their living expenses exceed any increase in their incomes. This may adversely affect the tenants' ability to pay rent, which could negatively affect the Trust's financial condition.

#### Environmental and Climate Change Risks

As an owner and manager of real property, the Trust is subject to various Canadian federal, provincial, and municipal laws relating to environmental matters. These laws could encumber the Trust with liability for the costs of removal and remediation of certain hazardous substances or wastes released or deposited on or in its properties or disposed of at other locations. The failure to remove or remediate such substances, if any, could adversely affect the Trust's ability to sell its real estate, or to borrow using real estate as collateral, and could potentially also result in claims or other proceedings against the Trust. Although the Trust is not aware of any material non-compliance with environmental laws at any of its properties nor is it aware of any pending or threatened investigations or actions by environmental regulatory authorities in connection with any of its properties or any material pending or threatened claims relating to environmental conditions at its properties, no assurance can be given that environmental laws will not result in significant liability to the Trust in the future or otherwise adversely affect the Trust's business, financial condition or results of operations. The Trust has formal policies and procedures to review and monitor environmental exposure. The Trust has made, and will continue to make, the necessary capital expenditures for compliance with environmental laws and regulations. Environmental laws and regulations in the future. Compliance with more stringent environmental laws and



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regulations could have a material adverse effect on the Trust's business, financial condition or results of operation.

The Trust's investment properties are exposed to physical climate change risks, including natural disasters, and severe weather, such as heavy rain and flooding, high winds, wildfires, blizzards, ice storms and thunderstorms that may cause damage. As weather becomes more erratic, damage to investment properties may result in increased restoration costs, loss of revenue in the event of business disruption, potential decrease in property values and increased costs to insure properties against climate-related risks. Physical and transitional climate-related risks are considered by the Trust as part of its ongoing risk management processes. The materiality of such risks varies among the business operations of the Trust and the jurisdictions in which such operations are conducted. Furthermore, as a real property owner, the Trust faces the risk that its properties will be subject to government initiatives and reforms aimed at countering climate change, such as transitioning to a low carbon economy and may entail extensive changes to policies regulations and technologies to address mitigation and adaption efforts. The Trust may incur financial costs to comply with various reforms. Any failure to adhere and adapt to climate change could result in fines or adversely affect the Trust's reputation, operations, or financial performance.

#### Joint Venture and Co-ownership Risk

InterRent participates in joint ventures, partnerships, and other similar arrangements with third parties, which may give rise to risks including, but not limited to, the possibility of the Trust's dependency on partners or coventures that are not under the control of the Trust and that might compete with InterRent for opportunities, become bankrupt or expose the Trust to liability or reputational damage that could have an adverse impact on the Trust. Moreover, the partners may have interests or goals that are different or inconsistent with the Trust, which may result in the Trust taking actions that are in the interest of the partners collectively, but not in the Trust's sole interest. Additionally, the Trust may become engaged in a dispute with the partners which may affect its ability to operate.

#### **Competition Risk**

Each segment of the real estate business is competitive. Numerous other residential developers and apartment owners compete in seeking residents. Although the Trust's strategy is to own multi-residential properties in desirable locations in each market in which it operates, some of the properties of the Trust's competitors may be newer, better located or better capitalized. The existence of alternative housing could have a material adverse effect on the Trust's ability to lease space in its properties and on the rents charged or concessions granted, and could adversely affect the Trust's revenues and its ability to meet its obligations.

#### General Uninsured Losses

The Trust carries comprehensive general liability, fire, flood, extended coverage and rental loss insurance with policy specifications, limits and deductibles customarily carried for similar properties. There are, however, certain types of risks (generally of a catastrophic nature such as war or environmental contamination), which are either uninsurable or not economically insurable. The Trust will continue to procure insurance for such risks, subject to certain standard policy limits and deductibles and will continue to carry such insurance if it is economical to do so. Should an uninsured or underinsured loss occur, the Trust could lose its investment in, and anticipated profits and cash flows from, one or more of its properties, and would continue to be obligated to repay any recourse mortgage indebtedness on such properties. There is a risk that any significant increase in insurance costs will impact negatively upon the profitability of the Trust.

#### Credit Risk - Leases

The key credit risk to the Trust is the possibility that its residents will be unable or unwilling to fulfill their lease term commitments. Key drivers of demand include employment levels, population growth, demographic trends and consumer confidence. The failure by residents to fulfill their lease commitments could have a material adverse effect upon Distributable Income.



#### Local Real Estate Market Risk and Asset Concentration

There is a risk that the Trust would be negatively affected by the new supply of, and demand for, multi-unit residential suites in its local market areas. Any significant amount of new construction will typically result in an imbalance in supply and cause downward price pressure on rents.

#### Rent Control Legislation Risk

Rent control legislation risk is the risk of the implementation or amendment of new or existing legislative rent controls in the markets where the Trust operates, which may have an adverse impact on the Trust's operations.

Certain provinces of Canada have enacted residential tenancy legislation which imposes, among other things, rent control guidelines that limit the Trust's ability to raise rental rates at its properties. Limits on the Trust's ability to raise rental rates at its properties may adversely affect the Trust's ability to increase income from its properties. In addition to limiting the Trust's ability to raise rental rates, residential tenancy legislation in such provinces provide certain rights to residents, while imposing obligations upon the housing provider. Residential tenancy legislation in the Provinces of Ontario, British Columbia, and Québec prescribe certain procedures which must be followed by a housing provider in order to terminate a residential tenancy. As certain proceedings may need to be brought before the respective administrative body governing residential tenancies as appointed under a province's residential tenancy legislation, it may take several months to terminate a residential lease, even where the resident's rent is in arrears.

Further, residential tenancy legislation in certain provinces provide the resident with the right to bring certain claims to the respective administrative body seeking an order to, among other things, compel the housing provider to comply with health, safety, housing and maintenance standards. As a result, the Trust may, in the future, incur capital expenditures which may not be fully recoverable from residents. The inability to fully recover substantial capital expenditures from residents may have an adverse impact on the Trust's financial conditions and results of operations and decrease the amount of cash available for distributions.

Residential tenancy legislation may be subject to further regulations or may be amended, repealed or enforced, or new legislation may be enacted, in a manner which will materially adversely affect the ability of the Trust to maintain the historical level of earnings of its properties.

#### Utility and Property Tax Risk

Utility and property tax risk relates to the potential loss the Trust may experience as a result of higher resource prices as well as its exposure to significant increases in property taxes. Over the past few years, property taxes have increased as a result of re-valuations of municipal properties and their adherent tax rates. For the Trust, these re-valuations have resulted in significant increases in some property assessments due to enhancements. Utility expenses, mainly consisting of natural gas and electricity service charges, have been subject to considerable price fluctuations over the past several years. Any significant increase in these resource costs that the Trust cannot pass on to the resident may have a negative material impact on the Trust.

#### **Operational Risk**

Operational risk is the risk that a direct or indirect loss may result from an inadequate or failed technology, from a human process or from external events. The impact of this loss may be financial loss, loss of reputation or legal and regulatory proceedings.

#### **Renovation Risks**

The Trust is subject to the financial risk of having unoccupied units during extended periods of renovations. During renovations, these properties are unavailable for occupancy and do not generate income. Certain significant expenditures, including property taxes, maintenance costs, interest payments, insurance costs and related charges must be made throughout the period of ownership of real property regardless of whether the property is producing revenue. Delays in the renovation of a building or individual apartment could delay the renting of such building or units resulting in an increased period of time where the building is not producing



revenue, or produces less revenue than a fully occupied building. The Trust intends to address these risks by acquiring financing to fund renovations, staggering renovations and by carrying out a detailed capital expenditures budget to monitor its cash position on a monthly basis.

#### Fluctuations and Availability of Cash Distributions

Although the Trust intends to continue distributing its Distributable Income, the actual amount of Distributable Income distributed in respect of the Units will depend upon numerous factors, some of which may be beyond the control of the Trust. The distribution policy of the Trust is established by the Trustees and is subject to change at the discretion of the Trustees. The recourse of Unitholders who disagree with any change in policy is limited and could require such Unitholders to seek to replace the Trustees. Distributable Income may exceed actual cash available to the Trust from time to time because of items such as principal repayments, resident allowances, leasing commissions and capital expenditures and redemption of Units, if any. The Trust may be required to use part of its debt capacity or to reduce distributions in order to accommodate such items.

#### Cyber Security Risk

A cyber incident is any adverse event that threatens the confidentiality, integrity or availability of the Trust's information technology resources. More specifically, a cyber incident is an intentional attack or an unintentional event that can include gaining unauthorized access to information systems to disrupt operations, corrupt data or steal confidential information. The Trust's primary risks that could directly result from the occurrence of a cyber incident include operational interruption, damage to its reputation, damage to relationships with its vendors and residents and disclosure of confidential vendor or resident information. The Trust has implemented processes, procedures and controls to mitigate these risks, but these measures, as well as its increased awareness of a risk of a cyber incident, do not guarantee that its financial results will not be negatively impacted by such an incident.

#### Market Price of Units

One of the factors that may influence the market price of the Units is the annual yield thereon. Accordingly, an increase in market interest rates may lead purchasers of Units to expect a higher annual yield which could adversely affect the market price of the Units. In addition, the market price for the Units may fluctuate significantly and may be affected by changes in general market conditions, fluctuations in the markets for equity securities, short-term supply and demand factors for real estate investment trusts and numerous other factors beyond the control of the Trust. The Trust has no obligation to distribute to Unitholders any fixed amount, and reductions in, or suspensions of, cash distributions may occur that would reduce yield. There is no assurance that there will exist a liquid market for trading in the Units which may have an adverse effect on the market price of the Units. Trading prices of the Units may not correspond to the underlying value of the Trust's assets.

#### Legal Rights Normally Associated with the Ownership of Shares of a Corporation

As holders of Units, Unitholders do not have all of the statutory rights normally associated with ownership of shares of a company including, for example, the right to bring "oppression" or "derivative" actions against the Trust. The Units are not "deposits" within the meaning of the *Canada Deposit Insurance Corporation Act* (Canada) and are not insured under the provisions of that Act or any other legislation. Furthermore, the Trust is not a trust company and, accordingly, is not registered under any trust and loan company legislation as it does not carry on or intend to carry on the business of a trust company.

#### Ability of Unitholders to Redeem Units

It is anticipated that the redemption right attached to the Units will not be the primary mechanism by which holders of such Units liquidate their investments. The entitlement of holders of Units to receive cash upon the redemption of their Units is subject to the limitations that: (i) the total amount payable by the Trust in respect of such Units and all other Units tendered for redemption in the same calendar month shall not exceed \$50,000 (provided that such limitation may be waived at the discretion of the Trustees); (ii) at the time such Units are tendered for redemption, the outstanding Units shall be listed for trading on a stock exchange or traded or



quoted on another market which the Trustees consider, in their sole discretion provides representative fair market value prices for such Units; and (iii) the normal trading of the Units is not suspended or halted on any stock exchange on which the Units are listed for trading or, if not so listed, on any market on which the Units are quoted for trading, on the redemption date or for more than five trading days during the ten trading day period ending on the redemption date.

#### Regulatory Approvals Risk

Upon a redemption of Units or termination of the Trust, the Trustees may distribute securities directly to the Unitholders, subject to obtaining any required regulatory approvals. No established market may exist for the securities so distributed at the time of the distribution and no market may ever develop. In addition, the securities so distributed may not be qualified investments for Mutual Fund Plans (Plans), depending upon the circumstances at the time.

#### Changes in Legislation

There can be no assurance that the Canadian federal income tax laws (or the judicial interpretation thereof), the administrative and/or assessing practices of the Canadian Revenue Agency (CRA) and/or the treatment of mutual fund trusts (including real estate investment trusts) and/or SIFT trusts (as defined below) will not be changed in a manner which adversely affects the Trust or Unitholders.

#### SIFT Rules

Certain rules in the Tax Act (the "**SIFT Rules**") affect the tax treatment of "specified investment flow-through trusts ("**SIFT trusts**"), and their unitholders. Subject to the SIFT Rules a SIFT trust is itself liable to pay income tax on certain income at a rate that is substantially equivalent to the combined federal and provincial general tax rate applicable to taxable Canadian corporations. Such non-deductible distributions paid to a holder of units of the SIFT trust are generally deemed to be taxable dividends received by the holder of such units from a taxable Canadian corporation. However, a trust will not be considered to be a SIFT trust for a taxation year if it qualifies as a "real estate investment trust" (as defined in the Tax Act) for that year (the "**REIT Exception**").

#### The REIT Exception

Based on a review of the Trust's assets and revenues, management believes that the Trust satisfied the tests to qualify for the REIT Exception throughout 2021 and therefore the SIFT Rules will have no application and the Trust and its Unitholders will not, directly or indirectly, be subject to tax imposed by the SIFT Rules. However, as the REIT exemption includes complex revenue and asset tests no assurances can be provided that the Trust will continue to qualify for any subsequent year.

In the unlikely event that the Trust does not qualify for the REIT Exception, distributions of income may be treated by the Trust as distributions of capital which are not taxed and instead reduce the adjusted cost base of the Unitholder's Units.

The REIT Exception is applied on an annual basis. Accordingly, if the Trust did not qualify for the REIT Exception in a particular Taxation Year, it may be possible to restructure the Trust such that it may qualify in a subsequent Taxation Year. There can be no assurances, however, that the Trust will be able to restructure such that it will not be subject to the tax imposed by the SIFT Rules, or that any such restructuring, if implemented, would not result in material costs or other adverse consequences to the Trust and Unitholders. The Trust intends to take such steps as are necessary to ensure that, to the extent possible, it qualifies for the REIT Exception and any negative effects of the SIFT Rules on the Trust and Unitholders are minimized.

#### Other Canadian Tax Matters

Although the Trust is of the view that all expenses to be claimed by the Trust and/or its subsidiary entities will be reasonable and deductible and that the cost amount and capital cost allowance claims of such entities will have been correctly determined, there can be no assurance that the Tax Act or the interpretation of the Tax Act will not change, or that the CRA will agree. If the CRA successfully challenges the deductibility of such expenses,



the taxable income of the Trust and/or its subsidiary entities and indirectly the Unitholders may increase or change. The extent to which distributions will be non-taxable in the future will depend in part on the extent to which the Trust and/or its subsidiary entities is able to deduct capital cost allowance relating to its Properties.

In structuring its affairs, the Trust consults with its tax and legal advisors and receives advice as to the optimal method in which to complete its business objectives while at the same time minimizing or deferring taxes, where possible. There is no guarantee that the relevant taxing authorities will not take a different view as to the ability of the Trust to utilize these strategies. It is possible that one or more taxing authorities may review these strategies and determine that tax should have been paid, in which case the Trust may be liable for such taxes. Such increased tax liability could have a material adverse effect upon the Trust's ability to make distributions to Unitholders.

#### **Investment Eligibility**

There can be no assurance that income tax laws and the treatment of mutual fund trusts will not be changed in a manner which adversely affects holders of Units. If the Trust ceases to qualify as a "mutual fund trust" under the Tax Act and the Units thereof cease to be listed on a designated stock exchange (which currently includes the TSX), Units will cease to be qualified investments for registered retirement savings plans, deferred profit sharing plans, registered retirement income funds, registered education savings plans, registered disability savings plans and tax-free savings accounts. The Tax Act imposes penalties for the acquisition or holding of non-qualified investments.

#### Risks Associated with Disclosure Controls and Procedures on Internal Control over Financial Reporting

The Trust could be adversely affected if there are deficiencies in disclosure controls and procedures or internal control over financial reporting.

The design and effectiveness of disclosure controls and procedures and internal control over financial reporting may not prevent all errors, misstatements or misrepresentations. Deficiencies, including material weaknesses, in internal control over financial reporting which may occur could result in misstatements of the Trust's results of operations, restatements of financial statements, a decline in the Unit price, or otherwise materially adversely affect the Trust's business, reputation, results of operations, financial condition or liquidity.

#### Unitholders Limited Liability

Recourse for any liability of the Trust is intended to be limited to the assets of the Trust. The Amended and Restated Declaration of Trust provides that no Unitholder or annuitant under a plan of which a Unitholder acts as trustee or carrier (an "annuitant") will be held to have any personal liability as such, and that no resort shall be had to the private property of any Unitholder or annuitant for satisfaction of any obligation or claim arising out of or in connection with any contract or obligation of the Trust or of the Trustees. Because of uncertainties in the law relating to investment trusts, there is a risk (which is considered by counsel to be remote in the circumstances) that a Unitholder or annuitant could be held personally liable for obligations of the Trust (to the extent that claims are not satisfied by the Trust) in respect of contracts which the Trust enters into and for certain liabilities arising other than out of contract including claims in tort, claims for taxes and possibly certain other statutory liabilities. The Trust will seek to limit recourse under all of its material contracts to the assets of the Trust. However, in conducting its affairs, the Trust will be indirectly acquiring real property investments, subject to existing contractual obligations, including obligations under mortgages and leases. Trustees will use all reasonable efforts to have any such obligations under mortgages on such properties and material contracts, other than leases, modified so as not to have such obligations binding upon any of the Unitholders or annuitants personally. However, the Trust may not be able to obtain such modification in all cases. To the extent that claims are not satisfied by the Trust, there is a risk that a Unitholder or annuitant will be held personally liable for obligations of the Trust where the liability is not disavowed as described above. Ontario has enacted legislation intended to remove uncertainty about the liability of Unitholders of publicly traded trusts. The Trust Beneficiaries' Liability Act, 2004, implemented on January 1, 2005, is a clear legislative statement that the Unitholders of a trust that is a reporting issuer and governed by the laws of Ontario will not be personally liable for the obligations



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and liabilities of the trust or any of its trustees that arise after *The Trust Beneficiaries' Liability Act, 2004,* came into force, which *The Trust Beneficiaries' Liability Act, 2004,* states was December 16, 2004.

#### Structural Subordination of Debt

Liabilities of a parent entity with assets held by various subsidiaries may result in the structural subordination of the lenders to the parent entity. The parent entity is entitled only to the residual equity of its subsidiaries after all debt obligations of its subsidiaries are discharged. In the event of a bankruptcy, liquidation or reorganization of the Trust, holders of indebtedness of the Trust (including holders of Notes) may become subordinate to lenders to the subsidiaries of the Trust.

#### Statutory Remedies

The Trust is not a legally recognized entity within the relevant definitions of the *Bankruptcy and Insolvency Act*, the *Companies' Creditors Arrangement Act* and in some cases, the *Winding Up and Restructuring Act*. As a result, in the event a restructuring of the Trust were necessary, the Trust would not be able to access the remedies available thereunder. In the event of a restructuring, a holder of debentures may be in a different position than a holder of secured indebtedness of a corporation.

#### **Outstanding Indebtedness**

The ability of the Trust to make cash distributions to Unitholders or to make other payments are subject to applicable law and contractual restrictions contained in instruments governing the Trust's indebtedness. Although the Trust is currently not in default under any existing loan agreements or guarantee agreements, any future default could have significant consequences for Unitholders. Further, the amount of the Trust's indebtedness could have significant consequences to holders of Units, including the ability of the Trust to obtain additional financing for working capital, capital expenditures or future acquisitions may be limited; and that a significant portion of the Trust's cash flow from operations may be dedicated to the payment of principal and interest on its indebtedness thereby reducing funds available for future operations and distributions. Additionally, some of The Trust's debt may be at variable rates of interest or may be renewed at higher rates of interest, which may affect cash flow from operations available for distributions. Also, in the event of a significant economic downtown, there can be no assurance that the Trust will generate sufficient cash flow from operations to meet required interest and principal payments. The Trust is subject to the risk that it may not be able to refinance existing indebtedness upon maturity or that the terms of such refinancing may be onerous. These factors may adversely affect the Trust's cash distributions.

#### Pandemic Risk and Economic Downturn

On March 11, 2020, the World Health Organization declared COVID-19 a global pandemic. The transmission of COVID-19 and efforts to contain its spread have resulted in international, national and local border closings, significant disruptions to business operations, financial markets, regional economies and the world economy and other changes to services as well as considerable general concern and uncertainty. Such disruptions could adversely affect the ability of the Trust's residents to pay rent and increase the Trust's credit risk. In addition, the COVID-19 pandemic and other outbreaks could materially interrupt the Trust's supply chain and service providers, which could have material adverse affects on the Trust's ability to maintain and service its properties. There can be no assurance that a disruption in financial markets, regional economies and the world economy and the government measures to contain COVID-19 will not negatively affect the financial performance or fair values of the Trust's investment properties in a material manner.

The Trust's response to the COVID-19 pandemic is guided by local public health authorities and governments. The Trust continues to closely monitor business operations and may take further actions that respond to directives of governments and public health authorities or that are in the best interests of employees, residents, suppliers, or other stakeholders, as necessary. These changes and any additional changes in operations in response to COVID-19 could materially impact the business operations and financial results of the Trust. The COVID-19 situation continues to change rapidly and uncertainties remain with respect to the severity and duration of a resurgence in COVID-19 or its variants, the availability, distribution rates and efficacy of COVID-19.



vaccines, the speed and extent to which normal economic conditions are able to resume and the effectiveness of government and central bank responses. There are no comparable recent events that provide guidance as to the effect the spread of COVID-19 may have, and, as a result, it is not possible to reliably estimate the duration and severity of these consequences, as well as their impact on the financial position and results of the Trust for future periods.

#### Volatility Resulting from the Current Conflict in Ukraine

Russia launched a large-scale invasion of Ukraine on February 24, 2022. The extent and duration of the military action, resulting sanctions and resulting future market disruptions are impossible to predict, but could be significant. Actual and threatened responses to such military action, including trade and monetary sanctions, may impact the markets for certain Russian commodities, such as oil and natural gas. This could significantly affect worldwide demand and prices for these commodities and cause turmoil in the global financial system. This could materially affect our business, our supply chains, and financial condition, along with our operating costs as an increase in the price of natural gas would negatively affect the Trust's financial performance.

#### Dependence on Key Personnel

The management of the Trust depends on the services of certain key personnel. The termination of employment by any of these key personnel could have a material adverse effect on the Trust.

#### Potential Conflicts of Interest

The Trust may be subject to various conflicts of interest because of the fact that Trustees and officers of the Trust, including the Executive Chairperson who is a principal of a related party real estate company, are engaged in other real estate-related business activities. The Trust may become involved in transactions which conflict with the interests of the foregoing. Trustees may from time-to-time deal with persons, firms, institutions or corporations with which the Trust may be dealing, or which may be seeking investments similar to those desired by the Trust. The interests of these persons could conflict with those of the Trust. In addition, from time to time, these persons may be competing with the Trust for available investment opportunities. The Amended and Restated Declaration of Trust contains "conflicts of interest" provisions requiring Trustees to disclose material interests in material contracts and transactions and to refrain from voting thereon.

#### Dilution

The number of Units the Trust is authorized to issue is unlimited. The Trustees have the discretion to issue additional Units in other circumstances, including pursuant to the Unit Option Plan, the Deferred Unit Plan and the Long Term Incentive Plan and upon conversion or exercise of other convertible securities. Any issuance of additional Units may have a dilutive effect on the existing holders of the Units. Future acquisitions and combinations with other entities could result in significant dilution.

#### Restrictions on Potential Growth and Reliance on Credit Facilities

The payout by the Trust of a substantial part of its operating cash flow could adversely affect the Trust's ability to grow unless it can obtain additional financing. Such financing may not be available, or renewable, on attractive terms or at all. In addition, if current credit facilities were to be cancelled or could not be renewed at maturity on similar terms, the Trust could be materially and adversely affected.

#### **Proposed Property Acquisitions**

There can be no assurance that the Trust will complete any proposed acquisitions described herein on the basis described or on expected closing dates, if at all. In the event the Trust does not complete proposed acquisitions, the Trust's financial performance may be negatively impacted until suitable acquisitions with appropriate investment returns can be made. There is no assurance that such suitable investments will be available to the Trust in the near future or at all.



#### Property Acquisition Risks

An important factor in the success of the Trust is the ability of the management of the combined entities to coexist and, if appropriate, integrate all or part of the holdings, systems and personnel of such entities. The integration of businesses can result in unanticipated operational problems and interruptions, expenses and liabilities, the diversion of management attention and the loss of key employees, residents or suppliers. There can be no assurance that the business integration will be successful or that future acquisitions will not adversely affect the business, financial condition or operating results of the combined entities. There can be no assurance that the combined entities will not incur additional material charges in subsequent quarters to reflect additional costs associated with the Trust or that that the benefits expected from the Trust will be realized. The Trust's planned growth will require increasingly sophisticated financial and operational controls to be implemented. In the event that financial and operational controls do not keep pace with the Trust's expansion, the potential for unintended accounting and operational errors may increase.

#### Interest Risk

Interest risk is the combined risk that the Trust would experience a loss as a result of its exposure to a higher interest rate environment (interest rate risk) and the possibility that at the term end of a mortgage the Trust would be unable to renew the maturing debt either with the existing or an additional lender (renewal risk). The Trust attempts to manage its interest rate risk by maintaining a balanced, maturing portfolio with mortgage debt being financed for varying lengths of time through the implementation of a structured mortgage debt ladder. There can, however, be no assurance that the renewal of debt will be on as favourable of terms as the Trust's existing debt.

#### Appraisals of Properties

An appraisal is an estimate of market value and caution should be used in evaluating data with respect to appraisals. It is a measure of value based on information gathered in the investigation, appraisal techniques employed and reasoning both quantitative and qualitative, leading to an opinion of value. The analysis, opinions, and conclusions in an appraisal are typically developed based on, and in conformity with, or interpretation of the guidelines and recommendations set forth in the Canadian Uniform Standards of Appraisal Practice. Appraisals are based on various assumptions of future expectations of property performance and while the appraiser's internal forecast of net income for the properties appraised are considered to be reasonable at that time, some of the assumptions may not materialize or may differ materially from actual experience in the future.

#### Joint Arrangements

The Trust has two development projects that are subject to joint control and are joint arrangements (joint ventures and joint operations). Risks associated with joint arrangements include the risk of non-payment for operating and capital costs from the partner, risk of inability to finance a property associated with a joint venture or limited partnership and the risk of a partner selling their interest in the properties.

#### Zoning and Approval

Future acquisitions and development projects may require zoning and other approvals from local government agencies. The process of obtaining such approvals may take months or years, and there can be no assurance that the necessary approvals for any particular project will be obtained. Holding costs accrue while regulatory approvals are being sought, and delays could render future acquisitions and developments uneconomical.

#### Debt and Distributable Income

Distributable Income available for distribution to Unitholders is based, directly and indirectly, on the ability of the Trust to pay distributions on its Units, such ability, in each case, is dependent upon the performance of the business of the Trust and its ability to maintain certain debt levels. The Trust will be required to refinance certain debt as it expires. The Trust may be unable to refinance such debt on terms as favourable as existing debt, or at all. In addition, the Trust's ability to borrow is subject to certain restrictive covenants contained in the



Amended and Restated Declaration of Trust and certain credit agreements. The Trust's ability to make distributions may be materially affected should any of the foregoing conditions arise.

#### Legal Proceedings

In the normal course of operations, the Trust may become subject to a variety of legal and other claims. Management and legal counsel evaluate all claims on their apparent merits, and accrue management's best estimate of the estimated costs to satisfy such claims.

Financial Risk Management and Financial Instruments

#### a) Overview

The Trust is exposed to credit risk, liquidity risk and market risk. The Trust's primary risk management objective is to protect earnings and cash flow and, ultimately, unitholders value. Risk management strategies, as discussed below, are designed and implemented to ensure the Trust's risks and the related exposures are consistent with its business objectives and risk tolerance.

#### b) Credit Risk

The Trust's credit risk is attributable to its rents and other receivables and loan receivable long-term incentive plan.

Credit risk arises from the possibility that: (i) residents may experience financial difficulty and be unable to fulfil their lease commitments; and (ii) a party defaults on the repayment of their debt causing a financial loss to the Trust.

The Trust has established various internal controls designed to mitigate credit risk such as credit checks and, where permitted, adequate security to assist in potential recoveries. While the Trust's credit controls and processes have been effective in mitigating credit risk, these controls cannot eliminate credit risk and there can be no assurance that these controls will continue to be effective or that the Trust's current credit loss experience will improve. The Trust monitors its collection process on a regular basis and all receivables from past residents and resident receivables over 30 days are provided for in allowances for doubtful accounts. The Trust believes that the concentration of credit risk of accounts receivable is limited due to its broad resident base, dispersed across varying geographic locations.

Credit risk relating to other receivables and loan receivable long-term incentive plan is mitigated through recourse against such parties and/or the underlying security. These receivables are considered to have low credit risk.

The amounts disclosed as rents and other receivables and loan receivable long-term incentive plan in the consolidated balance sheet are net of allowances for doubtful accounts. At December 31, 2022, the Trust had past due rents and other receivables of \$11.3 million net of an allowance for doubtful accounts of \$2.8 million which adequately reflects the Trust's credit risk.

#### c) Liquidity Risk

Liquidity risk is the risk that the Trust will not be able to meet its financial obligations as they fall due. The Trust manages liquidity risk through the management of its capital structure and financial leverage, as outlined in note 23(c) in the December 31, 2022 consolidated financial statements. It also manages liquidity risk by continuously monitoring actual and projected cash flows to ensure that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Trust's reputation.

As at December 31, 2022, the Trust had credit facilities as described in note 10 in the December 31, 2022 consolidated financial statements.

Note 9 in the December 31, 2022 consolidated financial statements reflects the contractual maturities for mortgage payable of the Trust at December 31, 2022, excluding interest payments. The Trust continues to



refinance the outstanding debts as they mature. Given the Trust's available credit and its available liquid resources from both financial assets and on-going operations, management assesses the Trust's liquidity risk to be low.

#### d) Fair Value

Financial instruments are defined as a contractual right to receive or deliver cash or another financial asset. The fair values of the Trust's financial instruments, except for mortgages payable, approximate their recorded values due to their short-term nature and or the credit terms of those instruments.

The fair value of the mortgages payable has been determined by discounting the cash flows using current market rates of similar instruments. These estimates are subjective in nature and therefore cannot be determined with precision. The fair value of mortgages payable and credit facilities is approximately \$1,666 million as at December 31, 2022 excluding any deferred financing costs.

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could significantly affect estimates.

#### e) Market Risk

Market risk includes the risk that changes in interest rates will affect the Trust's cash flows or the fair value of its financial instruments.

At December 31, 2022, approximately 3% (December 31, 2021 – 20%) of the Trust's mortgage debt was at variable interest rates. The Trust's credit facilities bear interest at variable rates. If there was a 100 basis point change in the interest rate, cash flows would have changed by approximately \$2.3 million for the year ended December 31, 2022.

#### **OFF-BALANCE SHEET ARRANGEMENTS**

As of December 31, 2022 the Trust did not have any off-balance sheet arrangements in place.

#### **RELATED PARTY TRANSACTIONS**

The Audit Committee and Nominations and Governance Committee have reviewed and recommended approval to the Board, and the Board has subsequently approved, the entering into of a services agreement with CLV Group Developments to carry out certain entitlement, development, and construction services on behalf of the REIT in relation to the REITs developments. CLV Group Developments is a private company controlled by an officer and Trustee of the REIT with a long track record of developing and constructing multifamily properties in Ontario. In order to mitigate the potential conflict of interest, both firms retained separate and independent legal representation for this matter. In addition, an independent external consultant reviewed the services to be supplied and provided a report in regards to the typical range of fees that would be charged for such services. The fees included in the agreement are either at or below the bottom end of the range provided by the consultant. During the year ended December 31, 2022, the Trust incurred \$2.4 million (2021 - nil) in entitlement, development, and construction management services related to the agreement which have been capitalized to the investment properties.

## DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROL OVER FINANCIAL REPORTING

Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information is gathered and reported to senior management, including the Chief Executive Officer and the Chief Financial Officer, on a timely basis so that appropriate decisions can be made regarding public disclosure. The preparation of this information is supported by a set of disclosure controls and procedures implemented by management.



Pursuant to Canadian Securities Administrators requirements 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings, InterRent REIT's Chief Executive Officer and Chief Financial Officer have satisfied themselves that as at December 31, 2022:

- 1. the design of disclosure controls and procedures was appropriate in order to provide reasonable assurance that material information relating to InterRent REIT is made known to us by others;
- 2. the design of internal controls over financial reporting was appropriate in order to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statement for external purposes in accordance with GAAP; and,
- 3. there have been no changes in InterRent REIT's internal controls over financial reporting during the quarter that has materially affected, or is reasonably likely to materially affect, InterRent REIT's internal controls over financial reporting.

## **OUTSTANDING SECURITIES DATA**

As of March 7, 2023, the Trust had issued and outstanding: (i) 142,145,831 units; (ii) LP Class B Units that are exchangeable for 3,410,766 units of the Trust; (iii) options exercisable to acquire 218,090 units of the Trust; and (iv) deferred units that are redeemable for 4,545,966 units of the Trust. Additionally, the Trust has 107,043 Restricted Units and 107,043 Performance Units outstanding under the Trust's Performance and Restricted Unit Plan.

## **ADDITIONAL INFORMATION**

Additional information concerning InterRent REIT, including InterRent REIT's annual information form, is available on SEDAR at www.sedar.com.



**Consolidated Financial Statements** 

For the Years Ended December 31, 2022 and 2021



#### INDEPENDENT AUDITOR'S REPORT

To the Unitholders of InterRent Real Estate Investment Trust

#### Opinion

We have audited the consolidated financial statements of InterRent Real Estate Investment Trust and its subsidiaries (the "Trust"), which comprise the consolidated balance sheets as at December 31, 2022 and 2021 and the consolidated statements of income, changes in unitholders' equity, and cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Trust as at December 31, 2022 and 2021, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards ("IFRS").

#### Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Trust in accordance with the ethical requirements that are relevant to our audit of the consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements for the year ended December 31, 2022. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

#### Fair Value of Income Properties

Refer to consolidated financial statements note 2 – Basis of presentation – Investment properties, note 3 – Significant accounting policies – Critical judgments in applying accounting policies, and note 4 – Investment properties.

The fair market value of income properties as at December 31, 2022 is \$4,253,044, which represents approximately 98% of total assets. Management used an internal valuation model based on the direct capitalization income approach to determine the fair value of income properties as at December 31, 2022. Management engaged an external valuation expert to provide appraisals for substantially all of the income properties held as at December 31, 2022 and a summary of major assumptions and market data by city to validate its internal model.

We identified the valuation of fair value of income properties as a key audit matter because management made significant assumptions relating to the capitalization rate, vacancy rate, and forecasted stabilized net operating income of each income property used in its internal model. These significant assumptions involve a high degree of estimation uncertainty and complexity. This has resulted in significant audit effort, including the use of valuation specialists and a high degree of auditor judgment and subjectivity to evaluate the audit evidence obtained.

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How our audit addressed the Key Audit Matter

Our audit procedures related to the valuation of income properties included the following, among others:

- We evaluated the appropriateness of the underlying data used in the calculation of stabilized net operating income, used in management's direct capitalization method.
- We assessed the competency and objectivity of those involved in the valuation of income properties, including management's internal valuation team and management's external valuation specialists, by considering their qualifications and expertise.
- We compared the forecasted stabilized net operating income from management's prior year internal valuation model to the actual results.
- For a sample of properties, we utilized an internal valuation specialist to assist in:
  - <sup>o</sup> Developing independent ranges for management's assumptions and estimates from comparable market benchmarks for similar assets in similar locations; and
  - Evaluating the appropriateness of assumptions used by management including the capitalization rate, vacancy rate, and forecasted stabilized net operating income by comparing them to independent regional market data, industry averages, and improved comparable sales.

#### Other Information

Management is responsible for the other information. The other information comprises:

- Management's Discussion and Analysis
- The information, other than the consolidated financial statements and our auditor's report thereon, included in the Annual Report

Our opinion on the consolidated financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

We obtained the Management Discussion and Analysis and the Annual Report prior to the date of this auditor's report. If, based on the work we have performed, we conclude that there is material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

# Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Trust's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Trust or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Trust's financial reporting process.



#### Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due
  to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence
  that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material
  misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion,
  forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are
  appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of
  the Trust's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based
  on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may
  cast significant doubt on the Trust's ability to continue as a going concern. If we conclude that a material
  uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the
  consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our
  conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future
  events or conditions may cause the Trust to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business
  activities within the Trust to express an opinion on the consolidated financial statements. We are responsible
  for the direction, supervision and performance of the group audit. We remain solely responsible for our audit
  opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



The engagement partner on the audit resulting in this independent auditor's report is Mark Jakovcic.

RSM Canada LLP

Chartered Professional Accountants Licensed Public Accountants March 7, 2023 Toronto, Ontario



Consolidated Balance Sheets

(Cdn \$ Thousands)

	Note	December 31, 2022		۵	December 31, 2021
Assets					
Investment properties	4	\$	4,253,044	\$	4,062,593
Investment in joint ventures	6		32,040		30,399
Prepaids and deposits			2,639		2,855
Receivables and other assets	8		23,603		20,788
Cash			4,267		2,064
Total assets		\$	4,315,593	\$	4,118,699
Liabilities					
Mortgages payable	9	\$	1,654,449	\$	1,371,577
Credit facilities	10		-		140,495
Class B LP unit liability	12		43,658		59,040
Unit-based compensation liabilities	13		54,131		70,492
Lease liabilities			1,903		1,548
Tenant rental deposits			18,226		16,654
Accounts payable and accrued liabilities	11		45,850		38,890
Total liabilities			1,818,217		1,698,696
Unitholders' equity					
Unit capital	15		1,052,858		1,030,780
Retained earnings			1,444,518		1,389,223
Total unitholders' equity			2,497,376		2,420,003
Total liabilities and unitholders' equity		\$	4,315,593	\$	4,118,699

Commitments and contingencies (note 25)

The accompanying notes are an integral part of these consolidated financial statements.

On behalf of the Trust

Ronald Leslie Trustee Brad Cutsey Trustee



Consolidated Statements of Income For the years ended December 31

(Cdn \$ Thousands)

	Note	2022	2021
Operating revenues			
Revenue from investment properties	16	\$ 216,400	\$ 185,148
Operating expenses			
Property operating costs		35,163	30,853
Property taxes		23,851	21,857
Utilities		18,163	14,780
Total operating expenses		77,177	67,490
Net operating income		139,223	117,658
Financing costs	17	46,442	30,769
Administrative costs		15,479	13,216
Income before other income and expenses		77,302	73,673
Other income and expenses			
Fair value adjustments on investment properties	4	(8,325)	327,208
Other income and fees		1,218	605
Income from investment in joint ventures	6	37	39
Other fair value gains/(losses)	18	36,529	(29,229)
Interest on units classified as financial liabilities	19	(2,802)	(2,610)
Net income for the year		\$ 103,959	\$ 369,686

The accompanying notes are an integral part of these consolidated financial statements.



Consolidated Statements of Changes in Unitholders' Equity For the years ended December 31

(Cdn \$ Thousands)

	Trust units	Cumulative profit	dis	Cumulative stributions nitholders	Retained earnings	U	Total nitholders' equity
Balance, January 1, 2021	\$ 1,003,526	\$ 1,251,075	\$	(185,830)	\$ 1,065,245	\$	2,068,771
Units issued (note 15)	27,254	-		-	-		27,254
Net income for the year	-	369,686		-	369,686		369,686
Distributions declared to Unitholders	-	-		(45,708)	(45,708)		(45,708)
Balance, December 31, 2021	\$ 1,030,780	\$ 1,620,761	\$	(231,538)	\$ 1,389,223	\$	2,420,003
Balance, January 1, 2022	\$ 1,030,780	\$ 1,620,761	\$	(231,538)	\$ 1,389,223	\$	2,420,003
Units issued (note 15)	22,078	-		-	-		22,078
Net income for the year	-	103,959		-	103,959		103,959
Distributions declared to Unitholders	-	-		(48,664)	(48,664)		(48,664)
Balance, December 31, 2022	\$ 1,052,858	\$ 1,724,720	\$	(280,202)	\$ 1,444,518	\$	2,497,376

The accompanying notes are an integral part of these consolidated financial statements.



Consolidated Statements of Cash Flows For the years ended December 31

(Cdn \$ Thousands)

	Note	2022	2021
Cash flows from (used in) operating activities			
Net income for the year	\$	103,959 \$	369,686
Add items not affecting cash			
Income from investment in joint ventures	6	(37)	(39)
Amortization		1,257	908
Fair value adjustments on investment properties	4	8,325	(327,208)
Other fair value (gains)/losses	18	(36,529)	29,229
Unit-based compensation expense	13	7,570	6,234
Financing costs	17	46,442	30,769
Interest expense	17	(43,810)	(29,923)
Tenant inducements		4,162	4,307
		91,339	83,963
Net income items related to financing activities	19	1,178	1,119
Changes in non-cash operating assets and liabilities	20	(1,336)	10,938
Cash from operating activities		91,181	96,020
· · · · ·			
Cash flows used in investing activities			
Acquisition of investment properties	5	(74,393)	(517,851)
Investment in joint venture	6	(1,604)	(2,348)
Other investments		(250)	(250)
Additions to investment properties	4	(121,301)	(85,271)
Cash used in investing activities		(197,548)	(605,720)
Cash flows from (used in) financing activities			
Mortgage and loan repayments	20	(352,124)	(40,449)
Mortgage advances	20	655,096	393,041
Financing fees		(21,361)	(2,357)
Credit facility advances/(repayments)	20	(140,495)	140,495
Principal repayments on lease liabilities		(186)	(79)
Trust units issued, net of issue costs	13, 15	414	2,875
Deferred units purchased and cancelled	13, 15	(1,401)	(3,925)
Interest paid on units classified as financial liabilities	19	(1,178)	(1,119)
Distributions paid	20	(30,195)	(28,360)
Cash from financing activities		108,570	460,122
Increase (decrease) in cash during the year		2,203	(49,578)
Cash at the beginning of year		2,203	51,642
Cash at end of year	\$	4,267 \$	2,064

The accompanying notes are an integral part of these consolidated financial statements.



(Cdn \$ Thousands except unit amounts)

#### 1. ORGANIZATIONAL INFORMATION

InterRent Real Estate Investment Trust (the "Trust" or the "REIT") is an unincorporated, open-ended real estate investment trust created pursuant to a Declaration of Trust, dated October 10, 2006, and most recently amended and restated on May 21, 2019, under the laws of the Province of Ontario.

The Trust was created to invest in income producing residential properties within Canada. InterRent REIT Trust Units are listed on the Toronto Stock Exchange under the symbol IIP.UN. The registered office of the Trust and its head office operations are located at 485 Bank Street, Suite 207, Ottawa, Ontario, K2P 1Z2.

These consolidated financial statements were authorized for issuance by the Trustees of the Trust on March 7, 2023.

#### 2. BASIS OF PRESENTATION

#### Statement of compliance

These consolidated financial statements have been prepared using accounting policies consistent with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB"). The accounting policies set out below have been applied consistently to all periods presented.

#### Basis of presentation

The Trust presents its consolidated balance sheets based on the liquidity method, whereby all assets and liabilities are presented in increasing order of liquidity.

These consolidated financial statements have been prepared on a historical cost basis except for:

- i) Investment properties, which are measured at fair value (except for investment properties under development where fair value is not reliably determinable);
- ii) Financial assets and financial liabilities classified as "fair value through profit and loss", which are measured at fair value; and
- iii) Unit-based compensation liabilities and Class B LP unit liability, which are measured at fair value.

The Trust has not presented a statement of comprehensive income as there is no other comprehensive income.

#### Basis of consolidation

The consolidated financial statements include the accounts of the Trust and its wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated upon consolidation. Subsidiaries are entities over which the Trust has control and are consolidated from the date control commences until control ceases. Control is achieved when the Trust has power over the investee; is exposed, or has rights, to variable returns from its involvement with the investee; and has the ability to use its power to affect its returns.



(Cdn \$ Thousands except unit amounts)

#### 2. BASIS OF PRESENTATION (Continued)

#### **Functional currency**

The Trust and its subsidiaries' functional currency is Canadian dollars and all figures are rounded to the nearest thousand except when otherwise noted.

#### Critical accounting estimates and judgments in applying accounting policies

The preparation of these consolidated financial statements requires management to apply judgment when making estimates and assumptions that have a risk of causing material adjustments to the reported amounts recognized in the consolidated financial statements. Estimates made by management are based on events and circumstances at the balance sheet date. Accordingly actual results may differ from these estimates.

#### **Investment properties**

Investment properties, except for investment properties under development where fair value is not reliably determinable, are re-measured to fair value at each reporting date, determined based on internal valuation models incorporating market evidence and valuations performed by third-party appraisers. When estimating the fair value of investment properties, management makes multiple estimates and assumptions that have a significant effect on the measurement of investment properties. Estimates used in determining the fair value of the investment properties include capitalization rates, inflation rates, turnover estimates, market rent, vacancy rates, standard costs and stabilized net operating income used in the overall capitalization rate valuation method as well as direct comparison model for vacant land held for development.

#### **Financial liabilities**

The fair value measurement of the Class B LP unit and unit-based compensation liabilities require management to make estimates and assumptions that affect the reported amount of the liabilities and the corresponding compensation expense, and gain or loss on changes in fair value. Estimates and assumptions used in determining the fair value of these liabilities include the expected life of the instruments and the volatility of the Trust's unit prices.

#### 3. SIGNIFICANT ACCOUNTING POLICIES

#### **Property asset acquisitions**

At the time of acquisition of a property or a portfolio of investment properties, the Trust evaluates whether the acquisition is a business combination or asset acquisition. IFRS 3 is only applicable if it is considered that a business has been acquired. A business, according to IFRS 3, is defined as an integrated set of activities and assets conducted and managed for the purpose of providing a return to investors or lower costs or other economic benefits directly and proportionately to the Trust. When an acquisition does not represent a business as defined under IFRS 3, the Trust classifies these properties or a portfolio of properties as an asset acquisition. Identifiable assets acquired and liabilities assumed in an asset acquisition are measured initially at their relative fair values at the acquisition date. Acquisition-related transaction costs are capitalized to the property.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Investment properties**

The Trust uses the fair value method to account for real estate classified as investment properties. The Trust's investment properties include multi-family residential properties that are held to earn rental income, capital appreciation, or both or properties (including land) that are being developed or redeveloped for future use as investment properties. Investment properties acquired through an asset purchase are initially recognized at cost, which includes all amounts directly related to the acquisition of the properties. Investment properties acquired through a business combination are recognized at fair value. All costs associated with upgrading and extending the economic life of the existing properties, other than ordinary repairs and maintenance, are capitalized to investment properties.

Investment properties are re-measured to fair value at each reporting date in accordance with International Accounting Standard 40 - Investment Property ("IAS 40"). Fair value is determined based on internal valuation models incorporating market evidence and valuations performed by third-party appraisers. Changes in the fair value of investment properties are recorded in the consolidated statement of income in the period in which they arise. Investment properties are not amortized.

#### Investment properties under development

Properties under development include properties that are undergoing activities that will take a substantial period of time and effort to complete in order to prepare the property for its intended use to earn rental income. The cost of development properties includes the cost of acquiring the property and direct development costs, realty taxes and borrowing costs directly attributable to the development. Capitalization of costs continue until all activities necessary to prepare the property for its intended use as a rental property are substantially complete. Land held for development is transferred to investment properties under development when development type of activities begin that will change the property condition.

Under the requirements of IAS 40, an investment property under development is measured at fair value at each reporting date, with the recognition of gains or losses in the consolidated statement of income. If the fair value of an investment property under development is not reliably determinable, but the Trust expects the fair value of the property to be reliably determinable when development is complete, it measures that investment property under development at cost until either its fair value becomes reliably determinable or development is completed (whichever is earlier).

#### **Joint Arrangements**

The Trust enters into joint arrangements which include joint ventures and joint operations. A joint arrangement is an arrangement pursuant to which the Trust and other parties undertake an economic activity that is subject to joint control. Joint control exists when the joint arrangements require the unanimous consent of the parties sharing control for decisions about relevant activities.



(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Investment in joint ventures

Joint arrangements that involve the establishment of a separate entity in which parties to the arrangement have joint control over the economic activity of the entity and rights to the net assets are referred to as a joint venture.

The Trust's investments in joint ventures are accounted for using the equity method. Under the equity method, the investment in a joint venture is initially recognized at cost, which includes cost directly attributable to the acquisition. The carrying amount of the investment is adjusted to recognize changes in the Trust's share of net assets of the joint venture since the acquisition date less any identified impairment loss. Distributions received from a joint venture reduce the carrying amount of the investment. The consolidated statement of income reflects the Trust's share of the results of operations of the joint ventures.

If the Trust's share of losses of a joint venture exceeds the Trust's interest in that joint venture, the Trust discontinues recognizing its share of further losses, unless it has undertaken obligations or made payments on behalf of the joint venture.

#### Joint operations

A joint operation is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the assets and obligations for the liabilities relating to the arrangement. The Trust records only its proportionate share of the assets, liabilities and the results of operations of the joint operation. The assets, liabilities and results of joint operations are included within the respective line items of the consolidated balance sheets and consolidated statements of income.

#### **Revenue recognition**

Revenue from investment properties includes rents from tenants under leases, parking, laundry and other ancillary revenues. Most leases are for one-year terms or less; consequently, the Trust accounts for leases with its tenants as operating leases as the Trust has retained substantially all of the risks and benefits of ownership of its investment properties. Lease revenue earned directly from leasing the asset is recognized and measured in accordance with IFRS 16 – Leases. In addition to revenue generated directly from the operating lease, rental revenue includes non-lease revenue earned from the tenant, which is recognized and measured under IFRS 15. Non-lease revenue includes laundry, income earned from telephone and cable providers, commercial common area maintenance and ancillary services. These revenues are recognized when earned.

Any gain or loss from the sale of an investment property is recognized when the significant risks and rewards have been transferred to the buyer (usually at the time when title passes to the purchaser).

Tenant inducements such as free rent or move-in allowances are initially deferred and included in other assets. The balance is amortized over the term of the related lease, reducing the revenue recognized. In the event that a tenant vacates its leased space prior to the contractual term of the lease, any unamortized balance is recorded as an expense in the consolidated statement of income.



(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

Compensation is earned from project and property management services provided to the jointly controlled properties and is recorded in other income and fees as the services are provided.

IFRS 15 requires revenue recognized from customer contracts (non-lease components) to be disclosed separately from its other sources of revenue (note 16).

#### **Financial instruments**

The Trust recognizes financial assets and financial liabilities when the Trust becomes a party to a contract. Financial assets and financial liabilities, with the exception of financial assets and financial liabilities classified as fair value through profit or loss, are measured at fair value plus or minus transaction costs on initial recognition. Financial assets and financial liabilities at fair value through profit or loss are measured at fair value through when incurred.

The following summarizes the Trust's classification and measurement of financial assets and financial liabilities:

- Cash, rents and other receivables and loan receivable long-term incentive plan, are classified as amortized cost.
- Interest rate swaps are classified as fair value through profit and loss.
- Mortgages and loans payable, credit facilities, tenant rental deposits and accounts payable and accrued liabilities are classified as amortized cost.
- Class B LP unit liability and unit-based compensation liabilities are classified as fair value through profit and loss.

Measurement in subsequent periods depends on the classification of the financial instrument:

#### Financial assets at amortized cost

Cash, rents and other receivables, and loan receivable long-term incentive plan are held with the objective of collecting contractual cash flows and classified as amortized cost.

Subsequent to initial recognition, these assets are carried at amortized cost, using the effective interest method, less any impairment loss. The carrying amount of the financial asset is reduced through an allowance account, and the amount of the loss is recognized in the consolidated statement of income. Any subsequent reversal of an impairment loss is recognized in profit or loss.

#### Financial assets at FVTPL

Derivative financial assets, consisting of interest rate swaps and forward rate locks, are classified as FVTPL, are measured at fair value, with changes recognized in the consolidated statement of income, and are presented on the consolidated balance sheets in mortgages payable.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Financial liabilities at amortized cost

Credit facilities, accounts payable and accrued liabilities, tenant rental deposits and mortgages and loans payable are classified as amortized cost.

Subsequent to initial recognition, these liabilities are carried at amortized cost, using the effective interest method. The effective interest method is a method of calculating the amortized cost of an instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that discounts estimated future cash receipts (including all transaction costs and other premiums or discounts) through the expected life of the debt instrument to the net carrying amount on initial recognition.

#### **Financial liabilities at FVTPL**

Financial liabilities are classified as FVTPL if it is classified as held for trading, or they are derivative liabilities. Financial liabilities classified as FVTPL are measured at fair value, with changes recognized in the consolidated statement of income.

The Class B LP unit liability and unit-based compensation liability are measured at FVTPL.

#### Impairment of financial assets

At each reporting date, each financial asset measured at amortized cost is assessed for impairment under an expected credit loss (ECL) model. The Trust applies the simplified approach which uses lifetime ECLs for contractual rents receivable and the general approach for other and loans receivable.

The Trust uses an accounts receivable aging provision matrix to measure the ECL for contractual rents receivable and applies loss factors to aging categories greater than 30 days past due.

Other receivables and loans receivables are classified as impaired when there is objective evidence that the full carrying amount of the loan or mortgage receivable is not collectible.

#### Fair value measurement

The Trust measures certain financial instruments and non-financial assets, such as investment properties, at fair value at each balance sheet date. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value of an asset or liability is measured using the assumptions that market participants would use when pricing the asset or liability assuming that market participants act in their economic best interests. A fair value measurement on a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.



**Notes to Consolidated Financial Statements** 

(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Trust uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs. All assets and liabilities for which fair value is measured or disclosed in the consolidated financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1: Quoted prices in active markets for identical assets or liabilities
- Level 2: Quoted prices in active markets for similar assets or liabilities or valuation techniques where significant inputs are based on either directly or indirectly observable market data
- Level 3: Valuation techniques for which any significant input is unobservable

Transfers between levels of the fair value hierarchy are recognized at the end of the reporting period during which the change occurred.

#### Leases, the Trust as a lessee

At the inception of a contract, the Trust assesses whether a contract is, or contains, a lease by assessing if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration using the definition of a lease in IFRS 16. The Trust recognizes a right-of-use asset and a corresponding lease liability with respect to all lease arrangements in which it is the lessee, however it applies the recognition exemptions for leases of low-value assets and short-term leases with a lease term of 12 months or less.

Right-of-use assets are measured at cost less any accumulated amortization and are included within receivables and other assets. Such right-of-use assets are depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

Lease liabilities are measured at the present value of lease payments to be made over the lease term less any variable payments and lease incentives receivable. Variable payments are recognized as an expense in the period in which the event or condition that triggers the payment occurs. After the commencement date, the amount of the lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. The carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the insubstance fixed lease payments, or a change in the assessment to the purchase underlying asset.

#### **Trust units**

Effective December 29, 2010, changes were made to the Declaration of Trust so that distributions are made at the discretion of the Trustees. Subsequent to this change the trust units, while still defined as a liability, meet the conditions that permit classification as equity. At this time, the trust units were reclassified from liabilities to unitholders' equity. The carrying value of the trust units reflects their fair value on the date of the reclassification to unitholders' equity. As a result of the redemption feature of the trust units, these units are not considered equity for the purposes of calculating net income on a per unit basis under IAS 33 Earnings per Share. Accordingly, the Trust has elected not to present an earnings per unit calculation, as is permitted under IFRS.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Class B LP unit liability

The Class B LP units are exchangeable on demand for trust units, which in turn are redeemable into cash at the option of the holder. As such, the Class B LP units are classified as a liability. Management has designated the Class B LP unit liability as FVTPL, and the Class B LP unit liability is re-measured to fair value at each reporting date with changes recorded in the consolidated statements of income. The distributions on the Class B LP units are recognized in the consolidated statements of income as interest expense.

#### **Unit-based compensation**

The Trust maintains compensation plans which include the granting of deferred, performance, and restricted units to Trustees and employees, and previously maintained a unit option plan. The Trust records the expense associated with these awards over the vesting period. Unit options, deferred, performance, and restricted units are settled with the issuance of Trust Units. However, due to the fact that Trust Units are redeemable, awards of unit options, deferred, performance, and restricted units are recognized as a liability and re-measured at each reporting date, with changes recognized in the consolidated statements of income. The additional deferred, performance, and restricted units earned on the deferred, performance, and restricted units granted are recognized in the consolidated statements of income.

#### Provisions

Provisions are recognized when the REIT has a present legal or constructive obligation as a result of past events, it is more likely than not that an outflow of resources will be required to settle the obligation, and the amount can be reliably estimated. Provisions are measured at management's best estimate of the expenditure required to settle the obligation at the end of the reporting period, and are discounted to present value when the effect is material.

#### Income taxes

The Trust is taxed as a Mutual Fund Trust for income tax purposes and intends to distribute its income for income tax purposes each year to Unitholders to such an extent that it would not be liable for income tax under Part I of the Income Tax Act (Canada) ("Tax Act"). Accordingly, no provision for income taxes is included in the consolidated financial statements.

Throughout 2021 and 2022, the Trust and its wholly owned subsidiaries satisfied certain conditions available to REITs (the "REIT Exception") under amendments to the Tax Act, intended to permit a corporate income tax rate of nil as long as the specified conditions continue to be met. Without satisfying these conditions, the Trust would have been liable for income taxes.

#### Critical judgments in applying accounting policies

In the preparation of these consolidated financial statements management has made judgments, aside from those that involve estimates, in the process of applying the accounting policies. These judgments can have an effect on the amounts recognized in the consolidated financial statements.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 3. SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Investment properties**

Management makes judgments in determining the extent and frequency of independent appraisals and establishing an internal valuation model to measure fair value of investment properties. With respect to properties under development, management makes judgments to determine the reliability of fair value of investment properties undergoing development and the related costs included in the property value as well as identifying the point at which substantial completion of the property occurs. The Trust also undertakes capital improvements and upgrades and management applies judgement in determining the costs to be capitalized to investment properties.

#### Investment in joint arrangements

Management makes judgments to determine whether a joint arrangement should be classified as a joint venture or a joint operation and in determining whether there is any objective evidence of impairment and if so, estimating the amount of loss.

#### **Property asset acquisitions**

Management is required to apply judgment as to whether or not transactions should be accounted for as an asset acquisition or business combination. IFRS 3 Business Combinations is only applicable if it is considered that a business has been acquired. When an acquisition does not represent a business as defined under IFRS 3, the Trust classifies the transaction as an asset acquisition. All of the Trust's property acquisitions as well as the property management internalization have been accounted for as asset acquisitions.

#### Income tax

Deferred income taxes are not recognized in the consolidated financial statements on the basis that the Trust can deduct distributions paid such that its liability for income taxes is substantially reduced or eliminated for the year. In applying this accounting policy, management has made the judgment that the Trust intends to continue to distribute its taxable income and continue to qualify as a real estate investment trust for the foreseeable future.

#### Future accounting changes

Amendment to IAS 1, Presentation of Financial Statements - Classification of Liabilities as Current or Non-Current

In January 2020, the IASB issued amendments to IAS 1 to specify the requirements for classifying liabilities as current or noncurrent. The narrow scope amendments affect only the presentation of liabilities in the statement of financial position and not the amount or timing of their recognition. It clarifies that the classification of liabilities as current or non-current is based on rights that are in existence at the end of the reporting period and specifies that classification is unaffected by expectations about whether an entity will exercise its right to defer settlement of a liability. It also introduces a definition of 'settlement' to make clear that settlement refers to the transfer to the counterparty of cash, equity instruments, other assets or services. The amendments are effective for annual reporting periods beginning on or after January 1, 2023. Earlier application is permitted. The implementation of these amendments is not expected to have a significant impact on the Trust as the balance sheet is presented on a liquidity basis.



(Cdn \$ Thousands except unit amounts)

#### 4. INVESTMENT PROPERTIES

Investment properties include income properties, properties under development and land held for development.

	December 31, 2022	December 31, 2021
Income properties	\$ 4,152,141	\$ 3,998,193
Properties under development	100,903	64,400
	\$ 4,253,044	\$ 4,062,593

#### Income properties:

	December 31, 2022	December 31, 2021
Balance, beginning of year	\$ 3,998,193	\$ 3,053,856
Acquisitions (note 5)	72,600	538,996
Transfers to properties under development	-	(639)
Property capital investments	89,673	78,772
Fair value adjustments	(8,325)	327,208
	\$ 4,152,141	\$ 3,998,193

#### Properties under development:

Properties that are undergoing a significant amount of development work to prepare the property for use as income properties.

	December 31, 2022	Decembe	r 31, 2021
Balance, beginning of year	\$ 64,400	\$	52,384
Acquisitions (note 5)	2,431		-
Transfer from income properties	-		639
Property capital investments	34,072		11,377
	\$ 100,903	\$	64,400

The fair value of the income properties is determined internally by the Trust. The fair value methodology of the Trust's income properties is considered a level 3 valuation as significant unobservable inputs are required to determine fair value.

The Trust determined the fair value of each income property internally based upon the direct capitalization income approach method of valuation. The fair value was determined by applying a capitalization rate ("Cap Rate") to forecasted stabilized net operating income ("SNOI"), which incorporates turnover estimates, market rent adjustments, allowances for vacancy, management fees, labour and repairs and maintenance for the property. In order to substantiate management's valuation, the Trust engaged a leading independent national real estate appraisal firm to provide appraisals for substantially all of the portfolio at December 31 2022, and 2021. These external appraisals provided the Trust with a summary of the major assumptions and market data by city (such as capitalization rate, turnover estimate and market rent adjustments) in order for the Trust to complete its internal valuations.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 4. INVESTMENT PROPERTIES (Continued)

The capitalization rate assumptions for the income properties are included in the following table:

	Decembe	er 31, 2022	December 31, 2021		
	Range	Weighted average	Range	Weighted average	
Capitalization rate	3.00% - 5.75%	4.04%	2.75% - 5.75%	3.86%	

The direct capitalization income approach method of valuation requires that SNOI be divided by a Cap Rate to determine a fair value. As such, changes in both SNOI and Cap Rate could significantly alter the fair value of the investment properties. The tables below summarize the impact of changes in both SNOI and Cap Rate on the Trust's fair value of the income properties:

Forecasted stabilized net operating income		-3%	-1%	As	sestimated	+1%	+3%
		\$ 162,714	\$ 166,069	\$	167,746	\$ 169,423	\$ 172,778
Capitalization rate							
-0.25%	3.79%	\$ 4,293,235	\$ 4,381,756	\$	4,426,016	\$ 4,470,276	\$ 4,558,796
Cap rate used	4.04%	\$ 4,027,565	\$ 4,110,607	\$	4,152,141	\$ 4,193,650	\$ 4,276,693
+0.25%	4.29%	\$ 3,792,858	\$ 3,871,062	\$	3,910,163	\$ 3,949,265	\$ 4,027,468

As at December 31, 1	2021						
Forecasted stabilized net operating income		-3%	-1%	A	s estimated	+1%	+3%
		\$ 149,612	\$ 152,697	\$	154,239	\$ 155,781	\$ 158,866
Capitalization rate	•						
-0.25%	3.61%	\$ 4,146,980	\$ 4,232,485	\$	4,275,237	\$ 4,317,989	\$ 4,403,494
Cap rate used	3.86%	\$ 3,878,235	\$ 3,958,199	\$	3,998,193	\$ 4,038,162	\$ 4,118,126
+0.25%	4.11%	\$ 3,642,202	\$ 3,717,299	\$	3,754,848	\$ 3,792,396	\$ 3,867,493

The three (2021 - three) properties under development are valued at acquisition cost plus development costs. The direct capitalization income approach method of valuation is not a reliable measure as the properties are undergoing a significant amount of work which will affect multiple components of the estimated net operating income as well as the Cap Rate. The Trust expects the fair value of the properties to be reliably determinable when development is substantially complete, and will measure both investment properties under development at cost until either its fair value becomes reliably determinable or development is completed (whichever is earlier).

Cash outflow used for additions to investment properties for the years ended:

	2022	2021
Property capital investments	\$ (123,745)	\$ (90,149)
Changes in non-cash investing accounts payable and accrued liabilities	2,444	4,878
	\$ (121,301)	\$ (85,271)



(Cdn \$ Thousands except unit amounts)

#### 5. INVESTMENT PROPERTY ACQUISITIONS

During the year ended December 31, 2022, the Trust completed the following investment property acquisitions, which have contributed to the operating results effective from the acquisition date:

Acquisition Date	Suite Count	Ownership Interest	Acquisition Costs <sup>(1)</sup>	ortgage Inding <sup>(1)</sup>	Interest Rate	Maturity Date
January 24, 2022	36	50%	\$ 8,726	\$ 5,363	BA + 1.35%	January 28, 2023
February 28, 2022	21	50%	4,849	2,965	BA + 1.35%	January 28, 2023
June 30, 2022	254	50%	59,025	34,191	4.02%	December 1, 2027
September 8, 2022 <sup>(2)</sup>	0	2.5%	2,431	638	BA + 1.00%	September 30, 2022
	311		\$ 75,031	\$ 43,157		

<sup>(1)</sup> The total acquisition costs and mortgage funding represent the Trust's ownership interest.

<sup>(2)</sup> During the quarter, the Trust acquired an additional 2.5% stake in the development site at 900 Albert Street Ottawa bringing the Trust's direct economic ownership up to 16.67%. In total, the Trust owns a 50% stake in the development property through a combination of its direct investment in the project and its ownership in the TIP Albert Limited Partnership joint venture. See notes 6 and 7 for more information.

During the year ended December 31, 2021, the Trust completed the following investment property acquisitions:

Acquisition Date	Suite Count	Ownership Interest	Acquisition Costs <sup>(1)</sup>	lortgage unding <sup>(1)</sup>	Interest Rate	Maturity Date
January 21, 2021	114	100%	\$ 22,521	\$ 16,500	1.36%	February 20, 2022
January 28, 2021	614	50%	151,641	95,063	BA + 1.35%	January 28, 2023
April 13, 2021	45	50%	10,035	6,143	BA + 1.35%	January 28, 2023
April 29, 2021	158	100%	32,103	-	-%	n/a
May 13, 2021	55	100%	27,338	3,821	2.95%	June 1, 2023
May 13, 2021	45	100%	20,859	10,142	2.87%	June 1, 2030
June 1, 2021	95	100%	33,623	24,488	BA + 1.10%	May 31, 2022
June 9, 2021	5(2)	100%	4,257	-	-%	n/a
July 26, 2021	94	50%	15,854	9,783	BA + 1.10%	July 26, 2022
October 18, 2021	172	100%	83,560	48,000	BA + 1.10%	October 18, 2022
October 18, 2021	113	100%	46,686	27,000	BA + 1.10%	October 18, 2022
October 22, 2021	104	50%	26,244	15,250	BA + 1.35%	January 28, 2023
November 8, 2021	48 <sup>(3)</sup>	100%	19,164	7,503	3.81%	August 1, 2023
November 26, 2021	46	50%	10,308	6,338	BA + 1.35%	January 28, 2023
December 2, 2021	121	100%	34,803	20,000	1.94%	December 2, 2022
	1,829		\$ 538,996	\$ 290,031		

<sup>(1)</sup> The total acquisition costs and mortgage funding represent the Trust's ownership interest.

<sup>(2)</sup> Includes a parking lot with 24 parking stalls.

<sup>(3)</sup> Includes 5,661 sq ft of leasable commercial space.

Cash outflow used for investment property acquisitions:

	2022	2021
Total acquisition costs	\$ (75,031) \$	(538,996)
Fair value adjustment of assumed debt	-	(321)
Assumed debt	638	21,466
	\$ (74,393) \$	(517,851)



(Cdn \$ Thousands except unit amounts)

#### 6. INVESTMENT IN JOINT VENTURES

The Trust accounts for its joint venture interests using the equity method. The following table details the Trust's ownership interest in its equity accounted investments:

Equity Investee	Location	Principal Activity	December 31, 2022	December 31, 2021
TIP Albert Limited Partnership	Ottawa	Develop, own and operate investment property <sup>(1)</sup>	40.0%	38.83%
Fairview Limited Partnership	Burlington	Develop, own and operate investment property	25.0%	25.0%

(1) On September 8, 2022 TIP Albert Limited Partnership sold 2.5% of its interest in 801 Albert Street Inc., the development site at 900 Albert Street Ottawa, to the Trust for consideration of \$2,385. Following this transaction, TIP Albert Limited Partnership has ownership interest of 83.33% in 801 Albert Street Inc. (December 31, 2021 - 85.83%) The Trust has ownership interest of 33.33% in 801 Albert Street Inc. through its 40% ownership in TIP Albert Limited Partnership (December 31, 2021 - 38.83%). The Trust holds the remaining ownership of 16.67% (December 31, 2021 - 14.17%) interest directly in 801 Albert Street Inc. This 16.67% interest is reported under Property under Development (note 5) as a joint operation (note 7). In total, the Trust holds a 50% interest in the development property (December 31, 2021 - 47.5%).

The Trust is contingently liable for certain obligations of the joint ventures, up to the Trust's interest. All of the net assets of the joint ventures are available for the purpose of satisfying such obligations and guarantees.

The Trust is responsible to fund its total investment in the joint ventures for the development of the investment property. The following table shows the changes in the carrying value of the investment in joint ventures:

	Decembe	er 31, 2022	December 31, 202		
Balance, beginning of year	\$	29,892	\$	27,505	
Additions		1,604		2,348	
Share of net income		37		39	
Distributions		-		-	
	\$	31,533	\$	29,892	
Transaction costs	\$	507	\$	507	
Carrying value of the investment in joint ventures	\$	32,040	\$	30,399	

The following tables shows the summarized financial information of the Trust's joint ventures:

	December	31 2022	Decembe	r 31, 2021
	December	,		,
Current assets	\$	4,078	\$	5,508
Non-current assets		155,519		151,566
Current liabilities		(411)		(872)
Non-current liabilities		(63,500)		(64,137)
Net assets	\$	95,686	\$	92,065
Trust's share	\$	31,160	\$	29,892

	2022	2021
Revenue	\$ 217	\$ 226
Expenses	64	65
Net income	\$ 153	\$ 161
Trust's share	\$ 37	\$ 39



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 7. JOINT OPERATIONS

The Trust has interest in twenty-three investment properties (December 31, 2021 - twenty) and one property under development (December 31, 2021 - one) that are subject to joint control and have been determined to be joint operations. The Trust records only its proportionate share of the assets, liabilities and the results of operations of the joint operations. The assets, liabilities and results of joint operations are included within the respective line items of the consolidated balance sheets and consolidated statements of income. The Trust's ownership in the joint operations are as follows:

Joint Operation	Region	Туре	Ownership Interest (December 31, 2022)	Ownership Interest (December 31, 2021)
Vancouver No. 1 Apartments Partnership	Greater Vancouver Area	Investment properties	50.00%	50.00%
Ontario No. 1 Apartments Partnership	Greater Toronto and Hamilton Area	Investment properties	50.00%	50.00%
Quebec No. 1 Apartments Partnership	Greater Montréal Area	Investment properties	50.00%	-
801 Albert Street Inc.	National Capital Region	Property under development	16.67%	14.17%

#### 8. RECEIVABLES AND OTHER ASSETS

	December 31, 2022			r 31, 2021
Current:				
Rents and other receivables, net of allowance for uncollectab	le			
amounts (note 23(b))	\$	8,464	\$	3,775
Lease incentives <sup>(1)</sup>		631		1,963
	\$	9,095	\$	5,738
Non-current:				
Automobiles, software, equipment and furniture and fixtures,				
net of accumulated amortization of \$4,316 (2021 - \$3,149)	\$	4,337	\$	3,330
Deferred finance fees on credit facilities, net of accumulated				
amortization of \$2,308 (2021 - \$2,017)		387		323
Loan receivable long-term incentive plan (note 14)		8,501		10,596
Right-of-use asset, net of accumulated amortization of \$122				
(2021 - \$32)		783		551
Other investments		500		250
	\$	14,508	\$	15,050
	\$	23,603	\$	20,788

<sup>(1)</sup> Comprised of straight-line rent. This amount is excluded from the determination of the fair value of the investment properties.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 9. MORTGAGES PAYABLE

Mortgages are secured by the investment properties and bear interest at a weighted average interest rate of 3.22% (December 31, 2021 - 2.38%).

The mortgages mature at various dates between the years 2023 and 2033.

The aggregate future minimum principal payments, including maturities, are as follows:

	\$ 1.654.449
Less: Deferred finance costs and mortgage premiums	(42,714)
	1,697,163
Thereafter	743,316
2027	210,883
2026	143,078
	,
2025	227,756
2024	105,381
2023	\$ 266,749

#### 10. CREDIT FACILITIES

	December 31	, 2022	Decembe	er 31, 2021
Demand credit facility <sup>(i)</sup>	\$	-	\$	405
Term credit facility <sup>(ii)</sup>		-		53,570
Term credit facility (iii)		-		520
Term credit facility <sup>(iv)</sup>		-		86,000
	\$	-	\$	140,495

- (i) The Trust has a \$3,000 (2021 \$2,000) demand credit facility with a Canadian chartered bank secured by a general security agreement. The weighted average interest rate on amounts drawn during the period ended December 31, 2022 was 4.33% (2021 - 2.95%).
- (ii) The Trust has a \$105,000 (2021 \$55,000) term credit facility, maturing in 2025, with a Canadian chartered bank secured by a general security agreement and second collateral mortgages on eight (2021 nine) of the Trust's properties. Interest is charged at a floating rate plus a pre-defined spread. The weighted average interest rate on amounts drawn during the period ended December 31, 2022 was 2.22% (2021 2.19%).
- (iii) The Trust has a \$15,000 (2021 \$15,000) term credit facility, maturing in 2023, with a Canadian chartered bank secured by a general security agreement, first mortgage on one (2021 - one) of the Trust's properties and second collateral mortgages on one (2021 - one) of the Trust's properties. Interest is charged at a floating rate plus a pre-defined spread. The weighted average interest rate on amounts drawn during the period ended December 31, 2022 was 4.36% (2021 - 3.10%).
- (iv) The Trust has a \$100,000 (2021 \$100,000) term credit facility, maturing in 2024, with a Canadian chartered bank secured by a general security agreement, first mortgages on two (2021 - two) of the Trust's properties and second collateral mortgages on four (2021 - four) of the Trust's properties. Interest is charged at a floating rate plus a predefined spread for prime advances and banker's acceptances. The weighted average interest rate on amounts drawn during the period ended December 31, 2022 was 2.59% (2021 - 2.17%).

#### 11. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

	December 31, 202	2 De	cembei	<sup>-</sup> 31, 2021
Accounts payable	\$ 6,49	5	\$	3,977
Accrued liabilities	32,09	2		28,649
Accrued distributions	4,3	7		4,092
Mortgage interest payable	2,90	6		2,172
	\$ 45,8	0	\$	38,890



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 12. CLASS B LP UNIT LIABILITY

The Class B LP units are non-transferable, except under certain circumstances, but are exchangeable, on a one-for-one basis, into Trust Units at any time at the option of the holder. Prior to such exchange, distributions will be made on the exchangeable units in an amount equivalent to the distributions which would have been made had the units of Trust been issued.

The Class B LP units are exchangeable on demand for Trust Units, which in turn are redeemable into cash at the option of the holder. As such, Class B LP units are classified as a financial liability.

A summary of Class B LP Unit activity is presented below:

Number of Units	
Balance - December 31, 2020 Units issued	3,410,766
Balance - December 31, 2021 Units issued	3,410,766
Balance - December 31, 2022	3,410,766

The Class B LP Units represented an aggregate fair value of \$43,658 at December 31, 2022 (December 31, 2021 - \$59,040). The fair value represents the closing price of the Trust Units on the TSX on the reporting date, or the first trading date after the reporting date. Each Class B LP Unit is accompanied by a Special Voting Unit, which entitles the holder to receive notice of, attend and vote at all meetings of Unitholders. There is no value assigned to the Special Voting Units. The gains or losses that resulted from changes in the fair value were recorded in the consolidated statement of income.

#### 13. UNIT-BASED COMPENSATION LIABILITIES

Unit-based compensation liabilities are comprised of awards issued under the deferred unit plan ("DUP") and the unit option plan as follows:

	Decembe	er 31, 2022	Decembe	r 31, 2021
Unit-based liabilities, beginning of year	\$	70,492	\$	58,200
Compensation expense - deferred unit plan		5,060		4,743
Compensation expense - performance and restricted unit plar	า	886		-
Compensation expense - unit option plan		-		-
DRIP <sup>(1)</sup> expense - deferred unit plan		1,583		1,491
DRIP <sup>(1)</sup> expense - performance and restricted unit plan		41		-
DUP units converted, cancelled and forfeited		(4,149)		(6,957)
Unit options exercised and expired		(708)		(4,238)
(Gain)/Loss on fair value of liability (note 18)		(19,074)		17,253
Unit-based liabilities, end of year	\$	54,131	\$	70,492

<sup>(1)</sup> Distribution reinvestment plan

Unit options, deferred, performance, and restricted units are settled with the issuance of Trust Units. However, due to the fact that Trust Units are redeemable, awards of unit options, deferred, performance, and restricted units are considered to be cash-settled. As such, the fair value of unit options, deferred, performance, and restricted units are recognized as a financial liability and remeasured at each reporting date, with changes recognized in the statement of income.



**Notes to Consolidated Financial Statements** 

(Cdn \$ Thousands except unit amounts)

#### 13. UNIT-BASED COMPENSATION LIABILITIES (Continued)

The maximum number of Trust Units issuable under the Trust's equity incentive compensation plans, which includes the DUP, the Performance and Restricted Unit plan, and unit options, as well as the long-term incentive plan (note 14) is 6% of the issued and outstanding Trust Units.

#### (i) DEFERRED UNIT PLAN

The deferred unit plan entitles Trustees, officers and employees, at the participant's option, to elect to receive deferred units (elected portion) in consideration for trustee fees or bonus compensation under the employee incentive plan, as the case may be. The Trust matches the elected portion of the deferred units received for officers and employees. The matched portion of the deferred units vest 50% on the third anniversary and 25% on each of the fourth and fifth anniversaries, subject to provisions for earlier vesting in certain events. The deferred units earn additional deferred units for the distributions that would otherwise have been paid on the deferred units (i.e. had they instead been issued as Trust Units on the date of grant).

A summary of Deferred Unit activity is presented below:

Number of Units	
Balance - December 31, 2020	4,524,216
Units issued under deferred unit plan	276,625
Reinvested distributions on deferred units	96,173
Deferred units exercised into Trust Units (note 15)	(188,456)
Deferred units purchased and cancelled	(197,378)
Deferred units cancelled	(59,247)
Balance - December 31, 2021	4,451,933
Units issued under deferred unit plan	298,350
Reinvested distributions on deferred units	122,389
Deferred units exercised into Trust Units (note 15)	(217,913)
Deferred units purchased and cancelled	(92,808)
Deferred units cancelled	(22,726)
Balance - December 31, 2022	4,539,225

The fair value of each unit granted is determined based on the weighted average observable closing market price of the REIT's Trust Units for the ten trading days preceding the date of grant.

The aggregate fair value of vested deferred units was \$51,861 at December 31, 2022 (December 31, 2021 - \$67,585). The fair value of the vested deferred units represents the closing price of the Trust Units on the TSX on the reporting date, or the first trading date after the reporting date, representing the fair value of the redemption price.

#### (ii) UNIT OPTIONS

The Trust had a unit option plan that provided for options to be granted to the benefit of employees, Trustees and certain other third parties. The Board has terminated the unit option plan, the termination of this plan will not impact any currently outstanding options, but the plan is now closed to new issuances. The exercise price of options granted under the unit option plan was determined by the Trustees, but was at least equal to the volume weighted average trading price of the Trust Units for the five trading days immediately prior to the date the option was granted. The term of any option granted did not exceed 10 years or such other maximum permitted time period under applicable regulations. At the time of granting options, the Board of Trustees determined the time, or times, when an option or part of an option was exercisable. The Trust did not provide financial assistance to any optionee in connection with the exercise of options.



**Notes to Consolidated Financial Statements** 

(Cdn \$ Thousands except unit amounts)

#### 13. UNIT-BASED COMPENSATION LIABILITIES (Continued)

Options granted, exercised and expired during the twelve months ended December 31 are as follows:

		2022		2021
	Number of units	Weighted average exercise price	Number of units	Weighted average exercise price
Balance, beginning of year	291,652	\$ 6.44	756,745	\$ 6.28
Exercised	(68,387)	\$ 6.09	(465,093)	\$ 6.18
Balance, end of year	223,265	\$ 6.55	291,652	\$ 6.44

Options outstanding at December 31, 2022:

Exercise price	Number of units	Remaining life in years	Number of units exercisable
\$ 5.65	63,500	0.45	63,500
\$ 5.81	65,500	1.96	65,500
\$ 7.67	94,265	4.57	94,265
	223,265		223,265

The weighted average market price of options exercised in the twelve months ended December 31, 2022 was \$16.11 (2021 - \$17.31).

The unit options represented an aggregate fair value of \$1,317 at December 31, 2022 (December 31, 2021 - \$2,907). The fair value of unit options is re-valued at each reporting period based on an estimate of the fair value using the Black-Scholes option pricing model using the following weighted average valuation assumptions:

	December 31, 2022	December 31, 2021
Market price of Unit	\$ 12.80	\$ 17.31
Expected option life	0.9 years	1.2 years
Risk-free interest rate	4.06%	0.98%
Expected volatility (based on historical)	23%	31%
Expected distribution yield	5.0%	5.0%

#### (iii) PERFORMANCE AND RESTRICTED UNIT PLAN

The performance and restricted unit plan enables the Trustees to grant performance units and restricted units to employees and officers of the REIT. Performance units vest on the vesting date set out in the grant agreement according to a performance payout criteria, based on the REIT's relative performance against peers and achievement against sustainability goals. Restricted units vest 100% on the vesting date set out in the grant agreement. The performance and restricted units earn additional units for the distributions that would otherwise have been paid on the units (i.e. had they instead been issued as Trust Units on the date of grant).



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 13. UNIT-BASED COMPENSATION LIABILITIES (Continued)

A summary of performance and restricted unit activity is presented below:

Number of Units	
Balance - December 31, 2021	-
Units issued under performance and restricted unit plan	209,592
Reinvested distributions on performance and restricted units	3,558
Balance - December 31, 2022	213,150

The initial fair value of each unit granted is determined based on the weighted average observable closing market price of the REIT's Trust Units for the ten trading days preceding the date of grant. The fair value of the performance units is estimated at each reporting period using a Monte Carlo pricing model. Changes in fair value are recognized in the consolidated statement of income.

The liability for performance and restricted units is recognized on a pro-rated basis over the vesting period. The aggregate fair value of the performance and restricted units on the balance sheet at December 31, 2022 was \$953 (December 31, 2021 - \$nil).

#### 14. LONG-TERM INCENTIVE PLAN

In the past, the Board awarded long-term incentive plan ("LTIP") units to certain officers and key employees, collectively the "Participants". The Board has terminated the LTIP, the termination of this plan will not impact any currently outstanding awards, but the plan is now closed to new issuances. The maximum number of Trust Units issuable under the Trust's equity incentive compensation plans, which includes the long-term incentive plan, as well as the DUP, the Performance and Restricted Unit plan, and the unit option plan (note 13) is 6% of the issued and outstanding Trust Units. The Participants could subscribe for Trust Units at a purchase price equal to the weighted average trading price of the Trust Units for the five trading days prior to issuance. The purchase price is payable in instalments, with an initial instalment of 5% paid when the Trust Units are issued. The balance represented by a loan receivable (note 8) is due over a term not exceeding ten years. Participants are required to pay interest at a ten-year fixed rate based on the Trust's fixed borrowing rate for long-term mortgage financing and are required to apply cash distributions received on these units toward the payment of interest and the remaining instalments. Participants may pre-pay any remaining instalments at their discretion. The Trust has recourse on the loans receivable and has reasonable assurance that the Trust will collect the full amount of the loan receivable. The loans receivable are secured by the units as well as the distributions on the units. If a Participant fails to pay interest and/or principal, the Trust can enforce repayment which may include the election to reacquire or sell the units in satisfaction of the outstanding amounts.

Date of award	Number of units	Interest rate	Loan receivable
September 11, 2012	100,000	3.35%	\$ 410
June 27, 2013	125,000	3.85%	558
December 16, 2014	100,000	3.27%	465
June 9, 2015	75,000	3.44%	406
June 30, 2016	275,000	2.82%	1,888
July 28, 2017	320,000	3.09%	2,189
March 5, 2018	285,000	3.30%	2,585
	1,280,000		\$ 8,501



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 15. TRUST UNITS

As a result of the redeemable feature of the Trust Units, the Trust Units are defined as a financial liability; however, for the purposes of financial statement classification and presentation, the Trust Units are presented as equity instruments in accordance with IAS 32, Financial Instruments.

	Trust Units	Amount
Balance - December 31, 2020	138,416,700	\$ 1,003,526
Units Issued under the deferred unit plan	188,456	3,032
Units Issued under distribution reinvestment plan	1,109,595	17,109
Units Issued from options exercised	465,093	7,113
Balance - December 31, 2021	140,179,844	\$ 1,030,780
Units Issued under the deferred unit plan	217,913	2,748
Units Issued under distribution reinvestment plan	1,422,730	18,208
Units Issued from options exercised	68,387	1,122
Balance - December 31, 2022	141,888,874	\$ 1,052,858

On May 9, 2022, the TSX approved the Trust's normal course issuer bid ("Bid") for a portion of its Trust Units. Under the Bid, the Trust may acquire up to a maximum of 13,357,843 of its Trust Units, or approximately 10% of its public float of 133,578,439 Trust Units as of May 2, 2022, for cancellation over the next 12 months commencing on May 16, 2022 until the earlier of May 15, 2023 or the date on which the Trust has purchased the maximum number of Trust Units permitted under the Bid. The number of Trust Units that can be purchased pursuant to the Bid is subject to a current daily maximum of 93,790 Trust Units (being 25% of the average daily trading volume), except where purchases are made in accordance with "block purchases" exemptions under applicable TSX policies. Purchases will be made at market prices through the facilities of the TSX.

On May 10, 2021, the TSX approved the Trust's normal course issuer bid ("Bid") for a portion of its Trust Units. Under the Bid, the Trust may acquire up to a maximum of 13,200,140 of its Trust Units, or approximately 10% of its public float of 132,001,401 Trust Units as of May 6, 2021, for cancellation over the next 12 months commencing on May 14, 2021 until the earlier of May 13, 2022 or the date on which the Trust has purchased the maximum number of Trust Units permitted under the Bid. The number of Trust Units that can be purchased pursuant to the Bid is subject to a current daily maximum of 88,485 Trust Units (being 25% of the average daily trading volume), except where purchases are made in accordance with "block purchases" exemptions under applicable TSX policies. Purchases will be made at market prices through the facilities of the TSX.

For the years ended December 31, 2022 and 2021 the Trust did not purchase any Trust Units.

#### **Declaration of Trust**

The Declaration of Trust authorizes the Trust to issue an unlimited number of units for consideration and on terms and conditions established by the Trustees without the approval of any unitholders. The interests in the Trust are represented by two classes of units: a class described and designated as "Trust Units" and a class described and designated as "Special Voting Units". The beneficial interests of the two classes of units are as follows:



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Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 15. TRUST UNITS (Continued)

#### (a) Trust Units

Trust Units represent an undivided beneficial interest in the Trust and in distributions made by the Trust. The Trust Units are freely transferable, subject to applicable securities regulatory requirements. Each Trust Unit entitles the holder to one vote at all meetings of unitholders. Except as set out under the redemption rights below, the Trust Units have no conversion, retraction, redemption or pre-emptive rights.

Trust Units are redeemable at any time, in whole or in part, on demand by the holders. Upon receipt by the Trust of a written redemption notice and other documents that may be required, all rights to and under the Trust Units tendered for redemption shall be surrendered and the holder shall be entitled to receive a price per Trust Unit equal to the lesser of:

- i) 90% of the "market price" of the Trust Units on the principal market on which the Trust Units are quoted for trading during the twenty-day period ending on the trading day prior to the day on which the Trust Units were surrendered to Trust for redemption; and
- ii) 100% of the "closing market price" of the Trust Units on the principal market on which the Trust Units are quoted for trading on the redemption notice date.

#### (b) Special Voting Units

The Declaration of Trust provides for the issuance of an unlimited number of Special Voting Units that will be used to provide voting rights to holders of Class B LP units or other securities that are, directly or indirectly, exchangeable for Trust Units.

Each Special Voting Unit entitles the holder to the number of votes at any meeting of unitholders, which is equal to the number of Trust Units that may be obtained upon surrender of the Class B LP unit to which the Special Voting Unit relates. The Special Voting Units do not entitle or give any rights to the holders to receive distributions or any amount upon liquidation, dissolution or winding-up of Trust. There is no value assigned to the Special Voting Units.

#### 16. REVENUE FROM INVESTMENT PROPERTIES

The components of revenue from investments properties are as follows:

	2022	2021
Lease revenue (1)	\$ 211,872	\$ 181,124
Non-lease revenue <sup>(2)</sup>	4,528	4,024
	\$ 216,400	\$ 185,148

<sup>(1)</sup> Consists of lease revenue from residential, parking and commercial tenants

<sup>(2)</sup> Consists of revenue from non-lease items such as laundry, commercial common area maintenance and ancillary services



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 17. FINANCING COSTS

	2022	2021
Mortgages payable	\$ 44,386	\$ 29,476
Credit facilities	2,004	1,717
Interest income	(480)	(386)
Interest capitalized to properties under development	(2,100)	(884)
Interest expense	43,810	29,923
Amortization of deferred finance costs on mortgages	2,960	1,178
Amortization of deferred finance costs on credit facilities	291	239
Amortization of fair value on assumed debt	(619)	(571)
	\$ 46,442	\$ 30,769

#### 18. OTHER FAIR VALUE GAINS/(LOSSES)

	2022	2021
Class B LP unit liability	\$ 15,383	\$ (12,346)
Unit-based compensation liability (deferred unit plan)	18,215	(15,133)
Unit-based compensation liability (performance and restricted unit plan)	(26)	-
Unit-based compensation liability (option plan)	885	(2,120)
Rate swaps and forward rate locks (mortgage payable)	2,072	370
	\$ 36,529	\$ (29,229)

#### 19. INTEREST ON UNITS CLASSIFIED AS FINANCIAL LIABILITIES

	2022	2021
Class B LP unit liability	\$ 1,178	\$ 1,119
Unit-based compensation (deferred unit plan)	1,583	1,491
Unit-based compensation (performance and restricted unit plan)	41	-
	\$ 2,802	\$ 2,610

#### 20. SUPPLEMENTAL CASH FLOW INFORMATION

#### (a) Net change in non-cash operating assets and liabilities

	2022	2021
Receivables and other assets	\$ (7,379)	\$ (7,242)
Prepaid and deposits	216	8,540
Accounts payable and accrued liabilities	4,255	6,324
Tenant rental deposits	1,572	3,316
	\$ (1,336)	\$ 10,938



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 20. SUPPLEMENTAL CASH FLOW INFORMATION (Continued)

#### (b) Net cash distributions to unitholders

	2022	2021
Distributions declared to unitholders	\$ 48,664	\$ 45,708
Add: Distributions payable at beginning of year	3,994	3,755
Less: Distributions payable at end of year	(4,255)	(3,994)
Less: Distributions to participants in the DRIP	(18,208)	(17,109)
	\$ 30,195	\$ 28,360

#### (c) Interest paid

	2022	2021
Interest expense	\$ 43,810	\$ 29,923
Add: Mortgage interest payable at beginning of year	2,172	1,843
Less: Mortgage interest payable at end of year	(2,906)	(2,172)
Add: Interest capitalized	2,100	884
Add: Interest income received	480	386
	\$ 45,656	\$ 30,864

#### (d) Reconciliation of liabilities arising from financing activities

Mortgages payable	2022	2021
Balance, beginning of year	\$ 1,393,553	\$ 1,019,816
Mortgage advances	655,096	393,041
Assumed mortgages	638	21,145
Repayment of mortgages	(352,124)	(40,449)
Balance, end of year	\$ 1,697,163	\$ 1,393,553

Credit facilities	2022	2021
Balance, beginning of year	\$ 140,495	\$ -
Advances of credit facilities	14,990	140,495
Repayment of credit facilities	(155,485)	-
Balance, end of year	\$ -	\$ 140,495



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 21. RELATED PARTY TRANSACTIONS

The transactions with related parties are incurred in the normal course of business. Related party transactions have been listed below.

#### (i) Accounts Payable (net of amounts receivable)

As at December 31, 2022, \$nil (December 31, 2021 - \$nil) was included in accounts payable and accrued liabilities, net of amounts receivable and including applicable sales tax, which are due to companies that are controlled by an officer and Trustee of the Trust. The amounts were non-interest bearing and due on demand.

#### (ii) Services

During the year ended December 31, 2022, the Trust incurred \$2,356 (2021 - \$nil) in entitlement, development, and construction management services related to development projects from companies controlled by an officer and Trustee of the Trust. The services received have been capitalized to the investment properties.

#### (iii) Key management remuneration

Key management consists of the Trustees and executive management team of the Trust. Compensation paid or payable is provided in the following table:

	2022	20	)21
Salaries and other short-term employee benefits	\$ 2,405	\$	2,003
Deferred unit plan	732		2,240
Performance and restricted unit plan	2,354		-
	\$ 5,491	\$	4,243

Loans outstanding from key management for indebtedness relating to the LTIP at December 31, 2022 were \$8,262 (December 31, 2021 - \$10,351). Fees paid to Trustees accounted for all of the compensation paid or payable under the deferred unit plan during 2022 (2021 - \$630). As of 2022, Trustee fees under the deferred unit plan are no longer eligible to be matched by the Trust; and the executive management team earns awards under the performance and restricted unit plan instead of the deferred unit plan. As of December 31, 2022, the deferred unit plan included no accrued compensation for the executive management team. (December 31, 2021-\$1,610).

#### 22. CAPITAL RISK MANAGEMENT

The Trust's objectives in managing capital are to ensure sufficient liquidity to pursue its strategy of organic growth combined with strategic acquisitions and to provide returns to its unitholders. The Trust defines capital that it manages as the aggregate of its unitholders' equity, which is comprised of issued capital and retained earnings, Class B LP units and deferred unit capital and options recorded as unit-based compensation liabilities.

The Trust manages its capital structure and makes adjustments to it in light of general economic conditions, the risk characteristics of the underlying assets and the Trust's working capital requirements. In order to maintain or adjust its capital structure, the Trust, upon approval from its Board of Trustees, may issue or repay long-term debt, issue units, repurchase units through a normal course issuer bid, pay distributions or undertake other activities as deemed appropriate under the specific circumstances. The Board of Trustees reviews and approves any material transactions out of the ordinary course of business, including approval of all acquisitions of investment properties, as well as capital and operating budgets. There have been no changes to the Trust's capital risk management policies for the years ended December 31, 2022 and 2021.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 22. CAPITAL RISK MANAGEMENT (Continued)

The Trust monitors capital using a debt to gross book value ratio, as defined in the Declaration of Trust which requires the Trust to maintain a debt to gross book value ratio below 75%. As at December 31, 2022, the debt to gross book value ratio is 38.3% (December 31, 2021 - 36.7%).

In addition, the Trust is subject to financial covenants in its mortgages payable and credit facilities such as minimum tangible net worth, interest coverage, debt service coverage and leverage ratio (similar to debt to gross book value as calculated in the Declaration of Trust). The Trust was in compliance with all financial covenants throughout the years ended December 31, 2022 and 2021.

#### 23. FINANCIAL RISK MANAGEMENT

#### a) Overview

The Trust is exposed to credit risk, liquidity risk and market risk. The Trust's primary risk management objective is to protect earnings and cash flow and, ultimately, unitholders value. Risk management strategies, as discussed below, are designed and implemented to ensure the Trust's risks and the related exposures are consistent with its business objectives and risk tolerance.

#### b) Credit Risk

The Trust's credit risk is attributable to its rents and other receivables and loan receivable long-term incentive plan.

Credit risk arises from the possibility that: (i) tenants may experience financial difficulty and be unable to fulfil their lease commitments; and (ii) a party defaults on the repayment of their debt causing a financial loss to the Trust.

For its rents receivable, the Trust conducts credit assessments for all prospective tenants and, where permitted, obtains adequate security to assist in potential recoveries. The Trust monitors its collection process on a regular basis and all receivables from past tenants and tenant receivables over 30 days are provided for in allowances for doubtful accounts.

Credit risk relating to other receivables and loan receivable long-term incentive plan is mitigated through recourse against such parties and/or the underlying security. These receivables are considered to have low credit risk.

At December 31, 2022, the Trust had past due rents and other receivables of \$11,313 (December 31, 2021 - \$6,071), net of an allowance for doubtful accounts of \$2,849 (December 31, 2021 - \$2,296) which adequately reflects the Trust's credit risk.



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 23. FINANCIAL RISK MANAGEMENT (Continued)

#### c) Liquidity Risk

Liquidity risk is the risk that the Trust will not be able to meet its financial obligations as they fall due. The Trust manages liquidity risk through the management of its capital structure and financial leverage, as outlined in note 22 to the consolidated financial statements. It also manages liquidity risk by continuously monitoring actual and projected cash flows to ensure that it will always have sufficient liquidity to meet its liabilities (excluding derivative and other financial instruments reported as liabilities at fair value) when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Trust's reputation. In addition, liquidity and capital availability risks are mitigated by diversifying the Trust's sources of funding, maintaining a staggered debt maturity profile and actively monitoring market conditions.

As at December 31, 2022, the Trust had credit facilities as described in note 10.

The Trust continues to refinance the outstanding debts as they mature. Given the Trust's available credit and its available liquid resources from both financial assets and on-going operations, management assesses the Trust's liquidity risk to be low.

The undiscounted contractual maturities and repayment obligations of the Trust's financial liabilities, excluding unit-based compensation liabilities and Class B LP unit liability as their redemption time is uncertain, as at December 31, 2022 are as follows:

Year	Mortgages payable	Mortgage interest <sup>(1)</sup>	Credit facilities	Lease liabilities principal outstanding	Accounts payable and accrued liabilities	Total
2023	\$ 266,749	\$ 46,822	\$-	\$ 248	\$ 45,850	\$ 359,669
2024	105,381	43,078	-	297	-	148,756
2025	227,756	38,108	-	315	-	266,179
2026	143,078	30,920	-	335	-	174,333
2027	210,883	27,222	-	351	-	238,456
Thereafter	743,316	63,332	-	357	-	807,005
	\$1,697,163	\$ 249,482	\$-	\$ 1,903	\$ 45,850	\$1,994,398

<sup>(1)</sup> Based on current in-place interest rates for the remaining term to maturity.

#### d) Market Risk

Market risk includes the risk that changes in interest rates will affect the Trust's cash flows or the fair value of its financial instruments.

At December 31, 2022, approximately 3% (December 31, 2021 - 20%) of the Trust's mortgage debt is at variable interest rates and the Trust's credit facilities also bear interest at variable rates. If there was a 100 basis point change in the interest rate, cash flows would have changed by approximately \$2,279 for the twelve months ended December 31, 2022 (2021 - \$2,523).



Notes to Consolidated Financial Statements

(Cdn \$ Thousands except unit amounts)

#### 24. FAIR VALUE MEASUREMENT

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could significantly affect estimates.

Financial instruments are defined as a contractual right to receive or deliver cash or another financial asset. The fair values of the Trust's financial instruments, except for mortgages payable, approximate their recorded values due to their short-term nature and/or the credit terms of those instruments.

The fair value of the mortgages payable has been determined by discounting the cash flows using current market rates of similar instruments. These estimates are subjective in nature and therefore cannot be determined with precision. The fair value of mortgages payable, and credit facilities, which are measured at a fair value level 2, is approximately \$1,666,048 (December 31, 2021 - \$1,543,290) excluding any deferred financing costs.

The following table presents the fair values by category of the Trust's assets and liabilities:

December 31, 2022	Level 1	Level 2	Level 3
Assets			
Investment properties	-	-	4,253,044
Interest rate swap asset <sup>(1)</sup>	-	2,442	-
Liabilities			
Unit-based compensation liability	-	54,131	-
Class B LP unit liability	-	43,658	-
2			
December 31, 2021	Level 1	Level 2	Level 3
December 31, 2021 Assets	Level 1	Level 2	Level 3
,	Level 1	Level 2	Level 3 4,062,593
Assets	Level 1 - -	Level 2 	
Assets Investment properties	Level 1 - -	-	
Assets Investment properties Interest rate swap asset	Level 1 - - -	-	

<sup>(1)</sup> Interest rate swap asset is presented on the consolidated balance sheets in mortgages payable

#### 25. COMMITMENTS AND CONTINGENCIES

In the ordinary course of business activities, the Trust may be contingently liable for litigation and claims with tenants, suppliers and former employees. Management believes that adequate provisions have been recorded in the accounts where required.





# EXCHANGE AND SYMBOL

tsx: IIP.UN

# TRANSFER AGENT

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# CORPORATE OFFICE

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# **INVESTOR RELATIONS**

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# THANKYOU INTERRENT REIT ANNUAL REPORT 2022

