# InterRent REIT

## Management's Discussion & Analysis

### For the Three Months Ended March 31, 2023

May 9, 2023

Rooftop Terrace
The Lakeshore Club, Burlington

# MANAGEMENT'S DISCUSSION & ANALYSIS
# TABLE OF CONTENTS

# 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, open-ended 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 March 31, 2023 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 note 2 of the condensed consolidated interim financial statement for March 31, 2023.

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

Proportionate results represent financial information adjusted to reflect the Trust’s equity accounted joint ventures on a proportionately consolidated basis at the Trust’s ownership percentage of the related investment. Under IFRS (GAAP), the Trust’s equity accounted joint ventures are presented on one line in the consolidated balance sheet and the consolidated statement of income (loss) in aggregate. In this MD&A the consolidated balance sheet and consolidated statement of income (loss) are presented as if the joint ventures were proportionately consolidated. The presentation of financial information at the Trust’s proportionate interest provide a more detailed view of performance and reflect how Management operates the business. Reconciliations of the proportionate balance sheet and proportionate statement of income (loss) to those prepared on a GAAP basis are found in the non-IFRS reconciliations and performance measures section of this MD&A.

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, 2020.

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.

# 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 the first three months of 2023, the Trust purchased a 10% ownership in two properties comprised of 605 suites in Brampton, Ontario for $18.6 million.

As at March 31, 2023, the Trust has 100% ownership interest in 12,021 suites, a 50% financial interest in 1,214 suites, and a 10% financial interest in 605 suites of which: a) 12,419 are included in same property suites, or 97.9% of the portfolio; and, b) 10,166 are included in repositioned property suites, or 80.1% of the 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 working with various levels of government to try and create policies to encourage more supply and currently has 3,941 suites under development with the potential for further intensification at various sites within its portfolio.

## OPERATIONS UPDATE

- Total portfolio occupancy of 96.8% for March 2023 was in line with December of 2022 and represents a 130 basis point increase from March 2022 occupancy of 95.5%.
- As leasing activity has picked up, lease incentives have trended downwards. Given current demand, we expect this trend to continue through 2023.
- The REIT is very pleased with the continued momentum of lease-up at The Slayte in Ottawa through the hard-to-lease winter months, as it is quickly approaching 50% occupancy. This strong momentum is expected to continue into the summer rental months.
- The Trust continues to invest in its portfolio as a driver of future organic growth, spending $29.3 million during the quarter on a proportionate basis, of which $4.6 million was spent on improvements for non-repositioned properties, $12.7 million on properties under development, and $12.0 million on the repositioned portfolio.

## OUTLOOK

a) Management remains committed to growing the REIT in a strategic and structured manner, although timing may be impacted by the current pandemic as well as the current economic environment, however, future growth is still anticipated to come from:

   i. 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;
   ii. continuously looking for new ways and opportunities to drive existing revenues, create new revenue streams and reduce operating costs within our portfolio;
   iii. re-deploying capital from areas where management believes that properties have reached their economic peak or that the area will not allow the REIT to reach the desired level of scale;
   iv. developing purpose-built rental on existing sites that have the ability to add more density; and
   v. 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 with lease up occurring during the summer months.

c) In addition to the intensification projects, the REIT is continuing to make progress on its three 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 approximately $44.8 million drawn on these facilities as at March 31, 2023.
   - At March 31, 2023, the Trust had approximately $209.8 million in unencumbered properties that do not have mortgages nor provide security for any credit facilities.
   - During the quarter, the Trust renewed two mortgages totaling $40.8 million, renewed a mortgage facility totaling $67.5 million (net of a $27.2 million paydown), closed on two new mortgages totaling $4.4 million , closed on an up-financing totaling gross proceeds of $20.8 million (maturing loans totaled $10.5 million), and assumed a $10.0 million mortgage as part of an acquisition in a joint venture.
   - With a debt-to-GBV ratio of 38.0%, the REIT has significant liquidity available through both CMHC insured and conventional mortgage financing to finance future capital programs, development opportunities and acquisitions.

## Q1 PERFORMANCE HIGHLIGHTS

The following table presents a summary of InterRent's proportionate operating performance for the three months ended March 31, 2023 compared to the same period in 2022:

| Selected Consolidated Information<br>In $000's, except per Unit amounts and other non-financial data | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 | Change |
|---|---|---|---|
| Total suites | 12,689[(1)] | 12,445[(1)] | +2.0% |
| Average rent per suite (March) | $ 1,504 | $ 1,404 | +7.1% |
| Occupancy rate (March) | 96.8% | 95.5% | +130 bps |
| Proportionate operating revenues | $ 57,740 | $ 51,877 | +11.3% |
| Proportionate net operating income (NOI) | $ 36,321 | $ 32,169 | +12.9% |
| NOI % | 62.9% | 62.0% | +90 bps |
| Same Property average rent per suite (March) | $ 1,498 | $ 1,404 | +6.7% |
| Same Property occupancy rate (March) | 96.9% | 95.5% | +140 bps |
| Same Property proportionate operating revenues | $ 56,915 | $ 51,814 | +9.8% |
| Same Property proportionate NOI | $ 35,781 | $ 32,129 | +11.4% |
| Same Property NOI % | 62.9% | 62.0% | +90 bps |
| Net Income | $ 82,761 | $ 94,632 | -12.5% |
| Funds from Operations (FFO) | $ 18,910 | $ 19,067 | -0.8% |
| FFO per weighted average unit - diluted | $ 0.130 | $ 0.133 | -2.3% |
| Adjusted Funds from Operations (AFFO) | $ 16,430 | $ 17,267 | -4.8% |
| AFFO per weighted average unit - diluted | $ 0.113 | $ 0.120 | -5.8% |
| Distributions per unit | $ 0.0900 | $ 0.0855 | +5.3% |
| Adjusted Cash Flow from Operations (ACFO) | $ 8,194 | $ 13,170 | -37.8% |
| Debt-to-GBV | 38.0% | 36.4% | +160 bps |
| Interest coverage (rolling 12 months) | 2.52x | 3.31x | -0.79x |
| Debt service coverage (rolling 12 months) | 1.59x | 1.84x | -0.25x |

(1) Represents 12,021 (2022 - 11,965) suites fully owned by the REIT, 1,214 (2022 - 960) suites owned 50% by the REIT, and 605 (2022 - nil) suites owned 10% by the REIT.

- Overall Portfolio:
  - a) Proportionate operating revenue for the quarter rose by $5.9 million to $57.7 million, an increase of 11.3% over Q1 2022.
  - b) Average monthly rent per suite increased to $1,504 (March 2023) from $1,404 (March 2022), an increase of 7.1%.
  - c) Occupancy for March 2023 was 96.8%, in line with December 2022 and an increase of 130 basis points when compared to March 2022.
  - d) Proportionate NOI for the quarter was $36.3 million, an increase of $4.2 million, or 12.9%, over Q1 2022. NOI margin for the quarter was 62.9%, up 90 basis points over Q1 2022.
- Same Property Portfolio:
  - a) Proportionate operating revenue for the quarter increased by $5.1 million to $56.9 million, an increase of 9.8%, over Q1 2022.
  - b) Average monthly rent per suite for the same property portfolio increased to $1,498 (March 2023) from $1,404 (March 2022), an increase of 6.7%.
  - c) Occupancy for March 2023 was 96.9%, an increase of 10 basis points when compared to December 2022 and an increase of 140 basis points when compared to March 2022.
  - d) NOI for the quarter was $35.8 million, an increase of $3.7 million, or 11.4%, over Q1 2022. Same property NOI margin for the quarter was 62.9%, up 90 basis points over Q1 2022.
- Repositioned properties had an average monthly rent per suite of $1,483, occupancy of 97.1% for

March 2023 and an NOI margin for the quarter of 63.3%.

- Net income for the quarter was $82.8 million, a decrease of $11.9 million compared to Q1 2022. This difference was due primarily to a $16.0 million difference in the unrealized gain/(loss) on the revaluation of financial liabilities (moving from a $10.0 million gain to a $6.0 million loss) and a $4.2 million increase in financing costs, offset by the increase in NOI and $4.3 million increase in fair value gain on investment properties.
- FFO for the quarter decreased by $0.2 million, or 0.8%, to $18.9 million compared to Q1 2022. FFO per Unit for the quarter decreased by 2.3% to $0.130 per Unit compared to $0.133 per Unit for Q1 2022. Lower FFO is primarily due to the increase in financing costs.
- AFFO for the quarter decreased by $0.8 million, or 4.8%, to $16.4 million compared to Q1 2022. AFFO per Unit for the quarter decreased by 5.8% to $0.113 per Unit compared to $0.120 per Unit for Q1 2022. Lower AFFO is primarily due to the increase in financing costs.
- ACFO decreased by $5.0 million, or 37.8%, to $8.2 million compared to Q1 2022.
- Debt-to-GBV at quarter end was 38.0%, an increase of 160 and a decrease of 30 basis points compared to March 2022 and December 2022, respectively.

## PORTFOLIO SUMMARY

The Trust started the quarter with 12,610 suites. During the three months ended March 31, 2023, the Trust acquired a 10% interest in 605 suites in the Greater Toronto & Hamilton Area, added one suite to an existing property in Burlington (Other Ontario), and brought 17 suites online at The Slayte development in the National Capital Region. At March 31, 2023, the Trust owned 12,689 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 March 31, 2023 on a proportionate basis, 97.9% of the portfolio was included in same property suites and 80.1% 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 MARCH 31, 2023

| Region | Total Portfolio | | | Same Property | | |
|---|---|---|---|---|---|---|
| | Suites – 100% basis | Suites – proportionate | % of Portfolio | Suites – 100% basis | Suites - proportionate | % of Portfolio |
| Greater Toronto & Hamilton Area | 4,748 | 4,157 | 32.8% | 4,143 | 4,096 | 33.0% |
| National Capital Region | 3,013 | 3,013 | 23.7% | 2,959 | 2,959 | 23.8% |
| Other Ontario | 2,003 | 2,003 | 15.8% | 2,003 | 2,003 | 16.1% |
| Greater Montreal Area | 3,210 | 3,083 | 24.3% | 2,956 | 2,956 | 23.8% |
| Greater Vancouver Area | 866 | 433 | 3.4% | 809 | 405 | 3.3% |
| Total | 13,840 | 12,689 | 100.0% | 12,870 | 12,419 | 100.0% |

## ▼ ACQUISITIONS

The Trust completed an $18.6 million acquisition for a 10% ownership stake in a 605-suite community at 2 & 4 Hanover Road in Brampton, Ontario. The acquisition is a joint venture with two partners, with the REIT's initial equity interest being 10% and it retains optionality to increase its ownership to one-third within the first two years after closing. The REIT also acts as property manager on behalf of the joint venture and collects industry standard fees. In the REIT's financial statements, the acquisition is accounted for using the equity method, appearing on one line in the consolidated balance sheet and consolidated statement of income (loss) together with the REIT's other equity accounted joint ventures. In this MD&A, results are presented as if this joint venture had been proportionately consolidated.

## ▼ 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. Development opportunities are regularly reviewed by Management, and are selectively undertaken based on the expected contribution of the property to the REIT's portfolio.

The REIT currently has three ongoing development projects that, when complete, could provide an additional 3,941 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.

| Project | City | Suite Count | Commercial Sq. Ft. | Ownership Interest | Target Completion Date | Expected Yield |
|---|---|---|---|---|---|---|
| Richmond & Churchill | Ottawa | 185 | 18,650 | 100.0% | H2 2026 | 4.20-4.80% |
| Burlington GO Lands | Burlington | 1,526 (Phases 1-2)<br>989 (Phases 3-4) | 20,081 (Phases 1-2)<br>19,779 (Phases 3-4) | 25.0% | 2028<br>(Phases 1-2) | 4.65-5.15%<br>(Phases 1-2) |
| 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. During Q1 2023, the development project at 473 Albert was transferred from properties under development into investment properties.

### 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

A settlement has been 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 Q3 2023. The REIT is finalizing working drawings and complete the 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. 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 PROPORTIONATE OPERATING RESULTS

The following operating results are presented on a proportionate basis, inclusive of the Trust's proportionate share of equity accounted joint ventures, for the periods indicated. For a reconciliation to the Trust's operating results as reported under GAAP, see the "Non-IFRS Reconciliations and Performance Measures" section of this MD&A.

| In $ 000's | 3 Months Ended March 31, 2023 | | 3 Months Ended March 31, 2022 | |
|---|---|---|---|---|
| Gross rental revenue | $ 56,789 | | $ 52,491 | |
| Less: vacancy & rebates | (2,370) | | (3,893) | |
| Other revenue | 3,321 | | 3,279 | |
| Operating revenues | $ 57,740 | | $ 51,877 | |
| Expenses | | | | |
| Property operating costs | 8,972 | 15.5% | 7,795 | 15.0% |
| Property taxes | 6,231 | 10.8% | 5,949 | 11.5% |
| Utilities | 6,216 | 10.8% | 5,964 | 11.5% |
| Operating expenses | $ 21,419 | 37.1% | $ 19,708 | 38.0% |
| Net operating income | $ 36,321 | | $ 32,169 | |
| Net operating margin | 62.9% | | 62.0% | |

### REVENUE

Gross rental revenue for the three months ended March 31, 2023 increased 8.2% to $56.8 million compared to $52.5 million for the three months ended March 31, 2022. Operating revenue for the quarter was up $5.9 million to $57.7 million, or 11.3% compared to Q1 2022. The Trust owned, on a weighted average basis, 12,615 suites for the three months ended March 31, 2023 as compared to 12,443 compared to the three months ending March 31, 2022, an increase of 172 suites over the period. On a per weighted average suite basis, operating revenue for 2023 was $4,500, and increase of 6.7% over $4,219 in Q1 2022.

Average monthly rent for March 2023 of $1,504 per suite has increased compared to $1,404 for March 2022 (7.1% increase), and $1,479 for December 2022 (1.7% increase). On a same property basis, the average rent increased by $94 per suite to $1,498 (or up 6.7%) over March 2022 and by $27 per suite (or up 1.8%) over December 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[1]

| Region | Total Portfolio | | | Same Property | | |
|---|---|---|---|---|---|---|
| | March 2023 | March 2022 | Change | March 2023 | March 2022 | Change |
| Greater Toronto & Hamilton Area | $1,608 | $1,491 | +7.8% | $1,609 | $1,491 | +7.9% |
| National Capital Region[1] | $1,551 | $1,473 | +5.3% | $1,542 | $1,473 | +4.7% |
| Other Ontario | $1,472 | $1,354 | +8.7% | $1,472 | $1,354 | +8.7% |
| Greater Montreal Area | $1,297 | $1,211 | +7.1% | $1,276 | $1,211 | +5.3% |
| Greater Vancouver Area | $1,800 | $1,669 | +7.8% | $1,822 | $1,690 | +7.8% |
| Total | $1,504 | $1,404 | +7.1% | $1,498 | $1,404 | +6.7% |

[1] 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.

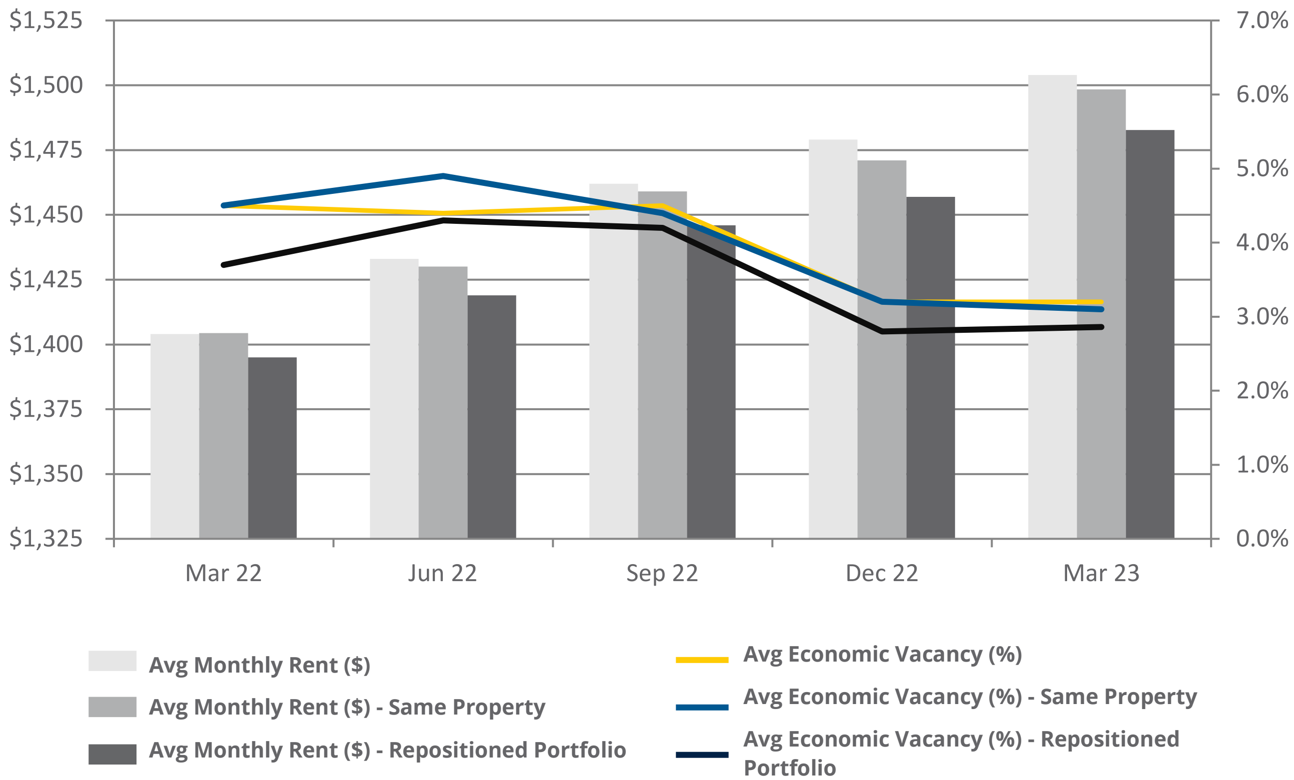
## PORTFOLIO OCCUPANCY

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 well-being 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 become obsolete, 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 occupancy for the entire portfolio for the months listed. Economic occupancy is calculated by taking financial vacancy loss and dividing it by gross rental revenue.




| | March 2022 | June 2022 | September 2022 | December 2022 | March 2023 |
|---|---|---|---|---|---|
| Average monthly rents all properties | $1,404 | $1,433 | $1,462 | $1,479 | $1,504 |
| Average monthly rents same property | $1,404 | $1,430 | $1,459 | $1,471 | $1,498 |
| Average monthly rents repositioned property | $1,395 | $1,419 | $1,446 | $1,457 | $1,483 |

The overall economic vacancy for March 2023 across the entire portfolio was 3.2%, no change from December 2022, and a decrease of 130 basis points as compared to the 4.5% recorded for March 2022.

The overall economic vacancy for March 2023 for the same property portfolio was 3.1%, a decrease of 10 basis points from December 2022, and a decrease of 140 basis points as compared to the 4.5% recorded for March 2022.

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 the first quarter of 2023, Canada welcomed a record 145,330 new permanent residents. In 2022, the share of new immigrants that were net new people in the country rose to 60%, up from a low of 31% in 2021, trending towards historical norms of 70-75%. During the first quarter of 2023, share of new immigrants that were net new people in the country stood at 38%.

The Trust was pleased to see that after welcoming a record 551,405 international students in 2022, Canada welcomed 91,640 international students during the first quarter of 2023. Narrowing to our three provinces of interest, study permits in Ontario were down 7% during the first quarter of 2023 compared to the same period in 2022, while permit holders for students bound for British Columbia were down 1%. In Quebec, however, study permits were up 23% in the first quarter of 2023 compared to the same period last year. The immigration backlog as of March 31, 2023, sits at 2.0 million people, of which approximately 1.1 million relates to applications for temporary residence, which includes both new study permits and study permit extensions.

### ▼ VACANCY BY REGION

| Region | Total Portfolio | | | Same Property | | |
|---|---|---|---|---|---|---|
| | March 2023 | March 2022 | Change | March 2023 | March 2022 | Change |
| Greater Toronto & Hamilton Area | 3.6% | 3.5% | +10 bps | 3.6% | 3.5% | +10 bps |
| National Capital Region | 1.8% | 5.3% | -350 bps | 1.8% | 5.3% | -350 bps |
| Other Ontario | 2.8% | 2.5% | +30 bps | 2.8% | 2.5% | +30 bps |
| Greater Montreal Area | 4.4% | 7.3% | -290 bps | 4.3% | 7.3% | -300 bps |
| Greater Vancouver Area | 2.8% | 1.9% | +90 bps | 2.5% | 1.4% | +110 bps |
| Total | 3.2% | 4.5% | -130 bps | 3.1% | 4.5% | -140 bps |

## OTHER REVENUE

Other rental revenue for the three months ended March 31, 2023 was flat at $3.3 million compared to same period in 2022. 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 three months ended March 31, 2023 amounted to $9.0 million or 15.5% of revenue compared to $7.8 million or 15.0% of revenue for the three months ended March 31, 2022, and $9.0 million or 16.0% of revenue for Q4 2022. As a percentage of revenue, operating costs increased by 50 basis points as compared to Q1 2022, and decreased 50 basis points as compared to Q4 2022. Inflationary pressures in 2022 caused operating costs to increase over the course of 2022.

## PROPERTY TAXES

Property taxes for the three months ended March 31, 2023 amounted to $6.2 million or 10.8% of revenue compared to $5.9 million or 11.5% of revenue for 2022. Overall property taxes have increased by $0.3 million however they have decreased as a percentage of operating revenues.

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 three months ended March 31, 2023 amounted to $6.2 million or 10.8% of revenue compared to $6.0 million or 11.5% of revenue for the three months ended March 31, 2022. On a per suite basis, utility costs have increased 2.8% compared to Q1 of 2022. Higher charges for natural gas are the biggest driver, with rates up 33% over last year across the portfolio. During 2022, gas prices rose rapidly from January through to October, with per-unit prices in some regions increasing as much as 80%. Prices have come down slightly in 2023 from their peak, but remain well above 2021 rates. Gas usage was down 17% overall (18% for same property) due to a combination of milder weather as well as the REIT's investments in energy efficiency projects.

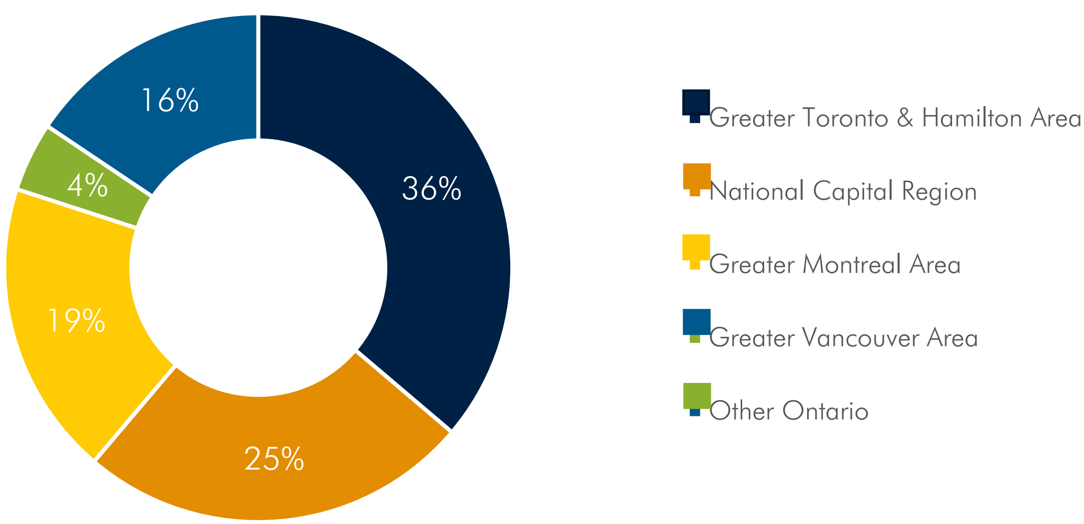
Electricity costs are down $0.1 million over last year despite the larger portfolio under ownership. The Trust continues to manage its electricity costs through its hydro sub-metering initiative, which reduced electricity costs by 18.9%, or $0.5 million for the quarter (Q1 2022 - $0.5 million). At March 31, 2023, 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.

## PROPORTIONATE NET OPERATING INCOME (NOI)

Proportionate NOI for the three months ended March 31, 2023 amounted to $36.3 million or 62.9% of operating revenue compared to $32.2 million or 62.0% of operating revenue for the three months ended March 31, 2022. The $4.2 million increase in the quarter results primarily from both suite and organic growth in the portfolio, and a 39.1% reduction in vacancy and rebates in Q1 2023 versus Q1 2022.

Proportionate NOI for the three months ended March 31, 2023 from the same property portfolio was $35.8 million, or 62.9% 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 MARCH 31, 2023




## SAME PROPERTY PROPORTIONATE PORTFOLIO PERFORMANCE

Same property results for the three months ended March 31, 2023 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, 2022 to March 31, 2023. As at March 31, 2023, the Trust has 12,419 suites in the same property portfolio. The same property portfolio represents 97.9% of the overall portfolio.

The following same property operating results are presented on a proportionate basis, inclusive of the Trust's proportionate share of equity accounted joint ventures, for the periods ended:

| In $ 000's | 3 Months Ended March 31, 2023 | | 3 Months Ended March 31, 2022 | |
|---|---|---|---|---|
| Gross rental revenue | $ 55,960 | | $ 52,422 | |
| Less: vacancy & rebates | (2,314) | | (3,887) | |
| Other revenue | 3,269 | | 3,279 | |
| Operating revenues | $ 56,915 | | $ 51,814 | |
| Expenses | | | | |
| Property operating costs | 8,837 | 15.5% | 7,783 | 15.0% |
| Property taxes | 6,162 | 10.8% | 5,944 | 11.5% |
| Utilities | 6,135 | 10.8% | 5,958 | 11.5% |
| Operating expenses | $ 21,134 | 37.1% | $ 19,685 | 38.0% |
| Net operating income | $ 35,781 | | $ 32,129 | |
| Net operating margin | 62.9% | | 62.0% | |

For the three months ended March 31, 2023, operating revenues for same property increased by 9.8% compared to Q1 2022. Property operating costs are up 50 basis points as a percentage of operating revenues whereas property taxes and utilities were both down 70 basis points. This resulted in an overall decrease in operating expenses, as a percentage of operating revenues, of 90 basis points as compared to the same period last year.

Operating expense growth of 7.4% was more than offset by the 9.8% operating revenue growth, achieved through a substantial reduction in vacancy and rebates and achieving market rents on turnover. This resulted in an increase in same property proportionate NOI of $3.7 million, or 11.4%, as compared to the same period last year. NOI margin for Q1 2023 was 62.9% as compared to 62.0% for Q1 2022, a 90 basis point increase.

The average monthly rent for March 2023 for same property increased to $1,498 per suite from $1,404 (March 2022), an increase of 6.7%. Economic vacancy for March 2023 for same property was 3.1%, compared to 4.5% for March 2022.

| | March 2022 | June 2022 | September 2022 | December 2022 | March 2023 |
|---|---|---|---|---|---|
| Average monthly rent same property | $1,404 | $1,430 | $1,459 | $1,471 | $1,498 |
| Average monthly vacancy same property | 4.5% | 4.9% | 4.4% | 3.2% | 3.1% |

## REPOSITIONED PROPERTY PROPORTIONATE 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 March 31, 2023 are defined as all properties owned and operated by the Trust prior to January 1, 2020. As at March 31, 2023, the Trust has 10,166 repositioned property suites, which represents 80.1% of the overall portfolio.

The following repositioned property operating results are presented on a proportionate basis, inclusive of the Trust's proportionate share of equity accounted joint ventures, for the periods indicated. For a table detailing the Trust's repositioned property operating results on a GAAP basis, see the "Non-IFRS Reconciliations and Performance Measures" section of this MD&A.

| In $ 000's | 3 Months Ended March 31, 2023 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | Repositioned Property Portfolio | | | Non-Repositioned Property Portfolio | | | Total Portfolio | | |
| Gross rental revenue | $ | 45,434 | | $ | 11,355 | | $ | 56,789 | |
| Less: vacancy & rebates | | (1,768) | | | (602) | | | (2,370) | |
| Other revenue | | 2,550 | | | 771 | | | 3,321 | |
| Operating revenues | $ | 46,216 | | $ | 11,524 | | $ | 57,740 | |
| Expenses | | | | | | | | | |
| Property operating costs | | 7,213 | 15.6% | | 1,759 | 15.2% | | 8,972 | 15.5% |
| Property taxes | | 5,001 | 10.8% | | 1,230 | 10.7% | | 6,231 | 10.8% |
| Utilities | | 4,765 | 10.3% | | 1,451 | 12.6% | | 6,216 | 10.8% |
| Operating expenses | $ | 16,979 | 36.7% | $ | 4,440 | 38.5% | $ | 21,419 | 37.1% |
| Net operating income | $ | 29,237 | | $ | 7,084 | | $ | 36,321 | |
| Net operating margin | | 63.3% | | | 61.5% | | | 62.9% | |

The average monthly rent for March 2023 for the repositioned property portfolio was $1,483 per suite and the economic vacancy for March 2023 was 2.9% whereas the non-repositioned properties had an average monthly rent of $1,588 per suite and an economic vacancy of 4.4% for March 2023.

| Region | Repositioned Property Portfolio | | | Non-Repositioned Property Portfolio | | |
|---|---|---|---|---|---|---|
| | Suites | March 2023 Average Rent | March 2023 Vacancy | Suites | March 2023 Average Rent | March 2023 Vacancy |
| Greater Toronto & Hamilton Area | 2,889 | $1,609 | 3.5% | 1,268 | $1,606 | 3.9% |
| National Capital Region | 2,955 | 1,542 | 1.8% | 58 | 2,022 | - |
| Other Ontario | 1,535 | 1,525 | 2.6% | 468 | 1,298 | 3.6% |
| Greater Montreal Area | 2,787 | 1,267 | 3.5% | 296 | 1,578 | 11.7% |
| Greater Vancouver Area | - | - | - | 433 | 1,800 | 2.8% |
| Total | 10,166 | $1,483 | 2.9% | 2,523 | $1,588 | 4.4% |

## PROPORTIONATE FINANCING AND ADMINISTRATIVE COSTS

Financing and administrative costs below are presented on a proportionate basis, inclusive of the Trust's proportionate share of equity accounted joint ventures, for the periods indicated. For a reconciliation to the Trust's financing and administrative costs as reported under GAAP, see the "Non-IFRS Reconciliations and Performance Measures" section of this MD&A.

| In $ 000's | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Net operating income | $ 36,321 | $ 32,169 |
| Expenses | | |
| Financing costs | 13,862 | 9,655 |
| Administrative costs | 3,496 | 3,301 |
| Income before other income and expenses | $ 18,963 | $ 19,213 |

## FINANCING COSTS

Financing costs amounted to $13.9 million or 24.0% of operating revenue for the three months ended March 31, 2023 compared to $9.7 million or 18.6% of operating revenue for the three months ended March 31, 2022. 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. Financing costs are in line with Q4 2022 at $13.9 million.

| | 3 Months Ended March 31, 2023 | | | 3 Months Ended March 31, 2022 | | |
|---|---|---|---|---|---|---|
| | GAAP Basis | Proportionate Basis | | GAAP Basis | Proportionate Basis | |
| In $ 000's | Amount | Amount | % of Revenue | Amount | Amount | % of Revenue |
| Cash based: | | | | | | |
| Mortgage interest | $ 14,075 | $ 14,232 | 24.6% | $ 8,596 | $ 8,703 | 16.8% |
| Credit facilities | 342 | 343 | 0.6% | 900 | 900 | 1.7% |
| Interest capitalized | (835) | (989) | (1.7%) | (248) | (355) | (0.7%) |
| Interest income | (165) | (165) | (0.3%) | (88) | (88) | (0.2%) |
| Non-Cash based: | | | | | | |
| Amortization of deferred finance cost and premiums on assumed debt | 441 | 441 | 0.8% | 495 | 495 | 1.0% |
| Total | $ 13,858 | $ 13,862 | 24.0% | $ 9,655 | $ 9,655 | 18.6% |

Mortgage interest is one of the single largest expense line items for the REIT. Significant volatility has continued in the debt markets as the historical rate increases seen in 2022 and early 2023 work their way through the economy. In Q1, CMHC insured mortgages fluctuated between a low of 3.50% and 3.60% to a high of 4.45% and 4.50% for 5- and 10- year terms, respectively. The REIT has continued to actively manage its mortgage ladder in Q1, monitor the debt markets, and use early rate locks or hedges when attractive to mitigate interest rate risk. The REIT has the majority of its 2023 maturing mortgages at various stages of the review/approval process with CMHC. With the changes CMHC's recently announced to their insurance programs (including MLI Select), the proactive management of renewals and up-financings will minimize the impact of the change in premiums. There has been good news on the inflationary environment, with the Bank of Canada having paused rate hikes since its last 25 basis point increase on January 25, 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.

## 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 three months ended March 31, 2023 amounted to $3.5 million, or 6.1% of operating revenue, compared to $3.3 million for the same period in 2022, being 6.4% of operating revenue. Approximately 5% of the 2023 figure 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.

## PROPORTIONATE OTHER INCOME AND EXPENSES

The following table of other income and expenses is presented on a proportionate basis, inclusive of the Trust's proportionate share of equity accounted joint ventures, for the periods indicated. For a reconciliation to the Trust's other income and expenses as reported under GAAP, see the "Non-IFRS Reconciliations and Performance Measures" section of this MD&A.

| In $ 000's | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Income before other income and expenses | $ 18,963 | $ 19,213 |
| Other income and expenses | | |
| Other income and fees | 382 | 234 |
| Fair value adjustments of investment properties | 70,165 | 65,835 |
| Unrealized gain/(loss) on financial liabilities | (6,007) | 10,022 |
| Distributions expense on units classified as financial liabilities | (742) | (672) |
| Net income | $ 82,761 | $ 94,632 |

### OTHER INCOME AND FEES

The Trust has contractual arrangements and receives compensation to perform the property and project management services for 1,819 residential suites within its joint operations and joint ventures.

### FAIR VALUE ADJUSTMENTS OF INVESTMENT PROPERTIES

The fair value of the portfolio at March 31, 2023 and 2022 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. The Trust engaged the firm once again to review and advise of any significant changes in any of the key input assumptions in the model (such as capitalization rate, turnover rate and market rental rate estimates) as at March 31, 2023. For the three months ended March 31, 2023, a fair value gain of $70.2 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 Q1 2023 was 4.04% in line with Q4 2022, and up 22bps from the Q1 2022 average rate of 3.82%.

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

The Trust used a price of $13.39 (December 31, 2022 - $12.80) 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 March 31, 2023 was $55.3 million and a corresponding fair value loss of $2.3 million was recorded on the consolidated statement of income for the three months ended March 31, 2023.

The total fair value of the performance and restricted units recorded on the consolidated balance sheet at March 31, 2023 was $1.4 million with a minimal fair value gain recorded on the consolidated statement of income for the three months ended March 31, 2023.

The Trust determined the fair value of the option plan (unit-based compensation liability) at March 31, 2023 was $1.4 million and a corresponding fair value loss of $0.2 million was recorded on the consolidated statement of income for the three months ended March 31, 2023.

The total fair value of the Class B LP Unit Liability recorded on the consolidated balance sheet at March 31, 2023 was $45.7 million and a corresponding fair value loss of $2.0 million was recorded on the consolidated statement of income for the three months ended March 31, 2023.

The Trust uses rate swaps and forward rate locks in order to reduce its exposure to movements in interest rates. During the quarter, the Trust entered into one forward rate lock to effectively lock-in interest rates on an upcoming planned financing. As a result of the market interest rates at quarter end, the REIT recognized an unrealized loss of $0.9 million on interest rate swaps and $0.6 million on forward rate locks.

| In $ 000's | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Fair value gain/(loss) on financial liabilities: | | |
| Deferred unit compensation plan | $ (2,337) | $ 4,872 |
| Performance and restricted unit compensation plan | 2 | - |
| Option plan | (151) | 249 |
| Class B LP unit liability | (2,012) | 4,502 |
| Rate swaps | (874) | 399 |
| Forward rate locks | (635) | - |
| Fair value gain/(loss) on financial liabilities | $ (6,007) | $ 10,022 |

### DISTRIBUTION EXPENSE

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

## INVESTMENT PROPERTIES

The following chart shows the changes in investment properties from December 31, 2022 to March 31, 2023:

| In $ 000's | March 31, 2023 | |
|---|---|---|
| | GAAP Basis | Proportionate Basis |
| Balance, December 31, 2022 | $ 4,253,044 | $ 4,298,865 |
| Acquisitions | - | 9,070 |
| Property capital investments | 19,862 | 29,333 |
| Fair value gains | 70,165 | 70,165 |
| Total investment properties | $ 4,343,071 | $ 4,407,433 |

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 2023 the REIT uses a cut-off of December 31, 2019. 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, 2020, 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 10,166 suites in the REIT's portfolio that were acquired prior to January 1, 2020 and are considered repositioned properties for the purpose of calculating maintenance capital investment.

The Trust continues to invest in its portfolio as a driver of future organic growth, spending $29.3 million on a proportionate basis during the quarter of which $4.6 million was spent on improvements for non-repositioned properties, $12.7 million on properties under development, and $12.0 million on 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, 2022 to March 31, 2023.

| Summary of Unitholders' Capital Contributions | Trust Units | Amount (in $ 000's) |
|---|---|---|
| December 31, 2022 | 141,888,874 | $1,052,858 |
| Units issued under the deferred unit plan | 6,215 | 92 |
| Units issued under distribution reinvestment plan | 382,885 | 5,160 |
| Units issued from options exercised | 5,175 | 64 |
| March 31, 2023 | 142,283,149 | $1,058,174 |

As at March 31, 2023 there were 142,283,149 Trust Units issued and outstanding.

## DISTRIBUTIONS

The distributions per Unit were $0.0900 and $0.0855 for the three months ended March 31, 2023 and 2022, respectively. The Trust is currently making monthly distributions of $0.0300 per Unit, which equates to $0.360 per Unit on an annualized basis. For the three months ended March 31, 2023, the Trust's FFO and AFFO were $0.130 and $0.113 per unit (basic) respectively, compared to $0.133 and $0.120 for the three months ended March 31, 2022.

Distributions to Unitholders are as follows:

| In $ 000's | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Distributions declared to Unitholders | $ 12,780 | $ 12,004 |
| Distributions reinvested through DRIP | (5,160) | (4,523) |
| Distributions declared to Unitholders, net of DRIP | $ 7,620 | $ 7,481 |
| DRIP participation rate | 40.4% | 37.7% |

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 March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Trust units | 142,091,587 | 140,348,734 |
| LP Class B units | 3,410,766 | 3,410,766 |
| Weighted average units outstanding - Basic | 145,502,353 | 143,759,500 |
| Unexercised dilutive options (1) | 111,428 | 134,327 |
| Weighted average units outstanding - Diluted | 145,613,781 | 143,893,827 |

(1) **Calculated using the treasury method.**

# NON-IFRS RECONCILIATIONS AND 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.

| FFO Reconciliation<br>In $000's, except per Unit amounts and Units outstanding | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Net income | $ 82,761 | $ 94,632 |
| Add (deduct): | | |
| Fair value adjustments on investment property | (70,165) | (65,835) |
| Unrealized (gain) loss on financial instruments | 6,007 | (10,022) |
| Interest expense on puttable units classified as liabilities | 307 | 292 |
| Funds from Operations (FFO) | $ 18,910 | $ 19,067 |
| FFO per weighted average unit - basic | $ 0.130 | $ 0.133 |
| FFO per weighted average unit - diluted | $ 0.130 | $ 0.133 |

| AFFO Reconciliation<br>In $000's, except per Unit amounts and Units outstanding | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Funds from Operations | $ 18,910 | $ 19,067 |
| Add (deduct): | | |
| Actual maintenance capital investment | (2,480)[1] | (1,800)[1] |
| Adjusted Funds from Operations (AFFO) | $ 16,430 | $ 17,267 |
| AFFO per weighted average unit - basic | $ 0.113 | $ 0.120 |
| AFFO per weighted average unit - diluted | $ 0.113 | $ 0.120 |

[1] Maintenance capital investment total is for the 10,166 (2022 - 8,951) 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<br>In $000's, except per Unit amounts and Units outstanding | 3 Months Ended March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Cash generated from operating activities | $ 11,464 | $ 16,163 |
| Add (deduct): | | |
| Changes in non-cash working capital not indicative of sustainable cash flows | (300) | (650) |
| Amortization of finance costs | (441) | (495) |
| Principal portion of lease payments | (49) | (48) |
| Actual maintenance capital investment | (2,480) | (1,800) |
| ACFO | $ 8,194 | $ 13,170 |
| Distributions declared [1] | $ 13,087 | $ 12,296 |
| Excess/(shortfall) of ACFO over distributions declared | $ (4,893) | $ 874 |
| ACFO payout ratio | 159.7% | 93.4% |

[1] Includes distributions on LP Class B units

For the three months ended March 31, 2023, distributions declared exceed ACFO by $4.9 million due primarily to changes in working capital that impacted cash.

## 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 March 31, 2023 | 3 Months Ended March 31, 2022 |
|---|---|---|
| Net income | $ 82,761 | $ 94,632 |
| Cash flows from operating activities | 11,464 | 16,163 |
| Distributions paid [1] | 7,914 | 7,469 |
| Distributions declared [1] | 13,087 | 12,296 |
| Excess of net income over distributions paid | 74,847 | 87,163 |
| Excess of net income over distributions declared | 69,674 | 82,336 |
| Excess of cash flows from operations over distributions paid | 3,550 | 8,694 |
| Excess (deficit) of cash flows from operations over distributions declared | (1,623) | 3,867 |

[1] Includes distributions on LP Class B units

For the three months ended March 31, 2023, cash flows from operating activities exceeded distributions paid by $3.5 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.

## RECONCILIATION OF PROPORTIONATE INCOME STATEMENT

The following table reconciles the Trust's consolidated statement of income (loss) on a GAAP basis to a proportionate basis for the periods ended:

| In $ 000's | 3 Months Ended March 31, 2023 | | | 3 Months Ended March 31, 2022 | | |
|---|---|---|---|---|---|---|
| | GAAP Basis | Adjustments for Proportionate Interest | Proportionate Share Basis | GAAP Basis | Adjustments for Proportionate Interest | Proportionate Share Basis |
| Operating revenues | | | | | | |
| Revenue from Investment properties | $ 57,709 | $ 31 | $ 57,740 | $ 51,863 | $ 14 | $ 51,877 |
| Operating expenses | | | | | | |
| Property operating costs | 8,967 | 5 | 8,972 | 7,791 | 4 | 7,795 |
| Property taxes | 6,229 | 2 | 6,231 | 5,949 | - | 5,949 |
| Utilities | 6,215 | 1 | 6,216 | 5,964 | - | 5,964 |
| Total operating expenses | 21,411 | 8 | 21,419 | 19,704 | 4 | 19,708 |
| Net operating income | 36,298 | 23 | 36,321 | 32,159 | 10 | 32,169 |
| Financing costs | 13,858 | 4 | 13,862 | 9,655 | - | 9,655 |
| Administrative costs | 3,495 | 1 | 3,496 | 3,301 | - | 3,301 |
| Income before other income and expenses | 18,945 | 18 | 18,963 | 19,203 | 10 | 19,213 |
| Other income and expenses | | | | | | |
| Fair value adjustments on investment properties | 70,165 | - | 70,165 | 65,835 | - | 65,835 |
| Other income and fees | 382 | - | 382 | 234 | - | 234 |
| Income from investment in joint ventures | 18 | (18) | - | 10 | (10) | - |
| Other fair value gains/losses | (6,007) | - | (6,007) | 10,022 | - | 10,022 |
| Interest on units classified as financial liabilities | (742) | - | (742) | (672) | - | (672) |
| Net income for the period | $ 82,761 | $ - | $ 82,761 | $ 94,632 | $ - | $ 94,632 |

## REPOSITIONED PROPERTY OPERATING RESULTS (GAAP BASIS)

The following table presents the Trust's repositioned property operating results on a GAAP basis for the period ended:

| In $ 000's | 3 Months Ended March 31, 2023 | | | | | |
|---|---|---|---|---|---|---|
| | Repositioned Property Portfolio | | Non-Repositioned Property Portfolio | | Total Portfolio | |
| Gross rental revenue | $ 45,434 | | $ 11,332 | | $ 56,766 | |
| Less: vacancy & rebates | (1,768) | | (595) | | (2,363) | |
| Other revenue | 2,550 | | 756 | | 3,306 | |
| Operating revenues | $ 46,216 | | $ 11,493 | | $ 57,709 | |
| Expenses | | | | | | |
| Property operating costs | 7,213 | 15.6% | 1,754 | 15.2% | 8,967 | 15.5% |
| Property taxes | 5,001 | 10.8% | 1,228 | 10.7% | 6,229 | 10.8% |
| Utilities | 4,765 | 10.3% | 1,450 | 12.6% | 6,215 | 10.8% |
| Operating expenses | $ 16,979 | 36.7% | $ 4,432 | 38.5% | $ 21,411 | 37.1% |
| Net operating income | $ 29,237 | | $ 7,061 | | $ 36,298 | |
| Net operating margin | 63.3% | | 61.4% | | 62.9% | |

## RECONCILIATION OF PROPORTIONATE BALANCE SHEET

The following table reconciles the Trust's consolidated balance sheet on a GAAP basis to a proportionate basis as at:

| In $ 000's | 3 Months Ended March 31, 2023 GAAP Basis | 3 Months Ended March 31, 2023 Adjustments for Proportionate Interest | 3 Months Ended March 31, 2023 Proportionate Share Basis | 3 Months Ended March 31, 2022 GAAP Basis | 3 Months Ended March 31, 2022 Adjustments for Proportionate Interest | 3 Months Ended March 31, 2022 Proportionate Share Basis |
|---|---|---|---|---|---|---|
| Assets | | | | | | |
| Investment properties | $ 4,343,071 | $ 64,362 | $ 4,407,433 | $ 4,253,044 | $ 45,821 | $ 4,298,865 |
| Investment in joint ventures | 41,829 | (41,829) | - | 32,040 | (32,040) | - |
| Prepaids and deposits | 9,255 | 12 | 9,267 | 2,639 | - | 2,639 |
| Receivables and other assets | 24,067 | 4,064 | 28,131 | 23,603 | 3,865 | 27,468 |
| Cash | 1,842 | 868 | 2,710 | 4,267 | 611 | 4,878 |
| Total Assets | $ 4,420,064 | $ 27,477 | $ 4,447,541 | $ 4,315,593 | $ 18,257 | $ 4,333,850 |
| Liabilities | | | | | | |
| Mortgages payable | $ 1,635,670 | $ 27,279 | $ 1,662,949 | $ 1,654,449 | $ 18,133 | $ 1,672,582 |
| Credit facilities | 44,792 | - | 44,792 | - | - | - |
| Class B LP unit liability | 45,670 | - | 45,670 | 43,658 | - | 43,658 |
| Unit-based compensation liabilities | 58,139 | - | 58,139 | 54,131 | - | 54,131 |
| Lease liabilities | 1,858 | - | 1,858 | 1,903 | - | 1,903 |
| Tenant rental deposits | 18,457 | 108 | 18,565 | 18,226 | - | 18,226 |
| Accounts payable and accrued liabilities | 42,805 | 90 | 42,895 | 45,850 | 124 | 45,974 |
| Total liabilities | 1,847,391 | 27,477 | 1,874,868 | 1,818,217 | 18,257 | 1,836,474 |
| Unitholders' equity | | | | | | |
| Unit capital | 1,058,174 | - | 1,058,174 | 1,052,858 | - | 1,052,857 |
| Retained earnings | 1,514,499 | - | 1,514,499 | 1,444,518 | - | 1,444,519 |
| Total unitholders' equity | 2,572,673 | - | 2,572,673 | 2,497,376 | - | 2,497,376 |
| Total liabilities and unitholders' equity | $ 4,420,064 | $ 27,477 | $ 4,447,541 | $ 4,315,593 | $ 18,257 | $ 4,333,850 |

## LIQUIDITY AND CAPITAL RESOURCES

InterRent REIT's overall debt level was at 38.0% of Gross Book Value ("GBV") at March 31, 2023. 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 on a GAAP basis:

| In $ 000's | March 31, 2023 | December 31, 2022 |
|---|---|---|
| Total assets per balance sheet | $ 4,420,064 | $ 4,315,593 |
| Mortgages payable | $ 1,635,670 | $ 1,654,449 |
| Credit facilities | 44,792 | - |
| Total debt | $ 1,680,462 | $ 1,654,449 |
| Debt-to-GBV | 38.0% | 38.3% |

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 March 31, 2023 on a GAAP basis:

| In $000's | 12 Months Ended March 31, 2023 | 12 Months Ended March 31, 2022 |
|---|---|---|
| NOI | $ 143,161 | $ 123,529 |
| Less: Administrative costs | 15,473 | 13,712 |
| EBITDA | $ 127,688 | $ 109,817 |
| Interest expense [1] | $ 50,756 | $ 33,199 |
| Interest coverage ratio | 2.52x | 3.31x |
| Contractual principal repayments | $ 29,618 | $ 26,398 |
| Total debt service payments | $ 80,374 | $ 59,597 |
| Debt service coverage ratio | 1.59x | 1.84x |

[1] 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 on a GAAP basis:

| Year Maturing | Mortgage Balances At March 31, 2023 (in $ 000's) | Weighted Average by Maturity | Weighted Average Interest Rate |
|---|---|---|---|
| 2023 | $ 114,450 | 6.8% | 4.07% |
| 2024 | $ 213,085 | 12.7% | 5.11% |
| 2025 | $ 228,009 | 13.6% | 3.24% |
| 2026 | $ 163,356 | 9.7% | 3.09% |
| 2027 | $ 210,941 | 12.6% | 3.74% |
| Thereafter | $ 747,472 | 44.6% | 2.91% |
| Total | $ 1,677,313 | 100.0% | 3.38% |

At March 31, 2023, the average term to maturity of the mortgage debt was approximately 5.1 years and the weighted average cost of mortgage debt was 3.38%. At March 31, 2023, approximately 83% of InterRent REIT's mortgage debt was backed by CMHC insurance.

During the quarter, the Trust renewed two mortgages totaling $40.8 million, renewed a mortgage facility totaling $67.5 million (net of a $27.2 million paydown), closed on two new mortgages totaling $4.4 million, closed on an up-financing totaling gross proceeds of $20.8 million (maturing loans totaled $10.5 million), and assumed a $10.0 million mortgage as part of an acquisition in a joint venture. The net result at March 31, 2023 compared to December 31, 2022 was:

- A decrease in the average term to maturity of the mortgage debt by 0.1 years;
- An increase in the weighted average cost of mortgage debt to 3.38% from 3.22%; and
- An increase in the mortgage debt backed by CMHC insurance to approximately 83% from 82%.

As at March 31, 2023, 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 March 31, 2023, 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 March 31, 2023, the Trust had utilized $44.8 million of 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 March 31, 2023, the Trust had minimal amounts outstanding on this facility.
- A $100.0 million term credit facility, maturing in 2025, 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 March 31, 2023, 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, 2024. Earlier application is permitted. The implementation of these amendments will not have a significant impact on the Trust as the balance sheet is presented on a liquidity basis.

## RISKS AND UNCERTAINTIES

A comprehensive description of the risks and uncertainties can be found in InterRent REIT's December 31, 2022 MD&A and other securities filings at www.sedar.com.

## 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 March 31, 2023, the Trust had past due rents and other receivables of $12.0 million net of an allowance for doubtful accounts of $3.0 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 22(c) in the March 31, 2023 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 March 31, 2023, the Trust had credit facilities as described in note 9 in the March 31, 2023 consolidated financial statements.

Note 8 in the March 31, 2023 consolidated financial statements reflects the contractual maturities for mortgage payable of the Trust at March 31, 2023, 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 $1,659 million as at March 31, 2023 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 March 31, 2023, approximately 4% (December 31, 2022 – 3%) 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 $0.2 million for the three months ended March 31, 2023.

### OFF-BALANCE SHEET ARRANGEMENTS

As of March 31, 2023 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 three months ended March 31, 2023, the Trust incurred $0.3 million (2022 - $0.4 million) 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 March 31, 2023:

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 May 9, 2023, the Trust had issued and outstanding: (i) 142,418,903 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 4,629,105 units of the Trust. Additionally, the Trust has 195,489 Restricted Units and 195,489 Performance Units outstanding under the Trust's Performance and Restricted Unit Plan.

## COMPARATIVE INFORMATION

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

## ADDITIONAL INFORMATION

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