



Automotive Properties Real Estate Investment Trust
Unaudited Condensed Consolidated Interim Financial Statements
For the period ended March 31, 2022

Automotive Properties REIT

Condensed Consolidated Interim Balance Sheets (Unaudited)

<i>(in thousands of Canadian dollars)</i>	Note	As at March 31, 2022	As at December 31, 2021
ASSETS			
Cash and cash equivalents		\$425	\$474
Accounts receivable and other assets	5	2,467	25,969
Interest rate swaps	6	7,113	-
Investment properties	4	1,091,992	1,025,207
Total assets		\$1,101,997	\$1,051,650
LIABILITIES AND UNITHOLDERS' EQUITY			
Liabilities:			
Accounts payable and accrued liabilities	7	\$13,532	\$13,038
Credit facilities and mortgages payable	6	452,299	413,983
Interest rate swaps	6	-	6,872
Unit-based compensation	10	8,956	8,884
Class B LP Units	9	144,727	148,502
Total liabilities		619,514	591,279
Unitholders' equity		482,483	460,371
Total liabilities and unitholders' equity		\$1,101,997	\$1,051,650

See accompanying notes to the unaudited condensed consolidated interim financial statements.

Approved on behalf of the Board of Trustees

"Louis Forbes"

Louis Forbes
Trustee, Audit Committee Chair

"John Morrison"

John Morrison
Trustee, Lead Independent

Automotive Properties REIT

Condensed Consolidated Interim Statements of Income and Comprehensive Income (Unaudited)

For the three months ended March 31, <i>(in thousands of Canadian dollars)</i>	Note	2022	2021
Net Property Income			
Rental revenue from investment properties	11	\$20,434	\$19,413
Property costs	11	(2,891)	(2,656)
		17,543	16,757
Other Income (Expenses)			
General and administrative expenses		(1,274)	(1,133)
Interest expense and other financing charges		(4,116)	(3,888)
Fair value adjustment on interest rate swaps	6	13,985	11,093
Distribution expense on Class B LP Units	8	(1,997)	(1,997)
Fair value adjustment on Class B LP Units and Unit-based compensation	9, 10	3,923	(7,553)
Fair value adjustment on investment properties	4	1,642	13,050
Net Income and Comprehensive Income		\$29,706	\$26,329

See accompanying notes to the unaudited condensed consolidated interim financial statements.

Automotive Properties REIT

Condensed Consolidated Interim Statements of Changes in Unitholders' Equity (Unaudited)

For the three months ended March 31, 2022
(in thousands of Canadian dollars)

	Note	Trust Units	Cumulative Net Income	Cumulative Distributions to Unitholders	Total
Unitholders' Equity at December 31, 2021		\$395,694	\$185,521	\$(120,844)	\$460,371
Issuance of Units	9	262	—	—	262
Net income and comprehensive income		—	29,706	—	29,706
Distributions	8	—	—	(7,856)	(7,856)
Unitholders' Equity at March 31, 2022		\$395,956	\$215,227	\$(128,700)	\$482,483

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

	Note	Trust Units	Cumulative Net Income	Cumulative Distributions to Unitholders	Total
Unitholders' Equity at December 31, 2020		\$380,757	\$100,103	\$(89,611)	\$391,249
Issuance of Units	9	14,763	—	—	14,763
Net income and comprehensive income		—	26,329	—	26,329
Distributions	8	—	—	(7,669)	(7,669)
Unitholders' Equity at March 31, 2021		\$395,520	\$126,432	\$(97,280)	\$424,672

See accompanying notes to the unaudited condensed consolidated interim financial statements.

Automotive Properties REIT

Condensed Consolidated Interim Statements of Cash Flow (Unaudited)

For the three months ended March 31,
(in thousands of Canadian dollars)

	Note	2022	2021
OPERATING ACTIVITIES			
Net income		\$29,706	\$26,329
Straight-line rent		(503)	(518)
Bad debt recovery		-	(106)
Non-cash compensation expense		220	415
Fair value adjustment on interest rate swaps		(13,985)	(11,093)
Distribution expense on Class B LP Units		1,997	1,997
Land lease termination		(168)	-
Fair value adjustment on Class B LP Units and Unit-based compensation		(3,923)	7,553
Fair value adjustment on investment properties		(1,642)	(13,050)
Interest expense and other financing charges		3,946	3,773
Financing fees		170	115
Amortization of other assets		56	45
Change in non-cash operating accounts	16	(50)	(21)
Cash Flow from operating activities		15,824	15,439
INVESTING ACTIVITIES			
Acquisitions of investment properties		(40,583)	(39)
Cash Flow used in investing activities		(40,583)	(39)
FINANCING ACTIVITIES			
Proceeds from Credit Facilities and Mortgages		43,100	2,500
Principal repayment on Credit Facilities and Mortgages		(4,863)	(4,544)
Interest paid		(3,726)	(3,558)
Financing fees paid		(90)	(35)
Repayments on lease liabilities		(121)	(184)
Cost of issuances of Units		262	(37)
Distributions to REIT unitholders and Class B LP unitholders		(9,852)	(9,574)
Cash Flow from (used in) financing activities		24,710	(15,432)
Net decrease in cash and cash equivalents during the period		(49)	(32)
Cash and cash equivalents, beginning of period		474	308
Cash and cash equivalents, end of period		\$425	\$276

Supplemental cash flow information

Issuance of Units on acquisition of investment property (Note 3)	\$ -	\$14,800
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See accompanying notes to the unaudited condensed consolidated interim financial statements.

Notes to the Condensed Consolidated Interim Financial Statements (Unaudited)

For the three months ended March 31, 2022 and 2021
(in thousands of Canadian dollars, except Unit and per Unit amounts)

1. NATURE OF OPERATIONS

Automotive Properties Real Estate Investment Trust (the "REIT") is an internally managed, unincorporated, open-ended real estate investment trust existing pursuant to a declaration of trust dated June 1, 2015, as amended and restated on July 22, 2015 (the "Declaration of Trust") under, and governed by, the laws of the Province of Ontario. The REIT was formed to own primarily income-producing automotive dealership properties located in Canada. The principal, registered and head office of the REIT is located at 133 King Street East, Suite 300, Toronto, Ontario M5C 1G6. The REIT's trust units ("Units") are listed on the Toronto Stock Exchange and are traded under the symbol "APR.UN".

893353 Alberta Inc. ("Dilawri") is a privately held corporation, which, together with certain of its affiliates, held an approximate 28.8% effective interest in the REIT as at March 31, 2022 (December 31, 2021 – 28.8%), through the ownership, direction or control of all of the 9,933,253 Class B limited partnership units ("Class B LP Units") of Automotive Properties Limited Partnership, the REIT's operating subsidiary (the "Partnership"), and 4,185,254 Units. See Note 17 – Subsequent Events. The Class B LP Units are economically equivalent to, and exchangeable for, Units. Dilawri and its affiliates, other than its shareholders and controlling persons, are referred to herein as the "Dilawri Group".

The REIT commenced operations on July 22, 2015 following completion of an initial public offering of Units (the "IPO"). In connection with the completion of the IPO, the REIT indirectly acquired a portfolio of 26 commercial properties from certain members of the Dilawri Group (the "Initial Properties") and leased the Initial Properties to the applicable member of the Dilawri Group (collectively, and including members of the Dilawri Group that became tenants at a REIT property after the IPO, the "Dilawri Tenants").

As at March 31, 2022, the REIT owned a portfolio of 72 income-producing commercial properties. The properties are located in metropolitan areas across British Columbia, Alberta, Saskatchewan, Manitoba, Ontario and Quebec, totaling approximately 2.7 million square feet of gross leasable area. The Dilawri Tenants are the REIT's major tenant, occupying 38 of the REIT's 72 income-producing commercial properties as at March 31, 2022.

The subsidiaries of the REIT included in the REIT's unaudited condensed consolidated interim financial statements include the Partnership and Automotive Properties REIT GP Inc. Effective January 1, 2020, management, operating and administrative support personnel were employed directly by the REIT.

2. SIGNIFICANT ACCOUNTING POLICIES

(a) Statement of Compliance

The unaudited condensed consolidated interim financial statements of the REIT are prepared in accordance with International Accounting Standard ("IAS") 34 — Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB"). These unaudited condensed consolidated interim financial statements should be read in conjunction with the REIT's audited annual consolidated financial statements as at and for the year ended December 31, 2021 and the accompanying notes thereto. These unaudited condensed consolidated interim financial statements do not include all the information required for full financial statements prepared in accordance with International Financial Reporting Standards ("IFRS").

These unaudited condensed consolidated interim financial statements were approved and authorized for issuance by the Board of Trustees of the REIT (the "Board") on May 12, 2022.

(b) Basis of Presentation

The unaudited condensed consolidated interim financial statements of the REIT have been prepared using the historical cost basis except for the following items that were measured at fair value:

- investment properties as described in Note 4;
- interest rate swaps as described in Note 6;
- Class B LP Units which are exchangeable for Units at the option of the holder as described in Note 9; and
- Deferred Units ("DUs"), Income Deferred Units ("IDUs"), Restricted Deferred Units ("RDUs") and Performance Deferred Units ("PDUs", and together with DUs, IDUs and RDUs, "Unit-based compensation") which are exchangeable for Units in accordance with their terms as described in Note 10.

The unaudited condensed consolidated interim financial statements are presented in Canadian dollars, the REIT's functional and reporting currency.

(c) Basis of Consolidation

The unaudited condensed consolidated interim financial statements include the accounts of the REIT and the other entities that the REIT controls in accordance with IFRS 10 — Consolidated Financial Statements. Control requires exposure or rights to variable returns and the ability to affect those returns through power over an investee. All intercompany transactions and balances have been eliminated on consolidation.

(d) Significant accounting policies

The accounting policies applied by the REIT in these unaudited condensed consolidated interim financial statements are the same as those applied by the REIT in its audited consolidated financial statements as at and for the year ended December 31, 2021.

(e) Critical account judgements and estimates

The REIT will continue to review its discounted cash flow projections, changes in capitalization rates and the impact on the fair value of its investment properties. Valuation inputs and assumptions relating to rental income, rent collection, reserves and discount rates may change over time.

3. ACQUISITIONS

On January 17, 2022, the REIT acquired the real estate underlying the Sherbrook Honda and Magog Honda automotive dealership properties located in Magog and Sherbrooke, Quebec for a combined purchase price of approximately \$23,422 plus acquisition costs of \$1,094. The portfolio consists of two full-service automotive dealership properties, totaling 83,185 square feet of gross leasable area. The REIT funded the acquisitions by drawing on its revolving Credit Facilities and cash on hand.

On January 20, 2022, the REIT acquired the freehold interest in the approximately 2.15 acres of land underlying the Langley Acura automotive dealership property for approximately \$15,050 plus acquisition costs of \$125. The land was previously leased to the REIT and continues to be tenanted by the Langley Acura automotive dealership in Langley, British Columbia. The REIT will continue to receive land and leasehold rent payments from the operating tenant of the Langley Acura dealership, an affiliate of the Dilawri Group, but will no longer be required to pay land lease payments. The REIT funded the purchase price by drawing on its revolving Credit Facilities.

On February 1, 2022, the REIT acquired a parcel of land in Ottawa, Ontario, which adjoins the REIT's Bank Street Toyota automotive dealership property, for approximately \$650 plus acquisition costs of \$53, and is currently tenanted by a health care provider. The property consists of 4,424 square feet of gross leasable area. The REIT funded the purchase price by drawing on its revolving Credit Facilities.

On February 25, 2022, the REIT acquired the real estate underlying two Tesla automotive service centre properties located in Quebec City, Quebec, for a combined purchase price of approximately \$16,000 plus acquisition costs of \$511. The portfolio consists of two full-service automotive service centre properties tenanted by Tesla Canada, totaling 50,763 square feet of gross leasable area. The REIT funded the acquisitions by drawing on its revolving Credit Facilities.

On February 25, 2022, the REIT acquired the real estate underlying the Tesla Barrie automotive service centre property located in Innisfil, Ontario, for \$9,800 plus acquisition costs of \$483. The Tesla Barrie property is a 16,670 square foot automotive service centre property tenanted by Tesla Canada. The REIT funded the purchase price for the property by drawing on its revolving Credit Facilities.

During the year ended December 31, 2021, the REIT completed the following acquisitions:

Property	Location	Date of Acquisition	Total Investment Properties⁽¹⁾
Lexus Laval	Laval, QC	March 1, 2021	\$15,262
Total Acquisitions			\$15,262

(1) Includes acquisition costs.

4. INVESTMENT PROPERTIES

	Income producing properties	Right-of-use assets ⁽¹⁾	Total March 31, 2022	Total December 31, 2021
Balance, beginning of period	\$1,019,321	\$5,886	\$1,025,207	\$932,229
Acquisitions ⁽²⁾	67,188	-	67,188	15,262
Additions	-	-	-	339
Fair value adjustment on investment properties	1,706	(64)	1,642	75,157
Land lease termination	-	(2,548)	(2,548)	
Straight-line rent ⁽³⁾	503	-	503	2,220
Balance, end of period	\$1,088,718	\$3,274	\$1,091,992	\$1,025,207

(1) Refers to one land lease (December 31, 2021 – two land leases).

(2) Includes acquisition costs of \$2,266.

(3) Includes a deduction for amortization of tenant allowance of \$65 (December 31, 2021 - \$260).

Valuation of Investment Properties

The REIT valued the investment properties using a discounted cash flow approach whereby a current discount rate was applied to the projected net operating income which a property can reasonably be expected to produce in the future. Property under development is measured using both a comparable sales method and a discounted cash flow method, net of costs to complete. The REIT's valuation inputs are supported by quarterly market reports from an independent appraiser which indicated no change from the capitalization rates from December 31, 2021. There were no changes to the REIT's discount rates or other valuation inputs from December 31, 2021. The overall capitalization rate applicable to the entire portfolio decreased to 6.25% as at March 31, 2022, primarily due to the purchase of the Langley Acura land lease (December 31, 2021 – 6.30%).

In 2021, the REIT provided \$339 of capital commitments for facility improvements to one of the tenants of the REIT's properties located in Edmonton, Alberta.

A 25 basis point decrease or increase in capitalization rates or discount rates would result in an increase or decrease in the fair value of the investment properties of approximately \$45,400 or \$(41,900), respectively, as of March 31, 2022.

A 50 basis point decrease or increase in capitalization rates or discount rates would result in an increase or decrease in the fair value of the investment properties of approximately \$94,800 or \$(80,700), respectively, as of March 31, 2022.

Rental Commitments

Minimum rental commitments on non-cancellable tenant operating leases are as follows:

Within 1 year.....	\$69,207
After 1 year, but not more than 5 years.....	284,211
More than 5 years.....	495,267
	<u>\$848,685</u>

5. ACCOUNTS RECEIVABLE AND OTHER ASSETS

As at	March 31, 2022	December 31, 2021
Prepaid indemnity fee	\$505	\$523
Right-of-use assets, net of depreciation ⁽¹⁾	246	90
Prepaid and other receivables ⁽²⁾	1,716	25,356
	\$2,467	\$25,969

(1) This increase relates to the extension of the REIT's existing office lease.

(2) For the year ended December 31, 2021, prepaids included deposits of \$24,445 in respect of the property acquisitions completed in January 2022.

6. CREDIT FACILITIES AND MORTGAGES PAYABLE

(a) Credit Facilities and Mortgages payable consists of:

As at	March 31, 2022	December 31, 2021
Facility 1 ⁽ⁱ⁾	\$203,261	\$190,206
Facility 2 ⁽ⁱⁱ⁾	89,517	90,707
Facility 3 ⁽ⁱⁱⁱ⁾	137,694	111,100
Mortgages ^(iv)	23,927	24,148
Total	\$454,399	416,161
Financing fees ^(v)	(2,100)	(2,178)
	\$452,299	\$413,983

(i) Facility 1 includes:

A non-revolving loan in the amount of \$176,261 (December 31, 2021 - \$178,306) bearing interest at the bankers' acceptance ("BA") rate plus 150 basis points ("bps") or the Canadian Prime rate ("Prime") plus 25 bps, maturing in June 2023. The principal is repayable in equal quarterly payments based on a 25 year amortization. The REIT entered into floating-to-fixed interest rate swaps, with remaining terms of 1 to 9 years as at March 31, 2022, which resulted in a weighted average effective interest rate of 3.72% (December 31, 2021 - 3.72%), of which \$17,424 (December 31, 2021 - \$17,820) of the non-revolving balance remains at floating rates.

A revolving credit facility in the amount of \$30,000 bearing interest at Prime plus 25 bps or the BA rate plus 150 bps, maturing in June 2023, of which \$27,000 was drawn as at March 31, 2022 (December 31, 2021 - \$11,900) and of which \$838 was secured for the issuance of irrevocable letters of credit (the "LCs") on October 24, 2017.

See Note 17 – Subsequent Events.

(ii) Facility 2 includes:

A non-revolving loan in the amount of \$89,517 (December 31, 2021 - \$90,707) bearing interest at the BA rate plus 150 bps or Prime plus 25 bps, maturing in June 2024. The principal is repayable in monthly blended payments based on a 20 year amortization. The REIT entered into floating-to-fixed interest rate swaps with remaining terms of 1.3 to 9 years, which resulted in a weighted average effective interest rate of 3.52% (December 31, 2021 - 3.52%).

A revolving credit facility in the amount of \$15,000 bearing interest at Prime plus 25 bps or the BA rate plus 150 bps, maturing in June 2024, of which \$nil was drawn as at March 31, 2022 (December 31, 2021 - \$nil).

(iii) Facility 3 includes:

A non-revolving loan in the amount of \$109,694 (December 31, 2021 - \$111,100) bearing interest at the BA rate plus 150 bps or Prime plus 50 bps, maturing in June 2026. The principal is repayable in monthly blended payments based on a 20 year amortization. In June 2021, the REIT increased the amount of the non-revolving loan by \$20,187 and extended the maturity from December 2023 to June 2026. During November 2021, the REIT further increased the amount of the non-revolving loan by \$10,500. The REIT entered into floating-to-fixed interest rate swaps with remaining terms of 4 to 10 years, which resulted in a weighted average effective interest rate of 3.91% (December 31, 2021 – 3.91%), of which \$5,073 (December 31, 2021 – \$5,187) of the non-revolving balance remains at floating rates.

A revolving credit facility in the amount of \$40,000 bearing interest at Prime plus 25 bps or the BA rate plus 150 bps, maturing in June 2026, of which \$28,000 was drawn as at March 31, 2022 (December 31, 2021 - \$nil).

(iv) Mortgages:

The REIT has entered into certain mortgages with Canadian Schedule 1 banks and a life insurance company that have interest rates that range from 2.21% to 3.72% and have maturity dates that range from June 2027 to April 2031 (the "Mortgages"). In January 2021, the REIT renewed a Mortgage in the amount of approximately \$5,791 for a term of 7 years and, in April 2021, the REIT entered into a new Mortgage in the amount of \$10,000 for a term of 10 years. As at March 31, 2022, the weighted average interest rate of the Mortgages was 3.24% (December 31, 2021 – 3.24%).

(v) During the three-month period ended March 31, 2022, the REIT incurred financing fees of \$90 (March 31, 2021 - \$35). The amounts are accounted for using the effective interest method, and \$2,100 remains unamortized as at March 31, 2022 (December 31, 2021 - \$2,178).

The credit facilities described above (the "Credit Facilities") and the Mortgages are secured by the REIT's investment properties. As of March 31, 2022, the REIT had 14 unencumbered properties with an aggregate fair value of approximately \$171,000. See Note 17 – Subsequent Events.

Principal repayments are as follows:

Remainder of 2022	\$69,637
2023	190,287
2024	78,862
2025	6,602
2026	89,605
Thereafter	<u>19,406</u>
Total	<u>\$454,399</u>

(b) Interest Rate Swaps

The REIT entered into interest rate derivative contracts to limit its exposure to fluctuations in the interest rates payable on variable rate financings for Facility 1, Facility 2, and Facility 3. Gains or losses arising from changes in the fair value of the interest rate derivative contracts are recognized in the unaudited condensed consolidated interim statements of net income and comprehensive income (terms described in Note 6 (a)(i), (ii) and (iii) above).

As at March 31, 2022, the notional principal amount of the interest rate swaps was approximately \$352,784 (December 31, 2021 – approximately \$357,327) and the fair value adjustment of the interest rate swaps was \$13,985 (March 31, 2021 – \$11,093) resulting in an asset balance of \$7,113 (December 31, 2021 – liability of \$6,872).

7. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities consist of:

As at	March 31, 2022	December 31, 2021
Accounts payable and accrued liabilities ⁽¹⁾	\$5,756	\$2,831
Accrued interest	487	321
Distributions payable (Note 8)	3,285	3,284
Lease liabilities ⁽²⁾	4,004	6,602
	<u>\$13,532</u>	<u>\$13,038</u>

(1) For the three months ended March 31, 2022, includes the acquisition costs and holdback related to the property acquisitions completed in January and February 2022.

(2) The decrease relates to the termination of the land lease in January 2022 associated with the land acquisition.

As at March 31, 2022, the REIT, as lessee, is committed under long term land and other leases that are classified as a liability to make lease payments with minimum annual rental commitments as follows (not including imputed interest costs):

Within 1 year	\$207
After 1 year, but not more than 5 years	1,379
More than 5 years	<u>2,418</u>
Total	<u>\$4,004</u>

8. DISTRIBUTIONS

<i>For the three months ended March 31,</i>	2022			2021		
	Units	Class B LP Units	Total	Units	Class B LP Units	Total
Paid in Cash	\$7,855	\$1,997	\$9,852	\$7,577	\$1,997	\$9,574
Declared	7,856	1,997	9,853	7,699	1,997	9,696
Payable as at period end	2,619	666	3,285	2,617	666	3,283

9. UNITHOLDERS' EQUITY AND CLASS B LP UNITS

Units

The REIT is authorized to issue an unlimited number of Units.

Each Unit is transferable and represents an equal, undivided beneficial interest in the REIT and any distributions from the REIT, whether of net income, net realized capital gains (other than such gains allocated and distributed to redeeming Unitholders) or other amounts and, in the event of the termination or winding-up of the REIT, in the net assets of the REIT remaining after satisfaction of all liabilities. All Units rank equally among themselves without discrimination, preference or priority and entitle the holder thereof to receive notice of, to attend and to one vote at all meetings of Unitholders and holders of Special Voting Units or in respect of any written resolution thereof.

Unitholders are entitled to receive distributions from the REIT (whether of net income, net realized capital gains or other amounts) if, as and when declared by the Board. Upon the termination or winding-up of the REIT, Unitholders will participate equally with respect to the distribution of the remaining assets of the REIT after payment of all liabilities. Such distribution may be made in cash, as a distribution in kind, or both, all as the Board in its sole discretion may determine.

Units have no associated conversion or retraction rights. No person is entitled, as a matter of right, to any pre-emptive right to subscribe for or acquire any Unit, except for Dilawri as set out in the Exchange Agreement entered into on closing of the IPO between the REIT and certain members of the Dilawri Group, pursuant to which such members of the Dilawri Group have been granted, among other things, certain rights to participate in future offerings of the REIT.

Class B LP Units

In conjunction with the IPO, and as partial consideration for the Initial Properties, the REIT, through the Partnership, issued Class B LP Units to certain members of the Dilawri Group. Each Class B LP Unit is exchangeable at the option of the holder for one Unit (subject to certain anti-dilution adjustments), is accompanied by a Special Voting Unit (which provides the holder with that number of votes at any meeting of Unitholders to which a holder of the number of Units that may be obtained upon the exchange of the Class B LP Unit to which such Special Voting Unit is attached would be entitled), and will receive distributions of cash from the Partnership equal to the distributions to which a holder of the number of Units that may be obtained upon the exchange of the Class B LP Unit to which such Special Voting Unit is attached would be entitled.

For the three months ended March 31, 2022

	Units	Amount
Units, beginning of period	39,080,154	\$395,694
Units issued, net of costs	18,000	262
Total Units, end of period	39,098,154	\$395,956
Class B LP Units, beginning of period	9,933,253	\$148,502
Fair value adjustment on Class B LP Units	-	(3,775)
Total Class B LP Units, end of period	9,933,253	\$144,727
Total Units and Class B LP Units, end of period	49,031,407	\$540,683

For the year ended December 31, 2021

	Units	Amount
Units, beginning of year	37,697,052	\$380,757
Units issued, net of costs	1,383,102	14,937
Total Units, end of year	39,080,154	395,694
Class B LP Units, beginning of year	9,933,253	\$106,385
Fair value adjustment on Class B LP Units	-	42,117
Total Class B LP Units, end of year	9,933,253	\$148,502
Total Units and Class B LP Units, end of year	49,013,407	\$544,196

10. UNIT-BASED COMPENSATION

The REIT offers an Equity Incentive Plan (the "Plan") whereby DUs, PDUs and RDUs may be granted to eligible Participants on a discretionary basis by the Governance, Compensation and Nominating Committee of the Board. The maximum number of Units available for issuance under the Plan is 1,000,000. Each DU, PDU and RDU is economically equivalent to one Unit, however, under no circumstances shall they be considered Units nor entitle a Participant to any rights as a Unitholder, including, without limitation, voting rights or rights on liquidation. Each DU, PDU and RDU shall receive a distribution of additional IDUs equal to the amount of distributions paid per Unit by the REIT on its Units. Upon vesting of the DUs, PDUs, RDUs and IDUs, a Participant may elect, prior to their expiry, to exchange such vested DUs, PDUs, RDUs and IDUs (subject to satisfaction of any applicable withholding taxes) for an equal number of Units. The holder of such DUs, PDUs, RDUs and IDUs cannot settle them for cash. Under the Plan, the fair value of the DUs, PDUs, RDUs and IDUs is recognized as compensation expense over the vesting period. Fair value is determined with reference to the market price of the Units.

The Units are redeemable at the option of the holder and are considered puttable instruments in accordance with IAS 32 – *Financial Instruments: Presentation* ("IAS 32"). As the exemption under IAS 32 does not apply to IFRS 2 — *Share Based Payments*, the DUs, PDUs, RDUs and IDUs are accounted for as a liability. The deferred unit liability is adjusted to reflect the change in their fair value at each reporting period with the changes in fair value recognized as compensation expense.

During the three months ended March 31, 2022, the REIT accrued for short-term incentive awards in the amount of \$115 (March 31, 2021 - \$115) which will be settled by the granting of DUs or cash assuming achievement of management targets.

All independent trustees of the REIT elected to receive board and committee fees in the form of DUs. The fair value of each DU granted is measured based on the volume-weighted average trading price of the Units for the five trading

days immediately preceding the grant date. A summary of Unit-based compensation outstanding under the Plan is outlined below:

As at March 31, 2022

	Units Granted ⁽¹⁾⁽²⁾	Units Outstanding ⁽²⁾	Outstanding Unit-based compensation End of Period ⁽³⁾
DUs	536,412	472,221	6,874
PDU	34,707	16,649	242
RDU	34,707	21,653	321
IDU	124,969	104,148	1,519
Total	730,795	614,671	\$8,956

As at December 31, 2021

	Units Granted	Units Outstanding	Outstanding Unit-based compensation End of Year ⁽³⁾
DUs	546,703	468,826	7,010
PDU	34,707	11,789	176
RDU	34,707	18,761	280
IDU	114,578	94,868	1,418
Total	730,695	594,244	\$8,884

(1) For the three-month period ended March 31, 2022, 18,100 DUs and IDUs were granted, of which 3,974 IDUs were accounted for in accordance with the vesting schedule.

(2) 18,000 DUs were exchanged for Units valued at \$262.

(3) Includes a fair value adjustment of \$148 for the three months ended March 31, 2022 (March 31, 2021 – \$302).

11. RENTAL REVENUE AND PROPERTY COSTS

(a) Rental Revenue

<i>For the three months ended March 31,</i>	2022	2021
Base rent	\$16,872	\$15,794
Property tax recoveries	3,059	2,762
Straight line rent adjustment	503	518
Lease termination fee ⁽¹⁾	-	339
Rental revenue	\$20,434	\$19,413

(1) Relates to a fee charged to a tenant for early termination of a lease agreement.

(b) Property Costs

<i>For the three months ended March 31,</i>	2022	2021
Property tax expense	\$3,059	\$2,762
Bad debt recovery	-	(106)
Land lease termination ⁽¹⁾	(168)	-
Property cost	\$2,891	\$2,656

(1) Relates to the termination of the land lease in January 2022 associated with the land acquisition.

12. SEGMENT INFORMATION

All of the REIT's assets and liabilities are in, and its revenues are derived from, the Canadian real estate industry segment. The REIT's investment properties are, therefore, considered by management to have similar economic characteristics.

13. CAPITAL MANAGEMENT

The REIT defines its capital as the aggregate of Unitholders' equity, Class B LP Units, Credit Facilities and Mortgages which, as at March 31, 2022, totaled \$1,079,509 (December 31, 2021 – \$1,022,856). The REIT is free to determine the appropriate level of capital in the context of its cash flow requirements, overall business risks and potential business opportunities. The REIT will make adjustments to its capital based on its investment strategies and changes to economic conditions.

In order to maintain or adjust its capital structure, the REIT may increase or decrease the amount of distributions paid to Unitholders, issue new Units and debt, or repay debt. The REIT manages its capital structure with the objective of:

- complying with the guidelines set out in its Declaration of Trust;
- complying with debt covenants;
- ensuring sufficient liquidity is available to support its financial obligations and to execute its operating and strategic plans;
- maintaining financial capacity and flexibility through access to capital to support future growth; and
- minimizing its cost of capital while taking into consideration current and future industry, market and economic risks and conditions.

The REIT has certain key financial covenants in its Credit Facilities and Mortgages, including debt service ratios and leverage ratios, as defined in the respective agreements. These ratios are measured by the REIT on an ongoing basis to ensure compliance with the agreements. As at March 31, 2022, the REIT was in compliance with each of the covenants under these agreements.

14. FAIR VALUES AND FINANCIAL INSTRUMENT RISK MANAGEMENT

The fair value of the REIT's financial assets and financial liabilities, except as noted below, approximate their carrying values due to their short-term nature. References to "FVTPL" refer to the fair value through profit or loss.

The following table provides the classification and measurement of non-current financial assets and liabilities as at March 31, 2022:

Financial Assets/(Liabilities)	Classification/ Measurement	Carrying Value	Fair Value
Credit Facilities and Mortgages Payable	Amortized Cost	\$(452,299)	\$(454,399)
Interest Rate Swaps	FVTPL	7,113	7,113
Class B LP Units	FVTPL	(144,727)	(144,727)
Unit-based compensation	FVTPL	(8,956)	(8,956)
		\$(598,869)	\$(600,969)

The following table provides the classification and measurement of non-current financial assets and liabilities as at December 31, 2021:

Financial Assets/(Liabilities)	Classification/ Measurement	Carrying Value	Fair Value
Credit Facilities and Mortgages Payable	Amortized Cost	\$(413,983)	\$(416,161)
Interest Rate Swaps	FVTPL	(6,872)	(6,872)
Class B LP Units	FVTPL	(148,502)	(148,502)
Unit-based compensation	FVTPL	(8,884)	(8,884)
		\$(578,241)	\$(580,419)

The REIT uses various methods to estimate the fair values of assets and liabilities that are measured at fair value on a recurring or non-recurring basis in the statement of financial position after initial recognition. The fair value hierarchy reflects the significance of inputs used in determining the fair values.

- Level 1 – quoted prices in active markets for identical assets and liabilities;
- Level 2 – inputs other than quoted prices in active markets or valuation techniques where significant inputs are based on observable market data; and
- Level 3 – valuation technique for which significant inputs are not based on observable market data.

The following summarizes the significant methods and assumptions used in estimating the fair value of the REIT's assets and liabilities measured at fair value:

(i) Investment Properties

The REIT assessed the valuation of the investment properties using a discounted cash flow approach whereby a current discount rate was applied to the projected net operating income which a property can reasonably be expected to produce in the future. The fair value of investment properties as at March 31, 2022 is \$1,091,992 (December 31, 2021 - \$1,025,207) (Level 3). See Notes 4 and 2 (e).

(ii) Credit Facilities and Mortgages

The fair value of the REIT's Credit Facilities and Mortgages is determined based on the present value of future payments, discounted at the yield on Government of Canada bonds, plus an estimated credit spread at the reporting date for a comparable loan (Level 2).

(iii) Interest Rate Swaps

The fair value of the REIT's interest rate swaps which represents an asset balance as at March 31, 2022 is \$7,113 (December 31, 2021 – liability of \$6,872). The fair value of an interest rate swap is determined using rates observable in the market (Level 2).

(iv) Class B LP Units

The fair value of the Class B LP Units as at March 31, 2022 is \$144,727 (December 31, 2021 - \$148,502). The fair value of the Class B LP Units is based on the traded value of the Units as at March 31, 2022 (Level 1).

(v) Unit-based compensation

The fair value of the Unit-based compensation as at March 31, 2022 is \$8,956 (December 31, 2021 - \$8,884). The fair value of the Unit-based compensation excluding PDUs, is based on the traded value of the Units as at March 31, 2022 (Level 1). PDUs are based on performance conditions (Level 2).

Financial Risk Management

The REIT's activities expose it to a variety of financial risks. The main risks arising from the REIT's financial instruments are market, liquidity and credit risks. Below is a description of those risks and how the exposures are managed.

Market Risk

The REIT is exposed to market risk as a result of changes in factors such as interest rates and the market price of the Units.

Interest Rate Risk - The majority of the REIT's debt is financed with floating rates. Interest rate swaps (with maturities staggered over 10 years) have been entered into to mitigate interest rate fluctuations, thereby mitigating the exposure to changes in interest rates.

Unit Price Risk - The REIT is exposed to Unit price risk as a result of the issuance of Class B LP Units. Class B LP Units are recorded at their fair value based on market trading prices. Class B LP Units negatively impact net income (loss) when the Unit price rises and positively impact net income (loss) when the Unit price declines.

Liquidity Risk

Liquidity risk arises from the possibility of an inability to renew maturing debt or not having sufficient capital available to the REIT. Mitigation of liquidity risk is discussed above in Note 13. A significant portion of the REIT's assets have been pledged as security under the REIT's Credit Facilities and Mortgages. Certain of the Credit Facilities allow for an extension of the term in advance of expiration.

Credit Risk

The REIT is exposed to credit risk from the possibility that counterparties could default on their financial obligations to the REIT. Exposure to credit risk arises from the possibility that the REIT's counterparties may experience financial difficulty and be unable to meet their obligations. The REIT's revenues will be dependent on the ability of the tenants to meet their obligations and the REIT's ability to collect rent therefrom.

15. RELATED PARTY TRANSACTIONS

The REIT's independent trustees approve all related party transactions in accordance with the Related Party Transaction Policy adopted by the Board. The Dilawri Tenants are the REIT's major tenant and accounted for approximately 59.6% of the REIT's rental income for the three-month period ended March 31, 2022 (March 31, 2021 – 61.4%).

In consideration of the applicable Dilawri Tenants leasing the entirety of the two Initial Properties with third party tenants (and thereby bearing occupancy, rental and other risks associated with the portions of those properties subleased to third party tenants for the initial lease terms of 12 and 15 years), the REIT paid to such Dilawri Tenants an indemnity fee in the aggregate amount of \$1,000 at the time of closing of the IPO (amortizable over the term of the leases).

On October 24, 2017, Dilawri paid the REIT \$896 in respect of the recoverable land transfer tax associated with the acquisition of the Initial Properties. To defer the land transfer tax, the REIT subsequently issued the LCs to the land transfer tax authority in the amount of approximately \$753 on behalf of specific members of the Dilawri Group that sold certain of the Initial Properties to the REIT in connection with the IPO. The Dilawri Group held all of the 9,933,253 issued and outstanding Class B LP Units for 3 years subsequent to the IPO and, accordingly, the LCs are expected to be released. The REIT is working with the applicable tax authorities and Dilawri to secure the release of the LCs.

In connection with the IPO, the REIT and Dilawri entered into the Strategic Alliance Agreement which established a preferential and mutually beneficial business and operating relationship between the REIT and Dilawri. The Strategic Alliance Agreement will be in effect so long as Dilawri and certain other entities related to Dilawri own, control or direct, in the aggregate, an effective interest of at least 10% (on a fully diluted basis) in the REIT. The Strategic Alliance Agreement provides the REIT with the first right to purchase REIT-Suitable Properties (as defined in the Strategic Alliance Agreement) in Canada or the United States acquired or developed by the Dilawri Group. The purchase price in respect of a REIT-Suitable Property will be mutually agreed by the REIT and Dilawri at the applicable time and supported by an independent appraisal report. Pursuant to the Strategic Alliance Agreement, the REIT acquired the following investment properties in 2021 and 2022:

- On March 1, 2021, the REIT acquired the Lexus Laval automotive dealership from a member of the Dilawri Group for \$14,800 and leased it to a Dilawri Tenant.

16. SUPPLEMENTARY INFORMATION

Changes in non-cash operating accounts

<i>For the three months ended March 31,</i>	2022	2021
Accounts receivable and other assets	\$(810)	\$38
Accounts payable and accrued liabilities	760	(59)
Change in non-cash operating accounts	\$(50)	\$(21)

17. SUBSEQUENT EVENTS

In April 2022, the REIT increased the non-revolving portion of Facility 1 by \$50,000 at the same credit spread and extended the term to maturity from June 2023 to June 2027. The REIT also entered into floating-to-fixed interest rate swaps totaling \$40,000 for a weighted-average term of 8.5 years at a blended rate of 4.75%.

On April 28, 2022, the Dilawri Group exchanged 605,766 Class B LP Units into an equal number of Units in accordance with the terms of the amended and restated limited partnership agreement of the Partnership dated July 22, 2015 (the "Exchange"). The Exchange was valued at \$8,450. As a result of the Exchange, the Dilawri Group owns 9,327,487 Class B LP Units and 4,791,020 Units. Dilawri's effective ownership, director or control of the REIT did not change as a result of the Exchange.