

# Investor Presentation Q3 2025

**Mainstreet** 

### **CAUTIONARY STATEMENT**



### Forward — Looking Information

Certain statements contained herein constitute "forward-looking statements" as such term is used in applicable Canadian securities laws. These statements relate to analysis and other information based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management. In particular, statements concerning: estimates related to the effect of rising interest rates on the Corporation, the effect that inflation will have on: (i) the Corporation's tenants and the effect on credit risk; and (ii) the cost of renovations and other expenses, disruptions effecting the global supply chain and energy and agricultural markets (including as a result of geopolitical turmoil), future acquisitions, dispositions and capital expenditures, future vacancy rates, increase of rental rates and rental revenue, income and profitability, timing of refinancing of debt, access to low-cost long-term Canada Mortgage and Housing Corporation ("CMHC") insured mortgage loans, benefits from shorter term mortgages in the short term, the amount of flunds to be raised through up-financing of maturing mortgages and financing of clear titled assets after stabilization, the potential changes in interest and mortgage rates, completion timing and costs of renovations, benefits of renovations, funds to be expended on renovations in fiscal year 2025 and the sources thereof, increased funds from operations and cash flow, access to capital, minimization of operating costs, the Corporation's liquidity and financial capacity, the Corporation's intention and ability to make distributions to shareholders in fiscal 2025, rental conditions and vacancy rates, rates of international immigration and population growth in areas where Mainstreet operates, the period of time required to stabilize a property, future climate change impact, the Corporation's strategy and goals and the steps it will take to achieve them, changes in zoning laws and potential benefits to Mainstreet as a result of the same, the Corporation's anticipates in ca

Forward-looking statements are based on management's beliefs, estimates and opinions on the date the statements are made, and the Corporation undertakes no obligation to update forward-looking statements if these beliefs, estimates and opinions should change except as required by applicable securities laws. Management closely monitors factors that could cause actual actions, events, or results to differ materially from those described in forward-looking statements and will update those forward-looking statements where appropriate in its annual and quarterly financial reports.

### **No Solicitation**

The presentation is not a solicitation to purchase securities of the Corporation and should not be considered an offering or solicitation document to purchase securities of the Corporation.

# Why invest in Mainstreet?

25 years of organic double-digit growth with limited equity dilution (Annual Growth 2000 – 2025)

### The Mainstreet Opportunity

### **Accelerated Organic Growth**

Acquisition pipeline & \$47M NOI gap

### **Strong Balance Sheet**

- Strong liquidity \$815M
- 100% CMHC debt fixed at 3.04%

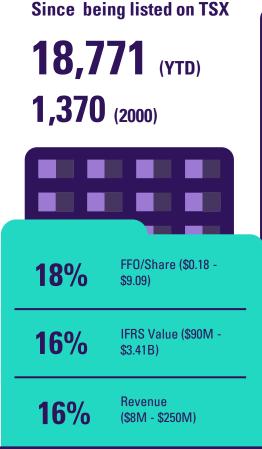
#### **Land Bank & Condo Conversion**

**Density Potential** 

### **Token dividend**

- Increase shareholder base
- Improve liquidity and market value
- Based on real free cashflow, insignificant FFO payout 2%
- Continue to grow both dividend and acquisition organically and non-dilutively







### **Mainstreet Growth**



Turning unused or residual space within existing buildings into new units

Exploring zoning and density relaxations to potentially build new capacity within existing land footprints

Subdividing residual lands for future developments

Accelerated Organic Growth

Acquisition pipeline & \$47M NOI gap

# Land Bank & Condo Conversion

**Density Potential** 

Strong Balance Sheet

Strong liquidity \$815M

100% CMHC debt fixed at 3.04%



### **Mainstreet Fundamentals**



### A solid performer, continued organic nondilutive growth since inception

- Aligned shareholder interest: director and management ownership around 49%
- We acquire under-performing mid-market apartment properties and reposition them in the market with a mission to provide Quality Affordable Homes and improve the quality of life of Canadians
- We are an add-value consolidator in the mid-market multi-family apartment market. We stabilize and implement revenue, operating and financing optimization strategies to achieve superior returns

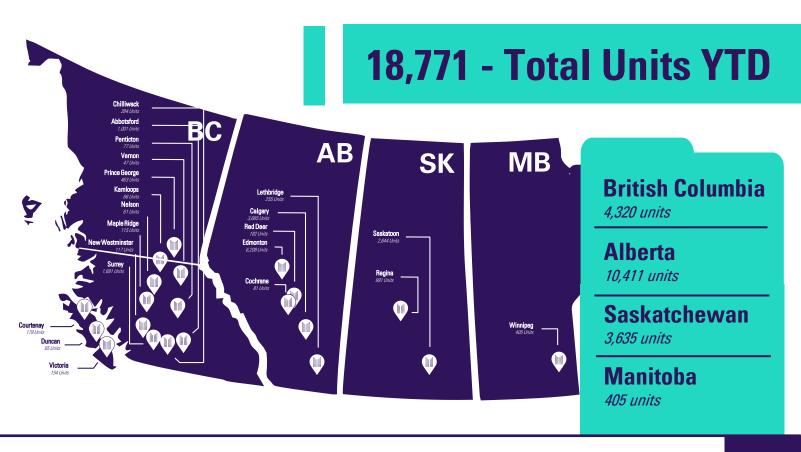
### **Mid-Market Characteristics**

- Typically, less than 100 units
- Fragmented private ownership
- Under-managed asset
- Deferred maintenance
- Owners have limited access to capital
- Higher vacancy / lower rents
- We are constantly growing. YTD, we own and manage 18,771\* apartment and commercial units and several warehouses in Surrey, Calgary, Edmonton, Saskatoon, Red Deer, Regina and Winnipeg and other commercial space; total fair market value \$3.6B
- ESG compliant with a focus on continuous improvement
- We are a Corporation not a REIT
- Listed on the TSX in 2000

03 2025

### YTD total apartment suites owned 18,771\*

Including 50 condo units held for resale, 10 vacant lands and 7 commercial buildings





**Our Value Chain Business Model** 

### **How does Mainstreet achieve its solid performance?**

### **Acquisitions**

• Identify and buy under-performing rental units at prices well below replacement costs.

#### **Capital improvements**

Increase the asset value of Mainstreet's portfolio by renovating acquired properties.

### **Operational efficiencies**

 Minimize operating costs through professional management, efficient technology and energysaving equipment.

#### Value enhancement

 Reposition renovated properties in the market, as a Mainstreet branded product, for higher rents, and build and maintain customer loyalty through high levels of service.

#### **Financing**

 Maintain a sound capital structure with access to capital markets.

#### **Divestitures**

 Occasionally sell mature real estate properties to redirect capital into newer, higher potential properties.  $Q3\ 2025 = 16,390$ 

units are stabilized out of the portfolio of 18,634 units\* YTD: 18,771 units\*

(Including 50 condo units held for resale, 10 vacant lands and 7 commercial buildings)

88%

Stabilized

12%

**Un-stabilized** 





# **Apartment Business Driver**

**Existing rental apartments trading significantly below replacement cost** 

### **Management believes**

- Current market rents do not justify new construction due to high costs
- Increasing demand and limited supply will continue to create favorable rental market conditions

60%

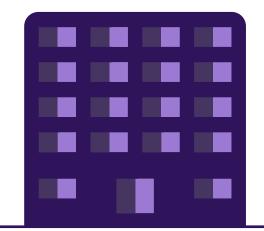
Canadians earn less than \$50,000pa

	New Buildings	MEQ Buildings
Cost Per Door	\$ 400,000	<b>S125,000</b>
Average Rent	\$3000	\$1,250

\$\$\$\$\$\$ Replacement Cost



MEQ acquires existing properties to re-utilize and offer mid-market rent to clients





# **Apartment Demand**



Winnipeg	Population Growth: 30,912 (2024) [40% of total rental universe] Rental Universe: 76,818 (2024) Mid-market: 49,071 (64%) (2024) Vacancy Rate: 1.7% (2024)
Saskatoon	Population Growth: 14,900 (2024) [79% of total rental universe] Rental Universe: 18,762 (2024) Mid-market: 15,427 (82%) (2024) Vacancy Rate: 2.1% (2024)
Regina	Population Growth: 10,516 (2024) [67% of total rental universe] Rental Universe: 15,795 (2024) Mid-market: 14,496 (92%) (2024) Vacancy Rate: 2.7% (2024)
Calgary	Population Growth: 100,179 (2024) [163% of total rental universe] Rental Universe: 61,359 (2024) Mid-market: 34,429 (56%) (2024) Vacancy Rate: 4.6% (2024)
Edmonton	Population Growth: 72,508 (2024) [75% of total rental universe] Rental Universe: 96,560 (2024) Mid-market: 64,926 (67%) (2024) Vacancy Rate: 3.0% (2024)
Lethbridge	Population Growth: 5,130 (2024) [116% of total rental universe] Rental Universe: 4,412 (2024) Mid-market: 4,145 (94%) (2024) Vacancy Rate: 0.6% (2024)
Red Deer	Population Growth: 3,842 Rental Universe: 7,160 (2024) Mid-market: 6,930 (97%) (2024) Vacancy Rate: 1.6% (2024)
Surrey	Population Growth: N/A Rental Universe: 7,624 (2024) Mid-market: 5,432 (71%) (2024) Vacancy Rate: 1.7% (2024)

# **Apartment Demand**

Q3 2025



Abbotsford	Population Growth: 6,687 (2024) [126% of total rental universe] Rental Universe: 5,289 (2024) Mid-market: 4,814 (91%) (2024) Vacancy Rate: 1.3% (2024)
Chilliwack	Population Growth: 2,897 (2024) [68% of total rental universe]  Rental Universe: 4,265 (2024)  Mid-market: 4,265 (100%) (2024)  Vacancy Rate: 1.3% (2024)
Kamloops	Population Growth: 2,687 (2024) [57% of total rental universe] Rental Universe: 4,678 (2024) Mid-market: 4,568 (98%) (2024) Vacancy Rate: 1.4% (2024)
Penticton	Population Growth: 104 (2024) [4% of total rental universe] Rental Universe: 2,690 (2024) Mid-market: 2,690 (100%) (2024) Vacancy Rate: 1.2% (2024)
Vernon	Population Growth: 1,068 (2024) [56% of total rental universe] Rental Universe: 1,920 (2024) Mid-market: 1,920 (100%) (2024) Vacancy Rate: 1.1% (2024)
Prince George	Population Growth: 1,877 (2024) [50% of total rental universe] Rental Universe: 3,759 (2024) Mid-market: 3,411 (91%) (2024) Vacancy Rate: 2.6% (2024)
Victoria	Population Growth: 7,406 (2024) [22% of total rental universe] Rental Universe: 33,470 (2024) Mid-market: 25,691 (77%) (2024) Vacancy Rate: 2.5%
Courtenay	Population Growth: 1,372 (2024) [54% of total rental universe] Rental Universe: 2,530 (2024) Mid-market: 2,181 (86%) (2024) Vacancy Rate: 4.3% (2024)

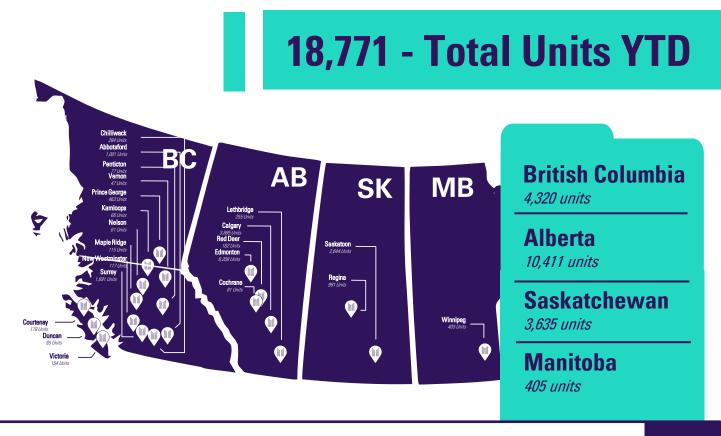


### **Mainstreet Fundamentals**



	Target Markets Rental Apartment Universe				
City	<100 Units/Buildings	Total Rental Universe	% Mid-Market		
Winnipeg	49,071	76,818	64%		
Saskatoon	15,427	18,762	82%		
Regina	14,496	15,795	92%		
Calgary	34,429	61,359	56%		
Edmonton	64,926	96,560	67%		
Lethbridge	4,145	4,412	94%		
Red Deer	6,930	7,160	97%		
Surrey	5,432	7,624	<b>71</b> %		
Abbotsford	4,814	5,289	91%		
Chilliwack	4,265	4,265	100%		
Kamloops	4,568	4,678	98%		
Penticton	2,690	2,690	100%		
Vernon	1,920	1,920	100%		
Prince George	3,411	3,759	91%		
Victora	25,691	33,470	77%		
Courtenay	2,181	2,530	86%		
Total MEQ Targets Markets	244,396	347,091	<b>70</b> %		

Mainstreet's strategy benefits from a large target market with less competition



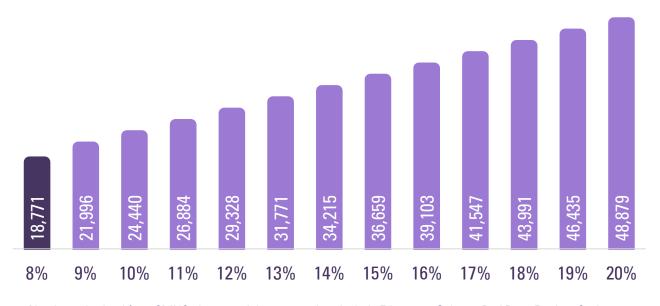
# **Potential Target Market Growth**



**Estimated Potential Rental Apartment Total Mid-Market Share** 

Potential Target Market Growth





Numbers obtained from CMHC, the potential target markets include Edmonton, Calgary, Red Deer, Regina, Saskatoon, Winnipeg, Chilliwack, Abbotsford, Surrey, Kamloops, Penticton, Vernon, Courtenay, Prince George

- YTD
- Including 50 condo units held for resale, 10 vacant lands and 7 commercial buildings

# A 'Value Creation' Company



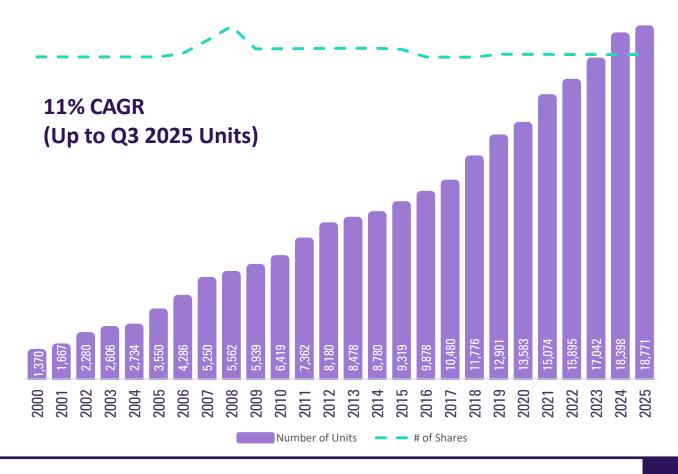
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### Significant growth with limited equity dilution (YTD)

### Since being listed on TSX

- Listed on the TSX in 2000, Mainstreet has grown its portfolio from 272 units with a market value of \$17M to 18,771 units (YTD) with market value of \$3.6B and limited equity dilution
- As at June 30, 2025 there were 9,318,818 common shares outstanding compared to 8.883.333 on the date of TSX listing
- From October 2006 to October 2010 we purchased 4.5 million shares through NCIB and SIB, average price \$6.87
- 2016, purchased 1.4 million shares through NCIB and SIB, average price \$35.99
- 2017, purchased 53,569 shares through NCIB, average price \$36.80
- 2018, purchased 3,659 shares through NCIB, average price \$37.02
- 2020, purchased 31,900 shares through NCIB, average price \$55.37
- 2021, purchased 4,612 shares through NCIB, average price \$68.10
- 2022, purchased 18,500 shares through NCIB, average price \$113.24
- 2023, purchased 7,900 shares through NCIB, average price \$116.33
- · 2024, purchased NIL
- Q1 2025, purchased NIL
- Q2 2025, purchased NIL
- Q3 2025, purchased NIL

Organic Non-Dilutive Growth (by Unit)



# A 'Value Creation' Company



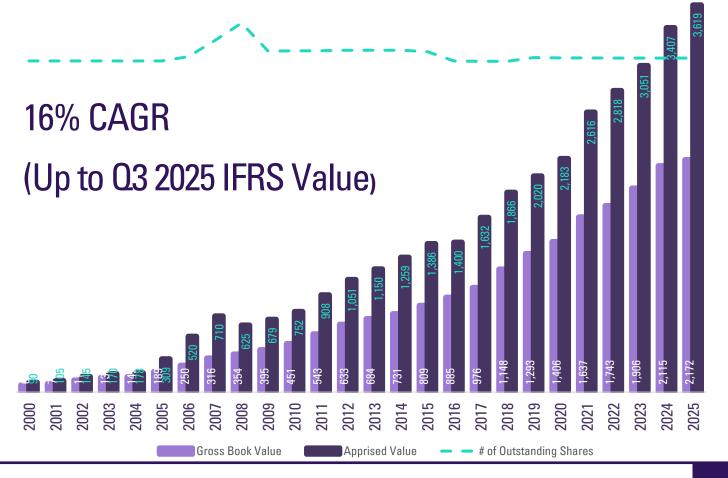
**Asset Growth (\$M) Since Listed on TSX** 

12Years \$1 Billion

7 Years \$2 Billion

4Years \$3 Billion

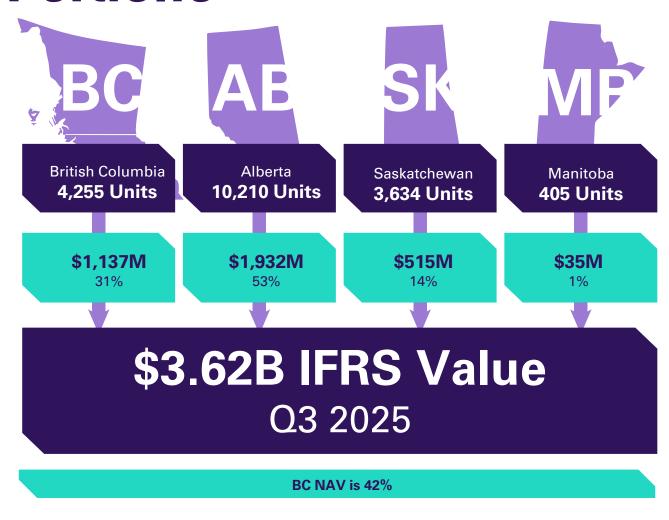
Organic Non-Dilutive Asset Growth (by Appraised Value)





### **Diversified Portfolio**





# 2025 Drivers: NOI Catch Up



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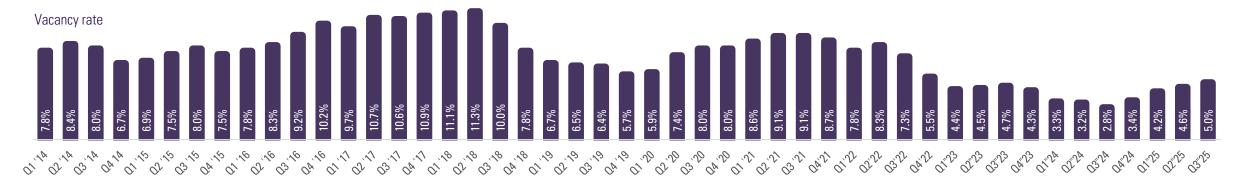
Stabilization of existing non-stabilized portfolio which equates to 12% of the total portfolio

**Achieve Optimum Potential Net Operating Income** 

**Estimated \$815M liquidity as of 2025** 



	Annualized Additional NOI at 95% Occupancy Rate	Current Mark-to- Market Gap	5% Inflationary Rate Adjustment on Operating Costs	Annualized Optimum Potential
Calgary	\$ 1,867	\$ 7,203	\$ (740)	\$ 8,331
Edmonton	\$ 676	\$ 9,744	\$ (1,102)	\$ 9,318
Surrey	\$ 312	\$ 19,267	\$ (366)	\$ 19,213
Abbotsford	\$ 82	\$ 5,565	\$ (163)	\$ 5,484
Prince George	\$ -	\$ 3,368	\$ (78)	\$ 3,290
Regina	\$ -	\$ 372	\$ (173)	\$ 199
Winnipeg	\$ 26	\$ 33	\$ (67)	\$ (8)
Saskatoon	\$ -	\$ 1,718	\$ (430)	\$ 1,288
Total from operation	\$ 2,963	\$ 47,270	\$ (3,118)	\$ 47,115



# **Apartment Business Driver**



(in 000s, except vacancy and suite counts)

### Our stabilized vacancy rate is 5.0% as at Jun 30, 2025

- Neither Alberta or Saskatchewan are subject to rent control legislation
- In British Columbia, landlords are entitled to lease a suite to a new tenant at market rental rate
- Every 1% drop in vacancy rate equals \$2.9M increase in NOI
- Every \$10 adjustment in monthly net rent equals \$2.2 M increase in NOI

	Stabilized Assets - Mark-to-Market Potential		Un-stabilized Assets - Mark-to-Market Potential			
City	Number of Stabilized Suites	Vacancy Rate Stabilized Portfolio	Stabilized suites Mark-to- Market (including incentive reduction opportunity) Per suite per month	Number of Un-Stabilized Suites	Vacancy Rate Un-Stabilized Portfolio	Un-Stabilized suites Mark- to- Market (including incentive reduction opportunity) Per suite per month
Calgary	3,841	7.4%	155	109	7.0%	239
Edmonton	5,683	5.2%	121	704	6.2%	143
Surrey	1,939	4.2%	719	317	8.4%	973
Abbotsford	1,136	3.2%	375	149	8.7%	441
Prince George	349	3.1%	419	365	3.1%	387
Regina	991	2.4%	30	0	N/A	N/A
Winnipeg	114	6.1%	40	291	0.8%	19
Saskatoon	2,334	3.2%	43	309	2.3%	90
Total	16,389	5.0%	206	2,245	4.95%	299



# **Debt Management**

### **CMHC** insured mortgages 2025

• As at June 30, 2025, Mainstreet's outstanding mortgage balance was \$1,857M, of which 100% is CMHC insured (fixed) at an average interest rate of 3.04%.

### **Long-term fixed interest mortgages**

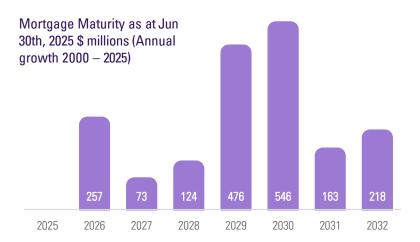
• 100% of Mainstreet's mortgages are at fixed long-term rates.

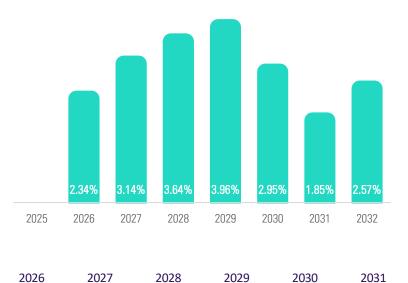
Interest Rate	Description	Debt (Millions of dollars)
3.04%	Fixed CMHC	\$1,857
0%	Fixed Non-CMHC	\$0
N/A	Floating-CMHC	\$0
3.04%	Total	\$1,857



2032

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**Mainstreet Machine** 

Q3 2025



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**Mainstreet** 



# 5 Pillar Competitive Advantage Statement



**Acquire under-performing assets at attractive prices** 

**Limited to no competition from REITs and Pension Funds in the mid-market sector** 

**Internalized construction capabilities** 

03 2025

**Internalized operations platform / systems are scalable** 

**Internalized marketing and effective branding** 





# **Mainstreet: Adding Value**











## **Mainstreet: Adding Value**











### **Mid-Market Efficiencies**

### **Higher operating margins versus larger concrete complexes**

### Low rise properties have relatively less operating expenses such as:

- Limited or no elevator maintenance
- No repairs to, heating or maintenance of underground parking garage
- Amenities

#### **Lower realty taxes versus larger structures Lower hydro cost resulting from**

- Elimination of heating/heat loss from elevator shafts
- Elimination of heating of underground parking garages
- Less common areas to heat and cool



# **Operating Efficiencies**

### **Expense reduction**

- 1. Mainstreet's aggressive renovation program has resulted in significant expense reductions in key areas such as:
  - Electrical (install compact fluorescent bulbs: LED bulbs for emergency exit signs)
  - Water ('Ultra-high efficiency' toilets; low-flow aerators installed on showers and all taps)
  - Install energy efficient windows / exterior (new siding) / new insulation
- 2. Averaging 40% savings by installing energy saving water flow devices (Installed in most Saskatoon properties and currently installing in Calgary, Edmonton and Abbotsford portfolios)
- 3. Averaging 30% savings by installing LED lights (9 watt vs 60 watt) in all properties across Western Canada
- 4. Estimated 30% savings in gas consumption by installing Endotherm (Pilot test in 22 properties in Alberta)
- 5. The majority of existing units have been upgraded with energy efficient devices
- 6. Sub-metering all properties that are not currently set-up in this manner; savings on utilities for MEQ
- 7. Ability to achieve economies of scale:
  - Fixed price gas contracts
  - · National deal on bulk purchasing discount for construction supplies
- 8. Automated withdrawal of monthly rents
- 9. Software ('real-time', web-based, national operations system)
- 10. Advertising & Marketing (reduced costs by: internalizing marketing and advertising; shift advertising from print to online; invest in company website to drive rentals)
- 11. Financial Reporting (internalize design and production for annual and quarterly reports)

"This is a fixed-cost business; every increase in revenue or reduction in expense goes to the bottom line"

# **Clustering Strategy**



By clustering assets,
Mainstreet maximizes
efficiencies and growth,
transforming a single asset
into a network of apartment
complexes

### We achieved this through:

- Clustering assets within a 5 block radius
- Requiring fewer resident managers leading to reduced HR costs
- Reduce the cost of having multiple property maintenance contracts
- Create dominant brand recognition in neighborhoods to reduce advertising costs













# **Edmonton ICE District Strategy**



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170 Properties



6,208 Apartments



**Continued Expansion of Inner-City Edmonton** 



### **Townhouse & Condo Conversion Value**



#### **Condominium conversion**

The opportunity exists to convert the existing portfolio into condominiums, in particular for the following townhouse complexes in Alberta and condo-titled properties in BC:

### **Alberta Townhouses**

- Queen's Park Calgary
- Trevella Park Calgary
- Bannerman Terrace –
   Edmonton
- Clareview Court Edmonton
- Lauderdale Edmonton
- Wedgewood Edmonton
- Wellington Edmonton
- Highland Park Lethbridge

### **Condo Spec**

Crescent Heights View — Calgary

### **British Columbia (Abbotsford)**

- Hanna Estates
- Pinetree complex
- Sunshine complex
- Villa Christina



### **ESG**



#### **Environmental Consultation**

• Committed to implementing best environmental practices suggested by independent environmental consultants

### **Energy & Water Efficiency**

- Led Lighting at 40% average leadership
- · Savings Canada wide
- 30% savings in gas consumption by installing EndoTherm in numerous Albertan properties
- 40% savings in areas where new water flow devices have been installed

### **Recycling Program**

 Waste reduction initiatives e.g. Diabetes Canada tenant clothes recycling program

### **Health & Safety**

- Competitive employee health benefits
- Enhanced Covid protocols for employees and residents

### **Partnering & Participation**

- Housing Assistance Programs
- · Partnering with Calgary Housing, Mustard Seed & Homeless Society
- Rent deferrals and fee waivers during Covid Pandemic

### **Employee Growth & Development**

- · Prioritizing on-the-job, internal and academic training
- Internal promotion actively encouraged
- Annual employee evaluations
- Best HR practices include strong multi-cultural and non-discriminatory hiring

### **Risk Management**

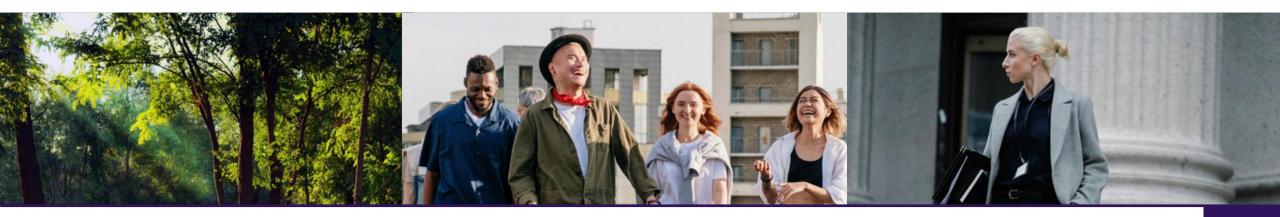
- Audit Committee
- Whistle Blower Policy
- Cyber Security

### **Diversity**

- · Gender balanced leadership
- · Specialized sub-committees

#### **Good Governance**

- High ethical standards through a strong governance framework, overseen by a highly experienced Board of Directors
- Chairman of Board and CEO separated



### **Value-Add Case Studies**



Vancouver Lower Mainland (Surrey), BC

Mainstreet Estates

**Edmonton, AB** 

**Mainstreet Estates** 

Calgary, AB

Huntsville

Saskatoon, SK

West Meadow







### Value-Add Model:

### **Mainstreet Estates, Surrey, BC**

Mainstreet purchased the above property (331 units with 5 buildings) in January 2015. It took approximately 6 months to complete the stabilization process; we financed the property in November 2016. Financial results for the property before and after stabilization and financing are summarized as follows:

(000s)		
Purchase Price	33,650	
Capital Expenditure	3,928	
Total investment including capital expenditure	37,578	
Mortgage load after financing	36,908	
Equity invested	678	
Return on Equity (NOI)	345%	

	At acquisition	After stabilization	% increase
Annualized rental income	1,900	3,485	83%
Annualized NOI	69	2,340	3,291%
Appraised value	-	51,400	-
Value Created		17,750	30%



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**Mainstreet** 

### Value-Add Model:

### **Mainstreet Park, Edmonton, AB**

Mainstreet purchased the above property (178 units) in August 2016. It took approximately 12 months to complete the stabilization process; we financed the property in November 2017.

Financial results for the property before and after stabilization and financing are summarized as follows:

(000s)	(000s)		
Purchase Price	13,350		
Capital Expenditure	2,142		
Total investment including capital expenditure	15,492		
Mortgage load after financing	19,865		
Equity invested	(4,373)		
Return on Equity (NOI)	Infinite		

	At acquisition	After stabilization	% increase
Annualized rental income	632	2,095	231%
Annualized NOI	(281)	1,373	infinite
Appraised value	-	26,700	-
Value Created	-	11,208	72%





# 2025 Q3 & Subsequent Acquisitions



Q3 2025 Acquisition					
City	Address	# of Units	Purchase Price	Appraised Value	Price per door
Red Deer	5140 62 Street	182 units	\$15,500,000	TBD	\$85,165
Saskatoon	207 529 Avenue X South	1 unit	\$45,000	TBD	\$45,000
Total Q3 2025					

	Q3 2025 Subsequent Acquisition							
City	Address	# of Units	Purchase Price	Appraised Value	Price per door			
Cochrane	152 Ross Ave	22 units	\$3,718,000	TBD	\$169,000			
Duncan	961 Cavell St & 5801 Alderlea St	65 units	\$11,020,000	TBD	\$169,538			
Total Q3 2025 Subsequent								

# **2024 & 2025 Acquisitions**



Q4 2024 Acquisition						
City	Address	# of Units	Purchase Price	Appraised Value	Price per door	
Victoria	1023 Esquimalt Road	48	\$9,175,000	TBD	\$191,146	
Total Q4 2024		48				

Q1 2025 Acquisition							
City	Address	# of Units	Purchase Price	Appraised Value	Price per door		
Abbotsford	33941 Essendene Ave	25	\$4,475,000	TBD	\$179,000		
Calgary	1231 15 Ave SW	43	\$7,800,000	TBD	\$181,395		
Prince George	3858 West Austin Rd	48	\$5,550,000	TBD	\$115,625		
Total Q1 2025		116					

Q2 2025 Acquisition						
Edmonton	10544 115 St NW	4,500sqft	\$960,000	TBD	N/A	
Total Q2 2025						

# 2024 Q3 Acquisitions



Q3 2024 Acquisition							
					T		
City	Address	# of Units	Purchase Price	Appraised Value	Price per door		
Prince George	2080 20th Ave, Prince George, BC V2L 5C9	29	\$3,103,000	TBD	\$107,000		
Edmonton	11850 101 St NW, Edmonton AB T5G 2B7	21	\$2,058,000	TBD	\$98,000		
Maple Ridge	22422 North Ave, Maple Ridge, V2X 2L8	26	\$3,749,975	TBD	\$144,230		
Edmonton	10104 111 Ave, NW, Edmonton, T5G 0B3	86	\$12,257,195	TBD	\$142,526		
Victoria	3498 Lovat Ave, Victoria, BC, V8X 1V2	106	\$19,500,000	TBD	\$183,962		
Courtenay	1846 England Ave, Courtenay, BC, V9N 7H9	26	\$3,892,507	TBD	\$149,712		
Courtenay	1060 Willemar Ave, Courtenay, BC, V9N 3L9	22	\$3,232,445	TBD	\$146,929		
Airdrie	16 Flett Crescent NE, Airdrie, AB, T4B 2A9	24	\$4,100,000	TBD	\$170,833		
Edmonton	11720 124 St NW, Edmonton, T5M 0K9	20	\$2,117,000	TBD	\$105,850		
Calgary	1832 27 Ave SW, Calgary AB, T2T 1H1	9	\$1,475,000	TBD	\$163,889		
Chilliwack	9430 Nowell St, Chilliwack BC, V2P 4X7	29	\$4,506,992	TBD	\$155,414		
Chilliwack	9482 Williams St, Chilliwack BC, V2P 5G1	51	\$7,851,559	TBD	\$153,952		
Chilliwack	9545 College St, Chilliwack BC, V2P 4M2	16	\$2,492,539	TBD	\$155,784		
Chilliwack	46078 Bole Ave, Chilliwack BC, V2P 2V8	19	\$2,955,566	TBD	\$155,556		
Chilliwack	46096 Bole Ave, Chilliwack BC, V2P 2V8	9	\$1,409,343	TBD	\$156,594		
Saskatoon	1322 College Drive, Saskatoon, S7N 0W5	17	\$1,675,500	TBD	\$98,559		
Saskatoon	3170 Laurier Drive, Saskatoon, S7L 5J4	38	\$4,321,143	TBD	\$113,714		
Saskatoon	3176 Laurier Drive, Saskatoon, S7L 5J4	32	\$3,638,857	TBD	\$113,714		
Prince George	4501 Azure Ave, Prince George, V2M 6R2	18	\$2,394,000	TBD	\$133,000		
Calgary	311 19 Ave SW, Calgary AB T2S 0E1	16	\$2,500,000	TBD	\$156,250		
Prince George	4509 Azure Ave, Prince George, V2M 6R2	18	\$2,394,000	TBD	\$133,000		
Total Q3 2024		632	\$91,624,621		\$144,976		

# 2024 Q1 & Q2 Acquisitions



Q1 2024 Acquisitions						
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)	
Maple Ridge, BC	12151 224 Street	89	18,050,000	TBD	202,809	
Saskatoon	238 Fairmont Drive	222	21,644,000	TBD	97,495	
Edmonton	11920101 St NW	21	1,995,000	TBD	95,000	
Edmonton	11908 102 St NW	15	1,425,000	TBD	95,000	
Calgary	303 23 Ave SW	8	1,272,000	TBD	159,000	
Calgary	1612 38 St SW	6	900,000	TBD	150,000	
Total Q1 2024		361	45,286,000		125,446	

Q2 2024 Acquisitions							
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)		
Edmonton	1150 - 1194 Hooke Rd NW Edmonton AB	147	17,000,000	TBD	115,646		
Edmonton	12911 132 Ave NW, Edmonton AB	108	14,920,000	TBD	138,148		
Total Q2 2024							

# 2024 Q3 & Q4 Acquisitions



	Q3 2023 Acquisitions							
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)			
Edmonton	10532 & 10534 115 St NW	2 (Commercial)	1,260,000	TBD	630,000			
Prince George	3820 15 Ave	48	6,000,000	TBD	125,000			
Prince George	3030 10 Ave	30	2,850,000	TBD	95,000			
Penticton	223 Victoria Dr	15	2,075,000	TBD	138,333			
Calgary	125 27 Ave NW	12	1,978,000	TBD	164,833			
Calgary	1135 15 Ave SW	22	3,518,000	TBD	159,909			
Total Q3 2023		130	17,711,000		128,523			

Q4 2023 Acquisitions							
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)		
Calgary	323 17 Ave SW	3 (Commercial)	3,565,000	TBD	Commercial		
Edmonton	10630 111 Street NW	20	2,060,000	TBD	103,000		
Edmonton	10707 111 Street NW	31	3,193,000	TBD	103,000		
Edmonton	10740 112 Street NW	19	1,957,000	TBD	103,000		
Edmonton	11940 104 Street NW	15	1,545,000	TBD	103,000		
Edmonton	11834 86 Street NW	18	1,854,000	TBD	103,000		
Total Q4 2023		103	14,174,000				

### 2023 Q1 & Q2 Acquisitions



	Q1 2023 Acquisitions								
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)				
Calgary	1737 26 Ave SW	12	1,820,000	TBD	151,666				
Calgary	1711 10 St SW	16	2,364,000	TBD	147,750				
Calgary	1608 16 St SW	22	3,125,000	TBD	142,045				
Calgary	603 13 Ave SW	13	1,807,000	TBD	139,000				
Edmonton	3149151Ave NW	99	13,759,901	TBD	138,989				
Edmonton	11240,11325 & 11335 124 St NW	99	10,690,000	TBD	107,979				
Total Q1 2023		261	32,991,956		126,405				

	Q2 2023 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Winnipeg	610 Portage Ave	291	24,050,000	TBD	83,798					
Calgary	1710Radisson Dr SE	136	22,000,000	TBD	169,231					
Calgary	61613 Ave SW	24	3,720,000	TBD	155,000					
Prince George	1438 Queensway	50	3,250,000	TBD	65,000					
Prince George	3155 Westwood Dr	48	5,520,000	TBD	115,000					
Calgary	2210 & 2216 17B St SW	38	5,700,000	TBD	150,000					
Nelson	505 Second St	61	6,925,000	TBD	113,525					
Total Q2 2023		648	71,165,000		113,676					



### 2022 Q3 & Q4 Acquisitions



	Q3 2022 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Prince George	1601 & 1617 Queensway	42	4,300,000	TBD	102,381					
Prince George	1588 Juniper St	24	2,870,000	TBD	119,583					
Calgary	1838 14 St SW	20	3,230,000	TBD	161,500					
Winnipeg	280 & 286 River Ave	27	2,562,000	TBD	94,889					
Fort Sask	210 & 214 Westpark Dr	68	8,830,000	TBD	129,853					
Regina	1927 & 1945 Halifax St	22	1,400,000	TBD	63,636					
Total Q3 2022		210	24,142,000		114,962					

Q4 2022 Acquisitions										
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Regina	45 Kleisinger Crescent	31	2,690,000	TBD	86,774					
Edmonton	10408 155 Ave NW	39	4,351,000	TBD	111,564					
Total Q4 2022		219	26,750,000		86,774					

## 2022 Q2 Acquisitions



	Q2 2022 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Lethbridge	125 Columbia Blvd W	20	2,400,000	TBD	120,000					
Calgary	234 21 Ave SW	16	2,500,000	TBD	156,250					
Calgary	111 & 11724 Ave SW	32	5,120,000	TBD	160,000					
Edmonton	16316 106A Ave	46	5,500,000	TBD	119,565					
Calgary	17267StSW	16	2,456,000	TBD	153,500					
Saskatoon	#303, 529 Ave X S	1	35,000	TBD	35,000					
Calgary	3123 Ave NE	27	4,455,000	TBD	165,000					
Prince George	791 Ahbau St	108	12,950,000	TBD	119,907					
Total Q2 2022		266	35,429,785		133,195					

## 2022 Q1 Acquisitions



Q1 2022 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)				
Edmonton	Multiple	232	20,000,000	TBD	78,261				
Edmonton	10245 & 10255 Alex Taylor Rd	27	2,500,000	TBD	92,593				
Calgary	316 18th Ave SW	10	1,460,000	TBD	146,000				
Total Q1 2022		269	23,960,000		82,247				

# 2021 Q4 Acquisitions



Q4 2021 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)				
New Westminster	1205 - 1207 4 Ave	33	6,600,000	TBD	200,000				
Chilliwack	46109 Gore Ave	25	3,750,000	TBD	150,000				
Saskatoon	#205, 529 Ave X S	1	17,900	TBD	17,900				
Calgary	832 4A St NE	12	1,670,000	TBD	139,167				
Calgary	182617StSW	12	1,913,222	TBD	159,435				
Calgary	641 Meredith Rd NE	19	3,029,268	TBD	159,435				
Calgary	183711Ave SW	10	1,594,351	TBD	159,435				
Calgary	306 21 Ave SW	16	2,550,962	TBD	159,435				
Calgary	121614 St SW	14	2,232,092	TBD	159,435				
Calgary	4315 73 St NW	6	956,611	TBD	159,435				
Calgary	4347 73 St NW	7	1,116,046	TBD	159,435				
Calgary	212415 St SW	11	1,753,787	TBD	159,435				
Calgary	1440 Memorial Dr NW	30	4,783,054	TBD	159,435				
Calgary	213117 St SW	8	1,275,481	TBD	159,435				
Calgary	1701 35 St SE	26	4,145,314	TBD	159,435				
Calgary	609 2 Ave NE	24	3,826,444	TBD	159,435				
Calgary	162615 Ave SW	28	4,464,184	TBD	159,435				
Calgary	210917StSW	28	4,464,184	TBD	159,435				
Total ( 2021	Q4	918	122,054,000						

## 2021 Q3 Acquisitions



Q3 2021 Acquisitions										
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Chilliwack	46180 Bole Ave	45	6,717,000	TBD	149,267					
Chilliwack	46155 Bole Ave	48	7,114,000	TBD	148,208					
Chilliwack	9275 Mary St	42	6,469,000	TBD	154,024					
Penticton	769 Winnipeg St	24	3,400,000	TBD	141,667					
Vernon	3501 Centennial Dr	47	5,500,000	TBD	117,021					
Calgary	116 & 122 12 Ave NW	23	3,030,000	TBD	131,739					
Calgary	1720 10a St SW	16	2,138,000	TBD	133,625					
Edmonton	10730105 St NW	20	1,635,000	TBD	81,750					
Calgary	8880 Horton Rd SW (Held for sale)	136	22,440,000	TBD	165,000					
Calgary	1722 5a St SW	18	2,556,000	TBD	142,000					
Edmonton	8515112St NW	329	44,150,000	TBD	129,179*					
Edmonton	10175 & 10187 113 St	58	6,265,000	TBD	108,017					
Edmonton	11302 & 11310 109 Ave NW	112	10,640,000	TBD	95,000					
Total 2021	Q3	918	122,054,000							

## 2021 Q1 & Q2 Acquisitions



	Q12021 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Saskatoon	#103, 529 Ave X S	1	24,000	132,353	24,000					
Kamloops	196 Yew St	18	2,300,000	TBD	127,778					
Regina	3525 Avonhurst Dr	72	7,459,000	TBD	103,597					
Winnipeg	314Broadway	87	7,330,000	TBD	84,253					
Total Q1 2021		178	17,113,000							

	Q2 2021 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Calgary	122414 Ave SW	32	4,900,000	TBD	153,125					
Calgary	112717 Ave NW	18	2,600,000	TBD	144,444					
Penticton	144 Brunswick St	38	5,250,000	TBD	138,158					
Courtenay	1970 Fitzgerald Ave	131	14,000,000	TBD	106,870					
Total Q2 2021		219	26,750,000							

### 2020 Q1 & Q2 Acquisitions



	Q1 2020 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Calgary	4311 75 St NW	8	1,040,000	1,130,000	130,000					
Saskatoon	1306 20 St W	-	150,000	TBD	N/A					
Saskatoon	1310 20 St W	44	770,000	TBD	17,500					
Saskatoon	1320 20 St W	10	400,000	1,620,000	40,000					
Edmonton	10719 110 St NW	23	1,918,000	2,730,000	83,391					
Kamloops	627 Lilac Ave	48	7,000,000	TBD	145,833					
Saskatoon	#18, 2309 17 St W	1	37,000	132,353	37,000					
Total Q1 2020		134	11,315,000							

	Q2 2020 Acquisitions									
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)					
Calgary	333 4 Ave NE	16	2,130,000	TBD	133,125					
Edmonton	13220 & 13528 140 St NW	220	34,000,000	42,000,000	154,545					
Calgary	1711 26 Ave SW	18	2,605,000	3,230,000	144,722					
Saskatoon	#308, 601 Ave X S	1	37,000	132,353	37,000					
Saskatoon	111 111 St W	24	1,872,000	TBD	78,000					
Total Q2 2020		279	40,644,000							

### 2020 Q3 & Q4 Acquisitions



Q3 2020 Acquisitions								
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)			
Calgary	162416 Ave SW	28	3,360,000	TBD	120,000			
Edmonton	10730102 St NW	33	2,000,000	TBD	60,606			
Total Q3 2020		61	5,360,000					

Q4 2020 Acquisitions								
City	Address	# of Units	Purchase Price (CAD)	Appraised Value (CAD)	Price per Door (CAD)			
Calgary	501 40 Ave NW	188	30,500,000	TBD	162,234			
Cochrane	1041 St E	17	1,750,000	TBD	102,941			
Saskatoon	#16, 2309 17 St W	1	37,000	132,353	37,000			
Saskatoon	#305, 525 Ave X S	1	35,000	132,353	35,000			
Total Q4 2020		207	32,322,000					

# **Appendix**



### **Governance - The CEO**





#### **Bob Dhillon | Founder, President & CEO**

- Bob Dhillon is Founder, President & CEO of Mainstreet Equity Corp., a publicly traded real estate corporation on the Toronto Stock Exchange (TSX:MEQ). Based in Calgary, Alberta, Canada, as at Q2 2025, assets are valued at CDN\$3B+ with 18,683 rental apartment units across western Canada (BC, AB, SK and Winnipeg). For over 25 years, Bob and Mainstreet have provided consistent, year over year, double digit returns to investors through MEQ's continued organic growth.
- In the 2019 Scotiabank Equity Research Daily Edge poll, MEQ led the Total Return Performance for the Canadian Listed Real Estate Sector, outperforming the TSX Real Estate Index at 89.9%. In a 20-year (2000 2020) stock performance comparison of the TSX, MEQ outperformed Amazon, Berkshire Hathaway and Royal Bank of Canada.
- Along with its healthy balance sheet success, Mainstreet is a strong and proud champion of affordable housing in western Canada. Bob is also the owner of National Payments, a Visa and MasterCard approved merchantprocessing business in the financial services sector.
- In 2018, Bob gifted CDN\$10M to the University of Lethbridge towards the creation of the Dhillon School of
  Business (DSB)\*. Bob's strong belief that education and entrepreneurship are the engines of national prosperity,
  along with his strong desire to give back to the province that provided him with so many opportunities, motivated
  his decision to make this substantial and transformative contribution. One of the primary areas of study at DSB is
  world class research and emerging technologies. Bob is also very proud of the fact that DSB was the first postsecondary institution in Canada to mandate an indigenous studies course requirement

### **Governance - The Management Team**





#### **Johnny Lam**

- Johnny joined Mainstreet as Chief Financial Officer when the company went public in 1998. A founding team
  member, Johnny brings over 30 years of senior management experience in Asia, the UK, Australia, and North
  America. Before coming to Mainstreet, he served as VP of Finance and Administration at HB Media Holding Pte.
  Ltd. in Singapore. In MEQ, Johnny held the titles of both Chief Operating Officer and Chief Financial Officer until
  deciding in 2017 to focus his energy on operational matters exclusively. As such, Johnny was responsible for all
  aspects of operations, integration and re-positioning of new properties, marketing of our brand and overall
  business development.
- Johnny retired from MEQ in 2021, since then he has remained a part of the senior management team fulfilling key management roles and focuses on the development of the 2nd generation management team at Mainstreet.

### **Governance - The Management Team**





#### **Trina Cui | Chief Financial Officer**

- Trina Cui is Mainstreet's Chief Financial Officer, responsible for the complete financial oversight of the company including external and internal reporting, capital allocation, business performance management, commercial management, and investor relations.
- Trina joined the Mainstreet team in 2008, and has served in several roles specializing in fiscal oversight; boldly guiding the company through the challenging economic conditions of those times and overseeing a dramatic period of growth in the years since. Trina's expertise and her experienced perspective
- are informed by her CPA-CGA designation, her Bachelor of Commerce (High Honours) degree from Carleton University (double major in Accounting and Finance), and her Master of Business Administration degree from Queen's University.
- Trina has a passion for literature and fine art, often found playing the piano when not hiking, snowboarding, or traveling the world in her spare time. Trina's favorite way to relax, though, is spending time with her family.



#### **Anthony Lam | Operating Officer**

- Anthony Lam is Mainstreet's Operating Officer, joining the team in 2018. The title belies the number of roles he's cycled through in that time, however. Anthony went through these various roles to obtain a thorough understanding of Mainstreet's operational dynamics at all levels, believing that being in touch with challenges faced at the ground level is crucial to informed and responsive leadership.
- Anthony obtained his CPA designation during his time at Ernst and Young, and has overseen the implementation and integration of the Yardi operational management system into Mainstreet, including the associated change management.
- · Anthony is a gourmand, with a passion for fine food and drink worth traveling for.

### **Governance - The Board**



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#### Joe Amantea | Secretary

- Joe Amantea is a senior associate with the law firm Warren Benson Amantea LLP in Calgary, Alberta. Mr. Amantea has more than three decades of experience in real estate, multifamily acquisitions, construction law, foreclosures and corporate/commercial law. He deals mainly with small and medium-sized private companies. Mr. Amantea articled with Warren, Raymaker & Stewart (now known as Warren Benson Amantea LLP) in 1977 and was admitted to the Bar in 1978. He became a partner of the firm on February 1, 1982.
- Mr. Amantea has an extensive record of professional and community service that has included roles as Past Director and Chairman, Columbus Savings and Credit Union Ltd.; Director, Calgary Italian Sportsmen's Dinner Association; Past Unit Chairman, Western Canada Summer Games; Member and Executive Officer of the St. Joseph's School Parent Council; Member, Calgary Winter Club; and Member, University of Calgary Chancellors Club.
- Mr. Amantea acts as corporate counsel on real-estate-related matters on behalf of Mainstreet.



#### **Rich Grimaldi | Audit Committee**

- Rich Grimaldi is a seasoned real estate executive with over 25 years of experience in senior roles in the real estate industry. He has held various positions in the Commercial Real Estate Division at GE Capital, including Managing Director of Institutional Accounts, Managing Director Canadian Real Estate, and Managing Director Large Transaction Group. He has extensive experience in financing public and private companies, structuring debt, equity and joint- venture new business opportunities.
- As the Managing Director of GE Real Estate National Accounts from 2001 to 2004 (in New York), he was responsible for all debt investments in North America covering a
  customer base that consisted of Opportunity Funds, REITs and Public Companies. National Accounts consisted of a \$4 billion portfolio and closed approximately \$3 billion of new
  business during that term.



#### **Karanveer Dhillon | Director**

- K.V. Dhillon is the CEO and Managing Director of Guggenheim Capital Management (Asia) and Head of Guggenheim's India operations. Guggenheim Capital is a leading investment management firm with over \$100 billion under management. Mr. Dhillon has over 16 years of experience in the financial services area. Prior to joining Guggenheim Partners in 2008, he was a partner at Thomas Weisel Partners (TWP). Mr. Dhillon led TWP's efforts in India by establishing its Mumbai office. Before joining the Institutional Sales team at TWP in 1999, He was a VP on the Sales team at First Analysis, and prior to that, he was an Associate in Sales at Kidder Peabody. During his career, Mr. Dhillon has established strong relationships with leading investment managers including AIM Funds, Chartwell Investment Partners, Morgan Stanley Asset Management, T. Rowe Price and Turner Investment Partners.
- . Mr. Dhillon holds a Bachelor's degree from the University of Calgary and an M.B.A. from the Kellogg School of Management, Northwestern University.

### **Governance - The Board**







#### John Irwin | Chair, Audit Committee

- John Irwin, retired, served as Chief Financial Officer (CFO), Chief Information Officer (CIO) and Vice-President of the Ivey Companies for the Richard Ivey School of Business. He was primarily responsible for Ivey's financial organization, information technology, conference centres, main campus facilities, and global asset management in Hong Kong, Shanghai, Beijing, and Mumbai.
- Mr. Irwin holds a Bachelor's Degree from Western University, as well as being a retired CPA-CGA. He was the project manager for the new \$110 million Ivey
  Business School building. Mr. Irwin was a key player in Ivey's strategic initiatives. He was responsible for the financial re-organization and privatization of
  business operations, expansion of the school's operations in Asia, physical expansion and financing of Ivey's Leadership Centres in London, Toronto, and Hong
  Kong.
- In addition to Mainstreet, Mr. Irwin previously was a member of the Board of Directors of Richard Ivey School of Business Foundation, Richard Ivey School of Business (Asia) Limited, RISB Ltd (Beijing), and the London Convention Centre. He currently serves as the Chair of Mainstreet's Audit Committee.

#### Ron B Anderson | Chair, Human Resources Committee

- Ron Anderson has over 30 years of experience in real estate finance, private equity, M&A and corporate and commercial banking in Western Canada. He ran
  the British Columbia operations of National Bank of Canada from 1986 to 1993. Tallinn Capital, which he founded in 1999, has offices in Vancouver and Calgary
  and manages two private mezzanine loan funds, one focused on real estate finance and the other focused on financing the mid-market corporate and junior oil
  & gas sectors.
- Mr. Anderson received his Certified General Accountant designation in 1987 and earned a Bachelor of Commerce from the University of British Columbia in 1979. In addition to sitting on the Mainstreet board, he is a director of The Nature Trust of British Columbia, a Governor and past-Treasurer of Crofton House School and has been a director of a number of public and private companies and non-profit organizations.