

Management's Discussion and Analysis

For the three months ended December 31, 2018 and the period from April 24, 2018 (date of formation) to December 31, 2018



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Section I - Overview



Business Overview

Minto Apartment Real Estate Investment Trust (the "REIT") is an unincorporated, open-ended real estate investment trust established pursuant to a Declaration of Trust dated April 24, 2018, which was amended and restated on June 27, 2018 and further amended by the First Amendment to the Amended and Restated Declaration of Trust on July 10, 2018. The REIT was formed to own and operate a portfolio of income-producing multi-residential rental properties located in Canada.

The REIT's operations commenced on July 2, 2018 when the REIT indirectly acquired a portfolio of 22 multi-residential rental properties (the "Initial Portfolio"), comprising an aggregate of 4,279 suites located in urban centres in Ontario and Alberta. The Initial Portfolio is held by Minto Apartment Limited Partnership (the "Partnership") which is consolidated by the REIT. On July 3, 2018, the REIT completed its initial public offering ("IPO") of trust Units ("Units") and raised gross proceeds of \$200,013 through the issuance of 13,794,000 Units at a price of \$14.50 per Unit.

On July 10, 2018, pursuant to the over-allotment option granted to the underwriters in connection with the IPO, the REIT issued an additional 2,069,100 Units at a price of \$14.50 per Unit, resulting in gross proceeds of \$30,002. The net proceeds of the over-allotment option were used to redeem 2,069,100 Class B LP Units of the Partnership held by a limited partnership wholly owned by Minto Properties Inc. ("MPI"). Following the closing of the over-allotment option, there are 15,863,100 Units issued and outstanding.

At December 31, 2018, the REIT's portfolio consists of 23 multi-residential rental properties, comprising an aggregate of 4,350 suites.

The REIT was established under the laws of the Province of Ontario. The principal and registered office of the REIT is 200-180 Kent Street, Ottawa, Ontario.

Business Acquisition

On July 2, 2018, the REIT completed its acquisition of the Partnership by acquiring all the assets and assuming all the liabilities for total consideration of \$803,597. The impact of the acquisition on the REIT's operating results and key performance indicators are discussed throughout this Management's Discussion and Analysis.

Summary of the Acquired Business

As of July 2, 2018, the Partnership owned and managed the Initial Portfolio of 22 income-producing multi-residential properties comprising an aggregate of 4,279 suites located in Toronto, Ottawa, Calgary and Edmonton. Among these properties are two mixed-use residential rental apartment and commercial buildings.

Sources of Funds for the Acquisition

The consideration was funded as follows:

| Issuance of Class B LP Units | \$ 332,463 |
|--|---------------|
| Issuance of Class C LP Units, including mark-to-market adjustment of \$3,558 | 233,608 |
| Unsecured promissory note issued to MPI, including mark-to-market adjustment of \$88 | 25,780 |
| Unsecured promissory note issued to MPI | 28,458 |
| Acquisition note issued to MPI | 183,288 |
| Total consideration for acquisition | \$ 803,597 |

The sources of cash and use after the completion of the REIT's IPO on July 3, 2018 are as follows:

| Sources | |
|---|---------------|
| Proceeds of IPO (excluding the over-allotment option) | \$ 200,013 |
| Proceeds from revolving credit facility | 28,458 |
| | \$ 228,471 |
| Uses | |
| Unit issue costs (excluding the costs of the over-allotment option) | \$ 16,200 |
| Finance costs | 525 |
| Repayment of unsecured promissory note | 28,458 |
| Repayment of acquisition note | 183,288 |
| | \$ 228,471 |

Purchase Price Allocation

The acquisition of the Initial Portfolio was accounted for as a business combination using the purchase method of accounting with the allocation to the fair value of identifiable net assets acquired as follows:

| | July 2, 2018 |
|--|-----------------|
| Investment properties | \$ 1,123,000 |
| Prepaid expenses and other assets | 4,677 |
| Resident and other receivables | 87 |
| Cash | 2,100 |
| Mortgages, including mark-to-market adjustment of \$2,742 | (239,754) |
| Due to related parties | (1,049) |
| Tenant rental deposits | (5,234) |
| Accounts payable and accrued liabilities | (1,067) |
| | 882,760 |
| Excess fair value of net assets acquired over consideration paid - bargain purchase gain | (79,163) |
| Total consideration for acquisition | \$ 803,597 |

Business Strategy and Objectives

The REIT's objectives are to:

- provide Unitholders an opportunity to invest in high-quality income-producing multi-residential rental properties strategically located across urban centres in Canada;
- enhance the value of the REIT's assets and maximize long-term Unitholder value through value-enhancing capital investment programs and active asset and property management of the REIT properties;
- provide Unitholders with predictable and sustainable distributions; and
- expand the REIT's asset base across Canadian urban centres through intensification programs, acquisitions and developments.

Management believes it can accomplish these objectives given that it operates a high quality portfolio in an attractive asset class with compelling supply and demand characteristics. Furthermore, the REIT has several strategic avenues for growth and benefits from its strategic alliance with MPI.

Declaration of Trust

The investment policies of the REIT are outlined in the REIT's Amended and Restated Declaration of Trust dated June 27, 2018, as amended by the First Amendment to the Amended and Restated Declaration of Trust dated July 10, 2018 (together, the "DOT"). A copy of these documents are available on SEDAR (www.sedar.com). Some of the principal investment guidelines and operating policies set out in the DOT are set out below.

Investment Guidelines

- (i) The focus of the REIT is to invest in income-producing real estate located in Canada whose revenue stems primarily from multi-residential rental assets and assets ancillary thereto;
- (ii) No investment will be made that would result in the REIT not qualifying as a "mutual fund trust" as defined in the Income Tax Act (Canada);
- (iii) No single asset shall be acquired if the cost of such acquisition (net of the amount of debt assumed or incurred for the acquisition) exceeds 20% of the REIT's "Gross Book Value" (defined as the greater of (1) total assets and (2) the sum of the historical cost of investment properties, cash and cash equivalents, mortgage receivable and the historical cost of other assets);
- (iv) Investments in joint ventures are permitted for the purpose of making another otherwise qualifying investment;
- (v) The REIT is permitted to invest in raw land (which does not include land under development) up to 10% of Gross Book Value;
- (vi) The REIT is permitted to invest in and originate mortgages, mortgage bonds, mezzanine loans and similar instruments that are secured by properties that otherwise would be qualifying REIT investments up to 15% of Gross Book Value; and
- (vii) The REIT may invest an amount up to 15% of Gross Book Value in investments which do not comply with certain investment guidelines including paragraphs (i), (v) and (vi), above.

Operating Policies

- (i) Overall indebtedness of the REIT (including Class C LP Units) shall not exceed 65% of Gross Book Value (or 70% of Gross Book Value including convertible debentures);
- (ii) The REIT cannot guarantee third party debt, except for entities in which the REIT has an interest or joint ventures in which the REIT has an interest, subject to certain stipulated permitted exceptions;
- (iii) The REIT can engage in new construction or development of real property provided that the aggregate investment in construction or development does not exceed 10% of Gross Book Value;
- (iv) The REIT will maintain property insurance coverage; and
- (v) The REIT will obtain an appraisal of each real property that it intends to acquire, an engineering survey with respect to the physical condition of the property and a Phase I environmental site assessment of the property (or be entitled to rely on a Phase I environmental site assessment that is not more than six months old).

As of March 19, 2019, the REIT was in compliance with its investment guidelines and operating policies.

Basis of Presentation

Management's Discussion and Analysis of the REIT's results of operations and financial condition should be read in conjunction with the REIT's consolidated financial statements and accompanying notes for the period from April 24, 2018 (date of formation) to December 31, 2018, prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB"), and with the REIT's final IPO prospectus dated June 22, 2018 (the "IPO Prospectus").

The REIT had no operations prior to July 2, 2018 and therefore the discussion in this Management's Discussion and Analysis has been limited to the period from July 2, 2018 to December 31, 2018. The analysis provides comparison to the REIT's financial forecast for the three months and six months ended December 31, 2018 provided in the Prospectus (the "Forecast"). All amounts are stated in thousands of Canadian dollars, unless otherwise noted.

The REIT's Board of Trustees approved the content of this Management's Discussion and Analysis on March 19, 2019. Disclosure in this document is current to that date unless otherwise stated. Additional information relating to the REIT can be found on SEDAR at www.sedar.com and also on the REIT's website at www.mintoapartments.com.

Forward-Looking Statements

This Management's Discussion and Analysis may contain forward-looking statements (within the meaning of applicable Canadian securities laws) relating to the business of the REIT. Forward-looking statements are identified by words such as "believe", "anticipate", "project", "expect", "intend", "plan", "will", "may", "estimate" and other similar expressions. These statements are based on the REIT's expectations, estimates, forecasts and projections. They are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements, including, but not limited to, the factors incorporated by reference and discussed under the heading "Risk Factors" in the REIT's base shelf short form prospectus dated December 21, 2018. There can be no assurance that forward-looking statements will prove to be accurate as actual outcomes and results may differ materially from those expressed in these forward-looking statements. Readers, therefore, should not place undue reliance on any such forward-looking statements. Further, these forward-looking statements are made as of the date of this Management's Discussion and Analysis and, except as expressly required by applicable law, the REIT assumes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Use of Estimates

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the amounts reported in the consolidated financial statements and accompanying note disclosures. Although these estimates are based on management's knowledge of current events and actions the REIT may undertake in the future, actual results may differ from the estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Non-IFRS Measures

This Management's Discussion and Analysis has been prepared in accordance with IFRS. It also contains certain non-IFRS financial measures including funds from operations ("FFO"), adjusted funds from operations ("AFFO") and net operating income ("NOI"), which are measures commonly used by publicly traded entities in the real estate industry. Management believes that these metrics are useful for measuring different aspects of performance and assessing the underlying operating performance on a consistent basis. However, these measures do not have a standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other publicly traded entities. These measures should strictly be considered supplemental in nature and not a substitute for financial information prepared in accordance with IFRS.

In February 2018, the Real Property Association of Canada ("REALpac"), published a white paper titled "White Paper on Funds from Operations & Adjusted Funds from Operations for IFRS". The purpose of the white paper is to provide reporting issuers and investors with greater guidance on the definition of FFO and AFFO and to help promote more consistent disclosure from reporting issuers. The REIT has reviewed the white paper and has implemented its recommended disclosures in this Management's Discussion and Analysis, except as noted below.

FFO is defined as IFRS consolidated net income adjusted for items such as unrealized changes in the fair value of investment properties, effects of puttable instruments classified as financial liabilities and net changes in fair value of financial instruments. FFO should not be construed as an alternative to net income or cash flows provided by or used in operating activities determined in accordance with IFRS. The REIT's method of calculating FFO is in accordance with REALpac's recommendations, but may differ from other issuers' methods and, accordingly, may not be comparable to FFO reported by other issuers. The REIT regards FFO as a key measure of operating performance.

AFFO is defined as FFO adjusted for items such as maintenance capital expenditures and straight-line rental revenue differences. AFFO should not be construed as an alternative to net income or cash flows provided by or used in operating activities determined in accordance with IFRS. The REIT's method of calculating AFFO is in accordance with REALpac's recommendations, except that it adjusts for certain non-cash items (such as adjustments for the amortization of mark-to-market adjustments related to debt and gain on retirement of debt), but may differ from other issuers' methods and, accordingly, may not be comparable to AFFO reported by other issuers. The REIT regards AFFO as a key measure of operating performance. The REIT also uses AFFO in assessing its distribution paying capacity.

NOI is defined as revenue from investment properties less property operating costs, property taxes and utilities prepared in accordance with IFRS. NOI should not be construed as an alternative to net income determined in accordance with IFRS. The REIT's method of calculating NOI may differ from other issuers' methods and, accordingly, may not be comparable to NOI reported by other issuers. The REIT regards NOI as an important measure of the income generated from income-producing properties and is used by management in evaluating the performance of the REIT's properties. It is also a key input in determining the value of the REIT's properties. NOI margin is defined as NOI divided by revenue.

The REIT computes FFO and AFFO in accordance with the current definitions of REALpac, except for the amortization of the mark-to-market adjustments and gain on retirement of debt as noted above. The REIT uses FFO and AFFO in addition to NOI to report operating results. Management believes that these metrics are useful in assessing the performance of the portfolio readily against its publicly traded peer group. FFO and AFFO are not indicative of funds available to meet the REIT's cash requirements.

Financial and Operating Highlights

The REIT's strategy is to invest in high quality income-producing multi-residential rental properties in urban centres across Canada. In July 2018, the REIT acquired investment properties totaling more than \$1.1 billion including the Initial Portfolio of 22 properties comprising 4,279 suites across Ottawa, Toronto, Calgary and Edmonton. During the fourth quarter of 2018, one suite was created from excess common area space at a property in Ottawa and the REIT acquired another investment property for \$20,376 in Calgary, which added 70 suites and a commercial space with net rentable area of 8,966 square feet. In addition, the REIT committed to acquire an additional 199 suites in Calgary for \$63,750 during the fourth quarter, with the closing of the acquisition occurring subsequent to year end. The Calgary acquisitions allow the REIT to further diversify its portfolio in a key Canadian urban market and present an opportunity to realize operating efficiencies.

On November 23, 2018, the REIT entered into a refinancing arrangement in the amount of \$49,831 bearing interest at 3.25% per annum, associated with two of its Toronto properties and the proceeds were used to repay existing mortgages and the unsecured note due to MPI associated with the properties. Refinancing the debt insulates the REIT from the impact of rising interest rates and extends the maturity date to 2022.

In addition, the REIT committed to advance up to \$30,000 at 6% per annum as financing support to MPI for the planned redevelopment of a commercial property located in Ottawa into a mixed-use, multi-residential rental and retail property. The REIT will have the exclusive option to purchase the property upon stabilization at 95% of fair value. This is in line with the REIT's objective to capitalize on its relationship with MPI to generate growth.

Selected operating results for the six months ended December 31, 2018 for the REIT are as follows:

- Revenue from investment properties was \$42,475, 4.2% higher than the Forecast;
- NOI was \$26,110, 7.0% higher than the Forecast;
- NOI margin was 61.5%, 160 bps higher than the Forecast;
- Recorded a fair value adjustment to investment properties of \$40,048; and
- Distributions of \$0.20276 per Unit were declared.

The REIT's strong financial results for the six months ended December 31, 2018 were driven by strong rental market conditions and prudent cost management.

The REIT realized on substantial organic growth for the six months ended December 31, 2018 through strong leasing activities and revenue management strategies. As new tenants take occupancy, the REIT is able to move rental rates from older in-place levels to current market rates. During the period, new leases resulted in annualized revenue growth of approximately \$764. A summary of leasing activities and the gains to be realized from new leases signed for the six months ended December 31, 2018 is set out in the table below.⁽¹⁾

| | New Leases | Average | Monthly | Average | Monthly | Percentage | Ann | ualized |
|-----------------|------------|----------------------|---------|----------|---------|--------------|-------|---------|
| Geographic node | Signed | Expiring Rent | | New Rent | | Gain-on-Turn | Gain- | on-Turn |
| Toronto | 53 | \$ | 1,845 | \$ | 2,075 | 12.5% | \$ | 147 |
| Ottawa | 477 | | 1,347 | | 1,438 | 6.7% | | 520 |
| Alberta | 83 | | 1,198 | | 1,295 | 8.1% | | 97 |
| Total/Average | 613 | \$ | 1,370 | \$ | 1,474 | 7.6% | \$ | 764 |

⁽¹⁾ Excludes new leases of furnished suites.

A summary of leasing activities and the gains to be realized from new leases signed for the three months ended December 31, 2018 is set out in the table below.⁽¹⁾

| | New Leases | Average | Monthly | Average | Monthly | Percentage | Ann | ualized |
|-----------------|------------|---------|----------|---------|----------|--------------|-------|---------|
| Geographic node | Signed | Expir | ing Rent | N | lew Rent | Gain-on-Turn | Gain- | on-Turn |
| Toronto | 19 | \$ | 1,860 | \$ | 2,118 | 13.9% | \$ | 59 |
| Ottawa | 189 | | 1,310 | | 1,402 | 7.1% | | 210 |
| Alberta | 42 | | 1,204 | | 1,307 | 8.6% | | 52 |
| Total/Average | 250 | \$ | 1,334 | \$ | 1,441 | 8.0% | \$ | 321 |

⁽¹⁾ Excludes new leases of furnished suites.

Management continually reviews market rents and updates the embedded potential gain-to-lease in the portfolio. The economic backdrop for residential rentals is favourable, particularly in Ontario. Management currently estimates that the portfolio has annualized embedded potential gains-to-lease of approximately \$5,665. The embedded rent, segmented by market, is set out in the table below. The ability of the REIT to realize on this growth is dependent on the rate of turnover in its portfolio. The gain-to-lease potential on existing rents as at December 31, 2018⁽¹⁾ is as follows:

| | | Average | Monthly | Manage | ement's | | ıΑ | nnualized |
|-----------------|--------|---------|----------|---------------|---------|---------------|---------|-----------|
| | Total | I | n-Place | Estimate of N | Monthly | Percentage | Estimat | ed Gain- |
| Geographic node | Suites | Rei | nt/Suite | Mark | et Rent | Gain-to-Lease | | to-Lease |
| Toronto | 679 | \$ | 1,701 | \$ | 1,936 | 13.8% | \$ | 1,947 |
| Ottawa | 2,941 | | 1,364 | | 1,453 | 6.5% | \$ | 3,204 |
| Alberta | 431 | | 1,197 | | 1,296 | 8.3% | \$ | 514 |
| Total/Average | 4,051 | \$ | 1,402 | \$ | 1,517 | 8.2% | \$ | 5,665 |

⁽¹⁾ Excludes 240 furnished suites and 59 vacant suites.

The REIT's asset management strategy targets improvements to suites and building common areas to take advantage of market demand for repositioned product. As part of an asset management plan for a building, management will renovate various test suites to gauge tenants' demand for different improvements or combination of improvements and to mitigate capital risk by understanding costs and uncovering potential issues prior to a broader roll out of the repositioning program. Once an optimal combination of improvements is determined, management will then execute a repositioning plan for all of the suites in the building. The rate at which the REIT can complete the repositioning of suites depends on the rate of suite turnover. The REIT currently has active repositioning programs at Minto Yorkville in Toronto and its Edmonton properties. The repositioning program at Minto one80 five in Ottawa was completed in the third quarter of 2018. A summary of the repositioning activities for the six months ended December 31, 2018 is set out in the table below.

| | Number of Suites Repos | Number of Suites Repositioned and Leased | | | | | | |
|---------------------|------------------------|--|----------------------|--|--|--|--|--|
| | Three months ended | Six months ended | Remaining Number of | | | | | |
| Property | December 31, 2018 | December 31, 2018 | Suites to Reposition | | | | | |
| Minto one80five | - | 53 | - | | | | | |
| Minto Yorkville | 6 | 24 | 75 | | | | | |
| Edmonton properties | 11 | 34 | 137 | | | | | |

During the fourth quarter of 2018, management developed repositioning plans for two additional properties that are located in Ottawa, Castle Hill and Carlisle. Repositioning work at these properties commenced on February 1, 2019, with the first renovated suites anticipated to be available for lease starting April 2019.







Minto one80five, Ottawa



Carlisle test suite, Ottawa

The in-suite renovations include a modern open concept kitchen with new stainless steel appliances, new quartz surfaces, new flooring, renovated bathrooms, updated light fixtures and updated hardware throughout along with upgrading common areas.

Outlook

Management is focused on growing the REIT in a strategic and disciplined manner. The growth is expected to come from:

- Organic growth opportunities including the realization of embedded gain-to-lease on existing rents;
- Value creation from the repositioning of existing assets by investing in in-suite and common area improvements to drive higher revenue;
- Making strategic acquisitions in major urban centres across Canada; and,
- Capitalizing on our relationship with MPI and its affiliates to generate growth either through the development of purpose-built rental properties on existing sites that have the ability to add more density or by accessing MPI's pipeline of assets and opportunities.

Additionally, management continues to seek opportunities to improve results of operations by identifying operating efficiencies.

Section II - Financial Highlights and Performance





Selected Financial Information

The following table includes highlights of selected operating and financial information of the REIT for the six months ended December 31, 2018:

| | December 31, 2018 |
|-------------------------------------|-------------------|
| Total assets | \$ 1,206,925 |
| Investment properties | 1,197,811 |
| Non-current liabilities | 917,141 |
| Mortgages | 275,601 |
| Credit facility | 35,925 |
| Class C LP Units | 231,037 |
| Revenue | 42,475 |
| Net operating income | 26,110 |
| Net income and comprehensive income | \$ 49,390 |

Key Performance Indicators

At December 31, 2018, the REIT held 23 multi-residential rental properties, comprising an aggregate of 4,350 suites, a small number of which operate as furnished suites.

The following table highlights certain information about the REIT for the period from April 24, 2018 (date of formation) to December 31, 2018:

| | December 31, 2018 | | |
|--|-------------------|--------|--|
| Operating | | | |
| Number of properties | | 23 | |
| Total suites | | 4,350 | |
| Average monthly rent per suite | \$ | 1,402 | |
| Occupancy | | 98.76% | |
| Financial | | | |
| Revenue | \$ | 42,475 | |
| NOI | \$ | 26,110 | |
| NOI margin | | 61.5% | |
| Net income and comprehensive income | \$ | 49,390 | |
| FFO | \$ | 16,197 | |
| FFO per unit | \$ | 0.4411 | |
| AFFO | \$ | 13,235 | |
| AFFO per unit | \$ | 0.3604 | |
| AFFO Payout ratio | | 56.25% | |
| Debt-to-Gross Book Value ratio | | 44.95% | |
| Debt Service Coverage ratio | | 1.97x | |
| Weighted average term to maturity on fixed rate debt | | 5.86 | |
| Weighted average interest rate on fixed rate debt | | 3.18% | |
| Distribution per Unit annualized | \$ | 0.41 | |
| Distribution yield based on Unit closing price | | 2.22% | |

To assist management and investors in monitoring the REIT's achievement of its objectives, the REIT has defined a number of key performance indicators to measure the success of its operating and financial performance:

Operating

- (i) Average monthly rent per suite Represents the average monthly rent for unfurnished and occupied suites.
- (ii) Occupancy The ratio of occupied unfurnished suites to the total unfurnished suites in the portfolio that are eligible for rental at the end of the period. The suites eligible for rental exclude suites that are not available due to repositioning projects or major refurbishment projects.

Financial

- (i) NOI margin Calculated as NOI divided by revenue from investment properties.
- (ii) FFO per unit Calculated as FFO divided by the sum of the total number of Units and the total number of Class B LP Units as at December 31, 2018. See Section I, "Non-IFRS Measures".
- (iii) AFFO per unit Calculated as AFFO divided by the sum of the total number of Units and the total number of Class B LP Units as at December 31, 2018. See Section I, "Non-IFRS Measures".

- (iv) AFFO Payout ratio The AFFO Payout ratio is the proportion of the total distributions on Units and Class B LP Units to AFFO.
- (v) Debt-to-Gross Book Value ratio The REIT's primary measure of its leverage is debt as a proportion of total assets. Debt-to-Gross Book Value ratio is calculated by dividing total interest-bearing debt consisting of mortgages, credit facility and Class C LP Units by Gross Book Value.
- (vi) Debt Service Coverage ratio Debt Service Coverage ratio is the ratio of NOI to total debt service consisting of interest expense recorded as finance costs and principal payments on mortgages and credit facility and distributions on Class C LP Units.
- (vii) Weighted average term to maturity on fixed rate debt Calculated as the weighted average of term to maturity on the outstanding mortgages and Class C LP Units as at December 31, 2018. The REIT monitors the average term to maturity of its mortgages and Class C LP Units.
- (viii) Weighted average interest rate on fixed rate debt Calculated as the weighted average of the stated interest rates on the outstanding balance of mortgages and Class C LP Units as at December 31, 2018. The REIT monitors the average cost of its mortgages and Class C LP Units.

Review of Financial Performance - Fiscal Year 2018

The following table highlights selected financial information for the REIT for the six months ended December 31, 2018 compared to the Forecast contained in the Prospectus. The REIT was established on April 24, 2018 and commenced operations on July 2, 2018. Results for the period from April 24, 2018 to July 1, 2018 were not included in comparisons as the REIT had no operations for that period.

| | | Actual ⁽¹⁾ | | Forecast | | |
|--|-------|-----------------------|-------|---------------|--------------|----------|
| Six months ended | Decem | nber 31, 2018 | Decem | nber 31, 2018 | \$ Change | % Change |
| Revenue from investment properties | \$ | 42,475 | \$ | 40,767 | \$ 1,708 | 4.2% |
| Property operating costs | | 8,257 | | 8,106 | (151) | (1.9)% |
| Property taxes | | 4,528 | | 4,578 | 50 | 1.1% |
| Utilities | | 3,580 | | 3,679 | 99 | 2.7% |
| Net operating income | | 26,110 | | 24,404 | 1,706 | 7.0% |
| General and administrative expenses | | 2,267 | | 2,200 | (67) | (3.0)% |
| Fair value adjustment to investment properties | | (40,048) | | - | 40,048 | 100% |
| Fair value adjustment to Class B LP Units | | 81,713 | | - | (81,713) | (100)% |
| Fair value adjustment to unit-based compensation | | 76 | | - | (76) | (100)% |
| Finance costs - operations | | 11,875 | | 12,809 | 934 | 7.3% |
| Bargain purchase gain | | (79,163) | | _ | 79,163 | 100% |
| Net income and comprehensive income | \$ | 49,390 | \$ | 9,395 | \$ 39,995 | 425.7% |

⁽¹⁾ Includes revenue and expenses from the investment property acquired on December 18, 2018. See Section III, "Investment Properties".

Net Operating Income

NOI was \$1,706 higher compared to the Forecast. Same property NOI has not been provided as the acquisition of the investment property in the fourth quarter had no significant impact on NOI. The change in NOI was a result of higher revenue compared to Forecast, as outlined below.

Revenue from Investment Properties

| | | Actual | | Forecast | | | |
|-----------------------|-------|---------------|--------|--------------|------|--------|----------|
| Six months ended | Decem | nber 31, 2018 | Decemb | per 31, 2018 | \$ (| Change | % Change |
| Rental revenue | \$ | 41,000 | \$ | 39,553 | \$ | 1,447 | 3.7% |
| Other property income | | 1,475 | | 1,214 | | 261 | 21.5% |
| | \$ | 42,475 | \$ | 40,767 | \$ | 1,708 | 4.2% |

Rental revenue consists of rental related income earned from the REIT's portfolio of investment properties, including rents earned from residential and commercial lease agreements, rents from furnished suites, parking and storage rental revenue. Other property income consists of various sources of revenues including laundry facilities, utility charges, and other fee income from tenants.

Rental revenue was higher than Forecast and primarily attributable to a higher than expected occupancy across the portfolio. Also contributing to a favourable rental revenue variance were higher rents achieved on new leases, revenue earned from furnished suites and ancillary revenue.

The increase in other property income was a result of higher revenues from laundry services, property tax recovery from commercial tenants and higher than anticipated utility cost recovery due to the continued implementation of submetering at certain properties.

Rental performance metrics for the periods presented are as follows:

| | Actua | I | Forecast |
|--------------------------------|-------------------|-------|---------------|
| As at | December 31, 2018 | Decem | nber 31, 2018 |
| Number of suites* | 4,350 | | 4,279 |
| Average monthly rent per suite | \$ 1,402 | \$ | 1,388 |
| Occupancy | 98.76% | | 96.30% |

^{*} Includes suites from the acquisition of an investment property in Calgary and one suite created from excess common area space at a property in Ottawa. See Section III, "Investment Properties".

Average monthly rent per suite of \$1,402 was \$14 per suite higher than Forecast primarily due to realized gain-to-lease on suite turnover across all markets, which experienced average monthly new rents above Forecast. Occupancy of 98.76% was also favourable to Forecast by 246 bps due to strong market conditions in Ontario.

Property Operating Costs

| | | Actual | | Forecast | | | |
|--------------------------|--------|-------------|--------|-------------|------|--------|----------|
| Six months ended | Decemb | er 31, 2018 | Decemb | er 31, 2018 | \$ C | Change | % Change |
| Property operating costs | \$ | 8,257 | \$ | 8,106 | \$ | (151) | (1.9)% |

Property operating costs relate to direct costs associated with operating the properties and providing services to tenants. Included in property operating costs are repairs and maintenance, insurance, site staff salaries, cleaning costs, leasing costs, supplies, waste removal and bad debt expense. Property operating costs were higher than Forecast due to unfavourable repairs and maintenance as a result of additional caulking and window repairs at some of the properties. These were off-set by lower administrative costs directly relating to the properties. Overall, property operating costs represent 19.4% of revenue compared to Forecast of 19.9%. The REIT maintains cost discipline and tight controls on property operating costs.

Property Taxes

| | | Actual | | Forecast | | | |
|------------------|--------|-------------|--------|-------------|------|-------|----------|
| Six months ended | Decemb | er 31, 2018 | Decemb | er 31, 2018 | \$ C | hange | % Change |
| Property taxes | \$ | 4,528 | \$ | 4,578 | \$ | 50 | 1.1% |

Property taxes were \$4,528 for the six months ended December 31, 2018 and were in line with the Forecast. In Ontario, where the REIT has its largest concentration of properties, property assessments are completed every four years by an independent non-profit government agency. Individual municipalities set property tax rates to meet budgetary requirements.

Utilities

| | | Actual | | Forecast | | | |
|------------------|---------|-------------|---------|------------|------|-------|----------|
| Six months ended | Decembe | er 31, 2018 | Decembe | r 31, 2018 | \$ C | hange | % Change |
| Electricity | \$ | 1,635 | \$ | 1,696 | \$ | 61 | 3.6% |
| Water | | 1,286 | | 1,340 | | 54 | 4.0% |
| Natural gas | | 659 | | 643 | | (16) | (2.5)% |
| | \$ | 3,580 | \$ | 3,679 | \$ | 99 | 2.7% |

Utilities consist of electricity, water and natural gas for the rental properties. Utility costs can be highly variable from one period to the next. The cost is dependent upon seasonality-driven usage, as well as utility rates and commodity prices. Overall utilities expense for the six months ended December 31, 2018 of \$3,580 was consistent with the Forecast of \$3,679.

General and Administrative Expenses

| | | Actual | | Forecast | | | |
|-------------------------------------|---------|------------|---------|-------------|------|-------|----------|
| Six months ended | Decembe | r 31, 2018 | Decembe | er 31, 2018 | \$ C | hange | % Change |
| General and administrative expenses | \$ | 2,267 | \$ | 2,200 | \$ | (67) | (3.0)% |

General and administrative expenses are costs associated with the administration of the REIT, including: audit fees, legal fees, salaries and benefits for certain REIT employees, Trustee fees and costs associated with support services provided under the Administrative Support Agreement ("ASA") between the REIT and MPI. The general and administrative expenses of \$2,267 for the six months ended December 31, 2018 were higher than with the Forecast primarily due to costs relating to the filing of the base shelf short form prospectus. See Section IV, "Liquidity, Capital Resources and Contractual Commitments".

Fair Value Adjustment to Investment Properties

The REIT acquired the Initial Portfolio on July 2, 2018 at fair value which was determined by qualified and independent external appraisers. On a go-forward basis, the REIT intends to rotate its property external valuations annually to ensure that every property is externally appraised at least once every three years. These appraisals will be used by management to validate market assumptions and data used as part of the internal valuation methodology. Fair value for residential properties as at December 31, 2018 is based on internal valuations using the direct capitalization approach. Estimated stabilized net operating income is based on the respective property's forecasted results, less estimated aggregate future capital expenditures. Capitalization rates reflect the characteristics, location and market of each property. The resulting fair value gains and losses are recorded in the consolidated statement of net income and comprehensive income. The REIT adjusts the value of properties on a quarterly basis.

The increase in fair value of investment properties of \$40,048 for the six months ended December 31, 2018 was comprised of a \$59,292 increase due to NOI, a \$10,971 increase from changes in capitalization rates and partially offset by a \$30,215 increase in the deduction for capital expenditures. The increase from changes in NOI was primarily due to properties located in Toronto and Ottawa which have been experiencing higher rental rates. The change from the impact of capitalization rates was primarily due to Minto one80 five as the completion and leasing of repositioned suites has resulted in a compression in the capitalization rate for this property. The deduction for capital expenditures was primarily due to the repositioning projects currently in progress at certain properties located in Toronto and Ottawa.

Fair Value Adjustment to Class B LP Units

The Class B LP Units are owned by MPI and are economically equivalent to Units, in that they receive distributions equal to the distributions paid on Units and are exchangeable into Units at the holder's option. The Class B LP Units are measured at fair value with any changes in fair value recorded in net income. The fair value adjustment of Class B LP Units is measured every period by reference to the closing trading price of the Units. An increase in the Unit closing price over the period results in a fair value loss, whereas a decrease in the Unit closing price over the period results in a fair value gain. The opening Unit price was \$14.50 and closing Unit price was \$18.50, resulting in a fair value loss of \$81,713 for the six months ended December 31, 2018.

Fair Value Adjustment to Unit-Based Compensation

The REIT has issued Deferred Units to its Trustees and Executives. The liability is remeasured at each reporting date based on the closing Unit price with changes in the value recorded in net income. For the six months ended December 31, 2018, a fair value loss of \$76 was recorded, as the Unit price increased to \$18.50 as at December 31, 2018.

Finance Costs - Operations

| | | Actual | | Forecast | | | |
|--|---------|-------------|--------|-------------|------|----------|----------|
| Six months ended | Decembe | er 31, 2018 | Decemb | er 31, 2018 | \$ 0 | Change 9 | % Change |
| Interest income | \$ | (8) | \$ | - | \$ | 8 | 100% |
| Interest expense on mortgages | | 3,881 | | 3,729 | | (152) | (4.1)% |
| Interest expense and standby fees on credit | | | | | | | |
| facility | | 809 | | 832 | | 23 | 2.8% |
| Interest expense on unsecured debt | | 298 | | 365 | | 67 | 18.4% |
| Amortization of CMHC premiums | | 4 | | - | | (4) | (100)% |
| Amortization of financing charges | | 92 | | 88 | | (4) | (4.5)% |
| Amortization of mark-to-market adjustments | | (463) | | (496) | | (33) | 6.7% |
| Gain on retirement of debt | | (573) | | - | | 573 | 100% |
| Interest expense and other financing charges | | 4,040 | | 4,518 | | 478 | 10.6% |
| Distributions on Class B LP Units | | 4,229 | | 4,700 | | 471 | 10.0% |
| Distributions on Class C LP Units | | 3,606 | | 3,591 | | (15) | (0.4)% |
| | \$ | 11,875 | \$ | 12,809 | \$ | 934 | 7.3% |

Finance costs from operations comprise interest expense on secured and unsecured debt, amortization of financing charges, Canada Mortgage and Housing Corporation ("CMHC") premiums and mark-to-market adjustments on the debt, distributions on Class B LP Units and Class C LP Units and gain on retirement of debt. Finance costs for the six months ended December 31, 2018 were lower by \$934 compared to the Forecast, primarily due to the gain on retirement of debt pertaining to the repayment of a mortgage and an unsecured promissory note payable to MPI and the exercise of the over-allotment option granted to the underwriters as part of the IPO, which reduced the number of Class B LP Units outstanding and the associated distributions.

Bargain Purchase Gain

The acquisition of the Initial Portfolio was accounted for as a business combination using the purchase method of accounting. Upon acquisition of the Initial Portfolio, the REIT recognized a bargain purchase gain in the amount by which the fair value of the net assets acquired from MPI exceeded the consideration paid to MPI. The net assets acquired were valued at \$882,760, which exceeded the consideration paid of \$803,597, resulting in a bargain purchase gain of \$79,163. Further information on the calculation of the bargain purchase gain can be found in Note 3 of the consolidated financial statements.

Review of Financial Performance - Fourth Quarter 2018

The following table highlights selected financial information for the REIT for the three months ended December 31, 2018 compared to the Forecast contained in the Prospectus.

| | | Actual ⁽¹⁾ | | Forecast | | | |
|---|--------|-----------------------|-------|--------------|----|-----------|----------|
| Three months ended | Decemb | oer 31, 2018 | Decem | ber 31, 2018 | ; | \$ Change | % Change |
| Revenue from investment properties | \$ | 21,377 | \$ | 20,358 | \$ | 1,019 | 5.0% |
| Property operating costs | | 4,253 | | 4,024 | | (229) | (5.7)% |
| Property taxes | | 2,249 | | 2,289 | | 40 | 1.7% |
| Utilities | | 1,853 | | 1,931 | | 78 | 4.0% |
| Net operating income | | 13,022 | | 12,114 | | 908 | 7.5% |
| General and administrative expenses | | 1,212 | | 1,100 | | (112) | (10.2)% |
| Fair value adjustment to investment | | | | | | | |
| properties | | (40,048) | | - | | 40,048 | 100.0% |
| Fair value adjustment to Class B LP Units | | 29,829 | | - | | (29,829) | (100.0)% |
| Fair value adjustment to unit based | | | | | | | |
| compensation | | 76 | | - | | (76) | (100.0)% |
| Finance costs - operations | | 5,736 | | 6,421 | | 685 | 10.7% |
| Net income and comprehensive income | \$ | 16,217 | \$ | 4,593 | \$ | 11,624 | 253.1% |

Includes revenue and expenses from the investment property acquired on December 18, 2018. See Section III, "Investment Properties".

The financial performance for the fourth quarter 2018 was favourable to Forecast. NOI was \$908 higher or 7.5% as a result of higher revenue due to higher occupancy and average rents. The revenue growth was partly offset by an increase in property operating costs from higher repairs and maintenance expenses incurred during the quarter at certain properties. General and administrative expenses were higher than Forecast primarily due to fees relating to the filing of the base shelf short form prospectus. Finance costs were lower than Forecast primarily due to the gain on retirement of debt and exercise of the over-allotment option granted to the underwriters as part of the IPO, which reduced the number of Class B LP Units outstanding and the associated distributions.

Summary of Quarterly Results

| | Q4 2018 | Q3 2018 |
|-------------------------------------|--------------|--------------|
| Revenue | \$ 21,377 | \$ 21,098 |
| NOI | \$ 13,022 | \$ 13,088 |
| NOI margin | 60.9% | 62.0% |
| Net income and comprehensive income | \$ 16,217 | \$ 33,173 |
| FFO | \$ 8,211 | \$ 7,986 |
| FFO per unit | \$ 0.2236 | \$ 0.2175 |
| AFFO | \$ 6,453 | \$ 6,782 |
| AFFO per unit | \$ 0.1757 | \$ 0.1847 |
| Distributions declared | \$ 3,762 | \$ 3,683 |
| AFFO Payout ratio | 58.30% | 54.31% |

Section III - Assessment of Financial Position







Investment Properties

The following table summarizes the changes in investment properties for the period presented:

| As at | December 31, 2 | | |
|--------------------------------------|----------------|-----------|--|
| Balance, April 24, 2018 | \$ | - | |
| Additions | | | |
| Acquisition of the Initial Portfolio | | 1,123,000 | |
| Acquisition of investment property | | 20,376 | |
| Capital expenditures | | 14,387 | |
| Fair value adjustments | | 40,048 | |
| Balance, December 31, 2018 | \$ | 1,197,811 | |

Acquisition of Investment Property

On December 18, 2018, the REIT completed the asset acquisition of a mixed-used, multi-residential and commercial investment property located at 2505-24 Street NW, Calgary, AB, comprising 70 suites. The acquisition cost was \$20,376 and in connection with the acquisition the REIT assumed mortgage financing of \$12,744 with an interest rate of 3.59% and maturity date of June 1, 2020. This acquisition, with only fourteen days of operations, had no significant impact on the operating results for the period from April 24, 2018 (date of formation) to December 31, 2018.

Cash used in acquisition of investment property is as follows:

| | December 31, 2018 |
|----------------------------|-------------------|
| Total acquisition cost | \$ (20,376) |
| Assumed mortgage financing | 12,744 |
| Working capital assumed | 167 |
| | \$ (7,465) |

The acquisition of the new investment property on December 18, 2018, with only fourteen days of operations, had no significant impact on the operating results for the period from April 24, 2018 (date of formation) to December 31, 2018.

Capital Expenditures

The REIT has established a capital improvement program that is designed to extend the useful life of its investment properties, improve operating efficiency, increase curb appeal, enhance and maintain earnings capacity and meet the expectations of its tenants. The REIT's capital expenditures are classified into two main categories: value-enhancing capital spend and maintenance capital expenditures.

| Six months ended | December | ⁻ 31, 2018 |
|--|----------|-----------------------|
| Total expenditures | \$ | 14,387 |
| Value-enhancing capital spend | | |
| Building improvements | | 6,902 |
| Suite upgrades | | 5,212 |
| | | 12,114 |
| Actual maintenance capital expenditures | \$ | 2,273 |
| Number of suites* | | 4,280 |
| Maintenance capital expenditures per suite | \$ | 531 |

^{*} Excludes 70 suites from the newly acquired investment property.

Value-enhancing capital expenditures consist of either building improvements or suite upgrades. Building improvements include common area and amenity space upgrades, energy conservation projects, building envelope enhancements, and suite enhancements performed, when necessary, as suites turnover. Suite upgrades represent capital expenditures incurred on larger repositioning programs designed to generate incremental returns. During the fourth quarter of 2018, one additional suite was created from excess common area space at a property in Ottawa. The repositioning programs include full scale suite renovations strategically targeting certain buildings or certain geographic locations. The REIT's active repositioning programs for the six months ended December 31, 2018 included Minto Yorkville and the three Edmonton buildings. The repositioning program for the Minto one80five property was completed in the third quarter of 2018. Value-enhancing capital expenditures are intended to achieve AFFO and NAV accretion and increase tenant satisfaction. These expenditures can vary in timing and can often represent significant economic outlays.

Maintenance capital expenditures include expenditures that are incurred in order to maintain the existing earnings capacity of the REIT's investment properties. For the six months ended December 31, 2018, the majority of expenditures incurred pertained to exterior work performed at certain buildings located in Ottawa. The timing of exterior work is highly dependent on favourable weather conditions and as a result a significant portion of the exterior work was performed between the months of July and September. The actual maintenance capital expenditures for the six months ended December 31, 2018 was \$2,273 or \$531 per suite. Although this is tracking unfavourable to plan, it is anticipated to level off over the next two quarters, and align with the annual forecasted reserve of \$900 per suite.

Valuation

Fair value for residential properties is determined using the direct capitalization approach. Estimated stabilized net operating income is based on the respective property's forecasted results, less estimated aggregate future capital expenditures. Capitalization rates reflect the characteristics, location and market of each property. Fair value is determined based on internal valuation models incorporating market data and valuations performed by external appraisers.

Capitalization rates fluctuate depending on market conditions. The capitalization rates of the portfolio as at December 31, 2018 for each of the REIT's residential rental markets were as follows:

| As at | Decer | mber 31, 2018 |
|-----------------------------|-------|---------------|
| | Low | High |
| Ottawa, Ontario | 4.00% | 5.00% |
| Toronto, Ontario | 3.38% | 3.75% |
| Edmonton, Alberta | 4.25% | 4.25% |
| Calgary, Alberta | 4.15% | 4.42% |
| Average capitalization rate | | 4.20% |

Secured Debt

Secured debt includes mortgages and a credit facility. The REIT maintains mortgages that are secured by investment properties, bear interest at a weighted average contractual interest rate of 3.20% and mature at various dates from 2020 to 2030. The REIT has a committed credit facility of \$150,000 that is secured by several investment properties, matures on July 3, 2021 and is used to fund working capital requirements, acquisitions and for general corporate purposes. As at December 31, 2018, \$114,075 of this facility is available.

On November 23, 2018, the REIT obtained new CMHC insured mortgage financing associated with two of its Toronto buildings in the amount of \$49,831. The mortgage bears interest at 3.25% and matures in December 2022. The financing was used both to repay an existing mortgage of \$23,807 associated with these buildings and the outstanding balance of an unsecured promissory note of \$25,587 due to MPI. The unamortized mark-to-market adjustment associated with the previous mortgage of \$519 and unsecured promissory note of \$54 were de-recognised and recorded to the consolidated statement of net income and comprehensive income as gain on retirement of debt in finance costs.

Class B LP Units

The Class B LP Units of the Partnership receive distributions equal to the distributions paid on Units and are exchangeable at the holder's option into Units. One Special Voting Unit in the REIT is issued to the holder of Class B LP Units for each Class B LP Unit held. The limited IAS 32 exception for presentation as equity does not extend to Class B LP Units. As a result, the Class B LP Units are classified as financial liabilities. There were 20,859,410 Class B LP Units outstanding as at December 31, 2018.

Class C LP Units

The Class C LP Units of the Partnership provide for monthly distributions to the holder of such Class C LP Units to be paid in priority distributions to holders of the Units and Class B LP Units, subject to certain restrictions. Due to the nature of such distributions, the Class C LP Units are classified as financial liabilities. There were 22,978,700 Class C LP Units outstanding as at December 31, 2018.

The mortgages of investment properties to which the distributions on the Class C LP Units relate bear a weighted average contractual interest rate of 3.16% and mature at various dates between 2023 and 2030.

Units

The changes in Units for the period from April 24, 2018 (date of formation) to December 31, 2018 are as follows:

| | Units | \$ |
|---|------------|---------------|
| Authorized | Unlimited | |
| Units issued and outstanding: | | |
| On date of formation, April 24, 2018 | 2 | \$ - |
| On IPO closing, July 3, 2018 | 13,794,000 | 200,013 |
| Units redeemed, July 3, 2018 | (2) | - |
| On over-allotment option, July 10, 2018 | 2,069,100 | 30,002 |
| | 15,863,100 | 230,015 |
| Less: Issue costs | - | (17,937) |
| Units, December 31, 2018 | 15,863,100 | \$ 212,078 |

The total number of Deferred Units issued to Executives and Trustees as at December 31, 2018 is 67,394.

Distributions

The REIT is currently making monthly distributions of \$0.03416 per Unit, which equates to \$0.41 per Unit on an annualized basis. Distributions are paid to Unitholders of record at the close of business on the last business day of a month on or about the 15th day of the following month. Distributions must be approved by the Board of Trustees and are subject to change depending on the general economic outlook and financial performance of the REIT.

Section IV - Liquidity, Capital Resources and Contractual Commitments







The REIT's capital structure is comprised of mortgages, credit facility, Class B LP Units, Class C LP Units and Unitholders' equity. The capital structure of the REIT as at December 31, 2018 is as follows:

| As at | Decemb | December 31, 2018 | | |
|--|--------|-------------------|--|--|
| Liabilities (principal amounts outstanding): | | | | |
| Mortgages | \$ | 273,574 | | |
| Credit facility | | 35,925 | | |
| Class B LP Units | | 385,899 | | |
| Class C LP Units | | 227,721 | | |
| | | 923,119 | | |
| Unitholders' equity | | 258,252 | | |
| | \$ | 1,181,371 | | |

Class B LP Units are economically equivalent to Units and are exchangeable to Units at the Class B LP Unit holder's option. Due to their exchangeable nature, IAS 32 requires Class B LP Units to be accounted for as a financial liability. Class B LP Units are not indebtedness for borrowed money and are not included in the determination of Debt-to-Gross Book Value ratio.

The objective of the REIT's capital strategy is to arrange capital at the lowest possible cost while maintaining diversity in its lending base, balance in its maturity schedule and sufficient liquidity to fund the ongoing operations of the REIT and pay distributions. Of the REIT's total debt, 76% is CMHC insured and approximately 93% is fixed rate.

The REIT uses a prudent amount of debt financing in its capital structure. Pursuant to the REIT'S DOT, overall indebtedness, as measured by the Debt-to-Gross Book Value ratio, is not to exceed 65% (or 70% of Gross Book Value including convertible debentures). Notwithstanding this limit, it is management's intention to maintain a more conservative Debt-to-Gross Book Value ratio and management is targeting a range of 45%-55%. The REIT'S Debt-to-Gross Book Value ratio as at December 31, 2018 was as follows:

| As at | December 31, 2018 |
|--------------------------------|-------------------|
| Mortgages | \$ 275,601 |
| Credit facility | 35,925 |
| Class C LP Units | 231,037 |
| Total Debt | 542,563 |
| Total assets | 1,206,925 |
| Debt-to-Gross Book Value ratio | 44.95% |

The REIT has staggered the maturities of its debt financings, including distributions payable on the Class C LP Units, to minimize interest rate risk and its risk related to refinancing. As at December 31, 2018, the weighted average term to maturity on the REIT's fixed rate debt was 5.86 years and the weighted average interest rate on fixed rate debt was 3.18%. The contractual payments under the REIT's debt financing is summarized in the table below.

| | Principal Repayments | | Principal at Maturity | | | | | |
|------------|----------------------|----------|-----------------------|-----------|------------|---------------|-------|---------------------|
| - | | Class C | | Credit | Class C | | % of | Interest |
| Year | Mortgages | LP Units | Mortgages | facility | LP Units | Total | Total | Rate ⁽¹⁾ |
| 2019 | 5,524 | 5,019 | - | - | - | 10,543 | 2.0% | -% |
| 2020 | 5,478 | 5,178 | 12,094 | - | - | 22,750 | 4.2% | 3.59% |
| 2021 | 5,427 | 5,341 | - | 35,925 | - | 46,693 | 8.7% | 3.94% |
| 2022 | 4,833 | 5,510 | 87,161 | - | - | 97,504 | 18.1% | 3.22% |
| 2023 | 3,414 | 5,324 | 47,620 | - | 35,563 | 91,921 | 17.1% | 3.09% |
| 2024 | 1,649 | 4,361 | 48,182 | - | 55,482 | 109,674 | 20.4% | 3.01% |
| 2025 | 1,056 | 3,067 | 22,743 | - | 60,474 | 87,340 | 16.3% | 3.19% |
| Thereafter | 3,988 | 4,208 | 24,405 | _ | 38,194 | 70,795 | 13.2% | 3.43% |
| | \$ 31,369 | \$38,008 | \$ 242,205 | \$ 35,925 | \$ 189,713 | \$ 537,220 | 100% | |

⁽¹⁾ Weighted average interest rates for maturing mortgages, credit facility and Class C LP Units.

As of December 31, 2018, current liabilities of \$31,532 exceeded current assets of \$7,289, resulting in a net working capital deficit of \$24,243. The REIT's immediate liquidity needs are met through cash-on-hand, cash flow from operations, property-level debt and availability on its revolving credit facility. As of December 31, 2018, liquidity was \$114,967 consisting of cash and cash equivalents of \$892 and \$114,075 of available borrowing capacity under the credit facility. This is sufficient liquidity to meet the REIT's financial obligations for the foreseeable future.

On December 21, 2018, the REIT filed a base shelf short form prospectus, which will allow the REIT to issue Units, debt securities and subscription receipts for an amount up to \$750,000 during the 25-month period that the final short form shelf prospectus is effective. The net proceeds from the sale of securities for cash may be used for potential future acquisitions, capital expenditures, to repay indebtedness and general working capital purposes.

Cash Flows

The REIT held a balance of cash of \$892 as at December 31, 2018. The sources of and use of cash flow for the six months ended December 31, 2018 are as follows:

| Six months ended | December 31, 2018 |
|----------------------|-------------------|
| Operating activities | \$ 29,163 |
| Financing activities | (10,683) |
| Investing activities | (17,588) |

Cash provided by operating activities and cash distributions

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

| Six months ended | December 31, 2018 | | |
|---|-------------------|--------|--|
| Net income and comprehensive income (excluding distributions on Class B LP | | | |
| Units of \$4,229) | \$ | 53,619 | |
| Cash flows provided by operating activities | | 29,163 | |
| Distributions paid | | 6,190 | |
| Distributions declared | | 7,445 | |
| Excess of net income over total distributions paid | | 47,429 | |
| Excess of net income over total distributions declared | | 46,174 | |
| Excess of cash provided by operating activities over total distributions declared | | 21,718 | |

Cash used in financing activities

Cash flows used in financing activities were \$10,683 and represent proceeds on the issuance of Units of \$212,877, proceeds from mortgage financing of \$26,024 and proceeds from draws on the credit facility of \$41,383, offset by payment of CMHC premium and deferred financing costs for \$1,577, repayment of the promissory note issued on acquisition of the Initial Portfolio for \$183,288, repayments on mortgages of \$2,206, credit facility of \$5,458 and promissory notes of \$54,150, redemption of Class B LP Units of \$28,277, distributions on various classes of units of \$8,519 and interest paid of \$7,492.

Cash used in investing activities

Cash flows used in investment activities were \$17,588 primarily for the capital additions to investment properties of \$12,223 and acquisition of the investment property in Calgary for \$7,465, partially offset by \$2,100 of cash transferred on the acquisition of the Initial Portfolio.

Reconciliation of Non-IFRS Measures

FFO and AFFO

FFO and AFFO are used for evaluating operating performance, and are computed as follows⁽¹⁾:

| | Three months ended December 31, | | | | Six months ended December 31, | | | |
|---|---------------------------------|------------|----|------------|-------------------------------|------------|----|------------|
| | | 2018 | | 2018 | | 2018 | | 2018 |
| | | Actual | | Forecast | | Actual | | Forecast |
| Net income and comprehensive income | \$ | 16,217 | \$ | 4,593 | \$ | 49,390 | \$ | 9,395 |
| Distributions on Class B LP Units | | 2,137 | | 2,350 | | 4,229 | | 4,700 |
| Fair value adjustment to investment | | | | | | | | |
| properties | | (40,048) | | - | | (40,048) | | _ |
| Fair value adjustment to Class B LP Units | | 29,829 | | - | | 81,713 | | _ |
| Fair value adjustment on unit-based | | | | | | | | |
| compensation | | 76 | | - | | 76 | | _ |
| Bargain purchase gain | | - | | - | | (79,163) | | _ |
| Funds from operations (FFO) | \$ | 8,211 | \$ | 6,943 | \$ | 16,197 | \$ | 14,095 |
| Maintenance capital expenditure reserve | \$ | (963) | \$ | (963) | \$ | (1,926) | | (1,926) |
| Amortization of mark-to-market | | | | | | | | |
| adjustments | | (222) | | (248) | | (463) | | (496) |
| Gain on retirement of debt | | (573) | | - | | (573) | | - |
| Adjusted funds from operations (AFFO) | \$ | 6,453 | \$ | 5,732 | \$ | 13,235 | \$ | 11,673 |
| Distributions on Class B LP Units | \$ | 2,137 | \$ | 2,350 | \$ | 4,229 | \$ | 4,700 |
| Distributions on Units | | 1,625 | | 1,412 | | 3,216 | | 2,745 |
| | | 3,762 | | 3,762 | | 7,445 | | 7,445 |
| AFFO payout ratio | | 58.30% | | 65.63% | | 56.25% | | 63.78% |
| Units and Class B LP Units | | 36,722,510 | | 36,722,510 | | 36,722,510 | | 36,722,510 |
| FFO per unit | \$ | 0.2236 | \$ | 0.1891 | \$ | 0.4411 | \$ | 0.3838 |
| AFFO per unit | \$ | 0.1757 | \$ | 0.1561 | \$ | 0.3604 | \$ | 0.3179 |

⁽¹⁾ See Section I, "Non-IFRS Measures".

FFO was higher for the three and six months ended December 31, 2018 as compared to the Forecast, reflecting the positive NOI variance. AFFO was higher for the three and six months ended December 31, 2018 as compared to the Forecast, as a result of higher FFO, adjusted for the gain on retirement of debt and amortization of mark-to-market adjustments.

NOI and NOI Margin

A reconciliation of NOI and NOI margin for the three and six months ended December 31, 2018 is set out below.

| | Three months ended December 31, | | | | Six months ended December 31 | | | | |
|------------------------------------|---------------------------------|--------|----|----------|------------------------------|--------|----|----------|--|
| | | 2018 | | 2018 | | 2018 | | 2018 | |
| | | Actual | | Forecast | | Actual | | Forecast | |
| Revenue from investment properties | \$ | 21,377 | \$ | 20,358 | \$ | 42,475 | \$ | 40,767 | |
| Property operating expenses | | 8,355 | | 8,244 | | 16,365 | | 16,363 | |
| NOI | \$ | 13,022 | \$ | 12,114 | \$ | 26,110 | \$ | 24,404 | |
| NOI margin | | 60.9% | | 59.5% | | 61.5% | | 59.9% | |

Debt-to-Gross Book Value Ratio

Refer to Section IV, "Liquidity and Capital Resources" for a reconciliation of Debt-to-Gross Book Value ratio.

Debt Service Coverage Ratio

The Debt Service Coverage ratio for the six months ended December 31, 2018 is calculated as follows:

| Six months ended | December 31, 2018 | | |
|--|-------------------|--------|--|
| NOI | \$ | 26,110 | |
| Interest expense on mortgages | | 3,881 | |
| Interest expense and standby fees on credit facility | | 809 | |
| Interest expense on unsecured promissory note | | 298 | |
| Distributions on Class C LP Units - finance costs | | 3,606 | |
| Mortgage repayments | | 2,206 | |
| Unsecured promissory note repayments | | 105 | |
| Distributions on Class C LP Units - principal repayments | | 2,329 | |
| Total debt service | \$ | 13,234 | |
| Debt Service Coverage ratio | | 1.97x | |

Section V - Accounting Estimates and Policies, Controls and Procedures and Risk Analysis







Critical Judgments in Applying Accounting Policies

The following are the critical judgments that have been made in applying the REIT's accounting policies:

(i) Investment Properties Acquisitions

The REIT has made critical judgments in accounting for the acquisition of the Initial Portfolio. The REIT assesses whether an acquisition transaction should be accounted for as an asset acquisition or a business combination under IFRS 3, Business Combinations ("IFRS 3"). This assessment requires management to make judgments on whether the assets acquired and liabilities assumed constitute a business as defined in IFRS 3 and if the integrated set of activities, including inputs and processes acquired, are capable of being conducted and managed as a business, and when the REIT obtains control of the business.

(ii) Income Taxes

The REIT is a mutual fund trust and a real estate investment trust as defined in the Income Tax Act (Canada). The REIT is not liable to pay Canadian income taxes provided that its taxable income is fully distributed to Unitholders each year. The REIT is a real estate investment trust if it meets the prescribed conditions under the Income Tax Act (Canada) relating to the Real Estate Investment Trust Conditions. The REIT uses judgment in reviewing the Real Estate Investment Trust Conditions and assessing its interpretation and application to the REIT's assets and revenue, and it has determined that it qualifies as a real estate investment trust for the current period.

Critical Accounting Estimates and Assumptions

The REIT makes estimates and assumptions that affect the carrying amounts of assets and liabilities and the reported amount of income for the period. Actual results could differ from estimates. The estimates and assumptions that the REIT considers critical include the valuation of investment properties. In applying the REIT's policy with respect to investment properties, estimates and assumptions are required to determine the valuation of the properties under the fair value model.

Risks and Uncertainties

The REIT faces a variety of diverse risks, many of which are inherent in the business conducted by the REIT. They include the following:

Real Estate Industry Risk

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

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

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

Real estate is relatively illiquid. Such illiquidity will tend to limit the REIT's ability to vary its portfolio promptly in response to changing economic or investment conditions. In addition, financial difficulties of other property owners resulting in distress sales may depress real estate values in the markets in which the REIT operates.

The majority of the REIT's properties were constructed in the 1960's and 1970's and require ongoing capital expenditures, the amount and timing of which is difficult to predict. These expenditures could exceed the REIT's existing reserve estimates which could have a material adverse effect upon Distributable Income.

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

Liquidity Risk

An investment in real estate is relatively illiquid, with the degree of liquidity generally fluctuating in relation to demand for and the perceived desirability of such investments. Such illiquidity will tend to limit the REIT's ability to vary its portfolio of properties promptly in response to changing economic, investment or other conditions. If the REIT were to be required to quickly liquidate its real property investments, the proceeds to the REIT might be significantly less than the aggregate carrying or net asset value of its properties. The REIT's exposure to general risks associated with real estate investments is mitigated by its geographic diversification.

Environmental Risk

As an owner of real estate, the REIT is subject to federal, provincial and municipal environmental regulations. These regulations may require the REIT to fund the costs of removal and remediation of certain hazardous substances on its properties or releases from its properties. The failure to remediate such properties, if any, could adversely affect the REIT's ability to borrow using the property as collateral or to sell the real estate. The REIT is not aware of any material non-compliance with environmental laws at any of its properties. The REIT has made, and will continue to make, the necessary capital expenditures to comply with environmental laws and regulations.

Environmental laws and regulations can change rapidly, and the REIT may be subject to more stringent environmental laws and regulations in the future.

Increased Supply Risk

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

Competition for Real Property Investments

The REIT competes for suitable real property investments with individuals, corporations and institutions (both Canadian and foreign) that are presently seeking, or that may seek in the future, real property investments similar to those desired by the REIT. Many of these investors will have greater financial resources than those of the REIT. An increase in the availability of investment funds, and an increase in interest of real property investments, would tend to increase competition for real property investments, thereby increasing purchase prices and reducing yields therefrom. In addition, the REIT may require additional financing to complete future real property acquisitions, which may not be available on terms acceptable to the REIT.

Cyber Security Risks

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

Changes in Legislation

The REIT is subject to laws and regulations governing the ownership and leasing of real property, zoning, building standards, landlord/tenant relationships, employment standards, environmental matters, taxes and other matters. It is possible that future changes in applicable federal, provincial, municipal or common laws or regulations or changes in their enforcement or regulatory interpretation could result in changes in the legal requirements affecting the REIT (including with retroactive effect). Any changes in the laws to which the REIT is subject could materially adversely affect the REIT's rights and title to its assets. It is not possible to predict whether there will be any further changes in the regulatory regimes to which the REIT is subject or the effect of any such changes on its investments.

Current Economic Environment

The REIT is subject to risks involving the economy in general, including inflation, deflation or stagflation, unemployment and geopolitical issues. Poor economic conditions could adversely affect the REIT's ability to generate revenues, thereby reducing its operating income and earnings. It could also have an adverse impact on the ability of the REIT to maintain occupancy rates which could harm the REIT's financial condition. In weak economic environments, the REIT's tenants may be unable to meet their rental payments and other obligations due to the REIT, which could have a material and adverse effect on the REIT. In addition, fluctuation in interest rates or other financial market volatility may adversely affect the REIT's ability to refinance existing indebtedness on its maturity or terms that are as favourable as the terms of the existing indebtedness, which may impact negatively on AFFO, may restrict the availability of financing for future prospective purchasers of the REIT's investments and could potentially reduce the value of such investments, or may adversely affect the ability of the REIT to complete acquisitions on financially desirable terms.

Property Acquisition Risk

The REIT's business plan includes, among other things, growth through identifying suitable acquisition and/or development opportunities, pursuing such opportunities, consummating acquisitions and leasing acquired properties. The acquisition of properties entails general risks associated with any real estate investment, including the risk that the investments will fail to perform in accordance with expectations, that the properties will not achieve anticipated occupancy levels and that estimates of the costs of improvements to bring an acquired property up to standards established for the intended market position for that property may prove inaccurate. If the REIT is unable to make accretive acquisitions or otherwise manage its growth effectively, it could adversely impact the REIT's financial position and financial performance and decrease the amount of cash available for distribution. There can be no assurance as to the pace of growth through property acquisitions or that the REIT will be able to acquire assets on an accretive basis and, as such, there can be no assurance that distributions to Unitholders will increase in the future.

General Litigation Risks

In the ordinary course of the REIT's operations, whether directly or indirectly, it may become involved in, named as a party to or the subject of, various legal proceedings, including regulatory proceedings, tax proceedings and legal actions relating to personal injuries, property damage, property taxes, land rights, the environment and contract disputes. The outcome with respect to outstanding, pending or future proceedings cannot be predicted with certainty and may be determined in a manner adverse to the REIT and as a result, could have a material adverse effect on the REIT's assets, liabilities, business, financial condition and financial performance. Even if the REIT prevails in any such legal proceedings, the proceedings could be costly and time-consuming and may divert the attention of management and key personnel from the REIT's business operations.

General Uninsured Losses

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

Rent Control Risk

Rent control exists in some provinces in Canada, limiting the percentage of annual rental increases to existing tenants. The REIT is exposed to the risk of the implementation of, or amendments to, existing legislative rent controls in the markets in which it operates, which may have an adverse impact on the REIT's operations. In the provinces in which the REIT currently operates Ontario has rent controls.

Utility and Property Tax Risk

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

Appraisals of Properties

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

Tax-Related Risks

- (i) Mutual Fund Trust Status The REIT intends to qualify at all relevant times as a "mutual fund trust" for purposes of the Income Tax Act (Canada) (the "Tax Act"). There can be no assurance that Canadian federal income tax laws and the administrative policies and practices of the Canada Revenue Agency ("CRA") respecting the treatment of mutual fund trusts will not be changed in a manner that adversely affects the Unitholders.
- (ii) The REIT Exception Canadian tax legislation relating to the federal income taxation of Specified Investment Flow Through trusts or partnerships ("SIFT") provide that certain distributions from a SIFT will not be deductible in computing the SIFT's taxable income and that the SIFT will be subject to tax on such distributions at a rate that is substantially equivalent to the general tax rate applicable to Canadian corporations. However, distributions paid by a SIFT as return of capital should generally not be subject to tax. Under the SIFT rules, the taxation regime will not apply to a real estate investment trust that meets prescribed conditions relating to the nature of its assets and revenue (the "REIT Exception"). The REIT Exception is comprised of a number of technical tests and the determination as to whether the REIT qualifies for the REIT Exception in any particular taxation year can only be made with certainty at the end of that taxation year. The REIT expects to qualify for the REIT Exception in 2018 and subsequent taxation years, such that it will be exempt from the SIFT rules. However, no assurances can be given that the REIT will satisfy the REIT Exception in any particular year. If the SIFT rules apply to the REIT, they may adversely affect the marketability of the Units, the amount of cash available for distributions and the after-tax return to investors.
- (iii) Non-Resident Ownership Under current law, a trust may lose its status under the Tax Act as a mutual fund trust if it can reasonably be considered that the trust was established or is maintained primarily for the benefit of non-residents of Canada within the meaning of the Tax Act ("Non-Residents"), except in limited circumstances. Accordingly, the DOT provides that Non-Residents may not be the beneficial owners of more than 49% of the Units (determined on a basic or a fully-diluted basis). The Trustees will also have various powers that can be used for the purpose of monitoring and controlling the extent of Non-Resident ownership of the Units.

- (iv) Tax-Basis of Acquired Properties The Partnership has acquired, and may from time to time in the future acquire, certain properties on a fully or partially tax-deferred basis, such that the tax cost of these properties will be less than their fair market value. If one or more of such properties are disposed of, the gain realized by the Partnership for tax purposes (including any income inclusions arising from the recapture of previously claimed capital cost allowance ("CCA") on depreciable property) will be in excess of that which it would have realized if it had acquired the properties at a tax cost equal to their fair market values. For the purpose of claiming CCA, the undepreciated capital cost ("UCC") of such properties acquired by the Partnership will be equal to the amounts jointly elected by the Partnership and the transferor on the tax-deferred acquisition of such property. The UCC of such property will be less than the fair market value of such property. As a result, the CCA that the Partnership may claim in respect of such properties will be less than it would have been if such properties had been acquired with a tax cost basis equal to their fair market values.
- (v) Eligibility for Investment The Tax Act imposes penalties for the acquisition or holding of investments that are not "qualified investments" within the meaning of the Tax Act by registered retirement savings plans, registered education savings plans, registered retirement income funds, deferred profit sharing plans, registered disability savings plans or tax-free savings accounts (collectively, "Exempt Plans"). Although the REIT will endeavour to ensure that the Units continue to be qualified investments for Exempt Plans, any property distributed to a Unitholder on an in specie redemption of Units may not be qualified investments under the Tax Act.
- (vi) Non-Residents of Canada The Tax Act may impose additional withholding or other taxes on distributions made by the REIT to Unitholders who are Non-Residents. These taxes and any reduction thereof under a tax treaty between Canada and another country may change from time to time. The tax consequences under the Tax Act to Non-Residents may be more adverse than the consequences to other Unitholders. Non-Resident Unitholders should consult their own tax advisors
- (vii) General Taxation There can be no assurance that Canadian federal or provincial tax laws, the judicial interpretation thereof, or the administrative and assessing practices and policies of the CRA, the Department of Finance (Canada) and any other tax authority or tax policy agency will not be changed in a manner that adversely affects the REIT, its affiliates or Unitholders, or that any such taxing authority will not challenge tax positions adopted by the REIT and its affiliates. Any such change or challenge could increase the amount of tax payable by the REIT or its affiliates or could otherwise adversely affect Unitholders by reducing the amount available to pay distributions or changing the tax treatment applicable to Unitholders in respect of such distributions.

Financial Risk Management

The REIT's activities expose it to a variety of financial risks, including market risk, credit risk and liquidity risk.

Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk consists of interest rate risk, currency risk and other price risk.

(i) Interest rate risk

As the REIT's interest-bearing assets do not generate significant amounts of interest, changes in market interest rates do not have any significant direct effect on the REIT's income.

The majority of the REIT's financial liabilities are fixed rate instruments. The REIT faces interest rate risk on its fixed rate debt due to the expected requirement to refinance such debt in the year of maturity or shortly thereafter. In addition, there is interest rate risk associated with the REIT's variable rate financial liabilities.

The REIT manages interest rate risk by structuring its financings to stagger the maturities of its debt, thereby mitigating its exposure to interest rate and other credit market fluctuations.

For the portion of the REIT's financial liabilities that are floating rate instruments, from time to time the REIT may enter into interest rate swap contracts or other financial instruments to modify the interest rate profile of its outstanding debt without an exchange of the underlying principal amount.

As at December 31, 2018, the REIT has a variable rate credit facility of \$150,000 with an outstanding balance of \$35,925. A 1% change in prevailing interest rates would change annualized interest charges incurred by \$359.

(ii) Currency risk

The REIT's financial statement presentation currency is Canadian dollars. Operations are located in Canada and the REIT has limited or no operational transactions in foreign-denominated dollars. As such, the REIT has no significant exposure to currency risk.

(iii) Other price risk

Other price risk is the risk of variability in fair value due to movements in equity prices or other market prices such as commodity prices and credit spreads.

The REIT is exposed to other price risk on its Class B LP Units. A 1% change in prevailing market price of the REIT Units would have a \$3,859 change in the fair value of the Class B LP Units.

Credit Risk

Credit risk is the risk that tenants and/or debtors may experience financial difficulty and be unable to fulfil their lease commitments or loan repayments. An allowance for impairment is taken for all expected credit losses.

The REIT's risk of credit loss is mitigated through diversification. The REIT's residential rental business is carried on in the Ottawa, Toronto, Calgary and Edmonton regions. The nature of this business involves a high volume of tenants with individually small monthly rent amounts. The REIT monitors the collection of residential rent receivables on a regular basis with strictly followed procedures designed to minimize credit loss in cases of non-payment.

Liquidity Risk

Liquidity risk is the risk that the REIT will encounter difficulty in meeting obligations associated with financial liabilities that are settled by delivering cash or another financial asset.

The REIT mitigates liquidity risk by staggering the maturity dates of its borrowing, maintaining borrowing relationships with various lenders, proactively renegotiating expiring credit agreements well in advance of the maturity date and by maintaining sufficient availability on its lines of credit.

The REIT has a committed credit facility for general corporate and working capital purposes. The committed credit facility consists of the following:

| | December 31, 2018 |
|-----------|-------------------|
| Committed | \$ 150,000 |
| Available | 114,075 |
| Utilized | 35,925 |

| An analysis of the contract | ual cash flows asso | ciated with the REIT's | s material financial | liabilities is set out below: |
|-----------------------------|---------------------|------------------------|----------------------|-------------------------------|
| | | | | |

| | | | | | 2023 and | |
|----------------------------|-----------------|-----------|-----------|------------|------------|---------|
| | 2019 | 2020 | 2021 | 2022 | thereafter | Total |
| Mortgages | \$ 5,524 \$ | 17,572 \$ | 5,427 \$ | 91,994 \$ | 153,057 \$ | 273,574 |
| Credit facility | _ | - | 35,925 | - | - | 35,925 |
| | 5,524 | 17,572 | 41,352 | 91,994 | 153,057 | 309,499 |
| Class C LP Units | 5,019 | 5,178 | 5,341 | 5,510 | 206,673 | 227,721 |
| Interest obligation | 17,049 | 16,496 | 15,308 | 13,457 | 28,742 | 91,052 |
| Refundable tenant deposits | 6,594 | - | - | - | _ | 6,594 |
| Due to related parties | 4,289 | - | - | - | _ | 4,289 |
| Accounts payable and | | | | | | |
| accrued liabilities | 9,328 | - | - | = | - | 9,328 |
| | \$ 47,803 \$ | 39,246 \$ | 62,001 \$ | 110,961 \$ | 388,472 \$ | 648,483 |

The contractual cash flows do not include any unamortized mark-to-market adjustments or unamortized deferred financing costs.

Related Party Transactions

In the normal course of operations, the REIT enters into various transactions with related parties and the REIT's policy is to conduct all transactions and settle all balances with related parties on market terms and conditions. In addition to the related party transactions disclosed elsewhere in this Management's Discussion and Analysis, related party transactions include:

(a) Administrative Support Agreement

On July 3, 2018, the REIT and MPI entered into a five year renewable Administrative Support Agreement ("ASA"). This agreement provides the REIT with certain advisory, transaction and support services, including clerical and administrative support, operational support for the administration of day-to-day activities of the REIT and office space. The REIT will pay MPI \$500 plus harmonized sales tax for the services for the period from July 3, 2018 to June 30, 2019.

As at December 31, 2018, due to related parties includes \$282 incurred by the REIT for services rendered under this agreement. After the first year, these services will be provided on a cost recovery basis, subject to a maximum for all general and administrative expenses, excluding public company costs, of 32 bps of the gross book value of the REIT's assets.

(b) Unsecured promissory notes

On closing of the IPO, the REIT issued an unsecured promissory note to MPI with a principal amount of \$25,692 and mark-to-market adjustment of \$88, bearing interest at 2.84%, with interest and principal payments due monthly in arrears and a maturity date of July 1, 2019. On November 23, 2018, the REIT fully repaid the promissory note to MPI.

On July 3, 2018 the REIT fully repaid an unsecured promissory note issued to MPI in the amount of \$28,458.

(c) Due to related parties

Amounts due to related parties includes \$713 and \$602 relating to distributions payable to limited partnerships wholly owned by MPI on Class B LP Units and Class C LP Units respectively. Additionally, amounts payable to MPI include \$1,049 to reimburse transaction costs, \$1,643 for working capital and \$282 in connection with the ASA.

Due to related parties includes amounts that are non-interest bearing, unsecured and are due on demand.

(d) Revenue and expenses

- Included in rental revenue is \$229 of revenue from MPI and its affiliates for rent paid for office space, furnished suites and parking at certain REIT properties.
- Compensation expense includes \$296 paid to key management personnel. Additional compensation to key management personnel for services provided to the REIT was paid by MPI.
- Included in finance costs are distributions on Class B LP Units and Class C LP Units of \$4,229 and \$3,606 respectively, paid or payable to limited partnerships wholly-owned by MPI.

(e) Distributions

 Distributions of \$2,329 to a limited partnership wholly-owned by MPI were made to repay principal on Class C LP Units.

Contingencies and Commitments

The REIT is subject to claims and legal actions that arise in the ordinary course of business. It is the opinion of management that any ultimate liability that may arise from such matters would not have a significant adverse effect on the consolidated financial statements of the REIT.

The REIT has committed to pay MPI for a certain investment property currently under reconstruction due to a fire. The purchase price for this investment property is expected to be at fair value and is payable once the construction at the investment property is complete and the investment property is stabilized. The maximum purchase price is \$8,356.

The REIT has an off-balance sheet arrangement at one of its properties in the Toronto area pursuant to which the City of Toronto provided a forgivable loan to support affordable housing at this property. Provided that certain conditions are met, the REIT will not need to make repayments under the arrangement. The remaining unforgiven balance of the loan is \$18,360 as of December 31, 2018. To date the REIT has met all conditions related to this forgivable loan and management intends to continue to meet these requirements.

The REIT has an off-balance sheet arrangement at one of its properties in the Calgary area pursuant to which the Province of Alberta provided a forgivable loan to support affordable housing at this property. Provided that certain conditions are met, the REIT will not need to make repayments under this arrangement. The remaining unforgiven balance of the loan is \$4,704 as of December 31, 2018. To date, the REIT has met all conditions related to this forgivable loan and management intends to continue to meet these requirements.

The REIT has committed to advance up to \$30,000 of financing to support MPI's planned redevelopment of a commercial property located in Ottawa, Ontario into a mixed-use multi-residential rental and retail property. The financing, which is expected to be advanced in July 2019, will bear an interest rate of 6% per annum and will mature in March 2022 and will be subordinate to senior construction financing. The REIT intends to provide the financing through draws on its revolving credit facility. In connection with this financing, the REIT will have the exclusive option to purchase the property upon stabilization at 95% of fair market value.

Future Changes in Accounting Standards

The following accounting standards under IFRS have been issued or revised, however are not yet effective and as such have not been applied by the REIT:

IFRS 16, Leases is applicable to the REIT on January 1, 2019. The REIT is reviewing the standard and underlying lease agreements to determine the potential impact, if any.

On October 22, 2018, the IASB issued amendments to IFRS 3, *Business Combinations* that seek to clarify whether a transaction results in an asset acquisition or a business combination. The amendments apply to businesses acquired in annual reporting periods beginning on or after January 1, 2020. The REIT is reviewing the standard to determine the potential impact, if any.

There are no other changes in accounting standards or interpretations under IFRS that are not yet effective that would have a material impact on the REIT's consolidated financial statements.

Disclosure Controls and Internal Controls over Financial Reporting

Management is responsible for establishing and maintaining a system of disclosure controls and procedures ("DC&P") to provide reasonable assurance that all material information relating to the REIT that is required to be publicly disclosed is recorded, processed, summarized and reported on a timely basis and within the time period specified in securities legislation.

Management is also responsible for establishing and maintaining adequate internal controls over financial reporting ("ICFR") to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial reports for external purposes in accordance with IFRS.

In designing such controls, it should be recognized that due to inherent limitations, any controls, no matter how well designed and operated, can provide only reasonable, not absolute, assurance of achieving the desired control objectives and may not prevent or detect misstatements. Additionally, management is required to use judgment in evaluating controls and procedures.

In accordance with the provisions of National Instrument 52-109 Certification of Disclosures in Issuers' Annual and Interim Filings, the REIT's management, including the Chief Executive Officer and the Chief Financial Officer, have limited the scope of their assessment of the REIT's DC&P and ICFR to exclude controls, policies and procedures of the Partnership. The REIT acquired the business of the Partnership on July 2, 2018.

The Partnership represents 100% of revenue and investment properties in the REIT's consolidated financial statements for the period from April 24, 2018 (date of formation) to December 31, 2018.

The scope limitation is primarily based on the time required to assess the Partnership's existing DC&P and ICFR effectiveness in a manner consistent with the REIT. The assessment of the Partnership's design effectiveness of DC&P and ICFR, and the implementation of any changes determined by management to be desirable, is expected to be completed by the first quarter of 2019. Further details related to the acquisition of the Partnership are disclosed in Section I, "Business Acquisition" and Note 3 in the REIT's consolidated financial statements for the period from April 24, 2018 (date of formation) to December 31, 2018.

Without contradiction of the scope limitation of management's assessment, it is management's belief, after evaluating the effectiveness of the REIT's DC&P as of December 31, 2018, that the REIT's DC&P were effective to ensure that material information relating to the REIT would have been known to them and that information required to be disclosed by the REIT is recorded, processed, summarized, and reported on a timely basis and within the time period specified in securities legislation. Similarly, without contradiction of the scope limitation of management's assessment, after evaluating the effectiveness of the REIT's ICFR as of December 31, 2018, it is management's belief that the REIT's ICFR provide reasonable assurance regarding the reliability of financial reporting for external purposes in accordance with IFRS. There were no significant changes during the period from July 2, 2018 to December 31, 2018 to the design of the REIT's ICFR that has materially affected, or is reasonably likely to materially affect, the REIT's ICFR.

Subsequent Events

On January 7, 2019, the REIT completed the acquisition of a two-building multi-residential rental property comprising a total of 199 suites, located in Calgary, Alberta for a purchase price of \$63,750. The purchase price was satisfied using the REIT's existing credit facility. In relation to the new acquisition, new mortgage financing for \$44,316 was obtained on March 6, 2019, bearing interest at 3.04% and maturing on September 1, 2029. The mortgage was used to repay the credit facility.

Section VI - Supplementary Information



IFRS does not require disclosure of comparative information related to the financial position and performance of the acquiree prior to a business combination. The following information is being provided to comply with the requirements of Ontario Securities Commission notice 52-720.

The REIT did not exist prior to April 24, 2018. The combined carve-out results of the operations of the Initial Portfolio have been prepared on a carve-out basis from the financial statements of MPI and present the financial performance as if these properties had been accounted for on a stand-alone basis with estimates used, when necessary, for certain allocations. The basis used is in line with the presentation of the Annual Carve-out Financial Statements for the years ended December 31, 2017, 2016 and 2015 presented in the Prospectus.

The Initial Portfolio consists of 22 multi-residential rental properties, comprising an aggregate of 4,279 suites located in Toronto, Ottawa, Calgary and Edmonton, including two mixed-use residential apartment and commercial buildings. These properties, together with their related assets and liabilities, were acquired by the REIT on July 2, 2018.

Due to the inherent limitations of carving out the assets, liabilities, operations and cash flows of these properties from legal entities controlled by MPI, these combined carve-out results of operations are not necessarily indicative of results that would have been attained if these properties had been operated as a separate legal entity during the period presented. All transactions between properties have been eliminated upon combination.

Results of Operations

The following table compares the results of the REIT for the three months and six months ended December 31, 2018 to the results of the Initial Portfolio for the three months and the six months ended December 31, 2017. The REIT was established on April 24, 2018 and commenced operations on July 2, 2018. Results for the period from April 24, 2018 (date of formation) to July 1, 2018 are not included in comparisons as the REIT had no operations for that period.

| | Three months ended December 31, | | | | Six months ended December 31, | | | | mber 31, | | | |
|---|---------------------------------|----------|----|--------|-------------------------------|----------|----|----------|----------|----------|----|----------|
| | | 2018 | | 2017 | ٧ | ariance | | 2018 | | 2017 | ١ | /ariance |
| Revenue from investment properties | \$ | 21,377 | \$ | 20,035 | \$ | 1,342 | \$ | 42,475 | \$ | 40,413 | \$ | 2,062 |
| Property operating costs ⁽¹⁾ | | 4,253 | | 3,908 | | (345) | | 8,257 | | 8,646 | | 389 |
| Property taxes | | 2,249 | | 2,253 | | 4 | | 4,528 | | 4,464 | | (64) |
| Utilities | | 1,853 | | 1,909 | | 56 | | 3,580 | | 3,677 | | 97 |
| Net operating income | | 13,022 | | 11,965 | | 1,057 | | 26,110 | | 23,626 | | 2,484 |
| General and administrative expenses | | 1,212 | | 1,020 | | (192) | | 2,267 | | 2,040 | | (227) |
| Fair value adjustment to investment | | | | | | | | | | | | |
| properties | (| (40,048) | | 5,546 | | 45,594 | | (40,048) | | (70,196) | | (30,148) |
| Fair value adjustment to Class B LP Units | | 29,829 | | - | | (29,829) | | 81,713 | | - | | (81,713) |
| Fair value adjustment to unit based | | | | | | | | | | | | |
| compensation | | 76 | | - | | (76) | | 76 | | - | | (76) |
| Finance costs - operations | | 5,736 | | 4,332 | | (1,404) | | 11,875 | | 8,888 | | (2,987) |
| Bargain purchase gain | | - | | - | | - | | (79,163) | | - | | 79,163 |
| Net income and comprehensive income | \$ | 16,217 | \$ | 1,067 | \$ | 15,150 | \$ | 49,390 | \$ | 82,894 | \$ | (33,504) |

Includes revenue and expenses from the acquisition of a new investment property. See Section III, "Investment Properties".

Revenue from Investment Properties

| | Three months ended December 31, | | | | | Six months ended Decembe | | | | ember 31, | |
|-----------------------|---------------------------------|--------|----|--------|----|--------------------------|----|--------|----|-----------|----------|
| | | 2018 | | 2017 | Va | riance | | 2018 | | 2017 | Variance |
| Rental revenue | \$ | 20,623 | \$ | 18,927 | \$ | 1,696 | \$ | 41,000 | \$ | 38,394 | \$ 2,606 |
| Other property income | | 754 | | 1,108 | | (354) | | 1,475 | | 2,019 | (544) |
| | \$ | 21,377 | \$ | 20,035 | \$ | 1,342 | \$ | 42,475 | \$ | 40,413 | \$ 2,062 |

Higher rental revenue was driven by higher occupancy and average rents for the three and six months ended December 31, 2018 against the same period in 2017. Strong rental markets in Ottawa and Toronto resulted in higher occupancy. Other property income was lower compared to the three and six months ended December 31, 2017 as the previous period included revenue from contractually recoverable operating expenditures that were not available in 2018.

The REIT has also been able to obtain a higher average rent per occupied unit against the same period in 2017. The higher rents are a combination of higher market rents and the REIT's suite repositioning program.

⁽¹⁾ The figure for three months ended December 31, 2017 has been normalized for the impact of insurance recovery of \$2,082 on a property destroyed by fire.

Rental performance metrics for the periods presented are defined as follows:

| As at | December 31, 2018 | December 31, 2017 |
|--------------------------------|-------------------|-------------------|
| Number of suites | 4,350 | 4,279 |
| Average monthly rent per suite | \$ 1,402 | \$ 1,352 |
| Occupancy | 98.76% | 97.09% |

The average monthly rent per suite increased by \$50 (3.7%) as compared to the same period in 2017.

Property Operating Costs

Property operating costs were lower in 2018 as compared to the same period in 2017. This favourable variance is partially due to cost saving opportunities in the operations of the furnished suites and lower repairs and maintenance costs.

Property Taxes

In Ontario, where the REIT has the largest concentration of properties, property tax assessments are completed every four years by an independent non-profit government agency. Individual municipalities set property tax rates annually. A new property value assessment was completed in 2017 and the impact of the change in assessed values will be phased in equally over the next three years commencing in 2018 and completing in 2020. As a result, the property taxes have increased by 1.4% compared to the same period in 2017.

Utilities

| | TH | Three months ended December 31, | | | | | | Six months ended Decembe | | | | |
|-------------|----|---------------------------------|-------|-----|--------|----|-------|--------------------------|-------|-----|-------|--|
| | | 2018 | 2017 | Var | riance | | 2018 | | 2017 | Var | iance | |
| Electricity | \$ | 750 \$ | 740 | \$ | (10) | \$ | 1,635 | \$ | 1,669 | \$ | 34 | |
| Water | | 562 | 616 | | 54 | | 1,286 | | 1,290 | | 4 | |
| Natural gas | | 541 | 553 | | 12 | | 659 | | 718 | | 59 | |
| | \$ | 1,853 \$ | 1,909 | \$ | 56 | \$ | 3,580 | \$ | 3,677 | \$ | 97 | |

Utilities for 2018 amounted to \$3,580, or 8.43% of revenue, compared to \$3,677 or 9.09% of revenue for 2017. Overall, as a proportion of revenues and on a per suite basis, utilities have remained stable over the same period last year.

Natural gas rates decreased across Canada for 2018, as compared to the same period in 2017, partially contributing to the favourable variance.

General and Administrative Expenses

The general and administrative expenses increased by \$227 in 2018 compared to the same period in 2017. The REIT did not exist prior to April 24, 2018 and as such, the basis of presentation of the general and administrative expenses differs between the comparative periods. For 2017, the general and administrative expenses represented an allocation of MPI's general and administrative expenses. The increase also resulted from public company expenditures relating to the REIT.

Fair Value Adjustment to Investment Properties

Refer to Section II, "Review of Financial Performance - Annual 2018" for details on the fair value adjustment to investment properties.

Fair Value Adjustment to Class B LP Units

The REIT adjusts the value of Class B LP Units. The fair value of Class B LP units is measured every period by reference to the traded value of the Units, with changes in measurement recorded in net income. No such Units existed in 2017 as the REIT had not yet been formed.

Fair Value Adjustment to Unit-Based Compensation

The REIT has issued Deferred Units to its Trustees and Executives. The liability is remeasured at each reporting date and settlement date. Any changes in the value are recorded in the value of the liability and are recognized through net income. No such units existed in 2017 as the REIT had not yet been formed.

Finance Costs - Operations

The increase in finance costs from operations for 2018 relates to distributions on Class B LP Units issued as part of the IPO.

Bargain Purchase Gain

Refer to Section II, "Review of Financial Performance - Annual 2018" for details on the bargain purchase gain.

Investment Properties

The REIT did not exist prior to April 24, 2018. The value of the investment properties has been obtained from the Combined Carve-Out Annual Financial Statements for the years ended December 31, 2017, 2016 and 2015 as presented in the Prospectus.

| As at | December 31, 2018 | Decemb | per 31, 2017 |
|--------------------------------------|-------------------|--------|--------------|
| Balance, beginning of period | \$ - | \$ | 983,983 |
| Acquisition of the Initial Portfolio | 1,123,000 | | - |
| Acquisition of investment property | 20,376 | | - |
| Capital expenditure additions | 14,387 | | 28,755 |
| Fair value adjustments | 40,048 | | 64,627 |
| Other | - | | (103) |
| Balance, end of period | \$ 1,197,811 | \$ | 1,077,262 |

The following table is a breakdown of the investment properties by type:

| As at | Decem | ber 31, 2018 | Decem | ber 31, 2017 |
|------------------------|--------|--------------|-------|--------------|
| Residential properties | \$ | 1,175,915 | \$ | 1,068,762 |
| Commercial properties | 21,896 | | | 8,500 |
| | \$ | 1,197,811 | \$ | 1,077,262 |

The capitalization rates for each of the REIT's major residential rental markets are as follows:

| As at | Decer | mber 31, 2018 | Dece | mber 31, 2017 |
|-------------------|-------|---------------|-------|---------------|
| | Low | High | Low | High |
| Ottawa, Ontario | 4.00% | 5.00% | 4.50% | 5.00% |
| Toronto, Ontario | 3.38% | 3.75% | 3.66% | 4.00% |
| Edmonton, Alberta | 4.25% | 4.25% | 4.50% | 4.75% |
| Calgary, Alberta | 4.15% | 4.42% | 4.35% | 4.35% |