



**MELCOR REAL ESTATE INVESTMENT TRUST**

Condensed Interim Consolidated Financial Statements

For the three-months ended March 31, 2022

(Unaudited)

## Condensed Interim Consolidated Statements of Financial Position

As at March 31, 2022

(Unaudited)

(\$000s)	March 31, 2022	December 31, 2021
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents	7,872	7,255
Accounts receivable	2,022	1,996
Other assets (note 5)	1,757	1,971
	<b>11,651</b>	11,222
<b>Non-Current Assets</b>		
Investment properties (note 4, 14 and 16)	696,169	699,142
Other assets (note 5)	26,980	24,587
Derivative financial asset (note 16)	2,313	717
	<b>725,462</b>	724,446
<b>TOTAL ASSETS</b>	<b>737,113</b>	735,668
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts payable	1,709	1,566
Distribution payable	1,164	1,164
Accrued liabilities and other payables (note 7)	11,511	8,805
Class C LP Units (note 9)	13,757	14,084
Mortgages payable (note 8)	36,885	36,996
Convertible debentures	22,582	22,458
	<b>87,608</b>	85,073
<b>Non-Current Liabilities</b>		
Accrued liabilities and other payables (note 7)	1,791	1,774
Class B LP Units (note 10 and 16)	116,585	109,490
Class C LP Units (note 9)	25,792	26,076
Mortgages payable (note 8)	297,745	298,834
Convertible debentures	43,398	43,179
Derivative financial liabilities (note 16)	6,479	5,408
<b>TOTAL LIABILITIES</b>	<b>579,398</b>	569,834
<b>UNITHOLDERS' EQUITY</b>	<b>157,715</b>	165,834
<b>TOTAL LIABILITIES AND UNITHOLDERS' EQUITY</b>	<b>737,113</b>	735,668

See accompanying notes to the condensed interim consolidated financial statements.

## Condensed Interim Consolidated Statements of Loss and Comprehensive Loss

For the three-months ended March 31

(Unaudited)

(\$000s)	2022	2021
Rental revenue (note 12 and 14)	18,965	19,486
Direct operating expenses (note 14)	(8,009)	(7,894)
Net rental income	10,956	11,592
General and administrative expenses (note 14)	(788)	(803)
Fair value adjustment on investment properties (note 4 and 16)	(3,662)	(401)
Fair value adjustment on Class B LP Units (note 10 and 16)	(7,095)	(26,768)
Loss before finance costs	(589)	(16,380)
Interest income	7	7
Finance costs (note 13 and 14)	(5,956)	(8,066)
Net finance costs	(5,949)	(8,059)
Net loss and comprehensive loss	(6,538)	(24,439)
Basic loss per trust unit (note 11)	(\$0.50)	(\$1.87)
Diluted loss per trust unit (note 11)	(\$0.50)	(\$1.87)

See accompanying notes to the condensed interim consolidated financial statements.

## Condensed Interim Consolidated Statements of Changes in Unitholders' Equity

As at March 31, 2022

(Unaudited)

(\$000s except unit amounts)	Number of Trust Units	Trust Units	Contributed Surplus	Retained Earnings	Total Unitholders' Equity
<b>Balance at December 31, 2021</b>	12,966,993	116,652	41,588	7,594	165,834
Trust units repurchased (note 11)	(3,824)	(38)	13	—	(25)
Net loss for the period	—	—	—	(6,538)	(6,538)
Distributions to unitholders	—	—	—	(1,556)	(1,556)
<b>Balance at March 31, 2022</b>	12,963,169	116,614	41,601	(500)	157,715

(\$000s except unit amounts)	Number of Trust Units	Trust Units	Contributed Surplus	Retained Earnings	Total Unitholders' Equity
<b>Balance at December 31, 2020</b>	13,050,503	117,473	41,275	29,659	188,407
Trust units repurchased (note 11)	(38,477)	(380)	152	—	(228)
Net loss for the period	—	—	—	(24,439)	(24,439)
Distributions to unitholders	—	—	—	(1,369)	(1,369)
<b>Balance at March 31, 2021</b>	13,012,026	117,093	41,427	3,851	162,371

See accompanying notes to the condensed interim consolidated financial statements.

## Condensed Interim Consolidated Statements of Cash Flows

For the three-months ended March 31

(Unaudited)

(\$000s)	2022	2021
<b>CASH FLOWS FROM (USED IN)</b>		
<b>OPERATING ACTIVITIES</b>		
Net loss for the period	(6,538)	(24,439)
Non cash items:		
Amortization of tenant incentives (note 5 and 12)	901	915
Straight-line rent adjustments (note 12)	(2)	120
Fair value adjustment on investment properties (note 4 and 16)	3,662	401
Fair value adjustment on Class B LP Units (note 10 and 16)	7,095	26,768
Accretion on convertible debentures (note 13)	154	145
Fair value adjustment on derivative instruments (note 13 and 16)	(525)	1,763
Amortization of deferred financing fees (note 13)	351	313
	5,098	5,986
Payment of tenant incentives and direct leasing costs	(1,733)	(1,746)
Changes in operating assets and liabilities	928	1,553
	4,293	5,793
<b>INVESTING ACTIVITIES</b>		
Investment in property improvements (note 4)	(217)	(179)
	(217)	(179)
<b>FINANCING ACTIVITIES</b>		
Change in revolving credit facility (note 6)	—	(3,500)
Proceeds from mortgages payable (note 8)	7,750	15,140
Repayment of mortgages payable	(9,017)	(14,230)
Repayment on Class C LP Units (note 9)	(611)	(773)
Units repurchased (note 11)	(25)	(228)
Distributions to unitholders	(1,556)	(1,304)
	(3,459)	(4,895)
<b>INCREASE IN CASH &amp; CASH EQUIVALENTS DURING THE PERIOD</b>	<b>617</b>	<b>719</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF THE PERIOD</b>	<b>7,255</b>	<b>3,744</b>
<b>CASH AND CASH EQUIVALENTS, END OF THE PERIOD</b>	<b>7,872</b>	<b>4,463</b>

See accompanying notes to the condensed interim consolidated financial statements.

## 1. DESCRIPTION OF THE TRUST

Melcor Real Estate Investment Trust (the "REIT" or "we") is an unincorporated, open-ended real estate investment trust established pursuant to a declaration of trust ("DOT") dated January 25, 2013 and subsequently amended and restated May 1, 2013. We began operations on May 1, 2013.

Our principal business is to acquire, own and manage office, retail and industrial properties in select markets across Western Canada. The properties are externally managed, administered and operated by Melcor Developments Ltd. ("Melcor") pursuant to the Property Management Agreement and Asset Management Agreement (note 14).

As at May 5, 2022, Melcor, through an affiliate, holds an approximate 55.4% effective interest in the REIT through ownership of all Class B LP Units of Melcor REIT Limited Partnership (the "Partnership") and is the ultimate controlling party.

We are governed under the laws of the Province of Alberta. Our registered office is located at Suite 900, 10310 Jasper Avenue Edmonton, Alberta, Canada. Our trust units are traded on the Toronto Stock Exchange under the symbol "MR.UN".

## 2. BASIS OF PRESENTATION

These condensed interim consolidated financial statements have been prepared in accordance with International Financial Reporting Standards as issued by the International Accounting Standard Board ("IFRS") applicable to the preparation of interim financial statements, including IAS 34, *Interim Financial Reporting*.

These condensed interim consolidated financial statements should be read in conjunction with our annual consolidated financial statements for the year ended December 31, 2021, which have been prepared in accordance with IFRS. These condensed interim consolidated financial statements were authorized for issue by the Board of Trustees on May 5, 2022.

## 3. SIGNIFICANT ACCOUNTING POLICIES AND CRITICAL ACCOUNTING ESTIMATES

The accounting policies followed in these condensed interim consolidated financial statements are consistent with those of the previous financial year except as described below.

### NEW AND AMENDED STANDARDS ADOPTED

We have adopted the following amendment on January 1, 2022.

**IAS 37, Provisions, contingent liabilities and contingent assets** amendments were made to IAS 37, Provisions, contingent liabilities and contingent assets in order to clarify (i) the meaning of "costs to fulfil a contract", and (ii) that, before a separate provision for an onerous contract is established, an entity recognizes any impairment loss that has occurred on assets used in fulfilling the contract, rather than on assets dedicated to that contract. Adoption of this amendment did not require any adjustment in our treatment of provisions, contingent liabilities and contingent assets.

## 4. INVESTMENT PROPERTIES

(\$000s)	Three months ended March 31, 2022	Year ended December 31, 2021
<b>Balance - beginning of period</b>	<b>699,142</b>	692,991
Additions		
Property improvements	217	2,322
Direct leasing costs	472	950
Fair value adjustment on investment properties (note 16)	(3,662)	2,879
<b>Balance - end of period</b>	<b>696,169</b>	699,142

In accordance with our policy we record our investment properties at fair value. Fair value adjustments on investment properties are primarily driven by changes in capitalization rates and stabilized net operating income ("NOI"). Supplemental information on fair value measurement, including valuation techniques and key inputs, is included in note 16.

Presented separately from investment properties is \$19,102 (December 31, 2021 - \$16,711) in tenant incentives and \$7,878 (December 31, 2021 - \$7,876) in straight-line rent adjustments (note 5). The fair value of investment properties has been reduced by these amounts.

## 5. OTHER ASSETS

(\$000s)	March 31, 2022	December 31, 2021
<b>Current Assets</b>		
Prepaid expense, and other	1,757	1,971
<b>Non-Current Assets</b>		
Straight-line rent adjustments	7,878	7,876
Tenant incentives	19,102	16,711
	<b>26,980</b>	<b>24,587</b>

During the three-month period, we recorded tenant incentives of \$3,292 (2021 - \$1,404) and recorded \$901 (2021 - \$915) of amortization expense respectively.

In accordance with IFRS 16, *Leases*, amortization of tenant incentives is recorded on a straight-line basis over the term of the lease against rental revenue.

## 6. REVOLVING CREDIT FACILITY

The REIT maintains an available credit limit based upon the carrying value of specific investment properties to a maximum of \$35,000 for general corporate purposes and acquisitions, including a \$5,000 swingline sub-facility. An additional \$15,000 is available by way of an accordion feature, subject to lender approval. Depending on the form under which the credit facility is accessed, rates of interest will vary between prime plus 1.25% or bankers acceptance plus 2.25% stamping fee. The agreement also provides the REIT with \$5,000 in available letters of credit which bear interest at 2.25%. Interest payments are due and payable based upon the form of the facility drawn upon, and principal is due and payable upon maturity. The agreement also bears a standby fee of 0.45% for the unused portion of the revolving facility. The lenders hold demand debentures, a first priority general security and a general assignment of leases and rents over specific investment properties as security for the new facility. The facility matures June 1, 2024. Unamortized transaction fees of \$97 are included in other assets. Credit facility was paid in full during 2021 and no amounts were drawn at March 31, 2022 (December 31, 2021- \$nil).

## 7. ACCRUED LIABILITIES AND OTHER PAYABLES

(\$000s)	March 31, 2022	December 31, 2021
<b>Current Liabilities</b>		
Tenant security deposits and pre-payments	3,062	3,403
Accrued finance costs	1,644	757
Other accrued liabilities and payables	6,805	4,645
	<b>11,511</b>	<b>8,805</b>
<b>Non-Current Liabilities</b>		
Decommissioning obligation	1,791	1,774

## 8. MORTGAGES PAYABLE

(\$000s)	March 31, 2022	December 31, 2021
Mortgages amortized over 15-25 years at fixed interest rates	302,691	303,711
Mortgages amortized over 25 years at floating interest rate (fixed via floating for fixed interest rate swaps)	33,676	33,923
Unamortized deferred financing fees	(1,737)	(1,804)
	<b>334,630</b>	335,830
Current portion of mortgages payable	(36,885)	(36,996)
	<b>297,745</b>	298,834
Interest rate ranges	2.62%-4.20%	2.62%-4.20%

The change in mortgages payable during the period is summarized as follows:

(\$000s)	Three months ended March 31, 2022	Year ended December 31, 2021
<b>Balance - beginning of period</b>	<b>335,830</b>	312,997
Principal repayments:		
Scheduled amortization on mortgages	(2,386)	(10,191)
Mortgage repayments	(6,631)	(41,045)
New mortgages	7,750	74,292
Deferred financing fees	(9)	(707)
Amortization of deferred financing fees	76	484
<b>Balance - end of period</b>	<b>334,630</b>	335,830

## 9. CLASS C LP UNITS

Class C LP Units are held by Melcor in consideration of debt retained on certain properties sold to the REIT. Distributions are made on the units in order to permit Melcor to satisfy required principal and interest payments. The Class C LP Units are classified as debt and a portion of the distributions are recognized as interest expense.

(\$000s)	March 31, 2022	December 31, 2021
Class C LP Units amortized over 15-25 years at fixed interest rates	39,549	40,160
Current portion of Class C LP Units	(13,757)	(14,084)
	<b>25,792</b>	26,076
Effective interest rate	3.30 %	3.30 %

As at March 31, 2022 we had 10,785,613 Class C LP Units issued and outstanding (December 31, 2021 - 10,785,613).

The change in Class C LP units during the period is summarized as follows:

(\$000s)	Three months ended March 31, 2022	Year ended December 31, 2021
<b>Balance - beginning of period</b>	<b>40,160</b>	56,080
Principal repayments:		
Scheduled amortization on Class C LP Units	(611)	(2,744)
Class C LP Units repayments	—	(13,176)
<b>Balance - end of period</b>	<b>39,549</b>	40,160



## 10. CLASS B LP UNITS

Class B LP Units are held by Melcor and are exchangeable at the option of the holder for one trust unit and, therefore, are considered a puttable instrument and are required to be accounted for as a financial liability. Each unit is accompanied by one special voting unit which entitles the holder to one vote at any meeting of the unitholders. Distributions on Class B LP Units are recorded and paid to holders equal to those declared on trust units and are included in finance costs.

In accordance with our policy, we record Class B LP units at fair value. We remeasured the Class B LP Units at March 31, 2022 and recognized a fair value loss of \$7,095 during the three-month period (2021 - fair value loss of \$26,768). Supplemental information on fair value measurement, including valuation technique and the key input, is included in note 16.

At March 31, 2022 there were 16,125,147 Class B LP Units issued and outstanding at a fair value of \$7.23 per unit or \$116,585 (December 31, 2021 - 16,125,147 at \$6.79 per unit or \$109,490). The onset of the pandemic introduced significant volatility in equity markets that has been reflected in the valuation of the Class B LP Units, and it isn't possible to predict the severity or duration of future volatility.

The following table summarizes the change in Class B LP Units for the period:

	Three months ended March 31, 2022		Year ended December 31, 2021	
	# of units	(\$000's)	# of units	(\$000's)
<b>Balance - beginning of period</b>	<b>16,125,147</b>	<b>109,490</b>	16,125,147	77,884
Fair value adjustment on Class B LP Units (note 16)	—	7,095	—	31,606
<b>Balance - end of period</b>	<b>16,125,147</b>	<b>116,585</b>	16,125,147	109,490

## 11. UNITHOLDERS' EQUITY

On April 1, 2021 we commenced a normal course issuer bid ("NCIB") which allowed the REIT to purchase up to 652,525 trust units for cancellation, representing approximately 5% of the REIT's issued and outstanding trust units, up to maximum daily limit of 3,824. The price which the REIT paid for trust units repurchased under the plan were the market price at the time of acquisition. The NCIB ended on March 31, 2022.

During the three-month period we purchased 3,824 units (2021 - 38,477 units) for cancellation at a cost of \$25 (2021 - \$228), pursuant to the NCIB. Trust units were reduced by \$38 (2021 - \$380) and contributed surplus increased by \$13 (2021 - \$152).

At March 31, 2022, our issued and outstanding trust units were 12,963,169 (December 31, 2021 - 12,966,993).

<i>(\$000's except unit and per unit amounts)</i>	Three months ended March 31	
	2022	2021
Net loss - basic	(6,538)	(24,439)
Impact of Class B LP Units fair value adjustment and distributions*	—	—
Impact of convertible debentures interest, fair value adjustment, amortization and accretion*	—	—
Net loss - diluted	(6,538)	(24,439)
Basic weighted average trust units outstanding	12,986,885	13,045,820
Impact of conversion of Class B LP Units*	—	—
Impact of conversion of convertible debentures*	—	—
Diluted weighted average trust units outstanding	12,986,885	13,045,820
Basic loss per trust unit	(\$0.50)	(\$1.87)
Diluted loss per trust unit*	(\$0.50)	(\$1.87)

\*Diluted loss per trust unit do not include the impact of Class B LP Units and convertible debentures when they are anti-dilutive.

## 12. RENTAL REVENUE

The components of rental revenue are as follows:

(\$000s)	Three months ended March 31	
	2022	2021
Lease revenue	12,869	13,701
Variable lease revenue	3,592	3,515
Service revenue	3,403	3,305
Amortization of tenant incentives (note 5)	(901)	(915)
Straight-line adjustments	2	(120)
	<b>18,965</b>	19,486

## 13. FINANCE COSTS

The components of finance costs are as follows:

(\$000s)	Three months ended March 31	
	2022	2021
Interest on mortgages payable and revolving credit facility	2,849	2,815
Interest on Class C LP Units	304	449
Distributions on Class B LP Units	1,935	1,693
Interest on convertible debenture	888	888
Accretion on convertible debentures	154	145
Fair value adjustment on derivative instruments	(525)	1,763
Amortization of deferred financing fees	351	313
	<b>5,956</b>	8,066

Total finance costs paid during the three-month period were \$5,011 (2021 - \$5,063).

## 14. RELATED PARTY TRANSACTIONS

Our condensed interim consolidated financial statements include the following related party transactions with Melcor, and its affiliates, as our controlling unitholder:

### a) Property and Asset Management Agreements

Pursuant to the terms of the Property and Asset Management Agreements, we incurred the following fees during the period:

(\$000s)	Three months ended March 31	
	2022	2021
<b>Asset Management Agreement</b>		
Base Annual Management Fee	479	479
<b>Property Management Agreement</b>		
Monthly Fee	549	595
Lease Fee	469	261
	<b>1,497</b>	1,335

The Base Annual Management Fee is included in general and administrative expenses. Monthly Fees are included in direct operating expenses. Lease Fees are capitalized to investment properties. As at March 31, 2022 there was \$674 (December 31, 2021 - \$674) payable to Melcor related to these fees.

**b) Distributions on Class B LP Units and Redemptions of Class C LP Units**

During the three-month period ended March 31, 2022, \$1,935 in distributions were recorded on Class B LP Units held by Melcor (2021 - \$1,693). These distributions were recorded as finance costs (note 13). As at March 31, 2022 there was \$645 payable to Melcor for the March distribution (December 31, 2021 - \$645 for the December distribution).

Also during the three-month period ended March 31, 2022, Melcor, as holder of all Class C LP Units, was paid \$915 to fund principal and interest payments on the retained debt (2021 - \$1,222).

**c) Rental Revenue**

For the three-month period ended March 31, 2022 we collected \$207 in rental revenue from Melcor and an affiliate for use of office space (2021 - \$191). This amount is included in rental revenue.

**d) Key Management Remuneration**

The REIT does not directly or indirectly pay any compensation to named executive officers of the REIT. The REIT has no employees and is externally managed, administered and operated by Melcor pursuant to the Asset Management Agreement and Property Management Agreement.

**15. FINANCIAL RISK MANAGEMENT**

The REIT's exposure to financial risks and how these risks could affect future financial performance is as follows:

**a) Credit Risk**

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. Our financial assets that are exposed to credit risk consist of cash and cash equivalents and accounts receivable measured at amortized cost and derivative financial asset measured at fair value. Our maximum exposure to credit risk is the carrying amount of these instruments.

We invest our cash and cash equivalents in bank accounts with major Canadian chartered banks. Accounts receivable balances include amounts due from tenants and various smaller amounts due from vendors. We manage our credit risk through careful selection of tenants and look to obtain national tenants or tenants in businesses with a long standing history, or perform financial background checks including business plan review for smaller tenants. We manage our concentration risk by renting to an expansive tenant base, with no dependency on rents from any one specific tenant.

For our accounts receivable, we apply the simplified credit loss approach, which requires us to recognize lifetime expected credit losses for all accounts receivables balances by applying an expected loss rate based on historical credit losses adjusted for current and forward looking information which may affect the ability of the customers to settle receivables. Accounts receivables have been grouped based on shared credit risk characteristics. At this time, based on current economic outlook and the unpredictable time-line impact of COVID-19, management has assessed the current expected credit loss at \$386 (2021 - \$518).

Derivative instruments are with approved counter-party banks. Counter-parties are assessed prior to, during, and after the conclusion of the transactions to ensure exposure to credit risk is limited to an acceptable level.

**b) Liquidity Risk**

Liquidity risk is the risk that we will not be able to meet our financial obligations as they fall due. We manage liquidity risk to ensure that we have sufficient liquid financial resources to finance operations, meet long-term mortgage repayments, Class C LP Unit redemptions, convertible debenture payments and make monthly distributions on Class B LP Units and trust units. We monitor rolling forecasts of our liquidity, which includes cash, on the basis of expected cash flows. In addition, we monitor balance sheet liquidity ratios against capital requirements and maintain on-going debt financing plans. We believe that based on the cash flow models created by management to incorporate the effects of COVID-19 we have access to sufficient liquidity through internally generated cash flows, external sources and undrawn committed borrowing facilities to meet current spending forecasts.

**c) Market Risk**

We are not subject to other significant market risks pertaining to our financial instruments with the exception of our Class B LP Units, which are carried at fair value based on the underlying market price of the REIT units (note 10).

**16. FAIR VALUE MEASUREMENT**

Fair value is the price that market participants would be willing to pay for an asset or liability in an orderly transaction under current market conditions at the measurement date.

The fair value of the REIT's financial instruments were determined as follows:

- the carrying amounts of cash and cash equivalents, accounts receivable, accounts payable and distribution payable approximate their fair values based on the short term maturities of these financial instruments.
- fair values of mortgages payable, Class C LP Units and interest rate swaps are estimated by discounting the future cash flows associated with the debt at market interest rates (Level 3).
- fair value of derivative financial liabilities, the conversion features on our convertible debentures, are estimated based upon unobservable inputs, including volatility and credit spread (Level 3).
- fair value of Class B LP Units are estimated based on the closing trading price of the REIT's trust units and the fair value of convertible debenture is estimated based on the closing trading price of the REIT's debenture (Level 2).

In addition, the REIT carries its investment properties at fair value which is determined based on the accepted valuation methods of direct income capitalization or discounted future cash flows (Level 3).

The fair value hierarchy categorizes fair value measurement into three levels based upon the inputs to valuation technique, which are defined as follows:

- Level 1: quote prices (unadjusted) in active markets for identical assets or liabilities that are accessible at the measurement date.
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: unobservable inputs for the asset or liability.

There were no transfers between the levels of the fair value hierarchy during the period.

The following table summarizes the REIT's assets and liabilities carried at fair value and its financial assets and liabilities where carrying value may not approximate fair value.

(\$000s)	March 31, 2022				December 31, 2021		
	Fair Value	Amortized Cost	Total Carrying Value	Total Fair Value	Total Carrying Value	Total Fair Value	
<b>Non-financial assets</b>							
Investment properties	Level 3	696,169	—	696,169	696,169	699,142	699,142
<b>Financial liabilities</b>							
Mortgages payable	Level 3	—	334,630	334,630	334,333	335,830	335,343
Class B LP Units	Level 2	116,585	—	116,585	116,585	109,490	109,490
Class C LP Units	Level 3	—	39,549	39,549	39,549	40,160	40,160
Convertible debentures	Level 2	—	65,980	65,980	62,496	65,637	63,683
<b>Derivative financial liability</b>							
Conversion feature on convertible debentures	Level 3	6,479	—	6,479	6,479	5,408	5,408
<b>Derivative financial asset</b>							
Interest rate swaps	Level 3	2,313	—	2,313	2,313	601	601
Conversion feature on convertible debentures	Level 3	—	—	—	—	116	116

### Investment properties

Investment properties are remeasured to fair value on a recurring basis, determined based on the accepted valuation methods of direct income capitalization or discounted future cash flows. The application of these valuation methods results in these measurements being classified as Level 3 in the fair value hierarchy.

Under the discounted future cash flows method, fair values are determined by discounting the forecasted future cash flows over ten years plus a terminal value determined by applying a terminal capitalization rate to forecasted year eleven cash flows.

Under the direct income capitalization method, fair values are determined by dividing the stabilized net operating income of the property by a property specific capitalization rate.

The significant unobservable inputs in the Level 3 valuations are as follows:

- Capitalization rate - based on actual location, size and quality of the property and taking into consideration available market data as at the valuation date;
- Stabilized net operating income - revenue less direct operating expenses adjusted for items such as average lease up costs, vacancies, non-recoverable capital expenditures, management fees, straight-line rents and other non-recurring items;
- Discount rate - reflecting current market assessments of the uncertainty in the amount and timing of cash flows;
- Terminal capitalization rate - taking into account assumptions regarding vacancy rates and market rents; and
- Cash flows - based on the physical location, type and quality of the property and supported by the terms of existing leases, other contracts or external evidence such as current market rents for similar properties.

An increase in the cash flows or stabilized net operating income results in an increase in fair value of investment property whereas an increase in the capitalization rate, discount rate or terminal capitalization rate decreases the fair value of the investment property.

In determining the fair value of our investment properties judgment is required in assessing the 'highest and best use' as required under IFRS 13, Fair value measurement. We have determined that the current uses of our investment properties are their 'highest and best use'.

The REIT's management company, Melcor, lead by Melcor's executive management team, is responsible for determining fair value measurements on a quarterly basis, including verifying all major inputs included in the valuation and reviewing the results. Melcor's management, along with Melcor REIT Limited Partnership's Audit Committee, discuss the valuation process and key inputs on a quarterly basis. At least once every two years, the valuations are performed by qualified external valuers who hold recognized and relevant professional qualifications and have recent experience in the location and category of the investment property being valued.

Investment properties were valued by Melcor's internal valuation team as at March 31, 2022. Valuations performed during the three-month period resulted in fair value losses of \$3,662. During the year ended December 31, 2021 Melcor's internal valuation team valued investment properties of which 10 investment properties (of 53 legal phases valued) with a fair value of \$130,250 were valued by qualified independent external valuation professionals during the year. Valuations performed during the year ended December 31, 2021 resulted in fair value gains of \$2,879.

Weighted average stabilized net operating income for investment properties is \$1,584 (December 31, 2021 - \$1,584) per property. Other significant valuation metrics and unobservable inputs are set out in the following table. Fair values are most sensitive to changes in capitalization rates.

	March 31, 2022			December 31, 2021		
	Min	Max	Weighted Average	Min	Max	Weighted Average
Capitalization rate	5.50%	10.00%	6.81%	5.50%	10.00%	6.81%
Terminal capitalization rate	5.75%	9.00%	6.90%	5.75%	9.00%	6.90%
Discount rate	6.25%	9.75%	7.86%	6.25%	9.75%	7.86%

An increase in the capitalization rates by 50 basis points would decrease the carrying amount of investment properties by approximately \$49,700 (December 31, 2021 - \$49,700). A decrease in the capitalization rates by 50 basis points would increase the carrying amount of investment properties by approximately \$57,500 (December 31, 2021 - \$57,500). Due to the

uncertainty of the economic environment as a result of COVID-19, these estimates could be subject to significant changes and such changes could be material.

### **Non-derivative financial instruments**

The fair value of mortgages payable and Class C LP Units has been calculated by discounting the expected cash flows of each loan using a discount rate specific to each individual loan. The discount rate is determined using the bond yield for similar instruments of similar maturity adjusted for each individual project's specific credit risk. In determining the adjustment for credit risk, we consider current market conditions and other indicators of credit worthiness.

### **Derivative financial instruments**

Our derivative financial instruments are comprised of floating for fixed interest rate swaps on two of our mortgages (level 3) and the conversion features on our convertible debentures (level 3).

The fair value of the interest rate swaps are calculated as the net present value of the future cash flows expected to arise on the variable and fixed portion, determined using applicable yield curves at the measurement date. As at March 31, 2022 the fair value of the interest rate swap contracts are \$2,313 (December 31, 2021 - \$601).

The significant unobservable inputs used in the fair value measurement of the conversion features on the convertible debentures are volatility and credit spread. As at March 31, 2022, the fair value of the conversion feature on our convertible debentures was \$6,479 liability (December 31, 2021 - \$5,408 liability and \$116 asset).

Valuations performed during the three-month period resulted in fair value gains of \$525 (2021 - fair value losses of \$1,763).

The onset of the pandemic introduced significant volatility in equity markets that has been reflective in the valuation of our REIT trust units. As the valuation of the conversion feature on our convertible debentures is dependent on the historical price of the REIT's trust units and the trading price of the convertible debenture, the impact on the valuation of the conversion feature on our convertible debentures cannot be estimated at this time and such impact could be material.

### **Class B LP Units**

Class B LP Units are remeasured to fair value on a recurring basis and categorized as Level 2 in the fair value hierarchy. The units are fair valued based on the trading price of the trust units at the period end date. At March 31, 2022 the fair value of the Class B LP Units was \$116,585, resulting in a fair value loss of \$7,095 for the three-month period (December 31, 2021 - fair value loss of \$31,606). The REIT notes that it is currently not possible to estimate the long-term impact that COVID-19 will have on the economy, including the equity markets. As the valuation of the Class B LP Units is dependent on the trading price of the trust units, the impact on the valuation of the Class B LP Units cannot be estimated at this time and such impact could be material.

## **17. SUBSEQUENT EVENTS**

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### **Distributions**

Subsequent to March 31, 2022, we declared the following distributions:

Month	Record Date	Distribution Date	Distribution Amount
April 2022	April 29, 2022	May 16, 2022	\$0.04 per Unit
May 2022	May 31, 2022	June 15, 2022	\$0.04 per Unit