

# **INVESQUE INC.**

## **MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2021**

**November 10, 2021**

## **Basis of presentation**

Financial data in this Management's Discussion and Analysis of Results of Operations and Financial Condition ("MD&A") is for the three and nine months ended September 30, 2021. Financial data has been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board.

This MD&A is intended to provide readers with an assessment of the performance of Invesque Inc. (the "Company") for the three and nine months ended September 30, 2021. This MD&A should be read in conjunction with the audited consolidated financial statements and notes of the Company for the years ended December 31, 2020 and 2019 and the unaudited condensed consolidated interim financial statements and notes of the Company for three and nine months ended September 30, 2021 and 2020.

Additional information relating to the Company, including the Company's annual information form for the year ended December 31, 2020 (the "2020 AIF"), can be found on SEDAR at [www.sedar.com](http://www.sedar.com).

All financial information is in thousands of U.S. dollars unless otherwise noted.

## **Forward-looking disclaimer**

Certain information in this MD&A may constitute "forward-looking" statements which involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements of the Company or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements (which involve significant risks and uncertainties and should not be read as guarantees of future performance or results) include statements related to, among other things, the impact of COVID-19 on the business, operations and financial performance of the Company, the expected seniors housing and care industry and demographic trends, acquisitions, development activities, future maintenance and leasing expenditures, financing, the availability of financing sources and income taxes. Management of the Company ("Management") believes that the expectations reflected in forward-looking statements are based upon reasonable assumptions; however, Management can give no assurance that actual results will be consistent with these forward-looking statements.

Without limiting the foregoing, the words "believe", "expect", "anticipate", "should", "may", "will", "intend", "estimate" and similar expressions identify forward-looking statements.

Factors that could cause actual results, performance or achievements to differ materially from those expressed or implied by forward-looking statements include, but are not limited to, general economic conditions, competitive uncertainties and contingencies, demographic and industry trends, legislative and regulatory changes, tax laws and those factors set forth under the heading "Risks and Uncertainties" in this MD&A and 2020 AIF, including risks relating to the effect of COVID-19 on the business, operations and financial performance of the Company. Readers are cautioned that the foregoing list of factors that may affect future results is not exhaustive. When relying on forward-looking statements to make decisions, with respect to the Company, investors and others should carefully consider the foregoing factors and other uncertainties and potential events.

These forward-looking statements are made as of November 10, 2021 and the Company assumes no obligation to update or revise them to reflect new events or circumstances, except as required by law.

## **Financial Measures not Defined Under IFRS**

Certain terms used in this MD&A are performance measures that are not defined by IFRS such as Funds From Operations ("FFO"), Adjusted Funds From Operations ("AFFO"), fixed charge coverage ratio, payout ratio, effective payout ratio, earnings before interest, income taxes, depreciation, amortization and rent ("EBITDAR"), earnings before interest, income taxes, depreciation, amortization, rent and management fees ("EBITDARM"), revenue per occupied room and any related per share amounts used by the Company to measure, compare and explain the operating results and financial performance of the Company. Such performance measures do not have standardized meanings under IFRS and therefore may not be comparable to similar measures presented by other issuers. Such performance measures should not be construed as alternatives to loss and comprehensive loss or cash flows from operating activities calculated in accordance with IFRS. Further, the supplemental measures used by management may not be comparable to similar measures presented by other real estate enterprises. Management believes that these terms are relevant measures in comparing the Company's

performance to industry data and assessing its ability to meet its ongoing obligations. Please refer to the "Financial Measures" section of this MD&A for a more detailed description of FFO and AFFO and a reconciliation to IFRS measures.

## Business Overview

Invesque Inc. is a corporation continued under the *Business Corporations Act* (British Columbia). The registered office of the Company is located at 700 W Georgia Street, 25th Floor, Vancouver, British Columbia V7Y 1B3 and the head office of the Company is located at 333 Bay Street, Suite 3400, Toronto, Ontario, M5H 2S7.

The Company is a North American health care real estate company with an investment thesis focused on the premise that an aging demographic in North America will continue to utilize health care services in growing proportion to the overall economy. The Company currently capitalizes on this opportunity by investing in a highly diversified portfolio of income generating properties across the health care spectrum. The Company's portfolio includes investments in independent living, assisted living, memory care, skilled nursing, transitional care and medical office properties, which are operated primarily under long-term leases and joint venture arrangements with industry leading operating partners. The Company's portfolio also includes investments in owner occupied seniors housing properties in which it owns the real estate and provides management services through its subsidiary management company ("Commonwealth").

Description of the Company's asset types are as follows:

- **Independent Living ("IL") Communities:** IL communities are the least medically-intensive type of seniors housing and care properties. Unlike AL (defined below) communities and SNFs/LTCs (defined below), IL communities generally do not offer nursing, rehabilitative care or therapy services and typically do not provide assistance with daily living activities. Rather, IL communities are designed as a seniors housing and care option for those who are able to perform their own basic activities of daily living and need little or no medical assistance. IL communities come in many forms ranging from age-restricted apartment communities to villa homes which are on a retirement village campus or part of a continuing care retirement community. IL communities in North America are generally unregulated and unlicensed, with some exceptions for IL communities providing more extensive care services. Most IL communities receive revenue through private pay sources, such as residents paying directly out of pocket and private insurance, rather than government sources.
- **Assisted Living ("AL") and Memory Care ("MC") Communities:** AL and MC communities play a key role in the continuum of seniors housing and care, as they bridge the gap between IL communities and SNFs/LTCs (defined below). AL communities provide relatively independent elderly persons with typical amenities associated with less medically-intensive seniors housing and care as well as assistance with activities of daily living and some healthcare services. Services provided at AL communities typically include 24-hour care for resident protection, an emergency response system, supervision for persons with disabilities, housekeeping, maintenance and transportation. MC communities are substantially similar to AL communities because they also focus on elderly persons who need assistance with activities of daily living and healthcare services but differ from AL communities because MC residents need to be cared for in a secured environment to prevent seniors from leaving the community in a confused state. AL and MC communities in the United States are typically licensed and regulated by state and local governments rather than the federal government. In Canada, AL communities are licensed or certified and regulated in most jurisdictions but are typically less regulated than LTCs (defined below). Licensure for MC communities is generally identical to AL licensure except for specific building requirements including locked exterior doors secured by keys or an access code. AL communities receive most of their revenues through private pay sources and may also receive revenue from third-party pay sources, including federal, state and provincial governments.
- **Skilled Nursing Facilities ("SNFs") and Long-Term Care Facilities ("LTCs"):** SNFs, as referred to in the United States, and LTCs, as referred to in Canada, are senior care facilities that provide a room, meals and assistance with daily life activities and have licensed nursing staff on duty 24 hours per day. These facilities provide the most intensive level of medical and nursing care in a residential setting for seniors, typically treating residents with physical or mental impairments that prevent them from living in IL or AL communities. In many cases, these facilities supplement hospital care by providing care to patients who require medical and therapeutic services but are stable enough to have these services provided in a facility that is less expensive than a hospital or other post-acute care setting. The SNF and LTC segment includes services to patients requiring medical and/or nursing care and rehabilitation services for post-operative procedures including hip or knee replacements and cardiac surgeries, among others. SNFs and LTCs also provide transitional care services, and facilities that specialize in this type of care are often referred to as Transitional Care Centers ("TCCs"). TCCs are designed for

patients transitioning from the hospital to their home after a surgery or an acute health episode. TCCs, a sub-segment of SNFs and LTCs, are the most common destination for post-acute care patients requiring short-term, physician-ordered intense rehabilitation for post-operative procedures. They are staffed by registered nurses, therapists, pharmacists and social workers. SNFs and LTCs in North America are subject to extensive federal, state and provincial regulation, including licensing requirements and regulations relating to government funding. SNFs and LTCs receive revenue from private pay sources and third-party pay sources, including federal, state and provincial governments and insurance companies.

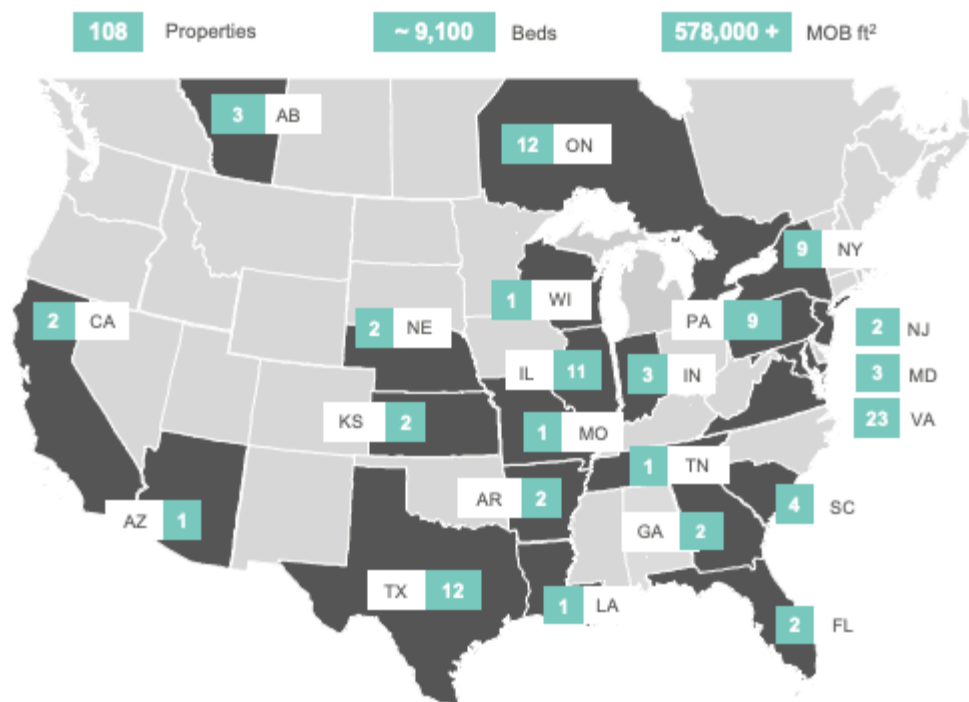
- **Medical Office Buildings ("MOBs"):** MOBs represent a large segment of health care real estate comprised of various outpatient health care settings. Outpatient care, sometimes referred to as ambulatory care, is defined as medical care or treatment that does not require an overnight stay in a hospital or medical facility. Unlike seniors housing and care properties, the utilization of outpatient care settings and MOBs is generally not age-restricted and is available to all segments of the population. In the United States, MOBs can house service providers that provide a wide variety of health care services, ranging from family medicine and geriatric care to plastic surgery, and those providers can each accept a wide variety of reimbursements for services, including private pay, Medicare, Medicaid and insurance and managed care plans. The Canadian medical office focuses strongly on the general practitioner as a primary referral source and magnet to attract patients to the MOB in order to support other tenants in the building. General practitioners provide referrals, prescriptions and recommendations for the patient to visit other physicians and practices within the building.

For the Company's SNF and TCC properties, it generally owns the land and buildings and leases them to third party operators on a long-term, triple-net lease basis. For its IL and AL properties, it either owns the land and buildings and leases them to third party operators on a long-term, triple-net basis, has an interest in both the property and operations in joint ventures and joint arrangements with the operating partner at the facility, or wholly owns and operates the property. For the triple-net lease structured assets, the tenant operators assume the operational risks and expenses associated with operating a seniors housing and care facility on the leased premises. The tenant operators provide and manage the service offerings available at the facilities, deliver all care services, and maintain the buildings.

The Company's multi-tenant MOB portfolio transitioned management to and is currently operated by the third party operator Jones Lang LaSalle ("JLL"). JLL is an industry leader in property management services and has significantly expanded the Company's capabilities in the medical office building portfolio. The portfolio was previously operated via third party property and asset management contracts with Mohawk Realty Advisors Ltd. The transition of management occurred in September 2020.

As of November 10, 2021, the Company owns or has a majority interest in a portfolio of 93 properties in the United States, comprised of 61 assisted living and memory care facilities, 15 skilled nursing facilities, 12 transitional care properties, 4 medical office buildings, and 1 property held for sale. In Canada, the Company owns an interest in 15 properties comprised of 11 medical office buildings and 4 seniors housing and care facilities.

The Company's geographic footprint as of November 10, 2021:



Management believes that certain characteristics of the North American seniors housing and care industry, including favorable demographic trends, increasing demand with stagnant supply of new facilities and the shift from high cost hospitals for post-acute care to lower cost settings such as skilled nursing facilities, provide for a unique investment opportunity. The increased demand for health care facilities further enforces the growing demand for health care spending in medical office buildings as well. Management also believes that, as a result of the high quality of the Company's properties, its triple-net lease and joint venture structures and its relationships with reputable operators, including the majority owned Commonwealth management company, and industry participants, the Company is well-positioned to succeed in the industry by capitalizing on these market opportunities.

### Liquidity Assessment and COVID-19 Risk

A novel strain of coronavirus causing the disease known as COVID-19 has spread throughout the world, including across the United States and Canada, causing the World Health Organization to declare the COVID-19 outbreak a pandemic in March 2020. In an attempt to contain the spread and impact of the pandemic, authorities throughout the United States and Canada have implemented measures such as travel bans and restrictions, stay-at-home orders, social distancing guidelines and limitations on other business activity. The pandemic has resulted in a significant economic downturn in the United States, Canada and globally, and has also led to disruptions and volatility in capital markets. These trends are likely to continue for the remainder of 2021 and beyond.

The pandemic has had an impact on results and operations of the Company, including decreased occupancy, delays in collections from tenants, and increased operating expenses. The Company announced on April 10, 2020 that it suspended the dividend for all common shares beginning from April 1, 2020 until further notice.

The Company expects that the pandemic could continue to have a negative affect on its results of operations, financial position and cash flows, particularly if negative economic and public health conditions in the United States and Canada persist for a significant period of time. The ultimate impact of the pandemic on the Company's financial results will depend on future developments, which are highly uncertain and cannot be predicted with confidence. This includes, among other factors, the duration and severity of the pandemic as well as negative economic conditions arising therefrom, the impact of the pandemic on occupancy rates in the Company's communities, the volume of COVID-19 patients cared for across the portfolio, and the impact of government actions on the seniors housing industry and broader economy, including through existing and future stimulus efforts. The impact of COVID-19 has been partially offset to date by certain government

stimulus programs which have helped to offset COVID-19 related expenses and compensate for lost revenues, but the Company is not able to provide assurance that such programs may continue to be available in the future. For the three and nine months ended September 30, 2021, the Company recognized \$0 and \$2,130, respectively, of other income related to government grants funded through programs designed to assist seniors housing operators who have experienced both lost revenue and increased expenses during the COVID-19 pandemic (three and nine months ended September 30, 2020 - \$2,529 and \$2,594, respectively). For the three and nine months ended September 30, 2021, the Company recognized \$0 and \$129, respectively, of loss from joint ventures related to the Company's share of government grants recognized at the joint venture properties for COVID-19 pandemic relief (three and nine months ended September 30, 2020 - \$527 and \$959, respectively).

Liquidity risk is the risk that an entity is unable to fund its assets or meet its obligations as they come due. Liquidity risk is managed in part through cash forecasting. While there are uncertainties in assessing future liquidity requirements under normal operating conditions, the stressed conditions caused by COVID-19 have introduced increased uncertainties. The Company monitors forecasts of liquidity requirements to ensure it has the ability to meet operational needs by maintaining sufficient availability of the combination of cash and credit facility capacity, and to ensure the Company will meet its financial covenants related to debt agreements. Such forecasting involves a significant degree of judgment which takes into consideration current and projected macroeconomic conditions, the Company's cash collection efforts, debt financing and refinancing plans, and covenant compliance required under the terms of debt agreements. There is a risk that such liquidity forecasts may not be achieved and that currently available debt financing may no longer be available to the Company at terms and conditions that are favorable, or at all.

As a result of the risks and conditions associated with COVID-19, the Company has amended certain terms of various financing arrangements having conducted an assessment of its liquidity. The Company believes that it has sufficient available liquidity to meet its minimum obligations as they come due and to comply with financial covenants in its credit facilities, as amended, for a period of at least 12 months from September 30, 2021. Further, the Company has assessed that there are no material uncertainties related to events or conditions that may cast significant doubt upon the Company's ability to continue as a going concern. In making this significant judgment, the Company has prepared a cash flow forecast with the most significant assumptions in the preparation of such forecast being the ability of its most significant tenant, Symcare, to meet its rental obligations to the Company and the continued availability of financing.

In response to a severe downside scenario, management has the ability to take the following mitigating actions to reduce costs, optimize the Company's cash flow and preserve liquidity:

- (i) utilizing available cash to pay down debts,
- (ii) sell certain properties and use the proceeds to buy down debt,
- (iii) exercise the Company's right to convert its convertible debentures into common shares,
- (iv) reducing non-essential capital expenditures.

## **Recent Activities**

On November 2, 2020, the Company executed a non-binding, memorandum of understanding ("MOU") with Symcare and the tenant operator of one building in Chesterton, Indiana (collectively "Symphony"). Symphony operated 16 facilities for the Company under triple-net lease structures. Under the terms of the MOU, the Company agreed to sell to Symphony, and/or transition to a new operator, eight of the Company's existing assets operated by Symphony (collectively, the "Symcare Transaction").

On April 30, 2021, the Company successfully completed the first phase of the Symcare Transaction with the sale of a property located in Chesterton, IN to the operator Symphony for a sale price of \$20,000 before closing costs. The consideration was paid in the form of a \$14,503 repayment of the mortgage secured by the property and \$5,529 of cash.

On April 30, 2021, the Company transferred operations of four properties previously operated by Symphony to Cascade Capital Group ("Cascade"). The Company entered into a new master lease for the four properties.

On June 1, 2021, the Company completed the final phase of the Symcare Transaction with the sale of three properties located in Chicago, IL to the operator Symphony for a sale price of \$55,500 before closing costs. The Company received consideration in the form of \$55,283 and it was used to pay down credit facility debt. The Company entered into a loan agreement for a principal amount of \$17,000 in satisfaction of all remaining balances owed by Symphony including the

\$7,295 loan entered into on October 20, 2017 and accrued interest, the \$15,000 loan entered into on December 26, 2018 and accrued interest, and \$10,969 of outstanding rent receivable. Invesque and Symphony entered into an amended and restated 15-year, triple-net master lease, with enhanced lease coverage, for the remaining properties to be operated by Symphony. The Symcare Transaction substantially reduced Symphony's share of the Company's rental revenue going forward.

On June 14, 2021, the Company entered into a joint venture for the development of a seniors housing property in Parker, Colorado. The Company contributed land valued at \$2,600 and \$3,002 of cash to the joint venture in exchange for a 73.7% ownership interest. The project has property under development of \$7,051 as of September 30, 2021. The remaining portion of the project will be funded through draws on construction loans at the joint venture.

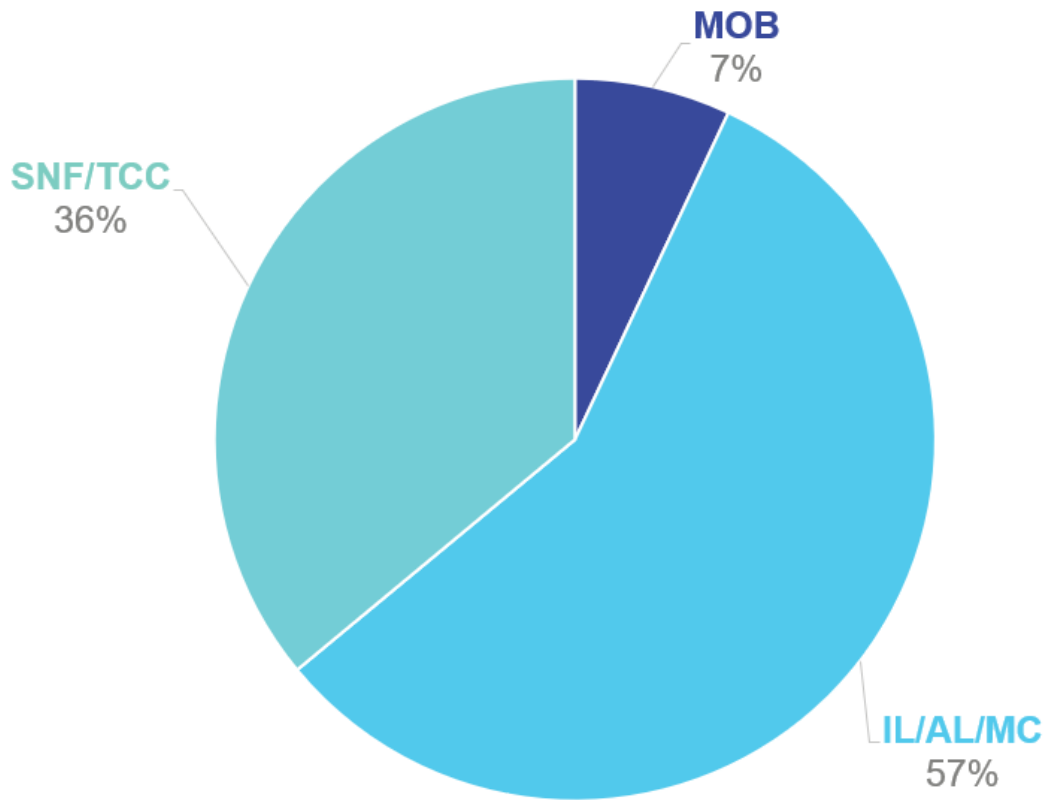
On July 1, 2021, the Company sold its interest in four investment properties to the operator Inspirit Senior Living for total consideration of \$35,500, \$23,626 of which paid off outstanding mortgages, and the remaining was received in cash.

On October 6, 2021, the Company sold five properties in Pennsylvania for a total consideration of \$2,600 before closing costs, received in the form of cash.

On October 27, 2021, the Company sold a property in Richmond, VA for total consideration of \$3,500 before closing costs, received in the form of cash. The asset is classified as held for sale on the condensed consolidated interim statement of financial position at September 30, 2021.

Properties operated by Bridgemoor have been significantly impacted by the COVID-19 pandemic which has resulted in decreases in occupancy and increases in operating expenses. For the three and nine months ended September 30, 2021, the Company has recognized bad debt expense of \$999 and \$2,150, respectively, included in income from joint ventures in the condensed consolidated interim statements of loss and comprehensive loss related to estimated uncollectible rent for properties operated by Bridgemoor and held in a joint venture (three and nine months ended September 30, 2020 - \$1,182 and \$1,182, respectively). For the three and nine months ended September 30, 2021, the Company has recognized bad debt expense of \$458 and \$987, respectively, included in direct property operating expense in the condensed consolidated interim statements of loss and comprehensive loss related to estimated uncollectible rent for the consolidated property located in Webster, TX operated by Bridgemoor (three and nine months ended September 30, 2020 - \$262 and \$262, respectively). Due to the headwinds faced by Bridgemoor and the segment of the industry they operate within, management does not expect to receive any material cash rent in calendar 2021. The Company continues to assess all options with this portfolio in an effort to improve performance.

As of November 10, 2021, the Company's portfolio composition by asset type based on forward looking net operating income projections is as follows:





## Selected Financial Information

(dollar amounts in thousands of U.S. Dollars, except per share amounts)

	As at September 30, 2021	As at December 31, 2020	As at September 30, 2020	
Consolidated investment properties	56	69	68	
Consolidated owner occupied properties	35	36	36	
Properties held for sale	7	1	1	
Weighted average lease term to maturity (excludes renewal options) <sup>(1)</sup>	12.0 years	12.2 years	12.5 years	
Average facility age	10.5 years	9.9 years	10.0 years	
Total assets	\$ 1,343,275	\$ 1,498,424	\$ 1,527,175	
Total indebtedness	\$ 931,453	\$ 1,052,471	\$ 1,044,966	
Weighted average interest rate <sup>(2)</sup>	4.1 %	4.2 %	4.2 %	
Joint venture properties	11	16	16	
Joint venture properties held for sale	5	—	—	
Joint venture total assets <sup>(3)</sup>	\$ 247,383	\$ 230,616	\$ 236,549	
Joint venture indebtedness <sup>(3)</sup>	\$ 157,501	\$ 152,609	\$ 153,249	
Joint venture weighted average interest rate <sup>(4)</sup>	4.0 %	4.2 %	4.0 %	
	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Revenue	\$ 52,949	\$ 55,429	\$ 158,847	\$ 163,007
Direct property operating expenses	\$ (26,124)	\$ (24,391)	\$ (75,058)	\$ (70,205)
Finance costs	\$ (12,120)	\$ (12,160)	\$ (39,084)	\$ (36,848)
General and administrative expenses	\$ (3,115)	\$ (4,858)	\$ (14,764)	\$ (15,583)
Change in fair value of investment properties	\$ (11,045)	\$ (39,699)	\$ (16,101)	\$ (72,087)
Income (loss) from joint ventures	\$ 1,569	\$ (7,420)	\$ (100)	\$ (32,386)
Net loss	\$ (5,082)	\$ (60,749)	\$ (6,782)	\$ (147,689)
Net loss per share	\$ (0.09)	\$ (1.09)	\$ (0.12)	\$ (2.66)
Diluted net loss per share	\$ (0.09)	\$ (1.09)	\$ (0.12)	\$ (2.66)
Funds from operations (FFO) <sup>(5)</sup>	\$ 5,643	\$ 13,728	\$ 20,750	\$ 38,211
FFO per share <sup>(5)</sup>	\$ 0.10	\$ 0.25	\$ 0.37	\$ 0.69
Diluted FFO per share <sup>(5)</sup>	\$ 0.10	\$ 0.20	\$ 0.35	\$ 0.57
Adjusted funds from operations (AFFO) <sup>(5)</sup>	\$ 4,766	\$ 12,499	\$ 19,729	\$ 33,196
AFFO per share <sup>(5)</sup>	\$ 0.08	\$ 0.22	\$ 0.35	\$ 0.60
Diluted AFFO per share <sup>(5)</sup>	\$ 0.07	\$ 0.18	\$ 0.32	\$ 0.50
Common share dividends declared	\$ —	\$ —	\$ —	\$ 10,120
Dividends declared per share	\$ —	\$ —	\$ —	\$ 0.18417
Payout ratio <sup>(6)</sup>	— %	— %	— %	30 %
Effective payout ratio <sup>(6)</sup>	— %	— %	— %	22 %

(1) The weighted average lease term to maturity does not include the medical office building portfolio nor owner occupied properties.

(2) The Company's weighted average interest rates at September 30, 2021 and 2020 included \$553,405 and \$582,173, respectively, of the Company's debt that is fixed with interest rate swaps.

(3) This total represents the Company's share based on percentage of ownership.

(4) The Company's joint venture weighted average interest rate at September 30, 2021 and 2020 included \$113,974 and \$114,764, respectively, of the joint ventures debt that is fixed with interest rate swaps.

(5) FFO and AFFO, and related per share amounts, are financial measures not defined under IFRS. Please refer to the "Financial Measures not Defined Under IFRS" section of this MD&A.

(6) Payout ratio and effective payout ratio are financial measures not defined under IFRS. Payout ratio is calculated by dividing the common share dividends declared by AFFO. Effective payout ratio is calculated by dividing common share dividends payable in cash, as adjusted for DRIP participation, by AFFO.

**Results of Operations - Three and Nine Months Ended September 30, 2021***(unless otherwise stated, amounts are in thousands of U.S. dollars)***Revenue**

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Contractual rental revenue	\$ 13,068	\$ 17,068	\$ 46,310	\$ 51,202
Straight-line rent adjustments	1,929	1,616	4,970	5,090
Amortization of tenant inducements	(101)	(97)	(347)	(287)
Property tax recoveries	5,002	3,437	11,291	10,328
CAM recoveries	895	711	2,381	2,201
<b>Total rental revenue</b>	<b>20,793</b>	<b>22,735</b>	<b>64,605</b>	<b>68,534</b>
Resident rental and related revenue	30,279	31,106	88,620	89,439
Lease revenue from joint ventures	878	779	2,651	2,301
Other revenue	999	809	2,971	2,733
<b>Total revenue</b>	<b>\$ 52,949</b>	<b>\$ 55,429</b>	<b>\$ 158,847</b>	<b>\$ 163,007</b>

Contractual rentals received and straight-line rent adjustments relate to lease agreements under which the Company leases its investment properties to its tenants. Property tax recoveries represent the revenue recognized for the real estate taxes for which the tenants are primarily responsible to pay. CAM recoveries represent the recovery of common area maintenance expenses in investment properties that are not triple-net leased, primarily within the Company's medical office building portfolio. The decrease in contractual rental revenue for the three and nine months ended September 30, 2021 as compared to the prior year periods is due to the sale of eight properties during the current year and the restructuring of current tenant leases offset by annual rent escalators.

Resident rental and related revenue relates to operating revenue at the wholly owned properties that are managed by Commonwealth, Heritage, and Phoenix, in which the Company owns the operations as well as the real estate. This revenue consists of rental revenue and service revenue paid by residents in the Company's owner occupied properties.

Lease revenue from joint ventures represents revenue earned under lease arrangements with four operating entities, which are jointly owned by the Company.

Other revenue includes management fee income earned from communities managed by Commonwealth but that are not owned by the Company. Commonwealth currently manages four properties that are not owned by the Company. Other revenue also includes parking revenue earned in the Company's medical office building portfolio.

**Other income**

Other income for the three and nine months months ended September 30, 2021 relates to government grants received related to COVID-19 relief of \$— and \$2,130, respectively (three and nine months ended September 30, 2020 - \$2,529 and \$2,594, respectively).

## Direct Property Operating Expenses

Direct property operating expenses consist of the following:

	Three months ended September 30, 2021			Three months ended September 30, 2020		
	Owner occupied properties	Medical office buildings	Total	Owner occupied properties	Medical office buildings	Total
Number of properties	35	15	50	36	15	51
Repairs and maintenance	\$ 684	\$ 405	\$ 1,089	\$ 634	\$ 338	\$ 972
Utilities	982	427	1,409	918	361	1,279
Property management fees	—	155	155	—	143	143
Compensation and benefits	15,320	—	15,320	15,343	—	15,343
Other services and supplies	1,688	301	1,989	1,640	244	1,884
Real estate taxes	576	—	576	604	—	604
Other	5,303	283	5,586	3,970	196	4,166
	\$ 24,553	\$ 1,571	\$ 26,124	\$ 23,109	\$ 1,282	\$ 24,391

	Nine months ended September 30, 2021			Nine months ended September 30, 2020		
	Owner occupied properties	Medical office buildings	Total	Owner occupied properties	Medical office buildings	Total
Number of properties	35	15	50	36	15	51
Repairs and maintenance	\$ 2,030	\$ 1,235	\$ 3,265	\$ 1,802	\$ 1,227	\$ 3,029
Utilities	2,945	1,136	4,081	2,744	950	3,694
Property management fees	—	451	451	—	425	425
Compensation and benefits	44,255	—	44,255	43,746	—	43,746
Other services and supplies	4,834	798	5,632	5,096	730	5,826
Real estate taxes	1,827	—	1,827	1,733	—	1,733
Other	14,526	1,021	15,547	11,170	582	11,752
	\$ 70,417	\$ 4,641	\$ 75,058	\$ 66,291	\$ 3,914	\$ 70,205

The direct property operating expenses relate to expenses at the 15 multi-tenant medical office buildings and the Company's 35 owner occupied properties. As of September 30, 2021, the owner occupied properties include 29 properties operated by Commonwealth, five properties operated by Phoenix, and one property operated by Heritage. The increase in the three months ended September 30, 2021 compared to prior year period is primarily due to an increase in COVID-19 pandemic related costs due to outbreaks at the properties and increases in the cost of labor. The increase in the nine months ended September 30, 2021 compared to prior year period is primarily due to the consolidation of the assets operated by Phoenix on May 6, 2020. For the three and nine months ended September 30, 2021, the Company incurred \$1,117 and \$2,149, respectively (three and nine months ended September 30, 2020 - \$415 and \$1,043, respectively), of additional direct property operating costs incurred due to the COVID-19 pandemic as a result of increased supplies and personal protective equipment. For the three and nine months ended September 30, 2021, the Company's owner occupied direct property operating expense, excluding COVID-19 expenses, as a percentage of total resident rental and related revenue was 77.4% and 77.0%, respectively (three and nine months ended September 30, 2020 - 73.0% and 73.0%, respectively).

## Depreciation and Amortization Expense

For the three and nine months ended September 30, 2021, depreciation and amortization expense was \$4,722 and \$18,135, respectively (three and nine months ended September 30, 2020 - \$12,581 and \$36,606), which relates to the straight-line depreciation over the useful life of the Company's property, plant and equipment relating to the owner occupied properties. The Company amortizes the value of in place leases over the estimated lease up term in the corresponding building.

## Finance Costs from Operations

Finance costs from operations consist of the following:

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Interest expense on credit facilities	\$ 3,781	\$ 4,427	\$ 12,525	\$ 15,968
Interest expense on mortgages payable	1,987	2,754	7,519	8,385
Interest expense on convertible debentures	1,313	1,312	3,937	3,936
Distributions on exchangeable units	—	—	—	62
Dividends on Commonwealth preferred units	1,104	1,082	3,280	3,236
Amortization and accretion expense	987	947	3,578	3,057
Interest rate swap payments (receipts)	2,497	2,616	7,761	5,081
Debt extinguishment costs	213	—	945	—
Amortization of mark-to-market debt adjustments	699	(168)	621	(301)
Interest income from loans receivable	(461)	(877)	(1,082)	(2,643)
	\$ 12,120	\$ 12,160	\$ 39,084	\$ 36,848

Finance costs are primarily related to interest and amortization on the Company's credit facilities and mortgages payable. Interest expense on credit facilities decreased in the three and nine months ended September 30, 2021 as compared to the prior year periods due to the decrease in LIBOR rate, which is offset by the increase in interest rate swap payments. Interest expense on mortgages payable decreased in the three and nine months ended September 30, 2021 as compared to the prior year periods due to the repayment of mortgages due to the sale of properties and repayment of mortgages that were put on the Credit Facility (defined below). Debt extinguishment costs incurred in the three and nine months ended September 30, 2021 are due to a prepayment penalty in conjunction with mortgage refinances. The Commonwealth preferred units issued to fund the Commonwealth transactions earn an initial dividend rate of 6.50% per annum.

## Real Estate Tax Expense & Change in Fair Value of Investment Properties - IFRIC 21

For the three and nine months ended September 30, 2021, real estate tax expense was \$2,728 and \$15,956, respectively (three and nine months ended September 30, 2020 - \$407 and \$14,114, respectively), which represents property tax expensed for the period for properties owned on the tax assessment date (generally January 1), in accordance with the provisions of *IFRIC 21, Levies*. Real estate taxes are recovered from the Company's tenants under the provisions of their triple-net leases. The decrease in real estate tax expense as compared to the prior year period is primarily due to the decrease in estimated taxes at certain properties. Real estate tax expense on the Company's owner occupied properties is included in direct property operating expenses in the condensed consolidated interim statements of loss and comprehensive loss.

The following table presents real estate tax expense and change in fair value of investment properties - IFRIC 21 together with property tax recoveries to show the net effect of real estate taxes on the Company's condensed consolidated interim statements of loss and comprehensive loss for the periods presented. The expense in excess of property tax revenue is primarily due to properties that are not fully occupied, generally within the medical office building portfolio.

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Property tax recoveries	\$ 5,002	\$ 3,437	\$ 11,291	\$ 10,328
Real estate tax expense	(2,728)	(407)	(15,956)	(14,114)
Change in fair value of investment properties - IFRIC 21	(2,418)	(3,206)	4,115	3,278
	\$ (144)	\$ (176)	\$ (550)	\$ (508)

## General and Administrative Expenses

General and administrative expenses consist of the following:

	Three months ended September 30, 2021			Three months ended September 30, 2020		
	Corporate	CSL	Total	Corporate	CSL	Total
Compensation and benefits	\$ 606	\$ 1,529	\$ 2,135	\$ 1,046	\$ 1,527	\$ 2,573
Asset management and administrative fees	—	—	—	41	—	41
Professional fees	702	—	702	625	—	625
Deferred share compensation	(918)	—	(918)	484	—	484
Bad debt expense	458	—	458	262	—	262
Other	461	277	738	668	205	873
	\$ 1,309	\$ 1,806	\$ 3,115	\$ 3,126	\$ 1,732	\$ 4,858

	Nine months ended September 30, 2021			Nine months ended September 30, 2020		
	Corporate	CSL	Total	Corporate	CSL	Total
Compensation and benefits	\$ 3,624	\$ 4,502	\$ 8,126	\$ 4,051	\$ 4,370	\$ 8,421
Asset management and administrative fees	—	—	—	231	—	231
Professional fees	2,761	—	2,761	2,601	—	2,601
Deferred share compensation	620	—	620	519	—	519
Bad debt expense	987	—	987	1,726	—	1,726
Other	1,393	877	2,270	1,525	560	2,085
	\$ 9,385	\$ 5,379	\$ 14,764	\$ 10,653	\$ 4,930	\$ 15,583

Compensation and benefits expense includes the cost of salaries, bonuses, and benefits during the period. The decrease in compensation and benefits for the three and nine months ended September 30, 2021 as compared to the prior year period is primarily due to a decrease in the bonus accrual.

Asset management fees relate to the contractual fee due under a asset management agreements with respect to the medical office building portfolio.

Professional fees is comprised of costs incurred for external legal counsel, accounting fees and other professional services. The increase in professional fees for the nine months ended September 30, 2021 as compared to prior year periods is due to an increase in external legal costs.

The decrease in deferred share compensation expense for the three months ended September 30, 2021 is primarily due to the revaluing of equity settled deferred shares due to a decline in number of shares estimated to be issued with the plan.

Bad debt expense is due to a reserve recorded against aged rents receivable. The Company has recorded a reserve based on an estimated probability of collection. Bad debt expense for the three and nine months September 30, 2021 was due to the estimated uncollectible rent for the consolidated property located in Webster, TX operated by Bridgemoor.

Other general and administrative expense primarily includes cost of insurance, fees earned by directors of the Company, travel and entertainment expense, franchise and licensure taxes, investor relations, marketing, foreign exchange loss (gain), and administrative expenses at Commonwealth management company ("CSL").

## Allowance for Credit Losses on Loans and Interest Receivable

Allowance (recovery) for credit losses on loans and interest receivable for the three and nine months ended September 30, 2021 was \$(19) and \$666, respectively (three and nine months ended September 30, 2020 - \$13,056 and \$20,151). The

losses and recoveries are related to a change in estimated credit losses with respect to loans receivable and related interest receivables. The Company applies a three-stage approach to measure allowance for credit losses. Loss allowance is measured at an amount equal to 12 months of expected losses for performing loans (Stage 1) and at an amount equal to lifetime expected credit losses on performing loans that have seen a significant increase in credit risk since origination (Stage 2) and at an amount equal to lifetime expected credit losses for loans considered to be credit impaired (Stage 3). Certain borrowers have experienced negative impacts to operations due in part to the COVID-19 pandemic, and the Company has accordingly ascribed a higher risk rating to these outstanding loans.

### ***Change in Non-controlling Interest Liability***

The change in non-controlling interest liability was a decrease of \$225 and \$271, respectively, for the three and nine months ended September 30, 2021 (three and nine months ended September 30, 2020 - \$41 increase and \$209 increase, respectively). These costs are the result of the portion of net income attributed to the non-controlling interest partners of the consolidated properties, and the decrease during the three and nine months ended September 30, 2021 from the prior year period is primarily due to non-cash fair value adjustments.

### ***Change in Fair Value of Investment Properties***

The change in fair value of investment properties for the three and nine months ended September 30, 2021 was a decrease of \$11,045 and \$16,101, respectively (three and nine months ended September 30, 2020 - \$39,699 decrease and \$72,087 decrease, respectively). The change in fair value of investment properties was primarily driven by an adjustment to record investment properties at fair value based on the Company's estimate of fair value using level 3 inputs as of September 30, 2021. The adjustment for the current year periods is primarily driven by changes in discounted cash flow forecasts of certain properties.

### ***Change in Fair Value of Financial Instruments***

Change in fair value of financial instruments consists of the following:

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Change in fair value of interest rate swaps	\$ (2,211)	\$ (2,537)	\$ (10,225)	\$ 24,005
Change in fair value of prepayment embedded derivatives	15	406	1,081	(2,249)
Change in fair value of loans receivable	—	—	474	—
<b>Total loss (income) from change in fair value of financial instruments</b>	<b>\$ (2,196)</b>	<b>\$ (2,131)</b>	<b>\$ (8,670)</b>	<b>\$ 21,756</b>

The change in fair value of financial instruments for the three and nine months ended September 30, 2021 and 2020 was due primarily to the change in fair value of interest rate swaps due to changes in variable interest rates that underlie the corresponding interest rate swaps. Interest rate swaps are used to manage interest costs on debt. The Company does not designate its interest rate swaps as hedges, and they are marked to fair value each reporting period through finance costs in the condensed consolidated interim statements of loss and other comprehensive loss. The change in fair value of financial instruments is also due to the change in fair value of prepayment embedded derivatives on certain mortgages payable due to changes in market interest rates and the change in fair value of loans receivable due to estimated collectibility.

### ***Change in Fair Value of Contingent Consideration***

Change in fair value of contingent consideration for the three and nine months ended September 30, 2021 was \$192 recovery and \$1,005 expense, respectively (three and nine months ended September 30, 2020 - \$3,256 expense and \$3,256 expense). Pursuant to the Commonwealth purchase agreement, the Company may be required to fund one or more earnout payments relating to six communities that had not yet reached stabilization at the time of acquisition by the Company. These earnout payments are only payable in the event specific occupancy and EBITDAR thresholds have been satisfied, and must be met prior to the third anniversary of closing at which time the earn-out payment obligation will cease to exist. The earnout payments, when funded, will consist of a combination of cash and additional preferred interests. As at September 30, 2021, the Company recorded a liability of \$3,259 in the financial statements associated with the future

commitment relating to the remaining five communities based on the weighted average probably of earnout payments owed using estimated future results at the properties.

### ***Loss from Joint Ventures***

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Revenue	\$ 8,578	\$ 8,875	\$ 25,613	\$ 31,799
Other income	—	527	129	959
Property operating expense	(5,610)	(5,439)	(16,659)	(20,024)
Depreciation expense	(135)	(135)	(407)	(407)
Finance costs	(1,613)	(1,722)	(4,918)	(4,907)
Real estate tax expense	(247)	(252)	(741)	(758)
General and administrative expenses	(1,224)	(1,308)	(2,616)	(1,412)
Allowance for credit losses on loans and interest receivable	—	(4,326)	(577)	(11,758)
Change in fair value of financial instruments	424	454	1,920	(4,149)
Change in fair value of investment properties	1,396	(4,094)	(1,844)	(21,729)
<b>Income (loss) from joint ventures</b>	<b>\$ 1,569</b>	<b>\$ (7,420)</b>	<b>\$ (100)</b>	<b>\$ (32,386)</b>

Income (loss) from joint ventures represents the Company's share of net loss from unconsolidated entities. On May 6, 2020, the Company obtained control of 5 of the joint venture properties and consolidated their results. On May 6, 2020, the Company sold a joint venture community located in Eatonton, GA. On May 11, 2020, the Company sold a joint venture community located in Tampa, FL. The increase in income from joint ventures during the three and nine months ended September 30, 2021 is primarily due to an increase in the fair value of investment property offset by decreased performance at the SHOP properties associated with low occupancy and bad debt expense recorded on the Bridgemoor assets for estimated uncollectible rent.

### ***Income Tax Expense/Recovery***

For the Canadian and U.S. corporate subsidiaries of the Company, income tax expense/recovery is comprised of current and deferred tax. Certain of the Company's subsidiaries are limited partnerships and, accordingly, are not subject to income tax. Taxable income or loss of the partnerships is allocated to their partners.

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The deferred tax asset value is limited based on the probability of realizing the future benefits. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

The Company anticipates that future current income tax expense will result from distributions from its U.S. subsidiaries to the Canadian corporation, which will be subject to a 5% withholding tax. No such distributions were made during the periods presented.

### ***Other Comprehensive Loss: Unrealized Gain (Loss) on Translation of Foreign Operations***

Unrealized gain (loss) on translation of foreign operations for the three and nine months ended September 30, 2021 of \$1,283 loss and \$216 gain, respectively (three and nine months ended September 30, 2020 - \$1,163 gain and \$1,773 loss, respectively), was due to the change in value of the Canadian dollar as compared to the U.S. dollar during the period.

## Cash Flow Analysis

	Nine months ended September 30,	
	2021	2020
Cash provided by operating activities	\$ 11,318	\$ 17,561
Cash used in financing activities	(125,911)	(3,116)
Cash provided by investing activities	100,056	8,229
Increase (decrease) in cash and cash equivalents	\$ (14,537)	\$ 22,674

### *Cash Provided by Operating Activities*

Cash provided by operating activities decreased during the nine month period ended September 30, 2021 as compared to the prior year period. The changes were primarily due to a decrease in triple net rent collected due to decrease in number of properties owned, decreased operating cash flow at the owner occupied properties, and a debt extinguishment costs paid of \$945.

### *Cash Used in Financing Activities*

Cash used in financing activities for the nine month period ended September 30, 2021 was \$125,911 as compared to cash used in financing activities of \$3,116 in the prior year period. The current period cash used in financing activities was primarily driven by net payments on the credit facilities and mortgages payable of \$80,449, payments for settlements of swaps of \$619 and debt issuance costs of \$206.

Cash used in financing activities in the nine month period ended September 30, 2020 was primarily driven by cash dividends paid of \$9,976 offset by net proceeds from credit facilities and mortgages payable of \$7,865.

### *Cash Provided by Investing Activities*

Cash provided by investing activities for the nine months ended September 30, 2021 was \$100,056. This was primarily due to dispositions of investment properties of \$110,389 offset by additions of property, plant and equipment of \$5,201, contributions to joint ventures of \$3,979 and distributions made to non-controlling interest partners of \$2,709.

Cash provided by investing activities for the nine months ended September 30, 2020 was primarily due to the proceeds from the sale of property, plant and equipment of \$15,563, proceeds from sale of interest in joint venture of \$1,447, cash balance acquired in business combination of \$2,081, and \$2,831 of distributions made from joint ventures offset by \$7,602 used for additions of property, plant and equipment and \$5,323 used for capital expenditures of investment property.



## Financial Position

Total assets of \$1,343,275 are comprised primarily of \$757,633 of investment properties, which represents the estimated fair market value of the Company's portfolio of properties, including capital expenditures, and \$434,636 of property, plant and equipment, net of \$80,255 of accumulated depreciation as at September 30, 2021. Cash on hand at September 30, 2021 was \$19,596, net loans receivable were \$21,353, investments in joint ventures were \$71,499, total derivative assets were \$3,732, and other assets were \$11,317. Total gross loans receivable of \$28,694 is offset by an allowance for losses on loans receivable of \$7,341. Gross loans receivable includes \$7,276 of gross loans made to the tenant operator Symcare. Other assets primarily consisted of \$4,430 of escrows held by lenders, \$3,645 of prepaid expense, \$1,577 of right-of-use asset, \$753 of bond assets and \$912 of other costs. In addition, current assets include tenant and other receivables of \$6,170, real estate tax receivables of \$10,882, and assets held for sale of \$6,457. The loans receivable balance related mainly to the issuance of loans for the development and operation of seniors housing and care properties in the United States and Canada.

Total liabilities of \$1,055,939 includes current liabilities of \$109,795 (see "Liquidity and Capital Resources" for additional information) and non-current liabilities of \$946,144. The current liabilities included \$12,296 of real estate taxes payable. Accounts payable and accrued liabilities represented \$14,408 of the balance in current liabilities. In addition, current liabilities included \$35,322 representing the current portion of mortgages payable, net of loan fees. Non-current liabilities included \$180,503 representing the non-current portion of mortgages payable, net of loan fees; \$622,174 representing the non-current balance outstanding on the credit facilities, net of loan fees; \$48,743 of the convertible debentures, net of fees; \$66,128 of Commonwealth preferred unit liability; \$18,105 of derivative liability; and \$442 of non-controlling interest liability. Other non-current liabilities of \$10,049 primarily consisted of security deposits received from tenants, lease liability, loan commitment liability, earn-out payable, and a liability related to deferred shares granted under the Company's deferred share incentive plan.

## Summary of Quarterly Results

The following table summarizes the Company's quarterly unaudited financial information from October 1, 2019 through September 30, 2021:

	Three months ended September 30, 2021	Three months ended June 30, 2021	Three months ended March 31, 2021	Three months ended December 31, 2020	Three months ended September 30, 2020	Three months ended June 30, 2020	Three months ended March 31, 2020	Three months ended December 31, 2019
Revenue	\$ 52,949	\$ 52,227	\$ 53,671	\$ 54,380	\$ 55,429	\$ 53,687	\$ 53,891	\$ 51,809
Other income	—	2,023	107	821	2,529	65	—	—
Direct property operating expenses	26,124	23,871	25,063	25,300	24,391	23,191	22,623	21,054
Depreciation and amortization expense	4,722	5,718	7,695	11,963	12,581	11,537	12,488	9,032
Finance costs	12,120	13,119	13,845	12,953	12,160	12,504	12,184	12,024
Real estate tax expense	2,728	(189)	13,417	(626)	407	383	13,324	339
General and administrative expenses	3,115	4,515	7,134	4,956	4,858	6,244	4,481	6,225
Transaction costs for business combination	—	—	—	—	(237)	—	407	1,638
Allowance for credit losses on loans and interest receivable	(19)	(480)	1,165	3,395	13,056	5,560	1,535	(9)
Changes in non-controlling interest liability	(225)	4	(50)	107	41	119	49	160
Change in fair value of investment properties - IFRIC 21	2,418	3,271	(9,804)	3,221	3,206	3,215	(9,699)	3,551
Change in fair value of investment properties	11,045	7,167	(2,111)	28,301	39,699	13,739	18,649	(2,705)
Change in fair value of financial instruments	(2,196)	(2,857)	(3,617)	(2,672)	(2,131)	346	23,541	(4,710)
Change in fair value of contingent consideration	(192)	1,197	—	2,254	3,256	—	—	—
Loss on sale of property, plant and equipment	(40)	(14)	—	21	—	23	118	—
Income (loss) from joint ventures	1,569	(2,428)	759	(2,343)	(7,420)	(6,900)	(18,066)	5,345
Deferred income tax expense (recovery)	—	—	—	—	—	—	(6,944)	3,871
Net income (loss)	(5,082)	(3,500)	1,800	(36,315)	(60,749)	(30,009)	(56,931)	6,684
Income (loss) per share: Basic	\$ (0.09)	\$ (0.06)	\$ 0.03	\$ (0.65)	\$ (1.09)	\$ (0.54)	\$ (1.04)	\$ 0.12
Income (loss) per share: Diluted	\$ (0.09)	\$ (0.06)	\$ 0.03	\$ (0.65)	\$ (1.09)	\$ (0.54)	\$ (1.04)	\$ 0.12
Funds from operations <sup>(1)</sup>	5,643	10,075	5,032	10,429	13,728	10,453	14,007	10,547
Funds from operations per share: Basic <sup>(1)</sup>	\$ 0.10	\$ 0.18	\$ 0.09	\$ 0.19	\$ 0.25	\$ 0.19	\$ 0.25	\$ 0.19
Funds from operations per share: Diluted <sup>(1)</sup>	\$ 0.10	\$ 0.15	\$ 0.09	\$ 0.16	\$ 0.20	\$ 0.16	\$ 0.21	\$ 0.17
Adjusted funds from operations <sup>(1)</sup>	4,766	9,286	5,677	9,522	12,499	9,380	11,317	9,603
Adjusted funds from operations per share: Basic <sup>(1)</sup>	\$ 0.08	\$ 0.16	\$ 0.10	\$ 0.17	\$ 0.22	\$ 0.17	\$ 0.21	\$ 0.18
Adjusted funds from operations per share: Diluted <sup>(1)</sup>	\$ 0.07	\$ 0.14	\$ 0.10	\$ 0.15	\$ 0.18	\$ 0.14	\$ 0.17	\$ 0.15

(1) Funds from operations and adjusted funds from operations, and related per share amounts, are supplemental measures which are not defined by IFRS. See "*Financial Measures not Defined Under IFRS*".

The Company's results for the past eight quarters have primarily been affected by the timing of additional property acquisitions, business combinations, dispositions, transfers, changes in the fair value of investment properties and financial instruments, allowance for credit losses on loans receivable and interest receivable and change in non-controlling interest liability. Refer to the "Recent Activities" section of this MD&A for details of the timing of property acquisitions.

## Liquidity and Capital Resources

The Company's objectives when managing capital are to ensure sufficient liquidity to pursue its organic growth combined with strategic acquisitions and to maintain a flexible capital structure that optimizes the cost of capital at acceptable levels of risk while preserving the ability to meet financial obligations.

The capital of the Company consists of mortgages payable, credit facilities, convertible debentures, and shareholders' equity.

The Company expects to meet its working capital requirements with respect to accounts payable and accrued liabilities through cash on hand and operating cash flows. As at September 30, 2021, current liabilities totaled \$109,795, exceeding current assets of \$53,149, resulting in a working capital deficit of \$56,646. The Company expects to be able to meet all of its obligations as they become due utilizing some or all of the following sources of liquidity: (i) cash on hand of \$19,596, (ii) cash flow generated from operations, (iii) credit facilities, under which \$24,247 was available as at September 30, 2021, (iv) property specific mortgages and refinancings, (v) strategic sale of assets, (vi) issuance of preferred shares, (vii) issuance of convertible debentures, (viii) issuance of common shares, subject to market conditions, and (ix) alternative financing sources.

In addition, liquidity risk is managed in part through cash forecasting. The Company monitors forecasts of liquidity requirements to ensure it has the ability to meet operational needs by maintaining sufficient availability of the combination of cash and credit facility capacity, and by ensuring the Company will meet its financial covenants related to debt agreements. Such forecasting involves a significant degree of judgment which takes into consideration current and projected macroeconomic conditions, the Company's cash collection efforts, debt financing and refinancing plans, and covenant compliance required under the terms of debt agreements. There is a risk that such liquidity forecasts may not be achieved and that currently available debt financing may no longer be available to the Company at terms and conditions that are favorable, or at all.

The Company announced on April 10, 2020 that it has suspended the dividend for all common shares beginning from April 1, 2020 until further notice. To further enhance its liquidity position, the Company is analyzing a variety of options to reduce or defer non-essential capital expenditures and to reduce corporate-level costs, some of which have already been implemented.

On November 4, 2020, the Company entered into an agreement to modify the credit facility with a \$400,000 capacity, comprised of a \$200,000 term loan and a \$200,000 revolving line of credit (the "Credit Facility"). Per the amendment, the Credit Facility permanently converted to a facility secured by pledges of equity in properties making up a borrowing base. The minimum fixed charge coverage ratio covenant will permanently decrease from 1.75 to 1.60. Per the agreement, the Company is granted a surge period effective with the quarterly reporting period ended September 30, 2020 through June 30, 2021. During the surge period, the consolidated leverage ratio covenant increased from 60% to 65%, the advance rate increased from 60% to 65% of the borrowing base, the applicable margin for LIBOR loans increased 15 basis points, and the implied interest rate used to calculate the debt service coverage amount decreased from 6.0% to 5.75%.

The Company, while considering externally imposed capital requirements, sets the amount of capital in proportion to risk and manages the capital structure and makes adjustments to it in response to changes in economic conditions and the risk characteristics of the underlying assets. In managing its capital structure, the Company monitors performance throughout the period to ensure working capital requirements are funded from operations, available cash on deposit, and available financing. The Company may make changes to its capital structure in order to support the broader corporate strategy or in response to economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust its capital structure, the Company may issue equity or new debt, issue new debt with different characteristics to replace existing debt, or reduce the amount of existing debt.

The real estate industry is capital-intensive by nature. As a result, debt capital is an important aspect in managing the business. In addition, financial leverage is used to enhance terms from purchased real estate. The Company actively monitors debt maturities and available debt financing options to best adhere to its corporate strategy.

### *Preferred Equity*

The Company entered into subscription agreements in prior periods with respect to the issuance of class A convertible preferred shares to affiliates of Magnetar for aggregate gross proceeds of \$86,050, funded in multiple series. The purpose of the transaction was to raise proceeds to be used for the repayment of debt, general working capital purposes and to fund future acquisitions. The Company issued 9,098,598 preferred shares.

As at September 30, 2021, the Preferred Shares are convertible into 11,168,811 common shares of the Company. The weighted average accretion rate of the four series of preferred shares is 6.32%.

### **Debt Strategy and Indebtedness**

#### *Debt Strategy*

The Company, taking into account availability of financing, market conditions, and the financial characteristics of the properties, seeks to maintain a combination of short, medium, and long-term debt maturities that are appropriate for the overall debt level of its portfolio. The Company utilizes conventional property-specific or portfolio-specific secured mortgages, as well as unsecured and non-recourse financing. Management's objectives are to access the lowest cost debt with flexible terms, to diversify the Company's lender base, to have a large portion of debt with a fixed rate, and to have a debt maturity schedule spread over a time horizon which allows the Company to effectively manage refinancing risk and to be in a position to finance within the Company's target debt levels when investment opportunities become available. Management monitors the Company's debt by reviewing the debt to total assets ratio, interest coverage ratio, debt maturity schedule, and ratio of fixed versus floating rate debt. Over the long-term, the Company strives to have a portfolio with an average years to maturity of 5-8 years. The Company targets a long-term debt level of 50-55% of total assets, although from time to time it may carry a higher leverage ratio if market conditions present an opportunity to maximize shareholder value. The Company also targets a fixed rate debt level of 70-85% of its total debt.

To manage interest rate risk, the Company may enter into interest rate swap agreements from time to time. Management's objectives are to source the lowest cost fixed rate debt within its targeted levels while laddering its fixed rate maturity schedule to effectively manage repricing risk. The Company does not designate its interest rate swaps as hedges, and they are marked to fair value each reporting period through change in fair value of financial instruments in the condensed consolidated interim statements of loss and other comprehensive loss.

Indebtedness

	Principal Amount	Weighted Average Interest Rate	Years to Maturity <sup>(2)</sup>
<b>Fixed Rate Indebtedness</b>			
Credit Facility Term	\$ 200,000	4.5 % <sup>(1)</sup>	2.2
Credit Facility Revolver	25,000	5.0 % <sup>(1)</sup>	1.2
Credit Facility Revolver	50,000	4.6 % <sup>(1)</sup>	1.2
MOB Facility	67,182	4.3 % <sup>(1)</sup>	1.6
Commonwealth Facility	176,000	3.8 % <sup>(1)</sup>	2.8
Mortgages payable	156,129	4.0 % <sup>(1)</sup>	8.0
2016 Convertible Debentures	44,975	5.0 %	0.3
2018 Convertible Debentures	50,000	6.0 %	2.0
	<u>769,286</u>	<u>4.4 %</u>	<u>3.3</u>
<b>Variable Rate Indebtedness</b>			
Credit Facility Revolver	\$ 81,189	2.5 %	1.2
MOB Facility	21,286	2.3 %	1.6
Commonwealth Facility	4,453	2.2 %	2.8
Mortgages payable	55,679	3.5 %	2.5
	<u>162,607</u>	<u>2.8 %</u>	<u>1.8</u>
Total indebtedness	\$ 931,893	4.1 %	3.0
Less loan fees and issue costs, net of amortization and accretion	(3,636)		
Equity component of convertible debentures, excluding issue costs and taxes	(2,384)		
Mark-to-market adjustment, net	5,580		
Carrying amount	<u>\$ 931,453</u>		

(1) Weighted average interest rates include debt that is fixed with interest rate swaps.

(2) Years to maturity does not include the exercise of extension options, where available.

## Joint Venture Indebtedness

	Principal Amount	Weighted Average Interest Rate	Years to Maturity
Fixed rate mortgages payable	\$ 166,392	4.3 % <sup>(1)</sup>	3.5
Variable rate mortgages payable	55,725	3.2 %	1.5
Total Indebtedness	\$ 222,117	4.0 %	3.0
Less loan fees, net of amortization	(1,455)		
Carrying amount	\$ 220,662		
Company's share of carrying amount	\$ 157,501		

(1) Weighted average interest rates include debt that is fixed with interest rate swaps.

### 2016 Convertible Debentures

On December 16, 2016, the Company issued an aggregate principal amount of \$45,000 of convertible unsecured subordinated debentures (the "2016 Convertible Debentures"). The 2016 Convertible Debentures are due on January 31, 2022 and bear interest at an annual rate of 5.00%, payable semi-annually in arrears on July 31 and January 31 of each year and commencing on July 31, 2017. On May 6, 2019, \$25 of the 2016 Convertible Debentures were converted into 2,272 common shares.

### 2018 Convertible Debentures

On August 24, 2018, the Company issued an aggregate principal amount of \$50,000 of convertible unsecured subordinated debentures ("2018 Convertible Debentures"). The 2018 Convertible Debentures are due on September 30, 2023 and bear interest at an annual rate of 6.00% payable semi-annually in arrears on March 31 and September 30 of each year commencing on March 31, 2019.

### Debt to Total Assets

Debt to total assets is calculated by dividing the total consolidated indebtedness, net of loan costs, by the total consolidated assets of the Company. The Company's debt to total assets, after adding back accumulated depreciation is 65.4%. It is important to note that this metric includes changes in fair value of the Company's investment properties. The Company also tracks and monitors a similar metric for its Credit Facility, where consolidated assets is calculated using the total undepreciated purchase price of the Company's real estate, as defined in the agreement. At September 30, 2021, the Company's consolidated debt is 58.3% of total assets under the terms of the Credit Facility agreement. This is the pertinent metric for the Company's Credit Facility.

Fixed rate debt represented approximately 82.6% of the Company's gross total indebtedness.

### Fixed Charge Coverage Ratio

The Company's fixed charge coverage ratio is calculated by dividing earnings before interest, taxes, depreciation and amortization by certain fixed charges, which are comprised of interest expense payable in cash, regularly scheduled principal payments, and preferred dividends paid. For the twelve month period ended September 30, 2021, the fixed charge coverage ratio of the Company was 1.63. We anticipate that this ratio will increase due to future transactions including the buy down of debt and debt refinancings.

### Repayment Summary

Management attempts to stagger the maturity of the Company's fixed rate debt in order to achieve a distribution of maturities over a time horizon. This strategy reduces the Company's exposure to interest rate fluctuations on its fixed rate debt in any one period and reduces liquidity risk. From time to time, the Company will assume existing debt upon the acquisition of income properties, and the maturity of such debt may not fit within the overall target debt maturity profile of the Company.

## Contractual Commitments

A summary of future contractual commitments as at September 30, 2021, including expected interest payments, is as follows:

	Total	2021	2022	2023	2024	2025	Thereafter
Credit facilities principal	\$625,110	\$ —	\$156,189	\$288,468	\$180,453	\$ —	\$ —
Mortgages payable principal	211,808	14,396	21,949	52,322	40,288	24,921	57,932
Convertible debentures principal	94,975	—	44,975	50,000	—	—	—
Commonwealth preferred unit liability principal <sup>(1)</sup>	67,381	—	—	—	67,381	—	—
Total principal	\$999,274	\$ 14,396	\$223,113	\$390,790	\$288,122	\$ 24,921	\$ 57,932
Percentage of total	100.0 %	1.5 %	22.3 %	39.1 %	28.8 %	2.5 %	5.8 %
Credit facilities interest	\$ 54,495	\$ 6,260	\$ 24,654	\$ 16,704	\$ 6,877	\$ —	\$ —
Mortgages payable interest	47,304	1,854	7,144	5,484	3,912	3,038	25,872
Convertible debentures interest	7,124	—	4,124	3,000	—	—	—
Commonwealth preferred unit liability interest	13,476	1,098	4,404	4,617	3,357	—	—
Accounts payable and accrued liabilities	14,408	14,408	—	—	—	—	—
Accrued real estate taxes	12,296	12,296	—	—	—	—	—
Other current liabilities	3,012	3,012	—	—	—	—	—
Other non-current liabilities	10,049	757	3,806	522	386	126	4,452
Total other commitments	\$162,164	\$ 39,685	\$ 44,132	\$ 30,327	\$ 14,532	\$ 3,164	\$ 30,324
Total commitments	\$1,161,438	\$ 54,081	\$267,245	\$421,117	\$302,654	\$ 28,085	\$ 88,256

(1) The liability has no stated maturity date. It is the Company's expectation that the liability will be repaid in 2024.

The credit facilities have an outstanding balance of \$622,174 as of September 30, 2021.

Mortgages payable are comprised of mortgages secured by individual investment properties or small portfolios of investment properties.

Accounts payable consisted primarily of professional fees, other general and administrative costs payable, accrued interest, and other accrued costs.

Other non-current liabilities primarily relate to the issuance of deferred shares under the Company's deferred share incentive plan, lease liability and security deposits received from tenant operators.

## Financial Instruments and Other Instruments

To manage interest rate risk, the Company may enter into interest rate swap agreements from time to time. Please refer to the "Debt Strategy and Indebtedness" section of this MD&A.

## Off-Balance Sheet Items

There were no off-balance sheet items as of September 30, 2021.

## Transactions Between Related Parties

The Company entered into subscription agreements in 2017, 2018 and 2019 in respect of the issuance of class A convertible preferred shares to certain funds managed by Magnetar Financial LLC (collectively, "Magnetar"), a significant shareholder of the Company, funded in multiple series. The purpose of the transaction was to raise proceeds to be used for the repayment of debt, general working capital purposes and to fund future acquisitions. The Company issued 9,098,598 preferred shares for aggregate gross proceeds of \$86,050.

On June 5, 2019, the Company formed a joint venture, Jaguarundi Ventures, LP, with Magnetar. The Company contributed 8 properties to a newly formed joint venture and received \$23,000 from Magnetar in exchange for a 39.49% interest in the joint venture.

On July 26, 2019, the Company entered into a credit agreement with Magnetar for a principal amount of \$30,000, annual interest rate of 8.5%, and an initial maturity of one year with a one year extension option. On December 5, 2019, the Company repaid \$15,000 on the facility. On June 5, 2020, the Company gave notice of intent to exercise the one year extension option and per the credit agreement the interest rate will increase to 9.0%. On June 16, 2020, the Company repaid \$5,000 on the facility. On June 22, 2021, the company repaid the remaining \$10,000 on the facility.

### **Critical Accounting Estimates**

The preparation of consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses throughout the period. Actual results could differ from those 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. Information about assumptions and estimation uncertainties that may have a significant risk of resulting in a material adjustment within the next financial year are as follows:

#### *Change in fair value of investment properties:*

The significant assumptions used when determining the fair value of investment properties in use are capitalization rates and stabilized future cash flows. The capitalization rate applied is reflective of the characteristics, location and market of each investment property. The stabilized future cash flows of each investment property are based upon rental income from current leases and assumptions about market rent from future leases reflecting current conditions, less future cash outflows relating to such current and future leases.

Management determines fair value internally utilizing internal financial information, external market data and capitalization rates provided by independent industry experts. As part of Management's internal valuation program, the Company also considers external valuations performed by independent national real estate valuation firms for a cross-section of properties that represent different geographical locations across the Company's portfolio and updates, as deemed necessary, the valuation models to reflect current market data.

#### *Impairment of loans receivable:*

The Company reviews loans receivable on an ongoing basis to assess whether any loans should be classified as impaired and whether an allowance or write-off should be recorded. Allowances for impaired loans are recorded for individually identified impaired loans to reduce their carrying value to the expected recoverable amount. To determine the amount, the Company expects to recover from an individually significant impaired loan, the Company uses the value of the estimated future cash flows discounted at the loan's original effective interest rate. The determination of estimated future cash flows of a collateralized impaired loan reflects the expected realization of the underlying security, net of expected costs and any amounts legally required to be paid to the borrower. Refer to note 4 of the consolidated financial statements of the Company for the period ended December 31, 2020 for further information on estimates and assumptions made in determination of the impairment recorded on loans receivable.



## Significant Accounting Policies and Changes in Accounting Policies

A summary of significant accounting policies and changes in accounting policies is set forth in notes 1 and 2, respectively, of the consolidated financial statements for the year ended December 31, 2020.

The following IFRS Amendment was adopted in 2021:

The company adopted the IASB issued amendment Interest Rate Benchmark Reform ("IBOR") Reform and the Effects on Financial Reporting – Phase II (amendments to IFRS 9, IFRS 7, IAS 39 – Financial Instruments: Recognition and Measurement ("IAS 39"), IFRS 4 – Insurance Contracts ("IFRS 4") and IFRS 16 – Leases ("IFRS 16")) effective January 1, 2021. On March 5, 2021, the Financial Conduct Authority announced that panel bank submissions for certain LIBOR settings will cease as at December 31, 2021 and the remainder on June 30, 2023, after which representative LIBOR rates will no longer be available. The Company holds debt and derivative instruments that will be impacted by any potential changes to the June 30, 2023 LIBOR cessation date. The Company plans to amend in-place agreements to a new benchmark or implement appropriate fallback provisions as applicable in response to the IBOR reform prior to or by the June 30, 2023 effective date.

This change in accounting policies are further described in note 1 of the condensed consolidated interim financial statements for the period ended September 30, 2021.

## Risks and Uncertainties

See "Risk Factors" in the Company's 2020 AIF for a discussion of risks that could materially affect the Company, which risk factors are incorporated herein by reference.

## Controls and Procedures

We are committed to maintaining effective disclosure controls and procedures and internal control over financial reporting. A control system, no matter how well conceived and operated, can provide only reasonable, and not absolute, assurance that its objectives are met. As a result of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected. These inherent limitations include, among other items: (i) that management's assumptions and judgments could ultimately prove to be incorrect under varying conditions and circumstances and (ii) the impact of isolated errors. Additionally, controls may be circumvented by the unauthorized acts of individuals, by the collusion of two or more people, or by management override. The design of any system of controls is also based, in part, upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential conditions.

### *Disclosure Controls and Procedures*

The Company's disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed is recorded, processed, summarized, and reported within the time periods specified under Canadian securities laws and to include controls and procedures that are designed to ensure that information is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure.

### *Internal Controls Over Financial Reporting*

The Company is responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance about the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Chief Executive Officer and the Chief Financial Officer assessed, or caused an assessment under their direct supervision of the design of our internal controls over financial reporting as at September 30, 2021, and based on that assessment, they determined that the Company's internal controls over financial reporting were appropriately designed in accordance with the 2013 COSO framework as published by the Committee of Sponsoring Organizations of the Treadway Commission.

There were no changes in internal controls over financial reporting that occurred during the year ended September 30, 2021 that have materially affected or are reasonably likely to materially affect the Company's internal controls over financial reporting. We have not experienced any material impact to our internal control over financial reporting to date as a result of most of the employees of the Company working remotely due to the COVID-19 pandemic. We are continually monitoring

and assessing the COVID-19 pandemic on our internal controls to minimize the impact to their design and operating effectiveness.

## **Outstanding Shares**

As of November 10, 2021, 56,236,292 common shares in the capital of the Company were issued and outstanding.

Each 2016 Convertible Debenture is convertible into freely tradable common shares of the Company at the option of the holder at any time prior to the earlier of January 31, 2022 and the last business day immediately preceding the date specified by the Company for redemption, at a conversion price of \$11.00 per common share. If all outstanding 2016 Convertible Debenture were converted into common shares of the Company, it would result in the issuance of 4,088,637 additional common shares. Upon redemption or maturity, the Company may satisfy its obligations with respect to the convertible debentures in cash or the issuance of common shares based on 95% of the Current Market Price on the Redemption Date or Maturity Date, respectively.

Each 2018 Convertible Debenture is convertible into freely tradable common shares of the Company at the option of the holder on or after September 30, 2021, and prior to September 30, 2022 at a conversion price of \$10.70 per common share. If all outstanding 2018 Convertible Debenture were converted into common shares of the Company, it would result in the issuance of 4,672,897 additional common shares. Upon redemption or maturity, the Company may satisfy its obligations with respect to the convertible debentures in cash or the issuance of common shares based on 95% of the Current Market Price on the Redemption Date or Maturity Date, respectively.

As of November 10, 2021, there were 2,802,009 Series 1 Preferred Shares outstanding, 3,172,086 Series 2 Preferred Shares outstanding, 1,586,042 Series 3 Preferred Shares and 1,538,461 Class A Series 4 Preferred Shares. The Series 1 Preferred Shares, Series 2 Preferred Shares, Series 3 Preferred Shares, and Series 4 Preferred Shares are convertible into freely tradable common shares of the Company. As of November 10, 2021, assuming the voluntary conversion of all of the Series 1 Preferred Shares, Series 2 Preferred Shares, Series 3 Preferred Shares, and Series 4 Preferred Shares then outstanding, a total of 11,168,811 common shares would be issued.

As of November 10, 2021, assuming the voluntary conversion of all of the Exchangeable Units, a total of 327,869 common shares would be issued.

As of November 10, 2021, assuming the voluntary conversion of all of the Commonwealth preferred units, a total of 6,910,872 common shares would be issued.

## Financial Measures

Funds From Operations ("FFO") and Adjusted Funds From Operations ("AFFO") are supplemental measures used by management to track the Company's performance. Management believes these terms reflect the operating performance and cash flow of the Company. The Company believes that AFFO and AFFO per share provide the most effective metric by which to evaluate the performance of the Company and to most accurately identify the cash flows available for distribution to shareholders.

### *Funds From Operations*

FFO means net income in accordance with IFRS, (i) plus or minus fair value adjustments of investment properties; (ii) plus or minus gains or losses from sales of investment properties; (iii) plus or minus certain other fair value adjustments; (iv) plus transaction costs expensed as a result of the purchase of property being accounted for as a business combination; (v) plus property taxes accounted for under IFRIC 21; (vi) plus allowance for credit losses on loans and interest receivable; (vii) plus deferred income tax expense, after adjustments for equity accounted entities calculated to reflect FFO on the same basis as consolidated properties and adjustments for non-controlling interests. The use of FFO, a non-IFRS measure, combined with the required IFRS presentations, has been included for the purpose of improving the understanding of the operating results of the Company. FFO presents an operating performance measure that provides a perspective on the financial performance that is not immediately apparent from net income determined in accordance with IFRS.

FFO is a financial measure not defined under IFRS, and FFO, as presented herein, may not be comparable to similar measures presented by other real estate investment trusts or real estate enterprises.

To the extent the Company's 2016 Convertible Debentures and 2018 Convertible Debentures were dilutive to FFO per share, the related interest, amortization, and accretion expense has been added back to calculate a diluted FFO for purposes of calculating diluted FFO per share.

The Company's FFO is calculated as follows (in thousands of U.S. dollars):

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Net income for the period	\$ (5,082)	\$ (60,749)	\$ (6,782)	\$ (147,689)
Add/(deduct):				
Change in fair value of investment properties	13,463	42,905	11,986	68,809
Property taxes accounted for under IFRIC 21	(2,418)	(3,206)	4,115	3,278
Depreciation and amortization expense	4,700	12,558	18,068	36,560
Amortization of tenant inducements	101	97	347	287
Change in fair value of financial instruments	(2,196)	(2,131)	(8,670)	21,756
Change in fair value of contingent consideration	(192)	3,256	1,005	3,256
Loss on sale of property, plant and equipment	(40)	—	(54)	141
Deferred income tax recovery	—	—	—	(6,944)
Transaction costs for business combination	—	(237)	—	170
Allowance for credit losses on loans and interest receivable	(19)	13,056	666	20,151
Change in non-controlling interest liability in respect of the above	(105)	(107)	(345)	(190)
Adjustments for equity accounted entities	(2,569)	8,286	414	38,626
Funds from operations	\$ 5,643	\$ 13,728	\$ 20,750	\$ 38,211
Interest, amortization and accretion expense on convertible units <sup>(1)</sup>	2,769	2,735	8,260	8,254
Total diluted funds from operations	\$ 8,412	\$ 16,463	\$ 29,010	\$ 46,465
Weighted average number of shares, including fully vested deferred shares: Basic	56,363,180	55,987,283	56,278,776	55,586,685
Weighted average shares issued if all convertible units were converted <sup>(2)</sup>	26,996,602	26,152,783	26,827,279	25,993,742
Weighted average number of shares: Diluted	83,359,782	82,140,066	83,106,055	81,580,427
Funds from operations per share	\$ 0.10	\$ 0.25	\$ 0.37	\$ 0.69
Diluted funds from operations per share	\$ 0.10	\$ 0.20	\$ 0.35	\$ 0.57

(1) Interest, amortization and accretion on convertible units include 2016 Convertible Debentures, 2018 Convertible Debentures, Commonwealth preferred interest, and Exchangeable Units.

(2) Convertible units include 2016 Convertible Debentures, 2018 Convertible Debentures, Preferred Shares, Commonwealth preferred interest, and Exchangeable Units.

### *Adjusted Funds From Operations*

The Company maintains the view that AFFO is an effective measure of cash generated from operations, after providing for certain adjustments. AFFO means cash provided by operating activities, subject to certain adjustments, which include: (i) adjustments for certain non-cash working capital items that are not considered indicative of sustainable economic cash flow available for distribution; (ii) adjustments for interest expense on the credit facilities and mortgages payable that is included in finance costs; (iii) adjustments for cash paid for interest; (iv) add backs for compensation expense related to the Company's deferred share incentive plan; (v) add backs for payments received under the Company's income support agreements and development lease arrangements; (vi) add backs for the write-off of deferred financing costs from refinancing; and (vii) other adjustments as determined by the directors of the Company in their sole discretion.

AFFO is a financial measure not defined under IFRS, and AFFO, as presented herein, may not be comparable to similar measures presented by other real estate investment trusts or real estate enterprises.

To the extent the Company's 2016 Convertible Debentures and 2018 Convertible Debentures were dilutive to AFFO per share, the related interest has been added back to calculate a diluted AFFO for purposes of calculating diluted AFFO per share.

The Company's AFFO is calculated as follows (in thousands of U.S. dollars):

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Cash flows provided by (used in) operating activities	\$ 3,386	\$ 8,290	\$ 11,318	\$ 17,561
Change in non-cash working capital	2,097	3,472	6,944	10,786
Less: interest expense <sup>(1)</sup>	(10,331)	(11,289)	(34,050)	(34,239)
Less: change in non-controlling interest liability	225	(41)	271	(209)
Plus: loss from joint ventures	1,569	(7,420)	(100)	(32,386)
Plus: interest paid	11,193	12,270	36,007	36,148
Less: interest received	(153)	(218)	(523)	(491)
Plus: debt extinguishment costs	213	—	945	—
Plus: transaction costs for business combination	—	(237)	—	170
Plus: non-cash portion of non-controlling interest expense	(108)	(118)	(349)	(204)
Plus: adjustments for equity accounted entities	(1,576)	8,070	1,139	37,904
Plus: deferred share incentive plan compensation	(918)	484	620	519
Plus: income support and development lease payments received	—	—	—	63
Plus: write-off of deferred financing costs from refinancing	—	67	—	67
Less: capital maintenance reserve	(831)	(831)	(2,493)	(2,493)
Adjusted funds from operations	<u>\$ 4,766</u>	<u>\$ 12,499</u>	<u>\$ 19,729</u>	<u>\$ 33,196</u>
Interest expense on convertible units <sup>(3)</sup>	—	2,394	7,217	7,234
Total diluted adjusted funds from operations	<u>\$ 4,766</u>	<u>\$ 14,893</u>	<u>\$ 26,946</u>	<u>\$ 40,430</u>
Weighted average number of shares, including fully vested deferred shares: Basic	56,363,180	55,987,283	56,278,776	55,586,685
Weighted average shares issued if all convertible unites were converted <sup>(4)</sup>	11,324,196	26,152,783	26,827,279	25,993,742
Weighted average number of shares: Diluted	<u>67,687,376</u>	<u>82,140,066</u>	<u>83,106,055</u>	<u>81,580,427</u>
Adjusted funds from operations per share	\$ 0.08	\$ 0.22	\$ 0.35	\$ 0.60
Diluted adjusted funds from operations per share	\$ 0.07	\$ 0.18	\$ 0.32	\$ 0.50
Dividends declared	—	—	—	10,120
Payout ratio <sup>(2)</sup>	— %	— %	— %	30 %
Effective payout ratio <sup>(2)</sup>	— %	— %	— %	22 %

(1) Includes interest expense on the credit facilities, mortgages payable, convertible debentures, interest rate swaps, write off of deferred financing costs from refinancing, debt extinguishment costs and interest income earned on notes receivable included in finance costs.

(2) Payout ratio is calculated by dividing the common share dividends declared by AFFO. Effective payout ratio is calculated by dividing common share dividends payable in cash, as adjusted for Dividend Reinvestment Plan ("DRIP") participation, by AFFO.

(3) Interest on convertible units include 2016 Convertible Debentures, 2018 Convertible Debentures, Commonwealth preferred interest, and Exchangeable Units.

(4) Convertible units include 2016 Convertible Debentures, 2018 Convertible Debentures, Preferred Shares, Commonwealth preferred interest, and Exchangeable Units.

The Company deducts a capital maintenance reserve in its calculation of AFFO based on estimated quarterly expenditures related to sustaining and maintaining existing space. Expenditures that are related to new development or revenue enhancing renovations are excluded from this calculation.

## Cash Dividends

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Cash flows provided by operating activities	\$ 3,386	\$ 8,290	\$ 11,318	\$ 17,561
Net loss	(5,082)	(60,749)	(6,782)	(147,689)
Total dividends declared	—	—	—	10,120
Excess of cash provided by operating activities over total dividends	3,386	8,290	11,318	7,441
Shortfall of net loss over total dividends	(5,082)	(60,749)	(6,782)	(157,809)

The Company announced on April 10, 2020 that it has suspended the dividend for all common shares beginning from April 1, 2020 until further notice. The suspension was announced in response to the COVID-19 pandemic in an effort to further enhance its liquidity position as it evaluates the impact of the pandemic.

## Operational Measures

The Company reports on certain metrics related to the underlying operations in its stabilized income properties. The Company has defined stabilized income properties as follows:

*Long-term care facilities and transitional care properties* - stabilized upon the earlier of 80% occupancy at the underlying operating level for two consecutive quarters and 24 months after opening.

*Assisted living facilities* - stabilized upon the earlier of 90% occupancy for two consecutive quarters and 36 months after opening.

*Medical office buildings* - stabilized upon the earlier of 90% occupancy, measured in physical occupancy of greater than 90% of the rentable square footage in the building, for two consecutive quarters and 36 months after opening.

Properties meeting the above criteria are generally considered stabilized.

A property may be considered unstabilized if:

1. It is a new development that is not yet complete,
2. It is not yet stabilized and is within 12 months of the above criteria,
3. It is newly acquired within the last 12 months,
4. It is undergoing a major renovation or has within the last 12 months,
5. An operator transition has occurred or a binding agreement to transfer operations has been signed within the last 12 months,
6. It is held for sale and/or slated for closure,
7. A significant tenant or the licensed operator or management company has filed for bankruptcy, which is either ongoing or has been resolved within the last 12 months,
8. It has experienced significant incident of casualty materially disrupting the operations / financial performance, or
9. It has experienced a change in reporting structure, such as an alteration from triple-net lease to SHOP reporting structure

The Company believes relevant metrics for evaluating the performance of the underlying operations in stable, triple-net leased assets include operator lease coverage and occupancy. The Company's operator performance metrics are calculated utilizing data that is one quarter in arrears (i.e. as of and through June 30, 2021 for this reporting period), and, where master leases are in place for portfolios of multiple asset types, using allocated rents pursuant to consistent methodologies.

All third-party operator data is made available solely from information as provided by the operators and has not been independently verified by the Company.

### NOI by Operating Segment

The tables below are presented at the Company's proportionate share and displays trailing three and nine months same store net operating income ("NOI") to the Company from its senior housing operating properties ("SHOP"), triple-net lease and medical office building portfolios for the period ended September 30, 2021 and 2020.

	Three months ended September 30, 2021		Three months ended September 30, 2020	
	NOI	% of Total	NOI	% of Total
SHOP	\$ 6,201	33.4 %	\$ 11,535	44.6 %
NNN <sup>(1)</sup>	10,837	58.3 %	12,975	50.1 %
MOB	1,548	8.3 %	1,370	5.3 %
	\$ 18,586	100.0 %	\$ 25,880	100.0 %

(1) Represents contractual rent less bad debt expense for the respective time period.

	Nine months ended September 30, 2021		Nine months ended September 30, 2020	
	NOI	% of Total	NOI	% of Total
SHOP	\$ 21,943	35.3 %	\$ 30,140	40.1 %
NNN <sup>(1)</sup>	35,633	57.4 %	40,392	53.8 %
MOB	4,536	7.3 %	4,582	6.1 %
	\$ 62,112	100.0 %	\$ 75,114	100.0 %

(1) Represents contractual rent less bad debt expense for the respective time period.

### Triple-Net Lease Portfolio

The Company's triple-net lease portfolio for the period ending June 30, 2021, consisted of 45 seniors housing and care properties which are leased to operators on a long-term, triple-net basis. Under a triple-net lease structure, the tenant operators assume the operational risks and expenses associated with operating the facility. The Company's triple-net leased portfolio has an average lease term to maturity, excluding renewal options, of approximately 12.0 years.

Approximately 93% of the Company's forward 12 month rent from unaffiliated tenants in the triple-net lease portfolio is currently subject to a master-lease or is subject to a lease where the Company has the right to consolidate multiple leases into a single master-lease.

### Operator Lease Coverage

Operator lease coverage is a measure of a tenant's ability to meet their cash rent and other obligations during its normal course of business. The Company believes that both NOI and EBITDARM (as defined below) provide insight to the core operations at the facility level. Metrics in the table below are for the trailing 12-month ("TTM") period for all stabilized triple-net assets. The stabilized triple-net lease portfolio through June 30, 2021 includes 27 properties.

For purposes of the TTM calculations, the Company has included only the period for which the stabilized properties have been owned by the Company and, therefore, the TTM metrics shown may include less than 12 months in the calculations. The metrics presented below represent all stabilized income properties, which includes assisted living, independent living, long-term care, and transitional care properties.

Operator EBITDAR (earnings before interest, income taxes, depreciation, amortization, and rent) lease coverage is calculated by dividing the TTM EBITDAR generated by the respective properties by the corresponding cash rent due over the same period.

Operator EBITDARM (earnings before interest, income taxes, depreciation, amortization, rent, and management fees) lease coverage is also used by the Company. Together with operator EBITDAR lease coverage, operator EBITDARM lease coverage allows the Company to evaluate operations at each property by eliminating management fees, which can vary based on the operator/tenant and its negotiated structure with the Company. The Company believes EBITDARM is valuable because it isolates operational performance to the results of the direct operations within the facility.

Through certain of its leases with operators, the Company has the ability to claw back the management fees that the operator is able to pay in the event certain performance metrics are not met, as defined within the lease agreements. This



mechanism further enhances the Company's position relative to the performance and risk mitigation within the portfolio. The impact of such, where applicable, are included.

	Twelve months ended June 30, 2021	Twelve months ended June 30, 2020
Operator EBITDAR Lease Coverage	1.0x	1.0x
Operator EBITDARM Lease Coverage	1.3x	1.4x
Occupancy	74.3 %	82.3 %

Due to restructuring negotiations with Symphony in 2020 and first half of 2021, the above reported lease coverages for all time periods represent forward-twelve rent amounts for the eight Symphony assets remaining in the Invesque/Symphony portfolio.

The table below displays the Company's top five triple-net lease operators by pro rata contractual TTM rent for the period ended June 30, 2021 and 2020.

	Contractual Rent, twelve months ended June 30, 2021 <sup>(1)</sup>	% of Total Contractual Rent	Contractual Rent, twelve months ended June 30, 2020 <sup>(1)</sup>	% of Total Contractual Rent
Symphony Post Acute <sup>(2)</sup>	\$ 17,547	35.8 %	\$ 17,547	35.2 %
The Providence Group	5,031	10.3 %	3,935	7.9 %
Constant Care	4,967	10.1 %	3,970	8.0 %
Hillcrest Healthcare	3,716	7.6 %	3,696	7.4 %
Hearth Management	3,455	7.1 %	3,370	6.8 %
Other	14,281	29.1 %	17,267	34.7 %
<b>Total</b>	<b>\$ 48,997</b>	<b>100.0 %</b>	<b>\$ 49,785</b>	<b>100.0 %</b>

(1) Represents contractual rent less bad debt expense for the respective time period.

(2) Due to restructuring negotiations with Symphony in 2020 and the first half of 2021, the above reported rents for all time periods represent forward-twelve rent amounts for the eight Symphony assets remaining in the Invesque/Symphony portfolio as well as the four assets that were transitioned to Cascade Capital Group on June 1st.

The table below displays the Company's top five triple-net lease operators by pro rata contractual forward twelve rent for the period commencing July 1, 2021.

	Contractual Rent, forward twelve months for the period beginning July 1, 2021	% of Total Contractual Rent
Symphony Post Acute	\$ 13,768	26.7 %
Bridgemoor Transitional Care <sup>(1)</sup>	5,868	11.4 %
The Providence Group	5,447	10.6 %
Constant Care	5,289	10.3 %
Cascade Capital Group	3,779	7.3 %
Other	17,400	33.7 %
<b>Total</b>	<b>\$ 51,551</b>	<b>100.0 %</b>

(1) Management does not expect to receive any material cash rent from Bridgemoor in calendar 2021 or 2022.

#### Seniors Housing Operating Properties ("SHOP")

The Company's SHOP portfolio for the period ended September 30, 2021 consisted of 47 properties in which the Company wholly owns both the operations and the real estate of each community or owns an interest in both the operations and real estate through joint arrangements and where management services are provided to each community by a third-party management company.

Given the ownership structure of the Company's SHOP portfolio, the Company receives financial results from SHOP operators more timely and is able to highlight more recent trends. The following tables summarizes same store stabilized SHOP metrics for the three months ended September 30, 2021 and 2020:

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
NOI	\$ 6,072	\$ 9,688	\$ 20,463	\$ 25,665
NOI margin	22.2 %	34.7 %	25.4 %	30.4 %
Occupancy	77.0 %	81.5 %	76.5 %	83.4 %
Revenue per resident (in whole U.S. dollars)	\$ 4,373	\$ 4,193	\$ 4,328	\$ 4,151

The table above include all stabilized SHOP assets that were owned at the respective reporting periods. Also included in the above metrics are the operating results of stabilized assets that were previously owned as triple-net leased assets but have since been transitioned to SHOP.

The table below displays the Company's same store stabilized SHOP portfolio proportionate share contribution to NOI by operator for the three months ended September 30, 2021 and 2020.

	Three months ended September 30,		Three months ended September 30,	
	2021		2020	
	SS Stable NOI	% of Total	SS Stable NOI	% of Total
Commonwealth Senior Living	\$ 4,500	74.1 %	\$ 7,403	76.4 %
Heritage Senior Living	540	8.9 %	1,259	13.0 %
Autumnwood Senior Living	493	8.1 %	476	4.9 %
Calamar	324	5.3 %	327	3.4 %
Phoenix Senior Living	215	3.6 %	223	2.3 %
	\$ 6,072	100.0 %	\$ 9,688	100.0 %

#### Medical Office Building Portfolio

The Company's medical office building portfolio consists of 15 multi-tenant medical office buildings in which the Company has full ownership of the property. The Company's stabilized medical office building portfolio consists of 11 properties through September 30, 2021 in the United States and Canada. The Company's stabilized medical office building portfolio has an average lease term to maturity, excluding renewal options, of 2.7 years.

The Company utilizes occupancy as a percentage of gross leasable area in addition to other financial metrics when evaluating performance in its medical office building portfolio. The following table displays the occupancy of and NOI from the Company's stabilized medical office building portfolio for the three months ended September 30, 2021 and 2020.

	Three months ended September 30,		Nine months ended September 30,	
	2021	2020	2021	2020
Occupancy	81.3 %	83.1 %	81.1 %	85.6 %
NOI	\$ 1,385	\$ 1,258	\$ 4,031	\$ 4,304

The decrease in the occupancy for the current period as compared to prior year period is due to known lease expirations that have not been filled due to the slowing of leasing activity during to pandemic.

The following table discloses the leases expiring by year for the Company's medical office building portfolio.

Expiration Year	Expiring Leases	Expiring Lease GLA	% of Total GLA
2021	16	32,519	5.6%
2022	66	114,753	19.8%
2023	42	108,482	18.7%
2024	21	43,938	7.6%
2025	21	30,379	5.2%
Thereafter	35	86,518	14.9%
MTM	18	24,041	4.1%
Vacant	—	139,502	24.1%
Total	219	580,132	100.0%