

Condensed Consolidated Interim Financial Statements  
(In Canadian dollars)

# **TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST**

Three and nine months ended September 30, 2024 and 2023  
(Unaudited)

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Financial Position  
(In thousands of Canadian dollars)  
(Unaudited)

	Notes	September 30, 2024	December 31, 2023
<b>Assets</b>			
Non-current assets:			
Investment properties	5	\$ 1,172,709	\$ 1,250,431
Derivative instruments	11	378	1,197
Other assets	4	831	892
<b>Total non-current assets</b>		<b>1,173,918</b>	<b>1,252,520</b>
Current assets:			
Investment properties held for sale	5	61,961	54,331
Tenant and other receivables	6	3,642	2,847
Prepaid expenses and deposits		4,336	3,101
Derivative instruments	11	925	1,927
Cash and cash equivalents		9,674	8,946
<b>Total current assets</b>		<b>80,538</b>	<b>71,152</b>
<b>Total assets</b>		<b>\$ 1,254,456</b>	<b>\$ 1,323,672</b>
<b>Liabilities and unitholders' equity</b>			
Non-current liabilities:			
Mortgage payable	7	\$ 471,539	\$ 694,379
<b>Total non-current liabilities</b>		<b>471,539</b>	<b>694,379</b>
Current liabilities:			
Mortgage payable	7	274,006	103,014
Credit facility	9	20,870	23,600
Class B LP Units	8	5,570	4,231
Tenant rental deposits and prepayments		7,416	8,998
Accounts payable and accrued liabilities	10	41,145	36,646
<b>Total current liabilities</b>		<b>349,007</b>	<b>176,489</b>
<b>Total liabilities</b>		<b>820,546</b>	<b>870,868</b>
Unitholders' equity	12	433,910	452,804
<b>Total liabilities and unitholders' equity</b>		<b>\$ 1,254,456</b>	<b>\$ 1,323,672</b>

Subsequent events (note 21).

See accompanying notes to condensed consolidated interim financial statements.

Approved on behalf of the Board of Trustees (the "Board") on November 12, 2024.

“Sandy Poklar” \_\_\_\_\_ Trustee

“Alon Ossip” \_\_\_\_\_ Trustee

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

## Condensed Consolidated Interim Statements of Loss and Comprehensive Loss

(In thousands of Canadian dollars)

Three and nine months ended September 30, 2024 and 2023

(Unaudited)

	Notes	Three months ended September 30		Nine months ended September 30	
		2024	2023	2024	2023
Revenue	14	\$ 30,437	\$ 32,789	\$ 95,226	\$ 99,337
Expenses:					
Property operating		(9,363)	(9,699)	(30,041)	(28,800)
Realty taxes		(4,817)	(5,008)	(14,821)	(15,335)
		16,257	18,082	50,364	55,202
Other income (expenses):					
General and administration expenses		(1,713)	(1,349)	(4,802)	(4,307)
Finance costs	15	(8,143)	(8,756)	(25,370)	(25,374)
Transaction costs on sale of investment properties	3	—	(1,131)	(1,969)	(1,375)
Distributions on Class B LP Units	8	—	(181)	—	(679)
Fair value adjustment of Class B LP Units	8	(2,006)	584	(1,358)	9,179
Fair value adjustment of investment properties and investment properties held for sale	5	(6,236)	(50,087)	(20,837)	(68,391)
Unrealized (loss) gain on change in fair value of derivative instruments	11	(1,542)	366	(1,821)	1,061
Net loss and comprehensive loss		\$ (3,383)	\$ (42,472)	\$ (5,793)	\$ (34,684)

See accompanying notes to condensed consolidated interim financial statements.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Changes in Unitholders' Equity  
(In thousands of Canadian dollars)  
Nine months ended September 30, 2024 and 2023  
(Unaudited)

	Note	Unit capital	Income and distributions	Total
		Note 12(c)		
Unitholders' equity, January 1, 2023		\$ 563,277	\$ (41,139)	\$ 522,138
Changes during the period:				
Units issued and repurchased, net of costs		(206)	—	(206)
Net loss and comprehensive loss for the period		—	(34,684)	(34,684)
Distributions	12(e)	—	(25,052)	(25,052)
Issue of Units under DRIP	12(f)	1,591	—	1,591
Unitholders' equity, September 30, 2023		564,662	(100,875)	463,787
Changes during the period:				
Units issued and repurchased, net of costs		(2,769)	—	(2,769)
Net loss and comprehensive loss for the period		—	(5,937)	(5,937)
Distributions	12(e)	—	(2,277)	(2,277)
Unitholders' equity, December 31, 2023		561,893	(109,089)	452,804
Changes during the period:				
Units issued and repurchased, net of costs		(13,101)	—	(13,101)
Net loss and comprehensive loss for the period		—	(5,793)	(5,793)
Unitholders' equity, September 30, 2024		\$ 548,792	\$ (114,882)	\$ 433,910

See accompanying notes to condensed consolidated interim financial statements.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Cash Flows

(In thousands of Canadian dollars)

Three and nine months ended September 30, 2024 and 2023

(Unaudited)

	Notes	Three months ended September 30		Nine months ended September 30	
		2024	2023	2024	2023
<b>Operating activities:</b>					
Net loss and comprehensive loss		\$ (3,383)	\$ (42,472)	\$ (5,793)	\$ (34,684)
Adjustments for financing activities included in income:					
Finance costs	15	8,143	8,756	25,370	25,374
Unrealized loss (gain) on change in fair value of derivative instruments	11	1,542	(366)	1,821	(1,061)
Distributions on Class B LP Units	8	—	181	—	679
Fair value adjustment of Class B LP Units	8	2,006	(584)	1,358	(9,179)
Adjustments for items not involving cash:					
Fair value adjustment of investment properties and investment properties held for sale	5	6,236	50,087	20,837	68,391
Unit-based compensation expense		129	114	124	446
Fair value adjustment of Unit-based compensation		192	(54)	300	(486)
Straight-line rental revenue		1,005	(226)	2,904	(710)
Amortization of leasing costs and tenant inducements		2,521	2,428	7,402	6,735
Transaction costs on sale of investment properties	3	—	1,131	1,969	1,375
Change in non-cash operating working capital	16	589	(2,426)	(2,796)	(6,080)
<b>Cash provided by operating activities</b>		<b>18,980</b>	<b>16,569</b>	<b>53,496</b>	<b>50,800</b>
<b>Investing activities:</b>					
Dispositions	3	—	40,368	59,407	47,374
Additions to investment properties and investment properties held for sale	5	(5,087)	(3,590)	(20,152)	(10,304)
<b>Cash (used in) provided by investing activities</b>		<b>(5,087)</b>	<b>36,778</b>	<b>39,255</b>	<b>37,070</b>
<b>Financing activities:</b>					
Proceeds from credit facility		2,200	6,200	12,700	19,200
Repayment of credit facility		—	(10,600)	(15,430)	(15,500)
Proceeds of mortgage financing, net of costs		15,495	36,312	28,117	67,249
Repayment of mortgage financing		(15,838)	(36,452)	(28,784)	(61,704)
Repayment of mortgages on sale of investment properties		—	(27,535)	(35,617)	(31,057)
Principal payments on mortgages		(5,499)	(5,840)	(16,815)	(18,085)
Payments received on instalment notes receivable		12	13	36	41
Cash distributions on Class B LP Units		—	(181)	—	(689)
Finance costs paid		(7,451)	(8,288)	(23,071)	(24,070)
Units repurchased and cancelled under NCIB, net of costs		(2,718)	(200)	(13,159)	(500)
Proceeds from issuance of Units, net of costs		—	13	—	(89)
Cash distributions to unitholders		—	(6,833)	—	(25,784)
<b>Cash used in financing activities</b>		<b>(13,799)</b>	<b>(53,391)</b>	<b>(92,023)</b>	<b>(90,988)</b>
Increase (decrease) in cash and cash equivalents		94	(44)	728	(3,118)
Cash and cash equivalents, beginning of period		9,580	6,427	8,946	9,501
<b>Cash and cash equivalents, end of period</b>		<b>\$ 9,674</b>	<b>\$ 6,383</b>	<b>\$ 9,674</b>	<b>\$ 6,383</b>
<b>Supplemental cash flow information:</b>					
Units issued under DRIP - unitholders		—	—	—	1,536
Units issued under DRIP - Class B LP Units		—	—	—	55
Units issued in exchange for Class B LP Units		—	—	18	242

See accompanying notes to condensed consolidated interim financial statements.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
(In thousands of Canadian dollars, except Unit and per Unit amounts)  
Three and nine months ended September 30, 2024 and 2023  
(Unaudited)

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## Organization:

True North Commercial Real Estate Investment Trust (the "REIT") is an unincorporated, open-ended real estate investment trust established pursuant to the third amended and restated declaration of trust made as of May 11, 2021 ("DOT"), and governed by the laws of the Province of Ontario. The REIT incorporated True North Commercial General Partner Corp. ("TNCGP") on November 16, 2012 and with TNCGP, formed True North Commercial Limited Partnership ("TNCLP") on November 16, 2012.

The REIT is listed on the Toronto Stock Exchange ("TSX") under the symbol TNT.UN. The registered office of the REIT is 1400 - 3280 Bloor Street West, Centre Tower, Toronto, Ontario, Canada, M8X 2X3.

On November 24, 2023, the REIT executed a consolidation of its trust units ("Units"), special voting Units of the REIT and the class B limited partnership units of TNCLP ("Class B LP Units") on the basis of 5.75:1. All Units and per Unit amounts included in the condensed consolidated interim financial statements have been retroactively adjusted to reflect the Unit consolidation.

## 1. Basis of presentation

### (a) Statement of compliance:

These condensed consolidated interim financial statements of the REIT have been prepared in accordance with International Accounting Standard 34, Interim Financial Reporting. Selected explanatory notes are included to explain significant events and transactions to understand the changes in financial position and performance of the REIT since the last audited annual consolidated financial statements as at and for the year ended December 31, 2023. Certain information and note disclosures normally included in the annual consolidated financial statements prepared in accordance with International Financial Reporting Standards ("IFRS") have been omitted or condensed.

The condensed consolidated interim financial statements were approved on behalf of the Board on November 12, 2024.

### (b) Basis of presentation:

The REIT holds its interest in investment properties and other assets and liabilities related to the investment properties in TNCLP, which is wholly owned by the REIT. All intercompany transactions and balances between the REIT and the subsidiary entities have been eliminated upon consolidation.

These condensed consolidated interim financial statements are presented in Canadian dollars, which is the functional currency of the REIT.

These condensed consolidated interim financial statements have been prepared on a historical cost basis, except for investment properties, Class B LP Units, Unit options, incentive units under the REIT's incentive trust unit plan dated June 19, 2019 as amended and restated on March 21, 2022 and March 14, 2023 (the "Incentive Unit Plan") and derivative instruments, which are stated at their fair values.

### (c) Critical judgments and estimates:

In preparing these condensed consolidated interim financial statements, significant judgments and estimates made by management in applying accounting policies were the same as those applied to the audited consolidated financial statements as at and for the year ended December 31, 2023.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
(In thousands of Canadian dollars, except Unit and per Unit amounts)  
Three and nine months ended September 30, 2024 and 2023  
(Unaudited)

## 2. Accounting policies

The accounting policies adopted in the preparation of the condensed consolidated interim financial statements are consistent with those followed in the preparation of the REIT's annual consolidated financial statements for the year ended December 31, 2023, except for the adoption of new standards effective January 1, 2024. The REIT has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective. The amendments that apply for the first time in 2024 do not have a material impact on the condensed consolidated interim financial statements of the REIT.

## 3. Dispositions

The REIT completed the disposition of the following properties during the nine months ended September 30, 2024:

Property	Closing Date	Sale Price	Net Proceeds <sup>(1)</sup>
251 Arvin Avenue, Hamilton, Ontario	April 8, 2024	\$ 2,700	\$ 2,557
6865 Century Avenue, Mississauga, Ontario	April 10, 2024	15,300	14,823
135 Hunter Street East, Hamilton, Ontario	April 22, 2024	6,375	6,136
9200 Glenlyon Parkway, Burnaby, British Columbia	June 27, 2024	37,000	35,891
		\$ 61,375	\$ 59,407

(1) Net proceeds presented above represent the sale price less transaction costs incurred and excluding any repayment of the first mortgage on such property at the time of sale. The transaction costs incurred during the nine months ended September 30, 2024 of \$1,969 were recorded to transaction costs on sale of investment properties in the condensed consolidated interim statement of loss and comprehensive loss.

All these properties were classified as investment properties held for sale as at December 31, 2023, except for 9200 Glenlyon Parkway which was classified under investment properties held for sale as at March 31, 2024. The asset and liabilities associated with the disposition of these properties have been derecognized.

The REIT completed the disposition of the following properties during the year ended December 31, 2023:

Property	Closing Date	Sale Price	Net Proceeds
400 Carlingview Drive, Toronto, Ontario	March 10, 2023	\$ 7,250	\$ 7,006
360 Laurier Avenue West, Ottawa, Ontario	July 10, 2023	17,500	17,080
32071 South Fraser Way, Abbotsford, British Columbia	July 31, 2023	24,000	23,288
		\$ 48,750	\$ 47,374

There were no acquisitions completed during the nine months ended September 30, 2024 or the year ended December 31, 2023.

## 4. Other assets

	September 30, 2024	December 31, 2023
Instalment notes receivable	\$ 51	\$ 81
Deposits	780	811
	\$ 831	\$ 892

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
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## 5. Investment properties and investment properties held for sale

The following table summarizes the changes in investment properties and investment properties held for sale for the nine months ended September 30, 2024 and 2023:

	Investment properties	Investment properties held for sale	Total
Balance, December 31, 2022	\$ 1,340,583	\$ 84,250	\$ 1,424,833
Additions	10,012	292	10,304
Dispositions (note 3)	—	(48,750)	(48,750)
Amortization of leasing costs, tenant inducements and straight-line rents	(3,994)	(316)	(4,310)
Fair value adjustment	(63,962)	(4,429)	(68,391)
Balance, September 30, 2023	1,282,639	31,047	1,313,686
Additions	4,623	—	4,623
Amortization of leasing costs, tenant inducements and straight-line rents	(1,713)	(20)	(1,733)
Fair value adjustment	(11,182)	(632)	(11,814)
Investment properties held for sale	(23,936)	23,936	—
Balance, December 31, 2023	1,250,431	54,331	1,304,762
Additions	15,502	4,650	20,152
Dispositions (note 3)	—	(61,375)	(61,375)
Amortization of leasing costs, tenant inducements and straight-line rents	(7,940)	(92)	(8,032)
Fair value adjustment	(16,425)	(4,412)	(20,837)
Investment properties held for sale	(68,859)	68,859	—
Balance, September 30, 2024	\$ 1,172,709	\$ 61,961	\$ 1,234,670

The REIT determines the fair value of investment properties by developing a range of acceptable values based on the discounted cash flow method and the direct capitalization method, both of which are generally accepted appraisal methodologies. The key valuation assumptions for the REIT's investment properties are set out in the following table:

	September 30, 2024	December 31, 2023
Terminal and direct capitalization rates - range	5.50% to 9.50%	5.50% to 9.50%
Terminal and direct capitalization rate - weighted average	6.73 %	6.68 %
Discount rates - range	6.25% to 9.75%	6.00% to 9.75%
Discount rate - weighted average	7.26 %	7.16 %

Investment properties are independently appraised at the time of acquisition. In addition, the REIT engages independent valuation firms to appraise its investment properties such that the majority of the portfolio is independently appraised at least once over a three year period. When an independent appraisal is obtained, the reasonableness of the assumptions are assessed and adjustments made to the internal valuations as required. During the nine months ended September 30, 2024 there were nine properties externally appraised representing a total fair value of \$300,959 (for the year ended December 31, 2023 – seventeen properties representing a total fair value of \$516,640).



# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
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## 5. Investment properties and investment properties held for sale (continued)

The fair value of the REIT's investment properties are sensitive to changes in key valuation assumptions. Changes in the terminal and direct capitalization rates and discount rates would result in changes to the fair value of the REIT's investment properties as set out in the following table:

	2024
Weighted average terminal, direct capitalization and discount rate:	
25-basis point increase	(63,564)
25-basis point decrease	27,590

## 6. Tenant and other receivables

	September 30, 2024	December 31, 2023
Tenant receivables	\$ 2,921	\$ 2,067
Instalment notes receivable	41	47
Other receivables	680	733
	\$ 3,642	\$ 2,847

## 7. Mortgage payable

As at September 30, 2024, the REIT had \$747,927 (December 31, 2023 – \$800,682) of mortgage principal balances outstanding. The mortgages carry a weighted average fixed interest rate of 3.94% (December 31, 2023 – 3.90%) and a weighted average term to maturity of 2.39 years (December 31, 2023 – 3.01 years). All interest rates are fixed for the term of the respective mortgage except for two (December 31, 2023 – three) of the REIT's mortgages, both (December 31, 2023 - two) of which have utilized interest rate swaps to fix their floating interest rates (note 11). The mortgages are secured by first and second charges on the respective properties.

As at September 30, 2024, mortgages including mortgages payable associated with investment properties held for sale (note 5) are repayable as follows:

	Scheduled principal payments	Debt maturing during the period	Total mortgages payable	Scheduled interest payments
2024 - remainder of year	\$ 5,495	\$ 60,762	\$ 66,257	\$ 7,350
2025	14,918	197,327	212,245	21,510
2026	13,403	170,944	184,347	19,313
2027	9,114	78,910	88,024	11,509
2028	6,458	90,583	97,041	6,378
Thereafter	4,507	95,506	100,013	3,755
Face value	\$ 53,895	\$ 694,032	\$ 747,927	\$ 69,815
Unamortized mark to market mortgage adjustments			104	
Unamortized financing costs			(2,486)	
Total mortgage payable			\$ 745,545	

The outstanding balance of mortgages payable associated with investment properties held for sale as at September 30, 2024 was \$53,042 (December 31, 2023 - \$42,372).

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
(In thousands of Canadian dollars, except Unit and per Unit amounts)  
Three and nine months ended September 30, 2024 and 2023  
(Unaudited)

## 7. Mortgage payable (continued)

The following table provides a breakdown of the current and non-current portions of mortgages payable including mortgages payable associated with investment properties held for sale (note 5):

	September 30, 2024	December 31, 2023
Current:		
Mortgages payable	\$ 275,092	\$ 104,395
Unamortized mark to market mortgage adjustments	30	30
Unamortized financing cost	(1,116)	(1,411)
	274,006	103,014
Non-current:		
Mortgages payable	472,835	696,287
Unamortized mark to market mortgage adjustments	74	97
Unamortized financing cost	(1,370)	(2,005)
	471,539	694,379
	\$ 745,545	\$ 797,393

## 8. Class B LP Units

Class B LP Units have economic and voting rights equivalent, in all material respects, to Units and are indirectly exchangeable on a one-for-one basis for Units at the option of the Class B LP Unitholder.

The following table summarizes the changes in Class B LP Units for the nine months ended September 30, 2024 and 2023:

	Class B LP Units	Amount
Outstanding, January 1, 2023	439,365	\$ 14,628
Class B LP Units exchanged to Units	(16,304)	(242)
Fair value adjustment	—	(9,179)
Outstanding, September 30, 2023	423,061	5,207
Class B LP Units exchanged to Units	(2,174)	(20)
Fair value adjustment	—	(956)
Outstanding, December 31, 2023	420,887	4,231
Class B LP Units exchanged to Units	(2,173)	(19)
Fair value adjustment	—	1,358
Outstanding, September 30, 2024	418,714	\$ 5,570

There has been no distributions on Class B LP Units during the three and nine months ended September 30, 2024, (three and nine months ended September 30, 2023 - \$181 and \$679). Distributions on Class B LP Units have been recorded as an expense in the condensed consolidated interim statements of loss and comprehensive loss.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
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## 9. Credit facility

On May 14, 2024, the REIT amended its \$60,000 floating rate revolving credit facility ("Credit Facility") with a Canadian chartered bank to increase the maximum facility amount to \$75,000, removed the \$25,000 unsecured tranche and extended the facility to December 1, 2025. The Credit Facility continues to bear interest on cash advances at 95 basis points per annum above the prime rate or 195 basis points per annum over the Canadian Overnight Repo Rate Average ("CORRA").

As at September 30, 2024, the REIT had \$20,870 of principal outstanding under the Credit Facility (December 31, 2023 - \$23,600).

## 10. Accounts payable and accrued liabilities

	September 30, 2024	December 31, 2023
Accounts payable and accrued liabilities	\$ 37,447	\$ 34,347
Finance cost payable	3,055	1,999
Unit-based compensation liability (note 12(d))	643	300
	<b>\$ 41,145</b>	<b>\$ 36,646</b>

## 11. Derivative instruments

The REIT has entered into interest rate swaps to eliminate its interest rate exposure for certain floating rate mortgages. The interest rate swaps expire co-terminously upon the maturity of the corresponding mortgages.

The combined notional principal amount of the outstanding interest rate swap contracts as at September 30, 2024 was \$70,411 (December 31, 2023 - \$72,145). The fair value of the interest rate swaps were in an asset position of \$1,303 as at September 30, 2024 (December 31, 2023 - \$3,124), of which \$378 has been presented within non-current assets and \$925 within current assets based on the term of the underlying instrument. The unrealized loss related to the change in the fair value of the derivative instruments for the three and nine months ended September 30, 2024 was \$1,542 and \$1,821, respectively (three and nine months ended September 30, 2023 - gain of \$366 and \$1,061, respectively).

## 12. Unitholders' equity

### (a) Units:

The REIT is authorized to issue an unlimited number of Units and an unlimited number of special voting units. Each Unit confers the right to one vote at any meeting of unitholders and to participate *pro rata* in all distributions by the REIT and, in the event of termination or winding-up of the REIT, in the net assets of the REIT. The unitholders of the REIT have the right to require the REIT to redeem their Units on demand pursuant to the terms of the DOT. The Units have no par value.

### (b) Unit consolidation:

On November 24, 2023, the REIT executed a consolidation of its Units, special voting Units of the REIT and the Class B LP Units on the basis of 5.75:1.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
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## 12. Unitholders' equity (continued)

(c) Units outstanding:

The following table summarizes the changes in Units for the nine months ended September 30, 2024 and 2023:

	Units	Amount
Balance, December 31, 2022	15,967,482	\$ 563,277
Issuance (repurchase) of Units:		
Units issued under DRIP (note 12(f))	46,847	1,591
Exchange of Class B LP Units (note 8) into Units	16,304	242
Incentive Units redeemed into Units	6,949	141
Units repurchased and cancelled under NCIB	(36,243)	(500)
Issuance and repurchase costs	—	(89)
Balance, September 30, 2023	16,001,339	564,662
Exchange of Class B LP Units (note 8) into Units	2,174	20
Units repurchased and cancelled under NCIB	(326,869)	(2,781)
Issuance and repurchase costs	—	(8)
Balance, December 31, 2023	15,676,644	561,893
Exchange of Class B LP Units (note 8) into Units	2,173	19
Incentive Units redeemed into Units	4,009	39
Units repurchased and cancelled under NCIB	(1,379,746)	(12,889)
Issuance and repurchase costs	—	(270)
Balance, September 30, 2024	14,303,080	\$ 548,792

During the nine months ended September 30, 2024 the REIT repurchased and cancelled 784,420 Units for cash of \$7,220 through the 2023 normal course issuer bid ("2023 NCIB") and 595,326 Units for cash of \$5,669 through the 2024 normal course issuer bid ("2024 NCIB"). For the year ended December 31, 2023 the REIT repurchased and cancelled 363,112 Units for cash of \$3,281 through the 2023 NCIB.

(d) Unit-based compensation plan:

(i) Incentive Unit Plan:

The Incentive Unit Plan issues two types of securities: (i) deferred units ("Deferred Units") and (ii) restricted units ("Restricted Units").

### *Deferred Units*

Deferred Units are granted to the non-executive trustees of the REIT ("Trustees") as part of a trustee's annual board retainer, including any chairman retainers, and vest immediately. Trustees are required to receive at least 50% of their annual retainer in the form of Deferred Units.

# TRUE NORTH COMMERCIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
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(Unaudited)

## 12. Unitholders' equity (continued)

(d) Unit-based compensation plan (continued):

(i) Incentive Unit Plan (continued):

The following table summarizes the changes in Deferred Units for the nine months ended September 30, 2024 and 2023:

	Deferred Units	Amount
Balance, January 1, 2023	8,213 \$	273
Granted and reinvested	8,095	121
Redeemed	(626)	(22)
Fair value adjustment	—	(179)
Balance, September 30, 2023	15,682	193
Granted and reinvested	4,919	49
Fair value adjustment	—	(35)
Balance, December 31, 2023	20,601	207
Granted and reinvested	13,625	135
Fair value adjustment	—	115
Balance, September 30, 2024	34,226 \$	457

### *Restricted Units*

The Trustees may, at their discretion, grant Restricted Units to certain Trustees, officers of the REIT and its subsidiaries and certain eligible service providers, subject to such restrictions including vesting requirements the Trustees may impose. The Trustees may not extend any vesting conditions beyond November 30 of the third calendar year following grant date.

The following table summarizes the changes in Restricted Units for the nine months ended September 30, 2024 and 2023:

	Restricted Units	Amount
Balance, January 1, 2023	16,217 \$	331
Granted and reinvested	16,849	326
Redeemed and expired	(15,134)	(301)
Fair value adjustment	—	(280)
Balance, September 30, 2023	17,932	76
Granted and reinvested	555	67
Fair value adjustment	—	(50)
Balance, December 31, 2023	18,487	93
Granted and reinvested	33,974	118
Redeemed and expired	(12,792)	(210)
Fair value adjustment	—	185
Balance, September 30, 2024	39,669 \$	186

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## 12. Unitholders' equity (continued)

(d) Unit-based compensation plan (continued):

(ii) Unit options:

The Unit option plan has been suspended and no further options may be granted. As at September 30, 2024, all Unit options have vested and expired.

The following table summarizes the changes in Unit options outstanding for the nine months ended September 30, 2024 and 2023:

	Number of Unit options	Weighted average exercise price	Weighted average remaining contractual life (in years)	Number of Unit options exercisable
Outstanding, December 31, 2022	50,551	\$ 37.72	0.49	50,551
Unit options expired	(50,551)	37.72	—	—
Outstanding, December 31, 2023	—	—	—	—

There are no Unit options outstanding as of September 30, 2024. Unit options expense is determined using the Black-Scholes option pricing model.

The REIT's Unit-based compensation expense recognized in general and administrative expense for the three and nine months ended September 30, 2024 and 2023 was:

	Three months ended September 30		Nine months ended September 30	
	2024	2023	2024	2023
Unit options	\$ —	\$ —	\$ —	\$ (27)
Restricted Units	127	28	174	46
Deferred Units	194	32	250	(59)
Unit-based compensation expense	\$ 321	\$ 60	\$ 424	\$ (40)
Fair value remeasurement expense included in the above:				
Unit options	\$ —	\$ —	\$ —	\$ (27)
Restricted Units	44	(35)	185	(280)
Deferred Units	148	(19)	115	(179)
	\$ 192	\$ (54)	\$ 300	\$ (486)

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## 12. Unitholders' equity (continued)

### (e) Distributions:

Under the DOT, the total amount of income of the REIT to be distributed to unitholders for each calendar month is at the discretion of the Trustees, however, the total income distributed shall not be less than the amount necessary to ensure the REIT will not be liable to pay income tax for any year.

The REIT paid a monthly distribution of \$0.2846 per Unit or \$3.4155 per Unit on an annualized basis until March 14, 2023, when the REIT reduced its monthly cash dividend from \$0.2846 per Unit to \$0.1423 per Unit or \$1.70775 per Unit on an annualized basis. The new declared distribution was paid on April 17, 2023 to unitholders of record on March 31, 2023. Effective December 15, 2023, the REIT redirected and reallocated substantially all distributions paid to unitholders to purchase Units under the 2023 NCIB. For the nine months ended September 30, 2024 and 2023, the REIT declared distributions of \$nil and \$25,052.

### (f) Dividend reinvestment plan ("DRIP"):

On April 12, 2023, the REIT announced the suspension of the DRIP until further notice. As a result, unitholders received distributions in cash effective with the distribution paid on April 17, 2023 to unitholders of record on March 31, 2023. For the nine months ended September 30, 2024 the REIT did not issue any Units under the DRIP. For the nine months ended September 30, 2023, the REIT issued 46,847 Units under the DRIP for a value of \$1,591.

### (g) Normal course issuer bid ("NCIB"):

On April 17, 2024, the REIT renewed the 2024 NCIB, as approved by the TSX. Under the 2024 NCIB, the REIT has the ability to purchase for cancellation up to a maximum of 1,334,889 of its Units, representing 10% of the REIT's public float of 13,348,894 Units as of April 4, 2024 through the facilities of the TSX or through a Canadian alternative trading system and in accordance with applicable regulatory requirements at a price per Unit equal to the market price at the time of acquisition. The 2024 NCIB became effective April 18, 2024 and will remain in place until the earlier of (i) April 17, 2025 or (ii) the date on which the REIT has purchased the maximum number of Units permitted under the 2024 NCIB. Any Units acquired through the 2024 NCIB will be cancelled.

On April 18, 2023, the REIT established the 2023 NCIB, as approved by the TSX. Under the 2023 NCIB, the REIT has the ability to purchase for cancellation up to a maximum of 1,432,966 of its Units, representing 10% of the REIT's public float of 14,329,664 Units through the facilities of the TSX or through a Canadian alternative trading system and in accordance with applicable regulatory requirements at a price per Unit equal to the market price at the time of acquisition. The 2023 NCIB was effective from April 18, 2023 until April 17, 2024. Any Units acquired through the 2023 NCIB have been cancelled.

During the nine months ended September 30, 2024, the REIT repurchased and cancelled 1,379,746 Units for \$12,889 (for the year ended December 31, 2023, the REIT repurchased 363,112 Units for \$3,281) under the 2023 NCIB and 2024 NCIB (note 21).

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## 13. Transactions with related parties

Starlight Group Properties Holdings Inc. (“Starlight”) is considered a related party of the REIT as Starlight is controlled by the Chief Executive Officer and Chairman of the Board of the REIT, who is also a significant unitholder of the REIT. The REIT has engaged an affiliate of Starlight to perform certain services, as outlined below.

- (a) Pursuant to an asset management agreement (the “Asset Management Agreement”), the affiliate of Starlight is to perform asset management services for a base annual management fee calculated and payable on a monthly basis in arrears on the first day of each month equal to 0.35% of the sum of: (i) the historical purchase price of the properties; and (ii) the cost of any capital expenditures incurred by the REIT or any of its affiliates in respect of the properties.
- (b) Pursuant to the Asset Management Agreement, the affiliate of Starlight is entitled to receive an acquisition fee in respect of properties announced to be acquired, directly or indirectly, by the REIT as a result of such properties having been presented to the REIT by Starlight and calculated as follows:
  - (i) 1.0% of the purchase price of a property, on the first \$100,000 of properties acquired in each fiscal year;
  - (ii) 0.75% of the purchase price of a property, on the next \$100,000 of properties acquired in each fiscal year; and
  - (iii) 0.50% of the purchase price on properties in excess of \$200,000 of properties acquired in each fiscal year.
- (c) An annual incentive fee is payable by the REIT equal to 15% of the REIT’s funds from operations (“FFO”) per Unit in excess of FFO per Unit for fiscal 2013 plus 50% of the annual increase in the weighted average consumer price index (or other similar metric, as determined by the Trustees) of the jurisdictions in which the properties are located.
- (d) Pursuant to the Asset Management Agreement, the affiliate of Starlight is entitled to a capital expenditure fee equal to 5% of all hard construction costs incurred on each capital project with costs in excess of \$1,000, excluding work done on behalf of tenants or any maintenance capital expenditures.
- (e) The REIT reimburses Starlight for all reasonable out-of-pocket expenses in connection with the performance of the services described in the Asset Management Agreement, including capital expenditures, or such other services which the REIT and Starlight agree in writing are to be provided from time to time.

The following table presents the related party expenses incurred for the three and nine months ended September 30, 2024 and 2023:

	Three months ended September 30		Nine months ended September 30	
	2024	2023	2024	2023
Asset management fees	\$ 1,116	\$ 1,173	\$ 3,402	\$ 3,545
Other expenses	41	24	111	122

As at September 30, 2024, \$364 (December 31, 2023 – \$414) is included in accounts payable and accrued liabilities. No incentive fees were earned and no acquisition fees or capital expenditure fees charged for the three and nine months ended September 30, 2024 and 2023.



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## 14. Revenue

The components of the REIT's revenue for the three and nine months ended September 30, 2024 and 2023 were as follows:

	Three months ended September 30		Nine months ended September 30	
	2024	2023	2024	2023
Base rent	\$ 16,298	\$ 18,008	\$ 50,240	\$ 55,195
Property operating and realty tax recoveries	12,696	13,338	39,941	40,486
Parking and other	1,443	1,443	5,045	3,656
	<u>\$ 30,437</u>	<u>\$ 32,789</u>	<u>\$ 95,226</u>	<u>\$ 99,337</u>

## 15. Finance costs

The following table presents the financing costs incurred for the three and nine months ended September 30, 2024 and 2023:

	Three months ended September 30		Nine months ended September 30	
	2024	2023	2024	2023
Interest on mortgages payable	\$ 7,307	\$ 8,049	\$ 22,588	\$ 23,250
Other interest expense and standby fees	422	386	1,539	1,078
Amortization of mortgage premiums	(7)	(8)	(23)	(25)
Amortization of financing costs	421	329	1,266	1,071
	<u>\$ 8,143</u>	<u>\$ 8,756</u>	<u>\$ 25,370</u>	<u>\$ 25,374</u>

## 16. Change in non-cash operating working capital

The change in non-cash operating working capital for the three and nine months ended September 30, 2024 and 2023:

	Three months ended September 30		Nine months ended September 30	
	2024	2023	2024	2023
Deposits	\$ —	\$ 38	\$ 32	\$ 123
Tenant and other receivables	(426)	988	(801)	1,157
Prepaid expense and deposits	(968)	242	(1,235)	(778)
Tenant rental deposits and prepayments	(332)	(11)	(1,582)	(1,130)
Accounts payable and accrued liabilities	2,315	(3,683)	790	(5,452)
	<u>\$ 589</u>	<u>\$ (2,426)</u>	<u>\$ (2,796)</u>	<u>\$ (6,080)</u>

## 17. Commitments and contingencies

As at September 30, 2024, the REIT has entered into commitments for building renovations totaling \$1,570 (December 31, 2023 – \$2,537).

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## 18. Segmented disclosure

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

## 19. Capital management

The REIT's capital management objectives and policies are consistent with those disclosed in the audited consolidated financial statements as at and for the year ended December 31, 2023.

The REIT was in compliance with all financial covenants as at September 30, 2024 and December 31, 2023.

## 20. Risk management and fair values

### (a) Risk management:

In the normal course of business, the REIT is exposed to a number of risks that can affect its operating performance. These risks and the actions taken to manage them are as follows:

#### (i) Interest rate risk:

The REIT is subject to the risks associated with debt financing, including the risk of interest rates on floating-rate debt rising before long-term fixed rate debt is arranged and existing mortgages may not be able to be refinanced on terms similar to those currently in place.

The REIT's objective of managing interest rate risk is to minimize the volatility of interest expense which impacts earnings.

As at September 30, 2024 and December 31, 2023, the REIT's interest-bearing financial instruments were:

	Carrying value	
	September 30, 2024	December 31, 2023
Fixed-rate instruments:		
Mortgage payable	\$ 747,927	\$ 787,701
Variable-rate instruments:		
Mortgage payable	\$ —	\$ 12,981
Credit Facility	20,870	23,600

The REIT is exposed to interest rate risk on its floating-rate debt on two of its properties. For both of these debt instruments, the risk is mitigated by entering into interest rate swaps (note 11). The REIT is also exposed to interest rate risk on its Credit Facility which fluctuates based on prime or floating CORRA. An increase (decrease) of 100 basis points in interest rates at September 30, 2024 for the REIT's variable-rate financial instruments would have minimal impact on net loss and comprehensive loss.

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## 20. Risk management and fair values (continued)

### (a) Risk management (continued):

#### (ii) Credit risk:

Credit risk is the risk that: (a) one party to a financial instrument will cause a financial loss for the REIT by failing to discharge its obligations; and (b) the possibility that tenants may experience financial difficulty and be unable to meet their rental obligations.

The REIT is exposed to credit risk on financial assets and its exposure is generally limited to the carrying amount on the condensed consolidated interim statements of financial position. The REIT monitors its risk exposure regarding obligations with counterparties through the regular assessment of counterparties' credit positions.

The REIT mitigates the risk of credit loss with respect to tenants by evaluating their creditworthiness, obtaining security deposits, and geographically diversifying its portfolio. The REIT monitors outstanding receivables on a monthly basis to ensure a reasonable allowance is provided for all uncollectible amounts with the exception of the tenants for which a bad debt provision is recorded. The REIT reviewed all outstanding receivables and assessed the risk of uncollectability to be low.

An aging of billed tenant receivables, including past due but not impaired amounts is as follows:

	September 30, 2024	December 31, 2023
0 to 30 days	\$ 570	\$ 410
31 to 90 days	437	199
Over 90 days	841	265
Total	\$ 1,848	\$ 874

Subsequent to September 30, 2024, the REIT collected additional amounts from tenants which reduced the outstanding receivables presented in the table above. The amounts collected were a total of \$396 which after adjusted the receivables above would indicate outstanding receivables of \$295 for 0-30, \$425 for 31-90 and \$731 for 90+ days which the REIT estimates will be collected in future periods.

### (b) Fair values:

The fair values of the REIT's financial assets and liabilities, except as noted below, approximate their carrying values due to their short-term nature. The REIT uses various methods in estimating the fair values of its financial instruments and investment properties. The fair value hierarchy reflects the significance of inputs used in determining the fair values.

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

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## 20. Risk management and fair values (continued)

(b) Fair values (continued):

The tables below present the fair value hierarchy of the REIT's non-current assets and liabilities:

September 30, 2024	Level 1	Level 2	Level 3	Total
<b>Assets:</b>				
Investment properties	\$ —	\$ —	\$ 1,172,709	\$ 1,172,709
Investment properties held for sale	—	—	61,961	61,961
Derivative instruments, net	—	1,303	—	1,303
	\$ —	\$ 1,303	\$ 1,234,670	\$ 1,235,973
<b>Liabilities:</b>				
Mortgage payable <sup>(1)</sup>	\$ —	\$ 739,500	\$ —	\$ 739,500
Class B LP Units	5,570	—	—	5,570
	\$ 5,570	\$ 739,500	\$ —	\$ 745,070

<sup>(1)</sup> Includes mortgages payable associated with investment properties held for sale (note 5).

December 31, 2023	Level 1	Level 2	Level 3	Total
<b>Assets:</b>				
Investment properties	\$ —	\$ —	\$ 1,250,431	\$ 1,250,431
Investment properties held for sale	—	—	54,331	54,331
Derivative instruments, net	—	3,124	—	3,124
	\$ —	\$ 3,124	\$ 1,304,762	\$ 1,307,886
<b>Liabilities:</b>				
Mortgage payable <sup>(1)</sup>	\$ —	\$ 770,700	\$ —	\$ 770,700
Class B LP Units	4,231	—	—	4,231
	\$ 4,231	\$ 770,700	\$ —	\$ 774,931

<sup>(1)</sup> Includes mortgages payable associated with investment properties held for sale (note 5).

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

(i) Investment properties and investment properties held for sale:

The REIT determines the fair value of investment properties by developing a range of acceptable values based on the discounted cash flow method and the direct capitalization method, both of which are generally accepted appraisal methodologies. The key valuation assumptions of the REIT's investment properties are described in note 5.

(ii) Mortgages payable

The fair value of mortgages payable is estimated based on Level 2 inputs which take into account the present value of future payments, discounted at the yield on a Government of Canada bond with the nearest maturity date to the underlying mortgage, plus an estimated credit spread at the reporting date for a comparable mortgage. The estimated fair value of mortgages payable at September 30, 2024 was approximately \$739,500 (December 31, 2023 – \$770,700).

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## 20. Risk management and fair values (continued)

(b) Fair values (continued):

(iii) Class B LP Units:

Pursuant to IFRS 13, Fair Value Measurement, if an asset or a liability measured at fair value has a bid and an ask price, the price within the bid-ask spread that is the most representative of fair value in the circumstances shall be used to measure fair value. The REIT has chosen to use the closing market price of Units as a practical measure for fair value measurement of its Class B LP Units.

(iv) Derivative instruments:

Derivative instruments, such as interest rate swaps, are valued using a valuation technique with level 2 market-observable inputs. The valuation technique includes forward pricing models, using present value calculations. The models incorporate various inputs including forward rates and interest rate curves.

## 21. Subsequent events

Subsequent to September 30, 2024, the REIT repurchased and cancelled an additional 91,000 Units for \$1,154 under the 2024 NCIB.