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# Slate Grocery REIT

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Q3 2020 Quarterly Report



**SLATE**







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# About Slate Grocery REIT

(TSX: SGR.U / SGR.UN)

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Slate Grocery REIT is an owner and operator of U.S. grocery-anchored real estate. The REIT owns and operates approximately U.S. \$1.3 billion of critical real estate infrastructure across major U.S. metro markets that communities rely upon for their daily needs. The REIT's resilient grocery-anchored portfolio and strong credit tenants provide unitholders with durable cash flows and the potential for capital appreciation over the longer term.

Visit [slategroceryreit.com](https://slategroceryreit.com) to learn more about the REIT.

Slate Grocery REIT is managed by Slate Asset Management. Slate Asset Management is a leading real estate focused alternative investment platform with approximately \$6.5 billion in assets under management. Slate is a value-oriented manager and a significant sponsor of all of its private and publicly traded investment vehicles, which are tailored to the unique goals and objectives of its investors. The firm's careful and selective investment approach creates long-term value with an emphasis on capital preservation and outsized returns. Slate is supported by exceptional people, flexible capital and a demonstrated ability to originate and execute on a wide range of compelling investment opportunities. Visit [slateam.com](https://slateam.com) to learn more.

#### Forward-looking Statements

Certain information in this management's discussion and analysis ("MD&A") constitutes "forward-looking statements" within the meaning of applicable securities legislation. These statements reflect management's expectations regarding objectives, plans, goals, strategies, future growth, results of operations, performance and business prospects and opportunities of Slate Grocery REIT (the "REIT") including expectations for the current financial year, and include, but are not limited to, statements with respect to management's beliefs, plans, estimates and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Statements that contain words such as "could", "should", "would", "can", "anticipate", "expect", "does not expect", "believe", "plan", "budget", "schedule", "estimate", "intend", "project", "will", "may", "might", "continue" and similar expressions or statements relating to matters that are not historical facts constitute forward-looking statements. Some of the specific forward-looking statements contained herein include, but are not

limited to, statements relating to the impact of the COVID-19 pandemic.

These forward-looking statements are not guarantees of future events or performance and, by their nature, are based on the REIT's current estimates and assumptions, which are subject to significant risks and uncertainties. The REIT believes that these statements are made based on reasonable assumptions; however, there is no assurance that the events or circumstances reflected in these forward-looking statements will occur or be achieved. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements including, but not limited to the risks that are more fully discussed under the "Risk Factors" section of the annual information form of the REIT for the year ended December 31, 2019 ("Annual Information Form"). Factors that could cause actual results to differ materially from those contemplated or implied including, but not limited to: risks incidental to ownership and operation of real estate properties including local real estate conditions; financial risks

related to obtaining available equity and debt financing at reasonable costs and interest rate fluctuations; operational risks including timely leasing of vacant space and re-leasing of occupied space on expiration of current leases on terms at current or anticipated rental rates; tenant defaults and bankruptcies; uncertainties of acquisition activities including availability of suitable property acquisitions and integration of acquisitions; competition including development of properties in close proximity to the REIT's properties; loss of key management and employees; potential environmental liabilities; catastrophic events, such as earthquakes and hurricanes; governmental, taxation and other regulatory risks and litigation risks.

Forward-looking statements included in this MD&A are made as of October 27, 2020, and accordingly are subject to change after such date. The REIT does not undertake to update any forward-looking statements that are included in this MD&A, whether as a result of new information, future events or otherwise, except as expressly required

by applicable securities laws. Certain statements included in this MD&A may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this MD&A. Investors are cautioned against placing undue reliance on forward-looking statements.

# Highlights

92.5%

Portfolio occupancy

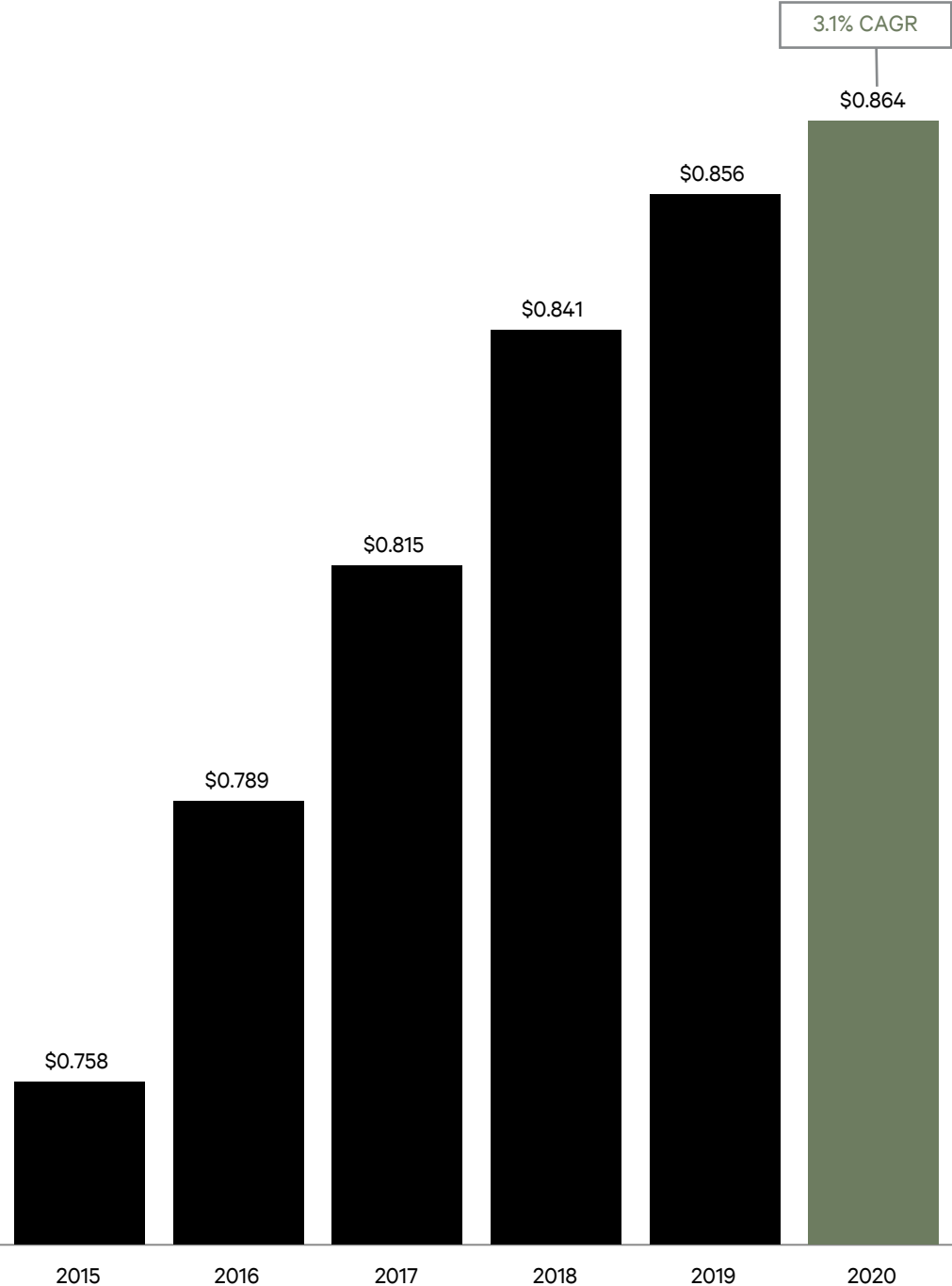
## Track Record of Distribution Growth

19.4%

Rental spread on lease renewals<sup>1</sup>

\$1.3B

Total asset value in USD



<sup>1</sup>19.4% weighted average spread on 235,340 square feet of lease renewals completed during the third quarter of 2020

# Top 5 Tenants

Ranked by Annual Base Rent <sup>1</sup>

|   |      |   |
|---|------|---|
| 1 | 8.4% |    |
| 2 | 7.9% |    |
| 3 | 4.0% |    |
| 4 | 3.8% |    |
| 5 | 2.5% |  |

73.4% remaining tenants  
across 1,113 leases

<sup>1</sup> As of September 30, 2020  
<sup>2</sup> Includes Walmart

# Necessity Based Tenancy

|                                     |                                     |                        |
|-------------------------------------|-------------------------------------|------------------------|
| Supermarkets & Grocery <sup>2</sup> | Other Necessity-Based & Daily Needs | Restaurants            |
|                                     | 14%                                 |                        |
|                                     | Medical & Personal Services         | 13%                    |
|                                     |                                     | Fitness Facilities     |
|                                     |                                     | 5%                     |
|                                     |                                     | Financial Institutions |
|                                     | 13%                                 | 4%                     |
|                                     | Discount & Off-Price                | Sporting & Footwear 2% |
|                                     |                                     | Liquor Stores 2%       |
|                                     |                                     | Dollar Stores 1%       |
| 39%                                 | 6%                                  | Pharmacy 1%            |



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FOOD & PHARMACY



# Asset Map

76

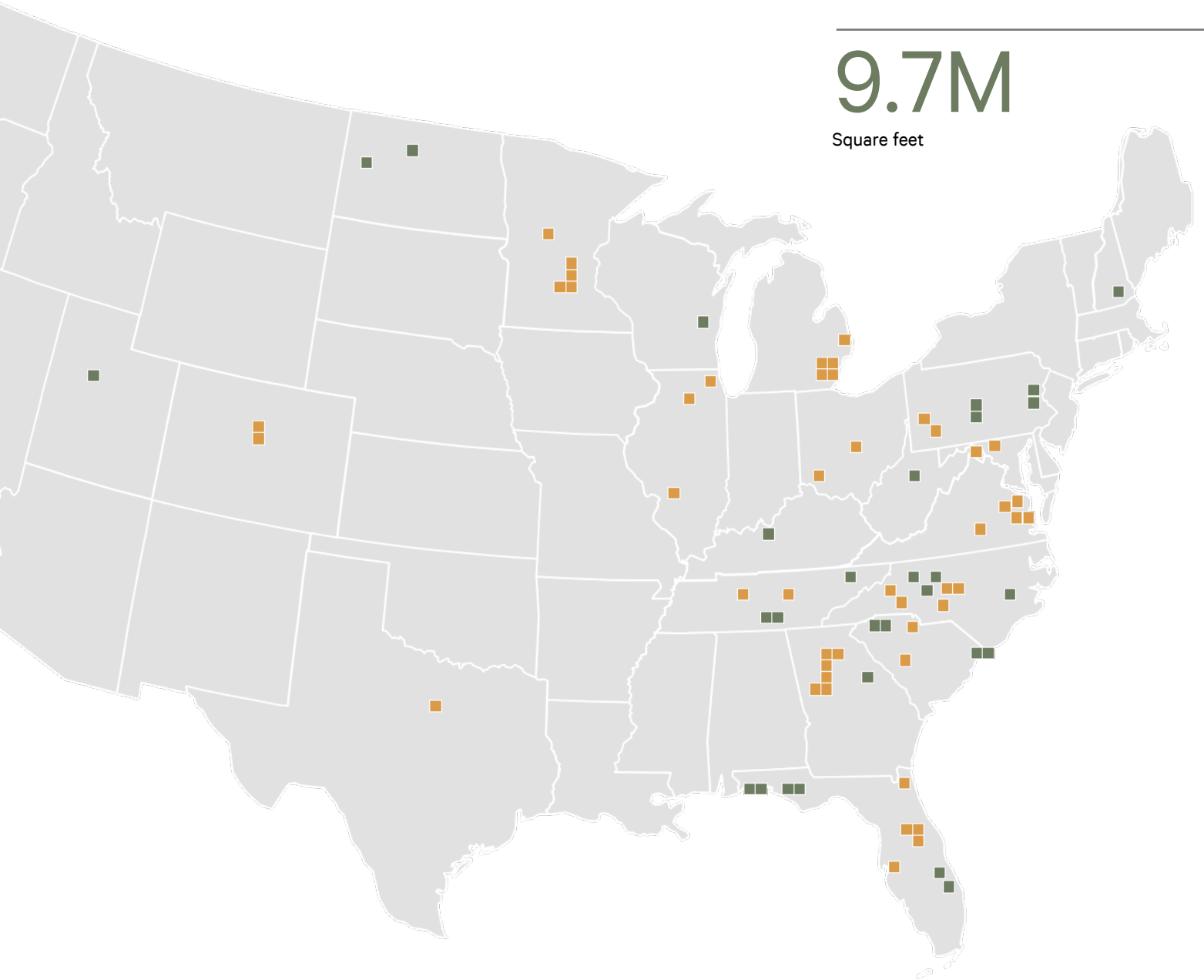
Number of properties

20

States

9.7M

Square feet



## Legend

- Asset
- Presence in 20 of the top 50 U.S. Metropolitan Statistical Areas ("MSAs")



Our experience  
lets us see  
opportunity  
clearly.

# Letter to Unitholders

Dear Fellow Unitholders,

More than seven months into this challenging and unpredictable global pandemic, one constant has been the strength and resilience of Slate Grocery REIT's portfolio. On the heels of historically strong second quarter leasing the team delivered record new leasing volumes in the third quarter of this year. Not only have we continued to validate the essential nature of our tenant mix and cash flow, we have grown our business both organically and via acquisition. This growth will continue to add value for our unitholders for years to come.

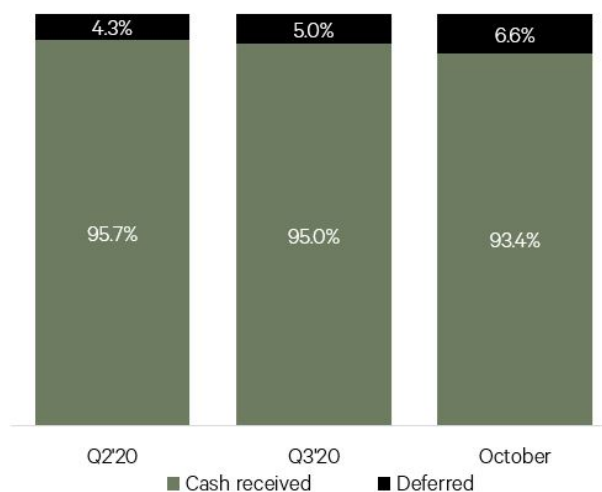
“ On the heels of historically strong second quarter leasing, the team delivered record new leasing volumes in the third quarter of this year ”

In the third quarter of 2020, we completed more than 196,000 square feet of new leasing that will generate \$2.1 million of annual base rental revenue. Adding the additional 235,000 square feet of renewal transactions completed this quarter, SGR completed over 431,000 square feet of total leasing at a weighted average rental spread of 13.1%. Not only was this a record quarter for leasing volumes, a significant portion was with high-credit anchor tenants including Publix, Aldi and Hy-Vee. These three deals highlight the desirability of our assets and add to our portfolio in terms of rent growth and grocer credit.

Our new leasing activity more than offset the 155,000 square feet of vacancies within the quarter. As we have communicated in the past, we are not immune to COVID-19, but our essential goods based portfolio is comprised of high quality tenants who are well equipped to weather the storm. All our centers remained open throughout the pandemic and currently 99.4% of our tenants are open for business.

Slate Grocery REIT has led the strip-centre sector in terms of cash rent collections since the beginning of the pandemic. In the third quarter, cash rent collections continued to be strong, averaging 95% of contractual rent.

## Rent Collections



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# “Slate Grocery REIT has led the strip-centre sector in terms of cash rent collections since the beginning of the pandemic”

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Of the \$1.3 million of deferred rent we have agreed to as part of deferral agreements, the REIT has received all of the expected repayments to date – we even have some tenants paying deferred rents ahead of schedule. The deferral repayment program is expected to conclude in the first quarter of 2021. In aggregate, we agreed to \$0.2 million of rent abatements, but in exchange secured benefits in excess of \$3.1 million in the form of increased rent, term and other non-monetary benefits.

Our portfolio occupancy rose 30 bps quarter over quarter to 92.5%, which remains within our historical operating range. The REIT has leasing strategies in place to address our vacancies and we are confident in our ability to re-tenant these premises and grow our net operating income. Our team continues to strategically look at upcoming lease expiries and is proactively engaging with tenants to complete renewal transactions. We have 306,000 square feet of gross leasable area (3.1%) expiring in the next three quarters, which is well below the portfolio's historical run rate, and gives us confidence we will continue to grow occupancy.

The business realized 0.5% same-property net operating income growth on a year-over year basis in the third quarter. For the 2020 calendar year, we expect same-property net operating income growth to be positive. Given the recent robust leasing our team has completed, there are considerable contractual rent commitments from tenants, totaling \$2.9 million in annual base rent, that have not yet been captured in our reporting. We expect 75% of these contractual rent increases to be recognized in 2021 with the majority of the balance to come in the first half of 2022.

We were pleased with the outcome of our disposition program which commenced in January 2019. We achieved a yield spread of ~155 bps by disposing of \$243 million of lower tier assets at a weighted average cap rate of 7.2% and redeploying capital into the seven-asset portfolio acquisition at a capitalization rate of 8.7%. While our disposition program is substantially complete, we believe that compelling growth opportunities will continue to exist in the marketplace. We are opportunistic in disposing of select assets to recycle into accretive acquisitions that fit our investment criteria and high-grade portfolio.

I would be remiss if I didn't acknowledge that 2020 has been an extremely challenging time for our team, partners and customers. However, I am constantly reminded of the passion, care and dedication that our team demonstrates every day and I could not be more impressed and thankful for their efforts which have been instrumental to the success of our business this year.

On behalf of the entire team at Slate Grocery REIT we thank you for your continued support.



**Sincerely,**

David Dunn

Chief Executive Officer

October 27, 2020





# Management's Discussion and Analysis

## SLATE GROCERY REIT

TSX: SGR.U and SGR.UN

September 30, 2020

FINANCIAL AND INFORMATIONAL HIGHLIGHTS..... 14

PART I - OVERVIEW..... 15

PART II - LEASING AND PROPERTY PORTFOLIO..... 19

PART III - RESULTS OF OPERATIONS..... 32

PART IV - FINANCIAL CONDITION..... 47

PART V - ACCOUNTING AND CONTROL..... 54

PART VI - PROPERTY TABLES..... 56



## FINANCIAL AND INFORMATIONAL HIGHLIGHTS

(in thousands, except per unit amounts and as otherwise stated)

|   | Q3 2020      | Q2 2020      | Q1 2020      | Q4 2019      | Q3 2019      | Q2 2019      |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Summary of Portfolio Information</b>                         |              |              |              |              |              |              |
| Number of properties <sup>1</sup>                               | 76           | 77           | 72           | 76           | 79           | 83           |
| Gross leasable area ("GLA") <sup>1</sup>                        | 9,728,179    | 9,832,109    | 9,507,881    | 9,857,715    | 10,157,833   | 10,536,332   |
| GLA occupied by grocery-anchors <sup>1</sup>                    | 4,657,213    | 4,633,340    | 4,417,825    | 4,609,287    | 4,884,476    | 5,058,302    |
| Occupancy <sup>1</sup>  | 92.5%        | 92.2%        | 92.8%        | 93.0%        | 94.4%        | 93.3%        |
| Grocery-anchor occupancy <sup>1</sup>                           | 98.6%        | 96.8%        | 97.3%        | 97.6%        | 100.0%       | 100.0%       |
| Non-anchor occupancy <sup>1</sup>                               | 86.8%        | 87.9%        | 88.7%        | 88.7%        | 89.2%        | 87.1%        |
| Grocery-anchor weighted average lease term (years) <sup>1</sup> | 6.4          | 6.3          | 5.9          | 5.8          | 5.9          | 5.4          |
| Portfolio weighted average lease term (years) <sup>1</sup>      | 5.3          | 5.2          | 5.0          | 5.0          | 5.1          | 4.9          |
| Square feet ("SF") leased <sup>1</sup>                          | 431,778      | 518,691      | 260,427      | 149,216      | 745,112      | 324,242      |
| <b>Summary of Financial Information</b>                         |              |              |              |              |              |              |
| IFRS gross book value ("GBV") <sup>2</sup>                      | \$ 1,302,849 | \$ 1,300,866 | \$ 1,249,525 | \$ 1,315,080 | \$ 1,336,836 | \$ 1,375,824 |
| Total debt  | 777,526      | 781,002      | 735,206      | 789,395      | 798,147      | 838,126      |
| Revenue   | 31,961       | 30,255       | 32,042       | 34,338       | 34,545       | 36,016       |
| Net income <sup>1</sup>   | 7,630        | 6,888        | 5,819        | 14,016       | 4,513        | 5,934        |
| Net operating income ("NOI") <sup>13</sup>                      | 23,098       | 22,152       | 22,071       | 24,266       | 24,385       | 25,507       |
| Funds from operations ("FFO") <sup>13,4</sup>                   | 11,487       | 11,115       | 11,160       | 12,650       | 12,936       | 13,622       |
| Adjusted funds from operations ("AFFO") <sup>13,4</sup>         | 8,954        | 9,046        | 8,748        | 10,616       | 11,142       | 10,694       |
| Distributions declared  | \$ 9,087     | \$ 9,087     | \$ 9,087     | \$ 9,314     | \$ 9,399     | \$ 9,399     |
| <b>Per Unit Financial Information</b>                           |              |              |              |              |              |              |
| Class U equivalent units outstanding <sup>5</sup>               | 42,072       | 42,072       | 42,072       | 42,072       | 43,972       | 43,972       |
| WA class U equivalent units outstanding ("WA units")            | 42,222       | 42,208       | 42,196       | 43,145       | 44,107       | 44,101       |
| FFO per WA units <sup>13,4</sup>                                | \$ 0.27      | \$ 0.26      | \$ 0.26      | \$ 0.29      | \$ 0.29      | \$ 0.31      |
| AFFO per WA units <sup>13,4</sup>                               | 0.21         | 0.21         | 0.21         | 0.25         | 0.25         | 0.24         |
| Declared distributions per unit                                 | \$ 0.2160    | \$ 0.2160    | \$ 0.2160    | \$ 0.2145    | \$ 0.2138    | \$ 0.2138    |
| <b>Financial Ratios</b>   |              |              |              |              |              |              |
| FFO payout ratio <sup>13,4,6</sup>                              | 79.1%        | 81.8%        | 81.4%        | 72.8%        | 72.7%        | 69.0%        |
| AFFO payout ratio <sup>13,4,7</sup>                             | 101.5%       | 100.5%       | 103.9%       | 86.8%        | 84.4%        | 87.9%        |
| Debt / GBV  | 59.7%        | 60.0%        | 58.8%        | 60.0%        | 59.7%        | 60.9%        |
| Weighted average interest rate <sup>8</sup>                     | 3.98%        | 3.96%        | 3.99%        | 4.06%        | 4.06%        | 4.06%        |
| Interest coverage ratio <sup>9</sup>                            | 2.48x        | 2.52x        | 2.44x        | 2.51x        | 2.46x        | 2.53x        |

All operational amounts are for the three month period ended and all other amounts are as at the end of the period.

<sup>1</sup> Includes the REIT's share of its equity accounted property investment.

<sup>2</sup> GBV is equal to total assets.

<sup>3</sup> Refer to non-IFRS financial measures on page 16.

<sup>4</sup> In the first quarter of 2020, the REIT refinanced its existing revolving credit facility and term loan ("credit facility") and extinguished a mortgage of \$10.1 million, bearing interest of 5.75% ("extinguished mortgage"), resulting in a net charge to income totaling \$0.3 million. Adjusting to exclude the impact of the credit facility refinancing and extinguished mortgage in the first quarter of 2020, FFO per unit and FFO payout ratio would be \$0.27 and 79.2%, respectively, and AFFO per unit and AFFO payout ratio would be \$0.21 and 100.2%, respectively.

<sup>5</sup> Represents the total number of class U units outstanding, if all other units of the REIT, its subsidiaries and its deferred unit plan, were converted or exchanged, as applicable, for class U units of the REIT.

<sup>6</sup> Distributions declared divided by FFO.

<sup>7</sup> Distributions declared divided by AFFO.

<sup>8</sup> Includes the impact of pay-fixed receive-float swaps.

<sup>9</sup> NOI less other expenses, divided by interest on debt.

## PART I – OVERVIEW

### INTRODUCTION

This MD&A of the financial position and results of operations of Slate Grocery REIT (TSX: SGR.U and SGR.UN) and its subsidiaries (collectively, the "REIT") is intended to provide readers with an assessment of performance and summarize the financial position and results of operations of the REIT for the period ended September 30, 2020. The presentation of the REIT's financial results, including the related comparative information, contained in this MD&A are based on the REIT's condensed consolidated interim financial statements for the period ended September 30, 2020 (the "consolidated financial statements"), which have been prepared by management in accordance with International Financial Reporting Standards ("IFRS"). This MD&A should be read in conjunction with those financial statements. All amounts are in thousands of United States dollars, unless otherwise noted, which is the functional currency of the REIT and all of its subsidiaries.

The information contained in this MD&A is based on information available to the REIT and is dated as of October 27, 2020, which is also the date the Board of Trustees, upon the recommendation of its Audit Committee, approved the contents of this MD&A.

### PROFILE

The REIT is an unincorporated open-ended real estate mutual fund trust constituted in accordance with the laws of the Province of Ontario pursuant to an amended and restated Declaration of Trust dated as of April 15, 2014, as amended on July 30, 2019. As of September 30, 2020, the REIT owns 76 grocery-anchored properties located in the United States of America (the "U.S.") comprising 9.7 million square feet of GLA.

The REIT is externally managed and operated by Slate Asset Management L.P. (the "Manager" or "Slate"). The Manager has an experienced and dedicated team of real estate professionals with a proven track record of success in real estate investment and management. Management's interests are aligned with the unitholders of the REIT through its sponsorship and as a significant unitholder of the REIT. Slate is a significant unitholder in the REIT, with an approximate 8.0% interest, and accordingly, is highly motivated to increase the value to unitholders and provide reliable growing returns to the REIT's unitholders.

On August 18, 2019, Slate announced a passive, non-voting minority equity investment from Goldman Sachs Asset Management's Petershill program, creating a strategic relationship with one of the world's leading investment managers and positioning Slate for future success. The investment provides capital that Slate will use to enhance its platform and increase its GP investments in current and future businesses and investment vehicles, further strengthening the firm's alignment with its clients and investing partners. The transaction will have no impact on the control or decision making of Slate, and the day-to-day operations and management of Slate will remain unchanged.

Additional information on the REIT, including its Annual Information Form, is available on SEDAR at [www.sedar.com](http://www.sedar.com) and on the REIT's website at [www.slategroceryreit.com](http://www.slategroceryreit.com).

### STRATEGY AND OUTLOOK

Our strategy is to own the last mile of essential logistics that allows our quality grocery-anchored properties to operate and service consumers for their everyday needs. Located in major markets in the U.S., we believe that our diversified portfolio and quality tenant covenants provides a strong basis to continue to grow unitholder distributions and flexibility to capitalize on opportunities that provide value appreciation.

We are focused on the following areas to achieve the REIT's objectives:

- Be disciplined in our acquisition of well-located properties that provide opportunity for future value creation;
- Proactive property and asset management that results in NOI growth while minimizing property and portfolio vacancy exposure;
- Prudent and disciplined management of capital outlays that will maintain and increase the attractiveness of the REIT's portfolio and achieve increased rents; and
- Continue to increase the REIT's financial strength and flexibility through robust balance sheet management.

The REIT's internal growth strategy includes the following:

- Maintaining strong tenant relationships and ensuring tenant retention: Slate expects to continue to nurture its many longstanding relationships with existing tenants by anticipating and adapting to their changing needs and being proactive with lease renewals. Slate understands the value of maintaining existing tenancies and will engage in ongoing discussions with tenants throughout their lease term to be proactive in negotiating early renewals as leases approach their expiries. The growing size of the REIT's portfolio will help strengthen its longstanding relationships with existing tenants and allow Slate to offer leasing opportunities across multiple properties. This strategy will promote organic growth by minimizing marketing, leasing and tenant improvement costs and avoiding interruptions in rental income generation.
- Maximizing rental income through leasing initiatives: Slate expects to maintain the current high level of occupancy in the REIT's properties by leveraging Slate's established leasing platform. Slate intends to continue to implement active strategies that take into consideration prevailing economic conditions, the nature of the property, its local positioning, as well as existing and prospective tenants. Many of the REIT's properties are located in areas with low vacancy rates and minimal new competitive supply, which should minimize leasing costs and allow the REIT to replace in-place rents with increased market rents as leases expire. Slate also seeks to continue to include contractual rent escalators in leases to further facilitate growth in rental income.
- Repositioning current properties: Slate believes that in a number of situations there exists the opportunity to reposition properties currently held by the REIT through modest and targeted capital projects and/or operational improvements.

The REIT will continue to focus on acquiring diversified revenue producing commercial real estate properties with a focus on grocery-anchored properties. The REIT's external growth strategy includes the following:

- Opportunity to benefit from its relationship with Slate: The REIT anticipates that its continuing relationship with Slate provides opportunities to acquire additional properties. Slate has a strong track record of closing acquisitions and believes that it can grow the asset base of the REIT on an accretive basis in the near to medium term.
- Identify undervalued properties: Slate's extensive relationships with a network of U.S.-based commercial real estate brokers allow it to identify undervalued properties, many of which may be "off-market" or not widely marketed for sale. With over approximately 38,000 grocery stores in the U.S., there exists significant opportunity for the REIT to continue its strategy of acquiring attractive, revenue-producing commercial real estate properties anchored by grocery tenants. Slate's familiarity with the REIT's properties allows it to identify complimentary acquisition opportunities that are aligned with the REIT's investment criteria and accretive to cash flow. The REIT will continue to seek to acquire properties: (i) located in secondary markets in the U.S. demonstrating sustainable population and employment statistics; (ii) located in well-developed sub-markets with limited risk of new development; and (iii) with anchor tenants, which typically are the dominant retailer within the sub-market, with a proven track record of strong sales and profitability. Slate will continue to target secondary cities in the U.S., as opposed to primary markets where there is typically less competition for quality assets.
- Apply Slate's hands-on asset management philosophy: Even though Slate targets assets that are stable, income producing properties, Slate will continue to assess each property to determine how to optimally refurbish, reposition and re-tenant the property. Slate will continue to work closely with contractors to reduce operating costs and will oversee capital expenditure projects to ensure they are on budget and completed on time. In addition, Slate will continue to: (i) focus on rebuilding and strengthening tenant relationships with a view to gaining incremental business and extending stable tenant leases; and (ii) outsource property management and other real estate property functions to lower the operating costs borne by the tenants. This cost reduction further improves tenant relationships and will increase the net operating income of the REIT's properties.

Overall, the REIT has established a premier platform of diversified grocery-anchored properties that creates meaningful cash flow for unitholders and the continued opportunity for future growth.

## COVID-19

Slate Asset Management (Canada) L.P., as manager of the REIT has a robust COVID-19 response plan in place, with employee and tenant safety as a top priority. This plan is intended to monitor and mitigate the business and health risks posed to the REIT and its stakeholders. The REIT has mandated increased sanitation and health and safety measures at its properties. The REIT continues to monitor direction provided by the World Health Organization, public health authorities and federal and state governments in order to control the spread of COVID-19.

The REIT continues to be actively engaged with tenants and continues to assess tenants adversely affected by COVID-19 and will consider deferral programs on a case by case basis.

No assurance can be made that the plan will mitigate the adverse impacts of COVID-19. A prolonged COVID-19 pandemic could have a material impact on the financial results and cash flows of the REIT, including tenants' ability to pay rent, occupancy, leasing demand, market rents, labor shortages and disruptions, all of which may impact the REIT's valuation of its properties or the ability of the REIT to meet financial obligations.

For further discussion on COVID-19, refer to Part I *Overview*, section *Impact of COVID-19*.

## NON-IFRS FINANCIAL MEASURES

We disclose a number of financial measures in this MD&A that are not measures determined in accordance with IFRS, including NOI, same-property NOI, FFO, FFO payout ratio, AFFO, AFFO payout ratio, adjusted earnings before interest, tax, depreciation and amortization ("Adjusted EBITDA") and the interest coverage ratio, in addition to certain measures on a per unit basis. We utilize these measures for a variety of reasons, including measuring performance, managing the business, capital allocation and the assessment of risk. Descriptions of why these non-IFRS measures are useful to investors and how management uses each measure are included in this MD&A. We believe that providing these performance measures on a supplemental basis to our IFRS results is helpful to investors in assessing the overall performance of our businesses in a manner similar to management. These financial measures should not be considered as a substitute for similar financial measures calculated in accordance with IFRS. We caution readers that these non-IFRS financial measures may differ from the calculations disclosed by other businesses, and as a result, may not be comparable to similar measures presented by others. Reconciliations of these non-IFRS measures to the most directly comparable financial measures calculated and presented in accordance with IFRS are included within this MD&A.

The definition of non-IFRS financial measures are as follows:

- NOI is defined as rental revenue less operating expenses, prior to straight-line rent, IFRIC 21, *Levies* ("IFRIC 21") property tax adjustments and adjustments for equity investment. Same-property NOI includes those properties owned by the REIT for each of the current period and the relevant comparative period excluding those properties under development. NOI margin is defined as NOI divided by revenue, prior to straight-line rent.
- FFO is defined as net income (loss) adjusted for certain items including transaction costs, change in fair value of properties, change in fair value of financial instruments, deferred income taxes, unit income (expense), adjustments for equity investment and IFRIC 21 property tax adjustments.
- AFFO is defined as FFO adjusted for straight-line rental revenue and sustaining capital, leasing costs and tenant improvements.
- FFO payout ratio and AFFO payout ratio are defined as distributions declared divided by FFO and AFFO, respectively.



- FFO per WA unit and AFFO per WA unit are defined as FFO and AFFO divided by the weighted average class U equivalent units outstanding, respectively.
- Adjusted EBITDA is defined as NOI less other expenses.
- Interest coverage ratio is defined as adjusted EBITDA divided by cash interest paid.
- Net asset value is defined as the aggregate of the carrying value of the REIT's equity, deferred income taxes and exchangeable units of subsidiaries.

## RISK AND UNCERTAINTIES

The REIT's business is subject to a number of risks and uncertainties which are described in its most recently filed Annual Information Form for the year ended December 31, 2019, available on SEDAR at [www.sedar.com](http://www.sedar.com). In addition, the REIT has identified a new risk factor related to the outbreak of the novel strain of coronavirus, specifically identified as "COVID-19", which is further discussed under Part I Overview, section *Impact of COVID-19*.

Additional risks and uncertainties not presently known to the REIT or that the REIT currently considers immaterial also may impair its business and operations and cause the price of the REIT's units to decline in value. If any of the noted risks actually occur, the REIT's business may be harmed and the financial condition and results of operations may suffer significantly. In that event, the trading price of the units could decline, and unitholders may lose all or part of their investment.

## RECENT DEVELOPMENTS

The following is a summary of the key financial and operational highlights and recent developments for the REIT for the three month period ended September 30, 2020:

- Completed 431,778 square feet of leasing in the quarter at a 13.1% weighted average rental spread, comprised of 235,340 square feet of renewals and 196,438 square feet of new leasing, the REIT's strongest quarterly new leasing performance since inception.
- Occupancy increased by 0.3% during the quarter to 92.5% due to 196,438 square feet of new leasing, partially offset by 155,032 square feet of lease expiries and the disposition of one property which had an occupancy rate of 90.7%.
- On August 21, 2020, the REIT completed its previously announced name change to Slate Grocery REIT from Slate Retail REIT.
- For the three month period ended September 30, 2020, the REIT has disposed of one property for \$6.1 million at a weighted average cap rate of 7.7% on trailing twelve-month NOI. The REIT will seek to reinvest net proceeds into new accretive investment opportunities that will strengthen the quality of the REIT's portfolio and drive growth in NOI.
- The weighted average tenant retention rate for the third quarter was 92.9%. Since the beginning of 2016, the weighted average retention rate has been 92.0%.
- Rental revenue for the three month period ended September 30, 2020 was \$32.0 million, which represents a \$2.6 million decrease over the same period in the prior year. The decrease is primarily due to the disposition of 10 properties from September 30, 2019, partially offset by increased revenue due to the acquisition of seven properties, rental rate growth from re-leasing at rates above in-place rents and new leasing.
- Net income for the three month period ended September 30, 2020 was \$7.6 million, which is a \$3.1 million increase from the same quarter of the prior year. The increase is attributed to a decrease in interest expense and other financing costs, net, and a change in fair value of properties, partially offset by the aforementioned decreases in revenue.
- NOI for the three month period ended September 30, 2020 increased by \$0.9 million from the second quarter of 2020 to \$23.1 million. This is primarily due to a full quarter of NOI contribution from the seven properties acquired during the prior quarter, partially offset by a loss in NOI contribution from the aforementioned property disposition.
- Same-property NOI for the three month period ended September 30, 2020 (comprised of 62 properties) increased by 0.5% over the comparative period. Adjusting for termination fees, same-property NOI for the trailing twelve month period ended September 30, 2020 (comprised of 61 properties) increased by 0.7% over the same period in the prior year. Including the impact of termination fees, same-property NOI for the trailing twelve month period decreased by 0.3%.
- FFO per unit was \$0.27 for the quarter, which represented a \$0.02 decrease from the same period in the prior year, primarily due to the lost contribution in rental revenue from the disposition of 10 properties over the comparative period, partially offset by the aforementioned acquisitions and decreases in cash interest paid.
- AFFO per unit was \$0.21 for the quarter, a \$0.04 decrease from the comparative period. Decreases in AFFO were due to the aforementioned decreases in FFO, partially offset by decreases in leasing costs and tenant improvement spend.

## IMPACT OF COVID-19

In response to the pandemic, Slate Asset Management (Canada) L.P., as manager of the REIT, has implemented a COVID-19 response plan, with employee and tenant safety as a top priority. This plan is intended to monitor and mitigate the business and health risks posed to the REIT and its stakeholders. No assurance can be made that such strategies will mitigate the adverse impacts of COVID-19.

Appropriate operational planning and cost-control measures are in place to manage operational and financial risk. The REIT continues to monitor direction provided by the World Health Organization, public health authorities and federal and state governments in order to control the spread of COVID-19.

Management has assessed 64% of the REIT's tenant portfolio comprises of essential tenants, including grocery-anchored tenants, medical and personal services, financial institutions, and other essential based services. All of our centers are grocery anchored. Rent is typically paid within the first 15 business days of each month.

For the third quarter, the REIT has collected 95% of contractual rent. For the month of October the REIT has collected 93% of rent. The REIT expects to substantially collect outstanding billings through immediate cash collection and deferral programs. The REIT continues to assess tenants adversely affected by COVID-19 and will consider deferral programs on a case by case basis. To date, the REIT has provided \$0.2 million in rent abatements during the third quarter of 2020, which represents 0.5% of the REIT's contractual rent, primarily related to shop-space tenants. In exchange for rent abatements, management has secured future cash flows by way of lease extensions and contractual rent increases. During the third quarter the REIT incurred a bad debt expense of \$0.9 million primarily related to tenant bankruptcies and represents 3.0% of contractual rent for the quarter. All of the REIT's centers have remained open throughout the COVID-19 pandemic, with 99% of tenants in operation.

The REIT is well-positioned from a liquidity perspective to endure negative impacts as a result of COVID-19, however, the REIT will continue to evaluate and monitor this as the situation endures. During the first half of the 2020 year, the REIT refinanced over \$858 million of total debt resulting in extended term and reduced pricing. As at September 30, 2020, the REIT's debt portfolio has a weighted average term to maturity of 4.2 years with no debt maturities until 2023.

The duration and impact of the pandemic on the REIT are unknown at this time. As such, it is not possible to reliably estimate the length and severity of COVID-19-related impacts on the financial results and operations of the REIT. A prolonged COVID-19 pandemic could have a material impact on the financial results and cash flows of the REIT, including tenants' ability to pay rent, occupancy, leasing demand, market rents, labor shortages, and disruptions, all of which may impact the REIT's valuation of its properties or the ability of the REIT to meet financial obligations. Based on tenant collections to date and overall property performance, the REIT believes property valuations are appropriate as at September 30, 2020.

Market volatility has resulted and may continue to result in a negative impact on the market price of the REIT's equity securities. Governments and central banks have intervened through monetary and new fiscal policies, however, it is unknown at this time how these interventions will impact capital markets or the financial stability of the REIT's tenants.

## PART II – LEASING AND PROPERTY PORTFOLIO

### LEASING

The REIT strives to ensure that its properties are well occupied with tenants who have space that allow them to meet their own business objectives. Accordingly, the REIT proactively monitors its tenant base with the objective to renew in advance of lease maturities, backfill tenant vacancies in instances where a tenant will not renew, or if there is an opportunity to place a stronger or more suitable tenant in the REIT's properties, management endeavors to find a suitable solution.

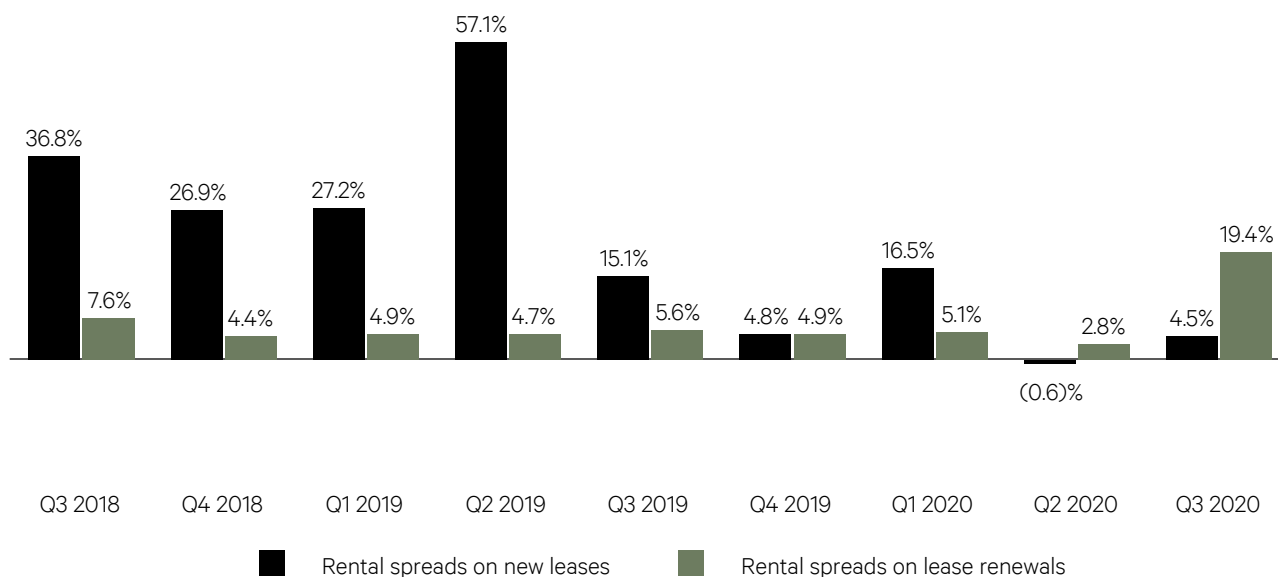
The following table summarizes the REIT's leasing activity for the four most recent quarters:

| Square feet   | Deal type |                            | Q3 2020        | Q2 2020        | Q1 2020        | Q4 2019        |
|---|-----------|----------------------------|----------------|----------------|----------------|----------------|
| Less than 10,000  | Renewal   | Leases signed              | 37             | 13             | 28             | 32             |
|   |           | Total square feet          | 108,284        | 25,290         | 73,803         | 84,691         |
|   |           | Average base rent          | \$ 18.42       | \$ 21.08       | \$ 17.24       | \$ 20.80       |
|   |           | Rental spread              | 7.5%           | 9.3%           | 5.2%           | 4.7%           |
| Greater than 10,000                                     | Renewal   | Leases signed              | 5              | 8              | 3              | 1              |
|   |           | Total square feet          | 127,056        | 439,036        | 101,120        | 10,872         |
|   |           | Average base rent          | \$ 10.68       | \$ 6.98        | \$ 10.81       | \$ 10.75       |
|   |           | Rental spread              | 42.6%          | 1.8%           | 5.0%           | 7.5%           |
| <b>Total renewals (square feet)</b>                     |           |                            | <b>235,340</b> | <b>464,326</b> | <b>174,923</b> | <b>95,563</b>  |
| Less than 10,000  | New lease | Leases signed              | 12             | 9              | 13             | 18             |
|   |           | Total square feet          | 43,319         | 13,422         | 29,377         | 42,053         |
|   |           | Average base rent          | \$ 17.17       | \$ 21.28       | \$ 14.82       | \$ 16.78       |
|   |           | Rental spread <sup>1</sup> | (16.2%)        | 14.5%          | 2.2%           | 16.7%          |
| Greater than 10,000                                     | New lease | Leases signed              | 4              | 1              | 1              | 1              |
|   |           | Total square feet          | 153,119        | 40,943         | 56,127         | 11,600         |
|   |           | Average base rent          | \$ 9.17        | \$ 7.38        | \$ 11.86       | \$ 6.72        |
|   |           | Rental spread <sup>1</sup> | 20.2%          | (11.7%)        | 28.1%          | (45.6%)        |
| <b>Total new leases (square feet)</b>                   |           |                            | <b>196,438</b> | <b>54,365</b>  | <b>85,504</b>  | <b>53,653</b>  |
| <b>Total leasing activity (square feet)<sup>2</sup></b> |           |                            | <b>431,778</b> | <b>518,691</b> | <b>260,427</b> | <b>149,216</b> |

<sup>1</sup> Effective July 1, 2020, rental spreads are compared to units that have been occupied within the prior two years, calculated based on the average base rent of the new lease term compared to the previous lease. For units that have been vacant for two years or more, the REIT calculated rental spreads based on the average base rent of the new lease term compared to the weighted average in-place rent of comparable units at the property.

<sup>2</sup> Includes the REIT's share of its equity accounted property investment.

#### Leasing Spreads



During the third quarter, management completed 235,340 square feet of lease renewals. The weighted average rental rate increases on renewals completed for leases less than 10,000 square feet was \$1.29 per square foot or 7.5% higher than expiring rent. The weighted average rental rate increases on renewals completed for leases greater than 10,000 square feet was \$3.19 per square foot or 42.6% higher than expiring rent.

The weighted average base rent on all new leases completed less than 10,000 square feet was \$17.17 per square foot which is \$3.33 per square foot or 16.2% lower than the weighted average in-place rent for comparable space across the portfolio. The weighted average rental rate on the new lease greater than 10,000 square feet was \$9.17 which is \$1.54 or 20.2% higher than the weighted average in-place rent for comparable space across the portfolio. These transactions compare favorably to the current weighted average in place rent of \$11.55.

#### Lease maturities

The REIT generally enters into leases with initial terms to maturity between 5 and 10 years with our grocery-anchor tenants. The initial terms to maturity for non-anchor space tend to be of a shorter duration between 3 and 5 years. The weighted average remaining term to maturity of the REIT's grocery-anchor and non-grocery-anchor tenants as at September 30, 2020 was 6.4 years and 4.1 years, respectively, not including tenants on month-to-month leases. On a portfolio basis, the weighted average remaining term to maturity is 5.3 years.

The following table summarizes the composition of the remaining term to maturity of the REIT's leases at September 30, 2020:

|                  | Weighted average term to maturity | GLA <sup>1</sup> | GLA %         |
|------------------|-----------------------------------|------------------|---------------|
| Grocery-anchor   | 6.4                               | 4,657,213        | 47.9%         |
| Non-anchor       | 4.1                               | 4,221,963        | 43.4%         |
| <b>Total</b>     | <b>5.3</b>                        | <b>8,879,176</b> | <b>91.3%</b>  |
| Month-to-month   |                                   | 123,601          | 1.2%          |
| Vacant           |                                   | 725,402          | 7.5%          |
| <b>Total GLA</b> |                                   | <b>9,728,179</b> | <b>100.0%</b> |

<sup>1</sup>Includes the REIT's share of its equity accounted property investment.

Occupancy is determined based on lease commencement. The following table shows the change in occupancy during the three month period ended September 30, 2020:

|                           | Total GLA <sup>1</sup> | Occupied GLA <sup>1,2</sup> | Occupancy    |
|---------------------------|------------------------|-----------------------------|--------------|
| June 30, 2020             | 9,832,109              | 9,070,025                   | 92.2 %       |
| Dispositions              | (88,700)               | (80,451)                    | 90.7%        |
| Leasing changes           | (15,230)               | 13,202                      | N/A          |
| <b>September 30, 2020</b> | <b>9,728,179</b>       | <b>9,002,776</b>            | <b>92.5%</b> |

<sup>1</sup>Includes the REIT's acquisition in the interest of Windmill Plaza. GLA represents the REIT's share of its equity accounted property investment.

<sup>2</sup>Leasing changes include new leases, lease buyouts, expirations and terminations.

Occupancy has increased by 0.3% to 92.5% from June 30, 2020, mainly due to the disposition of one property with an occupancy rate of 90.7% and 196,438 square feet of new leasing, partially offset by lease expirations totaling 155,032. Lease expirations are mainly due to Gordman's vacancy at Southgate Crossing and Highland Square, totaling 70,691 square feet. Gordman's is an off-price department store chain owned by Stage Stores, which filed for Chapter 11 bankruptcy in May 2020 and represented only 0.6% of the REIT's total contractual rent. Management has an active leasing strategy in-place for these locations.

The following table shows the change in occupancy during the nine month period ended September 30, 2020:

|                           | Total GLA <sup>1</sup> | Occupied GLA <sup>1 2</sup> | Occupancy    |
|---------------------------|------------------------|-----------------------------|--------------|
| December 31, 2019         | 9,857,715              | 9,164,897                   | 93.0%        |
| Acquisitions              | 623,766                | 572,100                     | 91.7%        |
| Dispositions              | (738,089)              | (695,437)                   | 94.2%        |
| Leasing changes           | (15,255)               | (38,826)                    | N/A          |
| Re-measurements           | 42                     | 42                          | 100.0%       |
| <b>September 30, 2020</b> | <b>9,728,179</b>       | <b>9,002,776</b>            | <b>92.5%</b> |

<sup>1</sup>Includes the REIT's acquisition in the interest of Windmill Plaza. GLA represents the REIT's share of its equity accounted property investment.

<sup>2</sup>Leasing changes include new leases, lease buyouts, expirations and terminations.

Occupancy decreased by 0.5% from December 31, 2019, primarily due to the acquisition of seven properties at a weighted average occupancy rate of 91.7% and the disposition of seven properties at a weighted occupancy rate of 94.2%.

The following is a profile of the REIT's leases excluding the impact of tenant extension options:

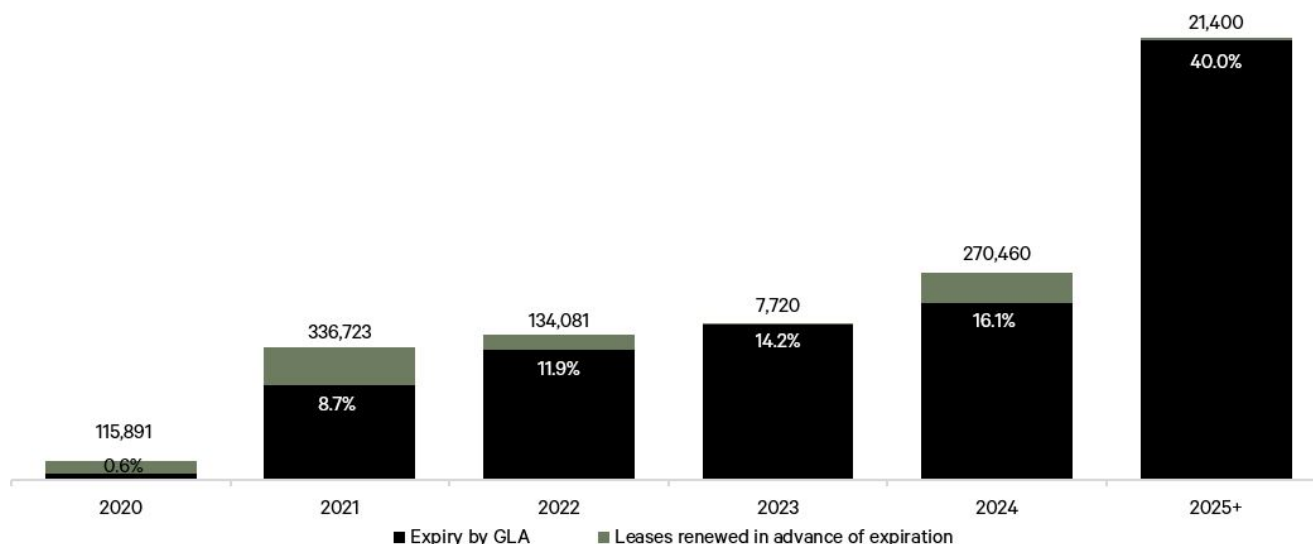
| GLA expiration                               | Grocery-anchor   |                         |                       | Non-anchor       |                         |                       | Total            |                         |                       |
|--|------------------|-------------------------|-----------------------|------------------|-------------------------|-----------------------|------------------|-------------------------|-----------------------|
|  | GLA              | Percentage of portfolio | Average in-place rent | GLA              | Percentage of portfolio | Average in-place rent | GLA              | Percentage of portfolio | Average in-place rent |
| Month-to-month                               | —                | —                       | \$ —                  | 123,601          | 1.2%                    | \$ 14.46              | 123,601          | 1.3%                    | \$ 14.46              |
| 2020   | —                | —                       | —                     | 53,913           | 0.5%                    | 16.90                 | 53,913           | 0.5%                    | 16.90                 |
| 2021   | 272,974          | 2.8%                    | 7.97                  | 568,683          | 5.8%                    | 14.68                 | 841,657          | 8.6%                    | 12.50                 |
| 2022   | 477,994          | 4.9%                    | 7.55                  | 678,629          | 7.0%                    | 14.29                 | 1,156,623        | 11.9%                   | 11.50                 |
| 2023   | 661,461          | 6.8%                    | 6.89                  | 706,331          | 7.3%                    | 14.50                 | 1,367,792        | 14.1%                   | 10.82                 |
| 2024   | 921,232          | 9.5%                    | 8.23                  | 646,013          | 6.6%                    | 15.20                 | 1,567,245        | 16.1%                   | 11.11                 |
| 2025 and later                               | 2,323,552        | 23.9%                   | 9.01                  | 1,568,394        | 16.1%                   | 15.48                 | 3,891,946        | 40.0%                   | 11.62                 |
| Vacant                                       | 66,970           | 0.7%                    | N/A                   | 658,432          | 6.8%                    | N/A                   | 725,402          | 7.5%                    | N/A                   |
| <b>Total / weighted average <sup>1</sup></b> | <b>4,724,183</b> | <b>48.6%</b>            | <b>\$ 8.35</b>        | <b>5,003,996</b> | <b>51.3%</b>            | <b>\$ 14.98</b>       | <b>9,728,179</b> | <b>100.0%</b>           | <b>\$ 11.55</b>       |

<sup>1</sup>Includes the REIT's share of its equity accounted property investment.



The REIT endeavors to proactively lease upcoming expiries in advance of maturity to maintain high occupancy levels, ensure a proper mix of tenants at each property and certainty in cash flows. The following is a table of lease expiries at September 30, 2020 and pre-existing future maturities that were leased in advance during 2020:

#### Lease Expiries and Pre-existing Future Maturities



The following table summarizes remaining expiries:

| GLA Expiration                                      | September 30, 2020 |               | June 30, 2020     |                | March 31, 2020    |                | December 31, 2019 |                |
|---|--------------------|---------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|
|   | Number of tenants  | GLA           | Number of tenants | GLA            | Number of tenants | GLA            | Number of tenants | GLA            |
| Anchors   | —                  | —             | —                 | —              | 2                 | 108,451        | 5                 | 239,928        |
| Non-anchors   | 23                 | 53,913        | 70                | 195,015        | 95                | 263,466        | 133               | 379,331        |
| <b>Remaining expiries<sup>1</sup></b>               | <b>23</b>          | <b>53,913</b> | <b>70</b>         | <b>195,015</b> | <b>97</b>         | <b>371,917</b> | <b>138</b>        | <b>619,259</b> |
| <b>Percentage of occupied portfolio<sup>1</sup></b> |                    | <b>0.6%</b>   |                   | <b>2.1%</b>    |                   | <b>4.2%</b>    |                   | <b>6.8%</b>    |

<sup>1</sup> Includes the REIT's share of its equity accounted property investment.

At September 30, 2020, remaining 2020 expiries totaled 53,913 square feet with 0.5% or 53,913 square feet of total GLA related to non-anchor tenants. Comparatively, at June 30, 2020, remaining 2020 expiries totaled 195,015 with 2.0% or 195,015 square feet of total GLA related to non-anchor tenants. At March 31, 2020, remaining 2020 expiries totaled 371,917 with 2.8% or 263,466 square feet of total GLA related to non-anchor tenants. At December 31, 2019, remaining 2020 expiries totaled 619,259 with 3.8% or 379,331 square feet of total GLA related to non-anchor tenants.

#### Retention rates

The asset management team strives to maintain strong relationships with all tenants, especially the REIT's grocery-anchor tenants. In certain cases, management has not sought renewals with larger tenants, including in cases where a better user is available, or a redevelopment opportunity exists. Management believes that this success is a result of the strong relationships maintained with tenants and the REIT's underwriting which, in part, considers the relative strength of grocery-anchors in the respective market, recent capital investment by grocers and, where possible, the profitability of the store. Management expects a lower retention rate for our non-grocery-anchor tenants as a result of the dynamics and natural turnover of certain businesses over time which gives us opportunity to re-lease space, potentially at higher rates, and improve overall credit and tenant mix.

The following are the REIT's retention rates for the three and nine month periods ended September 30, 2020, and year ended December 31, 2019 for both grocery-anchor and non-grocery-anchor tenants:

| Retention rate <sup>1</sup>                     | Three months ended September 30, 2020 | Nine months ended September 30, 2020 | Year ended December 31, 2019 |
|---|---------------------------------------|--------------------------------------|------------------------------|
| Grocery-anchor                                  | 98.6%                                 | 97.6%                                | 99.4%                        |
| Non-grocery-anchor                              | 86.8%                                 | 87.8%                                | 90.1%                        |
| <b>Net total / weighted average<sup>2</sup></b> | <b>92.9%</b>                          | <b>92.8%</b>                         | <b>94.9%</b>                 |

<sup>1</sup> Retention rate excludes instances where management has not sought a renewal, which are primarily related to redevelopment or property portfolio management opportunities.

<sup>2</sup> Includes the REIT's share of its equity accounted property investment.

The following are the REIT's incremental change in base rent for the four most recent quarters:

|  | For the three months ended, |                 |                 |                   |
|--|-----------------------------|-----------------|-----------------|-------------------|
|  | September 30, 2020          | June 30, 2020   | March 31, 2020  | December 31, 2019 |
| <b>Renewals</b>                              |                             |                 |                 |                   |
| Square feet                                  | 235,340                     | 464,326         | 174,923         | 95,563            |
| Expiring rent per square foot <sup>1</sup>   | \$ 11.92                    | \$ 7.54         | \$ 12.86        | \$ 18.74          |
| Rent spread per square foot <sup>1</sup>     | 2.32                        | 0.21            | 0.66            | 0.91              |
| <b>Vacated</b>                               |                             |                 |                 |                   |
| Square feet <sup>2</sup>                     | 155,032                     | 51,189          | 99,651          | 130,439           |
| Expiring rent per square foot <sup>1</sup>   | \$ 9.62                     | \$ 12.42        | \$ 9.02         | \$ 9.78           |
| <b>New</b>                                   |                             |                 |                 |                   |
| Square feet                                  | 196,438                     | 54,365          | 85,504          | 53,653            |
| New rent per square foot <sup>1</sup>        | \$ 10.93                    | \$ 10.81        | \$ 12.88        | \$ 14.60          |
| <b>Total base rent retained <sup>3</sup></b> | <b>\$ 1,314</b>             | <b>\$ 2,865</b> | <b>\$ 1,351</b> | <b>\$ 515</b>     |
| <b>Incremental base rent <sup>3</sup></b>    | <b>\$ 2,693</b>             | <b>\$ 685</b>   | <b>\$ 1,217</b> | <b>\$ 870</b>     |

<sup>1</sup> Calculated on a weighted average basis.

<sup>2</sup> Adjusted for lease buyouts and vacancies due to redevelopment.

<sup>3</sup> Includes the REIT's share of its equity accounted property investment.

#### In-place and market rents

The REIT's leasing activity during the three month period ended September 30, 2020 is as follows:

|   | GLA            | Number of tenants | Weighted average expiring rent | Weighted average new rent |
|---|----------------|-------------------|--------------------------------|---------------------------|
| Renewed leases  | 235,340        | 42                | \$ 11.92                       | \$ 14.24                  |
| New leases  | 196,438        | 16                | N/A                            | 10.93                     |
| <b>Total / weighted average</b>                             | <b>431,778</b> | <b>58</b>         | <b>N/A</b>                     | <b>\$ 12.73</b>           |
| Less, leases not renewed / vacated during term <sup>1</sup> | (155,032)      | (24)              | \$ 9.62                        | N/A                       |
| <b>Net total / weighted average <sup>2</sup></b>            | <b>276,746</b> | <b>34</b>         | <b>N/A</b>                     | <b>\$ 12.73</b>           |

<sup>1</sup> Adjusted for lease buyouts and vacancies due to redevelopment.

<sup>2</sup> Includes the REIT's share of its equity accounted property investment.

The REIT's leasing activity during the nine month period ended September 30, 2020 is as follows:

|   | GLA              | Number of tenants | Weighted average expiring rent | Weighted average new rent |
|---|------------------|-------------------|--------------------------------|---------------------------|
| Renewed leases  | 874,589          | 94                | \$ 9.78                        | \$ 10.65                  |
| New leases  | 336,307          | 40                | N/A                            | 11.41                     |
| <b>Total / weighted average</b>                             | <b>1,210,896</b> | <b>134</b>        | <b>N/A</b>                     | <b>\$ 10.86</b>           |
| Less, leases not renewed / vacated during term <sup>1</sup> | 305,872          | (41)              | \$ 9.89                        | N/A                       |
| <b>Net total / weighted average <sup>2</sup></b>            | <b>1,516,768</b> | <b>93</b>         | <b>N/A</b>                     | <b>\$ 10.86</b>           |

<sup>1</sup> Adjusted for lease buyouts and vacancies due to redevelopment.

<sup>2</sup> Includes the REIT's share of its equity accounted property investment.

During the third quarter of 2020, the REIT completed 431,778 square feet of leasing, which represents 4.4% of the REIT's portfolio. This level of leasing is consistent with the REIT's strategy of actively managing the properties to create value through a hands-on approach.

#### Net rental rates

The following table is a summary of in-place rent for the eight most recent financial quarters of the REIT:

|                                 | Q3 2020         | Q2 2020         | Q1 2020         | Q4 2019         | Q3 2019         | Q2 2019         | Q1 2019         | Q4 2018         |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Grocery rent                    | \$ 8.35         | \$ 8.28         | \$ 8.18         | \$ 8.14         | \$ 8.05         | \$ 8.16         | \$ 8.10         | \$ 8.20         |
| Shop space rent                 | 14.98           | 14.64           | 14.03           | 14.35           | 14.04           | 14.08           | 13.72           | 13.49           |
| <b>Total <sup>1</sup></b>       | <b>\$ 11.55</b> | <b>\$ 11.39</b> | <b>\$ 11.10</b> | <b>\$ 11.22</b> | <b>\$ 10.99</b> | <b>\$ 11.03</b> | <b>\$ 10.84</b> | <b>\$ 10.79</b> |
| <b>Market rent <sup>2</sup></b> | <b>\$ 11.81</b> | <b>\$ 11.71</b> | <b>\$ 11.69</b> | <b>\$ 11.82</b> | <b>\$ 11.80</b> | <b>\$ 11.73</b> | <b>\$ 11.61</b> | <b>\$ 11.46</b> |

<sup>1</sup> Includes the REIT's share of its equity accounted property investment.

<sup>2</sup> Market rent represents the REIT's estimate of market rents for its properties on a weighted average basis. Market rents are determined based, in part, on broker feedback, market transactions and completed deals.

## In-place Rent Versus Estimated Market Rent



The REIT leases to high-quality tenants in well located centres typically below the average market rent for U.S. strip centres, allowing for increased value in the portfolio through rental rate growth.

## DISPOSITIONS

During the three month period ended September 30, 2020 the REIT disposed of the following property:

| Property       | Disposition date | Location     | Anchor tenant | Sales price |
|----------------|------------------|--------------|---------------|-------------|
| Pinewood Plaza | August 12, 2020  | Dayton, Ohio | Kroger        | \$ 6,100    |

There are no fees incurred by the REIT to the Manager in relation to the disposition of properties or outparcels.

## PROPERTY PROFILE

### Professional management

Through professional management of the portfolio, the REIT intends to ensure its properties portray an image that will continue to attract consumers as well as provide preferred locations for its tenants. Well-managed properties enhance the shopping experience and ensure customers continue to visit the centres. Professional management of the portfolio has enabled the REIT to maintain a high occupancy level, currently 92.5% at September 30, 2020 (June 30, 2020 – 92.2%, March 31, 2020 – 92.8%, December 31, 2019 – 93.0%).

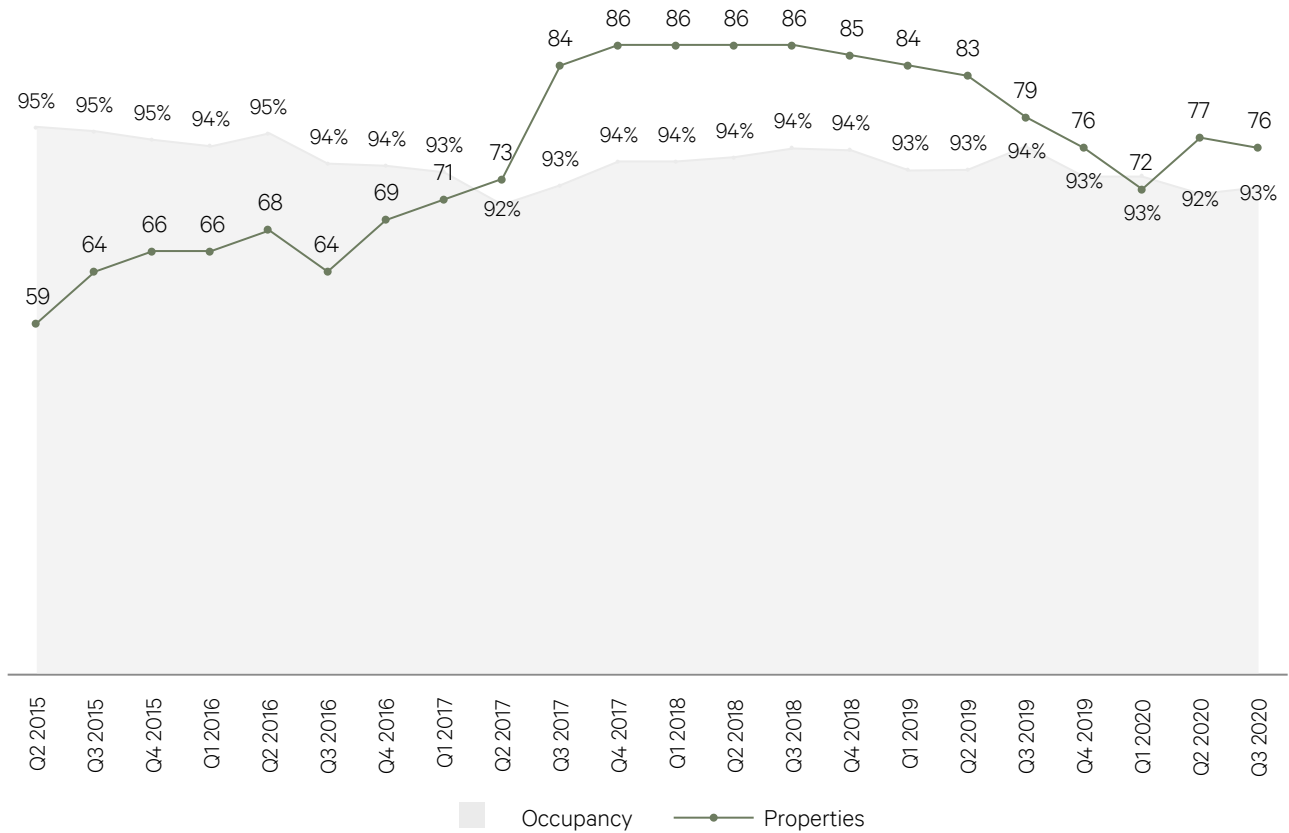
Occupancy has increased by 0.3% to 92.5% from June 30, 2020, mainly due to the disposition of one property with an occupancy rate of 90.7%, and 196,438 square feet of new leasing, partially offset by lease expirations totaling 155,032. Lease expirations are mainly due to Gordman's vacancy at Southgate Crossing and Highland Square, totaling 70,691 square feet. Management has an active leasing strategy in-place for these locations.

The following table shows the occupancy rate of the REIT's portfolio:

|                         | 2016  |       |       | 2017  |       |       |       | 2018  |       |       |       | 2019  |       |       | 2020  |       |       |       |
|-------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                         | Q2    | Q3    | Q4    | Q1    | Q2    | Q3    | Q4    | Q1    | Q2    | Q3    | Q4    | Q1    | Q2    | Q3    | Q4    | Q1    | Q2    | Q3    |
| Properties <sup>1</sup> | 68    | 64    | 69    | 71    | 73    | 84    | 86    | 86    | 86    | 86    | 85    | 84    | 83    | 79    | 76    | 72    | 77    | 76    |
| Occupancy <sup>1</sup>  | 95.0% | 93.6% | 93.5% | 93.2% | 91.7% | 92.6% | 93.7% | 93.7% | 93.9% | 94.3% | 94.2% | 93.3% | 93.3% | 94.4% | 93.0% | 92.8% | 92.2% | 92.5% |

<sup>1</sup>Includes the REIT's share of its equity accounted property investment.

### Historical Occupancy Rates



### Geographic overview

The REIT's portfolio is geographically diversified. As of September 30, 2020, the REIT's 76 properties were located in 20 states with a presence in 20 MSAs. The REIT has 37 properties, or 48.7% of the total portfolio, located in the U.S. sunbelt region. Markets within this region benefit from strong underlying demographic trends, above average employment and population growth. This provides the REIT opportunities to progressively drive operational efficiencies and sustainable growth.

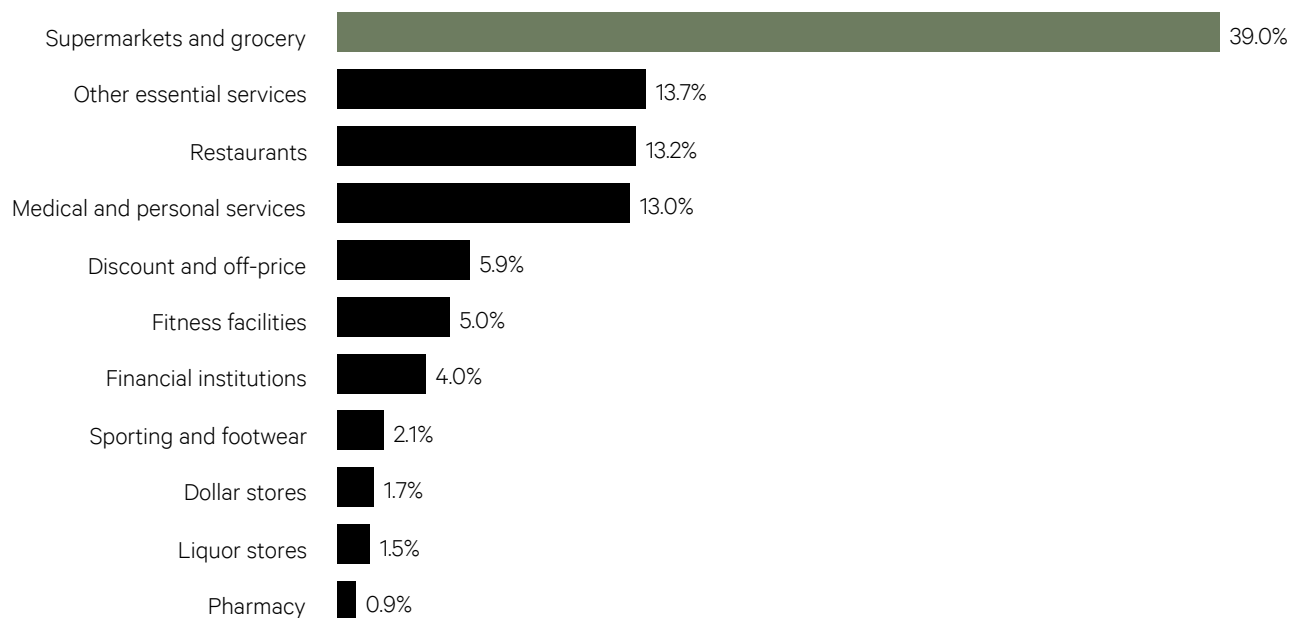
The following is a summary of the geographic location and relative dispersion of the REIT's property portfolio:

| State                    | Number of assets | Total SF         | Occupied SF      | Percentage of revenue | Occupancy    |
|--------------------------|------------------|------------------|------------------|-----------------------|--------------|
| Florida                  | 11               | 1,395,915        | 1,266,568        | 15.5%                 | 90.7%        |
| North Carolina           | 11               | 1,350,057        | 1,278,665        | 14.1%                 | 94.7%        |
| Pennsylvania             | 6                | 1,024,017        | 986,987          | 10.4%                 | 96.4%        |
| South Carolina           | 5                | 845,283          | 796,480          | 8.4%                  | 94.2%        |
| Georgia                  | 6                | 654,923          | 622,235          | 6.6%                  | 95.0%        |
| Virginia                 | 5                | 479,835          | 430,787          | 5.9%                  | 89.8%        |
| Minnesota                | 5                | 566,782          | 542,353          | 6.2%                  | 95.7%        |
| Michigan                 | 4                | 606,329          | 575,871          | 5.7%                  | 95.0%        |
| Tennessee                | 5                | 526,641          | 493,911          | 4.0%                  | 93.8%        |
| North Dakota             | 2                | 261,578          | 209,606          | 3.4%                  | 80.1%        |
| Illinois                 | 3                | 317,241          | 265,614          | 3.0%                  | 83.7%        |
| Ohio                     | 3                | 328,156          | 294,339          | 2.3%                  | 89.7%        |
| West Virginia            | 2                | 387,162          | 375,102          | 3.2%                  | 96.9%        |
| Colorado                 | 2                | 200,623          | 187,989          | 2.7%                  | 93.7%        |
| New Hampshire            | 1                | 187,001          | 144,948          | 1.8%                  | 77.5%        |
| Maryland                 | 1                | 112,274          | 102,854          | 1.7%                  | 91.6%        |
| Wisconsin                | 1                | 123,028          | 123,028          | 1.6%                  | 100.0%       |
| Texas                    | 1                | 167,961          | 140,362          | 1.5%                  | 83.6%        |
| Utah                     | 1                | 112,507          | 109,353          | 1.3%                  | 97.2%        |
| Kentucky                 | 1                | 80,866           | 55,724           | 0.7%                  | 68.9%        |
| <b>Total<sup>1</sup></b> | <b>76</b>        | <b>9,728,179</b> | <b>9,002,776</b> | <b>100.0%</b>         | <b>92.5%</b> |

<sup>1</sup>Includes the REIT's share of its equity accounted property investment.

#### Tenant categories

As of September 30, 2020, the REIT has the following tenant categories within the portfolio, allocated by base rent:



The REIT's portfolio of tenants is a diversified mix of leading grocers, national brands and strong regional performers complemented by local operators providing needed services and goods to their local communities. These retailers provide significant non-discretionary e-commerce defensive goods. The REIT's properties, which are located in well-established neighborhoods, allow grocery-anchored property real estate and economics of last mile delivery to be viable.



## Anchor tenants

The REIT endeavors to own properties with anchors who are dominant in their respective regions in terms of operational scale and sales. Accordingly, the REIT's anchor tenants are often either the first or second dominant store in their respective area in terms of market share. The following table identifies the REIT's largest anchor tenants including their annual minimum rent, the number of stores, GLA as a percentage of the total portfolio and the percentage of base rent. Walmart Inc. represents the REIT's largest tenant by base rent with a total of 8 stores and 8.4% of base rents.

The largest 15 tenants account for 48.6% of total GLA and 39.0% of base rent as follows:

| Parent company                  | Store brands                             | Grocery | Stores    | % GLA        | Base rent        | % Base rent  |
|---------------------------------|--|---------|-----------|--------------|------------------|--------------|
| Walmart Inc.                    | Wal-Mart, Sam's Club                     | Y       | 8         | 13.4%        | 8,549            | 8.4%         |
| The Kroger Co.                  | Kroger, Pick 'n Save, Harris Teeter      | Y       | 19        | 11.3%        | 8,066            | 7.9%         |
| Publix Supermarkets             | Publix                                   | Y       | 11        | 5.0%         | 4,097            | 4.0%         |
| Koninklijke Ahold Delhaize N.V. | Stop & Shop, GIANT, Food Lion, Hannaford | Y       | 6         | 3.3%         | 3,905            | 3.8%         |
| Southeastern Grocers            | Winn-Dixie, BI-LO                        | Y       | 6         | 3.0%         | 2,516            | 2.5%         |
| United Natural Foods, Inc.      | Various <sup>1</sup>                     | Y       | 4         | 2.2%         | 2,084            | 2.1%         |
| Coborn's Inc.                   | CashWise                                 | Y       | 2         | 1.2%         | 2,039            | 2.0%         |
| Alex Lee Inc.                   | Lowes Foods                              | N       | 2         | 1.0%         | 1,249            | 1.2%         |
| Weis Markets, Inc.              | Weis Markets                             | Y       | 2         | 1.3%         | 1,203            | 1.2%         |
| Schnuck Markets, Inc.           | Schnucks                                 | Y       | 2         | 1.2%         | 1,099            | 1.1%         |
| TJX Companies                   | Marshalls, T.J. Maxx                     | N       | 4         | 1.1%         | 1,063            | 1.0%         |
| Planet Fitness                  | Planet Fitness                           | N       | 6         | 1.1%         | 1,062            | 1.0%         |
| Hy-Vee, Inc.                    | Hy-Vee                                   | Y       | 2         | 1.3%         | 1,005            | 1.0%         |
| Albertsons                      | Jewel-Osco, Safeway                      | Y       | 3         | 1.3%         | 898              | 0.9%         |
| Dollar Tree Inc.                | Dollar Tree, Family Dollar               | N       | 9         | 0.9%         | 880              | 0.9%         |
| <b>Total</b>                    |  |         | <b>86</b> | <b>48.6%</b> | <b>\$ 39,715</b> | <b>39.0%</b> |

<sup>1</sup> Store brands include Cub Foods, County Market, Shop 'n Save and Rainbow Foods.

## Development

The REIT's redevelopment program is focused on growing income and unlocking value by revitalizing tenant uses and creating a better customer experience at select properties. Redevelopment is generally considered to begin when activities that change the condition of the property commence. Redevelopment ceases when the asset is in the condition and has the capability of operating in the manner intended, which is generally at cessation of construction and tenancing. For purposes of reporting same-property NOI, redevelopment assets are excluded from the same-property portfolio in the period in which they are re-classified as a redevelopment property and are excluded until they are operating as intended in all of both the current and comparative periods. The carrying value of redevelopment properties includes the acquisition cost of property and direct redevelopment costs attributed to the project. The REIT does not capitalize interest for its projects under development. To date, redevelopment spend has been funded by cash from operations. Interest expense is recognized as incurred in income which is not comparable to other REITs or other corporations that capitalize interest.

The REIT has classified the following properties as redevelopment properties:

| Property                       | Nature of redevelopment | Expected completion | Estimated incremental NOI <sup>1</sup> | Estimated yield on cost | Pre-leased percentage | Estimated investment |                  |                  |
|--------------------------------|-------------------------|---------------------|--|-------------------------|-----------------------|----------------------|------------------|------------------|
|                                |                         |                     |  |                         |                       | Incurred             | Remaining        | Total            |
| Windmill Plaza <sup>2</sup>    | Anchor repositioning    | Q2 2021             | 535                                    | 9.5%                    | 90.5%                 | \$ 4,716             | \$ 936           | \$ 5,652         |
| Westminster Plaza <sup>3</sup> | Anchor repositioning    | Q1 2021             | 789                                    | 22.3%                   | 100.0%                | 331                  | 3,200            | 3,531            |
| Mapleridge Center              | Anchor repositioning    | Q1 2021             | 988                                    | 17.6%                   | 90.7%                 | 459                  | 5,141            | 5,600            |
| Stonefield Square              | Anchor repositioning    | Q3 2021             | 303                                    | 25.4%                   | —%                    | —                    | 1,194            | 1,194            |
| Eastpointe Shopping Center     | Anchor repositioning    | Q1 2022             | 686                                    | 12.6%                   | 100.0%                | 241                  | 5,182            | 5,423            |
| Wedgewood Commons              | Anchor repositioning    | Q4 2022             | 934                                    | 6.9%                    | 85.6%                 | 1,016                | 12,484           | 13,500           |
| <b>Total</b>                   |                         |                     | <b>\$ 4,235</b>                        | <b>12.1%</b>            |                       | <b>\$ 6,763</b>      | <b>\$ 28,137</b> | <b>\$ 34,900</b> |

### Completed redevelopment projects

| Property            | Nature of redevelopment | Completed | Estimated incremental NOI <sup>1</sup> | Yield on cost | Leased percentage | Total invested |
|---------------------|-------------------------|-----------|--|---------------|-------------------|----------------|
| North Summit Square | Anchor repositioning    | Q3 2020   | \$ 304                                 | 13.8%         | 100.0%            | \$ 2,197       |

<sup>1</sup> Calculated on a trailing twelve month basis as of September 30, 2020.

<sup>2</sup> Amount at the REIT's share of its 50% interest in the property.

<sup>3</sup> Amounts represent development for primary anchor at the property.

Redevelopment capital spent during the three month period ended September 30, 2020 is as follows:

|  | Three months ended September 30, 2020 | Nine months ended September 30, 2020 |
|--|---------------------------------------|--------------------------------------|
| Canton Shopping Center <sup>1</sup>    | \$ 75                                 | \$ 351                               |
| Westminster Plaza <sup>1</sup>         | 129                                   | 461                                  |
| Wedgewood Commons <sup>1</sup>         | 266                                   | 1,406                                |
| Windmill Plaza <sup>2</sup>            | —                                     | 1,139                                |
| Other redevelopment costs <sup>1</sup> | 1,612                                 | 2,066                                |
| <b>Total redevelopment</b>             | <b>\$ 2,082</b>                       | <b>\$ 5,423</b>                      |

<sup>1</sup> Relates to new outparcel development as well as work completed in the planning stages for redevelopment projects.

<sup>2</sup> Amount at the REIT's share of its 50% interest in the property.

In January 2019, the REIT acquired Windmill Plaza, a grocery-anchored shopping centre located in Sterling Heights, Michigan, in a joint-venture partnership with The Kroger Company. The REIT is planning to invest an additional \$0.9 million of our share to redevelop the property and include a 25 year ground lease with Kroger as the anchor tenant. The shopping centre includes a brand new 129,000 square foot Kroger Marketplace, an improved in line façade and a completely redesigned parking lot, landscaping and lighting system. In addition to Kroger, new leases have been executed with junior anchor tenants such as Edge Fitness for 37,000 square feet and Pet Supplies Plus for 8,000 square feet, significantly reducing future leasing risk. Kroger and Edge Fitness commenced operations in January 2020.

Westminster Plaza is a 99,000 square foot shopping center formerly anchored by Safeway. The centre is located seven miles immediately north of downtown Denver with direct access to multiple major highways. This asset experiences heavy traffic volumes along Federal Boulevard, a primary retail and commercial roadway in Westminster, Colorado, where population density is approximately 150,000 in a 3-mile radius. Additional density is forthcoming due to a community gentrification project being led by the City of Westminster. The plan is centralized around a recently completed light-rail transit station located a quarter mile from the property and the planned redevelopment of the surrounding land and industrial property into single and multi-family residential. Safeway vacated a 56,000 square foot box at the end of their lease term in December 2019. The REIT released the vacant anchor space to VASA Fitness, a regional full-service gym operator. The deal will see both parties invest significant capital into the premises and shopping center and allow the landlord to grow NOI and weighted average lease term significantly. In 2019, the REIT completed a redevelopment of a former O'Reilly pad on the property. The new 7,500 square foot building has committed leases from Chipotle, Dunkin' Donuts and Tropical Smoothie. All three tenants are operational by the fourth quarter of 2020.

Stonefield Square is an 80,000 square foot shopping center formerly anchored by The Fresh Market. The centre is located in a dominant retail trade area on the east side of Louisville, Kentucky with close proximity to downtown and surrounded by dense residential communities. This asset experiences heavy traffic volumes and is centrally located along Shelbyville Road, the primary retail and commercial artery in Middletown, where average household income is approaching \$0.1 million. The Fresh Market vacated a 20,000 square foot box at the end of their lease term in December 2019, initiating an opportunity for the REIT to backfill the space at higher rental rates and a higher weighted average lease term. The REIT is in active discussions with multiple prospective tenants who have shown interest in the former grocery box. Simultaneously, with backfilling the premises, the REIT expects to invest significant capital into upgrading the building and common area facilities including improved signage, parking lot, landscaping and LED lighting upgrades.

Mapleridge Center is a 115,000 square foot community shopping center strategically located along White Bear Avenue within the main retail node in Maplewood, Minnesota. The centre was acquired in the third quarter of 2017 and at the time was anchored by a Rainbow Foods grocery outlet store. Management strategically terminated the anchor tenant in the fourth quarter of 2019 and signed a lease with Hy-Vee to take the former Rainbow Foods premises and an additional unit which will be used as a liquor store. As part of the new grocery and liquor store lease, ownership will complete a significant capital investment in the center projected to cost \$5.6 million. In the first quarter of 2020, the grocery anchor lease was executed with rent commencement projected in the first quarter of 2021. Construction commenced in the third quarter of 2020 and is expected to be completed in the second quarter of 2021.

Eastpointe Shopping Center is a regional shopping destination in Clarksburg, West Virginia anchored by a Kroger which includes a former K-mart box and in line shop tenants. The centre is located in the area's most prominent retail node at the junction of two major state highways. Kroger has recently executed a lease and will relocate from their 55,000 square foot box and build a brand new 83,000 square foot store in the former K-Mart premises. Construction commenced in the first quarter of 2020 and the lease will commence in the first quarter of 2021. The REIT expects to invest \$5.4 million in capital to complete the project and backfill the current 55,000 square foot Kroger box. In the third quarter of 2020 the REIT executed the lease with Hobby Lobby to occupy the prior 55,000 square foot Kroger box.

Wedgewood Commons is a 153,000 square foot shopping centre anchored by a Publix supermarket. The shopping centre is strategically located on U.S. Route 1 Highway at Indian Road, in Stuart, Florida. Key tenants in the development include Beall's Outlet, Dollar Tree and Harbor Freight Tools. The REIT has finalized a 20 year term lease to construct a new 47,000 square foot flagship Publix grocery store. To coincide with the new Publix grocery store, the REIT has secured a 10 year lease extension to relocate and expand the Beall's Outlet to 30,000 square feet which will include a Beall's Home Centric concept store. Furthermore, the REIT is negotiating with several junior anchor prospects to lease the remaining vacancy within the shopping centre. The net result will increase GLA to approximately 166,000 square feet and the weighted average lease term from 3.7 years to 10.8 years. In addition to the construction of the Publix and Beall's Outlet and Home Centric, the REIT will complete an extensive common area refurbishment. The REIT expects to invest \$13.5 million in the redevelopment and the overall project should be completed in the fourth quarter of 2022 with the new Publix opening the fourth quarter of 2021.

#### Completed redevelopment projects

North Summit Square is a 225,000 square foot shopping centre anchored by Sam's Club and shadow anchored by Lowe's Home Improvement. The centre is located in one of the premier retail nodes in Winston-Salem North Carolina and has close proximity to Wake Forest University. In June 2017, management strategically terminated the lease of a 37,000 square foot junior anchor tenant that was paying below market rates. The REIT has finalized a 10 year lease with Urban Air Adventure Park to backfill the junior anchor space. Rent commences this quarter. The lease will result in a \$58 thousand spread annually over base rental rates paid by the previous tenant. The REIT has invested \$2.2 million of capital as part of the transaction, with approximately \$1.5 million allocated to parking lot repairs and resurfacing, as required by the Sam's Club waiver of restrictions on the Urban Air Adventure Park use.

#### IFRS FAIR VALUE

The REIT's property portfolio at September 30, 2020 had an estimated IFRS fair value of \$1.3 billion, with a weighted average capitalization rate of 7.41%. Overall, the average estimated IFRS value per square foot of the REIT's portfolio is \$132.

The following table presents a summary of the capitalization rates used to estimate the fair value of the REIT's properties:

| Direct capitalization rates   | September 30, 2020 | December 31, 2019 |
|-------------------------------|--------------------|-------------------|
| Minimum                       | 6.00%              | 6.00%             |
| Maximum                       | 9.50%              | 9.50%             |
| Weighted average <sup>1</sup> | 7.41%              | 7.45%             |

<sup>1</sup> Includes the REIT's share of its equity accounted property investment.

The September 30, 2020 weighted average capitalization rate decreased to 7.41% from 7.45% at December 31, 2019. The decrease in the weighted average capitalization rate is primarily driven by value-add asset management activities including anchor tenant renewals, improved credit and capital improvement, partially offset by changes in buyer demand in the real estate sector for properties similar to the REIT's portfolio.

The fair value of properties is measured individually without consideration to their aggregate value on a portfolio basis. No consideration is given to diversification benefits related to single property tenant risk and geography, the value of assembling a portfolio or to the utilization of a common management platform, amongst other benefits. As a result, the fair value of the REIT's properties taken in aggregate may differ from the fair value of properties measured individually in the REIT's consolidated statements of financial position.

The change in properties is as follows:

|   | Three months ended September 30, |                     | Nine months ended September 30, |                     |
|---|----------------------------------|---------------------|---------------------------------|---------------------|
|   | 2020                             | 2019                | 2020                            | 2019                |
| Beginning of the period                               | \$ 1,274,347                     | \$ 1,350,664        | \$ 1,288,536                    | \$ 1,382,955        |
| Acquisitions  | 27                               | —                   | 91,785                          | —                   |
| Capital   | 852                              | 277                 | 1,902                           | 1,946               |
| Leasing costs   | 412                              | 357                 | 1,048                           | 1,073               |
| Tenant improvements                                   | 739                              | 837                 | 2,883                           | 4,431               |
| Development and expansion capital                     | 2,082                            | 1,788               | 4,284                           | 6,113               |
| Straight-line rent                                    | 530                              | 323                 | 1,181                           | 1,522               |
| Dispositions  | (6,100)                          | (46,070)            | (113,250)                       | (81,235)            |
| IFRIC 21 property tax adjustment                      | 4,115                            | 4,675               | (4,766)                         | (4,934)             |
| Change in fair value <sup>1</sup>                     | (2,829)                          | (5,441)             | 572                             | (4,461)             |
| <b>End of the period</b>                              | <b>\$ 1,274,175</b>              | <b>\$ 1,307,410</b> | <b>\$ 1,274,175</b>             | <b>\$ 1,307,410</b> |
| Property classified as equity investment              | 11,042                           | 10,629              | 11,042                          | 10,629              |
| <b>End of the period, including equity investment</b> | <b>\$ 1,285,217</b>              | <b>\$ 1,318,039</b> | <b>\$ 1,285,217</b>             | <b>\$ 1,318,039</b> |

<sup>1</sup>Change in fair value includes impacts due to valuation parameters, cash flows and accounting adjustments for IFRIC 21 property tax and straight-line rent.

The following table is a reconciliation of the fair value of the REIT's properties using a non-GAAP measure. The non-GAAP measure includes figures that are recorded as an equity investment, information that is not explicitly disclosed or presented in the consolidated financial statements for the three and nine month periods ended September 30, 2020.

|                                   | Three months ended September 30, 2020 |                   |                                | Nine months ended September 30, 2020 |                   |                                |
|-----------------------------------|---------------------------------------|-------------------|--------------------------------|--------------------------------------|-------------------|--------------------------------|
|                                   | Consolidated                          | Equity investment | Proportionate Share (Non-GAAP) | Consolidated                         | Equity investment | Proportionate Share (Non-GAAP) |
| Beginning of the period           | \$ 1,274,347                          | \$ 11,991         | \$ 1,286,338                   | \$ 1,288,536                         | \$ 11,227         | \$ 1,299,763                   |
| Acquisitions                      | 27                                    | —                 | 27                             | 91,785                               | —                 | 91,785                         |
| Capital                           | 852                                   | —                 | 852                            | 1,902                                | —                 | 1,902                          |
| Leasing costs                     | 412                                   | —                 | 412                            | 1,048                                | —                 | 1,048                          |
| Tenant improvements               | 739                                   | —                 | 739                            | 2,883                                | —                 | 2,883                          |
| Development and expansion capital | 2,082                                 | (35)              | 2,047                          | 4,284                                | 1,434             | 5,718                          |
| Straight-line rent                | 530                                   | —                 | 530                            | 1,181                                | —                 | 1,181                          |
| Dispositions                      | (6,100)                               | —                 | (6,100)                        | (113,250)                            | —                 | (113,250)                      |
| IFRIC 21 property tax adjustment  | 4,115                                 | 34                | 4,149                          | (4,766)                              | (12)              | (4,778)                        |
| Change in fair value <sup>1</sup> | (2,829)                               | (948)             | (3,777)                        | 572                                  | (1,607)           | (1,035)                        |
| <b>End of the period</b>          | <b>\$ 1,274,175</b>                   | <b>\$ 11,042</b>  | <b>\$ 1,285,217</b>            | <b>\$ 1,274,175</b>                  | <b>\$ 11,042</b>  | <b>\$ 1,285,217</b>            |

<sup>1</sup>Change in fair value includes impacts due to valuation parameters, cash flows and accounting adjustments for IFRIC 21 property tax and straight-line rent.

The fair value of the REIT's properties and properties under redevelopment for the three and nine month periods ended September 30, 2020 is as follows:

|   | Three months ended September 30, 2020 |                                |                     | Nine months ended September 30, 2020 |                                |                     |
|---|---------------------------------------|--------------------------------|---------------------|--------------------------------------|--------------------------------|---------------------|
|   | Income-producing properties           | Properties under redevelopment | Total               | Income-producing properties          | Properties under redevelopment | Total               |
| Beginning of the period                               | \$ 1,179,241                          | \$ 95,106                      | \$ 1,274,347        | \$ 1,204,069                         | \$ 84,467                      | \$ 1,288,536        |
| Transfers to income-producing properties              | 18,941                                | (18,941)                       | —                   | 18,941                               | (18,941)                       | —                   |
| Acquisitions  | 27                                    | —                              | 27                  | 91,785                               | —                              | 91,785              |
| Capital   | 843                                   | 9                              | 852                 | 1,876                                | 26                             | 1,902               |
| Leasing costs   | 383                                   | 29                             | 412                 | 987                                  | 61                             | 1,048               |
| Tenant improvements                                   | 714                                   | 25                             | 739                 | 2,811                                | 72                             | 2,883               |
| Development and expansion capital                     | 739                                   | 1,343                          | 2,082               | 1,181                                | 3,103                          | 4,284               |
| Straight-line rent                                    | 262                                   | 268                            | 530                 | 557                                  | 624                            | 1,181               |
| Dispositions  | (6,100)                               | —                              | (6,100)             | (113,250)                            | —                              | (113,250)           |
| IFRIC 21 property tax adjustment                      | 4,133                                 | (18)                           | 4,115               | (5,151)                              | 385                            | (4,766)             |
| Change in fair value <sup>1</sup>                     | (4,745)                               | 1,916                          | (2,829)             | (9,368)                              | 9,940                          | 572                 |
| <b>End of the period</b>                              | <b>\$ 1,194,438</b>                   | <b>\$ 79,737</b>               | <b>\$ 1,274,175</b> | <b>\$ 1,194,438</b>                  | <b>\$ 79,737</b>               | <b>\$ 1,274,175</b> |
| Property classified as equity investment              | —                                     | 11,042                         | 11,042              | —                                    | 11,042                         | 11,042              |
| <b>End of the period, including equity investment</b> | <b>\$ 1,194,438</b>                   | <b>\$ 90,779</b>               | <b>\$ 1,285,217</b> | <b>\$ 1,194,438</b>                  | <b>\$ 90,779</b>               | <b>\$ 1,285,217</b> |

<sup>1</sup> Change in fair value includes impacts due to valuation parameters, cash flows and accounting adjustments for IFRIC 21 property tax and straight-line rent.

Capital, leasing and tenant improvement costs for the three and nine month periods ended September 30, 2020 was \$2.0 million and \$5.8 million, respectively. Such costs are generally expended for purposes of tenancing and renewing existing leases, which maintain and create value at the REIT's properties and the portfolio as a whole by increasing contractual cash flow through new and extended leases. The REIT will continue to capitalize on opportunities to revitalize, undertake space improvements and generally maintain the high quality of the properties and tenants. These expenditures can vary from period to period, at times significantly, depending upon the timing of lease expiries, re-leasing and management's capital plan for the period.

#### Fair value adjustments on properties

For the three month period ended September 30, 2020, the REIT recorded a fair value loss on properties of \$2.8 million, mainly related to IFRIC 21 property tax adjustments, partially offset by valuation parameters and cash flows. For the nine month period ended September 30, 2020, the REIT recorded a fair value gain on properties of \$0.6 million, mainly related to IFRIC 21 property tax adjustments.

The following table presents the impact of certain accounting adjustments on the fair value gain recorded versus management's estimate of future cash flows and valuation assumptions:

|                                     | Three months ended September 30, |                   | Nine months ended September 30, |                   |
|-------------------------------------|----------------------------------|-------------------|---------------------------------|-------------------|
|                                     | 2020                             | 2019              | 2020                            | 2019              |
| Valuation parameters and cash flows | \$ 1,843                         | \$ (443)          | \$ (1,328)                      | \$ (7,873)        |
| Transaction costs capitalized       | (27)                             | —                 | (1,685)                         | —                 |
| IFRIC 21 property tax adjustment    | (4,115)                          | (4,675)           | 4,766                           | 4,934             |
| Adjusted for straight-line rent     | (530)                            | (323)             | (1,181)                         | (1,522)           |
| <b>Total</b>                        | <b>\$ (2,829)</b>                | <b>\$ (5,441)</b> | <b>\$ 572</b>                   | <b>\$ (4,461)</b> |

The fair value change of properties is impacted by IFRIC 21 property tax adjustments recorded on the REIT's portfolio. For acquisition purposes the REIT determines the obligating event for property taxes is ownership of the property on the first of January of the fiscal year. As a result, the annual property tax liability and expense has been recognized on the properties owned on the first of January of each year, with a corresponding increase to the fair value of properties that is reversed as the liability is settled through property tax installments.

The change in fair value of properties recorded in income excludes the impact of tenancing and leasing costs, landlord work, and development and expansion capital, not all of which are additive to value but are directly capitalized to the property.



## PART III – RESULTS OF OPERATIONS

### SUMMARY OF SELECTED QUARTERLY INFORMATION

The selected quarterly information highlights performance over the most recently completed eight quarters and is reflective of the timing of acquisitions, leasing and maintenance expenditures. Similarly, debt reflects financing activities related to acquisitions which serve to increase AFFO in the future, as well as ongoing financing activities for the existing portfolio. Accordingly, rental revenue, NOI, NAV, FFO and AFFO are reflective of changes in the underlying income-producing asset base and changing leverage.

| Quarter ended                                 | Q3 2020     | Q2 2020     | Q1 2020     | Q4 2019     | Q3 2019     | Q2 2019     | Q1 2019     | Q4 2018     |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Rental revenue                                | \$ 31,961   | \$ 30,255   | \$ 32,042   | \$ 34,338   | \$ 34,545   | \$ 36,016   | \$ 36,416   | \$ 36,301   |
| Property operating expenses <sup>1</sup>      | (4,649)     | (3,972)     | (22,496)    | (5,029)     | (5,287)     | (5,323)     | (25,392)    | (5,747)     |
| Straight-line rent revenue                    | (530)       | (237)       | (414)       | (118)       | (323)       | (415)       | (784)       | (331)       |
| IFRIC 21 property tax adjustment <sup>1</sup> | (4,115)     | (3,994)     | 12,875      | (4,934)     | (4,675)     | (4,763)     | 14,372      | (4,870)     |
| Adjustments for equity investment             | 431         | 100         | 64          | 9           | 125         | (8)         | (43)        | —           |
| NOI   | \$ 23,098   | \$ 22,152   | \$ 22,071   | \$ 24,266   | \$ 24,385   | \$ 25,507   | \$ 24,569   | \$ 25,353   |
| Class U units outstanding                     | 42,226      | 42,217      | 42,203      | 42,207      | 44,110      | 44,102      | 44,096      | 44,424      |
| WA units                                      | 42,222      | 42,208      | 42,196      | 43,145      | 44,107      | 44,101      | 44,208      | 44,971      |
| Net income (loss) <sup>2</sup>                | \$ 7,630    | \$ 6,888    | \$ 5,819    | \$ 14,016   | \$ 4,513    | \$ 5,934    | \$ 1,601    | \$ (9,017)  |
| Net income (loss) per WA unit <sup>2</sup>    | \$ 0.18     | \$ 0.16     | \$ 0.14     | \$ 0.32     | \$ 0.10     | \$ 0.13     | \$ 0.04     | \$ (0.20)   |
| IFRS NAV                                      | \$ 449,858  | \$ 445,189  | \$ 445,383  | \$ 476,612  | \$ 480,454  | \$ 485,270  | \$ 498,922  | \$ 514,329  |
| IFRS NAV per unit                             | \$ 10.65    | \$ 10.55    | \$ 10.55    | \$ 11.29    | \$ 10.89    | \$ 11.04    | \$ 11.35    | \$ 11.61    |
| Distributions declared                        | \$ 9,087    | \$ 9,087    | \$ 9,087    | \$ 9,314    | \$ 9,399    | \$ 9,399    | \$ 9,424    | \$ 9,438    |
| Distributions per unit                        | \$ 0.2160   | \$ 0.2160   | \$ 0.2160   | \$ 0.2145   | \$ 0.2138   | \$ 0.2138   | \$ 0.2138   | \$ 0.2113   |
| FFO <sup>2</sup>                              | \$ 11,487   | \$ 11,115   | \$ 11,160   | \$ 12,650   | \$ 12,936   | \$ 13,622   | \$ 13,387   | \$ 13,536   |
| FFO per WA units <sup>2,3</sup>               | \$ 0.27     | \$ 0.26     | \$ 0.26     | \$ 0.29     | \$ 0.29     | \$ 0.31     | \$ 0.30     | \$ 0.30     |
| AFFO <sup>2</sup>                             | \$ 8,954    | \$ 9,046    | \$ 8,748    | \$ 10,616   | \$ 11,142   | \$ 10,694   | \$ 9,137    | \$ 9,201    |
| AFFO per WA units <sup>2,3</sup>              | \$ 0.21     | \$ 0.21     | \$ 0.21     | \$ 0.25     | \$ 0.25     | \$ 0.24     | \$ 0.21     | \$ 0.20     |
| Total assets                                  | \$1,302,849 | \$1,300,866 | \$1,249,525 | \$1,315,080 | \$1,336,836 | \$1,375,824 | \$1,388,403 | \$1,416,334 |
| Debt  | \$ 777,526  | \$ 781,002  | \$ 735,206  | \$ 789,395  | \$ 798,147  | \$ 838,126  | \$ 849,498  | \$ 871,562  |
| Debt / GBV                                    | 59.7%       | 60.0%       | 58.8%       | 60.0%       | 59.7%       | 60.9%       | 61.2%       | 61.5%       |
| Number of properties <sup>2</sup>             | 76          | 77          | 72          | 76          | 79          | 83          | 84          | 85          |
| % leased <sup>2</sup>                         | 92.5%       | 92.2%       | 92.8%       | 93.0%       | 94.4%       | 93.3%       | 93.3%       | 94.2%       |
| GLA <sup>2</sup>                              | 9,728,179   | 9,832,109   | 9,507,881   | 9,857,715   | 10,157,833  | 10,536,332  | 10,709,564  | 10,768,319  |
| Grocery-anchored GLA <sup>2</sup>             | 4,724,183   | 4,785,050   | 4,417,825   | 4,722,267   | 4,884,476   | 5,058,302   | 5,118,919   | 5,170,584   |

<sup>1</sup> In accordance with IFRIC 21, the REIT recognizes the annual property tax liability and expense on its existing properties on January 1<sup>st</sup>, rather than progressively, i.e. ratably, throughout the year.

<sup>2</sup> Includes the REIT's share of its equity accounted property investment.

<sup>3</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage in the first quarter of 2020, FFO and FFO per unit would be \$11.5 million and \$0.27, respectively, and AFFO and AFFO per unit would be \$9.1 million and \$0.21, respectively.

## REVENUE

Revenue from properties includes base rent from tenants, straight-line rental income, property tax and operating cost recoveries and other incidental income.

Rental revenue for the three and nine month periods ended September 30, 2020 decreased by \$2.6 million and \$12.7 million, respectively, compared to the same period in the prior year. The decrease is primarily due to the disposition of 10 properties from September 30, 2019, partially offset by increases in revenue due to the acquisition of seven properties, increases in rental rates from re-leasing and new leasing typically above in-place rent.

## PROPERTY OPERATING EXPENSES

Property operating expenses consist of property taxes, property management fees and other expenses including common area costs, utilities and insurance. The majority of the REIT's operating expenses are recoverable from tenants in accordance with the terms of their respective lease agreements. Operating expenses fluctuate with changes in occupancy and levels of repairs and maintenance.

Property operating expenses decreased by \$0.6 million and \$4.9 million for the three and nine month periods ended September 30, 2020, respectively. The decrease is largely due to the disposition of 10 properties since September 30, 2019.

In accordance with IFRIC 21, the REIT recognizes the annual property tax liability and expense on its existing properties as at January 1<sup>st</sup> of each year, rather than progressively, i.e. ratably, throughout the year. The recognition of property taxes as a result of IFRIC 21 has no impact on NOI, FFO or AFFO.

## OTHER EXPENSES

Other expenses include fees for asset management, legal, trustee services, tax compliance, reporting, marketing, bad debt expenses and franchise and business taxes. Franchise and business taxes are typically billed in the following calendar year to which they relate.

|                              | Three months ended September 30, |                 |               | Nine months ended September 30, |                 |               |
|------------------------------|----------------------------------|-----------------|---------------|---------------------------------|-----------------|---------------|
|                              | 2020                             | 2019            | Variance      | 2020                            | 2019            | Variance      |
| Asset management fees        | \$ 1,308                         | \$ 1,387        | \$ (79)       | \$ 3,859                        | \$ 4,169        | \$ (310)      |
| Professional fees and other  | 570                              | 815             | (245)         | 2,282                           | 2,325           | (43)          |
| Bad debt expense             | 933                              | 389             | 544           | 1,628                           | 668             | 960           |
| Franchise and business taxes | 482                              | 116             | 366           | 1,028                           | 1,076           | (48)          |
| <b>Total</b>                 | <b>\$ 3,293</b>                  | <b>\$ 2,707</b> | <b>\$ 586</b> | <b>\$ 8,797</b>                 | <b>\$ 8,238</b> | <b>\$ 559</b> |
| <b>% of total assets</b>     | <b>0.3%</b>                      | <b>0.2%</b>     | <b>0.1%</b>   | <b>0.7%</b>                     | <b>0.6%</b>     | <b>0.1%</b>   |
| <b>% of total revenue</b>    | <b>10.3%</b>                     | <b>7.8%</b>     | <b>2.5%</b>   | <b>9.3%</b>                     | <b>7.7%</b>     | <b>1.6%</b>   |

Other expenses for the three and nine month periods ended September 30, 2020 increased by \$0.6 million and \$0.6 million from the respective comparative periods in 2019. This is mainly due to decreases in asset management fees and professional fees and other, partially offset by an increase in bad debt expense mainly driven by shop space tenants affected by the COVID-19 pandemic.

## INTEREST EXPENSE AND OTHER FINANCING COSTS, NET

|   | Three months ended September 30, |                 |                 | Nine months ended September 30, |                  |                   |
|---|----------------------------------|-----------------|-----------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019            | Variance        | 2020                            | 2019             | Variance          |
| Interest on debt and finance charges                | \$ 4,949                         | \$ 9,244        | \$ (4,295)      | \$ 17,085                       | \$ 28,838        | \$ (11,753)       |
| Interest rate swaps, net settlement                 | 3,039                            | (423)           | 3,462           | 6,544                           | (2,134)          | 8,678             |
| Foreign exchange forward contract, net settlement   | —                                | —               | —               | —                               | (24)             | 24                |
| Interest income                                     | —                                | (5)             | 5               | (5)                             | (15)             | 10                |
| Interest income on notes receivable                 | —                                | —               | —               | —                               | (51)             | 51                |
| Amortization of finance charges <sup>1</sup>        | 399                              | 497             | (98)            | 1,896                           | 1,561            | 335               |
| Amortization of mark-to-market premium <sup>1</sup> | (4)                              | (92)            | 88              | (418)                           | (273)            | (145)             |
| Interest income on TIF notes receivable             | (12)                             | (18)            | 6               | (41)                            | (57)             | 16                |
| Amortization of deferred gain on TIF notes          | (22)                             | (22)            | —               | (66)                            | (66)             | —                 |
| <b>Total</b>  | <b>\$ 8,349</b>                  | <b>\$ 9,181</b> | <b>\$ (832)</b> | <b>\$ 24,995</b>                | <b>\$ 27,779</b> | <b>\$ (2,784)</b> |

<sup>1</sup>In the first quarter of 2020, the REIT refinanced its credit facility and extinguished a mortgage of \$10.1 million, resulting in a net charge to income totaling \$0.3 million.

The following shows the change in interest on debt and finance charges, net of interest swaps for the three month period ended September 30, 2020 compared to the same period in the prior year:

|   |                 |
|---|-----------------|
| Interest on debt and finance charges, net of interest rate swaps, September 30, 2019        | \$ 8,821        |
| Change in interest rates, net of interest rate hedges <sup>12</sup>                         | 203             |
| Change in debt spreads  | (279)           |
| Decrease in debt outstanding  | (1,255)         |
| Increase in fixed rate debt   | 550             |
| Decrease in standby fee   | (52)            |
| <b>Interest on debt and finance charges, net of interest rate swaps, September 30, 2020</b> | <b>\$ 7,988</b> |
| <b>Year-over-year change – \$</b>   | <b>\$ (833)</b> |
| <b>Year-over-year change – %</b>  | <b>(9.4%)</b>   |

<sup>1</sup>The weighted average interest rate cost of the REIT's floating rate debt, net of interest rate swaps for the three month period ended September 30, 2020 is 3.98% (September 30, 2019 – 4.06%).

<sup>2</sup>The average U.S. LIBOR for the three month period ended September 30, 2020 was 0.20%, which represents a 2.05% decrease from the same period in 2019. At September 30, 2020, the REIT fixed 98.6% of its floating rate debt, compared to 106.5% at September 30, 2019.

Interest expense and other finance costs, net consists of interest paid on the revolving credit facility ("revolver"), term loans, mortgages and interest rate swap contracts, as well as standby fees paid on the REIT's revolver.

Interest on debt, net of interest rate swaps decreased by \$0.8 million and \$3.1 million for the three and nine month periods ended September 30, 2020 compared to the same respective periods in 2019, primarily due to reduced pricing on its credit facility and \$250.0 million term loan and a decrease in debt levels. The REIT's revolver is redrawn from time-to-time to fund operating and investing activities.

The REIT's pay-fixed, receive-float interest rate swaps hedge the cash flow risk associated with one-month U.S. LIBOR based interest payments, with 98.6% of the REIT's debt subject to fixed rates at September 30, 2020. The weighted average fixed rate of the REIT's interest rate swaps was 2.205% compared to the one-month U.S. LIBOR at 0.15% at September 30, 2020, with a weighted average term to maturity of 2.7 years. Under this arrangement, the REIT has paid \$3.0 million and received \$0.4 million of net interest payments in current quarter and comparative period, respectively.

On February 4, 2020, the REIT terminated \$150.0 million of its \$300.0 million interest rate swap, with an effective date of November 2, 2016. The realized gain as a result of the termination was blended into the pay-fixed rate of the REIT's \$100.0 million interest rate swap, with a maturity date of September 22, 2022, which was reduced to 1.41% and resulted in an increase to the weighted average pay-fixed rate of the REIT's swap portfolio to 2.205%.

The REIT does not capitalize interest for its projects under development. To date, redevelopment spend has been funded by cash from operations. Interest expense is recognized as incurred in income which is not comparable to other REITs or other corporations that capitalize interest.

## FAIR VALUE ADJUSTMENTS ON REIT UNITS AND EXCHANGEABLE UNITS OF SUBSIDIARIES

Class B units of Slate Grocery One L.P. and Slate Grocery Two L.P. and exchangeable limited partnership units of GAR B all of which are issued by subsidiaries of the REIT (collectively, the "exchangeable units of subsidiaries") are classified as financial liabilities under IFRS and are measured at fair value with any changes in fair value recognized in unit expense in the consolidated statements of income. The fair value is re-measured at the end of each reporting period. An unrealized gain represents a decrease in the fair value per unit whereas an unrealized loss represents an increase in the fair value per unit. The fair value per unit on September 30, 2020 was \$7.87 (September 30, 2019 – \$9.74). Changes in fair value of exchangeable units of subsidiaries are non-cash in nature and are required to be recorded in income under IFRS.

For the three and nine month periods ended September 30, 2020 the REIT recognized an unrealized fair value loss of \$0.8 million and an unrealized fair value gain of \$2.4 million, respectively, on the exchangeable units of subsidiaries as a result of the change in fair value per unit over the respective comparative period.

## NET INCOME

For the three month period ended September 30, 2020 net income increased by \$3.1 million compared to the same period in the prior year. The increase is primarily driven by a \$2.6 million increase in the change in the fair value of properties and a \$0.8 million decrease in interest expense and other financing costs and, partially offset by the aforementioned decrease in revenue.

Net income for the nine month period ended September 30, 2020 was \$20.3 million, which resulted in a \$8.0 million increase from the comparative period. The increase is mainly due to a \$5.7 million increase in unit income, a \$5.0 million increase in the change in fair values of properties and a \$2.8 million decrease in interest expense and other financing costs, partially offset by the aforementioned decrease in revenue.

## NOI

NOI is a non-IFRS measure and is defined by the REIT as property rental revenue, excluding non-cash straight-line rent, less property operating expenses after adjusting for the impact of IFRIC 21 property tax accounting adjustments. Rental revenue excludes revenue recorded as a result of recording rent on a straight-line basis for IFRS which management believes reflects the cash generation activity of the REIT's properties. NOI is an important measure of the income generated from the REIT's properties and is used by the REIT in evaluating the performance of its properties. NOI may not be comparable with similar measures presented by other entities and is not to be construed as an alternative to net income or cash flow from operating activities determined in accordance with IFRS.

The following is a calculation of NOI:

|                                   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|-----------------------------------|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|                                   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| Rental revenue                    | \$ 31,961                        | \$ 34,545        | \$ (2,584)        | \$ 94,258                       | \$ 106,977       | \$ (12,719)       |
| Straight-line rent revenue        | (530)                            | (323)            | (207)             | (1,181)                         | (1,522)          | 341               |
| Property operating expenses       | (4,649)                          | (5,287)          | 638               | (31,117)                        | (36,002)         | 4,885             |
| IFRIC 21 property tax adjustment  | (4,115)                          | (4,675)          | 560               | 4,766                           | 4,934            | (168)             |
| Adjustments for equity investment | 431                              | 125              | 306               | 595                             | 74               | 521               |
| <b>NOI</b>                        | <b>\$ 23,098</b>                 | <b>\$ 24,385</b> | <b>\$ (1,287)</b> | <b>\$ 67,321</b>                | <b>\$ 74,461</b> | <b>\$ (7,140)</b> |
| <b>NOI margin</b>                 | <b>73.5%</b>                     | <b>71.3%</b>     | <b>2.2%</b>       | <b>72.3%</b>                    | <b>70.6%</b>     | <b>1.7%</b>       |

The following shows the change in NOI for the three month period ended September 30, 2020 compared to the same period in the prior year:

|   |                   |
|---|-------------------|
| NOI, September 30, 2019   | \$ 24,385         |
| Change in same-property NOI                                       | 100               |
| Loss of contribution from properties under redevelopment          | (222)             |
| Contribution from acquisitions                                    | 2,052             |
| Loss of contribution from dispositions, including outparcel sales | (3,217)           |
| <b>NOI, September 30, 2020</b>                                    | <b>\$ 23,098</b>  |
| <b>Year-over-year change – \$</b>                                 | <b>\$ (1,287)</b> |
| <b>Year-over-year change – %</b>                                  | <b>(5.3%)</b>     |

NOI for the three month period ended September 30, 2020 was \$23.1 million, which represents a decrease of \$1.3 million from the same period in 2019. The decrease is primarily due to the loss in NOI contribution from the disposition of 10 properties, partially offset by NOI contribution from the seven properties acquired and uplifts in rental rates from re-leasing and new leasing typically above in-place rent over the period.

The following shows the change in NOI for the three month period ended September 30, 2020 compared to the immediately preceding quarter:

|   |           |               |
|---|-----------|---------------|
| NOI, June 30, 2020  | \$        | 22,152        |
| Change in same-property NOI                                       |           | (288)         |
| Contribution from properties under redevelopment                  |           | 57            |
| Contribution from acquisitions                                    |           | 1,333         |
| Loss of contribution from dispositions, including outparcel sales |           | (156)         |
| <b>NOI, September 30, 2020</b>                                    | <b>\$</b> | <b>23,098</b> |
| <b>Quarter-over-quarter change – \$</b>                           | <b>\$</b> | <b>946</b>    |
| <b>Quarter-over-quarter change – %</b>                            |           | <b>4.3%</b>   |

NOI for the current quarter increased by \$0.9 million from the second quarter of 2020 to \$23.1 million. This is mainly due to a full quarter of rental revenue associated with the seven properties acquired during the prior period, partially offset by the disposition of one property.

## SAME-PROPERTY NOI

Same-property NOI is a non-IFRS measure and is defined by the REIT as rental revenue, excluding non-cash straight-line rent, less property operating cost expenses after adjusting for the impact of IFRIC 21 property tax accounting adjustments for those properties owned by the REIT for the entirety of each of the current period and the relevant comparative period excluding those properties under redevelopment. For the three month period ended September 30, 2020, the same-property portfolio is comprised of a portfolio of 62 properties owned and in operation for each of the entire three month periods ended September 30, 2020 and 2019.

Same-property NOI is an important measure of the income generated from the REIT's properties period-over-period, but without consideration of acquisition and disposition activity, and is used by the REIT in evaluating the performance of its properties. The REIT seeks to increase or maintain same-property NOI through high-occupancy, increasing rents on renewal to market rents and by signing leases with embedded rent increases throughout the term of the lease. For the 12 most recently completed quarters, the REIT has achieved seven positive same-property NOI growth quarters therein.

The following is a summary of same-property NOI and the related occupancy rates for the three month period ended September 30, 2020 as compared to the same period in the prior year, reconciled to total NOI:

|   | Number of properties | Three months ended September 30, |                  |                   |               |
|---|----------------------|----------------------------------|------------------|-------------------|---------------|
|   |                      | 2020                             | 2019             | Variance          | % change      |
| <b>Same-property NOI</b>  | <b>62</b>            | <b>\$ 19,565</b>                 | <b>\$ 19,465</b> | <b>\$ 100</b>     | <b>0.5%</b>   |
| NOI attributable to redeveloped properties                      | 1                    | 308                              | 260              | 48                |               |
| NOI attributable to properties under redevelopment <sup>1</sup> | 6                    | 1,131                            | 1,353            | (222)             |               |
| NOI attributable to acquisitions                                | 7                    | 2,052                            | —                | 2,052             |               |
| NOI attributable to dispositions, including outparcel sales     | 15                   | 42                               | 3,307            | (3,265)           |               |
| <b>Total NOI <sup>1</sup></b>                                   |                      | <b>\$ 23,098</b>                 | <b>\$ 24,385</b> | <b>\$ (1,287)</b> | <b>(5.3%)</b> |
| <b>Occupancy, same-property</b>                                 | <b>62</b>            | <b>93.2%</b>                     | <b>95.1%</b>     | <b>(1.9%)</b>     |               |
| Occupancy, redeveloped properties                               | 1                    | 88.2%                            | 85.7%            | 2.5%              |               |
| Occupancy, properties under redevelopment <sup>1</sup>          | 6                    | 88.2%                            | 85.7%            | 2.5%              |               |
| Occupancy, acquisitions   | 7                    | 92.5%                            | —%               | 92.5%             |               |
| Occupancy, dispositions, including outparcel sales              | 15                   | 95.9%                            | 95.9%            | —%                |               |
| <b>Occupancy, portfolio <sup>1</sup></b>                        |                      | <b>92.5%</b>                     | <b>93.3%</b>     | <b>(0.8%)</b>     |               |

<sup>1</sup>Includes the REIT's share of its equity accounted property investment.

Same-property NOI for the current quarter increased by \$0.1 million to \$19.6 million over the comparative period. The increase was primarily attributed to increases in rental rates from re-leasing above average in-place rent of the properties and new leasing above comparable market rental rates, partially offset by temporary vacancies.

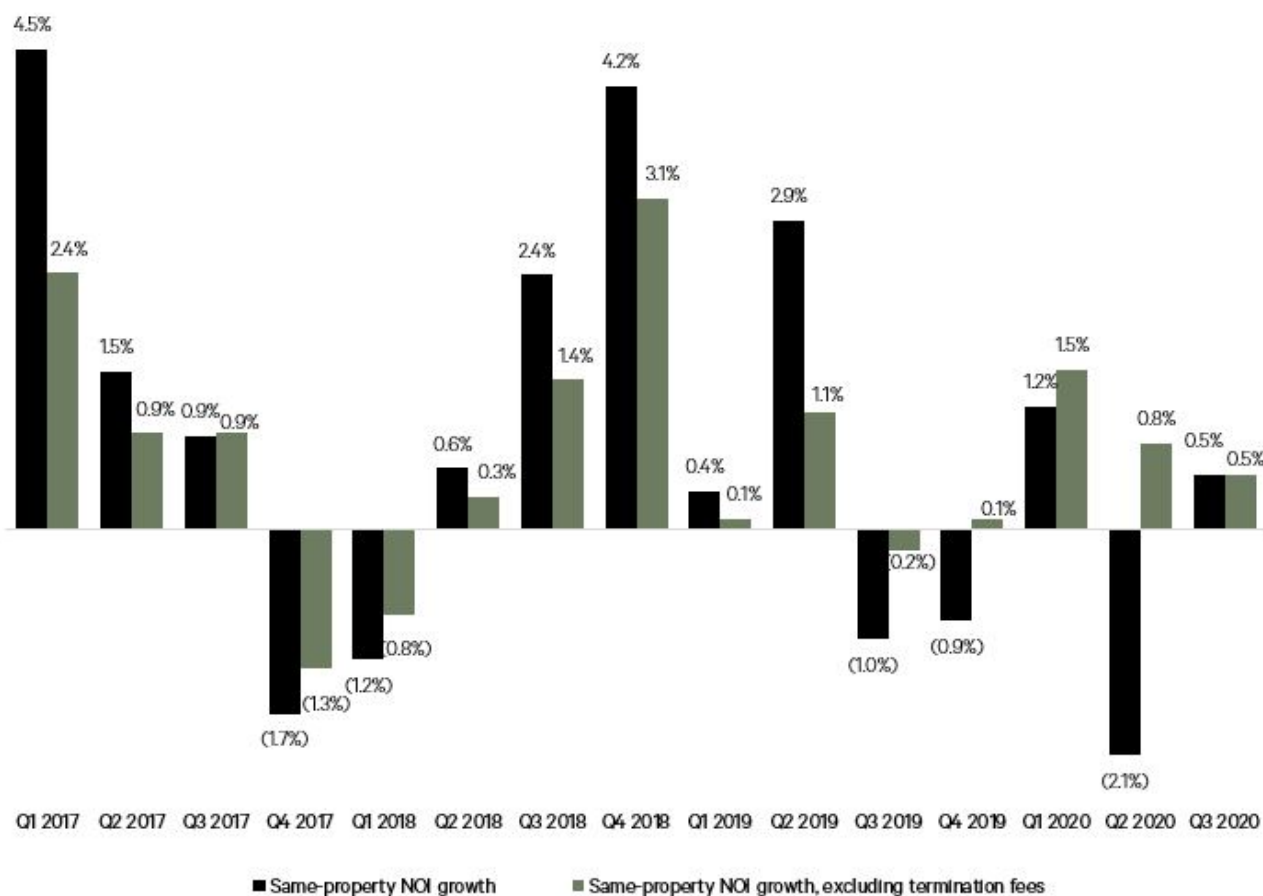


Same-property NOI by quarter and percentage change over the relevant comparative period for the respective quarter is as follows:

|         | Number of properties | Same-property NOI | Same-property % change | Same-property % change, excluding termination fees |
|---------|----------------------|-------------------|------------------------|--|
| Q4 2016 | 49                   | 15,229            | 2.5%                   | 2.0%   |
| Q1 2017 | 56                   | 16,187            | 4.5%                   | 2.4%   |
| Q2 2017 | 56                   | 15,980            | 1.5%                   | 0.9%   |
| Q3 2017 | 56                   | 15,304            | 0.9%                   | 0.9%   |
| Q4 2017 | 57                   | 15,477            | (1.7%)                 | (1.3%)   |
| Q1 2018 | 62                   | 16,555            | (1.2%)                 | (0.8%)   |
| Q2 2018 | 64                   | 17,403            | 0.6%                   | 0.3%   |
| Q3 2018 | 65                   | 18,226            | 2.4%                   | 1.4%   |
| Q4 2018 | 77                   | 22,691            | 4.2%                   | 3.1%   |
| Q1 2019 | 76                   | 22,908            | 0.4%                   | 0.1%   |
| Q2 2019 | 75                   | 23,816            | 2.9%                   | 1.1%   |
| Q3 2019 | 72                   | 22,246            | (1.0%)                 | (0.2%)   |
| Q4 2019 | 68                   | 21,511            | (0.9%)                 | 0.1%   |
| Q1 2020 | 64                   | 20,180            | 1.2%                   | 1.5%   |
| Q2 2020 | 63                   | 19,985            | (2.1%)                 | 0.8%   |
| Q3 2020 | 62                   | 19,565            | 0.5%                   | 0.5%   |

Termination income is included in the REIT's definition of same-property NOI, however, can be substantial and does not occur frequently. The following is a table summarizing same-property NOI growth excluding the impact of terminations fees:

#### Same-property NOI Growth, Year-over-Year



The following is a summary of same-property NOI and the related occupancy rates on a trailing twelve month basis as at September 30, 2020, as compared to the same period in the prior year reconciled to total NOI:

|   | Number of properties | Trailing twelve months, September 30, |                  |                   |               |
|---|----------------------|---------------------------------------|------------------|-------------------|---------------|
|   |                      | 2020                                  | 2019             | Variance          | % change      |
| <b>Same-property NOI</b>  | <b>61</b>            | <b>\$ 77,694</b>                      | <b>\$ 77,914</b> | <b>\$ (220)</b>   | <b>(0.3%)</b> |
| NOI attributable to redeveloped properties                      | 2                    | 2,095                                 | 1,876            | 219               |               |
| NOI attributable to properties under redevelopment <sup>1</sup> | 5                    | 3,716                                 | 4,737            | (1,021)           |               |
| NOI attributable to acquisitions                                | 8                    | 3,857                                 | 493              | 3,364             |               |
| NOI attributable to dispositions, including outparcel sales     | 28                   | 4,225                                 | 14,794           | (10,569)          |               |
| <b>Total NOI<sup>1</sup></b>                                    |                      | <b>\$ 91,587</b>                      | <b>\$ 99,814</b> | <b>\$ (8,227)</b> | <b>(8.2%)</b> |
| <b>Occupancy, same-property</b>                                 | <b>61</b>            | <b>93.1%</b>                          | <b>95.2%</b>     | <b>(2.1%)</b>     |               |
| Occupancy, redeveloped properties                               | 2                    | 96.2%                                 | 94.0%            | 2.2%              |               |
| Occupancy, properties under redevelopment <sup>1</sup>          | 5                    | 88.3%                                 | 85.7%            | 2.6%              |               |
| Occupancy, acquisitions   | 8                    | 92.5%                                 | 91.1%            | 1.4%              |               |
| Occupancy, dispositions, including outparcel sales              | 28                   | 95.9%                                 | 95.9%            | —%                |               |
| <b>Occupancy, portfolio<sup>1</sup></b>                         |                      | <b>92.5%</b>                          | <b>94.4%</b>     | <b>(1.9%)</b>     |               |

<sup>1</sup> Includes the REIT's share of its equity accounted property investment.

Same-property NOI decreased by \$0.2 million or 0.3% for the trailing twelve month period ended September 30, 2020 over the same period in the prior year. The decrease was primarily attributed to a \$0.8 million decrease in termination fees related to shop space tenants, partially offset by increases in rental rates from re-leasing above average in-place rent and new leasing above comparable market rental rates.

## FFO

FFO is a non-IFRS measure and real estate industry standard for evaluating operating performance. The REIT calculates FFO in accordance with the definition provided by the REALPAC in its White Paper on FFO and AFFO for IFRS, as revised in February 2017. FFO is an important measure of the operating performance of REITs and is used by the REIT in evaluating the combined performance of its operations and the impact of its capital structure.

In calculating FFO, the REIT makes adjustments to the change in the fair value of properties, change in fair value of interest rate hedges recognized in income, deferred income tax expense, unit (income) expense and IFRIC 21 accounting related adjustments.

The following is a reconciliation of net income to FFO:

|   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| <b>Net income</b>                             | <b>\$ 7,630</b>                  | <b>\$ 4,513</b>  | <b>\$ 3,117</b>   | <b>\$ 20,337</b>                | <b>\$ 12,307</b> | <b>\$ 8,030</b>   |
| Change in fair value of financial instruments | —                                | 3,671            | (3,671)           | 20                              | 4,658            | (4,638)           |
| Disposition costs                             | 16                               | 2,423            | (2,407)           | 3,110                           | 5,367            | (2,257)           |
| Change in fair value of properties            | 2,829                            | 5,441            | (2,612)           | (572)                           | 4,461            | (5,033)           |
| Deferred income tax expense                   | 2,077                            | 1,238            | 839               | 2,857                           | 4,520            | (1,663)           |
| Unit expense (income)                         | 1,215                            | 397              | 818               | (1,881)                         | 3,793            | (5,674)           |
| Adjustments for equity investment             | 1,088                            | (72)             | 1,160             | 1,675                           | (95)             | 1,770             |
| Taxes on dispositions                         | 747                              | —                | 747               | 3,450                           | —                | 3,450             |
| IFRIC 21 property tax adjustment              | (4,115)                          | (4,675)          | 560               | 4,766                           | 4,934            | (168)             |
| <b>FFO<sup>1</sup></b>                        | <b>\$ 11,487</b>                 | <b>\$ 12,936</b> | <b>\$ (1,449)</b> | <b>\$ 33,762</b>                | <b>\$ 39,945</b> | <b>\$ (6,183)</b> |
| <b>FFO per WA unit<sup>1</sup></b>            | <b>\$ 0.27</b>                   | <b>\$ 0.29</b>   | <b>\$ (0.02)</b>  | <b>\$ 0.80</b>                  | <b>\$ 0.90</b>   | <b>\$ (0.10)</b>  |
| <b>WA number of units outstanding</b>         | <b>42,222</b>                    | <b>44,107</b>    | <b>(1,885)</b>    | <b>42,208</b>                   | <b>44,162</b>    | <b>(1,954)</b>    |

<sup>1</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, FFO and FFO per unit for the nine month period ended September 30, 2020 would be \$34.1 million and \$0.81, respectively.

The following is a calculation of FFO from NOI:

|   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| NOI   | \$ 23,098                        | \$ 24,385        | \$ (1,287)        | \$ 67,321                       | \$ 74,461        | \$ (7,140)        |
| Straight-line rent revenue                    | 530                              | 323              | 207               | 1,181                           | 1,522            | (341)             |
| Other expenses                                | (3,293)                          | (2,707)          | (586)             | (8,797)                         | (8,238)          | (559)             |
| Cash interest, net <sup>1</sup>               | (7,954)                          | (8,776)          | 822               | (23,517)                        | (26,491)         | 2,974             |
| Finance charge and mark-to-market adjustments | (395)                            | (405)            | 10                | (1,478)                         | (1,288)          | (190)             |
| Adjustments for equity investment             | (67)                             | (71)             | 4                 | (366)                           | (135)            | (231)             |
| Current income tax (expense) recovery         | (432)                            | 187              | (619)             | (582)                           | 114              | (696)             |
| <b>FFO<sup>2</sup></b>                        | <b>\$ 11,487</b>                 | <b>\$ 12,936</b> | <b>\$ (1,449)</b> | <b>\$ 33,762</b>                | <b>\$ 39,945</b> | <b>\$ (6,183)</b> |

<sup>1</sup> Cash interest, net is comprised of total interest expense less amortization of finance charges and mark-to-market adjustments.

<sup>2</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, FFO for the nine month period ended September 30, 2020 would be \$34.1 million.

FFO for the three month period ended September 30, 2020 decreased by \$1.4 million compared to the same quarter in the prior year. The decrease is primarily due to the aforementioned decreases to NOI, partially offset by decreases in cash interest paid. FFO for the nine month period ended September 30, 2020 was \$33.8 million which represents a \$6.2 million decrease from the comparative period, primarily driven by the aforementioned decreases to NOI and increases in current income tax, partially offset by a \$3.0 million decrease in cash interest, net.

## AFFO

AFFO is a non-IFRS measure that is used by management of the REIT, certain of the real estate industry and investors to measure recurring cash flows, including certain capital costs, leasing costs, tenant improvements and the impact of non-cash revenue. As described above, the REIT calculates AFFO as FFO adjusted for capital expenditures, leasing costs, tenant improvements and straight-line rent. The REIT's calculation is consistent with AFFO as calculated by REALPAC in its White Paper on FFO and AFFO for IFRS, as revised in February 2017. However, the REIT uses AFFO as a cash flow measure and considers it a meaningful measure used to evaluate the cash available for distribution to unitholders, while REALPAC considers AFFO as a recurring economic earnings measure. Accordingly, the REIT's use and calculation of AFFO may be different than the use or as disclosed by other businesses, and as a result, may not be comparable to similar measures presented by others.

The following is a reconciliation of cash flow from operations as included in the REIT's consolidated cash flow statement to AFFO:

|   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| <b>Cash flow from operations</b>              | <b>\$ 10,657</b>                 | <b>\$ 9,420</b>  | <b>\$ 1,237</b>   | <b>\$ 31,302</b>                | <b>\$ 34,945</b> | <b>\$ (3,643)</b> |
| Changes in non-cash working capital items     | (466)                            | 1,076            | (1,542)           | (4,144)                         | (729)            | (3,415)           |
| Disposition costs                             | 16                               | 2,423            | (2,407)           | 3,110                           | 5,367            | (2,257)           |
| Finance charge and mark-to-market adjustments | (395)                            | (405)            | 10                | (1,478)                         | (1,288)          | (190)             |
| Interest, net and TIF note adjustments        | 34                               | 45               | (11)              | 112                             | 189              | (77)              |
| Adjustments for equity investment             | 364                              | 54               | 310               | 229                             | (61)             | 290               |
| Taxes on dispositions                         | 747                              | —                | 747               | 3,450                           | —                | 3,450             |
| Capital                                       | (852)                            | (277)            | (575)             | (1,902)                         | (1,946)          | 44                |
| Leasing costs                                 | (412)                            | (357)            | (55)              | (1,048)                         | (1,073)          | 25                |
| Tenant improvements                           | (739)                            | (837)            | 98                | (2,883)                         | (4,431)          | 1,548             |
| <b>AFFO<sup>1</sup></b>                       | <b>\$ 8,954</b>                  | <b>\$ 11,142</b> | <b>\$ (2,188)</b> | <b>\$ 26,748</b>                | <b>\$ 30,973</b> | <b>\$ (4,225)</b> |

<sup>1</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, AFFO for the nine month period ended September 30, 2020 would be \$27.1 million.

In calculating AFFO, the REIT makes adjustments to FFO for certain items including capital, leasing costs, tenant improvements and straight-line rental revenue.

The following is a reconciliation of FFO to AFFO:

|                                       | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---------------------------------------|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|                                       | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| FFO                                   | \$ 11,487                        | \$ 12,936        | \$ (1,449)        | \$ 33,762                       | \$ 39,945        | \$ (6,183)        |
| Straight-line rental revenue          | (530)                            | (323)            | (207)             | (1,181)                         | (1,522)          | 341               |
| Capital                               | (852)                            | (277)            | (575)             | (1,902)                         | (1,946)          | 44                |
| Leasing costs                         | (412)                            | (357)            | (55)              | (1,048)                         | (1,073)          | 25                |
| Tenant improvements                   | (739)                            | (837)            | 98                | (2,883)                         | (4,431)          | 1,548             |
| <b>AFFO<sup>1</sup></b>               | <b>\$ 8,954</b>                  | <b>\$ 11,142</b> | <b>\$ (2,188)</b> | <b>\$ 26,748</b>                | <b>\$ 30,973</b> | <b>\$ (4,225)</b> |
| <b>AFFO per WA unit<sup>1</sup></b>   | <b>\$ 0.21</b>                   | <b>\$ 0.25</b>   | <b>\$ (0.04)</b>  | <b>\$ 0.63</b>                  | <b>\$ 0.70</b>   | <b>\$ (0.07)</b>  |
| <b>WA number of units outstanding</b> | <b>42,222</b>                    | <b>44,107</b>    | <b>(1,885)</b>    | <b>42,208</b>                   | <b>44,162</b>    | <b>(1,954)</b>    |

<sup>1</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, AFFO and AFFO per unit for the nine month period ended September 30, 2020 would be \$27.1 million and \$0.64, respectively.

The following is a reconciliation of net income to AFFO:

|   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| <b>Net income</b>                             | <b>\$ 7,630</b>                  | <b>\$ 4,513</b>  | <b>\$ 3,117</b>   | <b>\$ 20,337</b>                | <b>\$ 12,307</b> | <b>\$ 8,030</b>   |
| Change in fair value of financial instruments | —                                | 3,671            | (3,671)           | 20                              | 4,658            | (4,638)           |
| Disposition costs                             | 16                               | 2,423            | (2,407)           | 3,110                           | 5,367            | (2,257)           |
| Change in fair value of properties            | 2,829                            | 5,441            | (2,612)           | (572)                           | 4,461            | (5,033)           |
| Deferred income tax expense                   | 2,077                            | 1,238            | 839               | 2,857                           | 4,520            | (1,663)           |
| Unit expense (income)                         | 1,215                            | 397              | 818               | (1,881)                         | 3,793            | (5,674)           |
| Adjustments for equity investment             | 1,088                            | (72)             | 1,160             | 1,675                           | (95)             | 1,770             |
| Taxes on dispositions                         | 747                              | —                | 747               | 3,450                           | —                | 3,450             |
| IFRIC 21 property tax adjustment              | (4,115)                          | (4,675)          | 560               | 4,766                           | 4,934            | (168)             |
| <b>FFO<sup>1</sup></b>                        | <b>\$ 11,487</b>                 | <b>\$ 12,936</b> | <b>\$ (1,449)</b> | <b>\$ 33,762</b>                | <b>\$ 39,945</b> | <b>\$ (6,183)</b> |
| Straight-line rental revenue                  | (530)                            | (323)            | (207)             | (1,181)                         | (1,522)          | 341               |
| Capital                                       | (852)                            | (277)            | (575)             | (1,902)                         | (1,946)          | 44                |
| Leasing costs                                 | (412)                            | (357)            | (55)              | (1,048)                         | (1,073)          | 25                |
| Tenant improvements                           | (739)                            | (837)            | 98                | (2,883)                         | (4,431)          | 1,548             |
| <b>AFFO<sup>1</sup></b>                       | <b>\$ 8,954</b>                  | <b>\$ 11,142</b> | <b>\$ (2,188)</b> | <b>\$ 26,748</b>                | <b>\$ 30,973</b> | <b>\$ (4,225)</b> |

<sup>1</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, FFO and AFFO for the nine month period ended September 30, 2020 would be \$34.1 million and \$27.1 million, respectively.

The following is a calculation of AFFO from NOI:

|   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| NOI   | \$ 23,098                        | \$ 24,385        | \$ (1,287)        | \$ 67,321                       | \$ 74,461        | \$ (7,140)        |
| Other expenses                                | (3,293)                          | (2,707)          | (586)             | (8,797)                         | (8,238)          | (559)             |
| Cash interest, net <sup>1</sup>               | (7,954)                          | (8,776)          | 822               | (23,517)                        | (26,491)         | 2,974             |
| Finance charge and mark-to-market adjustments | (395)                            | (405)            | 10                | (1,478)                         | (1,288)          | (190)             |
| Current income tax (expense) recovery         | (432)                            | 187              | (619)             | (582)                           | 114              | (696)             |
| Adjustments for equity investment             | (67)                             | (71)             | 4                 | (366)                           | (135)            | (231)             |
| Capital                                       | (852)                            | (277)            | (575)             | (1,902)                         | (1,946)          | 44                |
| Leasing costs                                 | (412)                            | (357)            | (55)              | (1,048)                         | (1,073)          | 25                |
| Tenant improvements                           | (739)                            | (837)            | 98                | (2,883)                         | (4,431)          | 1,548             |
| <b>AFFO <sup>2</sup></b>                      | <b>\$ 8,954</b>                  | <b>\$ 11,142</b> | <b>\$ (2,188)</b> | <b>\$ 26,748</b>                | <b>\$ 30,973</b> | <b>\$ (4,225)</b> |

<sup>1</sup> Cash interest, net is comprised of total interest expense less amortization of finance charges and mark-to-market adjustments.

<sup>2</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, AFFO for the nine month period ended September 30, 2020 would be \$27.1 million.

AFFO for the three and nine month periods ended September 30, 2020 was \$9.0 million and \$26.7 million, which represents a decrease of \$2.2 million and \$4.2 million, respectively. The decrease is primarily due to the aforementioned decreases to FFO, partially offset by a decrease in tenant improvement spend.

Capital improvements may include, but are not limited to, items such as parking lot resurfacing and roof replacements. These items are recorded as part of properties. Tenant improvements, leasing commissions, landlord work and maintenance capital expenditures can vary from period to period, at times significantly, depending upon the timing of lease expiries, re-leasing and management's capital plan for the period. Such costs are generally expended for purposes of tenancing and extending existing leases, which create value at the REIT's properties and the portfolio as a whole by increasing contractual cash flow through new and extended leases. The REIT will continue to capitalize on value-add opportunities to revitalize, undertake space improvements and generally maintain the high quality of the properties and tenants. As a result of the natural variability of such costs, the REIT's calculation of AFFO will be variable when comparing current period results to prior periods.

#### Capital, leasing costs and tenant improvements

During the third quarter capital improvements were completed across the portfolio. The majority of capital improvements were completed concurrent to leasing at the REIT's properties with the remainder as minor improvements. The remaining leasing costs were generally related to the high volume of new and renewal activity, totaling 58 leases executed in the current quarter. Leasing costs were well spread out across each deal with no one deal representing a large percentage of the total expenditure. Leasing costs to secure new tenants are generally higher than the costs to renew in-place tenants. In addition to property reinvestment, the leasing capital was comprised of fees related to tenant improvement allowances and other direct leasing costs, such as broker commissions and legal costs. To date the REIT has funded capital and leasing costs using cash flows from operations.

The following is a reconciliation of net income to AFFO using a non-GAAP measure. With the exception of net income, the table includes figures that are recorded as an equity investment, information that is not explicitly disclosed or presented in the consolidated financial statements.

|   | Three months ended September 30, 2020 |                   |                                | Nine months ended September 30, 2020 |                   |                                |
|---|---------------------------------------|-------------------|--------------------------------|--------------------------------------|-------------------|--------------------------------|
|   | Consolidated                          | Equity investment | Proportionate Share (Non-GAAP) | Consolidated                         | Equity investment | Proportionate Share (Non-GAAP) |
| Rental revenue                                  | \$ 31,961                             | \$ 453            | \$ 32,414                      | \$ 94,258                            | \$ 690            | \$ 94,948                      |
| Property operating expenses                     | (4,649)                               | (22)              | (4,671)                        | (31,117)                             | (163)             | (31,280)                       |
| Other expenses                                  | (3,293)                               | —                 | (3,293)                        | (8,797)                              | (140)             | (8,937)                        |
| Interest expense and other financing costs, net | (8,349)                               | (67)              | (8,416)                        | (24,995)                             | (226)             | (25,221)                       |
| Disposition costs                               | (16)                                  | —                 | (16)                           | (3,110)                              | —                 | (3,110)                        |
| Change in fair value of financial instruments   | —                                     | —                 | —                              | (20)                                 | —                 | (20)                           |
| Change in fair value of properties              | (2,829)                               | (1,088)           | (3,917)                        | 572                                  | (1,607)           | (1,035)                        |
| Deferred income tax expense                     | (2,077)                               | —                 | (2,077)                        | (2,857)                              | —                 | (2,857)                        |
| Current income tax (expense)                    | (1,179)                               | —                 | (1,179)                        | (4,032)                              | —                 | (4,032)                        |
| Unit (expense) income                           | (1,215)                               | —                 | (1,215)                        | 1,881                                | —                 | 1,881                          |
| <b>Net income (loss)</b>                        | <b>\$ 8,354</b>                       | <b>\$ (724)</b>   | <b>\$ 7,630</b>                | <b>\$ 21,783</b>                     | <b>\$ (1,446)</b> | <b>\$ 20,337</b>               |
| Disposition costs                               | 16                                    | —                 | 16                             | 3,110                                | —                 | 3,110                          |
| Change in fair value of financial instruments   | —                                     | —                 | —                              | 20                                   | —                 | 20                             |
| Change in fair value of properties              | 2,829                                 | 1,088             | 3,917                          | (572)                                | 1,607             | 1,035                          |
| Deferred income tax expense                     | 2,077                                 | —                 | 2,077                          | 2,857                                | —                 | 2,857                          |
| Unit expense (income)                           | 1,215                                 | —                 | 1,215                          | (1,881)                              | —                 | (1,881)                        |
| Taxes on dispositions                           | 747                                   | —                 | 747                            | 3,450                                | —                 | 3,450                          |
| IFRIC 21 property tax adjustment                | (4,115)                               | —                 | (4,115)                        | 4,766                                | 68                | 4,834                          |
| <b>FFO<sup>1</sup></b>                          | <b>\$ 11,123</b>                      | <b>\$ 364</b>     | <b>\$ 11,487</b>               | <b>\$ 33,533</b>                     | <b>\$ 229</b>     | <b>\$ 33,762</b>               |
| Straight-line rental revenue                    | (530)                                 | —                 | (530)                          | (1,181)                              | —                 | (1,181)                        |
| Capital   | (852)                                 | —                 | (852)                          | (1,902)                              | —                 | (1,902)                        |
| Leasing costs                                   | (412)                                 | —                 | (412)                          | (1,048)                              | —                 | (1,048)                        |
| Tenant improvements                             | (739)                                 | —                 | (739)                          | (2,883)                              | —                 | (2,883)                        |
| <b>AFFO<sup>1</sup></b>                         | <b>\$ 8,590</b>                       | <b>\$ 364</b>     | <b>\$ 8,954</b>                | <b>\$ 26,519</b>                     | <b>\$ 229</b>     | <b>\$ 26,748</b>               |

<sup>1</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, FFO and AFFO for the nine month period ended September 30, 2020 be \$34.1 million and \$27.1 million, respectively.



## DISTRIBUTIONS

The REIT's current monthly distribution to unitholders is \$0.072 per class U unit or \$0.864 per class U unit on an annualized basis. Distributions decreased by \$0.3 million and \$1.0 million for the three and nine month periods ended September 30, 2020 from the respective comparative period. The decrease is due to the 1.9 million units repurchased under the REIT's normal course issuer bid ("NCIB") from September 30, 2019, partially offset by the 1.1% distribution increase in December 2019.

The following table summarizes the REIT's distributions and reconciliation to distributions paid or settled:

|  | Three months ended September 30, |                 |                 | Nine months ended September 30, |                  |                 |
|--|----------------------------------|-----------------|-----------------|---------------------------------|------------------|-----------------|
|  | 2020                             | 2019            | Variance        | 2020                            | 2019             | Variance        |
| <b>Declared</b>                                  |                                  |                 |                 |                                 |                  |                 |
| REIT units distributions                         | \$ 8,854                         | \$ 9,007        | \$ (153)        | \$ 26,562                       | \$ 26,884        | \$ (322)        |
| Exchangeable units of subsidiaries distributions | 233                              | 392             | (159)           | 699                             | 1,337            | (638)           |
|  | <b>\$ 9,087</b>                  | <b>\$ 9,399</b> | <b>\$ (312)</b> | <b>\$ 27,261</b>                | <b>\$ 28,221</b> | <b>\$ (960)</b> |
| Add: Distributions payable, beginning of period  | 3,029                            | 3,133           | (104)           | 3,029                           | 3,157            | (128)           |
| Less: Distributions payable, end of period       | (3,029)                          | (3,133)         | 104             | (3,029)                         | (3,133)          | 104             |
| <b>Distributions paid or settled</b>             | <b>\$ 9,087</b>                  | <b>\$ 9,399</b> | <b>\$ (312)</b> | <b>\$ 27,261</b>                | <b>\$ 28,245</b> | <b>\$ (984)</b> |

### Taxation of distributions

The REIT qualifies as a "mutual fund trust" under the Income Tax Act (Canada). For taxable Canadian resident REIT unitholders, the REIT's distributions were treated as follows for tax purposes for the three most recent years:

| Taxation year, on a per dollar of distribution | Return of capital | Capital gains | Other income |
|--|-------------------|---------------|--------------|
| 2019   | 35.2%             | 11.6%         | 53.2%        |
| 2018   | 78.0%             | —             | 22.0%        |
| 2017   | 44.0%             | —             | 56.0%        |
| 2016   | 35.0%             | —             | 65.0%        |
| 2015 (January to May) <sup>1</sup>             | 45.0%             | —             | 55.0%        |
| 2015 (June to December) <sup>1</sup>           | 39.0%             | —             | 61.0%        |
| 2014   | 48.0%             | —             | 52.0%        |

<sup>1</sup>The change in return of capital and other income in the 2015 year is due to a deemed year end resulting from the acquisition of net assets of Slate U.S. Opportunity (No. 3) Realty Trust.

### FFO payout ratio

The FFO payout ratio is a non-IFRS measure that provides a representation of the distributions generated by the REIT compared to FFO. Management uses this measure on a total and per unit basis to evaluate the REIT's ability to sustain its distributions. The FFO payout ratio is calculated by dividing aggregate distributions made in respect of REIT units and exchangeable units of subsidiaries by FFO during the period of measurement.

The FFO payout ratio was 79.1% and 80.7% for the three and nine month periods ended September 30, 2020, representing a 6.4% and 10.1% increase from the respective comparative period as a result of decreases in FFO due to the disposition of 10 properties, partially offset by decreases in distributions declared due to repurchases over the period.

The table below illustrates the REIT's cash flow capacity, based on FFO, in comparison to its cash distributions:

|  | Three months ended September 30, |                 | Nine months ended September 30, |                  |
|--|----------------------------------|-----------------|---------------------------------|------------------|
|  | 2020                             | 2019            | 2020                            | 2019             |
| FFO  | \$ 11,487                        | \$ 12,936       | \$ 33,762                       | \$ 39,945        |
| Distributions declared <sup>1</sup>              | (9,087)                          | (9,399)         | (27,261)                        | (28,221)         |
| <b>Excess of FFO over distributions declared</b> | <b>\$ 2,400</b>                  | <b>\$ 3,537</b> | <b>\$ 6,501</b>                 | <b>\$ 11,724</b> |
| <b>FFO payout ratio<sup>2</sup></b>              | <b>79.1%</b>                     | <b>72.7%</b>    | <b>80.7%</b>                    | <b>70.6%</b>     |

<sup>1</sup>Distributions declared represent distributions on REIT units and exchangeable units of subsidiaries.

<sup>2</sup>Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, the FFO payout ratio for the nine month period ended September 30, 2020 would be 80.0%.

## AFFO payout ratio

The AFFO payout ratio is a non-IFRS measure that provides a representation of the distributions generated by the REIT compared to AFFO. Management uses this measure on a total and per unit basis to evaluate the REIT's ability to sustain its distributions. The AFFO payout ratio is calculated by dividing aggregate distributions made in respect of REIT units and exchangeable units of subsidiaries by AFFO during the period of measurement.

As described above, the REIT's determination of AFFO includes actual capital, leasing costs and tenant improvements, which can vary from period to period, at times significantly, depending upon the timing of lease expiries, re-leasing and management's capital plan for the period. As a result of the natural variability of such costs, the REIT's calculation of its AFFO payout ratio will be variable when comparing current period results to prior periods, and accordingly, inherently more volatile than the REIT's FFO payout ratio which does not include such costs. The actual ratio may from time-to-time be outside of this range.

The REIT strives to maintain an AFFO payout ratio that provides steady and reliable distributions to unitholders. As a result, the REIT is focused on maintaining a policy that provides a high level of certainty that the distribution will be maintained over time. Currently, the REIT's monthly distribution to unitholders was \$0.072 per class U unit or \$0.864 on an annualized basis.

The AFFO payout ratio for the three and nine month periods ended September 30, 2020 was 101.5% and 101.9% which represents a 17.1% and 10.8% increase from the respective comparative period. On a trailing twelve month basis, the AFFO payout ratio was 97.9%, which represents a 3.1% increase over the same period in the prior year. On a pro forma basis, using annualized third quarter AFFO and the current distribution of \$0.072 per month, the AFFO payout ratio would be 102.9%.

The table below illustrates the REIT's cash flow capacity, based on AFFO, in comparison to its cash distributions:

|   | Three months ended September 30, |                 | Nine months ended September 30, |                 |
|---|----------------------------------|-----------------|---------------------------------|-----------------|
|   | 2020                             | 2019            | 2020                            | 2019            |
| AFFO  | \$ 8,954                         | \$ 11,142       | \$ 26,748                       | \$ 30,973       |
| Distributions declared <sup>1</sup>               | (9,087)                          | (9,399)         | (27,261)                        | (28,221)        |
| <b>Excess of AFFO over distributions declared</b> | <b>\$ (133)</b>                  | <b>\$ 1,743</b> | <b>\$ (513)</b>                 | <b>\$ 2,752</b> |
| <b>AFFO payout ratio<sup>2</sup></b>              | <b>101.5%</b>                    | <b>84.4%</b>    | <b>101.9%</b>                   | <b>91.1%</b>    |

<sup>1</sup> Distributions declared represent distributions on REIT units and exchangeable units of subsidiaries.

<sup>2</sup> Adjusting to exclude the impact of the refinanced credit facility and extinguished mortgage during the first quarter of 2020, AFFO payout ratio for the nine month period ended September 30, 2020 would be 100.7%.

The REIT's distributions declared were in excess of AFFO of \$0.5 million for the nine month period ended September 30, 2020. The REIT has maintained a consistent distribution rate despite period over period variances in cash from operating activities.

For the nine month period ended September 30, 2020 the REIT's cash flow from operating activities exceeded distributions paid by \$4.0 million. For the year ended December 31, 2019 and 2018, the REIT's cash flow from operating activities exceeded distributions paid by \$6.9 million and \$20.4 million, respectively.

|  | Nine months ended  |                    | Year ended December 31, |      |
|--|--------------------|--------------------|-------------------------|------|
|  | September 30, 2020 |                    | 2019                    | 2018 |
| Cash flows from operating activities   | \$ 31,302          | \$ 44,478          | \$ 57,823               |      |
| Net income   | 20,337             | 26,323             | 2,461                   |      |
| Cash distributions paid or payable relating to the period                          | (27,261)           | (37,559)           | (37,422)                |      |
| <b>Excess of cash flows from operating activities over cash distributions paid</b> | <b>\$ 4,041</b>    | <b>\$ 6,919</b>    | <b>\$ 20,401</b>        |      |
| <b>Shortfall of net income over cash distributions paid</b>                        | <b>\$ (6,924)</b>  | <b>\$ (11,236)</b> | <b>\$ (34,961)</b>      |      |

The REIT's distributions paid in the nine month period ended September 30, 2020 were funded by the REIT's revolver and cash from operations. The REIT believes the current shortfall does not impact the sustainability of the REIT's future distributions and that the REIT expects distributions for the remaining 2020 year will continue to be funded through cash flows from operating activities.

## Impact of interest rate changes

The REIT strives to maintain a conservative AFFO payout ratio in order to continue to provide steady and reliable distributions to unitholders. The actual ratio may from time-to-time be outside of this range as a result of operational results, including changes in interest rates, and the timing of capital and leasing costs. Management expects there will be normal deviations from this rate due to timing and natural volatility in the operations of the business. Management evaluates various factors in determining the appropriate distribution policy including estimates of future NOI, near-term grocery-anchor lease turnover, future capital requirements and interest rate changes.

In order to mitigate interest rate risk, the REIT has entered into notional amount pay-fixed receive-float interest rate swap contracts to hedge the cash flow risk associated with monthly U.S. LIBOR based interest payments on a portion of the REIT's floating rate debt. As a result of the interest rate swaps, 98.6% of the REIT's debt is now subject to fixed rates. The weighted average fixed rate of the REIT's interest rate swaps was 2.21% in comparison to one-month U.S. LIBOR at 0.15% at September 30, 2020 with a weighted average term to maturity of 2.7 years.

On February 4, 2020, the REIT terminated \$150.0 million of its \$300.0 million interest rate swap, with an effective date of November 2, 2016. The realized gain as a result of the termination was blended into the pay-fixed rate of the REIT's \$100.0 million interest rate swap, with a maturity date of September 22, 2022, which was reduced to 1.41% and resulted in an increase to the weighted average pay-fixed rate of the REIT's swap portfolio to 2.205%.

The terms of the interest rate swaps are as follows:

|                        |                   |                    |                 |                 | <b>Total/<br/>Weighted average</b> |
|------------------------|-------------------|--------------------|-----------------|-----------------|------------------------------------|
| Pay-fixed rate         | 1.104%            | 1.411%             | 2.884%          | 2.925%          | <b>2.205%</b>                      |
| Notional amount        | \$ 150,000        | \$ 100,000         | \$ 175,000      | \$ 175,000      | <b>\$ 600,000</b>                  |
| Receive-floating rate  | One-month LIBOR   | One-month LIBOR    | One-month LIBOR | One-month LIBOR |                                    |
| Maturity date          | February 26, 2021 | September 22, 2022 | August 22, 2023 | August 22, 2025 |                                    |
| Remaining term (years) | 0.4               | 2                  | 2.9             | 4.9             | <b>2.7</b>                         |

## INCOME TAX

The REIT's operations and the associated net income occur within partially owned, flow through entities such as partnerships. Any tax liability on taxable income attributable to the Slate Grocery exchangeable unitholders is incurred directly by the unitholders as opposed to Slate Retail Investment L.P., the REIT's most senior taxable subsidiary. Accordingly, although the REIT's consolidated net income includes income attributable to Slate Grocery exchangeable unitholders, the consolidated tax provision includes only the REIT's proportionate share of the applicable taxes.

For the three and nine month periods ended September 30, 2020 the deferred income tax expense was \$2.1 million and \$2.9 million, respectively (three month period ended September 30, 2019 – \$1.2 million, nine month period ended September 30, 2019 – \$4.5 million). The REIT's deferred income tax expense relates mainly to changes in the differences between the fair value of the REIT's properties and the corresponding undepreciated value for income tax purposes.

Total branch profit taxes paid as of September 30, 2020 was nil (September 30, 2019 – \$0.1 million). Branch profit tax is tax imposed on U.S. earned income that is repatriated to Canada.

## RELATED PARTY TRANSACTIONS

Pursuant to the terms of a management agreement dated April 15, 2014, the Manager provides all management services to the REIT. The Manager agreed to provide certain services in connection with the business of the REIT, including: the structuring of the REIT, liaising with legal and tax counsel; identifying properties for acquisition; maintaining ongoing relationships with the lenders in respect of the mortgage loans for the Properties; conducting continuous analysis of market conditions; and advising with respect to the disposition of the Properties. In return for its service, the Manager receives the following fees:

- i an asset management fee equal to 0.4% of the total assets of the REIT;
- ii an acquisition fee in an amount equal to 0.75% of the gross purchase price of each property (or interest in a property), including the price, due diligence costs, closing costs, legal fees, and additional capital costs for all properties indirectly acquired by the REIT; and
- iii an annual incentive fee, calculated in arrears, in an aggregate amount equal to 15% of the REIT's funds from operation per class U unit as derived from the annual financial statements of the REIT in excess of \$1.34, subject to ordinary course adjustments for certain transactions affecting the class U units and increasing annually by 50% of the increase in the U.S. consumer price index.

|                  | Three months ended September 30, |                 | Nine months ended September 30, |                 |
|------------------|----------------------------------|-----------------|---------------------------------|-----------------|
|                  | 2020                             | 2019            | 2020                            | 2019            |
| Asset management | \$ 1,308                         | \$ 1,387        | \$ 3,859                        | \$ 4,169        |
| Acquisition      | —                                | —               | 685                             | —               |
| <b>Total</b>     | <b>\$ 1,308</b>                  | <b>\$ 1,387</b> | <b>\$ 4,544</b>                 | <b>\$ 4,169</b> |

Related party transactions incurred and payable to the Manager for the three and nine month periods ended September 30, 2020 was \$1.3 million and \$4.5 million, respectively. These transactions are in the normal course of operations and are in accordance with the management agreement and are measured at the exchange amount. The exchange amount is the consideration established under contract and as approved by the REIT's Board of Trustees.

The management agreement provides for an incentive fee to be earned based on an FFO per unit target that grows annually, in part, with inflation, whereby the Manager is entitled to 15% of the excess of FFO above the target. For the nine month period, no incentive fee was recognized as the target threshold was not met.

## MAJOR CASH FLOW COMPONENTS

The REIT is able to meet all of its obligations as they become due and have sufficient liquidity from the following sources: (i) cash flow from operating activities and (ii) financing availability through the REIT's revolving credit facility and conventional mortgage debt secured by income-producing properties.

|                         | Nine months ended September 30, |                 |
|-------------------------|---------------------------------|-----------------|
|                         | 2020                            | 2019            |
| Operating activities    | \$ 31,302                       | \$ 34,945       |
| Investing activities    | 11,470                          | 74,056          |
| Financing activities    | (40,608)                        | (106,421)       |
| <b>Increase in cash</b> | <b>\$ 2,164</b>                 | <b>\$ 2,580</b> |

Cash flows from operating activities relate to the collection of rent and payment of property operating expenses. Cash flows from operating activities, net of interest expense are able to satisfy the REIT's distribution requirements and will be used to fund on-going operations and expenditures for leasing capital and property capital.

Cash flows used in investing activities relate to property acquisitions and property dispositions made by the REIT, and additions to the properties through capital and leasing expenditures.

Cash flows from financing activities relate to the servicing of mortgages, additional drawdowns on the REIT's revolver for the acquisition of properties during the year, repurchases of units and distributions paid to unitholders.

## PART IV – FINANCIAL CONDITION

### DEBT

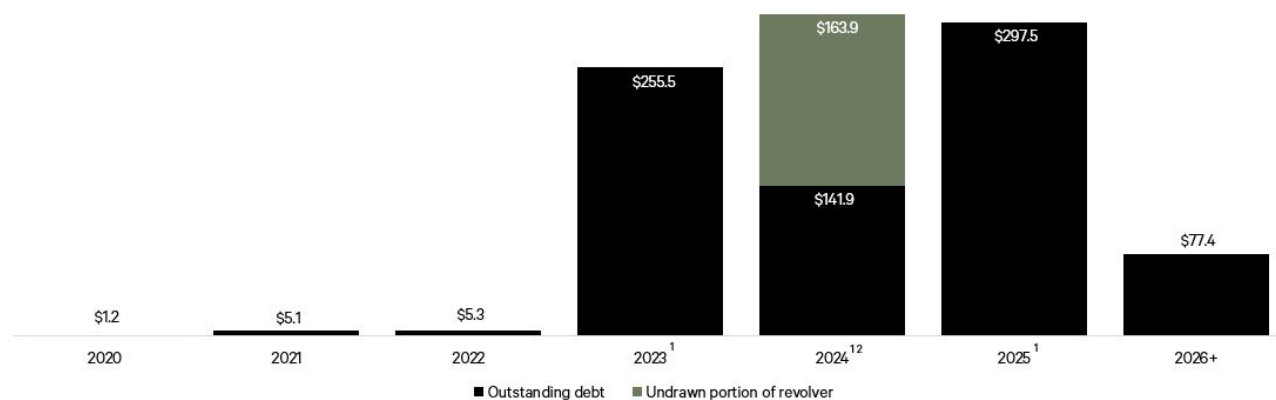
The REIT's overall borrowing strategy is to obtain financing with terms to maturity that are appropriate having regard to the lease maturity profiles of the underlying properties and which allows the REIT to (i) stagger debt maturities that reduce its exposure to interest rate fluctuations and re-financing risk in any particular period, (ii) minimize financing costs, and (iii) maintain flexibility with respect to property operations. The success of this strategy is dependent upon debt market parameters existing at the time of borrowing, as well as the particular features and quality of the underlying assets being financed. If this strategy is unsuccessful, mortgage principal repayments would be funded by operating cash flows, additional draws under the REIT's revolver, financing of income-producing properties or by issuances of equity.

The REIT's acquisition strategy is backed through a growing unencumbered portfolio of properties. The REIT's revolver, term loan and term loan 2 provide the required flexibility to support the REIT's acquisition pipeline. The credit facility and term loan 2 represents a significant component of the REIT's funding, which allows the REIT to maintain flexibility in its portfolio by avoiding debt that constricts portfolio capital recycling and redevelopment while minimizing unused cash positions. In addition to the credit facility and term loan 2, the REIT has ready access to alternative funding sources, including financial institutions for financing arrangements and investors at competitive rates. Management continues to monitor interest rate risk of the REIT's debt portfolio. As a result of the interest rate swap, 98.6% of the REIT's debt is now subject to fixed rates.

The weighted-average term of the REIT's debt is 4.2 years at a weighted average cost of 3.98%.

#### Debt Maturity Profile

(in \$US millions)



<sup>1</sup> Debt available to be drawn is subject to certain covenants as provided in the REIT's lending agreements, including generally, a maximum of 65% Consolidated Total Indebtedness to Gross Asset Value. The term loan and term loan 2 provide for different spreads over one-month U.S. LIBOR depending on the ratio of the Consolidated Total Indebtedness to Gross Asset Value. The applicable spread for the term loan and term loan 2 where Consolidated Total Indebtedness to Gross Asset Value is: (i) less than or equal to 45% is 125 bps; (ii) greater than 45% but less than or equal to 50% is 140 bps; (iii) greater than 50% but less than or equal to 55% is 150 bps (iv) greater than 55% but less than or equal to 60% is 175 bps; and (v) greater than 60% is 195 bps. The applicable spread for the revolver where Consolidated Total Indebtedness to Gross Asset Value is: (i) less than or equal to 45% is 135 bps; (ii) greater than 45% but less than or equal to 50% is 145 bps; (iii) greater than 50% but less than or equal to 55% is 160 bps (iv) greater than 55% but less than or equal to 60% is 185 bps; and (v) greater than 60% is 205 bps.

<sup>2</sup> Excludes two six-month extension options exercisable at the REIT's option for the revolver. With the two six-month extension options the weighted average debt maturity of the REIT's debt portfolio is 4.4 years.

Debt held by the REIT is as follows:

|  |                  |                          |                          |                   |                                      | September 30, 2020 | December 31, 2019 |
|--|------------------|--------------------------|--------------------------|-------------------|--------------------------------------|--------------------|-------------------|
|  | Maturity         | Term to maturity (years) | Effective rate           | Principal         | Mark-to-market adjustments and costs | Carrying amount    | Carrying amount   |
| Revolver <sup>1 2 3 4 5</sup>                                    | March 21, 2024   | 0.6                      | 2.55%                    | \$ 136,138        | \$ (1,569)                           | \$ 134,569         | \$ 76,800         |
| Term loan <sup>1 2 4</sup>                                       | March 21, 2025   | 1.3                      | 2.57%                    | 225,000           | (1,220)                              | 223,780            | 361,776           |
| Term loan 2 <sup>1 2 4</sup>                                     | February 9, 2023 | 0.8                      | 2.55%                    | 250,000           | (1,224)                              | 248,776            | 248,872           |
| Mortgage   | March 1, 2021    | N/A                      | 5.75%                    | —                 | —                                    | —                  | 10,511            |
| Mortgage   | January 1, 2025  | 0.2                      | 3.80%                    | 42,613            | (733)                                | 41,880             | 42,532            |
| Mortgage   | July 1, 2025     | 0.3                      | 4.14%                    | 40,581            | (420)                                | 40,161             | 41,259            |
| Mortgage   | January 1, 2031  | 0.1                      | 5.50%                    | 7,145             | 117                                  | 7,262              | 7,645             |
| Mortgage   | March 18, 2030   | 1.1                      | 3.48%                    | 82,589            | (1,491)                              | 81,098             | —                 |
| <b>Total / weighted average</b>                                  |                  | <b>4.2<sup>5</sup></b>   | <b>3.98%<sup>6</sup></b> | <b>\$ 784,066</b> | <b>\$ (6,540)</b>                    | <b>\$ 777,526</b>  | <b>\$ 789,395</b> |
| <b>Share of debt classified as equity investment<sup>7</sup></b> |                  |                          |                          |                   |                                      | <b>6,946</b>       | <b>5,733</b>      |
| <b>Total debt including equity investment</b>                    |                  |                          |                          |                   |                                      | <b>\$ 784,472</b>  | <b>\$ 795,128</b> |

<sup>1</sup> The weighted average interest rate has been calculated using the September 30, 2020 U.S. LIBOR rate for purposes of the revolver, term loan and term loan 2.

<sup>2</sup> Debt available to be drawn is subject to certain covenants as provided in the REIT's lending agreements, including generally, a maximum of 65% Consolidated Total Indebtedness to Gross Asset Value (the "consolidated leverage ratio"). The applicable spread for the revolver where the consolidated leverage ratio is: (i) less than or equal to 45% is 135 bps; (ii) greater than 45% but less than or equal to 50% is 145 bps; (iii) greater than 50% but less than or equal to 55% is 160 bps (iv) greater than 55% but less than or equal to 60% is 185 bps; and (v) greater than 60% is 205 bps. The applicable spread for the term loan and term loan 2 where the consolidated leverage ratio is: (i) less than or equal to 45% is 125 bps; (ii) greater than 45% but less than or equal to 50% is 140 bps; (iii) greater than 50% but less than or equal to 55% is 150 bps (iv) greater than 55% but less than or equal to 60% is 175 bps; and (v) greater than 60% is 195 bps.

<sup>3</sup> The revolver requires a stand-by fee to be paid in an amount equal to 0.25% of the unused portion of the revolver where the unused portion is greater than or equal to 50% of the maximum amount available and 0.15% of the unused portion of the revolver where the unused portion is less than 50% of the maximum amount available, calculated daily.

<sup>4</sup> The revolver, term loan and term loan 2 are secured by a general pledge of equity of certain subsidiaries of the REIT. Collectively, those subsidiaries hold an interest in 58 of the REIT's properties.

<sup>5</sup> Excludes a two-six month extension options exercisable at the REIT's option. With the two-six month extensions the weighted average debt maturity of the REIT's debt portfolio is 4.4 years.

<sup>6</sup> The weighted average interest rate includes the impact of pay-fixed receive-float swaps.

<sup>7</sup> Bears interest at a rate of 2.91% at September 30, 2020 and has a maturity date of January 28, 2022.

On February 21, 2020, the REIT refinanced its existing revolving credit facility and term loan (the "credit facility") for four and five-year terms, respectively, for an aggregate of \$525.0 million. The REIT has also reduced pricing on its credit facility and \$250.0 million term loan. The revolver, term loan and term loan 2 bears interest at U.S. LIBOR plus an applicable margin. The refinancing resulted in a \$0.6 million charge to income which represents the unamortized finance costs associated with revolver and term loan.

On March 18, 2020, The REIT entered into an \$83.3 million 10-year mortgage loan, bearing interest of 3.48%. The loan is secured by a pool of eight properties and is non-recourse to the REIT. Proceeds from the loan were used to reduce borrowings on the REIT's revolver.

On March 20, 2020, the REIT extinguished a mortgage of \$10.1 million, bearing interest of 5.75% with borrowings from the REIT's revolver. The REIT recognized a \$0.3 million gain on extinguishment related to unamortized financing costs and mark-to-market adjustments. No prepayment penalty was incurred.

The carrying amount of debt was \$777.5 million at September 30, 2020, which represents a decrease of \$11.9 million compared to December 31, 2019, mainly due to principal repayments on the REIT's revolver and mortgages funded by cash received from the disposal of seven properties and cash generated from operations, partially offset by drawdowns on the revolver to fund the acquisition of seven properties during the period.

## DEBT TO GROSS BOOK VALUE

The REIT's Declaration of Trust provides for restrictions as to the maximum aggregate amount of leverage that may be undertaken. Specifically, the Declaration of Trust provides that the REIT is not permitted to exceed financial leverage in excess of 65% of gross book value, as defined by the Declaration of Trust. A calculation of debt to gross book value ratio is as follows:

|                       | September 30, 2020 | December 31, 2019 |
|-----------------------|--------------------|-------------------|
| Gross book value      | \$ 1,302,849       | \$ 1,315,080      |
| Debt                  | 777,526            | 789,395           |
| <b>Leverage ratio</b> | <b>59.7%</b>       | <b>60.0%</b>      |

The REIT's leverage ratio has decreased by 0.3% for the nine month period ended September 30, 2020 to 59.7% from December 31, 2019 due to repayments on the revolver as a result of the disposal of seven properties, partially offset by drawdowns on the revolver to fund seven acquisitions during the period.

Additional investment and operating guidelines are provided for by the Declaration of Trust. The REIT is in compliance with these guidelines.



The REIT's revolver, term loan and term loan 2 are subject to financial and other covenants. The following are the primary financial covenants, with all terms defined by the lending agreement:

|  | Threshold | September 30, 2020 | December 31, 2019 |
|--|-----------|--------------------|-------------------|
| Maximum leverage ratio: consolidated total indebtedness shall not exceed 65% of gross asset value                            | < 65%     | 60.3%              | 58.8%             |
| Minimum fixed charge coverage ratio: adjusted EBITDA to consolidated fixed charges shall not be less than 1.50x <sup>1</sup> | > 1.50x   | 2.17x              | 2.25x             |

<sup>1</sup> Adjusted EBITDA is defined as earnings before interest, tax, depreciation and amortization, as defined by the Amended and Restated Credit Agreement for the revolver and term loan, and the Credit Agreement for term loan 2.

## ADJUSTED EBITDA

Adjusted EBITDA is a non-IFRS measure and is used by the REIT to monitor the REIT's ability to satisfy and service its debt as well as monitor requirements imposed by the REIT's lenders. Specifically, adjusted EBITDA is used to monitor the REIT's leverage ratio and interest coverage ratio, which the REIT uses to measure its debt profile and assess its ability to satisfy its obligations, including servicing its debt. Management views adjusted EBITDA as a proxy for operating cash flow prior to interest costs. Adjusted EBITDA represents earnings before interest, income taxes, fair value gains (losses) from both financial instruments and investment properties, while also excluding non-recurring items such as transaction costs from dispositions, acquisitions or other events.

The following is a reconciliation from net income to adjusted EBITDA:

|   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|---|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| <b>Net income</b>                               | <b>\$ 7,630</b>                  | <b>\$ 4,513</b>  | <b>\$ 3,117</b>   | <b>\$ 20,337</b>                | <b>\$ 12,307</b> | <b>\$ 8,030</b>   |
| Interest expense and other financing costs, net | 8,349                            | 9,181            | (832)             | 24,995                          | 27,779           | (2,784)           |
| Change in fair value of financial instruments   | —                                | 3,671            | (3,671)           | 20                              | 4,658            | (4,638)           |
| Disposition costs                               | 16                               | 2,423            | (2,407)           | 3,110                           | 5,367            | (2,257)           |
| Change in fair value of properties              | 2,829                            | 5,441            | (2,612)           | (572)                           | 4,461            | (5,033)           |
| Deferred income tax expense                     | 2,077                            | 1,238            | 839               | 2,857                           | 4,520            | (1,663)           |
| Current income tax expense (recovery)           | 1,179                            | (187)            | 1,366             | 4,032                           | (114)            | 4,146             |
| Unit expense (income)                           | 1,215                            | 397              | 818               | (1,881)                         | 3,793            | (5,674)           |
| Adjustments for equity investment               | 1,155                            | (1)              | 1,156             | 2,041                           | 40               | 2,001             |
| Straight-line rent revenue                      | (530)                            | (323)            | (207)             | (1,181)                         | (1,522)          | 341               |
| IFRIC 21 property tax adjustment                | (4,115)                          | (4,675)          | 560               | 4,766                           | 4,934            | (168)             |
| <b>Adjusted EBITDA</b>                          | <b>\$ 19,805</b>                 | <b>\$ 21,678</b> | <b>\$ (1,873)</b> | <b>\$ 58,524</b>                | <b>\$ 66,223</b> | <b>\$ (7,699)</b> |

|                                   | Three months ended September 30, |                  |                   | Nine months ended September 30, |                  |                   |
|-----------------------------------|----------------------------------|------------------|-------------------|---------------------------------|------------------|-------------------|
|                                   | 2020                             | 2019             | Variance          | 2020                            | 2019             | Variance          |
| Rental revenue                    | \$ 31,961                        | \$ 34,545        | \$ (2,584)        | \$ 94,258                       | \$ 106,977       | \$ (12,719)       |
| Property operating expenses       | (4,649)                          | (5,287)          | 638               | (31,117)                        | (36,002)         | 4,885             |
| Other expenses                    | (3,293)                          | (2,707)          | (586)             | (8,797)                         | (8,238)          | (559)             |
| Adjustments for equity investment | 431                              | 125              | 306               | 595                             | 74               | 521               |
| Straight-line rent revenue        | (530)                            | (323)            | (207)             | (1,181)                         | (1,522)          | 341               |
| IFRIC 21 property tax adjustment  | (4,115)                          | (4,675)          | 560               | 4,766                           | 4,934            | (168)             |
| <b>Adjusted EBITDA</b>            | <b>\$ 19,805</b>                 | <b>\$ 21,678</b> | <b>\$ (1,873)</b> | <b>\$ 58,524</b>                | <b>\$ 66,223</b> | <b>\$ (7,699)</b> |

## INTEREST COVERAGE RATIO

In addition to the REIT's level of indebtedness calculated in accordance with the REIT's Declaration of Trust, management also monitors the REIT's interest coverage ratio, which is a non-IFRS measure. The interest coverage ratio is useful in determining the REIT's ability to service the interest requirements of its outstanding debt. The interest coverage ratio is calculated by dividing Adjusted EBITDA by the REIT's interest obligations for the period. Management utilizes this ratio to measure and monitor leverage. Additionally, Adjusted EBITDA is also a non-IFRS measure and is used by the REIT to monitor its interest coverage ratio as well as monitor requirements imposed by the REIT's lenders. Management views Adjusted EBITDA as a proxy for operating cash flow prior to interest costs. Adjusted EBITDA represents earnings before interest, income taxes, distributions, fair value gains (losses) from both financial instruments and properties, while also excluding certain items not related to operations such as transaction costs from dispositions, acquisitions, debt termination costs, or other events.

The following is a calculation of Adjusted EBITDA and the REIT's interest coverage ratio:

|                                | Three months ended September 30, |                  | Nine months ended September 30, |                  |
|--------------------------------|----------------------------------|------------------|---------------------------------|------------------|
|                                | 2020                             | 2019             | 2020                            | 2019             |
| NOI                            | \$ 23,098                        | \$ 24,385        | \$ 67,321                       | \$ 74,461        |
| Other expenses                 | (3,293)                          | (2,707)          | (8,797)                         | (8,238)          |
| <b>Adjusted EBITDA</b>         | <b>\$ 19,805</b>                 | <b>\$ 21,678</b> | <b>\$ 58,524</b>                | <b>\$ 66,223</b> |
| Cash interest paid             | (7,988)                          | (8,821)          | (23,629)                        | (26,704)         |
| <b>Interest coverage ratio</b> | <b>2.48x</b>                     | <b>2.46x</b>     | <b>2.48x</b>                    | <b>2.48x</b>     |

The interest coverage ratio for the three month period ended September 30, 2020 was 2.48x compared to 2.46x in the same quarter of the prior year. The increase is mainly due to the decreases in cash interest paid, partially offset by decrease in NOI from the aforementioned dispositions. For the nine month period ended September 30, 2020, the interest coverage ratio was 2.48x, the 2019 period.

## LIQUIDITY AND CAPITAL RESOURCES

The principal liquidity needs of the REIT arise from: (i) working capital requirements, (ii) debt servicing and repayment obligations which includes the term loans, revolver and the mortgages, (iii) distributions to unitholders, (iv) planned funding of maintenance capital expenditures and leasing costs, and (v) future property acquisition funding requirements.

Cash flows from operating the REIT's property portfolio, available funding under the REIT's revolver, and cash on hand represent the primary sources of liquidity. Cash flows from operations are dependent upon occupancy levels, rental rates, collection of rents, recoveries of operating costs and operating costs. Working capital requirements of the REIT primarily include the payment of operating expenses, leasing costs, maintenance capital and distributions. Working capital needs are generally funded through cash generated from operations, which has historically exceeded such requirements.

The REIT manages its cash flow from operating activities by maintaining a target debt level. The debt to gross book value, as defined in the Declaration of Trust, as at September 30, 2020 is 59.7% (December 31, 2019 – 60.0%).

### Contractual commitments

The REIT has the following contractual commitments:

|   | Total contractual cash flow | In one year or less | In more than one year but not more than three years | In more than three years but not more than five years | In more than five years |
|---|-----------------------------|---------------------|---|---|-------------------------|
| Accounts payable and accrued liabilities    | \$ 24,447                   | \$ 24,447           | \$ —  | \$ —  | \$ —                    |
| Revolver <sup>12</sup>                      | 136,138                     | —                   | —   | 136,138   | —                       |
| Revolver interest payable <sup>12,3</sup>   | 11,822                      | 3,394               | 6,764   | 1,664   | —                       |
| Term loan <sup>12</sup>                     | 225,000                     | —                   | —   | 225,000   | —                       |
| Term loan interest payable <sup>12</sup>    | 21,562                      | 4,707               | 9,375   | 7,480   | —                       |
| Term loan 2 <sup>2,4</sup>                  | 250,000                     | —                   | 250,000   | —   | —                       |
| Term loan 2 interest payable <sup>2,4</sup> | 12,282                      | 5,230               | 7,052   | —   | —                       |
| Mortgages <sup>5</sup>                      | 172,928                     | 5,061               | 10,750  | 79,066  | 78,051                  |
| Mortgage interest payable <sup>5</sup>      | 24,706                      | 2,848               | 5,523   | 5,275   | 11,060                  |
| Letters of credit                           | 117                         | 117                 | —   | —   | —                       |
| Interest rate swap, net of cash outflows    | 40,809                      | 11,699              | 20,487  | 8,623   | —                       |
| Exchangeable units of subsidiaries          | 8,507                       | —                   | —   | —   | 8,507                   |
| <b>Total</b>                                | <b>\$ 928,318</b>           | <b>\$ 57,503</b>    | <b>\$ 309,951</b>                                   | <b>\$ 463,246</b>                                     | <b>\$ 97,618</b>        |

<sup>1</sup> Revolver and term loan interest payable is calculated on \$136.1 million and \$225.0 million (balance outstanding) using an estimated "all in" interest rate of 2.19% and 2.09% respectively under the "less than one year" column. The long-term average interest rate is based on the 30-day LIBOR forward curve plus the specified margin for the LIBOR rate option under the term loan resulting in an "all-in" interest rate of 2.16%. The total revolver and term loan interest payable is calculated until maturity of the initial term.

<sup>2</sup> Excludes the impact of the REIT's \$600.0 million pay-fixed, receive-float interest rate swaps that hedge a portion of the cash flow risk associated with one-month U.S. LIBOR based interest payments.

<sup>3</sup> Includes stand-by fee on the revolver to be paid in an amount equal to 0.25% of the unused portion of the revolver where the unused portion is greater than or equal to 50% of the maximum amount available and 0.15% of the unused portion of the revolver where the unused portion is less than 50% of the maximum amount available, calculated daily.

<sup>4</sup> Term loan 2 interest payable is calculated on \$250.0 million (balance outstanding) using an estimated "all in" interest rate of 2.09% under the "less than one year" column. The long-term average interest rate is based on the 30-day LIBOR curve plus the specified margin for the LIBOR rate option under the term loan 2 and results in an anticipated decrease to the "all-in" interest rate to 2.07%. The total term loan 2 interest payable is calculated until maturity.

<sup>5</sup> Includes the REIT's share of debt held in its equity accounted property investment.

## REIT UNITS AND EXCHANGEABLE UNITS OF SUBSIDIARIES

The units of the REIT are presented as equity instruments while exchangeable units of subsidiaries are presented as financial liabilities in accordance with IAS 32, *Financial Instruments: Presentation*.

The exchangeable units of subsidiaries are redeemable at the option of the holder for cash or class U units of the REIT as determined by the REIT. Distributions paid on exchangeable units of subsidiaries are recorded as unit expense in the period in which they become payable. The exchangeable units of subsidiaries are measured at fair value at each reporting period with any changes in fair value recognized in net and income.

REIT units and exchangeable units of subsidiaries outstanding for the nine month period ended September 30, 2020 and their respective class U equivalent amounts if converted are as follows:

| Class / type  | REIT units    |            |            | Exchangeable units of subsidiaries |                  |            | Total class U units equivalent |
|---|---------------|------------|------------|------------------------------------|------------------|------------|--------------------------------|
|   | U             | A          | I          | SG1 <sup>1</sup>                   | SG2 <sup>1</sup> | GAR B      |                                |
| Balance, December 31, 2019                          | 40,463        | 247        | 282        | 28                                 | 920              | 132        | 42,072                         |
| Exchanged   | 39            | (39)       | —          | —                                  | —                | —          | —                              |
| <b>Class U units equivalent, September 30, 2020</b> | <b>40,502</b> | <b>208</b> | <b>282</b> | <b>28</b>                          | <b>920</b>       | <b>132</b> | <b>42,072</b>                  |

<sup>1</sup>"SG1" and "SG2" means Slate Grocery One exchangeable units and Slate Grocery Two exchangeable units, respectively.

### Normal course issuer bid

The REIT has an NCIB which was most recently renewed on May 26, 2019. The NCIB remains in effect until the earlier of May 25, 2021 or the date on which the REIT has purchased an aggregate of 3.7 million class U units, representing 10% of the REIT's public float of 36.7 million class U units at the time of entering the NCIB through the facilities of the TSX.

For the nine month period ended September 30, 2020, no class U units have been purchased and subsequently canceled under the NCIB.

## ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities are comprised of the following:

|  | September 30, 2020 | December 31, 2019 |
|--|--------------------|-------------------|
| Trade payables and accrued liabilities | \$ 17,020          | \$ 11,366         |
| Prepaid rent                           | 3,717              | 5,126             |
| Tenant improvements payable            | 318                | 103               |
| Other payables                         | 3,392              | 4,802             |
| <b>Total</b>                           | <b>\$ 24,447</b>   | <b>\$ 21,397</b>  |

Included in trade payables and accrued liabilities are operating expenses, property taxes, and capital and leasing expenses. Other payables include trustee fees, accrued interest payable and other non-operating items.

## ACCOUNTS RECEIVABLE

The accounts receivable balance is comprised of the following:

|                                 | September 30, 2020 | December 31, 2019 |
|---------------------------------|--------------------|-------------------|
| Rent receivable                 | \$ 6,932           | \$ 3,475          |
| Allowance for doubtful accounts | (1,180)            | (673)             |
| Accrued recovery income         | 4,358              | 5,751             |
| Other receivables               | 2,994              | 3,172             |
| <b>Total</b>                    | <b>\$ 13,104</b>   | <b>\$ 11,725</b>  |

Rent receivable consists of base rent and operating expense recoveries. Management has provided for \$1.2 million (December 31, 2019 – \$0.7 million) as an allowance for doubtful accounts and anticipates that the unprovided balance is collectible. As a result of the COVID-19 pandemic, the REIT has entered into short-term rent deferral programs with certain tenants of which \$0.7 million remains outstanding at September 30, 2020.

Accrued recovery income represents amounts that have not yet been billed to tenants for operating expenses, mainly real estate taxes, and are generally billed and paid in the following year. Other receivables represent non-operating amounts.

The aging analysis of rent receivable past due but not impaired, net of allowance for doubtful accounts, is as follows:

|                      | September 30, 2020 | December 31, 2019 |
|----------------------|--------------------|-------------------|
| Current to 30 days   | \$ 2,663           | \$ 1,629          |
| 31 to 60 days        | 745                | 273               |
| 61 to 90 days        | 575                | 190               |
| Greater than 90 days | 1,769              | 710               |
| <b>Total</b>         | <b>\$ 5,752</b>    | <b>\$ 2,802</b>   |

The net amounts aged greater than 90 days are at various stages of the collection process and are considered collectible by management.

## EQUITY INVESTMENT

The REIT accounts for its investment in a property development joint venture using the equity method. On January 25, 2019, the REIT acquired a 50% partnership interest in Windmill Plaza, a grocery-anchored shopping centre located in Sterling Heights, Michigan, in a joint-venture partnership with The Kroger Company for \$7.3 million, before transaction costs. Consideration for the partnership interest included settlement of the REIT's note receivable in the amount of \$9.4 million and interest receivable of \$2.2 million, assumed debt and cash on hand.

The change in the REIT's equity investment is as follows:

|  | Nine months ended September 30, |                 |
|--|---------------------------------|-----------------|
|  | 2020                            | 2019            |
| Beginning of the period                              | \$ 5,049                        | \$ —            |
| Contribution of note receivable and accrued interest | —                               | 11,644          |
| Cash contributions                                   | —                               | 3,131           |
| Distribution of financing proceeds                   | —                               | (2,551)         |
| Proceeds from partner investment                     | —                               | (7,476)         |
| <b>Net cost of equity investment</b>                 | <b>\$ 5,049</b>                 | <b>\$ 4,748</b> |
| Capital contributions                                | —                               | 150             |
| Share of (loss) income in equity investment          | (1,446)                         | 34              |
| <b>End of the period</b>                             | <b>\$ 3,603</b>                 | <b>\$ 4,932</b> |

The financial position of the REIT's equity investment is as follows:

|                                   | September 30, 2020 | December 31, 2019 |
|-----------------------------------|--------------------|-------------------|
| <b>Assets</b>                     |                    |                   |
| Property                          | \$ 22,084          | \$ 22,454         |
| Current assets                    | 1,148              | 1,296             |
|                                   | <b>\$ 23,232</b>   | <b>\$ 23,750</b>  |
| <b>Liabilities</b>                |                    |                   |
| Debt <sup>1</sup>                 | \$ 13,892          | \$ 11,466         |
| Other non-current liabilities     | 14                 | 15                |
| Current liabilities               | 2,120              | 2,171             |
|                                   | <b>\$ 16,026</b>   | <b>\$ 13,652</b>  |
| <b>Net assets at 100%</b>         | <b>\$ 7,206</b>    | <b>\$ 10,098</b>  |
| <b>At the REIT's 50% interest</b> | <b>\$ 3,603</b>    | <b>\$ 5,049</b>   |

<sup>1</sup>Bears interest at a rate of 2.91% at September 30, 2020 and has a maturity date of January 28, 2022.

The following represents the summary of income:

|  | Three months ended September 30, |               | Nine months ended September 30, |              |
|--|----------------------------------|---------------|---------------------------------|--------------|
|  | 2020                             | 2019          | 2020                            | 2019         |
| Rental revenue   | \$ 906                           | \$ 330        | \$ 1,380                        | \$ 416       |
| Property operating expenses                                      | (44)                             | (44)          | (326)                           | (216)        |
| Other expenses   | —                                | —             | (280)                           | 30           |
| Interest expense and other financing costs, net                  | (134)                            | (142)         | (452)                           | (300)        |
| Change in fair value of property                                 | (2,176)                          | 108           | (3,214)                         | 138          |
| <b>Net (loss) income and comprehensive (loss) income at 100%</b> | <b>\$ (1,448)</b>                | <b>\$ 252</b> | <b>\$ (2,892)</b>               | <b>\$ 68</b> |
| <b>At the REIT's 50% interest</b>                                | <b>\$ (724)</b>                  | <b>\$ 126</b> | <b>\$ (1,446)</b>               | <b>\$ 34</b> |

#### Management fees

Pursuant to the terms of the property management and leasing agreement, and the development services agreement, the REIT provides property, leasing and development manager services to Windmill Plaza. In return for its services, the REIT receives the following fees:

- property management fees calculated based on gross income of each tenant;
- development fees for the management of the construction in adherence with the property's development plan; and
- leasing commissions for all executed leases.

Total management fees earned by the REIT under the agreement for the three and nine month periods ended September 30, 2020 were nil and \$0.2 million, respectively (three month period ended September 30, 2019 – \$0.1 million, nine month period ended September 30, 2019 – \$0.3 million).

#### SUBSEQUENT EVENT

- On October 5, 2020, the REIT completed the disposition of Roxborough Marketplace, located in Littleton, Colorado and an outparcel at Robson Crossing located in Atlanta, Georgia. The property and outparcel were sold for \$18.4 million and \$0.6 million, respectively.
- On October 15, 2020, the REIT declared monthly distributions of \$0.072 per class U unit. Holders of class A units, class I units and units of subsidiaries of the REIT were also entitled to receive an equivalent distribution.

## PART V – ACCOUNTING AND CONTROL

### USE OF ESTIMATES

The preparation of the REIT consolidated financial statements in conformity with IFRS requires management to make estimates, judgments and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Management's estimates are based on historical experience and other assumptions that are believed to be reasonable under the circumstances. Actual results could differ from those estimates under different assumptions.

### CRITICAL ACCOUNTING ESTIMATES

The REIT has identified the estimate of the fair value of its properties as a critical accounting estimate due to the significance of the estimate to the REIT's financial position and impact of changes on fair value to net income. Estimating the fair value of real property is characterized by uncertainty, both in terms of differences between different methods of valuation but also in the selection of assumptions to reflect the property being valued, certain of which are subjective. There is no assurance that management's, or a third-party's, estimate of fair value would be realized on sale due to the specific and unique aspects of real property, including their location, liquidity, tenants and the local demand and supply of competing properties for tenants.

The REIT determines the fair value of properties based upon the overall income capitalization rate method, the discounted cash flow method, direct comparison approach or through a combination of methods. All methods are generally accepted appraisal methodologies. If a third-party appraisal is not obtained for a property, management uses one or a combination of the overall income capitalization rate method and the discounted cash flow method. In certain circumstances, the direct comparison approach is used by comparing properties to similar properties that have sold, but adjusting for differences in the nature, location and other relevant considerations of the properties. The valuation methodology used, or combination of methodologies used, is based on the applicability and reliability of the relative approaches in the context of the subject property.

The fair values of properties are measured individually without consideration to their aggregate value on a portfolio basis. No consideration is given to diversification benefits related to single property tenant risk and geography, the value of assembling a portfolio or to the utilization of a common management platform, amongst other benefits. As a result, the fair value of the REIT's properties taken in aggregate may differ from the fair value of properties measured individually in the REIT's consolidated statements of financial position.

The following is a summary of the methodologies undertaken by management to estimate the fair value of the REIT's properties:

#### **Overall income capitalization approach**

The overall income capitalization approach evaluates a property's potential to generate cash flows and converts those cash flows into a present value. Generally, the REIT estimates a stabilized NOI and applies a capitalization rate to that income to estimate fair value. Stabilized NOI is determined as the property's potential gross income that could be generated at full capacity, less a vacancy and collection allowance. The capitalization rate used is derived from analysis of comparable sales data and the relative relationship of other properties' NOI over their sale price and industry surveys. In many cases, industry surveys are available that provide indicative ranges of capitalization rates for recently sold properties or views on value, however, certain adjustments are required to adjust for the specific nature, location and quality of properties.

#### **Direct comparison approach**

This approach involves comparing properties similar to the property for which fair value is being estimated and making adjustments to reconcile differences in size, location, nature and the quality of the property.

A summary of the significant assumptions used in the REIT's estimate of fair value as at September 30, 2020 is included on page 29 of this MD&A. Changes in these assumptions would have a significant impact on the REIT's estimate of fair value, which can be impacted by changes in demand for properties similar to those owned by the REIT, expectations of market rents, the covenant quality of tenants and the general economic environment.

The REIT determines the fair value of properties based upon the overall income capitalization rate method. Historically, estimates of fair value have in certain instances included valuations completed for transaction or lending purposes, in which case a discounted cash flow approach was also used.

### NEW ACCOUNTING POLICIES

#### **IFRS 3, *Business Combinations* ("IFRS 3")**

The REIT has adopted the amendments to IFRS 3 on January 1, 2020. The amendments have narrowed and clarified the definition of a business. The objective of the amendment is to assist companies in determining whether an acquisition made is of a business or a group of assets. It also permits a simplified assessment of whether an acquired set of activities and assets is a group of assets rather than a business. These amendments have been applied to the REIT's acquisition transactions during the year. The adoption of the amended standard did not have an impact on the REIT's consolidated financial statements.

#### **Interest Rate Benchmark Reform**

In September 2019, the IASB issued *Interest Rate Benchmark Reform – Amendments to IFRS 9 – Financial Instruments ("IFRS 9") and IFRS 7 – Financial Instruments: Disclosures ("IFRS 7")*. These amendments modify specific hedge accounting requirements to allow hedge accounting to continue for affected hedges during the period of uncertainty before the hedged items or hedging instruments affected by the current interest



rate benchmarks are amended as a result of the on-going interest rate benchmark reforms. The REIT chose to early apply the amendments to IFRS 9 for the reporting period ended December 31, 2019, which were mandatory for annual reporting periods beginning on or after January 1, 2020. Adopting these amendments has allowed the REIT to continue hedge accounting during the period of uncertainty arising from interest rate benchmark reforms.

In August 2020, the IASB issued *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”))*. The objective of the second phase of the IASB's project was to assist entities in providing useful information about the effects of the transition to alternative benchmark rates and support preparers in applying the requirements of the IFRS Standards when changes are made to contractual cash flows or hedging relationships as a result of the transition to an alternative benchmark interest rate. The amendments affect the basis for determining the contractual cash flows as a result of benchmark interest rate reform, hedge accounting and disclosures. The amendments are effective for annual periods beginning on or after January 1, 2021 with early application permitted and include retrospective application with reinstatement of hedge relationships. The REIT is currently in the process of assessing the impact of adopting the amendments in Phase II on its consolidated financial statements.

## CONTROL AND PROCEDURES

The REIT's management, under the supervision of its Chief Executive Officer (“CEO”) and Chief Financial Officer (“CFO”), is responsible for establishing and maintaining disclosure controls and procedures (“DC&P”) and internal controls over financial reporting (“ICFR”), as such terms are defined in National Instrument 52-109 – *Certification of Disclosure in Issuers' Annual and Interim Filings* (“NI 52-109”).

DC&P are those controls and other procedures that are designed to provide reasonable assurance that all material information required to be disclosed by the REIT in annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in the securities legislation. Furthermore, DC&P are those controls and other procedures that are designed to ensure that material information required to be disclosed by the REIT in annual filings, interim filings or other reports filed or submitted under securities legislation is accumulated and communicated to the REIT's management, including its CEO and CFO, as appropriate to allow timely decisions regarding required disclosure.

ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The REIT has applied the *Internal Control – Integrated Framework (2013)* published by the Committee of Sponsoring Organizations of the Treadway Commission for the design of its ICFR for the nine month period ended September 30, 2020.

The REIT's CEO and CFO, along with the assistance of others, have designed disclosure controls and procedures to provide reasonable assurance that material information relating to the REIT is made known to the CEO and CFO, and have designed internal controls over financial reporting and disclosure to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS, as at September 30, 2020.

No changes were made in the REIT's design of ICFR during the nine month period ended September 30, 2020, that have materially affected, or are reasonably likely to materially affect, the REIT's ICFR.

In designing such controls, it should be recognized that due to inherent limitations, any controls or control systems, no matter how well designed and operated, can provide only reasonable, and not absolute, assurance that the objectives of the control system 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 or prevented. These inherent limitations include, without limitation, (i) the possibility that management's assumptions and judgments may ultimately prove to be incorrect under varying conditions and circumstances; or (ii) the impact of isolated errors.

Additionally, controls may be circumvented by unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any control system 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. Projections of any evaluations of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

## PART VI – PROPERTY TABLES

At September 30, 2020, the REIT owns a portfolio of 76 grocery-anchored properties. The portfolio consists of 9,728,179 square feet of GLA with an occupancy rate of 92.5%.

| Property                    | Location         | Associated MSA                     | Area (SF)        | % of Total   | Occ. % | Anchor            |
|-----------------------------|------------------|------------------------------------|------------------|--------------|--------|-------------------|
| 98 Palms                    | Destin           | Crestview-Fort Walton Beach-Destin | 84,682           |              | 100.0% | Winn-Dixie        |
| Bellview Plaza              | Pensacola        | Pensacola                          | 82,910           |              | 100.0% | Publix            |
| Bloomington Plaza           | Brandon          | Tampa-St. Petersburg               | 83,237           |              | 36.7%  | Vacant            |
| Cordova Commons             | Pensacola        | Pensacola                          | 164,343          |              | 100.0% | The Fresh Market  |
| Errol Plaza                 | Orlando          | Orlando                            | 76,582           |              | 100.0% | Winn-Dixie        |
| Eustis Village              | Eustis           | Orlando                            | 156,927          |              | 97.0%  | Publix            |
| Good Homes Plaza            | Ocoee            | Orlando                            | 165,741          |              | 98.5%  | Publix            |
| Oak Hill Village            | Jacksonville     | Jacksonville                       | 78,492           |              | 100.0% | Publix            |
| Salerno Village Square      | Stuart           | Port St. Lucie                     | 77,677           |              | 93.5%  | Winn-Dixie        |
| Uptown Station              | Beach            | Pensacola                          | 272,616          |              | 91.2%  | Winn-Dixie        |
| Wedgewood Commons           | Stuart           | Port St. Lucie                     | 152,708          |              | 73.6%  | Publix            |
| <b>Total Florida</b>        |                  |                                    | <b>1,395,915</b> | <b>14.3%</b> |        |                   |
| Lake Raystown Plaza         | Huntingdon       | Harrisburg                         | 140,159          |              | 97.3%  | Giant Foods       |
| Northland Center            | State College    | State College                      | 111,718          |              | 97.1%  | Giant Foods       |
| Norwin Town Square          | Huntingdon       | Pittsburgh                         | 141,466          |              | 96.8%  | Shop 'n Save      |
| Shops at Cedar Point        | Allentown        | Allentown-Bethlehem-Easton         | 130,583          |              | 95.7%  | Weis              |
| Summit Ridge                | Mount Pleasant   | Pittsburgh                         | 240,884          |              | 95.1%  | Walmart           |
| West Valley Marketplace     | Allentown        | Allentown-Bethlehem-Easton         | 259,207          |              | 96.9%  | Walmart           |
| <b>Total Pennsylvania</b>   |                  |                                    | <b>1,024,017</b> | <b>10.5%</b> |        |                   |
| 11 Galleria                 | Greenville       | Greenville                         | 105,608          |              | 84.8%  | The Fresh Market  |
| Battleground Village        | Greensboro       | Greensboro-High Point              | 73,207           |              | 98.0%  | Vacant            |
| Flowers Plantation          | Clayton          | Raleigh                            | 53,500           |              | 92.1%  | Food Lion         |
| Fuquay Crossing             | Fuquay-Varnia    | Raleigh                            | 96,638           |              | 94.6%  | Harris Teeter     |
| Independence Square         | Charlotte        | Charlotte                          | 190,361          |              | 99.4%  | Super Global Mart |
| Mooresville Consumer Square | Mooresville      | Charlotte                          | 272,860          |              | 97.3%  | Walmart           |
| Mooresville Town Square     | Mooresville      | Charlotte                          | 98,262           |              | 99.0%  | Lowes Foods       |
| Harper Hill Commons         | Winston-Salem    | Winston-Salem                      | 96,914           |              | 85.0%  | Harris Teeter     |
| Renaissance Square          | Davidson         | Charlotte                          | 80,467           |              | 89.2%  | Harris Teeter     |
| Alexander Pointe            | Salisbury        | Charlotte                          | 57,710           |              | 95.1%  | Harris Teeter     |
| North Summit Square         | Winston-Salem    | Winston-Salem                      | 224,530          |              | 96.1%  | Sam's Club        |
| <b>Total North Carolina</b> |                  |                                    | <b>1,350,057</b> | <b>13.9%</b> |        |                   |
| Abbott's Village            | Alpharetta       | Atlanta                            | 109,586          |              | 97.7%  | Publix            |
| Birmingham Shoppes          | Milton           | Atlanta                            | 82,905           |              | 95.7%  | Publix            |
| Duluth Station              | Duluth           | Atlanta                            | 94,966           |              | 81.6%  | Publix            |
| Locust Grove                | Locust Grove     | Atlanta                            | 89,567           |              | 93.7%  | Publix            |
| Merchants Crossing          | Newnan           | Atlanta                            | 174,059          |              | 98.7%  | Kroger            |
| Robson Crossing             | Flowery Branch   | Atlanta                            | 103,840          |              | 98.8%  | Publix            |
| <b>Total Georgia</b>        |                  |                                    | <b>654,923</b>   | <b>6.7%</b>  |        |                   |
| Barefoot Commons            | Beach            | Myrtle Beach-Conway                | 90,702           |              | 91.8%  | BI-LO             |
| Dill Creek Commons          | Greer            | Greenville-Spartanburg-Anderson    | 72,526           |              | 100.0% | BI-LO             |
| Dorman Centre               | Spartanburg      | Greenville-Spartanburg-Anderson    | 388,502          |              | 94.3%  | Walmart           |
| Little River Pavilion       | Beach            | Myrtle Beach-Conway                | 63,823           |              | 100.0% | Lowes Foods       |
| North Augusta Plaza         | North Augusta    | Augusta-Richmond                   | 229,730          |              | 91.7%  | Publix            |
| <b>Total South Carolina</b> |                  |                                    | <b>845,283</b>   | <b>8.7%</b>  |        |                   |
| Cambridge Crossings         | Troy             | Detroit                            | 238,963          |              | 100.0% | Walmart           |
| Canton Shopping Center      | Canton           | Detroit                            | 72,361           |              | 87.7%  | ALDI              |
| City Center Plaza           | Westland         | Detroit                            | 97,670           |              | 97.2%  | Kroger            |
| Stadium Center              | Port Huron       | Detroit-Warren-Dearborn            | 92,538           |              | 93.5%  | Kroger            |
| Windmill Plaza              | Sterling Heights | Detroit                            | 104,797          |              | 87.7%  | Kroger            |
| <b>Total Michigan</b>       |                  |                                    | <b>606,329</b>   | <b>6.2%</b>  |        |                   |

| Property                   | Location         | Associated MSA                      | Area (SF)        | % of Total    | Occ. %       | Anchor        |
|----------------------------|------------------|-------------------------------------|------------------|---------------|--------------|---------------|
| East Brainerd Mall         | Brainerd         | Minneapolis-St Paul                 | 191,459          |               | 95.6%        | Cub Foods     |
| Mapleridge Center          | Maplewood        | Minneapolis-St Paul                 | 114,681          |               | 90.7%        | Hy-Vee        |
| North Branch Marketplace   | North Branch     | Minneapolis-St Paul                 | 72,895           |               | 100.0%       | County Market |
| Phalen Retail Center       | St Paul          | Minneapolis-St Paul                 | 73,678           |               | 98.4%        | Cub Foods     |
| Plymouth Station           | Plymouth         | Minneapolis-St Paul                 | 114,069          |               | 96.4%        | Hy-Vee        |
| <b>Total Minnesota</b>     |                  |                                     | <b>566,782</b>   | <b>5.8%</b>   |              |               |
| Highland Square            | Crossville       | Nashville                           | 179,732          |               | 85.1%        | Kroger        |
| North Hixson Marketplace   | Hixson           | Chattanooga                         | 64,254           |               | 90.7%        | Food City     |
| St. Elmo Central           | Chattanooga      | Chattanooga                         | 74,999           |               | 100.0%       | Food City     |
| Sunset Plaza               | Johnson City     | Johnson City                        | 143,752          |               | 100.0%       | Kroger        |
| Westhaven Town Center      | Franklin         | Nashville                           | 63,904           |               | 100.0%       | Kroger        |
| <b>Total Tennessee</b>     |                  |                                     | <b>526,641</b>   | <b>5.5%</b>   |              |               |
| Hocking Valley Mall        | Lancaster        | Columbus                            | 181,393          |               | 96.2%        | Kroger        |
| Mulberry Square            | Milford          | Cincinnati                          | 146,763          |               | 81.6%        | Kroger        |
| <b>Total Ohio</b>          |                  |                                     | <b>328,156</b>   | <b>3.4%</b>   |              |               |
| Charles Town Plaza         | Charles Town     | Washington-Baltimore                | 206,146          |               | 97.6%        | Walmart       |
| Eastpointe Shopping Center | Clarksburg       | Morgantown                          | 181,016          |               | 96.0%        | Kroger        |
| <b>Total West Virginia</b> |                  |                                     | <b>387,162</b>   | <b>4.0%</b>   |              |               |
| Glidden Crossing           | DeKalb           | Chicago-Naperville-Joliet           | 98,683           |               | 92.4%        | Schnucks      |
| North Lake Commons         | Lake Zurich      | Chicago-Naperville-Joliet           | 121,099          |               | 86.8%        | Jewel Osco    |
| Plaza St. Clair            | Fairview Heights | St. Louis                           | 97,459           |               | 71.1%        | Schnucks      |
| <b>Total Illinois</b>      |                  |                                     | <b>317,241</b>   | <b>3.3%</b>   |              |               |
| Southgate Crossing         | Minot            | Minot                               | 159,780          |               | 68.3%        | CashWise      |
| Watford Plaza              | Watford City     | Williston                           | 101,798          |               | 98.7%        | CashWise      |
| <b>Total North Dakota</b>  |                  |                                     | <b>261,578</b>   | <b>2.7%</b>   |              |               |
| East Little Creek          | Norfolk          | Virginia Beach-Norfolk-Newport News | 68,770           |               | 100.0%       | Kroger        |
| Bermuda Crossroads         | Chester          | Richmond                            | 122,566          |               | 98.4%        | Food Lion     |
| Gainsborough Square        | Chesapeake       | Virginia Beach-Norfolk-Newport News | 88,862           |               | 92.8%        | Food Lion     |
| Indian Lakes Crossings     | Virginia Beach   | Virginia Beach-Norfolk-Newport News | 64,973           |               | 95.0%        | Harris Teeter |
| Smithfield Shopping Plaza  | Smithfield       | Virginia Beach-Norfolk-Newport News | 134,664          |               | 72.2%        | Kroger        |
| <b>Total Virginia</b>      |                  |                                     | <b>479,835</b>   | <b>4.9%</b>   |              |               |
| Stone House Square         | Hagerstown       | Washington-Baltimore                | 112,274          |               | 91.6%        | Weis          |
| <b>Total Maryland</b>      |                  |                                     | <b>112,274</b>   | <b>1.2%</b>   |              |               |
| Roxborough Marketplace     | Littleton        | Denver Aurora-Lakewood              | 101,624          |               | 95.1%        | Safeway       |
| Westminster Plaza          | Westminster      | Denver Aurora-Lakewood              | 98,999           |               | 92.2%        | VASA          |
| <b>Total Colorado</b>      |                  |                                     | <b>200,623</b>   | <b>2.1%</b>   |              |               |
| Derry Meadows Shoppes      | Derry            | Manchester-Nashua                   | 187,001          |               | 77.5%        | Hannaford     |
| <b>Total New Hampshire</b> |                  |                                     | <b>187,001</b>   | <b>1.9%</b>   |              |               |
| Alta Mesa Plaza            | Fort Worth       | Dallas-Ft Worth                     | 167,961          |               | 83.6%        | Kroger        |
| <b>Total Texas</b>         |                  |                                     | <b>167,961</b>   | <b>1.7%</b>   |              |               |
| Taylorville Town Center    | Taylorville      | Salt Lake City                      | 112,507          |               | 97.2%        | Macey's Fresh |
| <b>Total Utah</b>          |                  |                                     | <b>112,507</b>   | <b>1.2%</b>   |              |               |
| Forest Plaza               | Fond du Lac      | Fond du Lac                         | 123,028          |               | 100.0%       | Pick 'N Save  |
| <b>Total Wisconsin</b>     |                  |                                     | <b>123,028</b>   | <b>1.2%</b>   |              |               |
| Stonefield Square          | Louisville       | Louisville                          | 80,866           |               | 68.9%        | Vacant        |
| <b>Total Kentucky</b>      |                  |                                     | <b>80,866</b>    | <b>0.8%</b>   |              |               |
| <b>Total / WA</b>          |                  |                                     | <b>9,728,179</b> | <b>100.0%</b> | <b>92.5%</b> |               |

# Corporate Information

Slate Grocery REIT is an unincorporated, open-ended investment trust fund under and governed by the laws of the Province of Ontario. The REIT focuses on acquiring, owning and leasing a portfolio of grocery-anchored real estate properties. The REIT has a current portfolio that spans 9.7 million square feet of GLA and consists of 76 grocery-anchored properties located in the U.S.

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## Trustees

Thomas Farley, Chairman<sup>1 2 3</sup>  
Corporate Director

Marc Rouleau<sup>1 2</sup>  
Corporate Director

Colum Bastable, FCA (IRL)<sup>1 2 3</sup>  
Corporate Director

Patrick Flatley<sup>3</sup>  
Partner,  
Lincoln Land Services

Andrea Stephen<sup>1 2 3</sup>  
Corporate Director

Blair Welch<sup>3</sup>  
Partner and Co-founder,  
Slate Asset Management

Brady Welch  
Partner and Co-founder,  
Slate Asset Management

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## Head Office

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E info@slateam.com

## Independent Auditors

Deloitte LLP  
Chartered Professional Accountants  
Toronto, Canada

## Stock Exchange Listing and Symbol

The REIT's units are listed on the Toronto Stock Exchange and trade under the symbols SGR.U (quoted in US dollars) and SGR.UN (quoted in Canadian dollars)

## Registrar and Transfer Agent

TSX Trust Company  
301 - 100 Adelaide Street W  
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The REIT's website [www.slategroceryreit.com](http://www.slategroceryreit.com) provides additional information regarding the REIT's portfolio, investment strategy, management and corporate governance. Additionally, the Investor section includes news, presentations, events, regulatory filings and stock information.

<sup>1</sup> Compensation Governance and Nomination Committee

<sup>2</sup> Audit Committee

<sup>3</sup> Investment Committee



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