

# LETTER TO UNITHOLDERS

We are pleased to report on another solid quarter and performance through the first three months of 2021, with growth in FFO per Trust Unit of 4.8% compared to the same period a year ago.

Boardwalk's continued track record of resilient and strong financial performance is a result of our Team's commitment to finding innovative and efficient ways to attract and retain Resident Members and deliver our exceptional product quality, service, and experience despite the challenging pandemic environment.

Through the winter months and the third-wave of this pandemic, our Boardwalk team has increased occupancy each month since February to optimize revenue and position the Trust for the seasonally-strong spring and summer rental season. Rental demand continues to be strong with vaccines well underway and in advance of further demand growth potential from the return of students and immigration. Our progress on sustainable incentive reductions on lease renewals continues, and we remain focused on investing our retained cash flow toward value-enhancing improvements geared toward value and affordability across our Canadian portfolio.

Our top priority remains the health and safety of both our Resident Members and our Team in delivering our essential service of housing to our Residents across the country. We remain ever grateful for our front line and essential service providers, including our Boardwalk Team of Heroes who work tirelessly to provide safe and affordable housing in all our markets.

### **CORPORATE PROFILE**

Boardwalk REIT strives to be Canada's friendliest landlord and is a leading owner/ operator of multi-family rental communities. Providing homes in more than 200 communities, with over 33,000 residential units totaling over 28 million net rentable square feet, Boardwalk has a proven long-term track record of building better communities, where love always lives™. Our three-tiered and distinct brands: Boardwalk Living, Boardwalk Communities and Boardwalk Lifestyle, cater to a large and diverse demographic and has evolved to capture the life cycle of all Resident Members. Boardwalk's disciplined approach to capital allocation, acquisition, development, purposeful re-positioning and management of apartment communities allows the Trust to provide its brand of community across Canada creating exceptional Resident Member experiences. Differentiated by its peak performance culture, Boardwalk is committed to delivering exceptional service, product quality and experience to our Resident Members who reward us with high retention and market leading operating results; which in turn, lead to higher free cash flow and investment returns, stable monthly distributions and value creation for all our stakeholders.



### First Quarter Financial Highlights

Highlights of the Trust's First Quarter 2021 Financial Results (\$ millions, except per Unit amounts)	3 Months Mar. 31, 2021				% Change	
Operational Highlights						
Total Rental Revenue	\$	115.8	\$	116.0	(0.2)%	
Same Property Total Rental Revenue *	\$	113.4	\$	114.6	(1.0)%	
Net Operating Income (NOI)	\$	63.9	\$	64.7	(1.2)%	
Same Property NOI *	\$	64.1	\$	65.7	(2.5)%	
Operating Margin		55.2%		55.7%		
Same Property Operating Margin *		56.5%		57.4%		
Financial Highlights						
Funds From Operations (FFO) **	\$	33.2	\$	31.5	5.5%	
Adjusted Funds From Operations (AFFO) **	\$	24.8	\$	22.7	9.1%	
Profit for the Period ***	\$	29.0	\$	57.9	(49.9)%	
FFO per Unit	\$	0.65	\$	0.62	4.8%	
AFFO per Unit	\$	0.49	\$	0.45	8.9%	
Net Asset Value						
IFRS Asset Value per Diluted Unit (Trust & LP B), period end	\$	118.01	\$	120.04		
Debt Outstanding per Diluted Unit, period end	\$	(60.79)	\$	(58.41)		
Net Asset Value (NAV) per Diluted Unit (Trust & LP B), period end	\$	57.22	\$	61.63		
Cash per Diluted Unit (Trust & LP B), period end	\$	0.71	\$	0.61		
Total per Diluted Unit (Trust & LP B), period end	\$	57.93	\$	62.24		

<sup>\*</sup> Same Property figures exclude un-stabilized properties and sold assets.

The Trust's IFRS asset value of its investment properties, for the three months ended March 31, 2021, decreased from the prior year primarily as a result of adjustments to market rent, increase in non-controllable expenses, and vacancy assumptions due to the COVID-19 pandemic. The sequential increase from the prior quarter was largely related to a decrease in cap rates in Ontario and Quebec City. The Trust's current net asset value of its investment properties equates to approximately \$175,000 per apartment door.

Continued Highlights of the Trust's First Quarter 2021 Financial Results	3 Months Mar. 31, 2021				% Change
Liquidity, Debt and Distributions					
Cash Position, period end	\$	36,300			
Subsequent Committed/Funded Financing	\$	58,000			
Line of Credit	\$	199,800			
Total Available Liquidity	\$	294,100			
Liquidity as a % of Period Total Debt		9%			
Debt (net of cash) as a % of Reported Asset Value		51%			
Principal Outstanding, period end	\$	3,003,586	\$	2,854,239	
Interest Coverage Ratio (Rolling 4 quarters)		2.82		2.78	
Regular Distributions Declared (Trust Units & LP B Units)	\$	12.8	\$	12.8	0.1%
Regular Distributions Declared Per Unit (Trust Units & LP B Units)	\$	0.250	\$	0.250	0.0%
Regular Payout as a % FFO		38.4%		40.5%	
Stabilized Apartment Units		32,909		32,769	
Un-Stabilized Units		487		575	
Total Apartment Units		33,396		33,344	

<sup>\*\*</sup> Funds from Operations and Adjusted Funds from Operations are both non-GAAP financial measures with detailed reconciliations provided in the Trust's Management Discussion & Analysis (MD&A).

<sup>\*\*\*</sup> Profit for the period as defined by IFRS includes the changes in assets and/or liabilities carried at fair value three months ended March 31, 2021.

### **Resilient Operational Results**

Portfolio Highlights for the First Quarter of 2021	Ma	Mar. 2021		Mar. 2020	
Average Occupancy (Quarter Average) *	!	94.86%	96.03%		
Average Monthly Rent (Period Ended)	\$	1,128	\$	1,143	
Average Market Rent (Period Ended)	\$	1,330	\$	1,337	
Average Occupied Rent (Period Ended)	\$	1,186	\$	1,185	
Loss-to-Lease (Period Ended) (\$ millions)	\$	54.2	\$	58.0	
Loss-to-Lease Per Trust Unit (Period Ended)	\$	1.06	\$	1.14	

<sup>\*</sup> Average occupancy is adjusted to be on a same-property basis.

	Nov. 2020	Dec. 2020	Jan. 2021	Feb. 2021	Mar. 2021	Apr. 2021
Stabilized Portfolio Occupancy	95.8%	95.2%	94.8%	94.7%	95.0%	95.7%

Occupancy for the quarter decreased compared to the same period a year ago due to the pandemic. Monthly sequential occupancy has increased within Boardwalk's stabilized portfolio increasing by 100 basis points since February. Market rents were lowered in select markets to increase occupancy and optimize revenue. Average occupied rent increased when compared to the same period a year ago as the Trust focuses on reducing incentives on lease renewals.

For the quarter, same-property revenue growth in Ontario, Quebec, and Saskatchewan resulted in same-property NOI growth of 9.6%, 7.8%, and 3.4%, respectively. These positive contributions were achieved through high occupancy, revenue optimization and controllable operating expense savings, offsetting increases in non-controllable costs. Together, these regions represent approximately 40% of NOI.

For the first quarter, higher vacancy, and higher non-controllable expenses such as property tax, utilities, and insurance, partially offset by a reduction in controllable expenses resulted in Boardwalk's Edmonton and Calgary portfolios decrease in same-property NOI of 9.4% and 6.0%, respectively, as compared to the same period in 2020. The Trust anticipates a return to quarterly sequential revenue growth with increasing occupancy and sustainable incentive reductions on lease renewals.

Overall, in the first quarter, controllable expense savings limited operating expense increase to 1.0% and when paired with negative revenue growth of 1.0%, resulted in portfolio stabilized negative NOI growth of 2.5%, each as compared to the same period in 2020.

Mar. 31 2021 – 3 M	# of Units	% Revenue Growth	% Operating Expense Growth	% Net Operating Income Growth	% of NOI
Edmonton	12,906	(4.3)%	1.7%	(9.4)%	34.2%
Calgary	5,798	(2.4)%	3.9%	(6.0)%	21.5%
Red Deer	939	(2.6)%	(2.2)%	(2.9)%	2.1%
Grande Prairie	645	(3.1)%	(1.8)%	(4.3)%	1.6%
Fort McMurray	352	(2.6)%	1.8%	(6.7)%	0.9%
Alberta	20,640	(3.6)%	2.0%	(7.8)%	60.3%
Quebec	6,000	2.9%	(4.9)%	7.8%	20.8%
Saskatchewan	3,684	3.1%	2.8%	3.4%	11.0%
Ontario	2,585	6.5%	2.0%	9.6%	7.9%
	32,909	(1.0)%	1.0%	(2.5)%	100.0%

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## Providing our Essential Service of Safe and Affordable Housing Through COVID-19

The health, safety, and well-being of our Resident Members and Associates remain our top priority; and as we continue to deliver homes to our Resident Members through this pandemic, Boardwalk remains committed to providing transparency and information to its stakeholders:

- At the end of April 2021; Boardwalk has collected 98.7% of its rental revenue due in April
  - Boardwalk continues to offer flexible payment options to its Resident Members who may require payment plans
- Boardwalk's rent collection through the COVID-19 pandemic has remained consistent has remained consistent with collection levels pre-COVID

## Strong Liquidity Position With Access To Record Low Interest Rates

The Trust utilized the low interest rate environment in 2021 to renew and refinance its mortgage maturities at interest rates well below the maturing rates.

In 2021, the Trust has over \$380 million of mortgage maturities with an average in-place interest rate of 2.58%. Current market five and ten-year CMHC financing rates are estimated to be 1.70% and 2.50%, respectively, providing a positive interest cost savings opportunity. To date, the Trust has forward-locked or renewed the interest rate on \$133.3 million or 35% of its maturing mortgages in 2021 at an average interest rate of 1.30%.

### **Accretive Geographic Expansion**

Subsequent to the end of the first quarter, the Trust acquired two assets that align with its long-term objectives of accretive geographic expansion in well-located, undersupplied markets.

Mountainview Estates is an 81-unit townhome and walk-up apartment community located in the town of Banff, Alberta and within 500 meters of Boardwalk's existing community in the town. Banff is a world-renowned destination with a housing market that has no rental incentives due to its limited housing supply and strong demand. This new Boardwalk community has current availability of less than 3%, and features a combination of two-bedroom apartments, three-bedroom townhomes, and is located on 8.4 acres of land providing the potential of additional densification. The Trust closed on this acquisition with existing liquidity on April 16, 2021, for a total purchase cost of \$24 million with an estimated year two capitalization rate of 5.00%.

Aurora is a recently constructed, fully leased, 114-unit five and six-storey apartment community located in Victoria, British Columbia. The community is well-located within walking distance to the Victoria General Hospital, retail services, and steps from Boardwalk's Eagles Nest development site. Aurora features a mix of suite types with two-thirds comprising two-bedroom units. This acquisition provides Boardwalk with a high-quality entry into the Victoria market while providing operating scale as the Trust's two development sites progress. The Trust closed on this acquisition with a combination of existing liquidity and low-cost mortgage financing on April 19, 2021 for a total purchase cost of \$48 million with an estimated year two capitalization rate of 4.25%.

### **Q1 Regular Monthly Distribution Announcement**

The Trust has confirmed its regular monthly distribution for the months of May 2021, June 2021, and July 2021 as follows:

Month	Per Unit	Anı	nualized	Record Date	Distribution Date
May 2021	\$ 0.0834	\$	1.00	May 31, 2021	Jun. 15, 2021
Jun. 2021	\$ 0.0834	\$	1.00	Jun. 30, 2021	Jul. 15, 2021
Jul. 2021	\$ 0.0834	\$	1.00	Jul. 30, 2021	Aug. 16, 2021

In line with Boardwalk's distribution policy of maximum re-investment, the Trust's payout ratio remains conservative at 38.4% of Q1 2021 FFO; and 36.1% of the last 12 months FFO.

Boardwalk's regular monthly distribution provides a stable and attractive yield for the Trust's stakeholders.

### **Exceptional Value**

The Trust believes that its current trading price continues to represent exceptional value.

Sales transactions of institutional-sized apartment buildings in our core markets have occurred at prices inline with or above Boardwalk's fair value of its assets of approximately \$175,000 per door. This valuation represents approximately a 4.70% cap rate on Boardwalk's most recent 12 months of investment property NOI.

At the current unit price of \$37 per Trust Unit, Boardwalk's portfolio is trading at an implied cap rate of 5.75% on the Trust's most recent 12 months of investment property NOI, and an implied value that equates to \$143,000 per door.

Boardwalk's current monthly distributions on its Trust Units of \$1.00 per year represents a sustainable monthly cash distribution providing stable income to our Unitholders.

### In Conclusion

Boardwalk and our team are committed to delivering the best product quality, service and experience in a safe manner, gaining market share, and providing strong value and affordability to our Resident Members. Our results so far through this COVID-19 pandemic are a reflection of the resilience of multi-family apartments in Canada, and of our team's commitment to delivering value and continued growth to our stakeholders.

Thank you to our Unitholders, our operational partners, the financial community, and CMHC for their continued support of the Trust.

Thank you to our Resident Members for calling Boardwalk home.

And lastly, thank you to the Boardwalk Team of Heroes who everyday are providing safe and affordable homes to our Residents in all of our Communities across Canada.

Sincerely,

Sam Kolias,

CHAIRMAN OF THE BOARD AND CHIEF EXECUTIVE OFFICER

# MANAGEMENT'S DISCUSSION AND ANALYSIS

For the Three Months Ended, March 31, 2021 and 2020

### **General and Forward-looking Statements**

### **GENERAL**

The terms "Boardwalk", "Boardwalk REIT", the "REIT", the "Trust", "we", "us", and "our" in the following Management's Discussion and Analysis ("MD&A") refer to Boardwalk Real Estate Investment Trust. Financial data provided has been prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB"). This MD&A is current as of May 13, 2021 unless otherwise stated, and should be read in conjunction with Boardwalk's condensed consolidated interim financial statements for the three months ended March 31, 2021 and 2020, which have been prepared in accordance with IFRS, as well as Boardwalk's audited annual consolidated financial statements for the years ended December 31, 2020 and 2019, which have also been prepared in accordance with IFRS, together with the MD&A related thereto, copies of which have been filed electronically with securities regulators in Canada through the System for Electronic Document Analysis and Retrieval ("SEDAR") and may be accessed through the SEDAR website at www.sedar.com. Historical results and percentage relationships contained in the condensed consolidated interim financial statements, audited annual consolidated financial statements, and MD&A related thereto, including trends, which might appear, should not be taken as indicative of future operations.

The Income Tax Act (Canada) (the "Tax Act") contains legislation affecting the tax treatment of publicly traded trusts (the "SIFT Legislation"). The SIFT Legislation generally will not impose tax on a trust which qualifies under such legislation as a real estate investment trust (the "REIT Exemption") provided all the trust's taxable income each year is paid, or made payable to, its Unitholders. Boardwalk qualified for the REIT Exemption and will continue to qualify for the REIT Exemption provided all its taxable income continues to be distributed to its Unitholders (as defined below). Further discussion of this is contained in this MD&A.

Unless otherwise indicated, all amounts are expressed in Canadian dollars.

### FORWARD-LOOKING STATEMENTS ADVISORY

Certain information included in this MD&A contains forward-looking statements and information (collectively "forward-looking statements") within the meaning of applicable securities laws. These statements include, but are not limited to, statements made concerning Boardwalk's objectives, including, but not limited to, the REIT's 2021 financial outlook and market guidance, increasing its occupancy rates, joint venture developments and future acquisition and development opportunities, including its plans for the newly purchased lands in Victoria, British Columbia and its long-term strategic plan of high-grading and geographic expansion, its strategies to achieve those objectives, expected increases in property taxes and insurance costs, the impact of the novel strain coronavirus (COVID-19) pandemic, as well as statements with respect to management's beliefs, plans, estimates, assumptions, intentions, and similar statements concerning anticipated future events, results, circumstances, performance, or expectations that are not historical facts. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "would", "expect", "intend", "estimate", "anticipate", "believe", "should", "plan", "continue", or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management at the time such statements are made. Management's estimates, beliefs and assumptions are inherently subject to significant business, economic, competitive and other uncertainties and contingencies regarding future events and as such, are subject to change. All forward-looking statements in this MD&A are qualified by these cautionary statements.

Forward-looking statements are not guarantees of future events or performance and, by their nature, are based on Boardwalk's current estimates and assumptions, which are subject to risks and uncertainties, including those described in Boardwalk REIT's Annual Information Form for the year ended December 31, 2020 dated February 25, 2021 (the "AIF") under the heading "Challenges and Risks", which could cause actual events or results to differ materially from the forward-looking statements contained in this MD&A. Those risks and uncertainties include, but are not limited to, those related to liquidity in the global marketplace associated with current economic conditions, tenant rental rate concessions, occupancy levels, access to debt and equity capital, changes to Canada Mortgage and Housing Corporation ("CMHC") rules regarding mortgage insurance, interest rates, joint ventures/partnerships, the relative illiquidity of real property, unexpected costs or liabilities related to acquisitions, construction, environmental matters, uninsured perils, legal matters, reliance on key personnel, Unitholder liability, income taxes, and changes to income tax rules that impair the ability of Boardwalk to qualify for the REIT Exemption. Of particular note, during 2020 and continuing into 2021, the world and Canada have been impacted by, and continue to be impacted by, the COVID-19 pandemic. In an attempt to slow down the spread of this virus, the various levels of government in Canada and throughout the world have

enacted emergency measures. These measures, which include the implementation of travel bans, self-imposed and government-imposed quarantine periods and social distancing measures, including curfews and stay-at-home orders, have caused material disruption to businesses globally resulting in an economic slowdown and unprecedented unemployment levels. As of May 13, 2021, the full impact of the COVID-19 pandemic on the results of the Trust remains uncertain. This is not an exhaustive list of the factors that may affect Boardwalk's forward-looking statements. Other risks and uncertainties not presently known to Boardwalk could also cause actual results or events to differ materially from those expressed in its forward-looking statements. Material factors or assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking statements may include, but are not limited to, the impact of economic conditions in Canada and globally including as a result of the COVID-19 pandemic, the ability of the Trust to re-open and continue to leave open its communal spaces as the COVID-19 pandemic continues to impact the jurisdictions in which the Trust operates, the REIT's future growth potential, prospects and opportunities, the rental environment compared to several years ago, relatively stable interest costs, access to equity and debt capital markets to fund (at acceptable costs), the future growth program to enable the Trust to refinance debts as they mature, the availability of purchase opportunities for growth in Canada, the impact of accounting principles under IFRS, general industry conditions and trends, changes in laws and regulations including, without limitation, changes in tax laws, mortgage rules and other temporary legislative changes in light of the COVID-19 pandemic, increased competition, the availability of qualified personnel, fluctuations in foreign exchange or interest rates, and stock market volatility. Although the forward-looking statements contained in this MD&A are based upon what management believes are reasonable assumptions, there can be no assurance actual results will be consistent with these forward-looking statements and no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur at all, or if any of them do so, what benefits that Boardwalk will derive from them. As such, undue reliance should not be placed on forward-looking statements. Certain statements included in this MD&A may be considered "financial outlook" or "FOFI" for purposes of applicable securities laws, all of which are subject to the same assumptions, risk factors, limitations and qualifications as set forth in the above paragraphs. The actual results of operations of the Trust and the resulting financial results will likely vary from the amounts set forth in this MD&A and such variation may be material. Boardwalk REIT and its management believe that the FOFI has been prepared on a reasonable basis, reflecting management's best estimates and judgements. However, because this information is subjective and subject to numerous risks, it should not be relied on as necessarily indicative of future results. FOFI contained in this MD&A was made as of the date of this MD&A and was provided for the purpose of providing further information about the Trust's anticipated future business operations. Readers are cautioned that the FOFI contained in this MD&A should not be used for purposes other than for which it is disclosed herein.

Except as required by applicable law, Boardwalk undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise.

### **EXECUTIVE SUMMARY**

### **Business Overview**

Boardwalk REIT is an unincorporated, open-ended real estate investment trust created pursuant to a Declaration of Trust, dated January 9, 2004, and as amended and restated on various dates between May 3, 2004, and May 15, 2018 (the "Declaration of Trust" or "DOT"), under the laws of the Province of Alberta. Boardwalk REIT was created to invest in revenue producing multi-family residential properties, or interests, initially through the acquisition of assets and operations of Boardwalk Equities Inc. (the "Corporation").

Boardwalk REIT trust units ("Trust Units" or "Units") trade on the Toronto Stock Exchange ("TSX") under the trading symbol 'BEI.UN'. Boardwalk REIT's principal objectives are to provide Resident Members with superior quality rental communities and the best tenant/customer service, provide its holders ("Unitholders") of Trust Units with stable monthly cash distributions, partially on a Canadian income tax-deferred basis, and to increase the value of the Units through the effective management of its residential multi-family revenue producing properties, renovations and upgrades to its current portfolio, and the acquisition and/or development of additional, accretive properties or interests therein. As at March 31, 2021, Boardwalk REIT owned and operated in excess of 200 properties, comprised of over 33,000 residential units, and totaling over 28 million net rentable square feet. At the end of the first quarter of 2021, Boardwalk REIT's property portfolio was concentrated in the provinces of Alberta, Saskatchewan, Ontario, and Quebec, with development opportunities in the province of British Columbia.

At March 31, 2021, the fair value of Boardwalk's investment property assets was approximately \$6.0 billion, which generated a profit of \$31.2 million for the three months ended March 31, 2021 (before fair value gains (losses), adjustment to right-of-use asset related to lease receivable, and income taxes). For the three months ended March 31, 2021, the Trust earned \$33.2 million of Funds From Operations ("FFO"), or \$0.65 per Unit on a diluted basis. Adjusted Funds From Operations ("AFFO") for the three months ended March 31, 2021 were \$24.8 million or \$0.49 per Unit on a diluted basis. Please refer to the section titled "Presentation of Financial Information and Non-GAAP Measures" in this MD&A for definitions of FFO and AFFO.

### **Environmental, Social and Governance Overview**

The Trust is, and continues to be, committed to environmental, social and governance ("ESG") objectives and initiatives, including working towards reducing greenhouse gas emissions as well as electricity and natural gas consumption, water conservation, waste minimization, and a continued focus on governance and oversight. As part of its 2020 Annual Report, the Trust has completed its ESG Report, which is now available under the Trust's profile at www.sedar.com or on the Trust's website at www.bwalk.com/en-ca/investors/esg.

### **MD&A Overview**

This MD&A focuses on key areas from the condensed consolidated interim financial statements for the three months ended March 31, 2021 and 2020 and pertains to major known risks and uncertainties relating to the real estate industry, in general, and the Trust's business, in particular. This discussion should not be considered all-inclusive as it excludes changes that may occur in general economic, political, and environmental conditions, including the COVID-19 pandemic discussed below. Additionally, other elements may or may not occur, which could affect the organization in the future. Please refer to the section titled "General and Forward-Looking Statements – Forward-Looking Statements Advisory" in this MD&A. To ensure that the reader is obtaining the best overall perspective, this discussion should be read in conjunction with material contained in the condensed consolidated interim financial statements for the three months ended March 31, 2021 and 2020, Boardwalk REIT's 2020 Annual Report, the audited annual consolidated financial statements for the years ended December 31, 2020 and 2019, and the AIF, each of which are available under the REIT's profile on www.sedar.com, along with all other publicly posted information on the Corporation and Boardwalk REIT. It is not our intent to reproduce information that is in these other reported documents, but rather to highlight some of the key points and refer you to these documents for more detailed information.

### **COVID-19 Pandemic**

Since its emergence in late 2019 and the declaration by the World Health Organization on March 11, 2020 as a global pandemic, the COVID-19 pandemic has had, and continues to have, a substantial impact on the Canadian and global economy. The various levels of government in Canada and throughout the world enacted various emergency measures including travel bans, self-imposed and government-imposed quarantine periods, social-distancing measures, and restrictions on gatherings and events, which have severely impacted individuals and businesses around the world. With the emergence of a third wave of the COVID-19 pandemic in the first quarter of 2021, and the emergence of various COVID-19 variant strains, it has once again led to the imposition of further containment measures to varying degrees in many regions within Canada and globally, which are ongoing as of the date hereof. With the increasing number of cases and the varying impact new variants may have, the provincial governments have re-imposed restrictions on gatherings and social distancing measures in an attempt to curb the rising number of COVID-19 cases. Around the world, governments are once again implementing self-isolation measures, closing down non-essential businesses, and enforcing travel bans. Demand for available vaccines is still extremely high with all countries around the world wanting supply. Limited production facilities, supply chain logistics, and countries competing against each other to secure supply, has caused supply chain disruptions for Canada. It is uncertain at this time how long it will take for enough vaccines to arrive in Canada and to roll out to the majority of the population in order to immunize enough people to safely limit the spread of COVID-19.

#### IMPACTS AND CHANGES TO BOARDWALK'S OPERATIONS

As a provider of housing, which all levels of government recognize as an essential service, the Trust values the important role it plays during this pandemic. The Trust has continued to concentrate its efforts on ensuring the safety and well-being of all its Resident Members (as defined below) and employees ("Associates"). For its Resident Members and in its communities, Boardwalk increased its already high-standard of cleaning and maintenance with more frequent cleaning and sanitization of common areas and highly touched objects. For our Associates, we have continued to supply them with the necessary Personal Protective Equipment and ensure that appropriate social-distancing measures are applied in the workplace. Boardwalk will continue to assess and follow its provincial and municipal government recommendations to ensure the safety of its communities.

To maintain timely and transparent communications for both our Resident Members and Associates, the Trust has continually updated its communication through Boardwalk's online Resident Portal and through the bwalk.info portal, which shares public education on current health recommendations from both federal and provincial governments and timely information about government financial support programs. Also, to provide our Resident Members more flexibility, our Resident Portal has allowed for easier self-service and online payment options. This has allowed our sites to implement safer social-distancing practices and has helped to maintain timely communications with our Resident Members as well as timely collections on rent.

### **RENTAL COLLECTIONS**

The majority of Resident Members have continued to maintain timely payments throughout this COVID-19 pandemic. During Q1 2021, the Trust experienced increased rent collections from its Resident Members with 98.4% of January revenue being collected in January, 98.4% of February revenue being collected in February, and 98.8% of March revenue being collected in March, as compared to a historical collection rate of over 98%. 98.7% of April revenue was collected in April.

Boardwalk continues to offer payment flexibility on a case-by-case basis with Resident Members experiencing financial hardship and is committed to working on a mutually beneficial resolution. Additionally, the Canadian government increased the flexibility of Employment Insurance benefits as well as extended the Canada Emergency Wage Subsidy until June 2021, which will enable those employers who have experienced a considerable decline in revenue to continue paying wages to their employees, and in turn, this will also support our Resident Members.

### **FUTURE IMPACTS AND POTENTIAL RISKS**

It is unclear how long elevated unemployment rates may last, or the extent of all the government programs that might be put in place in the future and how these programs may change over time, or what their full impact might be. As a result, the impact on the Trust's cash flows from operating activities is still uncertain. In addition, the Trust's investment properties are measured at fair value based on assumptions influenced by market conditions. Given the uncertainty of the longer-term impact of the COVID-19 pandemic and how it will impact valuation assumptions, measurement uncertainty exists with respect to the Trust's investment properties.

As a result of global economic uncertainty and the government measures put in place to slow the spread of COVID-19, there may be temporary or long-term stoppage of development projects, temporary or long-term labour shortages or disruptions, temporary or long-term impacts on domestic and global supply chains, increased risks to IT systems and networks, and risks related to the Trust's ability to access capital on acceptable terms or at all. Uncertain economic conditions resulting from the COVID-19 pandemic may, in the short or long-term, materially adversely impact operations and the financial performance of the Trust.

Please refer to the section titled "Risk and Risk Management" in this MD&A and "Challenges and Risks" in the AIF.

### **Outlook**

The Bank of Canada, in its April 2021 Monetary Policy Report, continued to focus on the COVID-19 pandemic, assessing the overall economic impact of the pandemic on Canada and analyzing the factors that could hamper or favour the eventual recovery. The Bank of Canada forecasts that the timing of recovery will vary across regions and until the virus is under control and there is no need for physical distancing, the recuperation phase of the economic recovery will likely remain choppy and uneven. The arrival of vaccines will help, but it will still take time for a full recovery. Its speed will depend heavily on how the pandemic and the efforts to control it unfold. Policy stimulus will support the recovery, however, uncertainty and the scarring effects of the recession on confidence and production capacity could prolong the recovery. Though the potential for higher than expected growth has increased for both global and Canadian economies, with the third wave of infections, the recovery is still dependent on the evolution of the COVID-19 pandemic and the pace of vaccination roll-outs. To support the recovery, the Bank of Canada has indicated that it will continue to keep interest rates low.

Boardwalk continues to move forward with several development opportunities, including the joint ventures, and acquisitions and dispositions referred to in the "Review of Cash Flows – Investing Activities – Investment Properties" section in this MD&A. It is our intention to continue to investigate further development opportunities; however, each future opportunity will require a separate analysis and, depending on the analysis and economic conditions, Boardwalk REIT will determine if additional development projects are warranted. Historically, one of the biggest risks to real estate evaluations is the building of oversupply in a particular market, which results in significant corrections of property values market-wide.

To date, the Trust has renewed approximately \$133.3 million of 2021 mortgage maturities, with an average term of six years at a weighted average interest rate of 1.30%, which was a decrease from the average maturing rate on these completed mortgages. In addition, the Trust has secured approximately \$74.6 million of additional mortgage funds. For the three months ended March 31, 2021, principal repayments totaled \$17.6 million (three months ended March 31, 2020 – \$16.5 million). As of May 2021, CMHC-insured five and ten-year mortgage rates were estimated to be 1.70% and 2.50%, respectively. For the remainder of 2021, the Trust has a total of \$314.6 million of mortgages maturing. The Trust takes a balanced approach with its mortgage program with a priority to: first, stagger its maturities to limit future interest rate risk, second, capitalize on the current low rate environment by renewing maturities at low interest rates, and, third, ensure sufficient liquidity for the Trust's strategic initiatives. Please refer to the section titled "Financing Costs" in this MD&A.

### **BOARDWALK'S LONG-TERM STRATEGIC PLAN**

Boardwalk's long-term strategic plan focuses on continuing to create value for all its stakeholders. In addition to continued investment in its core markets by acquiring newly built or well located and well maintained legacy rental products, developing new rental units and reinvesting back into the Trust's existing portfolio, Boardwalk expects to also strategically diversify geographically into new high-growth, supply constrained, rental markets. Management of the Trust believes that strategic diversification will provide Boardwalk with stability and continued growth during future economic volatility, which is expected to result in Net Operating Income ("NOI") growth and capital appreciation for its stakeholders.

Strategic diversification is a long-term project. Boardwalk's long-term strategic goal is to have a portfolio that is approximately 50% in the high affordability markets of Alberta and Saskatchewan ("ABSK") and 50% in other geographically and economically diversified markets. To accomplish this, the Trust intends to continue to strategically partner, acquire and/or develop, 10,000 to 15,000 apartment units in these geographically and economically diversified markets, while also divesting a small portion of its non-core assets in ABSK. The Trust's portfolio growth will primarily focus on value creation in major urban markets.

Since initiating its long-term strategic plan, Boardwalk has entered into new rental markets through its acquisition of legacy assets in Southwestern Ontario, development partnerships in Brampton and Mississauga, both in Ontario, newly built assets and land acquisitions in Victoria, British Columbia, has high-graded its Western Canadian portfolio through dispositions of non-core Alberta and Saskatchewan assets and capital redeployment into superior Alberta assets, and has invested value added capital of \$16.0 million for the three months ended March 31, 2021 and \$83.7 million in fiscal 2020 into its existing portfolio.

The funding for this strategic plan will be consistent with the Trust's balanced approach of using debt and equity. This equity capital can come from a number of sources and may include, as the Trust has in the past, the sale of selective non-core assets at prices near or above reported fair values and deploying this freed-up equity back into the strategic process. In addition, management believes that the Trust has an adequate level of liquidity. Although the Trust distributes monthly distributions to its Unitholders at least equal to its taxable income, management of the Trust believes that, in the long-term, the continued reinvestment of free cash flow back into its repositioning and expansion plan is in the best interest of the Trust.

#### **BRAND DIVERSIFICATION**

It is the goal of the Trust to not only diversify geographically, but also to diversify through its brand.

The spectrum of rental housing in Canada has expanded over the last few years, with rental demand seen across the price spectrum from affordability to affordable high-end luxury. As a result, the ability to offer a more diverse product offering will allow Boardwalk to attract a larger demographic to the Boardwalk brand. Currently, Boardwalk offers three brands as highlighted below:

### Boardwalk Living - Affordable Value

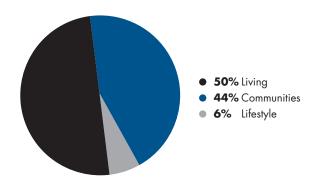
Boardwalk Living features classic suites for our Resident Members who appreciate flexibility, reliability, and value that comes with a quality home.

#### **Boardwalk Communities** – Enhanced Value

Boardwalk Communities feature modernized suites and choice amenities for those who value flexibility with all the comforts that come with the perfect place to call home.

#### Boardwalk Lifestyle - Affordable Luxury

Boardwalk Lifestyle features luxury living with modern amenities, designer suites, and a contemporary style for those who value life experiences and prefer the freedom to enjoy them.



Currently, Boardwalk's portfolio is 50% Living, 44% Communities and 6% Lifestyle suites.

#### BOARDWALK'S BRANDING INITIATIVE AND SUITE RENOVATION PROGRAM

Boardwalk has invested value added capital of \$16.0 million for the three months ended March 31, 2021 (\$15.2 million for March 31, 2020), and \$83.7 million in 2020 (\$85.2 million in 2019, \$87.6 million in 2018), focusing capital allocation on upgrading common areas, building improvements, energy efficiency projects, and suite renovations. Each of the three brands have different renovation specifications depending on needs and anticipated returns. Reported market rents are adjusted upward based on an expected rate of return on the strategic investment. Management believes these renovations and upgrades will continue to achieve future upward excess market rent adjustments, increased occupancy, as well as cost savings on turnovers. Historic investment in our assets and brands has resulted in a diversified product mix to match varying demand while allowing us to gain market share with increasing choice for existing and new Resident Members.

Boardwalk's most affordable brand, 'Boardwalk Living', will receive suite enhancements on an as needed basis, with the focus being on providing affordable units to this demographic segment. 'Boardwalk Communities', the Trust's core brand, which will convey enhanced value and will receive major suite upgrades based on need as well as upgrades to existing common areas. 'Boardwalk Lifestyle', which will exemplify upgraded, luxury suites, will receive the highest level of overall renovations, including significant upgrades to suites and common areas. Additional amenities such as upgraded fitness facilities, wi-fi bars and concierge services may be added when appropriate. In determining a brand that a particular rental community will represent, the Trust looks at a number of criteria, including the building's location, proximity to existing amenities, suite size and suite layout. Once renovations are completed, Boardwalk adjusts the rents on these individual suites with the goal of achieving an 8% return on investment. Boardwalk is achieving its targeted rate of return on an overall basis.

Management of the Trust believes these investments will enhance long-term value, however, recognizes the short-term effects of this program, with higher vacancies and incentives. Rebranding and repositioning communities will take time and, as such, construction causes disruption to existing Resident Members and, depending on the level of investment, may result in higher turnover. Boardwalk continues to reduce the vacancy loss associated with suites being renovated by reducing the time to completion while still lowering the cost of the renovations.

### **Declaration of Trust**

The investment guidelines and operating policies of the Trust are outlined in the DOT, a copy of which is available on request to all Unitholders and is also available under the REIT's profile on www.sedar.com. A more detailed summary of the DOT is included in the AIF. Some of the main financial guidelines and operating policies set out in the DOT are as follows:

### **INVESTMENT GUIDELINES**

- 1. Acquire, hold, develop, maintain, improve, lease and manage multi-family residential properties and ancillary real estate ventures; and,
- 2. No investment will be made that would disqualify Boardwalk REIT as a "mutual fund trust" or a "registered investment" as defined in the Tax Act.

### **OPERATING POLICIES**

- 1. Interest Coverage Ratio of at least 1.5 to 1;
- No guaranteeing of third-party debt unless related to direct or indirect ownership or acquisition of real property, including potential joint venture partner structures;
- Third-party surveys of structural and environmental conditions are required prior to the acquisition of a multi-family asset; and
- 4. Commitment to expending at least 8.5% of its gross consolidated annual rental revenues generated from properties that have been insured by CMHC on on-site maintenance compensation to Associates, repairs and maintenance, as well as capital upgrades.

### **DISTRIBUTION POLICY**

Boardwalk REIT may distribute to holders of Units on or about each distribution date such percentage of FFO for the calendar month then ended as the Board of Trustees determines in its discretion. Distributions will not be less than Boardwalk REIT's taxable income, unless the Board of Trustees, in its absolute discretion, determines another amount. The Board of Trustees reviews the distributions on a quarterly basis and takes into consideration distribution sustainability and whether there are more attractive alternatives to the Trust's current capital allocation strategy, such as its value-add renovation program, brand diversification initiative, and new construction of multi-family communities in supply-constrained markets.

#### **COMPLIANCE WITH DOT**

At March 31, 2021, the Trust was in material compliance with all investment guidelines and operating policies as stipulated in the DOT. More details are included later in this MD&A with respect to certain detailed calculations.

For the trailing twelve-month period ended March 31, 2021, Boardwalk REIT's overall interest coverage ratio of adjusted EBITDA (i.e. Earnings Before Interest, Taxes, Depreciation and Amortization) to interest expense, excluding distributions on LP Class B Units (as defined herein) and fair value adjustments, was 2.82 (December 31, 2020 – 2.79).

## Presentation of Financial Information and Non-GAAP Measures

#### PRESENTATION OF FINANCIAL INFORMATION

Financial results, including related historical comparatives, contained in this MD&A are based on the Trust's condensed consolidated interim financial statements for the three months ended March 31, 2021 and 2020, unless otherwise specified.

### **NON-GAAP FINANCIAL MEASURES**

Boardwalk REIT prepares its financial statements in accordance with IFRS and with the recommendations of REALpac, Canada's senior national industry association for owners and managers of investment real estate. REALpac has adopted measurements called NOI, FFO and AFFO to supplement operating income and profits (or earnings) as measures of operating performance, as well as a cash flow metric called Adjusted Cash Flows From Operations ("ACFO"). These measurements are considered to be meaningful and useful measures of real estate operating performance, however, are not measures defined by IFRS. As they do not have standardized meanings prescribed by IFRS, they therefore may not be comparable to similar measurements presented by other entities and should not be construed as an alternative to IFRS defined measures.

The discussion below outlines the non-GAAP financial measures used by the Trust:

### **Net Operating Income**

NOI is defined as rental revenue less rental expenses. As it relates to the Trust, NOI can be found as a subtotal on the Trust's Condensed Consolidated Interim Statements of Comprehensive Income. However, it is typically considered a non-GAAP measure and, therefore, is included here as it is widely used as an operating performance indicator in the real estate industry.

### **Funds From Operation**

The IFRS measurement most comparable to FFO is profit (loss). We define FFO as income before fair value adjustments, distributions on the LP Class B Units, gains or losses on the sale of the Trust's investment properties, depreciation, deferred income tax, and certain other non-cash adjustments, if any, but after deducting the principal portion of lease liabilities and adding the principal portion of lease receivables. The reconciliation from profit (loss) under IFRS to FFO can be found under the section titled "Performance Review - FFO and AFFO Reconciliations". Boardwalk REIT considers FFO to be an appropriate measurement of the performance of a publicly listed multi-family residential entity. In order to facilitate a clear understanding of the combined historical operating results of Boardwalk REIT, management feels FFO should be considered in conjunction with profit (loss) as presented in the condensed consolidated interim financial statements.

### **Adjusted Funds From Operation**

Similar to FFO, the IFRS measurement most comparable to AFFO is profit (loss). AFFO is determined by taking the amounts reported as FFO and deducting what is commonly referred to as "Maintenance Capital Expenditures". Maintenance Capital Expenditures are referred to as expenditures that, by standard accounting definition, are accounted for as capital in that the expenditure itself has a useful life in excess of the current financial year and also adds or maintains the value of the related assets. A more detailed discussion of this topic will be provided in the "Review of Cash Flows - Investing Activities -Maintenance of Productive Capacity" section later in this MD&A. The reconciliation of AFFO can be found under the section titled "Performance Review - FFO and AFFO Reconciliations".

### **Adjusted Cash Flows From Operations**

The IFRS measurement most comparable to ACFO is Cash Flow From Operating Activities. ACFO is a non-GAAP financial measure of sustainable economic cash flow available for distributions. ACFO should not be construed as an alternative to cash flow from operations as determined under IFRS. A reconciliation of ACFO to cash flows from operating activities as shown in the Trust's Condensed Consolidated Interim Statements of Cash Flows is also provided in the section titled, "Review of Cash Flows - Operating Activities - Cash Flows from Operations", along with added commentary on the sustainability of Boardwalk REIT's Trust Unit distributions.

Boardwalk REIT's presentation of NOI, FFO, AFFO and ACFO are materially consistent with the definitions provided by REALpac. These measurements, however, are not necessarily indicative of cash that is available to fund cash needs and should not be considered alternatives to cash flow as a measure of liquidity. FFO, AFFO and ACFO do not represent earnings or cash flow from operations as defined by IFRS. FFO and AFFO should not be construed as an alternative to profit (loss) determined in accordance with IFRS as indicators of Boardwalk REIT's performance. In addition, Boardwalk REIT's calculation methodology for NOI, FFO, AFFO and ACFO may differ from that of other real estate companies and trusts.

### Distributions as a Percentage of FFO, AFFO and ACFO

Distributions as a percentage of FFO, AFFO and ACFO are supplementary non-GAAP measures of a REIT's ability to pay distributions. These ratios are computed by dividing Unitholder distributions paid (including distributions on the LP Class B Units) by FFO, AFFO and ACFO, respectively. The Trust's method of calculating these ratios may differ from other real estate entities, and accordingly, may not be comparable to other issuers.

### **Operating Margins**

Operating margins are a supplementary non-GAAP measure of the Trust's operating performance. This ratio is calculated by dividing NOI by rental revenue allowing management to assess the percentage of rental revenue which generated profit.

### Stabilized Revenue Growth, Stabilized Operating Expense Growth and Stabilized NOI Growth

Stabilized revenue growth, stabilized operating expense growth and stabilized NOI growth are supplementary non-GAAP financial measures used by the Trust to assess period over period performance of those properties which Boardwalk has owned and operated for over 24 months. These ratios are calculated by determining the percentage change in stabilized revenue, stabilized operating expenses and stabilized NOI from one period to the next. Stabilized property performance is a meaningful measure of operating performance as it allows management to assess rent growth and expense changes of its portfolio on a stabilized property basis.

#### **Estimated Loss-to-Lease**

Estimated loss-to-lease is a non-GAAP measure used to represent the difference between estimated market rents and actual occupied rents, adjusting for current occupancy levels at a certain point in time. Reported market rents can be very seasonal, and, as such, will vary from quarter to quarter, however, this calculation allows management to assess the difference between expected versus actual rents and the impact of that variance. The significance of this change could materially affect Boardwalk REIT's "estimated loss-to-lease" amount. Additional relevance of this estimate, however, is that it can be an indicator of future rental performance, assuming continuing economic conditions and trends. The reader should also note that it would take significant time for these market rents to be recognized by the Trust due to internal and external limitations on its ability to charge these new market-based rents in the short term.

### **Enterprise Value**

Enterprise Value is a non-GAAP measure calculated as the sum of the Trust's total debt and Trust Unit market capitalization. This non-GAAP measure is used by management and the industry as a measure of total value of the REIT based on debt and market price of equity instead of IFRS total assets.

### **Net Asset Value per Unit**

With real estate entities, net asset value (NAV) is the total value of the entity's investment properties and cash minus the total value of the entity's debt. To obtain the per trust unit value it is divided by the diluted weighted average number of trust units outstanding. The calculated NAV is an estimation of the entity's value on a per unit basis.

### **Performance Review**

Boardwalk REIT generates revenues, cash flows, and earnings from two separate sources: rental operations and the sale of "non-core" real estate properties.

Boardwalk REIT's most consistent and largest source of income comes from its rental operations. Income from this source is derived from leasing individual apartment units to customers (referred to as "Resident Members") who have varying lease terms ranging from month-to-month to twelve-month leases.

Periodically, Boardwalk REIT has generated additional income from the sale of selective non-core real estate properties. The sale of these properties is part of Boardwalk REIT's overall capital strategy whereby the equity generated through the sale is then utilized by Boardwalk REIT for the acquisition and/or development of new rental properties, to assist in its property value enhancement program, or for the acquisition of Trust Units in the public market. The Trust, however, will only

proceed with the sale of non-core real estate properties if market conditions justify the dispositions and Boardwalk has an alternative use for the net proceeds generated.

Boardwalk REIT does not include any gains or losses reported on the sale of its properties in its calculation of FFO. The Trust feels that such income is volatile and unpredictable and would significantly dilute the relevance of FFO as a measure of performance. Excluding gains or losses in the calculation of FFO is consistent with the REALpac definition of FFO.

In 2021, Boardwalk continued to offer short-term incentives to its new and existing Resident Members to increase and maintain overall occupancy. Maintaining higher occupancy levels by offering select incentives and focusing on customer retention through excellence in customer service remains Boardwalk's key performance strategy. With the COVID-19 pandemic, provincial governments had applied rental rate freezes and evictions for non-payment of rent were temporarily disallowed. During Q3 2020 these restrictions were lifted, however for 2021 many provincial governments have applied a zero percent rent increase on renewal. The Trust worked, and is continuing to work, with each Resident Member, on a case-by-case basis, as it relates to the payment of monthly rent. The federal government has provided financial supports helping decrease the financial burden for our Resident Members as it relates to the payment of rent.

### **PERFORMANCE MEASURES**

It continues to be the intention of the Trust to pay out, at a minimum, all taxable income to Unitholders in the form of monthly distributions, unless the Board of Trustees, in its absolute discretion, determines a different amount. For 2021, the Board of Trustees decided to maintain a distribution of \$0.0834 per Trust Unit on a monthly basis (or \$1.00 on an annualized basis) and continue redeploying its capital towards long-term value creation, including its suite renovation program, brand diversification initiative, acquisition, and development of new multi-family units in supply-constrained markets.

For the three months ended March 31, 2021 and 2020, the Trust declared regular distributions of \$12.8 million and \$12.8 million (inclusive of distributions paid to holders of the LP Class B Units), respectively, representing approximately 38.4% and 40.5% of FFO, respectively. The reader should note the overall operating performance of the first and fourth quarters tends to generate the highest payout ratio, mainly due to the high seasonality in operating expenses. In particular, these guarters tend to be the highest demand periods for natural gas, a major operational cost for the Trust. The reader should not, therefore, simply annualize the reported results of a particular quarter. On a quarterly basis, the Board of Trustees reviews the current level of distributions and determines if any adjustments to the distributed amount is warranted. On an overall basis, the Trust aims to maintain a consistent and sustainable payout ratio while optimizing its capital allocation strategy, and reviews this with its Board of Trustees.

#### FFO RECONCILIATION FROM 2020 TO 2021

The following table shows a reconciliation of changes in FFO from March 31, 2020 to March 31, 2021. It should be noted that FFO, as disclosed in the table below, reflects FFO derived from the Trust's condensed consolidated interim financial statements prepared in accordance with IFRS. As previously noted, we define the calculation of FFO as net income before fair value adjustments, distributions on the LP Class B Units, gains (losses) on the sale of the Trust's investment properties, depreciation, deferred income taxes, and certain other non-cash items. A more detailed disclosure of the calculation of FFO is included later in this MD&A.

FFO Reconciliation	3 Months
FFO Opening – Mar. 31, 2020	\$ 0.62
NOI from Stabilized Properties	(0.03)
NOI from Unstabilized Properties	0.02
Administration, financing and other	0.01
	\$ 0.00
	\$ 0.62
Other Adjustments	
Retirement costs	\$ 0.03
FFO Closing – Mar. 31, 2021	\$ 0.65

During the three months ended March 31, 2020, \$0.03 per fully diluted Trust Unit was recognized for retirements, mainly in the form of deferred unit-based compensation. In Q2 2021, the Trust anticipates incurring \$0.02 per fully diluted Trust Unit for retirement costs.

#### FFO AND AFFO RECONCILIATIONS

In the following table, Boardwalk REIT provides a reconciliation of FFO (a non-GAAP measure) to profit for the period, its closely related financial statement measurement for the three months ended March 31, 2021 and 2020. Adjustments are explained in the notes below, as appropriate.

FFO Reconciliation (In \$000's, except per Unit amounts)	3 Months Mar. 31, 2021				% Change	
Profit for the period	\$	28,977	\$	57,869		
Adjustments						
Adjustment to right-of-use asset related to lease receivable		-		159		
Fair value losses (gains) (1)		2,210		(28,528)		
Add back distributions to LP Class B Units recorded as financing charges (2)		1,120		1,120		
Deferred income tax expense (recovery)		10		(149)		
Depreciation expense on Property Plant & Equipment		1,694		1,875		
Principal portion of lease obligations		(959)		(893)		
Principal portion of lease receivable		158		29		
Funds from operations	\$	33,210	\$	31,482	5.5%	
Funds from operations – per Unit	\$	0.65	\$	0.62	4.8%	

<sup>(1)</sup> Under IFRS, the Trust has a number of Statements of Financial Position items, which are measured using a fair value model with fluctuations related to these fair value amounts from period to period flowing through the Statements of Comprehensive Income. These fair value adjustments are considered "non-cash items" and are added back in the calculation of FFO.

Overall, Boardwalk REIT earned FFO of \$33.2 million for the first quarter of 2021 compared to \$31.5 million for the same period in 2020. FFO, on a per Unit diluted basis, for the quarter ended March 31, 2021, increased approximately 4.8% compared to the same quarter in the prior year from \$0.62 to \$0.65. The increase was primarily due to savings in administrative wages, which included lower wages and salaries and Trustee fees, as well as decreases in retirement costs from the same period in the prior year.

The following table provides a reconciliation of FFO to AFFO:

aintenance Capital Expenditures (1)  Ijusted Funds From Operations (AFFO)  O per Unit (Trust and LP Class B Units)  FO per Unit (Trust and LP Class B Units)  nitholder Distributions-Regular (Trust Units and LP Class B Units)	3 Months Mar. 31, 2021		3 Months Mar. 31, 2020	
Funds From Operations (FFO)	\$ 33,210	\$	31,482	
Maintenance Capital Expenditures (1)	8,449		8,789	
Adjusted Funds From Operations (AFFO)	\$ 24,761	\$	22,693	
FFO per Unit (Trust and LP Class B Units)	\$ 0.65	\$	0.62	
AFFO per Unit (Trust and LP Class B Units)	\$ 0.49	\$	0.45	
Unitholder Distributions-Regular (Trust Units and LP Class B Units)	\$ 12,766	\$	12,751	
Distribution as a % of FFO	38.4%		40.5%	
Distribution as a % of AFFO	51.6%		56.2%	

<sup>(1)</sup> Details of the calculation of Maintenance Capital Expenditures can be found in the section titled "Review of Cash Flows – Investing Activities – Value-add Capital and Maintenance Capital Expenditures".

<sup>(2)</sup> Under IFRS, the LP Class B Units are considered financial instruments in accordance with IFRS 9 - Financial Instruments ("IFRS 9"). As a result of this classification, their corresponding distribution amounts are considered "financing charges" under IFRS. Management believes these distribution payments do not truly represent "financing charges", as these amounts are only payable if the Trust declares distributions, and only for the amount of any distributions declared, both of which are at the discretion of the Board of Trustees as outlined in the DOT. Therefore, these distributions are excluded from the calculation of FFO, consistent with the treatment of distributions paid to all other Unitholders.

### **Review of Rental Operations**

Incentives

Total rental revenue

Boardwalk REIT's NOI strategy includes a rental revenue strategy that focuses on enhancing overall rental revenues through the balance between market rents, rental incentives, turnovers, and occupancy gains. The application of this rental revenue strategy is ongoing, on a market-by-market basis, again with the focus on obtaining the optimal balance of these variables given existing market conditions.

(In \$000's, except number of suites)	Ma	3 Months r. 31, 2021	Ma	3 Months ar. 31, 2020	% Change
Rental revenue	\$	115,761	\$	116,004	(0.2)%
Expenses					
Operating expenses		24,478		25,513	(4.1)%
Utilities		14,809		13,945	6.2%
Property taxes		12,586		11,891	5.8%
	\$	51,873	\$	51,349	1.0%
Net operating income	\$	63,888	\$	64,655	(1.2)%
Operating margins		55.2%		55.7%	
Number of suites at March 31		33,396		33,344	
(In \$000's, except number of suites)	Ma	3 Months r. 31, 2021	Ma	3 Months ar. 31, 2020	% Change
Gross rental revenue, before vacancy losses and incentives	\$	131,931	\$	130,570	1.0%
Vacancy loss		(6,718)		(5,273)	27.4%

Overall, Boardwalk REIT's rental operations for the three months ended March 31, 2021, reported lower results compared to the same period in the prior year, mainly due to a combination of lower rental revenues and higher rental expenses. Overall, total rental revenue decreased slightly, as shown in the second table above, as higher in-place rents were offset by an increase in vacancy loss. This increase in vacancy is mainly due to increasingly competitive market conditions, arising from new supply in the Edmonton and Calgary markets, as well as current economic conditions. In light of the current COVID-19 pandemic, the Trust will continue to monitor the market closely to determine the best balance of incentives and market rents in order to maintain occupancy and adhere to government regulations.

(9,452)

115,761

\$

(9,293)

116,004

Total rental expenses increased 1.0% for the three months ended March 31, 2021, compared to 2020, due to higher utilities and property taxes, partially offset by a decrease in operating expenses as compared to the same period in the prior year.

For the three months ended March 31, 2021, operating expenses decreased by 4.1%, primarily attributed to lower repairs and maintenance, advertising costs, and bad debts, partially offset by an increase in insurance costs due to higher insurance premiums.

Repairs and maintenance have decreased as a result of enhanced past specifications, and with the increased vacancy, the Trust has focused more of its resources into strategically renovating its vacant suites. This has led to less repairs and maintenance required and more concentrated efforts in capital improvement type work both performed externally by contractors and internally by our Associates. The Trust continues to track, in detail, the actual work performed by our onsite Associates to assist in the operating effectiveness of its overall operations. This program results in overall lower costs while allowing the Trust greater control over the timing of its capital improvement projects, compared to contracting these same projects out to third parties. This availability of staff has been a benefit to the Trust during this time of quarantine and social distancing where contractors may not be so readily available. The Trust has been able to utilize our Associates to maintain quality customer service as well as to continue normal operations for both our repairs and maintenance as well as capital improvement projects. As with other estimates used by the Trust, key assumptions used in estimating the amount of salaries and wages to be capitalized are reviewed on a regular basis and, based on this review, management will adjust the amount allocated to more accurately reflect how many internal resources were directed towards specific capital improvements.

1.7%

(0.2)%

Utility costs increased by 6.2% for the three months ended March 31, 2021, mainly due to increases in natural gas and carbon levy charges. These increases are attributable to higher natural gas rates and consumption when compared to the same period in the prior year. Fixed price physical commodity contracts have helped to partially hedge the Trust's exposure to fluctuating natural gas prices, however, fluctuations in consumption due to weather will always occur. Further details regarding the hedges on natural gas, as well as electricity prices in Alberta, can be found in NOTE 15 to the condensed consolidated interim financial statements for the three months ended March 31, 2021 and 2020.

The reported increase in property taxes from the prior year period is mainly attributed to higher overall property tax assessments and rates in Alberta. The Trust is constantly reviewing property tax assessments and related charges and, where it feels appropriate, will appeal all, or a portion, of the related assessment. It is not uncommon for the Trust to receive property tax refunds and adjustments; however, due to the uncertainty of the amount and timing of the refunds and adjustments, these amounts are only reported when they are received. Additionally, property taxes have increased due to acquisitions completed in 2020 as well as for the BRIO joint venture coming online in February 2020.

Overall, the operating margin decreased from 55.7% in the same period of 2020 to 55.2% for the three months ended March 31, 2021.

Boardwalk REIT closely monitors and individually manages the performance of each of its rental properties. The following is a summary of our operations on a province-by-province basis.

## Segmented Operational Reviews ALBERTA RENTAL OPERATIONS

(In \$000's, except number of suites)	3 Months Mar. 31, 2021		3 Months r. 31, 2020	% Change
Rental revenue	\$ 72,602	\$	75,504	(3.8)%
Expenses				
Operating expenses	15,734		16,697	(5.8)%
Utilities	9,155		8,638	6.0%
Property taxes	8,651		7,733	11.9%
	\$ 33,540	\$	33,068	1.4%
Net operating income	\$ 39,062	\$	42,436	(8.0)%
Operating margin	53.8%		56.2%	
Number of suites at March 31	20,845		21,003	

Alberta is Boardwalk's largest operating segment, representing 61.1% of total reported net operating income for the three months ended March 31, 2021. In addition, Alberta represents 62.4% of total apartment units. Boardwalk REIT's Alberta operations for the three months ended March 31, 2021, reported a 3.8% decrease, in total rental revenue, when compared to the same period in 2020. The reported rental revenue change is the combined effect of higher vacancy compared to the same period in the prior year, lower fees from administering internet services provided by a third party, and partially due to the sale of Elbow Towers in Q2 2020. For the three months ended March 31, 2021, total rental expenses have increased by 1.4% compared to the same period in the prior year due to an increase in property taxes and utilities, which was partially offset by a decrease in operating expenses.

Operating expenses decreased by 5.8% for the three months ended March 31, 2021, due to decreased building maintenance costs, bad debts, and advertising costs. Building repairs and maintenance have decreased as a result of increased suite renovations being performed due to the vacancy. Advertising has decreased compared to the same period in the prior year due to favorable restructuring of our promotional campaigns. Partially offsetting the decrease in operating expenses were higher insurance costs attributable to the increased premiums received upon renewal in July 2020.

Reported utilities for the three months ended March 31, 2021 were up 6.0% compared to the prior year. This is mainly due to an increase in natural gas costs resulting from higher gas prices. Carbon levy rates also increased compared to the prior year. Currently, the Trust has three outstanding natural gas contracts to hedge the price of its natural gas usage. The Trust also has two outstanding electricity contracts with two utility companies to supply the Trust with its electrical power needs. More details can be found in NOTE 15 to the condensed consolidated interim financial statements.

Property taxes increased compared to same period in the prior year as a result of increased property tax assessments. In addition, the tax rate in Calgary increased as a result of the City's decision to shift a larger portion of the tax burden toward residential assets.

As a result of the above factors, net operating income for Alberta decreased \$3.4 million, or 8.0% for the three months ended March 31, 2021. Alberta's operating margin for the three months ended March 31, 2021 was 53.8% compared to 56.2% for the same period in 2020.

### SASKATCHEWAN RENTAL OPERATIONS

(In \$000's, except number of suites)	3 Months Mar. 31, 2021		3 Months r. 31, 2020	% Change	
Rental revenue	\$ 12,796	\$	12,615	1.4%	
Expenses					
Operating expenses	2,488		2,418	2.9%	
Utilities	2,107		2,092	0.7%	
Property taxes	1,123		1,180	(4.8)%	
	\$ 5,718	\$	5,690	0.5%	
Net operating income	\$ 7,078	\$	6,925	2.2%	
Operating margin	55.3%		54.9%		
Number of suites at March 31	3,684		3,756		

For the three months ended March 31, 2021, Saskatchewan total rental revenues increased by 1.4% compared to the same period in the prior year. The revenue increase is mainly due to higher occupied rents, lower incentives, and lower vacancy. Overall, rental expenses, increased slightly by 0.5% for the three months ended March 31, 2021, compared to the same period in the prior year.

Though overall rental expenses were relatively flat, operating expenses for the three months ended March 31, 2021, increased due to higher advertising costs, which has helped to decrease vacancy in Saskatchewan, and higher bad debts, insurance, and wages and salaries.

Utility costs for the current quarter were consistent with the same period in the prior year. The Trust has two outstanding contracts to hedge its natural gas price for its Saskatchewan natural gas usage. Details of the hedging contracts can be found in NOTE 15 to the condensed consolidated interim financial statements for the current period.

Property taxes decreased by 4.8% for the three months ended March 31, 2021 mainly due to the disposition of Boardwalk Manor in the fourth quarter of 2020.

Reported operating margins for the three months ended March 31, 2021 increased to 55.3% compared to 54.9% reported for the prior year.

#### **ONTARIO RENTAL OPERATIONS**

(In \$000's, except number of suites)	3 Mar.	3 Months : 31, 2020	% Change	
Rental revenue	\$	9,449	\$ 7,773	21.6%
Expenses				
Operating expenses		1,504	1,324	13.6%
Utilities		1,079	1,019	5.9%
Property taxes		975	834	16.9%
	\$	3,558	\$ 3,177	12.0%
Net operating income	\$	5,891	\$ 4,596	28.2%
Operating margin		62.3%	59.1%	
Number of suites at March 31		2,867	2,585	

### **ONTARIO RENTAL OPERATIONS, EXCLUDING NEW ACQUISITIONS**

(In \$000's, except number of suites)	3 Months Mar. 31, 2021			% Change
Rental revenue	\$ 8,277	\$	7,773	6.5%
Expenses				
Operating expenses	1,394		1,324	5.3%
Utilities	1,013		1,019	(0.6)%
Property taxes	834		834	-
	\$ 3,241	\$	3,177	2.0%
Net operating income	\$ 5,036	\$	4,596	9.6%
Operating margin	60.8%		59.1%	
Number of suites at March 31	2,585		2,585	

Boardwalk REIT's Ontario operations reported higher total rental revenue and operating expenses for the three months ended March 31, 2021, as compared to the same period in the prior year, mainly attributable to the new acquisitions in Q3 2020, which resulted in an increase in operating margins of 320 basis points. Excluding the new acquisitions, total rental revenue increased by 6.5% due to higher occupied rents and rental expenses increased by 2.0% due to increased operating expenses.

Operating expenses, when excluding the new acquisitions, increased by 5.3% for the three months ended March 31, 2021, as compared to the same period in the prior year, due to increased wages and salaries for site staff, mainly for maintenance staff as well as increased costs of contracted temporary cleaning staff, to keep up with the work demand. In addition, there was an increase in building maintenance and insurance expenses compared to the same quarter in the prior year.

Excluding the new acquisitions, utility costs were flat for the three months ended March 31, 2021. The Trust has one outstanding fixed price natural gas contract hedging 75% of its London natural gas usage. Details of the contract can be found in NOTE 15 to the condensed consolidated interim financial statements.

Property taxes, when excluding the new acquisitions, were flat for the three months ended March 31, 2021, as compared to the prior year.

Excluding the new acquisitions, net operating income increased by 9.6% for the three months ended March 31, 2021, as compared to the prior year. Reported operating margins for the three months ended March 31, 2021 were 60.8% as compared to 59.1% for the same period in the prior year.

#### **QUEBEC RENTAL OPERATIONS**

(In \$000's, except number of suites)	3 Months . 31, 2021	Ma	3 Months r. 31, 2020	% Change
Rental revenue	\$ 20,609	\$	20,022	2.9%
Expenses				
Operating expenses	3,115		3,440	(9.4)%
Utilities	2,370		2,087	13.6%
Property taxes	1,777		2,109	(15.7)%
	\$ 7,262	\$	7,636	(4.9)%
Net operating income	\$ 13,347	\$	12,386	7.8%
Operating margin	64.8%		61.9%	
Number of suites at March 31	6,000		6,000	

Boardwalk REIT's Quebec operations reported a total rental revenue increase of 2.9% for the three months ended March 31, 2021, compared to the same period in the prior year, mainly due to an increase in occupied rents, partially offset by higher vacancy loss.

Total rental expenses for the period decreased by 4.9% for the three months ended March 31, 2021, when compared to the same period in 2020, due to a significant decrease in operating expenses and property taxes, partially offset by an increase in utilities.

For the three months ended March 31, 2021, operating expenses decreased by 9.4% when compared to the same period in 2020 mainly due to decreases in wages and salaries for site staff due to optimization of staffing levels. This was partially offset by higher insurance costs.

The reported increase of 13.6% in utilities for the three months ended March 31, 2021, compared to the same period in the prior year, was due to higher gas distribution charges in the current year combined with lower first quarter 2020 utility costs due to lower electricity and natural gas consumption as well as a large electricity refund received in the prior year due to the adoption of Bill 34 in Quebec. Bill 34 allows Quebec to take control of the rates charged for electricity in the province and, as a result of these changes, rebates would also be provided back to consumers based on their consumption from January 1, 2018 to December 31, 2019, which was paid in January of 2020. This rebate was a one-time payment and therefore no such rebate was received in the current year. In addition, the Trust has one outstanding fixed price natural gas contract to hedge 75% of its Nuns' Island natural gas usage. The details of the natural gas contracts are reported in NOTE 15 of the Trust's condensed consolidated interim financial statements for the current period.

Property taxes decreased 15.7% for the three months ended March 31, 2021, compared to the prior year due to the Government of Quebec reducing the school tax rate with the objective to give financial flexibility to individuals and businesses in the context of the COVID-19 pandemic.

Reported operating margins for the three months ended March 31, 2021, increased from 61.9% to 64.8% as a result of the above.

### **Operational Sensitivities**

### **NET OPERATING INCOME OPTIMIZATION**

Boardwalk continues to focus on optimizing its NOI. This focus requires us to manage not only revenues but also related operating costs and takes both into consideration when determining a service and pricing model. Lowering overall turnover while maintaining competitive lease rental rates and a focus on a high-quality level of service continue to be the model that has delivered the most stable and long-term income source to date. This strategy is region specific and these variables are in constant flux, especially during the ongoing COVID-19 pandemic.

In a more competitive market, the Trust takes a more preventive approach of increasing its offering of suite-specific rental incentives as well as, where warranted, adjusting reported market rents. The increase of these incentives, particularly in Alberta and Saskatchewan, is an attempt by the Trust to keep occupancy levels higher than the overall market. When the market returns to balance, management believes the Trust will be well-positioned to unwind these incentives and increase market rents. It has been our experience that this proactive approach has resulted in optimizing NOI.

In addition, in these competitive, un-regulated markets, the Trust approaches future upcoming maturing leases prior to lease maturity with the intent of renewing the lease prior to term maturity. In select markets, the Trust may also forward-lock future rentals while not collecting revenues for certain months in the immediate future. This means the Trust may decide to rent a suite in December with the Resident Member not moving in until the following year. Although the suite is rented, it will not generate revenue until the Resident Member actually moves in, for example, in January, which corresponds to the next fiscal period. The percentages reported as occupancy levels (see table on the following page) represent those occupied units generating revenue for the period noted. The Trust closely monitors 'apartment availability', which represents unoccupied units not generating revenue for the period, after taking into account forward-committed leases. Although occupancy rates provide a good indication of current revenue, apartment availability provides the reader a more relevant indication of future potential revenue. As a result of recent acquisitions or new developments, portfolio occupancy is on a same-property basis.

Management of the Trust believes that when the NOI optimization strategy is combined with our new strategic investment program, the outcome will be a more diverse product offering for our Resident Members and greater overall value creation for the Trust. The Trust also understands that the implementation and completion of these strategies will have some shortterm consequences, as the timing of these enhancements and extensive renovations are resulting in longer periods of time that suites are not available to be rented, including short-term increases in vacancy losses. It is the Trust's belief, however, that a focus on the longer-term value creation is in the best interest of all stakeholders.

Boardwalk constantly reviews its existing programs, measuring them against resident demand, viability and expected return. Where appropriate, the Trust will make any necessary changes to optimally fine tune them.

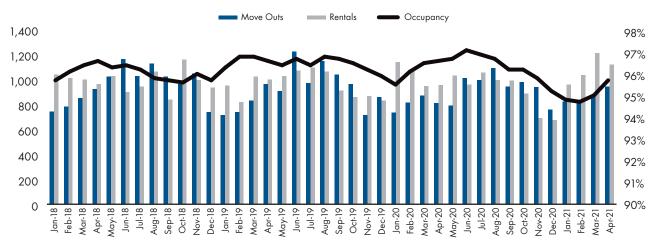
### **BOARDWALK REIT'S PORTFOLIO OCCUPANCY (SAME-PROPERTY):**

City	Q1 2021	Q1 2020
Calgary	95.34%	96.13%
Edmonton	92.12%	94.41%
Fort McMurray	95.54%	94.40%
Grande Prairie	94.29%	95.77%
Kitchener	97.37%	99.09%
London	98.25%	98.16%
Montreal	97.56%	98.76%
Quebec City	95.23%	98.31%
Red Deer	93.45%	93.80%
Regina	95.44%	95.11%
Saskatoon	97.84%	96.94%
Verdun	99.55%	99.34%
Portfolio	94.86%	96.03%

In the first quarter of 2021, the Trust reported a year-over-year decrease of 117 basis points in its overall same-property occupancy rate, a decline from 96.03% to 94.86%. Continued strong occupancy levels in Ontario and Quebec were primarily offset by a decline in the Trust's western Canadian portfolio. As a strategy, the Trust is constantly adjusting market rents and incentives based on property-specific demand and supply. Year-over-year, Calgary and Edmonton saw occupancy levels decline by 79 and 229 basis points, respectively, to 95.34% and 92.12%, respectively. Note that Calgary does not include BRIO, which was brought on-line in February 2020 and Edmonton does not include the 124-unit acquisition completed in April of 2019. The decrease in Edmonton's occupancy year-over-year is attributable to increasingly competitive market conditions, given the new supply of multi-family units entering the market, which has impacted current economic conditions. In Saskatchewan, Regina saw occupancy levels increase to 95.44% in 2021 compared to 95.11% for 2020. Saskatoon saw occupancy levels increase to 97.84% in 2021 compared to 96.94% in 2020. In Quebec City, occupancy decreased from 98.31% in 2020 to 95.23% in 2021. This decrease from 2020 is mainly attributed to our two retirement communities within Quebec City, of which one is being repositioned to a conventional multi-family asset, while the other has been impacted by COVID-19 from decreases in occupancy due to moves to higher care facilities. As overall markets stabilize, we expect some up and down movements in occupancy as the Trust aims to maintain occupancy at approximately 97%.

### RENTALS, MOVE-OUTS AND IMPACT ON REPORTED OCCUPANCY

#### **SUPPLY & DEMAND**



Demand and supply, as with any industry, is an essential performance indicator for multi-family real estate. The above chart attempts to show the total move-outs (supply) compared to total rentals (demand) and the resulting impact on reported occupancy relating to our portfolio. The cumulative impact of demand being greater than supply, or vice versa, is the primary driver in the reported occupancy rate. In recent years, Boardwalk focused on maintaining high occupancy levels while optimizing turnover costs. The reader is cautioned that adjusting market rental rates is an ongoing process for the Trust and is consistent with its overall strategy of optimizing overall net operating income; consequently, it will adjust rents upward or downward when it is deemed necessary.

### **Occupancy Sensitivity**

As with all real estate rental operators, Boardwalk REIT's financial performance is sensitive to occupancy rates. Based on the current reported market rents, a 1% annualized change in reported occupancy is estimated to impact overall rental revenue by approximately \$4.7 million, or \$0.09 per Trust Unit on a diluted basis.

### **Stabilized Property Results**

Boardwalk defines stabilized property as one that has been owned by the Trust for a period of 24 months or more from the reporting date. Boardwalk REIT's overall percentage of stabilized properties was 98.5% of its total rental unit portfolio as at March 31, 2021, or a total of 32,909 units. The tables below provide a regional breakdown on these properties for the first quarter of 2021, compared to the first quarter of 2020.

Mar. 31 2021 – 3 M	# of Units	% Revenue Growth	% Operating Expense Growth	% Net Operating Income Growth	% of NOI
Edmonton	12,906	(4.3)%	1.7%	(9.4)%	34.2%
Calgary	5,798	(2.4)%	3.9%	(6.0)%	21.5%
Red Deer	939	(2.6)%	(2.2)%	(2.9)%	2.1%
Grande Prairie	645	(3.1)%	(1.8)%	(4.3)%	1.6%
Fort McMurray	352	(2.6)%	1.8%	(6.7)%	0.9%
Alberta	20,640	(3.6)%	2.0%	(7.8)%	60.3%
Quebec	6,000	2.9%	(4.9)%	7.8%	20.8%
Saskatchewan	3,684	3.1%	2.8%	3.4%	11.0%
Ontario	2,585	6.5%	2.0%	9.6%	7.9%
	32,909	(1.0)%	1.0%	(2.5)%	100.0%

Stabilized revenue decreased by 1.0% for the three months ended March 31, 2021, compared to the same period in the prior year. Operating expenses reported for the three months ended March 31, 2021 increased by 1.0% from the same period in 2020, resulting in a NOI decrease of 2.5%. The decrease in reported stabilized revenue was driven by higher vacancy and incentives in certain regions, and lower in-place occupied rents in Alberta. However, higher in-place occupied rents, achieved through the renovations that had been completed, were observed in all other provinces. Operating expenses increased primarily due to higher insurance, utilities, and property taxes, offset by decreases in building maintenance, advertising, and bad debts, as explained in the "Review of Rental Operations" and the "Segmented Operational Reviews" sections within this MD&A.

Stabilized Revenue Growth	# of Units	Q1 2021 vs Q4 2020	Q1 2021 vs Q3 2020	Q1 2021 vs Q2 2020	Q1 2021 vs Q1 2020
Edmonton	12,906	(1.8)%	(4.0)%	(5.2)%	(4.3)%
Calgary	5,798	(1.6)%	(2.0)%	(2.0)%	(2.4)%
Red Deer	939	(0.7)%	(2.8)%	(4.0)%	(2.6)%
Grande Prairie	645	0.1%	(1.8)%	(2.5)%	(3.1)%
Fort McMurray	352	(0.7)%	(0.2)%	(1.8)%	(2.6)%
Quebec	6,000	0.5%	1.4%	2.3%	2.9%
Saskatchewan	3,684	0.3%	1.4%	2.6%	3.1%
Ontario	2,585	1.1%	3.2%	4.2%	6.5%
	32,909	(0.8)%	(1.4)%	(1.6)%	(1.0)%

On a sequential basis, stabilized revenues reported in the first quarter of 2021 decreased by 0.8% over Q4 2020, decreased by 1.4% compared to Q3 2020, decreased by 1.6% compared to Q2 2020, and decreased by 1.0% compared to Q1 2020. For the Alberta markets, the negative sequential revenue growth, when comparing Q1 2021 to previous quarters in 2020, was the result of the lagged impact of rental rate restrictions coupled with increased vacancy in Q4 2020 which was carried into Q1 2021. As rental restrictions have since been lifted, the Trust's focus is on regaining occupancy paired with sustainable rental rate increases with a focus on retention. The Trust continues to closely monitor this latest trend and is well positioned to strive towards balancing rents during these challenging times.

### **ESTIMATED LOSS-TO-LEASE CALCULATION**

Boardwalk REIT's projected loss-to-lease representing the difference between estimated market rents and actual occupied rents in March 2021, and adjusted for current occupancy levels, totaled approximately \$17.9 million on an annualized basis, representing \$0.35 per Unit (Trust Units & LP Class B Units). For the most part, Boardwalk REIT's rental lease agreements last no longer than twelve months. By managing market rents and providing suite-specific incentives to our Resident Members, the Trust and all its stakeholders continue to benefit from lower turnover, reduced expenses, and high occupancy. The reader should note estimated loss-to-lease, measured at a point in time, is a non-GAAP measure. Please refer to the section titled "Presentation of Financial Information and Non-GAAP Measures – Non-GAAP Financial Measures" in this MD&A for further details.

Same-property	Mar. 2021 Market Rent <sup>(1)</sup>	00	Mar. 2021 ccupied Rent (1)	N	ark to 1arket Per Month	for Occ	Mark to Market Adjusted Current cupancy Levels (\$000's)	I	lar. 2021 Market Rent, ncluding entives (1)	ur. 2021 ccupied Rent <sup>(1)</sup>	N	ark to 1arket Per Month	for Occ	Mark to Market djusted Current cupancy Levels (\$000's)	Weighted Average Apartment Units	% of Portfolio
Edmonton	\$ 1,292	\$	1,183	\$	109	\$	15,569	\$	1,177	\$ 1,183	\$	(6)	\$	(1,464)	12,906	39%
Calgary	1,456		1,321		135		8,996		1,314	1,321		(7)		(645)	5,798	18%
Red Deer	1,157		1,046		111		1,176		1,019	1,046		(27)		(339)	939	3%
Grande Prairie	1,122		1,048		74		538		1,038	1,048		(10)		(97)	645	2%
Fort McMurray	1,481		1,168		313		1,253		1,185	1,168		17		63	352	1%
Alberta Portfolio	\$ 1,330	\$	1,211	\$	119	\$	27,532	\$	1,204	\$ 1,211	\$	(7)	\$	(2,482)	20,640	63%
Quebec	\$ 1,283	\$	1,145	\$	138	\$	9,780	\$	1,280	\$ 1,145	\$	135	\$	9,620	6,000	18%
Saskatchewan (2)	1,321		1,188		133		5,684		1,178	1,188		(10)		(468)	3,684	11 %
Ontario	1,444		1,080		364		11,253		1,444	1,080		364		11,253	2,585	8%
Total Portfolio	\$ 1,330	\$	1,186	\$	144	\$	54,249	\$	1,234	\$ 1,186	\$	48	\$	17,923	32,909	100%

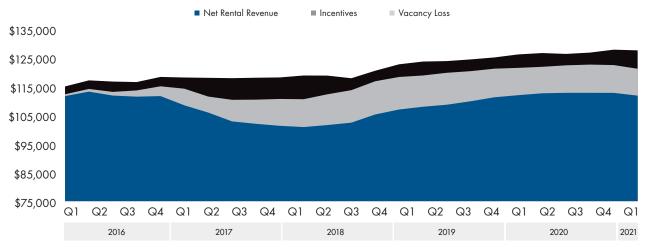
- (1) Ancillary rental revenue is included in the calculation of market and occupied rent.
- (2) Saskatchewan market rent includes an increase for cable and internet service.

The increase in the loss-to-lease for our portfolio, from \$16.4 million at December 2020 to \$17.9 million at March 2021, was due primarily to an increase in market rents in Quebec, using a weighted average mark-to-market of \$48 per suite per month. Excluded from the loss-to-lease calculation of \$17.9 million is approximately \$96 per suite per month of incentives, resulting in additional revenue of over \$35 million per annum.

#### **VACANCY LOSS AND INCENTIVES**

Vacancy loss and rental incentives are strong indicators of current and future revenue performance. Depending on specific market conditions, to best manage overall economic rental revenue, the correct balance between rental incentives and vacancy loss is important. On a quarterly basis, the chart on the following page details rental incentives offered versus vacancy loss. Select incentives are continuing in the Calgary, Edmonton, Regina and Saskatoon markets to maintain occupancy levels. Boardwalk REIT will continue to manage its overall revenues through three key revenue variables, notably, market rents, occupancy levels, and suite-selective incentives. The Trust continues to focus on maximizing overall revenues through the management of these key revenue variables.





Given a slower-than-expected recovery of the rental markets, particularly in Alberta, and the uncertainty resulting from lower oil prices and the COVID-19 pandemic, Boardwalk's continued focus is on maintaining and increasing, in certain regions, occupancy in the short term by offering various suite-specific incentives in exchange for longer-term leases.

### **Financing Costs**

Interest expense on the Trust's secured mortgages and lease obligations for the three months ended March 31, 2021, slightly decreased from the same period in the prior year, from \$22.5 million to \$22.4 million. At March 31, 2021, the reported weighted average interest rate of 2.54% was down from the weighted average interest rate of 2.58% at December 31, 2020. Boardwalk REIT has continued to take advantage of low interest rates to refinance and renew certain mortgages. The average term to maturity of the Trust's mortgage portfolio is approximately 4.1 years.

Boardwalk REIT concentrates on multi-family residential real estate. It is therefore eligible to obtain government-backed insurance through the NHA program, administered by CMHC. The benefits of purchasing this insurance are two-fold.

The first benefit of using CMHC insurance is Boardwalk REIT can obtain mortgages with lower interest rate spreads on its property financing compared to other financing alternatives in either the residential or any other real estate class, leading to lower overall cost of debt, after including the cost of the NHA insurance.

The second benefit of the CMHC insurance relates to lowering Boardwalk REIT's overall renewal risk. Once insurance is obtained on the related mortgage, the insurance is transferable and follows the mortgage for the complete amortization period, typically between 25 and 40 years, depending on the type of asset being insured. With the insurance being transferable between approved lenders, it lowers the overall risk of Boardwalk REIT not being able to refinance the asset on maturity.

Management cannot over-stress the importance of this government-backed mortgage insurance program administered by CMHC, which has proven even more essential during the COVID-19 pandemic. Despite past volatility in the overall credit markets, the Trust has been able to maintain a number of mortgage lenders willing to assume, or underwrite, additional mortgages under this program.

At March 31, 2021, approximately 99% of Boardwalk REIT's mortgages were backed by this NHA insurance, with a weighted average amortization period of approximately 30 years.

The adoption of IFRS also had an impact on the amount of financing costs reported on the Trust's Condensed Consolidated Interim Statements of Comprehensive Income. As a result of the Trust's LP Class B Units being classified as financial liabilities in accordance with IFRS, the corresponding distributions paid to the Unitholders are classified as financing costs under IFRS. Management believes these distribution payments do not truly represent "financing charges" as these amounts are only payable if the Trust declares distributions, and only for the amount of any distributions declared, both of which are at the discretion of the Board of Trustees as outlined in the DOT. The total amount of distributions paid to the holders of LP Class B Units for the three months ended March 31, 2021, which have been recorded as financing charges, was \$1.1 million (\$1.1 million for the three months ended March 31, 2020). Based on this rationale, these amounts have been added back in the calculation of FFO.

The reader should also note that, under IFRS, financing charges are recorded net of interest income the Trust has earned for the period. The total amount of interest income earned for the three months ended March 31, 2021 was \$0.1 million, compared to \$0.2 million for the same period in the prior year. Interest income will fluctuate depending on the cash on hand in the period. Further details on the Trust's investment of cash on hand using term deposits of 90 days or less can be found in NOTE 5 of the condensed consolidated interim financial statements for the three months ended March 31, 2021 and 2020.

### **AMORTIZATION OF DEFERRED FINANCING COSTS**

The amortization of deferred financing costs relates primarily to the amortization of CMHC premiums, which are paid as part of mortgage financing. If Boardwalk REIT replaces an existing mortgage with a new mortgage, all costs associated with the original mortgage, including the unamortized balance of the CMHC premium, are required to be charged to income in the period that this occurs. As a result, and due to the variable timing and strategy of each mortgage at maturity, the amounts reported will vary. Rather than refinance the entire mortgage on term maturity to a higher amount, Boardwalk REIT continues to take advantage of supplementing, rather than extinguishing, the original mortgage to increase its leverage.

Boardwalk reviews its amortization estimates on an ongoing basis and, if warranted, will adjust these estimates on a prospective basis.

The total amortization of deferred financing costs for the three months ended March 31, 2021 was \$1.6 million compared to \$1.5 million recorded for the same period in the prior year. Amortization of deferred financing costs is included in financing costs.

### **INTEREST RATE SENSITIVITY**

Although Boardwalk REIT manages its financing risk in a variety of ways, it is important the reader understands how significant interest rate changes could impact the Trust as a whole. Due to the size of Boardwalk's overall mortgage portfolio, it has been prudent to spread out the maturity of these mortgages over a number of years. In fiscal 2021, the Trust anticipates having approximately \$314.6 million of secured mortgages maturing with a weighted average rate of 2.35%. If we were to renew these mortgages today with a five-year term, the Trust estimates, based upon interactions with possible lenders, the new rate would be approximately 1.70% (as of May 2021).

To date, the Trust has renewed, or forward locked the interest rate on \$133.3 million or 35% of its 2021 mortgage maturities at an average interest rate of 1.30%, while extending the term of these mortgages by an average of six years.

### **Administration**

Included in administration expenses are costs associated with Boardwalk REIT's centralized administrative functions. The amount reported for the three months ended March 31, 2021, which relates to corporate administration from continuing operations (excluding deferred unit-based compensation), was \$8.2 million, compared to \$9.3 million for the same period in the prior year, a decrease of approximately 11.8% for the period. The decrease was due to savings in administrative wages.

For the current and prior comparative periods, Boardwalk REIT allocated certain administration costs between corporate and rental operating expenses. The administration costs allocated to rental operating expenses consist primarily of specific amounts associated with operation-specific staff and related support initiatives. Total administration costs, combining rental operating, corporate, and deferred unit-based compensation, were \$14.5 million for the three months ended March 31, 2021, compared to \$16.3 million for the same period in the prior year. The decrease in total administration costs of approximately \$1.8 million, or approximately 11.0%, was due primarily to a decrease in deferred compensation and wages and salaries relating to lower executive bonuses, leader bonuses, trustee fees, and retirement costs in the prior year.

### **Depreciation**

Depreciation recorded on the Condensed Consolidated Interim Statements of Comprehensive Income at March 31, 2021 is made up of the depreciation of property, plant and equipment.

The Trust has elected to use the cost model under IAS 16 – Property, Plant and Equipment ("IAS 16") to value its property, plant and equipment, and, as a result of this method, depreciation expense is a charge taken against earnings to reflect the estimated depreciation that has occurred to these assets as a result of their use during the reporting period in question.

Boardwalk reviews its key depreciation estimates on an ongoing basis and, if warranted, will adjust these estimates on a prospective basis.

The total amount reported as depreciation for the three months ended March 31, 2021 was \$1.7 million compared to \$1.9 million recorded for the same period in the prior year.

### Other Income and Expenses

### **INCOME TAX EXPENSE**

Boardwalk REIT qualifies as a 'mutual fund trust' as defined in the Tax Act. The Tax Act also contains legislation affecting the tax treatment of publicly traded trusts and the criteria for qualifying for REIT Exemption, which would exempt Boardwalk REIT from income tax under the SIFT Legislation. For 2020 and 2021 to date, the Trust gualified for the REIT Exemption.

Although Boardwalk REIT is exempted from income taxes, provided it distributes all of its taxable income to its Unitholders, this exemption does not apply to its corporate subsidiaries, which are subject to income taxes.

### LP CLASS B UNITS AND THE DEFERRED UNIT COMPENSATION PLAN

The LP Class B Units are non-transferable, except under certain circumstances, but are exchangeable, on a one-for-one basis, into Trust Units at any time at the option of the holder. The LP Class B Units and the deferred unit-based compensation plan are classified as financial liabilities in accordance with IFRS standards, and, as a result, are recorded at their fair value at each reporting date. As at March 31, 2021, the Trust used a price of \$36.31 based on the closing price of the Trust Units on the TSX to determine the fair value of these financial liabilities at that date. The total fair value of these units recorded on the Condensed Consolidated Interim Statements of Financial Position at March 31, 2021, was \$162.5 million, and a corresponding fair value loss of \$11.5 million (three months ended March 31, 2020 - fair value gain of \$103.0 million) was recorded on the Condensed Consolidated Interim Statements of Comprehensive Income for the three months ended March 31, 2021.

The deferred unit-based compensation plan had a fair value of \$3.8 million, and a corresponding fair value loss of \$0.2 million (three months ended March 31, 2020 - fair value gain of \$2.7 million) was recorded on the Condensed Consolidated Interim Statements of Comprehensive Income for the three months ended March 31, 2021.

### **Review of Cash Flows**

### **OPERATING ACTIVITIES**

### **Cash Flows from Operations**

Cash flows from operating activities increased by 24.2% from \$25.4 million for the three months ended March 31, 2020 to \$31.6 million for the three months ended March 31, 2021. A reconciliation of ACFO to cash flow from operating activities as shown in the Condensed Consolidated Interim Statements of Cash Flows prepared in accordance with IFRS is highlighted on the following page.

ACFO Reconciliation (In \$000's, except per Unit amounts)		3 Months r. 31, 2021	Ма	3 Months r. 31, 2020	% Change
Cash flows from operating activities	\$	31,582	\$	25,426	
Adjustments					
Operating working capital		3,136		8,916	
Deferred unit-based compensation		(394)		(1,687)	
Government grant earned		95		95	
Add back distributions to LP Class B Units recorded as financing charges (1)		1,120		1,120	
Interest paid		20,834		20,936	
Financing costs		(22,362)		(22,460)	
Principal portion of lease liabilities		(959)		(893)	
Principal portion of lease receivable		158		29	
		33,210		31,482	
Maintenance capital expenditures (2)		(8,449)		(8,789)	
Adjusted Cash Flows From Operations (ACFO)		24,761		22,693	9.1%
ACFO – per Unit	\$	0.49	\$	0.45	8.9%

<sup>(1)</sup> Under IFRS, the LP Class B Units are considered financial instruments in accordance with IFRS 9. As a result of this classification, their corresponding distribution amounts are considered "financing charges" under IFRS. Management believes these distribution payments do not truly represent "financing charges," as these amounts are only payable if the Trust declares distributions, and only for the amount of any distributions declared, both of which are at the discretion of the Board of Trustees as outlined in the DOT. Therefore, these distributions are excluded from the calculation of ACFO, consistent with the treatment of distributions paid to all other Unitholders.

The reader is cautioned that Boardwalk REIT's calculation of ACFO may be different from other real estate corporations or REITs and, as such, a straight comparison may not be warranted. For the three months ended March 31, 2021, Boardwalk REIT reported total ACFO of \$24.8 million, or \$0.49 per fully diluted Trust Unit. This represented an increase of approximately 9.1%, compared to \$22.7 million, or \$0.45 per fully diluted Trust Unit, reported for the same three months in 2020. The increase for the first quarter of 2021 is due to the Trust benefiting from its focus on decreasing controllable costs such as on-site wages and salaries, repairs and maintenance, advertising, and administration.

For the current quarter, the Trust is paying out an estimated 38.4% of reported FFO and 51.6% of ACFO, compared to 40.5% and 56.2%, respectively, for the same period in the previous prior year. ACFO, in the longer term, is indicative of the Trust's ability to pay distributions to its Unitholders. As regular distributions are funded by the Trust's liquidity, cash flows from operations and mortgage upfinancings tied to investment property capital appreciation, these distributions are reviewed on a quarterly basis by the Board of Trustees to assess whether they are sustainable. As a result of the review, the Board of Trustees has approved distributions of \$1.00 per Unit on an annualized basis.

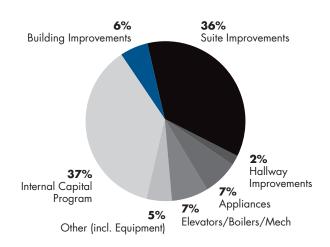
### **INVESTING ACTIVITIES**

### **Capital Improvements**

Boardwalk has a continuous capital improvement program with respect to its investment properties and brand diversification strategy. The program is designed to extend the properties' useful lives, improve operating efficiency, enhance appeal, enhance as well as maintain earnings capacity and meet Resident Members' expectations, as well as meet health and safety regulations.

For the three months ended March 31, 2021, Boardwalk REIT invested approximately \$24.4 million (comprised of \$23.1 million on its investment properties and \$1.3 million on property, plant and equipment) back into its properties in the form of equipment and project enhancements to upgrade existing suites, common areas, building exteriors and systems, compared to the

#### 2021 3 M CAPITAL INVESTMENT



<sup>(2)</sup> Details of the calculation of Maintenance Capital Expenditures can be found in the section titled, "Review of Cash Flows – Value-add Capital and Maintenance Capital Expenditures" in this MD&A.

\$23.9 million (\$22.6 million on its investment properties and \$1.3 million property, plant and equipment) invested in the first guarter of 2020.

A significant part of Boardwalk's capital improvement program relates to projects that are carried out by Boardwalk's Associates. This internal capital program was initiated in 1996 as a way to create more value for the Trust. The Trust recognizes that there are certain efficiencies and economies of scale available from having Boardwalk Associates perform certain capital projects ourselves, or "in-house". This results in the faster execution and greater control of these projects while at the same time eliminating the profit charged by third-party contractors. The Trust focuses on specific projects where there is the largest opportunity for value creation, like flooring and painting. Over the last few years, the Trust has intensified this focus of performing capital projects "in-house" rather than contracting such services, particularly during the COVID-19 pandemic. Included in capital improvements is approximately \$9.0 million of on-site wages and salaries that have been incurred towards these projects for 2021, compared to \$8.5 million for the first quarter of 2020.

### **Maintenance of Productive Capacity**

The Trust has two separate areas in which capital is invested back into its residential buildings. These are referred to as maintenance capital expenditures or "maintenance CAPEX" and value-add capital investments.

Maintenance CAPEX over the longer term is funded from operating cash flows. These expenditures are deducted from FFO in order to estimate a sustainable amount, AFFO, which can be distributed to Unitholders. Maintenance CAPEX include those expenditures that, although capital in nature are not considered betterments, and relate more to maintaining the existing earning capacity of our property portfolio, however do extend the useful life of the asset. In contrast, value-add capital investments are more discretionary in nature and focus on increasing the productivity of the property, with the goal of increasing net operating income through revenue growth and/or decreased operating expenses. Management believes that significant judgement is required to determine whether a capital expenditure is needed to maintain the earning capacity of an asset or to increase the earning capacity of an asset. Lastly, the Trust invests funds in its portfolio in the form of ongoing repairs and maintenance as well as on-site maintenance Associates. Both of these expenditures are designed to maintain the operating capacity of our assets.

### Value-add Capital and Maintenance Capital Expenditures

As discussed above, value-add capital investments include building improvements, suite upgrades, technology initiatives and other investments which support NOI growth. Building improvements include investments which improve energy efficiency, enhance building envelopes, increase curb appeal of the property, as well as renovations of common areas and amenity spaces. Suite upgrades included in value-add capital result in revenue growth above market growth. In addition, internal capital required to complete building improvements and suite upgrades is considered value-add capital.

Alternatively, maintenance CAPEX are expenditures which relate to sustaining and maintaining the existing asset. Boardwalk's determination of maintenance CAPEX is based on an estimated reserve amount per apartment unit based on a three-year average of the capital invested to maintain and sustain the existing properties. The allocations below were the result of a detailed review of the Trust's historical capital investment. As previously discussed, significant judgement was required to allocate capital between value-add and maintenance CAPEX. Capital budget amounts for 2021, revised, if necessary, based on actual expenditures for the year, are initially used to calculate Maintenance CAPEX for the three-year rolling average. For 2020, the three-year rolling average is based on actual expenditures invested from 2018 to 2020.

Prior to 2021, the Trust computed maintenance CAPEX based on the first-year amortization. The first-year amortization of each major capital expenditure category was taken as a reliable metric of maintenance CAPEX since such an amount would have been expended in the first year in any event in lieu of repair and maintenance expenses. This methodology resulted in less subjectivity and was an appropriate estimation of maintenance CAPEX.

In 2021, the Trust has undertaken a more thorough analysis of its capital program and though it involves more judgment, the Trust believes this methodology provides a more reliable estimation of both its value-add investments and maintenance CAPEX figures.

The Trust's calculation of standardized maintenance CAPEX per suite is outlined on the following page:

Category		21 Budgeted Expenditures (\$000's)		20 Capital enditures (\$000's)		19 Capital enditures (\$000's)		018 Capital penditures (\$000's)
Building Exterior, Grounds & Parking	\$	35,380	\$	20,990	\$	23,701	\$	25,390
Hallways & Lobbies		9,730		6,816		6,903		3,213
Elevators		3,700		2,653		2,429		1,262
Mechanical & Electrical		5,040		5,134		6,967		5,331
Other – Information Technology		6,040		4,422		9,885		6,509
Site Equipment & Vehicles		1,520		1,412		1,500		2,103
Total Common Area	\$	61,410	\$	41,427	\$	51,385	\$	43,808
Paint & General	\$	10,156	\$	10,446	\$	13,163	\$	16,159
Flooring		11,627		11,959		14,237		15,917
Cabinets & Counters		7,144		7,348		9,354		9,886
Appliances		5,369		5,523		4,778		6,305
Suite Mechanical		1,690		1,738		2,327		2,909
Furniture, Fixtures & Equipment		944		971		333		961
Total Suites	\$	36,930	\$	37,985	\$	44,192	\$	52,137
Internal Capital Program	\$	34,560	\$	33,658	\$	27,026	\$	28,841
Subtotal	\$	132,900	\$	113,070	\$	122,603	\$	124,786
Corporate Capital Expenditures		-		546		-		1,136
Total Capital Expenditures	\$	132,900	\$	113,616	\$	122,603	\$	125,922
Cash Flow from Investing Activities	•	105.010	•	100.050	•	444 040	•	447.044
Improvements to Investment Properties	\$	125,340	\$	108,653	\$	111,219	\$	117,914
Additions to Property, Plant & Equipment	•	7,560		4,963		11,384		8,008
Total Capital Expenditures	\$	132,900	\$	113,616	\$	122,603	\$	125,922
Apartment Units		33,396		33,396		33,263		33,424
Value-add Capital Investment								
Building Improvements	\$	31,439	\$	19,474	\$	24,839	\$	25,091
Common Area Renovations		9,730		6,816		6,903		3,213
Suite Upgrades		28,330		29,104		30,182		35,962
Internal Capital		27,968		27,195		20,785		21,739
Other – Information Technology		1,510		1,106		2,471		1,627
	\$	98,977	\$	83,695	\$	85,180	\$	87,633
Maintenance CAPEX		33,923		29,921		37,423		38,289
Total Capital Expenditures	\$	132,900	\$	113,616	\$	122,603	\$	125,922
Maintenance CAPEX per Apartment Unit	\$	1,016	\$	896	\$	1,125	\$	1,146
Three-year Rolling Average Reserve								
2019					\$	1,125		
2020					\$	896		
2021					\$	1,016		
2021 Maintenance CAPEX Reserve Per Apartment Unit					\$	1,012		
Three-year Rolling Average Reserve								
2018							\$	1,146
2019							\$	1,125
2020							\$	896
2020 Maintenance CAPEX Reserve Per Apartment Unit							\$	1,056

Using the three-year rolling average reserve, for 2021, Boardwalk's estimate of Maintenance CAPEX is \$33.8 million, or \$1,012 per apartment unit, for the year. For 2020, Boardwalk's estimate of Maintenance CAPEX, using the three-year average reserve, was \$35.2 million or \$1,056 per apartment unit, for the year.

Based on the above, the following table provides management's estimate of these expenditure categories for the three months ended March 31, 2021 and 2020.

(In \$000's, except for per suite amounts)	3 Months : 31, 2021	Per Suite	3 Months r. 31, 2020	Per Suite	
Maintenance Capital Expenditures	\$ 8,449	\$ 253	\$ 8,789	\$	264
Value-add Capital	15,958	478	15,171		456
	\$ 24,407	\$ 731	\$ 23,960	\$	720

Management has estimated that for the first quarter of fiscals 2021 and 2020, the amount allocated to maintenance capital was approximately \$8.4 million, or \$253 per apartment unit, and \$8.8 million, or \$264 per apartment unit, respectively, with investment in value-add expenditures to its investment properties totaling \$16.0 million and \$15.2 million, respectively, or \$478 and \$456 per apartment unit.

### **Investment Properties**

The Trust has elected to use the fair value model in accordance with IAS 40 - Investment Properties ("IAS 40") to report the value of its investment properties at each reporting date.

External valuations were obtained from third-party appraisers (the "Appraisers") based on a cross section of properties from different geographical locations and markets across the Trust's rental portfolio, as determined by management, to corroborate the Trust's internal fair value calculation for its entire investment property portfolio. External appraisals were obtained as follows:

Date	Number of Properties	Aggregate Fair Value	Percentage of Portfolio as of that Date
March 31, 2021	4	\$ 223,698	3.7%
December 31, 2020	4	\$ 615,599	10.3%
September 30, 2020	4	\$ 158,394	2.6%
June 30, 2020	4	\$ 157,212	2.6%
March 31, 2020	4	\$ 130,597	2.2%

The fair value of the Trust's investment property portfolio was determined internally by the Trust using the same assumptions and valuation techniques used by the Appraisers. In addition to performing a valuation on a selection of the Trust's properties (and not performing a valuation on all of the Trust's properties) to corroborate to the Trust's internal valuation, the Appraisers provided the Trust with a summary of the major assumptions and market data by city in order for the Trust to complete its internal valuations.

The key valuation metrics for the Trust's investment properties using the stabilized approach are set out in the following table:

As at	Mar.	Dec. 31, 2020				
	Capitalization Rate Weighted Average	5	ecasted Total Stabilized Net rating Income	Capitalization Rate Weighted Average		orecasted Total Stabilized Net erating Income
Calgary	5.00%	\$	64,994	5.00%	\$	65,745
Edmonton	5.29%		113,901	5.29%		114,552
Other Alberta	6.47%		17,677	6.47%		17,981
Kitchener	4.25%		3,053	4.50%		3,088
London	4.26%		18,555	4.51%		18,385
Montreal	5.04%		6,128	5.04%		6,093
Quebec City	5.22%		11,449	5.44%		11,390
Regina	5.93%		17,461	5.93%		17,471
Saskatoon	5.94%		16,022	5.94%		15,687
	5.24%	\$	269,240	5.28%	\$	270,392
Land Lease	5.17%	\$	33,080	5.18%	\$	32,258

Overall portfolio weighted average stabilized capitalization rate ("Cap Rate") was 5.23% as at March 31, 2021 and 5.27% as at December 31, 2020, using a forecasted stabilized net operating income ("NOI").

The "Overall Capitalization Rate" method requires a forecasted stabilized NOI be divided by a Cap Rate to determine a fair value. As such, fluctuations in both NOI and Cap Rates could significantly alter the fair value. Generally, an increase in NOI will result in an increase to the fair value of an investment property. An increase in Cap Rate will result in a decrease to the fair value of an investment property. When the Cap Rate is applied to NOI to calculate fair value, there is a significant impact whereby the lower the Cap Rate, the larger the impact. The tables below summarize the sensitivity impact of changes in both Cap Rates and forecasted stabilized NOI on the Trust's fair value of its investment properties (excluding building acquisitions valued at Level 2 inputs, development and the right-of-use assets related to lease liabilities) as at March 31, 2021 and December 31, 2020:

As at March 31, 2021	Stabilized Net Operating Income									
			-3%		-1%	As Fo	recasted		+1%	+3%
Cap Rate		\$	293,250	\$	299,297	\$	302,320	\$	305,343	\$ 311,390
-0.25%	4.98%	\$	107,995	\$	229,386	\$	290,082	\$	350,778	\$ 472,169
Cap Rate As Reported	5.23%		(173,385)		(57,795)		5,779,489		57,795	173,385
+0.25%	5.48%		(429,095)		(318,778)		(263,619)		(208,460)	(98,143)
As at December 31, 2020					Stabilize	ed Net	Operating Ir	ncom	е	
			-3%		-1%	As F	orecasted		+1%	+3%
Cap Rate		\$	293,571	\$	299,624	\$	302,650	\$	305,677	\$ 311,730
-0.25%	5.02%	\$	105,381	\$	226,038	\$	286,366	\$	346,695	\$ 467,352
Cap Rate As Reported	5.27%		(172,394)		(57,465)		5,746,471		57,465	172,394
+0.25%	5.52%		(424,994)		(315,273)		(266,484)		(205,551)	(95,830)

Investment properties with a fair value of \$639.8 million as at March 31, 2021 (December 31, 2020 – \$622.2 million), are situated on land held under ground (or land) leases.

Investment properties with a fair value of \$761.4 million as at March 31, 2021 (December 31, 2020 – \$762.5 million), are pledged as security against the Trust's committed revolving credit facility. In addition, investment properties with a fair value of \$5.7 billion as at March 31, 2021 (December 31, 2020 – \$5.7 billion), are pledged as security against the Trust's mortgages payable.

For the three months ended March 31, 2021, the Trust capitalized \$23.1 million in building improvements (and \$2.9 million in development expenditures) and recorded a fair value gain of \$9.5 million on its financial statements as a result of changes in the fair value of investment properties. For the year ended December 31, 2020, the Trust capitalized \$108.7 million in building improvements (and \$32.9 million in development expenditures) and recorded a fair value loss of \$383.0 million. Capitalized building improvements represent expenditures that provide future benefits to the Trust for a period greater than 12 months, some of which may not be immediately reflected in the fair value of the investment properties, under IFRS, for the current reporting period.

### **Joint Venture Agreements**

Over the last number of years, there has been a shift in the multi-family apartment environment in Canada. Over this period, Boardwalk has witnessed a significant increase in the market value of rental apartments. This increase has been mainly driven by a significant compression in market capitalization rates, which in turn has been the result of a prolonged low interest rate environment in Canada.

Boardwalk continues to move forward with its development opportunities and previously announced the completion of its first joint venture development project with RioCan Real Estate Investment Trust ("RioCan") known as BRIO, located in Calgary, Alberta. BRIO is an amenity-rich affordable luxury twelve-storey tower with approximately 130,000 square feet of residential, consisting of 162 units, and 10,000 square feet of retail space. The development provides premium rental housing at a desirable location that is along the Calgary Light Rail Transit Line, and in close proximity to the University of Calgary, Foothills Hospital, and McMahon Stadium. The joint venture involves an equal 50% interest in which both RioCan and Boardwalk provide best-in-class retail and residential expertise, respectively, to co-develop the asset. To maximize the value of the development, RioCan manages the retail component and Boardwalk manages the residential component, each on a cost basis. The Trust and RioCan are proud of the newest addition to the Lifestyle portfolio. The project was substantially completed in February 2020 and on budget. As of May 2021, the project was 75% leased.

In 2020, Boardwalk continued with its 50:50 joint venture partnership to develop a 365-unit multi-residential, purpose-built rental complex, located near downtown Brampton, Ontario. It is estimated that total cost for the project is approximately \$200 to \$215 million. The proposed project is a rental complex with approximately 10,700 square feet of retail space, above and underground parking and 380,000 square feet of residential space over two concrete high-rise towers. For the three months ended March 31, 2021, the Trust contributed \$3.6 million of capital to the limited partnership. For the year ended December 31, 2020, the Trust contributed \$9.2 million of capital to the limited partnership. Despite necessary slowdowns resulting from the impact of the COVID-19 pandemic, tradesmen are still on site and working to progress the project, although at reduced staffing levels. Extra precautions for hygiene, cleaning, and physical distancing are in place to ensure our worksite is in full compliance with best practices and requirements. The project is substantially tracking on time and on budget. The partnership has committed to a construction facility for 60% of the budgeted costs to construct, however, the facility will not be drawn upon until the 40% required equity has been contributed.

During the third quarter of 2019, and subject to zoning approvals, the Trust finalized a joint venture mixed-use project with RioCan to build a 25-storey tower and a 16-storey tower, consisting of 470 residential units totaling approximately 418,000 buildable square feet and approximately 12,000 square feet of retail space. The project is located on a discrete portion of land at RioCan's Sandalwood Shopping Centre in Mississauga, Ontario. The project proposes three levels of underground parking and will provide premium rental housing in a transit-oriented location along Hurontario Street near Square One Shopping Centre, and easy access onto the 401, 403 and 407 highways. The joint venture involves an equal 50% interest, in which, each partner will provide best-in-class retail and residential expertise to develop and operate the asset. The land was 100% owned by RioCan. Subject to zoning approval and confirmation of total buildable area, the total purchase price has yet to be finalized. In 2019, the Trust paid \$11.6 million (including transaction costs) for its 50% interest in the land. Zoning approvals were received subsequent to Q1 2021 with the final land purchase price to now be determined.

### **Development**

Boardwalk's development opportunities include additional projects to be built on the Trust's excess land density, as well as new land that has been recently acquired in Victoria, British Columbia. These developments are in various stages of market analysis, planning and approval, and will further add newly constructed assets to the Trust's portfolio.

On September 1, 2020, the Trust acquired the first parcel of a development site in Victoria, British Columbia, in the community of Esquimalt, for a purchase price of \$3.1 million (including transaction costs). On November 2, 2020, the Trust acquired the second parcel of adjacent land for a purchase price of \$10.1 million (including transaction costs). The purchases are part of Boardwalk's long-term strategic plan of high-grading and geographic expansion, with the land planned for the development of new rental units. On February 1, 2021, the Trust acquired a third parcel of adjacent land for a purchase price of \$2.0 million (including transaction costs).

On November 23, 2020, the Trust purchased a development site in Victoria, British Columbia, in the community of View Royal, for a purchase price of \$14.5 million (including transaction costs). The Trust plans to redevelop the land which has the potential for up to 247 new rental units.

For the three months ended March 31, 2021, the Trust expended \$2.9 million on total development costs compared to \$3.4 million for the same period in the prior year. Interest costs of \$0.4 million were capitalized for the three months ended March 31, 2021 (March 31, 2020 – \$0.4 million).

### **New Property Acquisitions and Dispositions**

On September 28, 2020, the Trust acquired a portfolio of four properties in Southwestern Ontario, located in the markets of Kitchener, Waterloo, and Cambridge. The portfolio is comprised of 226 units and had a purchase price \$64.6 million (including transaction costs).

On August 27, 2020, the Trust purchased a property in Cambridge, Ontario. The property is comprised of 56 units and had a purchase price \$16.8 million (including transaction costs).

Subsequent to March 31, 2021, the Trust closed on two new properties, one of which was located in Banff, Alberta and another located in Victoria, British Columbia. The Banff property, totaling 81 units, was purchased using cash on hand for \$24.0 million. The second property in Victoria, totaling 114 units, was purchased for \$48.0 million and was funded with mortgage financing of \$32.0 million and cash on hand of \$16.0 million. This property is in close proximity to the development site, previously described in the community of View Royal.

On November 17, 2020, the Trust sold a non-core asset, Boardwalk Manor (comprised of 72 units), in Regina, Saskatchewan for total proceeds (excluding selling costs) of \$7.5 million.

On June 25, 2020, the Trust sold a non-core, land leased asset, Elbow Tower (comprised of 158 units), in Calgary, Alberta for total proceeds (excluding selling costs) of \$3.0 million.

### FINANCING ACTIVITIES

#### **Distributions**

Boardwalk distributes payments on a monthly basis to its Unitholders. These payments are referred to as regular distributions. The distinct nature and classification of these payments are unique to each trust and the components of these distributions may have differing tax treatments. For the three months ended March 31, 2021, the Trust paid regular distributions of \$12.8 million to its Unitholders and the holders of LP Class B Units, compared to \$12.8 million for the same period in 2020. Regular distributions declared for the three months ended March 31, 2021 represented an FFO payout ratio of 38.4%, compared to 40.5% for same period in the prior year. Regular distributions (Trust Units and LP Class B Units) declared in the first three months of 2021 represented approximately 40.4% of cash flows from operating activities compared to 50.1% for the same period in 2020.

### **Financing of Revenue Producing Properties**

During the three months ended March 31, 2021, the financing and refinancing of existing properties totaled approximately \$17.1 million (\$30.0 million for same period in the prior year). During the financing and refinancing process, Boardwalk REIT decreased the weighted average interest rate on its mortgage portfolio from 2.58% at December 31, 2020 to 2.54% at March 31, 2021.

Due to the nature of multi-family residential real estate, the amount paid for apartment units may vary dramatically based on a number of parameters, including location, type of ownership (free hold versus land lease) and type of construction. As required under IFRS, on acquisition, an analysis is performed on the mortgage debt assumed, if any. The analysis focuses on the interest rates of the debt assumed. If it is determined that the in-place rates are materially below or above market rates,

an adjustment is made to the book cost of the recorded asset. During the third quarter of 2020, \$16.1 million of mortgages were assumed on acquisitions. These mortgages had in-place rates above market rates, resulting in market debt adjustments totaling \$459,000 that was made to the book cost of the corresponding assets.

### **Capital Structure and Liquidity**

Liquidity refers to the Trust's ability to generate, and have available, sufficient cash to fund our ongoing operations and capital commitments as well as its distributions to Unitholders. Generally, distributions are funded from ACFO, a non-GAAP cash flow metric as defined above. However, in common with the majority of real estate entities, the Trust relies on lending institutions for a significant portion of capital required to fund mortgage principal payments, capital expenditures, acquisitions, unit buybacks, and repayment of maturing debt. Over the past number of years, Boardwalk has observed a significant increase in borrowing standards of many of our key lending partners as a result of heightened sensitivity to possible weaknesses in the economy. To mitigate the risk of renewal, the Trust utilizes NHA mortgage insurance, the benefits of which are discussed in detail in this MD&A. Approximately 99% of Boardwalk REIT's secured mortgages carry NHA insurance. In volatile times, including during the ongoing COVID-19 pandemic, the ability to access this product is very beneficial to the Trust as a whole.

The access to liquidity is an important element of the Trust as it allows the Trust to implement its overall strategy. With the current COVID-19 pandemic, the importance of liquidity has been magnified even more due to the uncertainty of when the pandemic will abate. The further low interest rate environment has allowed Boardwalk to renew its existing maturing mortgages at favourable interest rates. In addition, Boardwalk has been able to access additional capital from its properties through the continued use of the current NHA insurance program, which provides mortgage financing at attractive rates. With the COVID-19 pandemic, we have seen declining interest rates which may result in lower interest rates upon renewal as compared to the existing interest rate, however, potential interest savings may be tempered by an increase in upfinancings to ensure appropriate liquidity.

Boardwalk defines liquidity to include cash and cash equivalents on hand and any unused committed revolving credit facility, plus any committed secured upfinancings. The Trust's cash position was \$36.3 million at March 31, 2021, compared to \$53.0 million reported on December 31, 2020. As at March 31, 2021, the Trust also had \$199.7 million of unused credit facility (December 31, 2020 - \$199.7 million) and committed secured upfinancings of \$58.1 million (December 31, 2020 -\$16.5 million), bringing total liquidity to \$294.1 million (December 31, 2020 - \$269.2 million).

The Trust's liquidity position as at March 31, 2021 remains stable as the following table highlights:

(\$000)	
Cash position, March 31, 2021	\$ 36,278
Subsequent Committed/Funded Financing	58,053
Committed Revolving Credit Facility Available	199,750
Total Available Liquidity	\$ 294,081

In addition to this, the Trust currently has 1,020 rental apartment units of unencumbered assets, of which 257 units are pledged against the Trust's committed revolving credit facility. It is estimated that, under current CMHC underwriting criteria, the Trust could obtain an additional \$111.3 million of new proceeds from the financing of its current unencumbered assets.

The reader should also be aware that of the \$314.6 million of secured mortgages coming due in 2021 (as shown in the table on the following page), all have NHA insurance, and represent in aggregate approximately 51% of current estimated "underwriting" values on those individual secured assets. Interest rates on five and 10-year NHA-insured mortgages as of May 2021 were 1.70% and 2.50%, respectively. The reader, however, is cautioned these rates do fluctuate and, by the time these maturing mortgages are set for renewal, with or without additional financing, interest rates may have changed materially. Even with the NHA insurance program attached to its secured mortgages, the Trust is still susceptible to changes in market interest rates. To address a portion of this risk, the Trust has forward locked or renewed \$133.3 million, or 35%, of its total 2021 mortgage maturities. The weighted average contracted interest rate on these renewals is 1.30%, for an average term of six years.

### **MORTGAGE SCHEDULE**

Boardwalk REIT's long-term debt consists entirely of low-rate, fixed-term secured mortgage financing. The maturity dates on the secured mortgages have been staggered to lower the overall interest rate risk on renewal.

Total mortgages payable (net of unamortized transaction costs) as at March 31, 2021, were \$2.9 billion, compared to \$2.9 billion as at December 31, 2020.

Boardwalk REIT's overall weighted average interest rate on its long-term debt has decreased from the prior year. The weighted average interest rate as at March 31, 2021, was 2.54% compared as at 2.58% as at December 31, 2020. To better maintain cost effectiveness and flexibility of capital, Boardwalk REIT continuously monitors short and long-term interest rates. If the environment warrants, the Trust will convert short-term, floating rate debt, if any, to longer term, fixed rate mortgages to reduce interest rate renewal risk.

Year of Maturity		l Outstanding Mar. 31, 2021	Weighted Average Interest Rate By Maturity	% of Total	
2021	\$	314,561	2.35%	10.5%	
2022	Ť	422,406	2.72%	14.1%	
2023		348,879	2.91%	11.6%	
2024		312,843	2.59%	10.4%	
2025		557,856	2.15%	18.6%	
2026		217,081	2.12%	7.2%	
2027		379,732	3.03%	12.6%	
2028		131,526	2.98%	4.4%	
2029		200,930	2.45%	6.7%	
2030		117,772	1.99%	3.9%	
Total Principal Outstanding		3,003,586	2.54%	100.0%	
Unamortized Deferred Financing Costs		(107,870)			
Unamortized Market Debt Adjustment		398			
Per Financial Statements	\$	2,896,114			

#### **CONSTRUCTION LOAN PAYABLE**

During 2019, the Trust entered into a \$50 million revolving construction facility loan along with one of its joint venture partners. To date, \$42.4 million has been drawn on this loan, of which Boardwalk's 50% portion is \$21.2 million. The facility is interest payable only and has a maturity date of July 31, 2021. The facility bears interest at prime plus 0.05%, or a Bankers' Acceptance interest rate of 1.97%, a Bankers' Acceptance stamping fee of 1.05% and a standby fee of 0.21%.

#### **INTEREST COVERAGE**

Notwithstanding the Trust's current liquidity situation, Boardwalk's liquidity and access to capital resources is constrained by certain tests that have been adopted in both its Declaration of Trust, as well as in its credit facility. The Declaration of Trust stipulates an interest coverage ratio limit of 1.5 to 1. For the purpose of the interest coverage ratio calculation, gains or losses on the sale or disposition of investment properties are excluded from earnings. Additionally, distributions on the LP Class B Units are excluded from interest expense, despite the LP Class B Units being classified as a financial liability under IFRS.

The following table sets out the Trust's interest coverage ratio calculation as at March 31, 2021, and December 31, 2020, based on the most recently completed four fiscal quarters.

As at	Mar. 31, 2021		Dec. 31, 2020	
Net operating income	\$ 268,377	\$	269,144	
Administration expenses (including deferred unit-based compensation)	(36,990)		(39,324)	
Consolidated EBITDA (1) (12 months ended)	231,387		229,820	
Consolidated interest expense (12 months ended)	82,149		82,345	
Interest coverage ratio	2.82		2.79	
Minimum threshold	1.50		1.50	

<sup>(1)</sup> Earnings before interest, taxes, depreciation and amortization.

For the trailing 12 months ended March 31, 2021, Boardwalk REIT's overall interest coverage ratio of consolidated EBITDA to interest expense, excluding distributions on LP Class B Units and fair value adjustments, was 2.82, compared to 2.79 for the year ended December 31, 2020. The reader should note that under IFRS, the distributions made to the holders of the LP Class B Units are considered financing charges and is the result of the reclassification of these Units as financial liabilities. The calculation of the interest coverage ratio above does not include these distribution payments in the calculation of interest expense.

#### **UNITHOLDERS' EQUITY**

The following table discloses the changes in Trust Units issued and outstanding:

Summary of Unitholders' Capital Contributions	Units
December 31, 2019	46,461,293
Units issued for vested deferred units	87,655
December 31, 2020	46,548,948
Units issued for vested deferred units	-
March 31, 2021	46,548,948

Boardwalk REIT has one class of publicly traded voting securities, being the Trust Units. As at March 31, 2021, there were 46,548,948 Trust Units issued and outstanding. In addition, there were 4,475,000 special voting units issued to holders of "Class B Units" of Boardwalk REIT Limited Partnership ("LP Class B Units"), each of which also has a special voting unit in the REIT. Each LP Class B Unit is exchangeable for a Trust Unit on a one-for-one basis at the option of the holder. Each LP Class B Unit, through the special voting unit, entitles the holder to one vote at any meeting of Unitholders. Accordingly, if all of the LP Class B Units were exchanged for Trust Units, the total issued and outstanding Trust Units would be 51,023,948. The LP Class B Units are classified as "FVTPL" financial liabilities under IFRS and are recorded at their fair value as liabilities on the Condensed Consolidated Interim Statements of Financial Position.

During 2020 and 2021, the Trust did not purchase and cancel any Units.

#### **EQUITY**

Boardwalk has an equity market capitalization of approximately \$1.9 billion based on the Trust Unit closing price of \$36.31 on the TSX on March 31, 2021.

#### **ENTERPRISE VALUE**

With a total enterprise value of approximately \$4.9 billion (consisting of total debt of \$3.0 billion and market capitalization of \$1.9 billion) as at March 31, 2021, Boardwalk's total debt is approximately 61% of total enterprise value.

#### **NET ASSET VALUE PER TRUST UNIT**

The Trust's NAV per fully diluted Trust Unit is calculated below:

	Mar	. 31, 2021	Dec	:. 31, 2020
IFRS Asset Value Per Diluted Unit (Trust & LP B)	\$	118.01	\$	117.28
Debt Outstanding per Diluted Unit	\$	(60.79)	\$	(60.83)
Net Asset Value (NAV) Per Diluted Unit (Trust & LP B)	\$	57.22	\$	56.45
Cash Per Diluted Unit (Trust & LP B)	\$	0.71	\$	1.04
Total Per Diluted Unit (Trust & LP B)	\$	57.93	\$	57.49

Overall NAV per Trust Unit has increased 0.8% to \$57.93 as at March 31, 2021, compared to \$57.49 as at December 31, 2020, due to an increase in investment properties. NAV is a key metric used by real estate entities to measure the value of an organization.

## **Risk and Risk Management**

Boardwalk REIT, like most other real estate entities, is exposed to a variety of risk areas which are summarized in its Management Discussion and Analysis for the year ended December 31, 2020 and the AIF. A global health pandemic, including the COVID-19 pandemic, represents a risk which has a significant impact on many of the Trust's previously identified risks as follows:

Identified Risk	Global Health Pandemic Impact and Risk Management Response
Multi-family Residential Sector Risk	Upon expiry of any lease, there can be no assurance that the lease will be renewed or the tenant replaced. To date, turnover appears to have decreased as Resident Members are practicing social distancing. This has mitigated this risk.
Fluctuations of Cash Distributions	Distributions may exceed cash available to Boardwalk REIT from time to time. To mitigate this risk, Boardwalk has implemented a minimum distribution policy which provides increased cash flow certainty. As previously mentioned, for the three months ended March 31, 2021, distributions currently represent 38.4% of FFO or 51.6% of AFFO, representing a low cash flow commitment and the ability to maintain payments should cash flow decrease.
Access to Capital Risk	The real estate industry is highly capital intensive and accessing capital may be more difficult during a global health pandemic, including the COVID-19 pandemic. To date, governments have responded quickly to ensure capital remains available. Through its partnership with CMHC, Boardwalk still remains able to access capital.
Credit Risk	The risk of loss due to failure of a Resident Member to fulfill its obligation of required payments. To date, Canada has experienced unprecedented unemployment rates which could hamper a Resident Member's ability to pay rent. Governments have implemented support programs which should mitigate this risk; however, the impact of the risk remains unknown.
Market Risk	The risk that the Trust could be adversely affected due to market changes particularly in supply, interest rates and regional rent controls. With the COVID-19 pandemic, provincial governments had, and have once again, applied rental rate freezes, which could adversely impact the Trust's cash flows from operating activities. Since the onset of the pandemic, we have seen a decrease in government bond yields, resulting in a corresponding decrease in mortgage interest rates. This may provide an opportunity for the Trust to obtain financing at lower interest rates when mortgages mature and need to be renewed. Lastly, as social distancing practices are maintained, the expected onset of new supply of rental housing will likely take longer as construction completion times are extended. This decreases the supply risk to the Trust.
Supply Risk	Please see market risk.
Rent Control Risk	Please see market risk.
Reputation Risk	The risk that a pandemic impacts the reputation of the Trust for actions it did, or did not, take during a health pandemic.
Joint Ventures and Co-ownerships	A global pandemic, including the COVID-19 pandemic, may adversely impact our joint venture partners financially, which could have a correspondingly negative impact on the Trust's cash flows. To mitigate this risk, the Trust is in constant communication and engagement with our partners regarding their financial stability.

## **Critical Accounting Policies**

The condensed consolidated interim financial statements should be read in conjunction with the Trust's most recently issued Annual Report, which includes the significant accounting policies adopted by the Trust. The condensed consolidated interim financial statements have been prepared using the same accounting policies and methods as those used in the consolidated financial statements for the year ended December 31, 2020.

The preparation of the Trust's March 31, 2021 condensed consolidated interim financial statements in accordance with IFRS requires management to make judgements, estimates and assumptions that affect the reported amounts of assets, liabilities, Profit (loss) and related disclosures. The estimates and associated assumptions are based on historical experience and various other factors that are deemed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are consistent with those disclosed in the Trust's December 31, 2020 annual consolidated financial statements.

In addition, beginning in 2020, the COVID-19 pandemic has had a substantial impact on the Canadian economy. With the emergence of a third wave of the COVID-19 pandemic in the first quarter of 2021, and the emergence of various COVID-19 variant strains, it has once again led to the imposition of further containment measures to varying degrees in many regions within Canada and globally. As a result of the uncertainty associated with the unprecedented nature of the COVID-19 pandemic, some of the Trust's significant judgements were impacted. Specifically, significant judgement was required when measuring the Trust's investment properties which are carried at fair value using assumptions based on market conditions, which currently have limited long-term visibility. The full long-term impact of COVID-19 pandemic on the valuation of investment properties is unknown. Furthermore, judgement was required in assessing the collectability of any outstanding tenant receivable balances and the consideration of applying an allowance for estimated credit losses to these balances. In response to the spread of the virus, provincial governments initially limited landlords' ability to evict tenants for the nonpayment of rent but have since lifted this regulation. Social (physical) distancing actions resulted in the temporary closure of many businesses, which has had a significant impact on unemployment rates across Canada and may adversely impact residents' ability to pay rent, with the long-term impact being unknown. Given the uncertainty of the longer-term impact of the COVID-19 pandemic and how it will impact valuation assumptions, measurement uncertainty exists with respect to the Trust's investment properties.

## Disclosure Controls and Procedures & Internal Control Over **Financial Reporting**

Management is responsible for establishing and maintaining a system of disclosure controls and procedures to provide reasonable assurance that all material information relating to the Trust is gathered and reported to senior management on a timely basis so that appropriate decisions can be made regarding public disclosure.

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

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

There were no changes made in our internal controls over financial reporting during the quarter ended March 31, 2021, that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

## 2021 Capital Budget

The Board of Trustees approved the 2021 Capital Budget as follows:

Capital Budget (\$000's)	20	21 Budget	Per Suite	 ths ended r. 31, 2021	Per Suite
Maintenance Capital		33,808	1,012	8,449	253
Value-add Capital		99,092	2,968	15,958	478
Total Operational Capital	\$	132,900	\$ 3,980	\$ 24,407	\$ 731
Development/Development JV		40,100		6,441	
Total Capital Investment	\$	173,000		\$ 30,848	

In total the Trust expects to invest \$132.9 million (or \$3,980 per apartment unit) on operational capital in 2021. For the three months ended March 31, 2021, the Trust invested \$24.4 million on operational capital and \$6.4 million on development costs (including payments to the Trust's equity accounted investment).

### 2021 Financial Outlook and Market Guidance

The financial impact of the COVID-19 pandemic remains uncertain and, as a result, the Trust has suspended financial guidance for 2021. However, the Trust is committed to providing regular operational updates to its stakeholders in lieu of financial guidance.

### **Select Condensed Consolidated Interim Financial Information**

The condensed consolidated interim statements of comprehensive (loss) income set forth in the following table has been derived from the unaudited condensed consolidated interim financial statements of the Trust for various quarterly interim periods.

Quarterly Comparative	Three Months Ended															
(Cdn\$ Thousands, except per Unit amount)	M	ar. 31, 2021	D	ec. 31, 2020	S	ep. 30, 2020	J	un. 30, 2020	N	lar. 31, 2020	D	ec. 31, 2019	Se	ep. 30, 2019	Ju	un. 30, 2019
Total rental revenue	\$1	15,761	\$ 1	16,543	\$ 1	16,207	\$ 1	16,818	\$ 1	16,004	\$ 1	15,378	\$ 1	14,660	\$ 1	13,383
Profit (loss)	2	28,977	(1	18,435)	(	31,444)	(;	35,269)		57,869	(1	08,636)	-	79,560	-	71,601
Funds from operations	3	33,210		34,268		37,785		36,201	(	31,482		32,156	(	35,775	3	34,788
Profit (loss) per Unit																
– basic	\$	0.62	\$	(4.05)	\$	(0.68)	\$	(0.76)	\$	1.25	\$	(2.34)	\$	1.71	\$	1.54
- diluted	\$	0.62	\$	(4.05)	\$	(0.79)	\$	(0.76)	\$	1.25	\$	(2.34)	\$	1.71	\$	1.35
Funds from operations per Unit																
– basic	\$	0.71	\$	0.74	\$	0.81	\$	0.78	\$	0.68	\$	0.69	\$	0.77	\$	0.75
- diluted	\$	0.65	\$	0.67	\$	0.74	\$	0.71	\$	0.62	\$	0.63	\$	0.70	\$	0.68

## **Additional Information**

Additional information relating to Boardwalk Equities Inc. and Boardwalk REIT, including the AIF, is available on SEDAR at www.sedar.com.

Respectfully,

[signed]

[signed]

Sam Kolias
CHAIRMAN OF THE BOARD
AND CHIEF EXECUTIVE OFFICER

Lisa Smandych
CHIEF FINANCIAL OFFICER

May 13, 2021

## **CONDENSED CONSOLIDATED INTERIM** STATEMENTS OF FINANCIAL POSITION

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(unaudited, CDN \$ THOUSANDS)			
As at	Note	Mar. 31, 2021	Dec. 31, 2020
ASSETS			
Non-current assets			
Investment properties	3	\$ 5,984,464	\$ 5,948,955
Property, plant and equipment		31,756	32,189
Equity accounted investments	4	38,527	34,967
Investment in private technology venture fund		2,019	2,019
Lease receivable		795	964
Mortgage receivable		2,781	2,790
Deferred tax assets		830	825
		6,061,172	6,022,709
Current assets			
Inventories		6,839	6,441
Prepaid assets		8,284	6,184
Lease receivable		663	652
Trade and other receivables		8,075	11,174
Segregated tenants' security deposits		7,646	7,624
Cash and cash equivalents	5	36,278	52,960
·		67,785	85,035
Total Assets		\$ 6,128,957	\$ 6,107,744
LIABILITIES			
Non-current liabilities			
Mortgages payable	6	\$ 2,477,943	\$ 2,452,681
LP Class B Units	7	162,487	150,987
Lease liabilities	8	79,031	80,030
Deferred unit-based compensation	10	2,663	2,242
Deferred tax liabilities		17	2
Deferred government grant		4,411	4,506
		2,726,552	2,690,448
Current liabilities			
Mortgages payable	6	418,171	444,109
Lease liabilities	8	3,882	3,842
Construction loan payable	9	21,187	21,187
Deferred unit-based compensation	10	1,129	973
Deferred government grant		378	378
Refundable tenants' security deposits		10,864	10,797
Trade and other payables		53,014	59,561
		508,625	540,847
Total Liabilities		3,235,177	3,231,295
Equity			
Unitholders' equity	11	2,893,780	2,876,449
Total Equity		2,893,780	2,876,449
		2,000,700	2,070,443

# CONDENSED CONSOLIDATED INTERIM STATEMENTS OF COMPREHENSIVE INCOME

(unaudited, CDN \$ THOUSANDS)

		ths Ended r. 31, 2021	3 Months Ended Mar. 31, 2020		
Rental revenue	12	\$ 115,761	\$	116,004	
Rental expenses					
Operating expenses		24,478		25,513	
Utilities		14,809		13,945	
Property taxes		12,586		11,891	
Net operating income		63,888		64,655	
Financing costs	13	22,362		22,460	
Administration		8,241		9,282	
Deferred unit-based compensation	10	394		1,687	
Depreciation		1,694		1,875	
Profit before the undernoted		31,197		29,351	
Adjustment to right-of-use asset related to lease receivable		-		(159)	
Fair value (losses) gains	14	(2,210)		28,528	
Profit before income tax		28,987		57,720	
Income tax (expense) recovery		(10)		149	
Profit for the period		28,977		57,869	
Other comprehensive income		-		-	
Total comprehensive income		\$ 28,977	\$	57,869	

# CONDENSED CONSOLIDATED INTERIM STATEMENTS OF CHANGES IN UNITHOLDERS' EQUITY

(unaudited, CDN \$ THOUSANDS)

Balance, March 31, 2021	\$	202,512	\$ 4,184,457	\$(1,493,189)	\$2,691,268	\$2,893,780
Distributions declared to Unitholders		-	-	(11,646)	(11,646)	(11,646)
Total comprehensive income for the period		-	28,977	-	28,977	28,977
Profit for the period		-	28,977	-	28,977	28,977
Units issued		-	-	-	-	-
Balance, December 31, 2020	\$	202,512	\$ 4,155,480	\$(1,481,543)	\$ 2,673,937	\$ 2,876,449
Balance, March 31, 2020	\$	202,421	\$ 4,410,628	\$(1,446,604)	\$ 2,964,024	\$ 3,166,445
Distributions declared to Unitholders		-	-	(11,632)	(11,632)	(11,632)
Total comprehensive income for the period		-	57,869	-	57,869	57,869
Profit for the period		-	57,869	-	57,869	57,869
Units issued		2,153	-	-	-	2,153
Balance, December 31, 2019	\$	200,268	\$ 4,352,759	\$(1,434,972)	\$ 2,917,787	\$ 3,118,055
	Т	rust Units	Cumulative Profit	Cumulative Distributions to Unitholders	Retained Earnings	Total Unitholders' Equity

## CONDENSED CONSOLIDATED INTERIM STATEMENTS OF CASH FLOWS

(unaudited, CDN \$ THOUSANDS)

			ths Ended r. 31, 2021	3 Months Ended Mar. 31, 2020	
Operating activities					
Profit for the period		\$	28,977	\$	57,869
Adjustment to right-of-use asset related to lease receivable			-		159
Financing costs	13		22,362		22,460
Interest paid			(20,834)		(20,936)
Deferred unit-based compensation	10		394		1,687
Fair value losses (gains)	14		2,210		(28,528)
Income tax expense (recovery)			10		(149)
Income tax paid			-		-
Government grant amortization			(95)		(95)
Depreciation			1,694		1,875
			34,718		34,342
Net change in operating working capital	20		(3,136)		(8,916)
			31,582		25,426
Investing activities					
Improvements to investment properties	3		(23,146)		(22,615)
Development of investment properties	3		(2,881)		(3,416)
Additions to property, plant and equipment			(1,261)		(1,345)
Capital contribution in equity accounted investments	4		(3,560)		(2,392)
Capital contribution in private technology venture fund			-		(132)
Principal repayments on lease receivable			158		29
Net change in investing working capital	20		(2,765)		(2,716)
			(33,455)		(32,587)
Financing activities					
Distributions paid	20		(11,646)		(11,625)
Proceeds from mortgage financings			17,114		29,952
Scheduled mortgage principal repayments			(17,614)		(16,489)
Proceeds from construction loan financing	9		-		4,192
Deferred financing costs incurred			(1,754)		(1,943)
Principal repayments on lease liabilities	8		(959)		(893)
Net change in financing working capital	20		50		20
			(14,809)		3,214
Net decrease in cash			(16,682)		(3,947)
Cash and cash equivalents, beginning of year			52,960		35,166
Cash and cash equivalents, end of period	5	\$	36,278	\$	31,219

# NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

For the Three Months Ended, March 31, 2021 and 2020

(Tabular amounts in Cdn \$ thousands, except number of units and per unit amounts UNLESS OTHERWISE STATED, unaudited)

## Note 1: Organization of the Trust

Boardwalk Real Estate Investment Trust ("Boardwalk REIT" or the "Trust" or the "Entity") is an unincorporated, open-ended real estate investment trust created pursuant to the Declaration of Trust ("DOT"), dated January 9, 2004, and as amended and restated on various dates between May 3, 2004 and May 15, 2018, under the laws of the Province of Alberta. Boardwalk REIT was created to invest in multi-family residential investment properties or similar interests, initially through the acquisition of the assets and operations of Boardwalk Equities Inc. (the "Corporation"), which was acquired on May 3, 2004. Boardwalk REIT Trust Units are listed on the Toronto Stock Exchange under the symbol 'BEI.UN'. The registered office of the Trust and its head office operations are located at First West Place, Suite 200, 1501 1st Street SW, Calgary, Alberta, T2R 0W1.

## **Note 2: Significant Accounting Policies**

#### (A) STATEMENT OF COMPLIANCE

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Standards ("IAS") 34 – Interim Financial Reporting ("IAS 34"), as issued by the International Accounting Standards Board ("IASB"). Accordingly, certain information and footnote disclosures normally included in the annual financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the IASB, have been omitted or condensed. These condensed consolidated interim financial statements should be read in conjunction with the Trust's annual December 31, 2020 consolidated financial statements.

#### (B) BASIS OF PRESENTATION

These condensed consolidated interim financial statements have been prepared using the same accounting policies and methods as those used in the consolidated financial statements for the year ended December 31, 2020.

The Trust's condensed consolidated interim financial statements have been prepared on the historical cost basis, except for investment properties and certain financial instruments that are measured at fair value, as explained in the accounting policies of the Trust's annual December 31, 2020 consolidated financial statements. Historical cost is generally based on the fair value of the consideration given in exchange for assets. These condensed consolidated interim financial statements were prepared on a going concern basis and have been presented in Canadian dollars rounded to the nearest thousand. The accounting policies set out below have been applied consistently in all material respects.

The operating results for the three months ended March 31, 2021 are not necessarily indicative of the results that may be expected for the full year ending December 31, 2021 due to seasonal variations in property and utility expenses as well as other factors. Historically, Boardwalk REIT has experienced higher utility expenses in the first and fourth quarters because of the winter months, resulting in variations in quarterly results.

#### (C) SIGNIFICANT ACCOUNTING JUDGMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of the Trust's March 31, 2021 condensed consolidated interim financial statements in accordance with IFRS requires management to make judgements, estimates and assumptions that affect the reported amounts of assets, liabilities, profit (loss) and related disclosures. The estimates and associated assumptions are based on historical experience and various other factors that are deemed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual

results may differ from these estimates. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are consistent with those disclosed in the Trust's December 31, 2020 annual consolidated financial statements.

In addition, beginning in 2020, the COVID-19 coronavirus has had a substantial impact on the Canadian economy. With the emergence of a third wave of the COVID-19 pandemic in the first quarter of 2021, and the emergence of various COVID-19 variant strains, it has once again led to the imposition of further containment measures to varying degrees in many regions within Canada and globally. As a result of the uncertainty associated with the unprecedented nature of the COVID-19 pandemic, certain of the Trust's significant judgements were impacted. Specifically, significant judgement was required when measuring the Trust's investment properties which are carried at fair value using assumptions based on market conditions, which currently have limited long-term visibility. The full long-term impact of COVID-19 pandemic on the valuation of investment properties is unknown. Furthermore, judgement was required in assessing the collectability of any outstanding tenant receivable balances and the consideration of applying an allowance for estimated credit losses to these balances. In response to the spread of the virus, provincial governments initially limited landlord's ability to evict tenants for the non-payment of rent but have since lifted this regulation. Social (physical) distancing actions resulted in the temporary closure of many businesses, which has had a significant impact on unemployment rates across Canada and may adversely impact resident's ability to pay rent, with the long-term impact being unknown. Given the uncertainty of the longer-term impact of the COVID-19 pandemic and how it will impact valuation assumptions, measurement uncertainty exists with respect to the Trust's investment properties.

## **Note 3: Investment Properties**

As at	3 Months Ended Mar. 31, 2021	Year Ended Dec. 31, 2020		
Balance, beginning of year	\$ 5,948,955	\$ 6,147,482		
Additions				
Building acquisitions	-	81,389		
Building improvements (incl. internal capital program)	23,146	108,653		
Development of investment properties (1)	2,881	32,906		
Dispositions	-	(38,504)		
Fair value gains (losses), unrealized	9,482	(382,971)		
Balance, end of period	\$ 5,984,464	\$ 5,948,955		
As at	Mar. 31, 2021	Dec. 31, 2020		
Fair value of investment properties, before buildings valued at Level 2 inputs, right-of-use assets, and developments	\$ 5,779,489	\$ 5,746,471		
Buildings valued at Level 2 inputs	81,389	81,389		
Fair value, right-of-use assets (IFRS 16 – Leases)	77,245	77,635		
Revenue producing properties	5,938,123	5,905,495		
Properties under development (2)	46,341	43,460		
Total	\$ 5,984,464	\$ 5,948,955		

<sup>(1)</sup> On February 1, 2021, and on September 1, 2020, and November 2, 2020, the Trust purchased adjacent parcels of land in Victoria, British Columbia, for a purchase price of \$1.9 million, \$3.1 million, and \$9.8 million, respectively. In addition, on November 23, 2020, the Trust purchased an additional parcel of land in Victoria, British Columbia, for a purchase price of \$14.0 million. The acquisitions were funded with cash on hand and are planned for two separate development projects of new rental units.

On September 28, 2020, the Trust acquired a portfolio of four properties in Southwestern Ontario, located in the markets of Kitchener, Waterloo, and Cambridge. The portfolio is comprised of 226 units and had a purchase price of \$63.0 million. The acquisition was funded with cash on hand and the assumption of a mortgage for \$7.0 million.

On August 27, 2020, the Trust purchased a property in Cambridge, Ontario. The property is comprised of 56 units and had a purchase price of \$16.2 million. The acquisition was funded with cash on hand and the assumption of a mortgage for \$9.1 million.

<sup>(2)</sup> On February 21, 2020, a 162-unit development project in Calgary, Alberta (where the Trust owns 50%), with costs totaling \$36.5 million was transferred from development to revenue producing properties.

Building Acquisitions	3 Months Ended Mar. 31, 2021	Year Ended ec. 31, 2020
Purchase price	\$ -	\$ 79,200
Transaction costs	-	2,189
Total	\$ -	\$ 81,389
Allocation of fair value to investment properties	\$ -	\$ 81,389
Multi-family units acquired		282
Purchase price		
Transaction costs	\$ -	\$ 79,200
Mortgage financing assumed	-	2,189
Net cash paid	-	(16,060)
	\$ -	\$ 65,329

In determining the appropriate classes of investment properties in order to determine the fair value measurement, the Trust has considered the nature, characteristics and risk of its properties. The classification of investment properties is based primarily on the geographical location of the asset, with the exception of properties situated on land leases. Below is a continuity schedule based on investment property classes:

Three Months Ended March 31, 2021

	Balance, Beginning of Year	Building Acquisitions	(inc	Building ovements I. Internal Capital Program)	Devel of Inve	opment estment operties	Dispos	sitions	F	air Value (Losses) Gains	Balance, End of Period
Recurring measurements Investment properties											
Calgary	\$1,316,253	\$ -	\$	4,175	\$	2	\$	-	\$	(19,208)	\$1,301,222
Edmonton	2,165,320	-		10,863		-		-		(22,959)	2,153,224
Other Alberta	278,647	-		1,375		-		-		(6,069)	273,953
Victoria	27,883	-		-		2,122		-		-	30,005
Brampton	1,916	-		-		257		-		-	2,173
Cambridge	29,550			29		-		-		(29)	29,550
Kitchener	103,260			270		-		-		2,944	106,474
London	407,868			1,249		-		-		26,709	435,826
Mississauga	11,993	-		-		498		-		-	12,491
Waterloo	17,194	-		-		-		-		-	17,194
Montreal	120,882	-		418		-		-		316	121,616
Quebec City	209,380	-		995		-		-		8,817	219,192
Regina	294,908	-		1,446		2		-		(1,567)	294,789
Saskatoon	264,053	-		1,060		-		-		4,557	269,670
Land leases	699,848	-		1,266		-		-		15,971	717,085
Total	\$5,948,955	\$ -	\$	23,146	\$	2,881	\$	-	\$	9,482	\$5,984,464

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	Balance, Beginning of Year	Building Acquisitions	lr	Building mprovements (incl Internal Capital Program)	of In	elopment vestment Properties	Dis	spositions	Fair Value (Losses) Gains	Balance, End of Year
Recurring measurements Investment properties										
Calgary	\$1,413,661	\$ -		\$ 22,838	\$	3,718	\$	-	\$ (123,964)	\$1,316,253
Edmonton	2,314,352	-		43,841		-		-	(192,873)	2,165,320
Other Alberta	297,793	-		7,066		-		-	(26,212)	278,647
Victoria	-	-		-		27,883		-	-	27,883
Brampton	978	-		-		938		-	-	1,916
Cambridge	-	29,550		69		-		-	(69)	29,550
Kitchener	68,200	34,645		1,103		-		-	(688)	103,260
London	407,318	-		5,991		-		-	(5,441)	407,868
Mississauga	11,631	-		-		362		-	-	11,993
Waterloo	-	17,194		31		-		-	(31)	17,194
Montreal	116,351	-		2,828		-		-	1,703	120,882
Quebec City	201,800	-		3,891		-		-	3,689	209,380
Regina	323,440	-		6,306		5		(7,426)	(27,417)	294,908
Saskatoon	269,356	-		7,219		-		-	(12,522)	264,053
Land leases	722,602	-		7,470		-		(31,078)	854	699,848
Total	\$ 6,147,482	\$ 81,389		\$ 108,653	\$	32,906	\$	(38,504)	\$ (382,971)	\$5,948,955

Investment properties measured at fair value in the condensed consolidated interim statements of financial position are categorized by level according to the significance of the inputs used in making the measurements. The levels of inputs are defined as follows:

**Level 1 inputs:** Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date.

**Level 2 inputs:** Inputs other than quoted prices included within Level 1 that are observable for the asset or the liability, either directly or indirectly.

Level 3 inputs: Unobservable inputs for the asset or liability.

The Trust's policy is to recognize transfers out of fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer. As at March 31, 2021, all of the Trust's investment properties were Level 3 inputs, except newly acquired buildings within the last year which were Level 2 inputs. There were no transfers into or out of Level 3 fair value measurements for investment properties held for the three months ended March 31, 2021 and year ended December 31, 2020.

External valuations were obtained from third-party external valuation professionals (the "Appraisers") based on a cross section of properties from different geographical locations and markets across the Trust's rental portfolio as determined by the Trust's management and approved by the Trust's Board of Trustees. The Appraisers are an independent valuation firm not related to the Trust and employ valuation professionals who are members of the Appraisal Institute of Canada and the Ordre des Evaluateurs Agrees du Quebec who have appropriate qualifications and recent experience in the valuation of properties in the relevant locations. External Appraisals were obtained as follows:

Date	Number of Properties	Aggregate Fair Value	Percentage of Portfolio as of that Date
March 31, 2021	4	\$ 223,698	3.7%
December 31, 2020	4	\$ 615,599	10.3%
September 30, 2020	4	\$ 158,394	2.6%
June 30, 2020	4	\$ 157,212	2.6%
March 31, 2020	4	\$ 130,597	2.2%

The fair value of the remainder of the Trust's investment property portfolio was determined internally by the Trust using the same assumptions and valuation techniques used by the Appraisers. In addition to performing a valuation on a selection of the Trust's properties (and not performing a valuation on all of the Trust's properties) to corroborate the Trust's internal valuation, the Appraisers provided the Trust with a summary of the major assumptions and market data by city in order for the Trust to complete its internal valuations. This summary includes the Appraisers' estimates of Capitalization Rates ("Cap Rate") for each region (city) as well as confirmation of the reasonableness of the assumptions used in determining stabilized net operating income ("NOI") used in calculating fair values.

The key valuation metrics (and significant unobservable inputs in Level 3) for the Trust's investment properties are set out in the following table:

As at	Mar.	Mar. 31, 2021				
	Capitalization Rate Weighted Average	S	ecasted Total tabilized Net ating income	Capitalization Rate Weighted Average	Forecasted Total Stabilized Net Operating Income	
Calgary	5.00%	\$	64,994	5.00%	\$	65,745
Edmonton	5.29%		113,901	5.29%		114,552
Other Alberta	6.47%		17,677	6.47%		17,981
Kitchener	4.25%		3,053	4.50%		3,088
London	4.26%		18,555	4.51%		18,385
Montreal	5.04%		6,128	5.04%		6,093
Quebec City	5.22%		11,449	5.44%		11,390
Regina	5.93%		17,461	5.93%		17,471
Saskatoon	5.94%		16,022	5.94%		15,687
	5.24%	\$	269,240	5.28%	\$	270,392
Land Lease	5.17%	\$	33,080	5.18%	\$	32,258

The overall weighted average stabilized Cap Rates for measuring the Trust's investment properties at fair value using a forecasted stabilized NOI as at March 31, 2021 and December 31, 2020 was 5.23% and 5.27%, respectively.

The Overall Capitalization Rate method requires inputs of both stabilized NOI and Cap Rate to determine a fair value. As such, fluctuations in both NOI and Cap Rates could significantly alter the fair value. Generally, an increase in stabilized NOI will result in an increase to the fair value of an investment property. An increase in Cap Rate will result in a decrease to the fair value of an investment property. When the Cap Rate is applied to NOI to calculate fair value, there is a significant impact as the lower the Cap Rate, the larger the impact. Below are tables that summarize the impact of changes in both the Cap Rates and forecasted stabilized NOI on the Trust's fair value of investment properties (excluding building acquisitions valued at Level 2 inputs, right-of-use assets, and developments):

As at March 31, 2021			Stabilize	ed Net	Operating	Inco	me	
		-3%	-1%	As Fo	orecasted		+1%	+3%
Cap Rate		\$ 293,250	\$ 299,297	\$	302,320	\$	305,343	\$ 311,390
-0.25%	4.98%	\$ 107,995	\$ 229,386	\$	290,082	\$	350,778	\$ 472,169
Cap Rate As Reported	5.23%	(173,385)	(57,795)		5,779,489		57,795	173,385
+0.25%	5.48%	(429,095)	(318,778)		(263,619)		(208,460)	(98,143)
As at December 31, 2020			Stabiliz	ed Net	Operating I	ncom	е	
As at December 31, 2020						ncom		
		-3%	-1%	As h	orecasted		+1%	+3%
Cap Rate		\$ 293,571	\$ 299,624	\$	302,650	\$	305,677	\$ 311,730
-0.25%	5.02%	\$ 105,381	\$ 226,038	\$	286,366	\$	346,695	\$ 467,352
Cap Rate As Reported	5.27%	(172,394)	(57,465)		5,746,471		57,465	172,394
+0.25%	5.52%	(424,994)	(315,273)		(266,484)		(205,551)	(95,830)

## **Note 4: Equity Accounted Investments**

On December 19, 2018, the Trust contributed \$9.9 million into a limited partnership (with a general partner operating as "Redwalk Brampton Inc.") for a 50% interest in the partnership and the partnership is a joint venture. The principal activity of the partnership is to develop and operate a mixed-use property in Brampton, Ontario.

For the year ended December 31, 2020, the Trust contributed \$9.2 million, resulting in a total investment of \$35.0 million as at December 31, 2020. For the three months ended March 31, 2021, the Trust contributed \$3.6 million, bringing the total investment to \$38.5 million. As at March 31, 2021 and December 31, 2020, the partnership had the following assets and liabilities:

As at	Mar. 31, 2021	De	c. 31, 2020
Non-current assets	\$ 81,635	\$	73,147
Current assets (1)	1,300		1,011
Current liabilities	5,882		4,226

<sup>(1)</sup> Included in current assets, as at March 31, 2021, is cash of \$0.4 million (December 31, 2020 – \$0.3 million).

During the first quarter of 2021, the Trust, in conjunction with its joint venture partner, entered into a \$122 million revolving construction facility loan with a third-party financial institution. As at March 31, 2021, no amount has been drawn on this loan. The facility is interest payable only and has a maturity date of January 31, 2025. The facility bears interest at prime plus 0.25%, or a Bankers' Acceptance stamping fee of 1.23% and a standby fee of 0.15%.

The revolving construction facility loan contains three financial covenants. These covenants are consistent with those found in the credit facility outlined in NOTE 18(d). As at March 31, 2021, the Trust was in compliance with these covenants.

## Note 5: Cash and Cash Equivalents

Cash and cash equivalents include cash of \$36.3 million and term deposits with maturities of 90 days or less of nil (December 31, 2020 – cash of \$38.0 million and term deposits of \$15.0 million).

## Note 6: Mortgages Payable

As at	Mar. 31,	Mar. 31, 2021				
	Weighted Average Interest	•		Weighted Average Interest	Debt Balance	
Mortgages payable						
Fixed rate	2.54%	\$	2,896,114	2.58%	\$	2,896,790
Total		\$	2,896,114		\$	2,896,790
Current		\$	418,171		\$	444,109
Non-current			2,477,943			2,452,681
		\$	2,896,114		\$	2,896,790

Estimated future principal payments required to meet mortgage obligations as at March 31, 2021 are as follows:

	Secured By Investment Properties
12 months ending March 31, 2022	\$ 418,171
12 months ending March 31, 2023	442,396
12 months ending March 31, 2024	385,595
12 months ending March 31, 2025	349,683
12 months ending March 31, 2026	554,499
Subsequent	853,242
	3,003,586
Unamortized deferred financing costs	(107,870)
Unamortized market debt adjustments	398
	\$ 2,896,114

## Note 7: LP Class B Units

The LP Class B Units, representing an aggregate fair value of \$162.5 million at March 31, 2021 (December 31, 2020 – \$151.0 million), are non-transferable, except under certain circumstances, but are exchangeable, on a one-for-one basis, into Boardwalk Trust Units at any time at the option of the holder. Prior to such exchange, distributions will be made on these exchangeable units in an amount equivalent to the distributions which would have been made had the units been exchanged for Boardwalk Trust Units. Additional details on the LP Class B Units are described in NOTE 11.

As at March 31, 2021 and December 31, 2020, there were 4,475,000 LP Class B Units issued and outstanding.

#### **Note 8: Lease Liabilities**

As lessee, the Trust leases several assets including land, warehouse space, office space, and IT equipment. The Trust's liabilities are secured by the lessor's title to the leased assets for such leases.

As at	Mar. 31	Dec. 31, 2020				
	Weighted Average Interest	•		Weighted Average Interest	Lease Balance	
Lease liabilities						
Fixed rate	3.25%	\$	82,913	3.26%	\$	83,872
Total		\$	82,913		\$	83,872
Current		\$	3,882		\$	3,842
Non-current			79,031			80,030
		\$	82,913		\$	83,872

Estimated future principal payments required to meet lease liabilities as at March 31, 2021 are as follows:

	Amount
12 months ending March 31, 2022	\$ 3,882
12 months ending March 31, 2023	3,695
12 months ending March 31, 2024	2,473
12 months ending March 31, 2025	2,088
12 months ending March 31, 2026	1,783
Subsequent	68,992
	\$ 82,913

## **Note 9: Construction Loan Payable**

During 2019, the Trust, in conjunction with its joint operation partner, entered into a \$50 million revolving construction facility loan with a third-party financial institution. To date, \$42.4 million has been drawn on this loan, of which Boardwalk's portion is \$21.2 million. The facility is interest payable only and has a maturity date of July 31, 2021. The facility bears interest at prime plus 0.05%, or a Bankers' Acceptance interest rate of 1.97%, a Bankers' Acceptance stamping fee of 1.05% and a standby fee of 0.21%.

The revolving construction facility loan contains two financial covenants. These covenants are consistent with those found in the credit facility outlined in NOTE 18(d). The applicable covenants are those discussed in NOTE 18(d)(i) and NOTE 18(d)(iii). As at March 31, 2021, the Trust was in compliance with these covenants.

## **Note 10: Deferred Unit-based Compensation**

Deferred unit-based compensation is comprised of the following:

As at	Mar. 31, 2021	De	c. 31, 2020
Current	\$ 1,129	\$	973
Non-current	2,663		2,242
	\$ 3,792	\$	3,215

The total of \$3.8 million represents the fair value of the underlying deferred units at March 31, 2021 (December 31, 2020 – \$3.2 million).

The status of the outstanding deferred units was as follows:

	# of Units Outstanding	# of Units Vested
Balance, December 31, 2019	143,888	7,678
Deferred units granted	117,618	88,261
Additional deferred units earned on units	4,623	5,555
Deferred units forfeited	(1,838)	-
Deferred units converted to Trust Units or cash	(87,660)	(87,660)
Balance, December 31, 2020	176,631	13,834
Deferred units granted	34,106	1,131
Additional deferred units earned on units	1,234	616
Deferred units forfeited	(1,442)	-
Balance, March 31, 2021	210,529	15,581

For the three months ended March 31, 2021, total costs of \$0.4 million (three months ended March 31, 2020 – \$1.7 million) were recorded in expenses related to executive bonuses, leader bonuses, and trustee fees under the deferred unit plan.

## Note 11: Unitholders' Equity

Under the reorganization of the Corporation to a real estate investment trust, the former shareholders of the Corporation received Boardwalk Trust Units or Class B Limited Partnership Units ("LP Class B Units") of a controlled limited partnership of the Trust, Boardwalk REIT Limited Partnership. The interests in Boardwalk REIT are represented by two classes of units: a class described and designated as "Trust Units" and a class described and designated as "Special Voting Units". The Special Voting Units, which are not entitled to monthly distributions, are used to provide voting rights to holders of LP Class B Units or other securities that are, directly or indirectly, exchangeable for Trust Units. The LP Class B Units are classified as a financial liability in accordance with IFRS 9 – Financial Instruments ("IFRS 9") and are discussed in NOTE 7.

The Trust has the following capital securities outstanding:

As at	Mar. 31, 2021	Dec. 31, 2020
Trust Units outstanding, beginning of year	46,548,948	46,461,293
Units issued for vested deferred units	-	87,655
Trust Units outstanding, end of period	46,548,948	46,548,948

Monthly distributions and special distributions are determined at the discretion of the Board of Trustees. The Board of Trustees declares distributions to be paid on, or about, the 15<sup>th</sup> of the month following the record date. Distributions to be paid on the Boardwalk Trust Units with a record date of April 30, 2021 (to be paid on May 17, 2021) totaled \$3.9 million (\$0.0834 per unit) and have not been included as a liability in the condensed consolidated interim statements of financial position as at March 31, 2021.

#### **EARNINGS (LOSS) PER UNIT**

	3 Months Ended Mar. 31, 2021			nths Ended ar. 31, 2020
Numerator				
Profit – basic	\$ 28,97	7	\$	57,869
Distribution declared on LP Class B Units		-		1,120
Gain on fair value adjustments on LP Class B Units		-		(103,015)
Gain on fair value adjustment to unexercised deferred units		-		(28)
Profit (loss) – diluted	\$ 28,97	7	\$	(44,054)
Denominator				
Weighted average units outstanding – basic	46,548,94	8	4	46,474,333
Conversion of LP Class B Units		-		4,475,000
Unexercised deferred units		-		1,204
Weighted average units outstanding – diluted	46,548,94	8	5	50,950,537
Earnings (loss) per unit				
– basic	\$ 0.6	2	\$	1.25
- diluted	\$ 0.6	2	\$	(0.86)

All dilutive elements were included in the calculation of diluted per unit amounts. For the three months ended March 31, 2021, all items were anti-dilutive as the conversion of the LP B units and the exercise of deferred units would have increased earnings per unit. As such, they were excluded in the calculation of diluted earnings per unit. For the three months ended March 31, 2020, both the conversion of LP Class B Units and the exercise of deferred units were dilutive and were included in the calculation of diluted earnings (loss) per unit.

#### Note 12: Rental Revenue

Rental revenue is comprised of the following:

	3 Mont Mai	3 Months Ended Mar. 31, 2020		
Lease revenue	\$	109,817	\$	109,631
Parking revenue		1,938		1,803
Recoveries (cable, retirement) and revenue from telephone and cable providers		2,098		1,744
Revenue from coin laundry machines		953		1,065
Other (fees)		955		1,761
Total	\$	115,761	\$	116,004

## **Note 13: Financing Costs**

Financing costs are comprised of interest on mortgages payable, distributions paid to the holders of LP Class B Units, other interest charges, interest on lease obligations under IFRS 16, and the amortization of deferred financing costs. Financing costs are net of interest income earned, including interest earned on the lease receivable. Financing costs total \$22.4 million for the three months ended March 31, 2021 (three months ended March 31, 2020 – \$22.5 million) and can be summarized as follows:

	3 Month Mar.	3 Months Ended Mar. 31, 2020		
Interest on secured debt (mortgages payable)	\$	19,077	\$	19,296
Interest capitalized to properties under development		(375)		(410)
LP Class B Unit distribution		1,120		1,120
Other interest charges		363		192
Interest on lease obligations		670		917
Interest income		(99)		(199)
Amortization of deferred financing costs		1,606		1,544
Total	\$	22,362	\$	22,460

For the three months ended March 31, 2021, interest was capitalized to properties under development at a weighted average effective interest rate of 1.64% (three months ended March 31, 2020 – 3.00%).

## Note 14: Fair Value (Losses) Gains

The components of fair value (losses) gains were as follows:

	3 Months Ended Mar. 31, 2021	3 Months Ended Mar. 31, 2020	
Investment properties (NOTE 3)	\$ 9,482	\$	(77,235)
Financial asset designated as FVTPL			
Mortgage receivable	(9)		67
Financial liabilities designated as FVTPL			
Deferred unit-based compensation	(182)		2,681
LP Class B Units	(11,501)		103,015
Total fair value (losses) gains	\$ (2,210)	\$	28,528

## Note 15: Guarantees, Contingencies, Commitments and Other

From time to time, the Trust enters into various physical supply contracts for energy commodities to hedge its own usage, which is summarized below:

#### **Natural Gas:**

Area	Estimated Usage Coverage	Term	Cost
Alberta	25%	November 1, 2017 to October 31, 2020	\$2.75/Gigajoule ("GJ")
Alberta	25%	November 1, 2018 to October 31, 2023	\$2.08/GJ
Alberta	25%	November 1, 2019 to October 31, 2024	\$2.21/GJ
Alberta	25%	November 1, 2020 to October 31, 2025	\$2.78/GJ
Saskatchewan	40%	November 1, 2017 to October 31, 2020	\$2.84/GJ
Saskatchewan	60%	November 1, 2018 to October 31, 2022	\$2.56/GJ
Saskatchewan	40%	November 1, 2020 to October 31, 2025	\$2.99/GJ
Verdun, Quebec	75%	November 1, 2018 to October 31, 2021	\$3.40/GJ
London, Ontario	75%	November 1, 2018 to October 31, 2021	\$3.45/GJ

#### **Electrical:**

Area	Estimated Usage Coverage	Term	Cost
Alberta	49%	October 1, 2017 to September 30, 2022	\$0.05/Kilowatt-hour ("kWh")
Alberta	40%	October 1, 2015 to September 30, 2020	\$0.05/kWh
Alberta	45%	November 1, 2020 to October 31, 2024	\$0.06/kWh

Boardwalk REIT, in the normal course of operations, will become subject to a variety of legal and other claims against the Trust, most of which are minor in nature. Management and the Trust's legal counsel evaluate all claims on their apparent merits, and accrue management's best estimate of the estimated costs to satisfy such claims. Management believes the outcome of claims of this nature at March 31, 2021 will not have a material impact on the Trust.

In the normal course of business, various agreements may be entered into that may contain features that meet the definition of a contingent liability in accordance with IFRS. With the property sale in Saskatoon, Saskatchewan on September 16, 2019, a mortgage totaling \$12.5 million was assumed by the purchaser. As at March 31, 2021, this mortgage had a balance of \$12.0 million. The mortgage, with a term maturity of April 1, 2023, has an indirect guarantee provided to the lender by the Trust until this mortgage is renewed or refinanced by the purchaser, whichever occurs sooner. With the sale of properties in Regina, Saskatchewan in 2017, mortgages totaling \$24.4 million were assumed by the purchaser. As at March 31, 2021, these mortgages have a balance of \$21.9 million. The mortgages, with a term maturity of May 1, 2022, have an indirect guarantee provided to the lender by the Trust until these mortgages are renewed or refinanced by the purchaser, whichever occurs sooner. With the British Columbia Property Portfolio sale, mortgage balances totaling approximately \$62.0 million were assumed by the purchaser. One of the three mortgages, with a term maturity of October 1, 2022 and a mortgage balance of approximately \$20.1 million as at March 31, 2021, assumed by the purchaser has an indirect guarantee provided to the lender by the Trust until this mortgage is renewed or refinanced by the purchaser, whichever occurs sooner. With all guarantees, in the event of default by the purchaser, the Trust would be liable for the outstanding mortgage balance. These guarantees are considered contingent liabilities as payment of the amount will only occur if the purchaser defaults. If the purchaser does not default, the balance is not payable. Boardwalk REIT's maximum exposure at March 31, 2021 is approximately \$54.0 million (March 31, 2020 - \$55.4 million). In the event of default by the purchaser, Boardwalk REIT's recourse for recovery includes the sale of the respective building assets. Boardwalk REIT expects that the proceeds from the sale of the building assets will cover, and most likely exceed, the maximum potential liability associated with the amount being guaranteed. Therefore, at March 31, 2021 and 2020, no amounts have been recorded in the condensed consolidated interim financial statements with respect to the above noted indirect guarantees.

## Note 16: Capital Management and Liquidity

Boardwalk REIT's DOT, as amended, provides for a minimum interest coverage ratio of 1.5 to 1 calculated on the most recently completed four fiscal quarters. The DOT also defines interest expense to exclude distributions on the LP Class B Units, which under IFRS are considered financing charges.

The following table highlights Boardwalk REIT's interest service coverage ratio in accordance with the DOT:

As at	Mar. 31, 2	2 <b>021</b>	Dec. 31, 2020		
Net operating income	\$ 268	,377 \$	269,144		
Administration expenses (including deferred unit-based compensation)	(36)	,990)	(39,324)		
Consolidated EBITDA (1) (12 months ended)	231	,387	229,820		
Consolidated interest expense (12 months ended)	82	,149	82,345		
Interest coverage ratio		2.82	2.79		
Minimum threshold		1.50	1.50		

<sup>(1)</sup> Earnings Before Interest, Taxes, Depreciation and Amortization.

The Trust employs a broad range of financing strategies to facilitate growth and manage financial risk. The Trust's objective is to reduce its weighted average cost of capital and improve Unitholder distributions through value enhancement initiatives and consistent monitoring of the balance between debt and equity financing. As at March 31, 2021, the Trust's weighted average cost of capital was calculated to be 3.83%.

The following schedule details the components of the Trust's capital and the related costs thereof:

As at	Mar. 31	, 2021		Dec. 31, 2020			
	Cost of Capital (1)	Cost of Capital (1) Underlying Value (2)			Underlying Value (		
Liabilities							
Mortgages payable	2.54%	\$	2,795,088	2.58%	\$	3,029,152	
LP Class B Units	5.78%		162,487	6.97%		150,987	
Deferred unit-based compensation	5.78%		3,792	6.97%		3,215	
Unitholders' equity							
Boardwalk Trust Units	5.78%		1,690,192	6.97%		1,570,562	
Total	3.83%	\$	4,651,559	4.17%	\$	4,753,916	

<sup>(1)</sup> As a percentage of average carrying value unless otherwise noted.

Mortgages payable – These are the mortgages outstanding on the Trust's investment properties. The debt is primarily fixed rate debt and approximately 99% of this debt at March 31, 2021 (December 31, 2020 – approximately 99%) is insured under the National Housing Act ("NHA") and administered by Canada Mortgage and Housing Corporation ("CMHC"). These financings can be structured on a loan to CMHC appraised value basis of between 75-80%. The Trust currently has a level of indebtedness of approximately 48% (December 31, 2020 – approximately 49%) of the fair value of the Trust's investment properties. This level of indebtedness is considered by the Trust to be within its target.

LP Class B Units – These units are non-transferable, except under certain circumstances, but are exchangeable, on a one-for-one basis, into Boardwalk Trust Units at any time at the option of the holder. Prior to such exchange, distributions will be made on the exchangeable units in an amount equivalent to the distributions which would have been made had the units of Boardwalk REIT been issued. Each LP Class B Unit was accompanied by a Special Voting Unit, which entitles the holder to receive notice of, attend and vote at all meetings of Unitholders. There is no value assigned to the Special Voting Units. The LP Class B Units have been classified as "FVTPL" financial liabilities in accordance with IFRS 9. Gains or losses resulting from changes in the fair value at each reporting date are recorded in the condensed consolidated interim statements of comprehensive income.

As outlined in NOTE 18(d), Boardwalk REIT's committed revolving credit facility agreements contain financial covenants.

Available liquidity as at March 31, 2021 included cash and cash equivalents on hand of \$36.3 million (December 31, 2020 – \$53.0 million) as well as an unused committed revolving credit facility of \$199.7 million (December 31, 2020 – \$199.7 million). The Trust monitors its ratios and as at March 31, 2021 and December 31, 2020, the Trust was in compliance with all covenants in both its DOT and all existing debt facilities.

#### Note 17: Fair Value Measurement

#### (A) FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value of interest bearing financial assets and liabilities is determined by discounting the contractual principal and interest payments at estimated current market interest rates for the instrument. Current market rates are determined by reference to current benchmark rates for similar term and current credit spreads for debt with similar terms and risk. The fair values of the Trust's financial instruments were determined as follows:

- the carrying amounts of trade and other receivables, segregated tenants' security deposits, cash and cash equivalents, refundable tenants' security deposits, trade and other payables, and construction loan payable approximate their fair values due to their short-term nature.
- the fair value of the Trust's investment in private technology venture fund is based on information provided from the organization managing the investments.

<sup>(2)</sup> Underlying value of liabilities represents carrying value or the cost to retire on maturity. Underlying value of equity is based on the closing stock price of the Trust's Units.

- the fair values of the Trust's mortgage receivable and mortgages payable are estimates made at a specific point in time, based on relevant market information. These estimates are based on quoted market prices for the same or similar issues or on the current rates offered to the Trust for similar financial instruments subject to similar risks and maturities.
- iv) the fair values of the deferred unit compensation plan and the LP Class B Units are estimates at a specific point in time, based on the closing market price of the Trust Units listed on the Toronto Stock Exchange.

These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore, cannot be determined with precision. Changes in estimates could significantly affect fair values. The significant financial instruments of Boardwalk REIT and their carrying values as at March 31, 2021 and December 31, 2020 are as follows:

As at	Mar. 31, 2021					Dec. 31, 2020			
	Carrying Value			Fair Value		Carrying Value		Fair Value	
Financial assets carried at FVTPL									
Mortgage receivable	\$	2,781	\$	2,781	\$	2,790	\$	2,790	
Investment in private technology venture fund		2,019		2,019		2,019		2,019	
Financial liabilities carried at amortized cost									
Mortgages payable		2,896,114		2,795,088		2,896,790		3,029,152	
Construction loan payable		21,187		21,187		21,187		21,187	
Financial liabilities carried at FVTPL									
LP Class B Units		162,487		162,487		150,987		150,987	
Deferred unit-based compensation		3,792		3,792		3,215		3,215	

The fair value of the Trust's mortgages payable was higher than the recorded value by approximately \$101.0 million at March 31, 2021 (December 31, 2020 - higher by \$132.4 million), due to changes in interest rates since the dates on which the individual mortgages were last contracted. The fair values of the mortgages payable have been estimated based on the current market rates for mortgages with similar terms and conditions. The fair value of the Trust's mortgages payable is an amount computed based on the interest rate environment prevailing at March 31, 2021 and December 31, 2020, respectively; the amount is subject to change and the future amounts will converge. There are no additional costs or penalties to Boardwalk REIT if the mortgages are held to maturity.

As at March 31, 2021 and December 31, 2020, the Trust had no embedded derivatives requiring separate recognition.

The nature of these financial instruments and the Trust's operations expose the Trust to certain principal financial risks. The main objective of the Trust's risk management process is to properly identify financial risks and minimize the exposure to potential losses arising from those risks. The principal financial risks to which the Trust is exposed are described in NOTE 18.

#### (B) ASSETS AND LIABILITIES MEASURED AT FAIR VALUE

The fair value hierarchy of assets and liabilities measured at fair value on a recurring basis in the condensed consolidated interim statements of financial position is as follows:

As at	Mar. 31, 2021					Dec. 31, 2020				
	L	evel 1		Level 2	Level 3	Level 1		Level 2		Level 3
Assets										
Investment properties	\$	-	\$	81,389	\$5,903,075	\$	-	\$	81,389	\$ 5,867,566
Mortgage receivable		-		-	2,781		-		-	2,790
Investment in private technology venture fund		-		-	2,019		-		-	2,019
Liabilities										
LP Class B Units	16	2,487		-	-		150,987		-	-
Deferred unit-based compensation		3,792		-	-		3,215		-	-

The three levels of the fair value hierarchy are described in NOTE 3.

Transfers between levels in the fair value hierarchy are recognized on the date of the event or change in circumstances that caused the transfer. For assets and liabilities measured at fair value as at March 31, 2021 and December 31, 2020, there were no transfers between Level 1, Level 2, and Level 3 assets and liabilities.

## Note 18: Risk Management

#### A) INTEREST RATE RISK

As at March 31, 2021, the Trust had no amount outstanding on its committed revolving credit facility and its mortgages payable are fixed-rate debt. However, the Trust had \$21.2 million (December 31, 2020 – \$21.2 million) extended on its construction loan payable, which is carried at variable-rate interest. As such, for the three months ended March 31, 2021, all else being equal, the increase or decrease in net earnings for each 1% change in market interest rates would be \$0.2 million (three months ended March 31, 2020 – \$0.2 million).

#### **B) CREDIT RISK**

The Trust is exposed to credit risk as a result of its lease receivable, mortgage receivable, and trade and other receivables. The trade and other receivables balance is comprised of mortgage holdbacks and refundable mortgage fees, accounts receivable from significant customers and insurers, and tenant receivables. As at March 31, 2021 and December 31, 2020, no balance relating to mortgage holdbacks, refundable mortgage fees, or accounts receivable from significant customers and insurers was past due. Additionally, the lease receivable and the mortgage receivable are in good standing.

Past due receivables (receivables which are greater than 30 days) are reviewed by management on a monthly basis and tenant receivables are considered for impairment on a case-by-case basis. The Trust takes into consideration the tenant's payment history, their credit worthiness and the current economic environment; however, tenant receivable balances exceeding 60 days are typically written off to bad debt expense as the Trust does not utilize an allowance for estimated credit losses. The amount of the loss is recognized in the condensed consolidated interim statements of comprehensive income as part of operating expenses. As outlined in NOTE 2(c) with respect to the COVID-19 pandemic, the Trust evaluated whether an allowance for estimated credit losses was needed for the three months ended March 31, 2021, and one was not applied. Subsequent recoveries of amounts previously written off are credited against operating expenses during the period of settlement. As tenant receivables are typically written off after 60 days, none of the balance is considered to be past due by the Trust. For the three months ended March 31, 2021, bad debt expense totaled \$1.2 million (three months ended March 31, 2020 – \$1.5 million).

The credit risk of both Boardwalk REIT and the counter party have been taken into account in determining the fair value of Boardwalk REIT's trade and other receivables.

#### C) LIQUIDITY RISK

Liquidity risk is the risk that the Trust will not be able to meet its financial obligations as they become due. Management assesses the Trust's liquidity risk to be low.

The table on the following page details the Trust's remaining contractual maturity for its non-derivative and derivative (i.e. vested deferred units) financial liabilities listed by year of maturity date:

Year of Maturity	Weighted Average Interest Rate	Mortgage Principal Outstanding	Mortgage Interest (1)	Lease Liabilities Principal Outstanding	Construction Loan Payable	Tenants' Security Deposits	Distribution Payable (2)	Trades and Other Payables	Total
2021	2.35%	\$ 314,561	\$ 53,848	\$ 2,883	\$ 21,187	\$ 10,864	\$ 4,255	\$ 48,759	\$ 456,357
2022	2.72%	422,406	62,019	3,881	-	-	-	-	488,306
2023	2.91%	348,879	50,477	2,734	-	-	-	-	402,090
2024	2.59%	312,843	39,326	2,112	-	-	-	-	354,281
2025	2.15%	557,856	31,405	1,860	-	-	-	-	591,121
Subsequent	2.61%	1,047,041	53,538	69,443	-	-	-	-	1,170,022
Unamortized deferred financing	2.54%	3,003,586	290,613	82,913	21,187	10,864	4,255	48,759	3,462,177
costs Unamortized market debt adjustments		(107,870)	-	-	-	-	-	-	(107,870)
aujustinents		\$ 2,896,114	\$290,613	\$ 82,913	\$ 21,187	\$ 10,864	\$ 4,255	\$ 48,759	\$3,354,705

<sup>(1)</sup> Based on current in-place interest rates for the remaining term to maturity.

#### **DEBT COVENANTS**

The Trust has a committed revolving credit facility with a major financial institution. This credit facility is secured by a pledge of a group of specific real estate assets (fair value at March 31, 2021 of approximately \$761.4 million). The amount available through the committed revolving credit facility varies with the value of the pledged assets, with a maximum limit not to exceed \$200.0 million and an available limit of \$199.7 million as at March 31, 2021 (December 31, 2020 - \$199.7 million). The revolving facility requires monthly interest payments, is for a five-year term maturing on July 27, 2025, and can be extended annually thereafter, subject to the mutual consent of the lender and the Trust. In the event the committed revolving credit facility is not extended, the drawn-down principal would be due on the maturity date of the credit agreement.

The credit facility contains three financial covenants as follows:

- The Trust will maintain an overall Debt Service Coverage Ratio of at least 1.20, calculated on the most recent completed trailing four fiscal quarter basis. As at March 31, 2021, this ratio was 1.48 (December 31, 2020 - 1.48).
- The Trust will maintain a Debt Service Coverage Ratio, specific to the Security Portfolio of at least 1.15 (tested semi-annually). As at December 31, 2020, this ratio was 1.41.
- iii) Total indebtedness of the Trust will not exceed 75% of the Gross Book Value ("GBV") of all assets for the two most recent quarters as defined in the credit agreement. As at March 31, 2021, this ratio was 48.4% (December 31, 2020 - 47.8%).

As at March 31, 2021 and December 31, 2020, the Trust was in compliance with all financial covenants.

#### **UTILITY RISK**

As outlined in NOTE 15, the Trust has commitments to certain utility contracts to reduce the risk of exposure to adverse changes in commodity prices.

## **Note 19: Related Party Disclosures**

IAS 24 - Related Party Disclosures requires entities to disclose in their financial statements information about transactions with related parties. Generally, two parties are related to each other if one party controls, or significantly influences, the other party. Balances and transactions between the Trust and its subsidiaries, which are related parties of the Trust, have been eliminated on consolidation and are not disclosed in this note disclosure.

<sup>(2)</sup> Distribution payable includes distributions owed on the Boardwalk Trust Units and the LP Class B Units.

The remuneration of the Trust's Trustees was as follows:

	3 Months Ended Mar. 31, 2021	 
Deferred unit-based compensation redeemed for Trust Units	\$ -	\$ 19
	\$ -	\$ 19

The individuals considered key personnel of the Trust as at March 31, 2021 have not changed since December 31, 2020. The remuneration of the Trust's key management personnel was as follows:

	3 Months Ended Mar. 31, 202		Months Ended Mar. 31, 2020
Short-term benefits	\$ 469	9 :	\$ 724
Post-employment benefits	1:	3	14
Other long-term benefits	•	I	1
Deferred unit-based compensation redeemed for Trust Units		-	2,135
	\$ 483	3	\$ 2,874

In addition, the LP Class B Units are held by Mr. Sam Kolias (Chairman of the Board, Chief Executive Officer and Trustee) and Mr. Van Kolias (Senior Vice President, Quality Control). Under IAS 32 – Financial Instruments: Presentation, the LP Class B Units issued by a wholly-owned subsidiary of the Trust are considered financial liabilities and are reclassified from equity to liabilities on the condensed consolidated interim financial statements. Additionally, as the LP Class B Units are liabilities, all distributions paid (both regular and special) are recorded as a financing charge under IFRS. For the three months ended March 31, 2021, distributions on the LP Class B Units totaled \$1.1 million (three months ended March 31, 2020 – \$1.1 million). Distributions on the LP Class B Units are made on terms equal to distributions made on Boardwalk Trust Units.

As at March 31, 2021, there was \$373,000 owed to related parties (December 31, 2020 – \$373,000) based on the LP Class B Units distribution outlined above.

During 2019, the Trust entered into an agreement with a related party for IT services. The largest shareholder of the company providing the IT services is an individual associated with one of the Trust's key personnel. The member of the Trust's key personnel has no ownership interest in the company providing the IT services. The agreement will provide for services over a three-year term with a total cost of \$1.1 million. For the three months ended March 31, 2021, payments to this provider totaled \$0.1 million (three months ended March 31, 2020 – \$0.1 million). As at March 31, 2021, there was no balance owed to this related party.

#### **Note 20: Other Information**

### (A) SUPPLEMENTAL CASH FLOW INFORMATION

	ths Ended r. 31, 2021	nths Ended r. 31, 2020
Net change in operating working capital		
Net change in inventories	\$ (398)	\$ 161
Net change in prepaid assets	(2,100)	(402)
Net change in trade and other receivables	3,099	(1,724)
Net change in segregated and refundable tenants' security deposits	45	76
Net change in trade and other payables	(3,782)	(7,027)
	\$ (3,136)	\$ (8,916)
Net change in investing working capital		
Net change in trade and other payables	\$ (2,765)	\$ (2,716)
Net change in financing working capital		
Net change in trade and other payables	\$ 50	\$ 20
Distributions paid		
Distributions declared	\$ (11,646)	\$ (11,632)
Distributions declared in prior period paid in current period	(3,882)	(3,875)
Distributions declared in current period paid in next period	3,882	3,882
Distributions paid	\$ (11,646)	\$ (11,625)

(B) Included in administration costs was \$0.7 million relating to Registered Retirement Savings Plan ("RRSP") matching for the three months ended March 31, 2021 (three months ended March 31, 2020 - \$0.8 million).

## **Note 21: Segmented Information**

Boardwalk REIT specializes in multi-family residential housing and operates within one business segment in four provinces located wholly in Canada along with a corporate segment. Each provincial segment operates with a high degree of autonomy. Management monitors the operating results on a province-by-province basis. Segment performance is evaluated on a number of measures, including net profit. Financial information reported is on the same basis as used for internal evaluation and allocation of resources. Boardwalk REIT does not have any one major tenant or a significant group of tenants. Either expiring leases are renewed or new tenants are found.

Net debt, interest income and expenses, and income taxes are managed on a group basis. Transfer prices between locations are set on an arm's-length basis in a manner similar to transactions with third parties and are eliminated upon inter-company consolidation.

Corporate represents corporate functions, technology assets, activities incidental to operations, and certain comparative data for divested assets.

Details of segmented information are as follows:

As at				March 31	1, 202	21			
Assets Liabilities As at	Alberta	Saska	tchewan	Ontario		Quebec	С	orporate	Total
Assets	\$ 3,777,811	\$	565,691	\$ 589,671	\$	1,020,513	\$	175,271	\$ 6,128,957
Liabilities	1,945,643		297,887	206,451		577,615		207,581	3,235,177
As at				December	31, 20	020			
	Alberta	Sask	atchewan	Ontario		Quebec		Corporate	Total
Assets	\$ 3,810,497	\$	560,228	\$ 558,374	\$	995,460	\$	183,185	\$ 6,107,744
Liabilities	1,942,419		299,506	207,410		580,683		201,277	3,231,295

#### **Three Months Ended March 31, 2021**

	Alberta	Saskat	tchewan	Ontario	Quebec	С	orporate	Total
Rental revenue (a)	\$ 72,602	\$	12,796	\$ 9,449	\$ 20,609	\$	305	\$ 115,761
Rental expenses								
Operating expenses	15,734		2,488	1,504	3,115		1,637	24,478
Utilities	9,155		2,107	1,079	2,370		98	14,809
Property taxes	8,651		1,123	975	1,777		60	12,586
Net operating income (loss)	39,062		7,078	5,891	13,347		(1,490)	63,888
Financing costs (b)	13,388		2,103	1,357	4,437		1,077	22,362
Administration	823		158	14	139		7,107	8,241
Deferred unit-based compensation	-		-	-	-		394	394
Depreciation and amortization (c)	198		43	11	32		1,410	1,694
Profit (loss) before the undernoted	24,653		4,774	4,509	8,739		(11,478)	31,197
Fair value (losses) gains	(48,828)	)	2,990	29,625	25,695		(11,692)	(2,210)
Profit (loss) before income tax	(24,175)		7,764	34,134	34,434		(23,170)	28,987
Income tax expense (d)	-		-	-	-		(10)	(10)
Profit (loss) for the period	\$ (24,175)	\$	7,764	\$ 34,134	\$ 34,434	\$	(23,180)	\$ 28,977
Other comprehensive income	-		-	-	-		-	-
Total comprehensive income (loss)	\$ (24,175)	\$	7,764	\$ 34,134	\$ 34,434	\$	(23,180)	\$ 28,977
Additions to non-current assets (e)	\$ 16,713	\$	2,545	\$ 1,554	\$ 2,294	\$	4,182	\$ 27,288

#### Three Months Ended March 31, 2020

			111100	, 14101	ILIIO LIIGO	a ivid	1011 01, 202			
	Alberta	Saska	itchewan		Ontario		Quebec	(	Corporate	Total
Rental revenue (a)	\$ 75,504	\$	12,615	\$	7,773	\$	20,022	\$	90	\$ 116,004
Rental expenses										
Operating expenses	16,697		2,418		1,324		3,440		1,634	25,513
Utilities	8,638		2,092		1,019		2,087		109	13,945
Property taxes	7,733		1,180		834		2,109		35	11,891
Net operating income (loss)	42,436		6,925		4,596		12,386		(1,688)	64,655
Financing costs (b)	13,856		2,287		1,068		4,361		888	22,460
Administration	616		180		3		124		8,359	9,282
Deferred unit-based compensation	-		-		-		-		1,687	1,687
Depreciation and amortization (c)	205		47		11		36		1,576	1,875
Profit (loss) before the undernoted	27,759		4,411		3,514		7,865		(14,198)	29,351
Adjustment to right-of-use asset related to lease receivable	-		-		-		-		(159)	(159)
Fair value gains (losses)	(59,568)		(8,901)		(2,955)		(5,810)		105,762	28,528
Profit (loss) before income tax	(31,809)		(4,490)		559		2,055		91,405	57,720
Income tax recovery (d)	-		-		-		-		149	149
Profit (loss) for the period	\$ (31,809)	\$	(4,490)	\$	559	\$	2,055	\$	91,554	\$ 57,869
Other comprehensive income	-		-		-		-		-	-
Total comprehensive income (loss)	\$ (31,809)	\$	(4,490)	\$	559	\$	2,055	\$	91,554	\$ 57,869
Additions to non-current assets (e)	\$ 15,837	\$	2,565	\$	1,750	\$	2,604	\$	4,620	\$ 27,376

## (A) RENTAL REVENUE

Rental revenue was as follows:

Three	Months	Ended M	arch 31	. 2021

	Alberta	Saska	tchewan	Ontario	Quebec	Cor	porate	Total
Lease revenue	\$ 68,815	\$	11,916	\$ 9,261	\$ 19,547	\$	278	\$ 109,817
Parking revenue	1,173		141	63	560		1	1,938
Recoveries (cable, retirement) and revenue from telephone and cable providers	1,233		554	25	260		26	2,098
Revenue from coin laundry machines	610		63	125	155		-	953
Other (fees)	771		122	(25)	87		-	955
Total	\$ 72,602	\$	12,796	\$ 9,449	\$ 20,609	\$	305	\$ 115,761

Three	Months	Ended	March 3	1 2020

	Alberta	Saska	atchewan	Ontario	Quebec	Со	rporate	Total
Lease revenue	\$ 71,198	\$	11,775	\$ 7,611	\$ 18,989	\$	58	\$ 109,631
Parking revenue	1,112		131	28	532		-	1,803
Recoveries (cable, retirement) and revenue from telephone and cable providers	855		548	16	293		32	1,744
Revenue from coin laundry machines	693		67	135	170		-	1,065
Other (fees)	1,646		94	(17)	38		-	1,761
Total	\$ 75,504	\$	12,615	\$ 7,773	\$ 20,022	\$	90	\$ 116,004

#### **(B) FINANCING COSTS**

Financing costs were as follows:

<b>Three Months</b>	<b>Ended Marc</b>	h 31, 2021
---------------------	-------------------	------------

Alberta	Saskat	chewan		Ontario		Quebec	Со	rporate		Total
\$ 12,353	\$	1,931	\$	1,241	\$	3,552	\$	-	\$	19,077
_		_		-		_		(375)		(375)
-		-		-		-		1,120		1,120
15		(10)		(7)		(5)		370		363
-		-		-		609		61		670
-		-		-		-		(99)		(99)
1,020		182		123		281		-		1,606
\$ 13,388	\$	2,103	\$	1,357	\$	4,437	\$	1,077	\$	22,362
\$	\$ 12,353 - - 15 - - 1,020	\$ 12,353 \$  15 - 1,020	1,020 182	\$ 12,353 \$ 1,931 \$	\$ 12,353  \$ 1,931  \$ 1,241	\$ 12,353 \$ 1,931 \$ 1,241 \$	\$ 12,353  \$ 1,931  \$ 1,241  \$ 3,552 	\$ 12,353  \$ 1,931  \$ 1,241  \$ 3,552  \$	\$ 12,353       \$ 1,931       \$ 1,241       \$ 3,552       \$ -         -       -       -       -       (375)         -       -       -       -       1,120         15       (10)       (7)       (5)       370         -       -       -       609       61         -       -       -       (99)         1,020       182       123       281       -	\$ 12,353       \$ 1,931       \$ 1,241       \$ 3,552       \$ - \$         -       -       -       -       (375)         -       -       -       -       1,120         15       (10)       (7)       (5)       370         -       -       -       609       61         -       -       -       (99)         1,020       182       123       281       -

Three Months Ended March 31, 2020

the state of the s											
	Alberta	Saskatchewan		Ontario		Quebec		Corporate			Total
\$	12,789	\$	2,058	\$	966	\$	3,483	\$	-	\$	19,296
	(149)		-		-		-		(261)		(410)
	-		-		-		-		1,120		1,120
	12		(1)		13		4		164		192
	225		-		-		627		65		917
	-		-		-		-		(199)		(199)
	979		230		89		247		(1)		1,544
\$	13,856	\$	2,287	\$	1,068	\$	4,361	\$	888	\$	22,460
		\$ 12,789 (149) - 12 225 - 979	\$ 12,789 \$ (149)	\$ 12,789 \$ 2,058 (149) 12 (1) 225 979 230	\$ 12,789 \$ 2,058 \$  (149)	\$ 12,789 \$ 2,058 \$ 966 (149) 12 (1) 13 - 225 979 230 89	\$ 12,789 \$ 2,058 \$ 966 \$ (149)	\$ 12,789       \$ 2,058       \$ 966       \$ 3,483         (149)       -       -       -         -       -       -       -         12       (1)       13       4         225       -       -       627         -       -       -       -         979       230       89       247	\$ 12,789 \$ 2,058 \$ 966 \$ 3,483 \$ (149)	\$ 12,789       \$ 2,058       \$ 966       \$ 3,483       \$ -         (149)       -       -       -       (261)         -       -       -       -       1,120         12       (1)       13       4       164         225       -       -       627       65         -       -       -       (199)         979       230       89       247       (1)	\$ 12,789       \$ 2,058       \$ 966       \$ 3,483       \$ - \$         (149)       -       -       -       (261)         -       -       -       -       1,120         12       (1)       13       4       164         225       -       -       627       65         -       -       -       (199)         979       230       89       247       (1)

#### (C) DEPRECIATION

This represents depreciation on items carried at cost and primarily includes corporate assets, technology assets, site equipment and other assets. These figures exclude any impairment charges.

#### (D) INCOME TAX EXPENSE

This relates to any current and deferred taxes.

## (E) ADDITIONS TO NON-CURRENT ASSETS (OTHER THAN FINANCIAL INSTRUMENTS AND DEFERRED TAX ASSETS)

This represents the total cost incurred during the period to acquire non-current assets (other than financial instruments and deferred tax assets), measured on an accrual basis.

## **Note 22: Subsequent Events**

On April 16, 2021, the Trust closed on the purchase of one property located in Banff, Alberta. The property, totaling 81 units, was purchased using cash on hand for \$24.0 million.

On April 19, 2021, the Trust closed on the purchase of one property located in Victoria, British Columbia. The property, totaling 114 units, was purchased for \$48.0 million and was financed with mortgage financing of \$32.0 million and cash on hand of \$16.0 million.

## Note 23: Approval of Condensed Consolidated Interim Financial Statements

The condensed consolidated interim financial statements were approved by the Board of Trustees and authorized on May 12, 2021.

## CORPORATE INFORMATION

## **Executive Office**

#### **First West Professional Building**

200, 1501 - 1st Street SW Calgary, Alberta T2R 0W1 Phone: 403-531-9255

#### **Board of Trustees**

#### Sam Kolias

Chairman of the Board Calgary, Alberta

#### Andrea Goertz (2)(3)

Calgary, Alberta

#### Gary Goodman (2)

Toronto, Ontario

#### Arthur Havener (1)(3)

St. Louis, MO

#### Samantha Kolias-Gunn

Calgary, Alberta

#### Scott Morrison (2)

Toronto, Ontario

#### Brian Robinson (3)

Calgary, Alberta

- (1) Lead Trustee
- (2) Member of the Audit & Risk Management Committee
- (3) Member of the Compensation, Governance & Nominations Committee

## **Senior Management**

#### **Eric Bowers**

Vice President, Corporate Analysis

#### **Leonora Davids**

Vice President, Operations

#### James Ha

Vice President, Finance and Investor Relations

#### **Bhavnesh Jairam**

CIO. Vice President. Technology

#### Jeff Klaus

Vice President, Asset Management & Development

#### Sam Kolias

Chief Executive Officer

#### Van Kolias

Senior Vice President, Quality Control

#### **Helen Mix**

Vice President. People

#### Lisa Russell

Senior Vice President, Corporate Development

#### Lisa Smandych

Chief Financial Officer

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