

Management's Discussion and Analysis

For the year ended December 31, 2021 and the period from April 14, 2020 (date of formation) to December 31, 2020

# **ADVISORIES**

The following Management's Discussion and Analysis ("MD&A") of the results of operations and financial condition, dated March 15, 2022, of Northview Fund ("Northview" or the "Fund", formerly known as Northview Canadian High Yield Residential Fund) should be read in conjunction with the cautionary statement regarding forward-looking information below, as well as audited consolidated annual financial statements of Northview and notes thereto for the year ended December 31, 2021 and the period from April 14, 2020 (date of formation) to December 31, 2020 (the "financial statements"). The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). This MD&A is intended to provide readers with management's assessment of the performance of Northview, as well as its financial position and future prospects. All amounts in the following MD&A are in Canadian dollars unless otherwise stated. Additional information related to Northview, including periodic quarterly reports filed with the Canadian securities regulatory authorities, and Northview's Annual Information Form are available on SEDAR at www.sedar.com.

Northview had no operations from April 14, 2020 (date of formation) to November 1, 2020; therefore, the comparative information presented in this MD&A relates to the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020. While comparative information is presented on a quarterly and an annual basis, the operating periods in the period ended December 31, 2020 and the year ended December 31, 2021 cover different time frames and, as such, are not comparable.

### CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

Certain information contained in this MD&A may constitute forward-looking information within the meaning of applicable securities laws relating to the business and financial outlook of Northview. Statements that reflect Northview's current objectives, plans, goals, and strategies are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from future results expressed, projected, or implied by such forwardlooking information. In some instances, forward-looking information can be identified by the use of terms such as "may", "should", "expect", "will", "anticipate", "believe", "intend", "estimate", "predict", "potentially", "starting", "beginning", "begun", "moving", "continue", or other similar expressions concerning matters that are not historical facts. Forward-looking information in this MD&A includes, but is not limited to, statements related to the Recapitalization Event (as defined herein) and timing thereof, statements made under the heading "Outlook" in this MD&A, the effects of the coronavirus ("COVID-19") pandemic on Northview's business, future maintenance expenditures, financing and the availability of financing, future economic conditions, the expected distributions of Northview, liquidity and capital resources, market trends, future operating efficiencies, tenant incentives, and occupancy levels. Such statements involve significant risks and uncertainties and are not meant to provide guarantees of future performance or results. These cautionary statements qualify all of the statements and information contained in this MD&A incorporating forward-looking information.

Forward-looking information is made as of March 15, 2022 and is based on information available to management as of that date. Management believes that the expectations reflected in forward-looking information are based upon information and reasonable assumptions available at the time they are made; however, management can give no assurance that the actual results will be consistent with this forward-looking information. Factors that could cause actual results, performance, or achievements to differ materially from those expressed or implied by forward-looking information include, but are not limited to, general economic conditions; the COVID-19 pandemic; the availability of a new competitive supply of real estate which may become available through construction; Northview's ability to maintain occupancy and the timely lease or re-lease of multi-residential suites, execusuites, and commercial space at current market rates; tenant defaults; changes in interest rates; Northview's qualification as a real estate investment trust ("REIT"); changes in operating costs; governmental regulations and taxation; fluctuations in commodity prices; and the availability of financing. Additional risks and uncertainties not presently known to Northview, or those risks and uncertainties that Northview currently believes to not be material, may also adversely affect Northview. Northview cautions readers that this list of factors is not exhaustive and that should certain risks or uncertainties materialize, or should underlying estimates or assumptions prove incorrect, actual events, performance, and results may vary materially from those expected.

Except as specifically required by applicable Canadian law, Northview assumes no obligation to update or revise publicly any forward-looking information to reflect new events or circumstances that may arise after March 15, 2022.

### **CHANGE IN PRESENTATION**

During the three months ended December 31, 2021, the value of working capital assumed in the business combination with Northview Apartment Real Estate Investment Trust ("Northview Apartment REIT"), including the impact on non-controlling interest and the gain on business combination for the period ended December 31, 2020, was revised based on additional information obtained within the one-year measurement period about facts and circumstances that existed at the acquisition date. Accordingly, the consolidated statement of financial position as at December 31, 2020, the consolidated statement of net and comprehensive income for the period ended December 31, 2020, and other certain prior year amounts have been revised to reflect the adjustment.

# NON-GAAP AND OTHER FINANCIAL MEASURES

## **NON-GAAP FINANCIAL MEASURES**

Certain measures in this MD&A do not have any standardized meaning as prescribed by generally accepted accounting principles ("GAAP") and are, therefore, considered non-GAAP financial measures and may not be comparable to similar measures presented by other issuers.

Adjusted funds from operations ("AFFO"): Defined as a recurring economic earnings measure and is calculated in accordance with the Real Property Association of Canada ("REALPAC") definition, as set out in its January 2022 guidance "REALPAC Funds From Operations (FFO) & Adjusted Funds from Operations (AFFO) for IFRS" (the "REALPAC Guidance"), but may differ from other issuers' methods of calculating AFFO and, accordingly, may not be comparable to AFFO reported by other issuers. AFFO is calculated as funds from operations ("FFO") less maintenance capital expenditures. Maintenance capital expenditures are capital expenditures ("capex") that sustain and maintain existing assets. Management considers AFFO a useful measure of operating performance excluding the impact of maintenance capex. The most comparable GAAP measure to AFFO is net and comprehensive (loss) income, for which a reconciliation is provided in the "Other Consolidated Results - FFO and AFFO" section of this MD&A.

Funds from operations ("FFO"): FFO measures operating performance and is calculated in accordance with the REALPAC definition as set out in the REALPAC Guidance but may differ from other issuers' methods of calculating FFO and, accordingly, may not be comparable to FFO reported by other issuers. FFO is calculated by adjusting net and comprehensive (loss) income for depreciation of property, plant and equipment excluding depreciation of assets that are not uniquely significant to the real estate industry items (for example, depreciation related to computer and auto assets), gain on disposition of property, plant and equipment, and fair value loss (gain) on investment properties. Management considers FFO a useful measure of operating performance. The most comparable GAAP measure to FFO is net and comprehensive (loss) income, for which a reconciliation is provided in the "Other Consolidated Results - FFO and AFFO" section of this MD&A.

### **NON-GAAP RATIOS**

AFFO payout ratio: AFFO payout ratio is calculated as aggregate distributions declared to holders of Class A trust units of Northview ("Class A Units"), holders of Class C trust units of Northview ("Class C Units"), and holders of Class F trust units of Northview ("Class F Units" and, collectively, with the Class A Units and Class C Units, the "Units" and such holders, collectively, "Unitholders") divided by AFFO for the previous twelve months. AFFO payout ratio is not a standardized measure under GAAP and, accordingly, this calculation may differ from other issuers' methods of calculating AFFO payout ratio and may not be comparable to AFFO payout ratio reported by other issuers. For the comparative period, this calculation is currently based on the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020. Management considers AFFO payout ratio a useful measure to assess the amount of cash distributed to Unitholders compared to the operating performance of the business.

AFFO per Unit: AFFO per Unit is calculated as AFFO divided by the number of Units outstanding (see "Non-GAAP and Other Financial Measures - Other Key Performance Indicators") at period-end. AFFO per Unit is not a standardized measure under GAAP and, accordingly, the calculation may differ from other issuers' methods for calculating AFFO per Unit and may not be comparable to AFFO per Unit reported by other issuers. Management considers AFFO per Unit a useful measure to assess the operating performance of the business relative to the entitlement of Unitholders.

FFO payout ratio: FFO payout ratio is calculated as distributions declared to Unitholders divided by FFO for the previous twelve months. FFO payout ratio is not a standardized measure under GAAP and, accordingly, this calculation may differ from other issuers' methods of calculating FFO payout ratio and may not be comparable to FFO payout ratio reported by other issuers. For the comparative period, this calculation is currently based on the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020. Management considers FFO payout ratio a useful measure to assess the amount of cash distributed to Unitholders compared to the operating performance of the business.

**FFO** per Unit: FFO per Unit is calculated as FFO divided by the number of Units outstanding at period-end. FFO per Unit is not a standardized measure under GAAP and, accordingly, the calculation may differ from other issuers' methods for calculating FFO per Unit and may not be comparable to FFO per Unit reported by other issuers. Management considers FFO per Unit a useful measure to assess the operating performance of the business relative to the entitlement of Unitholders.

#### **CAPITAL MANAGEMENT MEASURES**

Adjusted EBITDA: Calculated as the sum of net and comprehensive (loss) income, depreciation and amortization, financing costs from operations (excluding other income), distributions to Unitholders, fair value loss on investment properties, gain on business combination, gain on disposition of property, plant and equipment, and transaction costs. Adjusted EBITDA is used in the calculation of the debt service coverage ratio and interest coverage ratio, which management considers useful measures to evaluate the objectives, policies, and processes for capital management. The most comparable GAAP measure to Adjusted EBITDA is net and comprehensive (loss) income, for which a reconciliation is provided in the "Liquidity and Capital Resources – Capital Management" section of this MD&A.

**Debt service coverage ratio:** Debt service coverage ratio is calculated as Adjusted EBITDA (see "Non-GAAP and Other Financial Measures – Capital Management Measures") divided by the sum of total interest expense and principal mortgage repayments for the previous twelve months. For the comparative period, this calculation is currently based on the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020. Total interest expense consists of mortgage interest, amortization of deferred financing costs and fair value of debt, and interest expense on the credit facility. Management considers it a useful measure to evaluate the objectives, policies, and processes for capital management. See the calculation of debt service coverage ratio in the "Liquidity and Capital Resources – Capital Management" section of this MD&A.

**Debt to gross book value:** Debt to gross book value is defined under the Declaration of Trust (as defined herein) as a percentage measure calculated as debt divided by gross book value. Debt consists of borrowings on the credit facility and mortgages payable less cash and cash equivalents. Gross book value consists of the carrying value of investment properties and gross property, plant and equipment, plus a portfolio premium. Management considers it a useful measure to evaluate leverage. See the calculation of debt to gross book value in the "Liquidity and Capital Resources – Capital Management" section of this MD&A.

Interest coverage ratio: Interest coverage ratio is calculated as Adjusted EBITDA (see "Non-GAAP and Other Financial Measures – Capital Management Measures") divided by the sum of total interest expense for the previous twelve months. For the comparative period, this calculation is currently based on the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020. Management considers it a useful measure to evaluate the objectives, policies, and processes for capital management. See the calculation in the "Liquidity and Capital Resources – Capital Management" section of this MD&A.

## OTHER KEY PERFORMANCE INDICATORS

Certain other measures in this MD&A do not have standardized meanings and may not be comparable to similar measures presented by other issuers.

**Average monthly rent ("AMR"):** AMR is calculated as monthly gross rent net of lease incentives divided by the number of occupied multi-residential suites as at the period-end date. Prior to the fourth quarter of 2021, Northview reported AMR including a property in British Columbia that is under a longer term lease than other rental contracts in Northview's multi-residential portfolio, which are typically twelve months. Beginning in the fourth quarter of 2021, Northview now reports AMR excluding this property to more appropriately reflect the typical AMR of its multi-residential leases. Comparative periods have been adjusted to reflect this change.

**Average rent per square foot:** Average rent per square foot ("sq. ft.") is calculated as annualized total rent for the quarter divided by average total occupied square footage for the quarter for commercial operations.

Occupancy: A percentage measure used by management to evaluate the performance of its properties on a comparable basis. The occupancy presented in this MD&A is financial occupancy based on AMR, excluding

properties that have not reached stabilized occupancy. Management considers this an important operating metric to evaluate the extent to which revenue potential is being realized.

Units outstanding: The number of Class A Units outstanding at period-end, adjusted for conversion ratios applicable to each Unit class assuming that all Class C Units and Class F Units were converted to Class A Units. Refer to the calculation of Units outstanding in the "Liquidity and Capital Resources - Net Assets Attributable to Unitholders" section of this MD&A.

## **BUSINESS OVERVIEW**

On February 15, 2022, Northview completed its name change to Northview Fund from Northview Canadian High Yield Residential Fund. This change reflects a shorter and simplified name and continued branding as Northview as it is known to its residents, tenants, guests, and other stakeholders. Northview is a closed-end fund, as no further Units will be issued. It was formed in 2020 pursuant to a declaration of trust dated April 14, 2020 as most recently amended and restated on February 15, 2022 (the "Declaration of Trust") under the laws of the Province of Ontario for the primary purpose of indirectly acquiring, owning, and operating a geographically diversified real estate portfolio comprised of income-producing multi-residential suites, commercial real estate, and execusuites in secondary markets within Canada. Northview's portfolio consists of approximately 11,000 residential suites, 1.1 million sq. ft. of commercial space, and 200 execusuites across six provinces and two territories. Northview's Class A Units currently trade on the Toronto Stock Exchange ("TSX") under the symbol "NHF.UN".

The head and registered office of Northview is located at Suite 200, 6131 6 Street SE, Calgary, Alberta, T2H 1L9.

Northview's investment objectives are to:

- Own and operate a high-quality, geographically diversified real estate portfolio comprised of incomeproducing multi-residential suites, commercial real estate, and execusuites.
- Generate stable income to support monthly cash distributions.
- Effect a Recapitalization Event (see "Recapitalization Event") between 2023 to 2025, approximately three to five years subsequent to the formation of Northview in 2020.

# **SELECTED ANNUAL INFORMATION**

	As at	As at
(thousands of dollars, except as indicated)	December 31, 2021	December 31, 2020
Total assets	1,853,096	1,882,582
Total liabilities, excluding net assets attributable to Unitholders	1,357,746	1,365,476
Total liabilities, net assets attributable to Unitholders	1,852,184	1,881,278
Total non-current liabilities, excluding net assets attributable to Unitholders	570,239	1,164,992
Mortgages payable	808,842	847,845
Debt to gross book value <sup>(1)</sup>	67.8%	66.7%
Interest coverage ratio (times) <sup>(1)(2)</sup>	2.84	2.60
Debt service coverage ratio (times) <sup>(1)(2)</sup>	1.54	1.39
Weighted average mortgage interest rate	2.87%	2.87%
Weighted average term to maturity (years)	2.7	3.6
Weighted average capitalization rate	7.44%	7.56%
Multi-residential occupancy <sup>(3)</sup>	90.2%	88.7%
AMR (\$) <sup>(3)</sup>	1,272	1,276
Number of multi-residential suites	11,121	11,121
Number of execusuites	200	200
Commercial sq. ft.	1,131,730	1,131,730
Number of Units outstanding ('000s) <sup>(3)</sup>	35,917	35,917

	Year Ended	Period Ended
(thousands of dollars, except as indicated)	December 31, 2021	December 31, 2020 <sup>(2)</sup>
Revenue	192,125	31,059
Net operating income ("NOI")	112,669	17,462
NOI margin	58.6%	56.2%
Cash flows provided by (used in) operating activities	57,531	(11,804)
Distributions declared to Unitholders	45,150	7,525
Monthly distributions declared per Unit – weighted average (\$/Unit)	0.1091	0.1093
Class A Unit (\$/Unit)	0.1048	0.1048
Class C Unit (\$/Unit)	0.1106	0.1106
Class F Unit (\$/Unit)	0.1081	0.1081
FFO payout ratio <sup>(4)</sup>	69.1%	81.6%
AFFO payout ratio <sup>(4)</sup>	83.3%	101.2%
Net and comprehensive (loss) income	(21,341)	90,669
Net and comprehensive (loss) income per Unit (\$/Unit)	(0.59)	2.52
FFO <sup>(4)</sup>	65,386	9,219
FFO per Unit (\$/Unit) <sup>(4)</sup>	1.82	0.26
AFFO <sup>(4)</sup>	54,190	7,436
AFFO per Unit (\$/Unit) <sup>(4)</sup>	1.51	0.21

See "Non-GAAP and Other Financial Measures – Capital Management Measures"

Comparative information is calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020

See "Non-GAAP and Other Financial Measures – Other Key Performance Indicators"

Non-GAAP financial measure or non-GAAP ratio. See "Non-GAAP and Other Financial Measures - Non-GAAP Financial Measures" and "Non-GAAP and Other Financial Measures – Non-GAAP Ratios"

## **2021 ANNUAL REVIEW**

## NET AND COMPREHENSIVE (LOSS) INCOME AND FFO

For the year ended December 31, 2021, net and comprehensive loss was \$21.3 million compared to net and comprehensive income of \$90.7 million for the period ended December 31, 2020. The change primarily related to the absence of the gain on business combination of \$105.5 million recognized in the comparative period, as well the inclusion of approximately two months of operations in the comparative period.

For the year ended December 31, 2021, FFO of \$65.4 million was higher than FFO of \$9.2 million for the period ended December 31, 2020, and FFO per Unit of \$1.82 was higher than \$0.26 for the respective periods. The increase in FFO and FFO per Unit is due to the inclusion of a full year of operations in the current period. In contrast, the comparative period reflected results from November 2, 2020, the date on which Northview began operations, to December 31, 2020.

#### NOI

NOI of \$112.7 million for the year ended December 31, 2021 was higher than \$17.5 million for the period ended December 31, 2020, as the current period reflected a full year of operations. NOI margin of 58.6% for the year ended December 31, 2021 was 240 basis points ("bps") higher than 56.2% for the period ended December 31, 2020. The improvement in NOI margin reflected the higher revenue driven by higher occupancy, as well as the seasonality of operations, as the winter months included in the comparative period experienced higher utility costs.

Occupancy of 90.2% for the multi-residential portfolio in the fourth quarter of 2021 represented an increase of 40 bps from 89.8% in third quarter of 2021, driven by higher occupancy in both Western Canada and Atlantic Canada. Compared to the fourth quarter of 2020, occupancy improved by 150 bps, supported by higher occupancy in all regions. The increase in occupancy was coupled with relatively stable AMR of \$1,272 as at December 31, 2021, compared to \$1,269 as at September 30, 2021 and \$1,276 as at December 31, 2020.

## **DISTRIBUTIONS**

Distributions of \$45.2 million were declared for the year ended December 31, 2021 compared to distributions of \$7.5 million for the period ended December 31, 2020, representing \$3.8 million per month in each period.

For the twelve months ended December 31, 2021, the FFO payout ratio of 69.1% was lower than 81.6% for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020. The improvement in the FFO payout ratio reflected the seasonality of operations, which are characterized by higher utility costs in the winter months to which the comparative period is weighted.

## LEVERAGE AND COVERAGE RATIOS

Debt to gross book value was 67.8% as at December 31, 2021, an increase of 110 bps from 66.7% as at December 31, 2020. The increase in the ratio of debt to gross book value was primarily attributable to the fair value loss on investment properties of \$37.8 million recognized in the current year.

Interest coverage and debt service coverage ratios were 2.84 and 1.54, respectively, for the twelve months ended December 31, 2021 (2.60 and 1.39, respectively, for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020). The improvement in coverage ratios reflected the aforementioned seasonality of operations.

During the three months ended December 31, 2021 no new mortgage financing was completed excluding short-term financing for multi-residential properties. For the year ended December 31, 2021 Northview completed \$21.5 million of mortgage financing excluding short-term financing for multi-residential properties with a weighted average interest rate of 1.95% and average term to maturity of 5.2 years. In February 2022, Northview executed an amendment to its credit facility. The amendment provides for a one-year extension to the maturity date of the credit facility to October 30, 2023, includes an additional \$75.0 million facility, and other administrative amendments to covenants and repayments further described under the "Liquidity and Capital Resources – Credit Facility" section of this MD&A.

Northview is currently working with various lenders and Canada Mortgage and Housing Corporation ("CMHC") for new mortgage financing on certain properties. As market conditions permit, Northview also intends to leverage availability of financing on its properties to minimize interest rates, as mortgage financing is expected to be used to repay borrowings on the credit facility that are subject to higher interest rates, and reduce its exposure to floating rate debt.

# **COVID-19 OVERVIEW AND OPERATIONAL UPDATE**

On March 11, 2020, the World Health Organization declared COVID-19 a global pandemic. Since then, the spread of COVID-19 has had a substantial impact on the Canadian and global economy.

Throughout 2021, significant progress was made on widespread vaccination efforts across Canada, with vaccinations now available to individuals aged 5 years and older. In addition, certain jurisdictions implemented vaccination requirements in 2021 to allow businesses to continue to operate, and a gradual easing of restrictions supported improved employment rates throughout the second half of 2021. In the fourth quarter of 2021, the emergence of new variants of COVID-19 posed challenges and supported the re-introduction of social distancing actions, proving the impact of COVID-19 continues to be unpredictable. As jurisdictions continue to respond to the threat of the COVID-19 pandemic, the uncertainty from the pandemic is expected to continue in 2022.

Notwithstanding the impacts of the COVID-19 pandemic, the long-term fundamentals for Canadian multi-residential markets remain compelling and Northview's portfolio is in several diversified geographies. The demand for rental accommodation remains strong due to home ownership affordability continuing to be a challenge in many markets, and collection rates in Northview's multi-residential portfolio have remained stable. Due to the long-term tenure of commercial leases, supported primarily by government tenants and credit-rated corporations, there has been a minimal impact of COVID-19 on rent collections in Northview's commercial portfolio. Execusuite occupancy has shown improvements in 2021 following the easing of interterritorial travel restrictions.

One of Northview's top priorities continues to be supporting the safety and well-being of residents, tenants, execusuite guests, employees, and other stakeholders by managing and controlling the spread of COVID-19. While physical distancing restrictions have impacted certain non-essential maintenance activities, Northview has been able to maintain a level of essential service for its buildings, tenants, and execusuite guests.

## OUTLOOK

Northylew's portfolio is located in geographically and economically diversified secondary markets. Management believes the markets in which the portfolio is situated allows for mitigation of cyclicality within specific markets, while providing the ability to generate stable returns and distributions.

In Northern Canada (as defined herein), Northview generates stable NOI and approximately 65% of rental revenue is derived from leases to or leases guaranteed by government or credit-rated corporations. The region continues to be impacted by housing shortages, whereby new supply is constrained due to both the financial and practical constraints of construction. Rental revenue is expected to remain stable due to sustained low vacancy and high AMR in 2022, reflecting the higher cost operating environment.

In Western Canada (as defined herein), the market is currently impacted by lower activity in resource-based markets due to the volatility of commodity prices. The outlook for Western Canada is impacted by uncertainty in the resource sector including regulatory uncertainty, lack of infrastructure, volatile regional commodity prices, and high unemployment rates. Northview expects occupancy and rental rates to be stable and continues to focus on ensuring its properties are well maintained and are positioned to be a first choice for new tenants as the economy recovers.

In Atlantic Canada (as defined herein), the market is supported by a diverse economic base that includes manufacturing, aquaculture, forestry, mining, oil and gas, and agriculture. In Newfoundland, there have been continued economic challenges due to higher unemployment rates. The economic outlook in New Brunswick remains stable from increased demand driven by immigration and downsizing by an aging population, which have provided stability during the recovery from the COVID-19 pandemic. This is expected to result in overall steady occupancy and rental rates in Atlantic Canada in 2022.

Northview continues to focus on operating efficiencies and leveraging expenditure management in light of an economic environment of escalating inflation, higher utility expenses due to rising commodity prices, continued labour shortages, and global supply chain constraints, Northview expects to continue to identify and execute optimization initiatives that capitalize on opportunities for asset repositioning and suite renovations.

# 2020 PORTFOLIO ACQUISITION

On November 2, 2020, Northview obtained control of a portfolio of assets through a plan of arrangement with Northview Apartment REIT, Starlight Group (as defined herein), and KingSett (as defined herein) (the "Arrangement Agreement"), consisting of approximately 10,900 multi-residential suites, 1.1 million sq. ft. of commercial real estate, and 340 execusuites located in secondary markets in British Columbia, Alberta, Saskatchewan, Québec, New Brunswick, Newfoundland and Labrador, the Northwest Territories, and Nunavut (the "Acquisition").

In connection with the Acquisition, Northview completed its initial public offering (the "Offering") for aggregate gross proceeds of \$430.0 million. Costs associated with the Acquisition were funded from the net proceeds of the Offering, assumed drawdowns on the credit facility, and assumed mortgaged financing of the portfolio from Northview Apartment REIT. Following the Acquisition, Northview commenced operations on November 2, 2020.

## 2021 ANNUAL OPERATING RESULTS

Northview had no operations from April 14, 2020 (date of formation) to November 1, 2020. This MD&A relates to the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020, and for the year ended December 31, 2021.

Operations include the multi-residential segment and commercial and execusuite segment. While revenue is not typically impacted by seasonality, operating expenses are typically higher in the winter months in the first and fourth quarters of each year due to higher utility costs and other expenses.

Management presents geographical reporting for Northern Canada, Western Canada, and Atlantic Canada. The Northern Canada region includes the operations of properties located in the Northwest Territories and Nunavut. The Western Canada region includes the operations of properties located in Alberta, British Columbia, and Saskatchewan. The Atlantic Canada region includes the operations of properties located in Newfoundland and Labrador, New Brunswick, and Québec.

### **REVENUE**

The following table details revenue by segment:

	Three Mont	Three Months Ended December 31			nded Decem	ber 31
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change
Multi-residential	38,365	24,793	54.7%	151,257	24,793	510.1%
Commercial and execusuite	10,059	6,266	60.5%	40,868	6,266	552.2%
Total	48,424	31,059	55.9%	192,125	31,059	518.6%

In both the multi-residential and commercial and execusuite segments, revenue increased for the three months and year ended December 31, 2021, respectively, relative to the comparative periods in 2020. The increases in revenue were driven by a full period and year of operations, whereas the comparative periods in 2020 reflected results for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020.

Revenue includes rental revenue and other property income. Revenue is comprised of rental revenue earned from residential and commercial lease agreements and rents from execusuites, as well as other property income such as ancillary revenue from laundry facilities, storage rental revenue, and other fee income from tenants.

#### **OPERATING EXPENSE**

The following table details operating expense by segment:

	Three Months Ended December 31			Year Ended December 31		
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change
Multi-residential	16,280	11,089	46.8%	63,163	11,089	469.6%
Commercial and execusuite	4,226	2,508	68.5%	16,293	2,508	549.6%
Total	20,506	13,597	50.8%	79,456	13,597	484.4%

The following table details operating expense by expense category:

	Three Mont	Three Months Ended December 31			Year Ended December 31		
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change	
Utilities	6,296	4,145	51.9%	24,102	4,145	481.5%	
Maintenance	5,795	3,626	59.8%	21,489	3,626	492.6%	
Property taxes	3,675	2,372	54.9%	14,819	2,372	524.7%	
Salaries and benefits	1,798	1,170	53.7%	7,852	1,170	571.1%	
General	2,942	2,284	28.8%	11,194	2,284	390.1%	
Operating expenses	20,506	13,597	50.8%	79,456	13,597	484.4%	

Total operating expenses for the three months and year ended December 31, 2021 were \$20.5 million and \$79.5 million, respectively, an increase from \$13.6 million for each of the comparative periods in the prior year. The increase was primarily attributable to the current period including a full year of operations, while the prior periods

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

reflected results for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020.

### **NET OPERATING INCOME**

The following table details NOI by segment:

	Three Mont	Three Months Ended December 31			Year Ended December 31		
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change	
Multi-residential	22,085	13,704	61.2%	88,094	13,704	542.8%	
Commercial and execusuite	5,833	3,758	55.2%	24,575	3,758	553.9%	
Total	27,918	17,462	59.9%	112,669	17,462	545.2%	
NOI margin (%)	57.7%	56.2%	1.5%	58.6%	56.2%	2.4%	

The following table details NOI for the multi-residential segment by region:

	Three Mont	hs Ended De	cember 31	Year Ended December 31		
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change
Northern Canada	10,346	6,658	55.4%	42,196	6,658	533.8%
Western Canada	6,865	4,461	53.9%	27,454	4,461	515.4%
Atlantic Canada	4,874	2,585	88.5%	18,444	2,585	613.5%
Total	22,085	13,704	61.2%	88,094	13,704	542.8%

The following table details NOI for the commercial and execusuite segment by region:

	Three Mont	Three Months Ended December 31			nded Decem	ber 31
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change
Northern Canada	4,725	2,984	58.3%	19,954	2,984	568.7%
Western Canada	138	122	13.1%	695	122	469.7%
Atlantic Canada	970	652	48.8%	3,926	652	502.1%
Total	5,833	3,758	55.2%	24,575	3,758	553.9%

The following table details consolidated NOI by region:

	Three Mont	hs Ended De	cember 31	Year Ended December 31		
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change
Northern Canada	15,071	9,642	56.3%	62,150	9,642	544.6%
Western Canada	7,003	4,583	52.8%	28,149	4,583	514.2%
Atlantic Canada	5,844	3,237	80.5%	22,370	3,237	591.1%
Total	27,918	17,462	59.9%	112,669	17,462	545.2%

## **SEGMENTED RESULTS**

Northview operates as two business segments: the multi-residential segment and the commercial and execusuite segment. The multi-residential segment is composed of apartments, townhomes, and single-family rental suites, for which rental contracts are typically twelve months. The commercial and execusuite segment consists of office, industrial, and retail properties primarily in areas where Northview has residential operations, and execusuite properties that offer apartment-style accommodations. Commercial lease terms are generally five years and execusuite rental periods range from several days to several months.

As at December 31, 2021 and December 31, 2020, Northview's portfolio consisted of the following suites, execusuites, and commercial square footage:

	Multi-Residential		Commercial
(number of suites, except as indicated)	Suites	Execusuites	(sq. ft.)
Northern Canada	2,486	200	756,660
Western Canada	5,261	_	131,941
Atlantic Canada	3,374	_	243,129
Total	11,121	200	1,131,730

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

## **MULTI-RESIDENTIAL OPERATIONS**

The multi-residential segment is composed of apartments, townhomes, and single-family rental suites, for which rental contracts are typically twelve months, excluding leases with government in Northern Canada that typically range from three to five years. Properties are located primarily in secondary markets that feature high barriers to entry and limited new supply.

#### **AMR**

	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020
Northern Canada	2,238	2,236	2,224	2,237	2,226
Western Canada	1,029	1,030	1,024	1,048	1,060
Atlantic Canada	848	854	847	839	839
Total	1,272	1,269	1,267	1,283	1,276

## **OCCUPANCY**

	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020
Northern Canada	96.7%	96.7%	97.1%	96.1%	95.6%
Western Canada	80.1%	79.6%	80.0%	79.4%	79.7%
Atlantic Canada	97.5%	97.1%	95.7%	96.0%	93.8%
Total	90.2%	89.8%	89.9%	89.1%	88.7%

## SUITES, AMR, AND OCCUPANCY BY REGION

			AMR (\$)		Occupancy (%)			
	Multi- Residential Suites	Q4 2021	Q4 2020 <sup>1</sup>	Change (%)	Q4 2021	Q4 2020 <sup>1</sup>	Change (bps)	
Northern Canada								
Northwest Territories	1,310	1,779	1,765	0.8%	92.9%	90.1%	280	
Nunavut	1,176	2,717	2,691	1.0%	99.5%	99.6%	(10)	
Total Northern Canada	2,486	2,238	2,226	0.5%	96.7%	95.6%	110	
Western Canada								
Alberta	3,559	1,032	1,077	(4.2%)	79.8%	80.1%	(30)	
British Columbia	1,379	941	934	0.7%	77.6%	76.2%	140	
Saskatchewan	323	1,293	1,297	(0.3%)	90.9%	85.8%	510	
Total Western Canada	5,261	1,029	1,060	(2.9%)	80.1%	79.7%	40	
Atlantic Canada								
Newfoundland and Labrador	1,875	862	863	(0.1%)	96.7%	90.3%	640	
New Brunswick	1,338	843	823	2.4%	98.5%	98.3%	20	
Québec	161	744	732	1.6%	98.8%	98.5%	30	
Total Atlantic Canada	3,374	848	839	1.1%	97.5%	93.8%	370	
Total	11,121	1,272	1,276	(0.3%)	90.2%	88.7%	150	

# **NORTHERN CANADA OPERATIONS**

AMR of \$2,238 as at December 31, 2021 was relatively stable compared to \$2,226 as at December 31, 2020, underpinned by the relatively stable government-centric economy and long-term lease arrangements with government departments and agencies.

Occupancy increased by 110 bps to 96.7% in the fourth quarter of 2021, compared to 95.6% in the fourth quarter of 2020. In the Northwest Territories, occupancy increased by 280 bps, driven by the leasing of repositioned suites in Yellowknife, NT, while occupancy in Nunavut was relatively stable.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

	Three Mon	ths Ended Dec	cember 31	Year I	Year Ended December 31			
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2021 2020 <sup>1</sup> (			
Revenue	16,344	10,489	55.8%	64,424	10,489	514.2%		
Operating expense	5,998	3,831	56.6%	22,228	3,831	480.2%		
NOI	10,346	6,658	55.4%	42,196	6,658	533.8%		
NOI margin (%)	63.3%	63.5%	(0.2%)	65.5%	63.5%	2.0%		

For the three months and year ended December 31, 2021, NOI of \$10.3 million and \$42.2 million, respectively, were higher than \$6.7 million for each of the comparative periods ended December 31, 2020. The increases in NOI were driven by the current periods reflecting a full period of operations, while the comparative periods reflected the result of operations for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020.

For the three months ended December 31, 2021, the NOI margin of 63.3% was relatively consistent with 63.5% in the fourth quarter of 2020. For the year ended December 31, 2021, the NOI margin of 65.5% represented an improvement of 2.0% from the period ended December 31, 2020. The improvement in NOI margin for the year ended December 31, 2021 reflected the seasonality of operations, which are characterized by higher utility costs in the winter months to which the comparative periods are weighted.

#### **WESTERN CANADA OPERATIONS**

AMR was \$1,029 as at December 31, 2021 represented a decrease of 2.9% compared to \$1,060 as at December 31, 2020. The decrease in AMR reflected continued challenging economic conditions in resource-based markets located in northern Alberta and British Columbia.

Occupancy of 80.1% for the three months ended December 31, 2021 represented an increase of 40 bps compared to 79.7% in the fourth quarter of 2020, which was primarily attributable to higher occupancy in Lethbridge, AB and Lloydminster, AB, partially offset by lower occupancy in Grande Prairie, AB and Fort McMurray, AB. Northview's occupancy in these resource-based markets fluctuates based on the number of infrastructure projects in progress. Northview manages occupancy through market rents and incentives to maximize revenue.

	Three Months Ended December 31				Year Ended December 31			
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change		
Revenue	13,430	8,947	50.1%	53,592	8,947	499.0%		
Operating expense	6,565	4,486	46.3%	26,138	4,486	482.7%		
NOI	6,865	4,461	53.9%	27,454	4,461	515.4%		
NOI margin (%)	51.1%	49.9%	1.2%	51.2%	49.9%	1.3%		

For the three months and year ended December 31, 2021, NOI of \$6.9 million and \$27.5 million, respectively, were higher than \$4.5 million for each of the comparative periods ended December 31, 2020. The increases in NOI were primarily due to the current periods reflecting a full period of operations, while the comparative periods reflected approximately two months of operations.

For the three months and year ended December 31, 2021, NOI margin of 51.1% and 51.2%, respectively, represented increases of 1.2% and 1.3%, respectively, relative to 49.9% in the comparative periods in the prior year. The improvements in NOI margin reflected the seasonality of operations, as the winter months included in the comparative period experienced higher utility costs.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

## ATLANTIC CANADA OPERATIONS

AMR was \$848 as at December 31, 2021, an increase of 1.1% compared to \$839 as at December 31, 2020. The increase in AMR was driven by improved economic activity in New Brunswick and high demand for housing in St. John's, NL.

Occupancy of 97.5% for the three months ended December 31, 2021 represented an increase of 370 bps compared to 93.8% in the fourth quarter of 2020. The increase in occupancy was primarily due to increased demand in Labrador City, NL and a return to in-class learning for post-secondary institutions in St. John's, NL.

	Three Mon	ths Ended Ded	ember 31	Year I	Year Ended December 31			
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change		
Revenue	8,591	5,357	60.4%	33,241	5,357	520.5%		
Operating expense	3,717	2,772	34.1%	14,797	2,772	433.8%		
NOI	4,874	2,585	88.5%	18,444	2,585	613.5%		
NOI margin (%)	56.7%	48.3%	8.4%	55.5%	48.3%	7.2%		

For the three months and year ended December 31, 2021, NOI of \$4.9 million and \$18.4 million, respectively, were higher than \$2.6 million for each of the comparative periods in the prior year. The increases in NOI were primarily attributable to the current periods reflecting a full period of operations, while the comparative periods reflect the result of operations for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020.

NOI margin for the three months and year ended December 31, 2021 of 56.7% and 55.5%, respectively, represented improvements of 8.4% and 7.2%, compared to 48.3% in each of the comparative periods in the prior year. The increase in NOI margin was due to higher revenue driven by both higher occupancy and AMR, as well as the seasonality of operations, which are characterized by higher utility costs in the winter months.

## **COMMERCIAL AND EXECUSUITE OPERATIONS**

Northview's commercial properties are located primarily in regions where Northview also has multi-residential operations. The commercial portfolio consists of office, warehouse, and retail properties including, mixed-use buildings, which are largely leased to federal or territorial governments and other quality commercial tenants under long-term leases. In addition, Northview operates three execusuite properties in Yellowknife, NT and Iqaluit, NU, and a 50% joint venture in Inuvik, NT. The execusuite properties offer apartment-style accommodation and are rented for both short-term and long-term stays.

	Three N	Months Ended	December 31	Year I	Year Ended December 31			
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change		
Revenue	10,059	6,266	60.5%	40,868	6,266	552.2%		
Operating expenses	4,226	2,508	68.5%	16,293	2,508	549.6%		
NOI	5,833	3,758	55.2%	24,575	3,758	553.9%		
NOI margin (%)	58.0%	60.0%	(2.0%)	60.1%	60.0%	0.1%		

For the three months and year ended December 31, 2021, NOI of \$5.8 million and \$24.6 million, respectively, were higher than \$3.8 million for each of the comparative periods in the prior year. The increases in NOI were driven by the inclusion of full periods of operations in the current periods, while the comparative periods reflected results from November 2, 2020, the date on which Northview began operations, to December 31, 2020.

NOI margin of 58.0% for the three months ended December 31, 2021 represented a decrease of 2.0% compared to 60.0% for the period ended December 31, 2020, driven by higher non-recoverable costs. For the year ended December 31, 2021, NOI margin of 60.1% was relatively consistent with the comparative period.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020 the date at which Northview began operations to December 31, 2020

## **COMMERCIAL OPERATIONS**

The following tables detail the average rent per sq. ft. and occupancy by region for the commercial portfolio, including joint ventures at 100%:

		Three Months Ended December 31								
	Aver	rage Rent (\$/so	μ. ft.)	(	Occupancy (%)					
	2021	2020 <sup>1</sup>	Change (%)	2021	2020 <sup>1</sup>	Change (bps)				
Northern Canada	27.15	26.23	3.5%	95.2 %	94.8%	40				
Western Canada	15.02	14.33	4.8%	71.1 %	70.6%	50				
Atlantic Canada	18.87	18.90	(0.2%)	92.1 %	93.8%	(170)				
	24.46	23.78	2.9%	91.7 %	91.8%	(10)				

		Year Ended December 31								
	Average Rent (\$/sq. ft.) Occupancy (%)									
	2021	2020 <sup>1</sup>	Change (%)	2021	Chang 21 2020 <sup>1</sup> (bp					
Northern Canada	26.75	26.23	2.0%	96.1 %	94.8%	130				
Western Canada	15.09	14.33	5.3%	70.9 %	70.6%	30				
Atlantic Canada	18.94	18.90	0.2%	92.2 %	93.8%	(160)				
	24.22	23.78	1.9%	92.2 %	91.8%	40				

For the three months and year ended December 31, 2021, average rent per sq. ft. (see "Non-GAAP and Other Financial Measures - Other Key Performance Indicators") increased 2.9% and 1.9%, respectively, relative to the comparative periods in the prior year. The increases were primarily attributable to Western Canada and Northern Canada, and were due to scheduled rent increases for existing leases and rent increases upon lease renewal. For the three months and year ended December 31, 2021, occupancy was relatively stable.

Approximately 21% of Northview's leased commercial space is maturing in 2022, which Northview expects to be leased on similar terms. Northview actively manages occupancy levels through a proactive lease renewal program and utilizing tenant inducements, when appropriate.

## **EXECUSUITE OPERATIONS**

Execusuite occupancy, including joint ventures at 100%, for the three months and year ended December 31, 2021, was 47.2% and 52.9%, respectively, which was higher than 45.1% for the period ended December 31, 2020, as some interterritorial travel restrictions were relaxed to allow for medical and business-related travel.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020 the date at which Northview began operations to December 31, 2020

## OTHER CONSOLIDATED RESULTS

## OTHER EXPENSE (INCOME)

	Three Montl	hs Ended De	cember 31	Year En	Year Ended December 31			
(thousands of dollars)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change		
Distributions to Unitholders	11,287	7,525	50%	45,150	7,525	500%		
Financing costs from operations	8,999	5,627	60%	34,641	5,627	516%		
Administration	1,402	1,586	(12%)	6,847	1,586	332%		
Management fees	1,672	1,082	55%	6,682	1,082	518%		
Depreciation and amortization	842	566	49%	3,400	566	501%		
Gain on disposition of property, plant and equipment	_	_	—%	(36)	_	100%		
Equity income from joint ventures	(471)	(134)	252%	(1,316)	(134)	882%		
Fair value loss (gain) on investment properties	22,392	(2,798)	(900%)	37,776	(2,798)	(1,450%)		
Transaction costs	_	18,872	(100%)	866	18,872	(95%)		
Gain on business combination	_	(105,533)	(100%)	_	(105,533)	(100%)		
Total	46,123	(73,207)	(163%)	134,010	(73,207)	(283%)		

#### **DISTRIBUTIONS TO UNITHOLDERS**

Distributions to Unitholders of \$11.3 million and \$45.2 million for the three months and year ended December 31, 2021, respectively, were higher than \$7.5 million for each of the comparative periods in the prior year as the current periods reflect a full period of operations. In each period, distributions of \$3.8 million were declared each month.

Distributions to Unitholders are recognized in net and comprehensive (loss) income as Units are classified as financial liabilities and presented as net assets attributable to Unitholders. This presentation does not alter the underlying interest of the Unitholders in the net assets and net and comprehensive (loss) income attributable to Unitholders. See the "Liquidity and Capital Resources - Distributions to Unitholders" section of this MD&A for further discussion of distributions.

## FINANCING COSTS FROM OPERATIONS

Financing costs from operations consists of mortgage interest, amortization of deferred financing costs and the adjustment of fair value for debt assumed on acquisition, interest expense on the credit facility, and other income. For the three months and year ended December 31, 2021, financing costs from operations of \$9.0 million and \$34.6 million, respectively, were higher than \$5.6 million for the comparative periods ended December 31, 2020, as the comparative period included approximately two months of operations.

## **ADMINISTRATION EXPENSE**

For the three months ended December 31, 2021, administration expense of \$1.4 million was lower than \$1.6 million for the comparative period ended December 31, 2020 as the comparative period included certain annual compliance costs that were recognized in the two months of operations.

For the year ended December 31, 2021, administration expense of \$6.8 million was higher than \$1.6 million for the comparative period ended December 31, 2020, as the comparative period reflected approximately two months of operations.

### MANAGEMENT FEES

For the three months and year ended December 31, 2021, management fees owing to Starlight Group (as defined herein) of \$1.7 million and \$6.7 million, respectively, were incurred, compared to \$1.1 million for the comparative periods ended December 31, 2020. In each period, this represented a charge of approximately \$0.6 million per month. Refer to the "Related Party Transactions" section of this MD&A.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

## FAIR VALUE LOSS (GAIN) ON INVESTMENT PROPERTIES

Northview reports fair value change of investment properties on a net basis after deducting capital expenditures. For the year ended December 31, 2021, the fair value loss on investment properties of \$37.8 million related mainly to capital expenditures of \$23.3 million and continuing challenging economic conditions impacting operating results in resource-based markets in Western Canada. The fair value loss was partially offset by a capitalization rate reduction in Atlantic Canada. For the period ended December 31, 2020, the fair value gain on investment properties of \$2.8 million related primarily to the repositioning of a 145-room execusuite property located in St. John's, NL to a 145suite multi-residential complex.

#### TRANSACTION COSTS

For the three months ended December 31, 2021, transaction costs of nil were lower than \$18.9 million for the comparative period ended December 31, 2020 as the comparative period included professional and legal fees incurred to effect the Acquisition.

Transaction costs were \$0.9 million for the year ended December 31, 2021 and \$18.9 million for the period ended December 31, 2020 as the comparative period included certain transaction costs that were recognized in the two months of operation.

### **GAIN ON BUSINESS COMBINATION**

For the period ended December 31, 2020, a gain on business combination of \$105.5 million was recognized in connection with the Acquisition. The gain on business combination primarily resulted from the recognition of additional value when the acquisition closed compared to the estimated value when the Arrangement Agreement was entered into and the acquisition price was determined.

## **FFO AND AFFO**

Northview measures its operating performance by using net and comprehensive (loss) income, as well as industryaccepted non-GAAP financial measures such as FFO and AFFO. Northview calculates FFO and AFFO in accordance with the REALPAC definition. FFO and AFFO are not defined by IFRS and do not have a standard meaning under IFRS; therefore, these measures may not be comparable to similar measures presented by other entities. Refer to the "Non-GAAP and Other Financial Measures" section of this MD&A.

The following table reconciles FFO and AFFO from net and comprehensive (loss) income, the most directly comparable GAAP measure as presented in the financial statements:

	Three Mon Decem		Year E Decem	
(thousands of dollars, except where indicated)	2021	2020 <sup>1</sup>	2021	2020 <sup>1</sup>
Net and comprehensive (loss) income	(18,205)	90,669	(21,341)	90,669
Adjustments:				
Distributions to Unitholders	11,287	7,525	45,150	7,525
Depreciation	766	566	3,067	566
Fair value loss (gain) on investment properties	22,392	(2,798)	37,776	(2,798)
Gain on business combination	_	(105,533)	_	(105,533)
Transaction costs	_	18,872	866	18,872
Other <sup>(1)</sup>	(138)	(82)	(132)	(82)
FFO <sup>(2)</sup>	16,102	9,219	65,386	9,219
Maintenance capex reserve – multi-residential	(2,747)	(1,750)	(10,988)	(1,750)
Maintenance capex reserve – commercial	(52)	(33)	(208)	(33)
AFFO <sup>(2)</sup>	13,303	7,436	54,190	7,436
FFO per Unit (\$/Unit) <sup>(2)</sup>	0.45	0.26	1.82	0.26
FFO payout ratio – trailing twelve months <sup>(2)</sup>	69.1%	81.6%	69.1%	81.6%
AFFO per Unit (\$/Unit) <sup>(2)</sup>	0.37	0.21	1.51	0.21
AFFO payout ratio – trailing twelve months <sup>(2)</sup>	83.3%	101.2%	83.3%	101.2%
Number of Units outstanding ('000s)	35,917	35,917	35,917	35,917

<sup>&</sup>quot;Other" is comprised of non-controlling interest, amortization of other long-term assets, amortization of tenant inducements, gain on disposition of property, plant and equipment, and fair value adjustments for non-controlling interest and equity investments.

The calculation of AFFO deducts maintenance capital expenditures ("maintenance capex"), and therefore requires the categorization of value-enhancing capital expenditures ("value-enhancing capex") and maintenance capex. Management believes the categorization of capital expenditures between value-enhancing and maintenance is subject to significant judgment. In determining maintenance capex for the calculation of AFFO, Northview has elected to use an estimated reserve amount per suite for the multi-residential portfolio, and an estimated reserve amount per sq. ft. for the commercial and execusuite business portfolio. Further information regarding the calculation of the maintenance capex reserve is provided in the "Other Consolidated Results - AFFO - Maintenance Capital" section of this MD&A. Detailed information on actual capital expenditures by category is provided in the "Other Consolidated Results – Capital Expenditures" section of this MD&A.

## **FFO**

For the three months and year ended December 31, 2021, FFO of \$16.1 million (\$0.45 per Unit) and \$65.4 million (\$1.82 per Unit), respectively, were higher than \$9.2 million (\$0.26 per Unit) for the periods ended December 31, 2020, as the comparative period included approximately two months of operations.

For the twelve months ended December 31, 2021, the FFO payout ratio of 69.1% was lower than 81.6% for the period ended December 31, 2020 due to lower operating expense driven by the seasonality of operations.

## **AFFO**

For the three months and year ended December 31, 2021, AFFO of \$13.3 million (\$0.37 per Unit) and \$54.2 million (\$1.51 per Unit), respectively, were higher than \$7.4 million (\$0.21 per Unit) for the periods ended December 31, 2020, as the current periods reflected a full year of operations.

For the twelve months ended December 31, 2021, the AFFO payout ratio of 83.3% was lower than 101.2% for the period ended December 31, 2020 due to the seasonality of operations, as the comparative period included approximately two months that are characterized by higher utility costs in the winter months.

Non-GAAP financial measure or non-GAAP ratio. See "Non-GAAP and Other Financial Measures" section of this MD&A.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

### MAINTENANCE CAPEX RESERVE - MULTI-RESIDENTIAL AND COMMERCIAL

Capex include value-enhancing capex and maintenance capex. Value-enhancing capex are expected to increase the NOI or value of the properties and are discretionary in nature. Value-enhancing capex include building and suite improvements that enhance revenue or improve financial operating efficiency, including energy initiatives. Building includes building exterior and common area upgrades. Suite improvements include renovations that exceed basic replacement and minor repairs on turnover.

The annualized maintenance capex reserve amount for the periods presented was based on management's forecast of maintenance capex in 2021 on a per suite or per sq. ft. basis. For each period presented, the maintenance capex reserve reflects that period's portion of the annualized reserve applied to the average number of multi-residential suites or commercial square footage, excluding properties related to joint ventures.

Maintenance capex for the multi-residential portfolio was focused on maintaining the existing conditions of the properties and includes routine suite renovations, and the replacement of boilers and mechanical systems. For the periods presented, management has determined the annualized multi-residential maintenance capex reserve to be \$989 per multi-residential suite.

Value-enhancing capex for the commercial portfolio are typically recoverable capital expenditures and maintenance capex are typically non-recoverable capital expenditures. For the periods presented, management determined the annualized commercial maintenance capex reserve to be \$0.20 per sq. ft., based on square footage excluding joint ventures.

## **CAPITAL EXPENDITURES**

	Three	Three Months Ended			Year Ended		
	D	ecember 3	1	D	December 31		
(thousands of dollars, except where indicated)	2021	2020 <sup>1</sup>	Change	2021	2020 <sup>1</sup>	Change	
Suite renovations	2,707	2,339	15.7%	9,777	2,339	318.0%	
Building and common areas	2,218	117	1,795.7%	5,649	117	4,728.2%	
Other	1,052	226	365.5%	3,205	226	1,318.1%	
Boilers and mechanical	1,428	107	1,234.6%	2,860	107	2,572.9%	
Appliances	383	76	403.9%	1,085	76	1,327.6%	
Total capex – multi-residential	7,788	2,865	171.8%	22,576	2,865	688.0%	
Average number of multi-residential suites	11,111	11,039	0.7%	11,111	11,039	0.7%	
Capex per multi-residential suite (\$/suite)	701	260	169.6%	2,032	260	681.5%	
Total capex – multi-residential	7,788	2,865	171.8%	22,576	2,865	688.0%	
Total capex – commercial	174	72	141.7%	735	72	920.8%	
Total capex	7,962	2,937	171.1%	23,311	2,937	693.7%	

Capital expenditures of \$8.0 million and \$23.3 million were incurred during the three months and year ended December 31, 2021, respectively, compared to \$2.9 million for the period ended December 31, 2020. In all periods, capital expenditures were primarily attributable to the multi-residential segment, in which the majority of expenditures related to suite renovations, consistent with management's expectations.

## TAX STATUS

Northview is a mutual fund trust and a real estate investment trust as defined in the Income Tax Act (Canada) (the "Tax Act"). Under current tax legislation, a real estate investment trust is entitled to deduct distributions from taxable income such that it is not liable to pay income taxes provided that its taxable income is fully distributed to Unitholders. Northview is a real estate investment trust as it meets prescribed conditions under the Tax Act relating to the nature of its assets and revenue. Northview qualifies as a "real estate investment trust" (as defined in the Tax Act) (a "Tax REIT") and intends to make distributions not less than the amount necessary to ensure that Northview will not be liable to pay income taxes (the "Tax REIT Exemption"). However, should it no longer qualify, it would not be able to flow-through its taxable income to Unitholders and Northview would, therefore, be subject to tax. As of and during the three months and year ended December 31, 2021, Northview met all the requirements to be qualified as a Tax REIT.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operations, to December 31, 2020.

The Tax REIT Exemption does not apply to incorporated subsidiaries of Northview, which are therefore subject to Canadian income taxes. Northview does not currently hold any income-producing property or operations in taxable incorporated subsidiaries. As such, there is currently no provision for current or deferred income tax expense required in the current reporting period.

# **SUMMARY OF QUARTERLY RESULTS**

(thousands of dollars, except as indicated)	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020 <sup>1</sup>	Q3 2020	Q2 2020
Revenue	48,424	48,172	47,681	47,848	31,059	_	_
Net and comprehensive (loss) income	(18,205)	839	(2,692)	(1,283)	90,669	_	_
\$/Unit	(0.51)	0.02	(0.07)	(0.04)	2.52	_	_
NOI	27,918	30,189	27,621	26,941	17,462	_	_
FFO <sup>(2)</sup>	16,102	18,479	15,635	15,170	9,219	_	_
FFO per Unit (\$/Unit) <sup>(2)</sup>	0.45	0.51	0.44	0.42	0.26	_	_
FFO payout ratio <sup>(2)</sup>	69.1%	70.7%	75.2%	77.1%	81.6%	_	_

<sup>(2)</sup> Non-GAAP financial measure or non-GAAP ratio. See "Non-GAAP and Other Financial Measures – Non-GAAP Financial Measures" and "Non-GAAP and Other Financial Measures – Non-GAAP Ratios"

# LIQUIDITY AND CAPITAL RESOURCES

Northview's objective for managing liquidity and capital resources is to ensure adequate liquidity for operating, capital, and investment activities, as well as distributions to Unitholders. Northview is able to fund its obligations with cash flows provided by (used in) operating activities, borrowings on the credit facility, and mortgage debt secured by investment properties.

As at December 31, 2021, Northview had a working capital deficiency of \$759.8 million (December 31, 2020 – \$161.2 million). In the normal course of business, a portion of Northview's borrowings under mortgages with a maturity date less than one year will be considered current liabilities prior to being replaced with longer-term financing. As at December 31, 2021, \$513.7 million (December 31, 2020 – nil) of the working capital deficiency related to the credit facility, as the facility had a maturity date of October 30, 2022. Subsequent to December 31, 2021, the credit facility was amended, including a one-year extension of the maturity date to October 30, 2023. In addition, \$238.6 million of the working capital deficiency as at December 31, 2021 (December 31, 2020 – \$169.9 million) was related to the current portion of mortgages payable, which is expected to be refinanced with long-term mortgages.

As at December 31, 2021, Northview had undrawn capacity of \$25.4 million on its credit facility (December 31, 2020 – \$52.0 million). Subsequent to December 31, 2021, the credit facility was amended to include an additional \$75.0 million facility. As market conditions permit, Northview may also leverage availability of financing on its properties to minimize interest costs as mortgage financing may be used to repay borrowings on the credit facility that are subject to higher interest rates.

Liquidity risk is the risk that Northview is not able to meet its financial obligations as they become due or can only do so at excessive cost. Northview manages liquidity risk by balancing the maturity profile of mortgages and borrowings on the credit facility. Mortgage maturities normally enable replacement financing with funds available for other purposes. Northview utilizes CMHC insured mortgage lender financing to obtain loans up to 75% of CMHC's assessed value of a multi-residential property. Northview bears lower refinancing risk and incurs lower borrowing costs on properties financed using CMHC insured mortgage lender financing, including the cost of the insurance, when compared to conventional financing. Adverse economic conditions may result in a decrease in NOI, decreasing the value of the borrowing base, which would reduce the amount of liquidity available to Northview. Cash flow projections are updated on a regular basis to ensure there will be adequate liquidity to maintain operating, capital, and investment activities, and distributions to Unitholders. In addition, Northview continues to monitor its capital structure and sources of financing, including amendments to the existing credit facility and/or establishing additional credit facilities.

The FFO payout ratio is 69.1% for the twelve months ended December 31, 2021 (period from November 2, 2020, the date on which Northview began operations, to December 31, 2020 – 81.6%).

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020, the date on which Northview began operation, to December 31, 2020, including the impact of the business combination.

#### **MORTGAGES**

During the three months ended December 31, 2021 no new mortgage financing was completed excluding short-term financing for multi-residential properties. For the year ended December 31, 2021 Northview completed \$21.5 million of mortgage financing excluding short-term financing for multi-residential properties with a weighted average interest rate of 1.95% and average term to maturity of 5.2 years. For the period ended December 31, 2020, Northview completed \$3.1 million of mortgage financing, excluding short-term financing, for multi-residential properties with a weighted average interest rate of 1.21% and an average term to maturity of 4.8 years.

As at December 31, 2021, Northview's mortgage maturity schedule and weighted average interest rate for the twelvemonth periods ending December 31 were as follows:

		Principal on		% of	Weighted Average	
	Principal Amount	Maturity	Total	Total	Interest Rate	
2022	24,701	206,436	231,137	29.4%	2.76%	
2023	20,975	100,555	121,530	15.4%	3.29%	
2024	16,353	127,966	144,319	18.3%	2.83%	
2025	9,666	150,315	159,981	20.3%	3.06%	
2026	3,980	54,218	58,198	7.4%	2.21%	
Thereafter	5,481	66,956	72,437	9.2%	2.79%	
Total	81,156	706,446	787,602	100.0%	2.87%	

### **CREDIT FACILITY**

As at December 31, 2021, Northview had in place a credit facility with a total credit limit of \$539.1 million maturing on October 30, 2022 (December 31, 2020 - \$539.1 million). The credit facility includes multiple tranches that each bore interest at the prime rate plus 2.65% or the Bankers' Acceptance ("BA") rate plus 3.65%. The terms of the credit facility were as follows:

	As at December 31, 2021		As at Decem	ber 31, 2020
	Credit Limit	Amount Drawn	Credit Limit	Amount Drawn
Tranche A-1 Facility	381,596	381,596	381,596	381,596
Tranche A-2 Facility	105,481	105,481	105,481	105,481
Tranche B Facility	32,000	6,600	32,000	_
Tranche B-2 Revolving Facility	20,000	20,000	20,000	_
Total	539,077	513,677	539,077	487,077

The Tranche A-1 Facility and the Tranche A-2 Facility are non-revolving term loan facilities that were each available by a single prime loan advance on October 30, 2020. The Tranche B Facility is a non-revolving capital expenditure loan facility on which draws may occur no more than once per fiscal quarter in an amount of up to 75% of allowable capital expenditure costs incurred. The Tranche B-2 Revolving Facility is a facility available for general corporate, trust, or operating purposes.

In February 2022, Northview executed an amendment to its credit facility to better align with Northview's business plan, liquidity requirements, and to allow for the appropriate execution of the credit facility terms. The amendment provided for:

- A one-year extension to the maturity date of the credit facility to October 30, 2023 from October 30, 2022.
- An additional facility, the Tranche B-3 Term Facility, with a credit limit of \$75.0 million. The Tranche B-3 Term Facility is a non-revolving facility on which draws may occur no more than once per fiscal quarter for the payment of mortgage principal amortization amounts.
- Amended financial covenants are as follows:
  - Consolidated debt to aggregate assets not greater than 75.0% from 77.5%, and
  - Consolidated tangible net worth of not less than \$350 million from \$250 million.
- Other administrative amendments to covenants and repayments.

### **FINANCIAL COVENANTS**

As at December 31, 2021, the credit facility was subject to the following financial covenants:

	Limit
Consolidated debt to aggregate assets	Not greater than 77.5%
Annualized debt service coverage ratio	Not less than 1.55
Consolidated tangible net worth	Not less than \$250 million
Physical occupancy rate	Not less than 87%

The financial covenants include financial measures defined within the credit facility agreement that are not defined under IFRS and cannot be directly derived from the financial statements. These financial measures are defined under the credit agreement as follows:

- Consolidated debt: Includes all debts of the borrower determined in accordance with IFRS, excluding obligations owing under hedge agreements.
- Aggregate assets: Includes the appraised value of multi-residential rental and commercial real property.
- Annualized debt service coverage ratio: Calculated as the ratio of adjusted NOI to debt service on an annualized basis. Debt service is calculated as the sum of consolidated interest expense and all regularly scheduled principal payments other than balloon, bullet, or similar payments that repay the debt in full.
- Consolidated tangible net worth: Includes stated capital or equivalent amounts in respect of issued and outstanding Units less amounts attributable to outstanding Units that are redeemable prior to the maturity date of the facility, amounts attributable to certain intangible assets, and amounts attributable to the interests of any unitholder in any subsidiary.
- Physical occupancy rate: Calculated as the percentage of the number of suites occupied by one or more tenants paying current rent divided by the total number of suites.

As at and for the three months and year ended December 31, 2021, these financial covenants are calculated on an annualized basis and Northview was in compliance with all financial covenants. Refer to "Capital Management" in the annual financial statements for further discussion of Northview's objectives, policies, and processes for managing capital.

### **CAPITAL MANAGEMENT**

Management monitors Northview's capital structure on an ongoing basis to determine the appropriate level of mortgages and borrowings on the credit facility. Consistent with industry practice, Northview monitors capital on the basis of debt to gross book value, the interest coverage ratio, and the debt service coverage ratio. Please refer to the annual financial statements for further discussion of these capital management measures.

The Declaration of Trust provides for a maximum debt to gross book value ratio of 70%. Debt to gross book value was 67.8% as at December 31, 2021 (December 31, 2020 - 66.7%), which was in compliance with the Declaration of Trust. The portfolio premium included in the determination of debt to gross book value as at December 31, 2021 was \$89.0 million (December 31, 2020 - \$89.0 million), which was determined based on an appraisal of the portfolio obtained for the Acquisition.

Northview's interest coverage and debt service coverage ratios were 2.84 and 1.54, respectively, for the twelve months ended December 31, 2021 (2.60 and 1.39, respectively, for the period from November 2, 2020, the date on which Northview began operations, to December 31, 2020). Northview monitors its interest and debt service coverage ratios to assess its ability to service payments on its debt. The debt service coverage ratio includes the impact of principal repayments excluding one-time lump sum payments at maturity.

The debt service coverage ratio shown below is calculated with reference to Adjusted EBITDA, while the debt service coverage ratio used as a financial covenant for the credit facility is calculated with reference to adjusted NOI. As such, the calculation below is not comparable to the annualized debt service coverage ratio minimum of 1.55 required under the credit facility agreement, with which Northview was in compliance.

The following tables reconciles the calculation of debt to gross book value:

	As at	As at
	<b>December 31, 2021</b>	December 31, 2020
Credit facility	513,677	487,077
Mortgages payable	787,602	817,645
Less: Cash and cash equivalents	(11,312)	(25,337)
Total debt A	1,289,967	1,279,385
Investment properties	1,774,678	1,789,143
Property, plant and equipment	35,000	38,183
Accumulated depreciation	3,947	566
Portfolio premium	89,000	89,000
Gross book value	1,902,625	1,916,892
Debt to gross book value A/E	67.8%	66.7%

The following table calculates Northview's interest and debt service coverage ratios for the periods ended:

	December 31, 2021	December 31, 2020 <sup>1</sup>
Net and comprehensive (loss) income	(21,341)	90,669
Depreciation and amortization	3,400	566
Mortgage interest	22,832	3,907
Amortization of deferred financing costs and fair value adjustment	(8,498)	(1,498)
Interest expense on the credit facility	21,348	3,404
Distributions to Unitholders	45,150	7,525
Fair value loss (gain) on investment properties	37,776	(2,798)
Gain on business combination	_	(105,533)
Gain on disposition of property, plant and equipment	(36)	_
Transaction costs	866	18,872
Adjusted EBITDA A	101,497	15,114
Mortgage interest	22,832	3,907
Amortization of deferred financing costs and fair value adjustment	(8,498)	(1,498)
Interest expense on the credit facility	21,348	3,404
Interest expense B	35,682	5,813
Principal payments on mortgages <sup>(1)</sup>	30,042	5,060
Debt service C	65,724	10,873
Interest coverage ratio A/B	2.84	2.60
Debt service coverage ratio A/C	1.54	1.39

Principal payments on outstanding mortgages excluding one-time lump sum payments at maturity.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020 the date at which Northview began operations to December 31, 2020

#### **NET ASSETS ATTRIBUTABLE TO UNITHOLDERS**

Northview's Units are classified as financial liabilities rather than equity instruments, and accordingly are presented as net assets attributable to Unitholders.

Northview's issued and outstanding Units were as follows:

(number of Units in thousands)	As at December 31, 2021	As at December 31, 2020
Class A	7,711	5,827
Class C	24,510	24,776
Class F	2,266	3,820
Total Units issued	34,487	34,423
Total Units potentially issuable upon conversion <sup>(1)</sup>	1,430	1,494
Total Units outstanding	35,917	35,917

Units potentially issuable upon conversion reflects maximum dilution assuming that all Class C Units and Class F Units were converted to Class A Units.

Total Units outstanding reflects the maximum number of Units outstanding if all Class C Units and Class F Units were converted to Class A Units. Class A Units are listed on the TSX under the symbol "NHF.UN". Class C Units and Class F Units are not listed by Northview on any stock exchange, but Units of each class are convertible into Class A Units and the Class C Units are also convertible into Class F Units, subject in each case to compliance with the terms and conditions of Northview's Declaration of Trust. Additionally, Class A Units are convertible into Class F Units in accordance with the Declaration of Trust, subject to at all times continuing to satisfy the minimum listing requirements of the TSX. In the event that a conversion of Class A Units into Class F Units would cause Northview not to satisfy the minimum listing requirements of the TSX, such Class A Units will not be converted and further conversions of Class A Units into Class F Units will not be permitted until such time as the conversion would not cause Northview to fail to satisfy the minimum listing requirements of the TSX.

The Unit conversion ratios in accordance with, and subject to compliance with, the terms and conditions of Northview's Declaration of Trust, are as follows:

- Class A Units to Class F Units: 1.00 to 0.969309463
- Class C Units to Class A Units: 1.00 to 1.055408971
- Class C Units to Class F Units: 1.00 to 1.023017903
- Class F Units to Class A Units: 1.00 to 1.031662269

As at February 28, 2022, Northview's issued Units were as follows:

	As at
(number of Units in thousands)	February 28, 2022
Class A	7,975
Class C	24,509
Class F	2,011
Total Units issued	34,495

## **RECAPITALIZATION EVENT**

In order to provide Unitholders with liquidity, Northview intends to complete a recapitalization event by way of a direct or indirect public offering or listing of new, additional, or successor securities of Northview or a traditional real estate investment trust or other entity that owns or will own all or substantially all of Northview's properties, or by way of reorganization, restructuring (corporate, capital, or otherwise), combination or merger involving Northview or the Unitholders, or similar transaction as approved by the Trustees (a "Recapitalization Event"). Northview is targeting a Recapitalization Event by November 2, 2023, which may be extended by up to two years at the sole discretion of the Trustees and the Trustees may seek further extension by special resolution of the Unitholders in accordance with the Declaration of Trust, or take such other actions as the Trustees consider appropriate with respect to the continued operation of Northview.

## CONTRACTUAL OBLIGATIONS

Contractual obligations for non-derivative financial liabilities as at December 31, 2021 were as follows:

	Carrying Amount	Contractual Cash Flows	Up to 1 year	1 – 3 years	4 – 5 years	Over 5 years
Mortgages payable (principal and interest)	787,602	834,401	249,336	291,080	226,665	67,320
Credit facility	513,677	513,677	513,677	_	_	_
Trade and other payables <sup>(1)</sup>	31,464	31,464	31,464	_	_	_
Distributions payable	3,763	3,763	3,763	_	_	_
Total	1,336,506	1,383,305	798,240	291,080	226,665	67,320

Security deposits payable are included in trade and other payables.

## **DISTRIBUTIONS TO UNITHOLDERS**

Pursuant to the Declaration of Trust, Unitholders are entitled to receive distributions made on each distribution date as approved by the Trustees. For the three months and year ended December 31, 2021, Northview declared monthly cash distributions representing a weighted average of \$0.1091 per Unit, resulting in total distributions declared of \$11.3 million and \$45.2 million, respectively (period ended December 31, 2020 - a weighted average of \$0.1093 per Unit, resulting in total distributions of \$7.5 million).

Distributions declared to Unitholders were as follows:

	Three Months En	Three Months Ended December 31		Year Ended December 31	
	2021	2020 <sup>1</sup>	2021	2020 <sup>1</sup>	
Class A	2,418	1,181	9,281	1,181	
Class C	8,133	5,491	32,654	5,491	
Class F	736	853	3,215	853	
	11,287	7,525	45,150	7,525	

The following table calculates Northview's distributions declared to cash flows provided by (used in) operating activities:

		Three Months End	ded December 31	Year Ended I	December 31
(thousands of dollars)		2021	2020 <sup>1</sup>	2021	2020 <sup>1</sup>
Distributions declared	Α	11,287	7,525	45,150	7,525
Cash flows provided by (used in) operating activities	В	18,318	(11,804)	57,531	(11,804)
Distribution payout ratio (%)	A/B	61.6%	N/A	78.5%	N/A

For the three months and year ended December 31, 2021, distributions declared to Unitholders were \$11.3 million and \$45.2 million, respectively (period ended December 31, 2020 - \$7.5 million), which represented 61.6% and 78.5% of cash flows provided by (used in) operating activities, respectively.

In any given financial period, distributions declared may be greater than cash flows provided by (used in) operating activities, primarily due to the short-term fluctuations in non-cash working capital and temporary fluctuations in cash flow. Any distributions declared in excess of cash flows provided by (used in) operating activities may be funded by mortgage debt secured by investment properties and asset sales. If Northview were unable to raise additional funds or renew existing maturing debt on acceptable terms, capital expenditures could be reduced or asset sales increased. If distributions declared are in excess of cash flows provided by (used in) operating activities, they represent a return of capital rather than a return on capital since they represent cash payments in excess of cash generated from Northview's operating activities during the period. Management expects cash flows provided by (used in) operating activities to exceed distributions declared in future periods.

# RELATED PARTY TRANSACTIONS

Related party transactions are conducted in the normal course of operations.

<sup>&</sup>lt;sup>1</sup> Calculated for the period November 2, 2020 the date at which Northview began operations to December 31, 2020

#### **ENTITIES WITH SIGNIFICANT INFLUENCE**

Entities with significant influence over Northview include Starlight Group Property Holdings Inc. and its affiliates ("Starlight Group") and KingSett Capital Inc. and its affiliates ("KingSett"). Starlight Group and KingSett are each controlled by a Trustee and have significant influence over Northview. Additionally, an affiliate of Starlight Group, Starlight Investments CDN AM Group LP, provides management services to Northview.

Transactions with these entities consisted of:

- Northview paid an asset management fee equal to 0.35% of gross asset value per annum (calculated and payable on a monthly basis), included as "expenses" in the table below. This fee was incurred pursuant to a Management Agreement with Starlight Group entered into on November 2, 2020, whereby Starlight Group provides management services to Northview, including the services of the Chief Executive Officer and Chief Financial Officer.
- Northview received a fee equal to 3.50% of revenue less bad debt earned on certain properties, included as "other income" in the table below. This fee was earned in exchange for providing property management services for certain properties located in Montreal and owned by an entity owned by Starlight Group and KingSett, pursuant to a property management agreement with an entity owned by Starlight Group and KingSett entered into on November 2, 2020. This agreement was terminated effective December 31, 2021.
- Under the initial public offering and in connection with the plan of arrangement, Class C Units were issued to Starlight Group and KingSett. An affiliate of Starlight Group acquired ownership and control over an aggregate of 9,623,806 Class C Units and KingSett acquired an aggregate of 6,415,870 Class C Units.

Additional commitments with these entities consist of:

- Northview holds commitments to provide for carried interest to Starlight Group if certain minimum return thresholds are met, as described in the final long form prospectus dated September 29, 2020. See the consolidated financial statements for further discussion.
- Northview is party to the Investor Rights Agreement, pursuant to which KingSett has the right to nominate one individual to the Board so long as KingSett maintains a 5% or more interest in Northview's issued Units.
- The Declaration of Trust grants Starlight Group, so long as it is the owner of the Manager (as defined herein), the right to nominate one individual to the Board.

## **KEY MANAGEMENT PERSONNEL**

The compensation of key management personnel consisted of short-term employee benefits and is included within "Operating expenses" and "Administration" within the consolidated statements of net and comprehensive (loss) income depending on the function of the individual. Key management personnel excludes the Chief Executive Officer and Chief Financial Officer as these services are provided by Starlight Group as discussed in "Entities with Significant Influence".

# **JOINT VENTURES**

Inuvik Capital Suites Zheh Gwizu' Limited Partnership ("ICS") and Inuvik Commercial Properties Zheh Gwizu' Limited Partnership ("ICP") is each a joint venture in which Northview has a 50% interest. For the year ended December 31, 2021 and period ended December 31, 2020, Northview provided management services to each of ICP and ICS.

#### FINANCIAL INFORMATION

The following table outlines transactions with related parties:

	Entities with			
	Significant	<b>Key Management</b>		
	Influence	Personnel	Joint Ventures	Total
Year Ended December 31, 2021				
Revenue	_	_	361	361
Other income	639	_	_	639
Expenses	6,682	1,384	61	8,127
Period Ended December 31, 2020				
Revenue	_	_	52	52
Other income	121	_	_	121
Expenses	1,082	254	10	1,346

The following table outlines outstanding balances with related parties:

	Entities with Significant Influence	Joint Ventures	Total
As at December 31, 2021			
Accounts receivable	2,470	103	2,573
Accounts payable	556	4	560
As at December 31, 2020			
Accounts receivable	5,580	26	5,606
Accounts payable	556	93	649

No provision for doubtful debts has been recognized related to the outstanding balances as credit risk is considered low given the nature of the parties.

## **RISK FACTORS**

Northview faces a variety of significant and diverse risks, many of which are inherent in the business conducted by Northview and its subsidiaries. Described below are certain risks that could materially affect Northview and the value of the Units. Other risks and uncertainties that Northview does not presently consider to be material, or of which Northview is not presently aware, may become important factors that affect Northview's future financial condition and results of operations. The occurrence of any of the risks discussed below could materially and adversely affect the business, prospects, financial condition, results of operations, cash flow, and the ability of Northyiew to make cash distributions to Unitholders or value of the Units.

# **RISKS RELATED TO THE FUND**

An investment in Units is an investment in real estate in secondary markets through Northview's indirect interest in its subsidiaries and the properties, directly or indirectly, acquired by it. Investment in real estate is subject to numerous risks, including the factors listed below and other events and risk factors which are beyond the control of Northview.

## **GENERAL REAL ESTATE OWNERSHIP RISK**

All real property investments are subject to a degree of risk and uncertainty including general economic conditions, local real estate markets, and various other factors. The value of real property and any improvements thereto depend on the credit and financial stability of tenants and upon the vacancy rates of such properties. The properties generate revenue through rental payments made by the tenants thereof. The ability to rent vacant suites in the properties will be affected by many factors, including changes in general economic conditions (such as the availability and cost of mortgage funds), local conditions (such as an oversupply of space or a reduction in demand for real estate in the area), government regulations, changing demographics, competition from other available properties, and various other factors. If a significant number of tenants are unable to meet their obligations under their leases or if a significant amount of available space in the properties becomes vacant and cannot be re-leased on economically favourable terms, the properties may not generate revenues sufficient to meet operating expenses, including debt service and capital expenditures, and distributable cash will be adversely affected.

Certain significant expenditures, including property taxes, maintenance costs, mortgage payments, insurance costs, and related charges must be made throughout the period of ownership of real property regardless of whether a property is producing any income. Real property investments tend to be relatively illiquid, with the degree of liquidity generally fluctuating in relationship with demand for and the perceived desirability of such investments. Such illiquidity will tend to limit Northview's ability to vary its portfolio promptly in response to changing economic or investment conditions. If Northview were to be required to quickly liquidate its real property investments, the proceeds might be significantly less than the aggregate carrying value of the properties or less than what could be expected to be realized under normal circumstances. Northview may, in the future, be exposed to a general decline of demand by tenants for space in properties. As well, certain of the leases of the properties held by Northview or its subsidiaries may have early termination provisions which, if exercised, would reduce the average lease term.

Historical occupancy rates and revenues are not necessarily an accurate prediction of the future occupancy rates for the properties or revenues to be derived therefrom. There can be no assurance that, upon the expiry or termination of existing leases, the average occupancy rates and revenues will be higher than historical occupancy rates and revenues, and it may take a significant amount of time for market rents to be recognized by Northview due to internal and external limitations on its ability to charge these new market-based rents in the short-term.

## CATASTROPHIC EVENTS, NATURAL DISASTERS, SEVERE WEATHER AND DISEASE

Northview's business may be negatively impacted to varying degrees by a number of events which are beyond its control, including tornadoes, earthquakes, fires, floods, ice storms, cyber-attacks, unauthorized access, energy blackouts, pandemics, outbreaks of infectious disease, such as COVID-19, other public health crises affecting the markets where Northview operates, terrorist attacks, acts of war, or other natural or manmade catastrophes. As such, there can be no assurance that in the event of such a catastrophe that Northview's operations and ability to carry on business will not be disrupted. The occurrence of such events may not release Northview from performing its obligations to third parties. A catastrophic event, or fear associated therewith, could increase investment costs to repair or replace damaged properties, increase future property insurance costs and negatively impact tenant demand, which could have a negative impact on Northview's ability to conduct its business and increase its costs. In addition, liquidity and volatility, credit and insurance availability and market and financial conditions generally could change at any time as a result. While Northview will seek to maintain insurance for loss of revenue resulting from the occurrence of certain natural disasters, insurance for certain natural disasters may not be available, and any of these events in isolation or in combination, could have a material negative impact on Northview's financial condition and results of operations, decrease the amount of cash available for distribution to Unitholders.

Northview may be exposed to the impact of events caused by climate change, including an increase in the frequency and severity of the natural disasters and serious weather conditions outlined above. Furthermore, as a real estate property owner and manager, Northview faces the risk that its properties will be subject to government initiatives and reforms aimed at countering climate change, such as reduction in greenhouse gas emissions. Northview may require operational changes and/or incur financial costs to comply with any such reforms. Any failure to adhere and adapt to climate change could result in fines or adversely affect Northview's reputation, operations, or financial performance.

## **PUBLIC HEALTH CRISIS AND DISEASE OUTBREAKS**

Public health crises, including the ongoing health crisis related to the COVID-19 pandemic, or relating to any other virus, flu, epidemic, pandemic, or any other similar disease or illness (each a "Health Crisis") could materially adversely impact Northview's and its tenants' businesses, and thereby the ability of tenants to meet their payment obligations, by disrupting supply chains and transactional activities and negatively impacting local, national, or global economies. A Health Crisis could further result in: a general or acute decline in economic activity in the regions in which Northview holds assets; increased unemployment, staff shortages, reduced tenant traffic, mobility restrictions and other quarantine measures; supply shortages; increased government regulation; and the quarantine or contamination of one or more of Northview's properties. Contagion in a property or market in which Northview operates could negatively impact its occupancy, reputation, or attractiveness. All of these occurrences may have a material adverse effect on Northview's business, cash flows, financial condition, results of operations, and ability to make distributions to Unitholders. Furthermore, increased government regulation relating to a Health Crisis could result in legislation or regulations that may restrict Northview's ability to enforce material provisions under its leases, including in respect of the collection of rent or other payment obligations or the ability of Northview to raise rent or the ability of Northview to evict tenants for non-payment of rent, among other potential adverse impacts, that could have a material adverse effect on Northview's business, cash flows, financial condition, results of operations, and ability to make distributions to Unitholders.

In addition, the overall severity and duration of COVID-19-related adverse impacts on Northview's business, financial condition, cash flows, and/or results of operations for 2022 and beyond, cannot be fully estimated at this time, but may be material. Such impacts (for 2022 and thereafter) may include:

- an inability for tenants to meet their payment obligations;
- reduction in staff and operational levels;
- increased costs resulting from Northview's efforts to mitigate the impact of COVID-19;
- deterioration of worldwide credit and financial markets that could limit Northview's ability to obtain external
  financing to fund operations and capital expenditures, result in losses on Northview's investments due to
  failures of financial institutions and other parties, and result in a higher rate of losses on Northview's
  accounts receivable due to credit defaults; and
- impairments and/or write-downs of assets. In addition, the impact of COVID-19 on the economy may have
  an adverse effect on the trading price for the Units, including reduced trading prices and/or increased
  volatility resulting in swings in trading price unrelated to Northview's underlying business. The size of the
  impact will depend on future developments.

The federal government has increased the flexibility of Employment Insurance benefits to provide temporary income support to workers who have stopped working related to COVID-19. However, it is not clear how long elevated unemployment rates may last, or the extent of all the government programs to support individuals experiencing employment interruptions 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 Northview's cash flow from operating activities remains uncertain. In addition, Northview'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 Northview's investment properties.

Even after the COVID-19 pandemic has subsided, Northview may continue to experience material adverse impacts to its business as a result of its global economic impact, including any related recession, as well as lingering impacts on Northview's suppliers, third-party service providers and/or tenants. Northview will actively assess, and respond where possible, to the effects of the COVID-19 pandemic on their employees, tenants, suppliers, and service providers, and evaluate governmental actions being taken to curtail its spread. Northview will continue to monitor the situation closely, and intend to follow health and safety guidelines as they evolve.

Given the unpredictable nature of the ongoing COVID-19 pandemic, including the currently prevalent Omicron variant and the potential emergence of other variants of the virus in the future, any continuation or intensification of such pandemic or related government measures, and any changes in levels of government financial support to individuals affected by COVID-19 and economic downturn, could in the future have an adverse effect (which effect could be material) on the Northview's financial condition, results of operations and cash flows due to the following factors, or others:

- Weaknesses in national, regional or local economies may prevent residents and customers from paying rent in full or on a timely basis. Federal, provincial, local, and industry efforts, including eviction moratoriums and requirements to reduce or waive late fees, may affect the Northview's ability to collect rent or enforce remedies for the failure to pay rent, which could lead to an increase in its recognition of credit losses related to the Northview's rent receivables. In addition, a reduction in the ability or willingness of prospective customers to visit the areas in which Northview operates could impact the Northview's ability to lease units and may result in lower rental revenue and ancillary operating revenue produced by the properties.
- A reduction in tenant demand for suites due to a general decline in business activity or otherwise could
  adversely affect the value of the properties. This could lead to an impairment of the Northview's real estate
  investments.
- A general decline in business activity or demand for real estate transactions could adversely affect the Northview's ability or desire to acquire additional properties in a timely fashion.
- The financial impact of COVID-19 could negatively impact the Northview's ability to comply with financial
  covenants in its credit arrangements and result in a default and potentially an acceleration of indebtedness.
  Such non-compliance could negatively impact the Northview's financial position and its ability to make
  additional borrowings under its credit facilities.
- A severe disruption and instability in the global financial markets or deteriorations in credit and financing
  conditions may affect the Northview's ability to access capital necessary to Northview business operations,
  including the acquisition or expansion of properties, or replace or renew maturing liabilities on a timely basis,
  on attractive terms, or at all, and may adversely affect the valuation of financial assets and liabilities.

- The spread of COVID-19 has the potential to cause a further economic slowdown and increased volatility in financial markets. However, uncertainty remains as to the overall impact and timing of government interventions.
- An outbreak of COVID-19 or other contagious illness in a property or the market in which a property operates could negatively impact its occupancy, reputation or attractiveness.
- COVID-19 could negatively affect the health, availability and productivity of the Manager's (as defined herein) personnel. It could also affect the Northview's ability to recruit and attract new employees or retain current employees. An outbreak that directly affects, or threatens to directly affect, any of the properties could also deter or prevent the Northview's property managers' on-site personnel from reporting to work.
- Governmental agencies that permit and approve the Northview's suppliers and other business partners and third parties may be prevented from conducting business activities in the ordinary course for an indefinite period of time, which could in turn negatively affect the Northview's business.
- Delays in administrating vaccinations against COVID-19, vaccine hesitancy or shortages in vaccine supply chains could prolong COVID-19, which could in turn negatively affect the Northview's business.

The recent resurgence of the COVID-19 virus and the recent spread of new variants thereof and the possibility that a resurgence of the COVID-19 virus or the spread of such new or other variants or mutations thereof may occur, has resulted in the re-imposition of certain restrictions, and may result in further restrictions, by governmental authorities in certain jurisdictions, including Western Canada. This further increases the risk and uncertainty as to the extent and duration of the COVID-19 pandemic and its ultimate impact on the global economy.

The extent to which COVID-19 impacts the Northview's operations, financial condition and financial results will depend on future developments, which are highly uncertain and cannot be predicted with confidence. Such future developments include the severity and duration of the pandemic, any intensification of the pandemic, the actions by governments and others taken to contain the pandemic or mitigate its impact, changes in the preferences of tenants and prospective tenants, and the direct and indirect economic effects of the pandemic and containment measures, among others. The rapid development and fluidity of this situation impedes the Manager's ability to predict the ultimate adverse impact of COVID-19. COVID-19 and the current financial and economic environment, and future developments in these and other areas, present material uncertainty and risk with respect to the Northview's performance, financial condition, results of operations, and cash flows.

## **CO-INVESTMENT/JOINT VENTURES**

Northview may invest in, or be a participant in, directly or indirectly, joint ventures and partnerships with third parties in respect of the properties. A joint venture or partnership involves certain additional risks, including:

- the possibility that such co-venturers/partners may at any time have economic or business interests or goals that will be inconsistent with Northview's or take actions contrary to the instructions, requests, policies, or objectives of the board of trustees of Northview (the "Board") or Starlight Investment CDN AM Group LP (the "Manager") with respect to the properties;
- the co-venturer/partner may have control over all of the day to day and fundamental decisions relating to a property;
- the risk that such co-venturers/partners could experience financial difficulties or seek the protection of bankruptcy, insolvency, or other laws, which could result in additional financial demands to maintain and operate such properties or repay the co-venturers'/partners' share of property debt guaranteed by Northview or its subsidiaries or for which Northview or its subsidiaries will be liable and/or result in Northview suffering or incurring delays, expenses, and other problems associated with obtaining court approval of joint venture or partnership decisions:
- the risk that such co-venturers/partners may, through their activities on behalf of or in the name of the ventures or partnerships, expose or subject Northview or its subsidiaries to liability; and
- the need to obtain co-venturers'/partners' consents with respect to certain major decisions or inability to have any decision-making authority, including the decision to distribute cash generated from such properties or to refinance or sell a property.

In addition, the sale or transfer of interests in certain of the joint ventures and partnerships may be subject to certain requirements, such as rights of first refusal, rights of first offer, or drag-along rights, and certain of the joint venture and partnership agreements may provide for buy-sell or similar arrangements. Such rights may inhibit Northview's ability to sell an interest in a property or a joint venture/partnership within the time frame or otherwise on a desired basis.

Additionally, drag-along rights may be triggered at a time when Northview may not wish to sell its interest in a property, but Northview may be forced to do so at a time when it would not otherwise be in its best interest.

### SUBSTITUTIONS FOR RESIDENTIAL RENTAL SUITES

Demand for rental suites in the properties is impacted by and inversely related to the relative cost of home ownership. The cost of home ownership depends upon, among other things, interest rates offered by financial institutions on mortgages and similar home financing transactions. A trend of decreasing interest rates has spanned recent decades, and interest rates offered by financial institutions for financing home ownership have been at historically low levels. If the interest rates offered by financial institutions for home ownership financing remain low or fail to rise, demand for rental suites may be adversely affected. A reduction in the demand for rental suites may have a material adverse effect on Northview's ability to lease suites in the properties and on the rents charged.

#### **GOVERNMENT REGULATIONS**

Certain provinces and territories in Canada have enacted residential tenancy legislation which imposes, among other things, rent control guidelines that limit Northview's ability to raise rental rates at the properties. Limits on Northview's ability to raise rental rates at the properties may adversely affect Northview's ability to increase income from the properties.

In addition to limiting Northview's ability to raise rental rates, residential tenancy legislation in such provinces may provide certain rights to tenants, while imposing obligations upon landlords. Residential tenancy legislation may also prescribe procedures which must be followed by a landlord in order to terminate a residential tenancy. As certain proceedings may need to be brought before the respective judicial or administrative body governing residential tenancies as appointed under a province's residential tenancy legislation, it may take several months to terminate a residential lease, even where the tenant's rent is in arrears.

Further, residential tenancy legislation may provide tenants with the right to bring certain claims to the respective judicial or administrative body seeking an order to, among other things, compel landlords to comply with health, safety, housing, and maintenance standards. As a result, Northview may, in the future, incur capital expenditures which may not be fully recoverable from tenants.

Residential tenancy legislation may be subject to further regulations or may be amended, repealed or enforced, or new legislation may be enacted, in a manner which will materially adversely affect the ability of Northview to maintain the historical level of earnings of the properties.

### **CHANGES IN APPLICABLE LAWS**

Northview's operations must comply with numerous federal, provincial, territorial and local laws and regulations, some of which may conflict with one another or be subject to limited judicial or regulatory interpretations. These laws and regulations may include zoning laws, building codes, landlord tenant laws and other laws generally applicable to business operations. Non-compliance with laws could expose Northview to liability. Lower revenue growth or significant unanticipated expenditures may result from Northview's need to comply with changes in Applicable Laws, including:

- laws imposing environmental remedial requirements and the potential liability for environmental conditions existing on properties or the restrictions on discharges or other conditions, or
- other governmental rules and regulations or enforcement policies affecting the development, use and operation of Northview's properties, including changes to building codes and fire and life-safety codes.

## **FINANCING RISKS**

As at December 31, 2021, Northview had outstanding mortgages of approximately \$787.6 million (December 31, 2020 - \$817.6 million) and approximately \$513.7 million (December 31, 2020 - \$487.1 million) drawn on its credit facilities. A portion of the cash flow generated by Northview's properties is required for principal and interest payments on such debt and there can be no assurance that Northview will continue to generate sufficient cash flow from operations to meet required payments. The future development of Northview's business may require additional financing. There are no assurances that such financing will be available, or if available, available upon terms acceptable to Northview.

Northview is subject to the risks associated with debt financing, including the risk that the existing mortgages secured by the certain properties will not be able to be refinanced or that the terms of such refinancing will not be as favourable as the terms of existing indebtedness. In order to minimize this risk, Northview will attempt to appropriately structure the timing of the renewal of significant tenant leases on the properties in relation to the time at which mortgages on such properties becomes due for refinancing. The borrowing capacity of the operating facilities is based on the asset values and debt serviceability of the assets pledged. As such, weakness in financial performance of certain properties may have an adverse effect on debt serviceability and overall asset value thereby reducing the borrowing capacity.

### **ENVIRONMENTAL MATTERS**

Northview is subject to various other requirements (including federal, provincial, territorial, and municipal laws, as applicable) relating to environmental matters. Such requirements provide that Northview could be, or become, liable for environmental or other harm, damage or costs, including with respect to the release of hazardous, toxic, or other regulated substances into the environment and/or affecting persons, and the removal or other remediation of hazardous, toxic, or other regulated substances that may be present at or under its properties, including lead-based paint, asbestos, polychlorinated biphenyls, petroleum-based fuels, mercury, volatile organic compounds, underground storage tanks, pesticides, and other miscellaneous materials. Such requirements often impose liability without regard to whether the owner or operator knew of, or was responsible for, the release or presence of such materials. Additional liability may be incurred by Northview with respect to the release of such substances from Northview's properties to properties owned by third parties, including properties adjacent to Northview's properties or with respect to the exposure of persons to regulated substances.

The failure to remove or otherwise address such substances may materially adversely affect Northview's ability to sell such property, maximize the value of such property, or borrow using such property as collateral security, and could potentially result in claims or other proceedings against Northview. It is Northview's operating policy to obtain or be entitled to rely on an environmental site assessment prior to acquiring a property (other than the properties included in the Acquisition). Northview did not obtain environmental site assessments for the properties included in the Acquisition. Where an environmental site assessment warrants further investigation, it is Northview's operating policy to conduct further environmental assessments. Although such environmental assessments provide Northview with some level of assurance about the condition of the properties, Northview may become subject to liability for undetected contamination or other environmental conditions of its properties against which it cannot have insurance, or against which Northview may elect not to have insurance where insurance premium costs are considered to be disproportionate to the assessed risk, which could have a material adverse effect on Northview's business, cash flows, financial condition, results of operations, and ability to make distributions to Unitholders. Environmental laws and other requirements can change and Northview may become subject to more stringent environmental laws and other requirements in the future. Compliance with more stringent environmental requirements, the identification of currently unknown environmental issues, or an increase in the costs required to address a currently known condition may have a material adverse effect on Northview's business, cash flows, financial condition, results of operations, and ability to make distributions to Unitholders. As Northview did not obtain updated environmental site assessments of the properties included in the Acquisition, there may be undisclosed liabilities associated with such properties.

#### UNINSURED LOSSES

Northview or its subsidiaries will arrange for comprehensive insurance, including fire, liability, and extended coverage, of the type and in the amounts customarily obtained for properties similar to those to be owned by Northview or its subsidiaries and will endeavour to obtain coverage where warranted against earthquakes and floods. However, in many cases, certain types of losses (generally of a catastrophic nature) are either uninsurable or not economically insurable.

Should such a disaster occur with respect to any of the properties, Northview could suffer a loss of capital invested and not realize any profits which might be anticipated from the disposition of such properties.

### **RISK RELATED TO INSURANCE RENEWALS**

Certain events could make it more difficult and expensive to obtain property and casualty insurance, including coverage for catastrophic risks. When Northview's or its subsidiaries' current insurance policies expire, Northview or its subsidiaries may encounter difficulty in obtaining or renewing property or casualty insurance on its properties at the same levels of coverage and under similar terms. Even if Northview is able to renew its policies at levels and with limitations consistent with its current policies, Northview cannot be sure that it will be able to obtain such insurance at premiums that are reasonable. In order to partially mitigate the substantial increase in insurance costs in recent years, Northview may determine to gradually increase deductible and self-insured retention amounts. If Northview or its subsidiaries are unable to obtain adequate insurance on their properties for certain risks, it could cause Northview or its subsidiaries to be in default under specific covenants on certain of their respective indebtedness or other contractual commitments that they have which require Northview or its subsidiaries to maintain adequate insurance on its properties to protect against the risk of loss. If this were to occur, or if Northview or its subsidiaries were unable to obtain adequate insurance, and their properties experienced damages that would otherwise have been covered by insurance, it could have a material adverse effect on Northview's business, cash flows, financial condition and results of operations.

### **COMPETITION FOR REAL PROPERTY INVESTMENTS OR TENANTS**

The Manager will compete for suitable real property investments with individuals, corporations, real estate investment trusts, and similar vehicles and institutions (both Canadian and foreign) which are presently seeking or which may seek in the future real property investments or tenants similar to those sought by Northview. Such competition could have an impact on Northview's ability to lease suites in the properties and on the rents charged. An increased availability of investment funds allocated for investment in real estate would tend to increase competition for real property investments and increase purchase prices, reducing the yield on such investments. There is a risk that continuing increased competition for real property acquisitions may increase purchase prices to levels that are not accretive.

## **HOLDING ENTITY STRUCTURE**

As a holding entity, Northview's ability to meet its obligations, including payment of interest, other operating expenses, and distributions, and to complete current or desirable future enhancement opportunities or acquisitions generally depends on the receipt by Northview of dividends, distributions, and/or interest payments from its subsidiaries as the principal source of cash flow to pay such expenses and to pay distributions on the Units. As a result, Northview's cash flows and ability to pay distributions, including on the Units, are dependent upon the earnings of its subsidiaries and the distribution of those earnings and other funds by its subsidiaries to it. The payment of interest, dividends, and/or distributions by certain of Northview's subsidiaries may be subject to restrictions set out in relevant tax or corporate laws and regulations, constating documents, or other governing provisions, which may require that certain subsidiaries remain solvent following payment of any such interest, dividends, and/or distributions. Substantially all of Northview's business is currently conducted through its subsidiaries, and Northview expects this to continue.

#### STRUCTURAL SUBORDINATION OF UNITS

In the event of bankruptcy, liquidation, or reorganization of Northview Canadian HY Properties LP, Northview Canadian HY Holdings LP (together, the "Partnerships"), or any of their subsidiaries, holders of their indebtedness and their trade creditors will generally be entitled to payment of their claims from the assets of the Partnerships, and their subsidiaries before any assets are made available for distribution to Northview or Unitholders. Therefore, the Units are effectively subordinated to the debt and other obligations of the Partnerships and their subsidiaries. The Partnerships and their subsidiaries generate all of Northview's cash available for distribution and hold substantially all of Northview's assets.

## **FLUCTUATIONS IN CAPITALIZATION RATES**

As interest rates fluctuate in the lending market, generally capitalization rates will as well, which affects the underlying value of real estate. As such, when interest rates rise, generally capitalization rates should be expected to rise. Over the period of investment, capital gains and losses at the time of disposition can occur due to the increase or decrease of these capitalization rates.

### RELIANCE ON THE MANAGER, TRUSTEES, AND EXPERTISE OF OPERATIONAL TEAM OF NORTHVIEW

Unitholders will, in large part, be relying on the expertise of the Manager; certain of its executives; as well as the Trustees and Northview's operational team. In particular, Unitholders will have to rely on the discretion and ability of the Manager in determining the composition of the portfolio of properties, and in negotiating the pricing and other terms of the agreements leading to the Recapitalization Event or any alternative liquidity event, as applicable. The loss of the services of key personnel could have an adverse effect on Northview, which Northview intends to mitigate through succession planning. The ability of the Manager to successfully implement Northview's investment strategy will depend in large part on the continued employment of the executive team. If the Manager loses the services of the executive team, the business, financial condition, and results of operations of Northview may be materially adversely affected.

### A RECAPITALIZATION EVENT MAY NOT OCCUR

The Manager intends to complete a Recapitalization Event by approximately 2023, which may be extended by up to two one-year extension options. However, there can be no assurances that Northview will be able to complete such a Recapitalization Event on terms satisfactory to the Trustees, if at all, or that Unitholders will approve such a Recapitalization Event. In addition, notwithstanding Northview's intention to complete a Recapitalization Event as described herein, intervening circumstances may result in Northview being the subject of an alternative liquidity event.

#### DISTRIBUTIONS MAY BE REDUCED OR SUSPENDED

Although Northview intends to distribute its available cash to Unitholders, such cash distributions may be reduced or suspended. The ability of Northview to pay Unitholders a targeted annual pre-tax distribution yield of 10.5% on gross proceeds of the Offering across all Unit classes in the aggregate and the actual amount distributed or paid to Unitholders will vary as between the classes of Units based on the proportionate entitlements of each class of Unit and will depend on the ability of Northview to create value and manage the ongoing operations of the properties. The minimum return is payable prior to payment of any amounts pursuant to the carried interest, but is not guaranteed and may not be paid on a current basis in each year or at all. As a result, the cash distributions payable to Unitholders may not be paid on a current basis in each year or at all. The return on an investment in the Units is not comparable to the return on an investment in a fixed income security. Cash distributions, including a return of a Unitholder's original investment, are not guaranteed and their recovery by an investor is at risk and the anticipated return on investment is based upon many performance assumptions. It is important for purchasers to consider the particular risk factors that may affect the real estate investment markets generally and therefore the availability and stability of distributions to Unitholders.

### PAYMENT OF THE MINIMUM RETURN AND CARRIED INTEREST

The amounts calculated as being distributable to Unitholders pursuant to the carried interest are not the same as the amounts that will be distributed to Unitholders pursuant to the Declaration of Trust. It is possible that the persons entitled to the carried interest will receive amounts even if one or more classes of Units have not received the minimum return.

### **REVENUE SHORTFALLS**

Revenues from the properties may not increase sufficiently to meet increases in operating expenses or debt service payments under any mortgages or to fund changes in the variable rates of interest charged in respect of such loans.

#### **FIXED COSTS AND INCREASED EXPENSES**

The failure to maintain stable or increasing average rental rates combined with acceptable occupancy levels would likely have a material adverse effect on Northview's business, cash flows, financial condition, results of operations, and ability to make distributions to Unitholders. Certain significant expenditures, including property taxes, maintenance costs, mortgage payments, insurance costs and related charges, must be made throughout the period of ownership of real property regardless of whether a property is producing any income. If Northview is unable to meet mortgage payments on any property, losses could be sustained as a result of the mortgagee's exercise of its rights of foreclosure or sale. Northview is also subject to utility and property tax risk relating to increased costs that Northview may experience as a result of higher resource prices as well as its exposure to significant increases in property taxes. There is a risk that property taxes may be raised as a result of re-valuations of properties and their adherent tax rates. In some instances, enhancements to properties may result in significant increases in property assessments following a re-valuation.

Additionally, utility expenses, mainly consisting of natural gas and electricity service charges, have been subject to considerable price fluctuations over the past several years. Any significant increase in these resource costs that Northview cannot charge back to the tenant may have a material adverse effect on Northview's business, cash flows, financial condition and results of operations and ability to make distributions to Unitholders. The timing and amount of capital expenditures by Northview will affect the amount of cash available for distributions to Unitholders. Distributions may be reduced, or even eliminated, at times when Northview deems it necessary to make significant capital or other expenditures.

# TRUST UNITHOLDER LIABILITY

Recourse for any liability of Northview is intended to be limited to the assets of Northview. The Declaration of Trust provides that no Unitholder or annuitant under a plan of which a Unitholder acts as trustee or carrier (an "annuitant") will be held to have any personal liability as such, and that no resort shall be had to the private property of any Unitholder or annuitant for satisfaction of any obligation or claim arising out of or in connection with any contract or obligation of Northview or of the Trustees.

The Trustees intend to cause Northview's operations to be conducted in such a way as to minimize any such risk, including by obtaining appropriate insurance and, where feasible, attempting to have material written contract or commitment of Northview contain an express disavowal of liability against the Unitholders.

In conducting its affairs, Northview owns and will be acquiring real property investments, subject to existing contractual obligations, including obligations under mortgages and leases. The Trustees will use all reasonable efforts to have any such obligations under mortgages on the properties and other acquired properties, and material contracts, other than leases, modified so as not to have such obligations binding upon any of the Unitholders or annuitants personally. However, Northview may not be able to obtain such modification in all cases. To the extent that claims are not satisfied by Northview, there is a risk that a Unitholder or annuitant will be held personally liable for obligations of Northview where the liability is not disavowed as described above.

#### **RELIANCE ON ASSUMPTIONS**

Northview's investment objectives and strategy have been formulated based on the Manager's analysis and expectations regarding recent economic developments in the secondary markets and the future status of the Canadian real estate markets generally. Such analysis may be incorrect and such expectations may not be realized, in which case Unitholders can expect the annualized pre-tax distribution yield per Unit to be less than 10.5% on gross proceeds of the Offering across all Unit classes.

## POTENTIAL CONFLICT OF INTEREST

Northview may be subject to various conflicts of interest because certain affiliates, and their respective directors, officers, and associates, as well as the Trustees, the executive officers, and the Manager, are engaged in a wide range of real estate and other business activities. The Trustees may, from time to time, in their individual capacities, deal with parties with whom Northview may be dealing. The interest of these persons could conflict with those of Northview. The Declaration of Trust contains conflict of interest provisions requiring the Trustees to disclose their interests in certain contracts and transactions and to refrain from voting on those matters. Conflicts may also exist as certain Trustees will be nominated by the retained interest holders. There can be no assurance that the provisions of the Declaration of Trust will adequately address potential conflicts of interest or that such actual or potential conflicts of interest will be resolved in favour of Northview.

#### SAME MANAGEMENT GROUP FOR VARIOUS ENTITIES

While the Manager is providing certain specified services to Northview, the services of the Manager as manager of Northview are not exclusive to Northview. The Manager or any of its affiliates and associates may, at any time, engage in the promotion, management, or administration of other investment portfolios and realty trusts in similar asset classes to those in which Northview invests. Accordingly, the Manager may face conflicts of interest in performing its services to Northview. While the Manager owes fiduciary, legal and financial duties to Northview and its Unitholders, these duties may from time to time conflict with the duties owed to the Manager's other real estate joint ventures and funds.

#### **DEGREE OF LEVERAGE**

Northview's degree of leverage could have important consequences to Unitholders. For example, the degree of leverage could affect Northview's ability to obtain additional financing in the future for working capital, capital expenditures, acquisitions, development or other general fund purposes, making Northview more vulnerable to a downturn in business or the economy in general. Under the Declaration of Trust, total indebtedness of Northview can be no more than 70% of Gross Book Value, which may mean the appraised value of the properties inclusive of any portfolio premium for the purposes of this determination.

## LITIGATION AT THE PROPERTY LEVEL

The acquisition, ownership, and disposition of real property carries certain specific litigation risks. Litigation may be commenced with respect to a property acquired by Northview or its subsidiaries in relation to activities that took place prior to Northview's acquisition of such property. In addition, at the time of disposition of an individual property, a potential buyer may claim that it should have been afforded the opportunity to purchase the asset or alternatively that such buyer should be awarded due diligence expenses incurred or damages for misrepresentation relating to disclosures made, if such buyer is passed over in favour of another as part of Northview's efforts to maximize sale proceeds. Similarly, successful buyers may later sue Northview under various damage theories, including those sounding in tort, for losses associated with latent defects or other problems not uncovered in due diligence.

## **GENERAL LITIGATION RISK**

In the normal course of Northview's operations, whether directly or indirectly, it may become involved in, named as a party to or the subject of, various legal proceedings, including regulatory proceedings, tax proceedings and legal actions in relation to personal injuries, property damage, property taxes, land rights, the environment, and contract disputes. The outcome with respect to outstanding, pending, or future proceedings cannot be predicted with certainty and may be determined in a manner adverse to Northview and as a result, could have a material adverse effect of Northview's assets, liabilities, business, financial condition, and results of operations. Even if Northview prevails in any such legal proceedings, the proceedings could be costly and time-consuming and may divert the attention of management and key personnel from Northview's business operations, which could have a material adverse effect on Northview's business, cash flows, financial condition, results of operations, and ability to make distributions to Unitholders.

## ASSET CLASS DIVERSIFICATION

Northview may make a relatively limited number of real estate investments and Northview's investments may not be widely diversified by asset class. A majority of Northview's investments will be in multi-residential real estate properties. A lack of asset class diversification increases risk because residential real estate, including multi-residential real estate, is subject to its own set of risks, such as adverse housing pattern changes and uses, increased real estate taxes, vacancies, rent controls, rising operating costs, and changes in mortgage rates.

#### GEOGRAPHIC DIVERSIFICATION OF NORTHVIEW'S PORTFOLIO

Northview's portfolio is a geographically diversified portfolio comprising income-producing multi-residential suites, commercial real estate, and execusuites located in the secondary markets. As such, Northview is susceptible to local economic conditions, other regulations, the supply of and demand for multi-residential suites, commercial real estate and execusuites, and natural disasters in these areas. If there is a downturn in the local economies, an oversupply of or decrease in demand for multi-residential suites, commercial real estate and execusuites in these markets or natural disasters in these geographical areas, Northview's business could be materially adversely affected to a greater extent than if it owned a more geographically diversified real estate portfolio. An important part of Northview's business plan is based on the belief that property values for multi-residential suites, commercial real estate, and execusuites in the markets in which it operates will continue to improve over the next several years. However, the markets in which Northview operates could experience economic downturns in the future. There can be no assurance as to the extent property values in these markets will improve, if at all. If these markets experience economic downturn in the future, the value of Northview's properties could decline, and its ability to execute its business plan may be adversely affected, which could adversely affect Northview's financial condition and operating results.

### **EXPOSURE TO THE NATURAL RESOURCE SECTOR**

Multi-residential operations in natural resource-based markets, primarily in Western Canada, which represented 31.2% and 32.6% of NOI for the multi-residential segment for the year ended December 31, 2021 and period ended December 31, 2020, respectively, continue to face low occupancy and low AMR. Improvements in these markets is expected to occur when natural resource prices improve to levels where economic activity increases and results in higher demand for multi-residential rentals. Continued pressure or weakness in the natural resource sector may have a material adverse impact on Northview's financial performance.

## **NATURE OF THE INVESTMENT**

The Units represent a fractional interest in Northview and do not represent a direct investment in Northview's assets and should not be viewed by investors as direct securities of Northview's assets. A holder of a Unit of Northview does not hold a share of a body corporate. As holders of Units, the Unitholders will not have statutory rights normally associated with ownership of shares of a corporation including, for example, the right to bring "oppression" or "derivative" actions. The Units are not "deposits" within the meaning of the Canada Deposit Insurance Corporation Act and are not insured under the provisions of such act or any other legislation. The rights of Unitholders are based primarily on the Declaration of Trust. There is no statute governing the affairs of Northview equivalent to the *Business Corporations Act* (Ontario) or the Canada Business Corporations Act which sets out the rights and entitlements of shareholders of corporations in various circumstances. As well, Northview may not be a recognized entity under certain existing insolvency legislation such as the *Bankruptcy and Insolvency Act* (Canada) and the *Companies Creditors' Arrangement Act* (Canada), and thus the treatment of Unitholders upon an insolvency is uncertain. Furthermore, Northview is not a trust company and accordingly, is not registered under any trust and loan company legislation as it does not carry on or intend to carry on the business of a trust company.

## POTENTIAL UNDISCLOSED LIABILITIES ASSOCIATED WITH ACQUISITIONS

Northview has acquired and may acquire properties that may be subject to existing liabilities, some of which may be unknown at the time of the acquisition or which Northview may fail to uncover in its due diligence. Unknown liabilities might include liabilities for claims by tenants, vendors, or other persons dealing with the vendor or predecessor entities (that have not been asserted or threatened to date), tax liabilities, accrued but unpaid liabilities incurred in the ordinary course of business, and cleanup and remediation of undisclosed environmental conditions. While in some instances Northview may indirectly have the right to seek reimbursement against an insurer or another third party for certain of these liabilities, Northview may not have recourse to the vendor of the properties for any of these liabilities.

#### **RISKS RELATED TO REDEMPTIONS**

## **USE OF AVAILABLE CASH**

The payment in cash by Northview of the redemption price of Units will reduce the amount of cash available to Northview for the payment of distributions to Unitholders, as the payment of the amount due in respect of redemptions will take priority over the payment of cash distributions.

#### PAYMENT OF REDEMPTION PRICE IN KIND

In the event that the total amount payable by Northview in respect of the redemption of Units for a particular calendar quarter exceeds \$100,000, the redemption of Units may be paid and satisfied by way of an *in specie* distribution of property of Northview, and/or unsecured subordinated notes of Northview, as determined by the Trustees in its discretion, to the redeeming Unitholder. Such property is not expected to be liquid and may not be a qualified investment for trusts governed by Plans, means, collectively, RRSPs, RRIFs, RESPs, DPSPs, RDSPs, and TFSAs. Adverse tax consequences generally may apply to a Unitholder, or Plan, and/or the annuitant, holder, subscriber, or beneficiary thereunder or thereof, as a result of the redemption of Units held in a trust governed by a Plan. Accordingly, investors that propose to invest in Units through Plans should consult their own tax advisors before doing so to understand the potential tax consequences of exercising their redemption rights attached to such Units.

### **RISKS RELATED TO CANADIAN INCOME TAXES**

#### **CHANGES IN TAX LAWS**

There can be no assurance that Canadian federal income tax laws, the judicial interpretation thereof, or the administrative policies and assessing practices of the Canada Revenue Agency ("CRA") will not be changed in a manner that adversely affects Northview or Unitholders, including with respect to Northview's qualification as a "mutual fund trust" and the special taxation regime's (the "SIFT Rules") inapplicability to a trust for a particular taxation year if the trust qualifies as a Tax REIT for the year (the "REIT Exemption"). Any such change could increase the amount of tax payable by Northview or its affiliates or could otherwise adversely affect Unitholders by reducing the amount available to pay distributions or changing the tax treatment applicable to Unitholders in respect of distributions.

#### **MUTUAL FUND TRUST STATUS**

Northview intends to comply with the requirements under the Tax Act such that it will qualify at all times as a "mutual fund trust" for purposes of the Tax Act, however no assurances can be given in this regard. Should Northview cease to qualify as a mutual fund trust under the Tax Act, the income tax considerations described under the heading "Certain Canadian Federal Income Tax Considerations" would be materially and adversely different in certain respects.

Under current law, a trust may lose its status under the Tax Act as a mutual fund trust if it can reasonably be considered that the trust was established or is maintained primarily for the benefit of non-residents, except in limited circumstances. There is no way of rectifying such a loss of mutual fund trust status such that if, at any time, Northview were to lose mutual fund trust status in this manner, Northview would permanently cease to be a mutual fund trust. Northview may also cease to qualify as a "mutual fund trust" for purposes of the Tax Act if a sufficient number of Unitholders were to redeem their Units.

### RESTRICTIONS ON NON-RESIDENTIAL OWNERSHIP

In order to comply with the limitations on ownership by non-residents, the Declaration of Trust includes restrictions on the ownership of Units intended to limit the number of Units held by non-residents, such that non-residents of Canada for purposes of the Tax Act, partnerships that are not "Canadian partnerships" (as defined in the Tax Act) or any combination of the foregoing may not own Units representing more than 49% of the fair market value of all Units. The restrictions on the issuance of Units by Northview to non-residents may negatively affect Northview's ability to raise financing for future acquisitions or operations. In addition, the non-resident ownership restrictions could negatively impact the liquidity of the Units and the market price at which Units can be sold.

## SIFT RULES

Although, as of the date hereof, management expects that Northview will be able to meet the requirements of the REIT Exemption throughout 2022 and subsequent taxation years, and that each Partnership will qualify as an "excluded subsidiary entity" (as defined in the Tax Act) at all relevant times, there can be no assurance that Northview and the Partnerships will be able to qualify for the REIT Exemption and as "excluded subsidiary entities", respectively, in order for Northview, the Partnerships, and Unitholders not to be subject to the tax imposed by the SIFT Rules in 2022 or future years.

In the event that the SIFT Rules were to apply to Northview or a Partnership, the impact to a Unitholder would depend, among other factors, on the particular circumstances of the holder, on the amount of the "non-portfolio earnings" (as defined in the Tax Act) of Northview or Partnership, as applicable, and, in the case of Northview, on the amount of income distributed which would not be deductible by Northview in computing its income in a particular year and what portions of Northview's distributions constitute "non-portfolio earnings" (as defined in the Tax Act), other income and returns of capital.

If the SIFT Rules were to apply to Northview or a Partnership, the SIFT Rules may have an adverse impact on Northview and the Unitholders, on the value of the Units, and on the ability of Northview to undertake financings and acquisitions; and the distributable cash of Northview may be materially reduced. The effect of the SIFT Rules on the market for the Units is uncertain.

#### QUALIFYING DISPOSITION

Northview has taken the position that its indirect acquisition of a 100% interest in the initial portfolio as part of the Acquisition constituted a "qualifying disposition" within the meaning of the Tax Act. However, no advance tax ruling from the CRA will be obtained in this regard and there is limited guidance regarding the relevant rules in the Tax Act. In addition, there is a risk that Northview may be subject to successor liability under the Tax Act in respect of certain tax liabilities of Northview Apartment REIT. Should the acquisition of the initial portfolio from the Acquisition not constitute a qualifying disposition, or should any such successor liability arise, there may be materially adverse effects on Northview or the value of the Units.

## TAXABLE INCOME EXCEEDING DISTRIBUTIONS

Whether or not a Fund pays cash distributions in a particular year, it is expected that Northview will make sufficient distributions (in the form of additional Units if cash distributions are not paid) to ensure that Northview is not subject to non-refundable tax under Part I of the Tax Act for the year. Accordingly, Unitholders may be subject to tax under the Tax Act on their share of Northview's income regardless of whether cash distributions are paid.

### **NON-RESIDENT HOLDERS**

The Tax Act may impose additional withholding or other taxes on distributions made by Northview to Unitholders who are non-residents. Such taxes and any reduction thereof under a tax treaty between Canada and another country may change from time to time.

#### LOSS RESTRICTION EVENT

Pursuant to rules in the Tax Act, if Northview experiences a "loss restriction event" (i) it will be deemed to have a yearend for tax purposes (which would result in an unscheduled distribution of undistributed net income and net realized
capital gains, if any, at such time to Unitholders to the extent necessary so that Northview is not liable for nonrefundable tax on such amounts under Part I of the Tax Act), and (ii) it will become subject to the loss restriction rules
generally applicable to a corporation that experiences an acquisition of control, including a deemed realization of any
unrealized capital losses and restrictions on its ability to carry forward losses. Generally, Northview will be subject to a
loss restriction event if a person becomes a "majority-interest beneficiary", or a group of persons becomes a
"majority-interest group of beneficiaries", of Northview, each as defined in the affiliated persons rules contained in the
Tax Act, with certain modifications. Generally, a majority-interest beneficiary of a trust is a beneficiary of the trust
whose beneficial interests in the income or capital of the trust, as the case may be, of persons and partnerships with whom such
beneficiary is affiliated for the purposes of the Tax Act, represent greater than 50% of the fair market value of all the
interests in the income or capital of the trust, as the case may be.

# ADDITIONAL RISKS RELATED TO THE UNITS

## **VOLATILE MARKET PRICE FOR THE UNITS**

The market price for Class A Units on the Toronto Stock Exchange may be volatile and subject to wide fluctuations in response to numerous factors, many of which are beyond Northview's control, including the following: (i) actual or anticipated fluctuations in Northview's quarterly results of operations; (ii) changes in the economic performance or market valuations of other issuers that investors deem comparable to Northview; (iii) addition or sudden departure of the Trustees, the Chief Executive Officer or Chief Financial Officer as provided by the Manager and other key

personnel; (iv) significant acquisitions or business combinations, strategic partnerships, joint ventures or capital commitments by or involving Northview or its competitors; (v) news reports relating to trends, concerns or competitive developments, regulatory changes and other related issues in Northview's industry or target markets; and (vi) changes in liquidity, volatility, credit availability and market and financial condition as a result of catastrophic events, natural disasters, severe weather, outbreak of an infectious disease, a pandemic or a similar health threat such as the evolving COVID-19 virus pandemic, or fear of any of the foregoing.

Financial markets have recently experienced significant price and volume fluctuations that have particularly affected the market prices of securities of public entities and that have, in several cases, been unrelated to the operating performance, underlying asset values or prospects of such entities. Accordingly, the market price of the Units may decline even if Northview's operating results, underlying asset values or prospects have not changed. Additionally, these factors, as well as other related factors, may cause decreases in asset values that are deemed to be other than temporary, which may result in impairment losses. As well, certain institutional investors may base their investment decisions on consideration of Northview's environmental, governance and social practices and performance against such institutions' respective investment guidelines and criteria, and failure to meet such criteria may result in a limited or no investment in the Units by those institutions, which could materially adversely affect the trading price of the Units. There can be no assurance that continuing fluctuations in price and volume will not occur. If such increased levels of volatility and market turmoil continue for a protracted period of time, Northview's operations could be materially adversely impacted and the trading price of the Units may be materially adversely affected.

#### MARKET FOR SECURITIES AND PRICES

Northview is an unincorporated investment trust and its Class A Units are listed on the TSX. There can be no assurance that an active trading market in the Class A Units will be sustained. A publicly traded real estate investment trust does not necessarily trade at the values determined solely by reference to the underlying value of its real estate assets. Instead, the Class A Units may trade at a premium or a discount to such values. A number of factors may influence the market price of the Class A Units, including general market conditions, fluctuations in the markets for securities, short-term supply and demand factors for real estate investment trusts, and numerous other factors. There can be no assurance that upon conversion of Class C and Class F Units, an active market in the Class A Units will be sustained.

## **APPRAISALS**

Northview may, from time to time, engage appraisers to provide independent estimates of the fair market value range in respect of the properties. Caution should be exercised in the evaluation and use of appraisal results, which are estimates of market value at a specific point in time. In general, appraisals represent only the analysis and opinion of qualified experts as of the effective date of such appraisals and are not guarantees of present or future value. Furthermore, a publicly traded real estate investment trust will not necessarily trade at values determined solely by reference to the underlying value of its real estate assets. Accordingly, the Class A Units may trade at a premium or a discount to values implied by any appraisal(s) of the properties.

#### LIMITED CONTROL

Unitholders have limited control over changes in Northview's policies and operations, which increases the uncertainty and risks of an investment in Northview. The Board determines major policies, including policies regarding financing, growth, debt capitalization, and distributions. The Board may amend or revise these and other policies without a vote of Unitholders. Under Northview's organizational documents, Unitholders have a right to vote only on limited matters. The Trustees' broad discretion in setting policies and Unitholders' inability to exert control over those policies increases the uncertainty and risks of an investment in Northview. In addition, the Declaration of Trust and the investor rights agreement (the "Investor Rights Agreement") dated December 29, 2020, as amended and restated by and among Northview, the Manager, KingSett Real Estate Growth LP No. 7, KingSett Canadian Real Estate Income Fund LP and AIMCo Realty Investors LP grant certain nomination rights to Starlight Group and KingSett, respectively.

## GAINS AND LOSSES ON CAPITAL ACCOUNT

The tax treatment of gains and losses realized by Northview will depend on whether such gains or losses are treated as being on income or capital account, as described in this paragraph. Northview generally will treat gains (or losses) on the disposition of its properties as capital gains (or capital losses). Designations with respect to Northview's income and capital gains will be made and reported to Unitholders on the foregoing basis. The CRA's practice is not to grant advance income tax rulings on the characterization of items as capital gains or income and no advance

income tax ruling has been requested or obtained. If any transactions of Northview are determined not to be on capital account, the net income of the Fund for tax purposes and the taxable component of distributions to its Unitholders could increase. Any such determination by the CRA may result in Northview being liable for unremitted withholding taxes on prior distributions made to its Unitholders who were not resident in Canada for purposes of the Tax Act at the time of the distribution.

## FINANCIAL REPORTING AND OTHER PUBLIC COMPANY REQUIREMENTS

Northview is subject to reporting and other obligations under applicable Canadian securities laws and rules of any stock exchange on which any class of Units are listed, including National Instrument 52-109 — Certification of Disclosure in Issuers' Annual and Interim Filings. These reporting and other obligations place significant demands on Northview's management, administrative, operational and accounting resources. In order to meet such requirements, Northview has established systems, implemented financial and management controls, reporting systems and procedures and retained accounting and finance personnel. If Northview is unable to accomplish any such necessary objectives in a timely and effective fashion, its ability to comply with its financial reporting requirements and other rules that apply to reporting issuers could be impaired. Moreover, any failure to maintain effective internal controls could cause Northview to fail to meet its reporting obligations or result in material misstatements in its financial statements. If Northview cannot provide reliable financial reports or prevent fraud, its reputation and operating results could be materially harmed which could also cause investors to lose confidence in Northview's reported financial information, which could result in a lower trading price of Class A Units.

Management does not expect that Northview's disclosure controls and procedures and internal controls over financial reporting will prevent all error and all fraud. A control system, no matter how well designed and implemented, can provide only reasonable, not absolute, assurance that the control system's objectives will be met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Due to the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues within a company are detected. The inherent limitations include the realities that judgments in decision making can be faulty, and that breakdowns can occur because of simple errors or mistakes. Controls can also be circumvented by individual acts of some persons, by collusion of two or more people or by management override of the controls. Due to the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected.

# CRITICAL ACCOUNTING POLICIES, ESTIMATES AND JUDGMENTS

The preparation of the financial statements in accordance with IFRS as issued by the International Accounting Standards Board requires management to make estimates and judgments that affect the reported amounts of assets, liabilities, income, and expenses. Estimates and judgments are evaluated each reporting period and based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Accounting estimates will, by definition, differ from the actual results. The following discussion sets forth management's most critical estimates and assumptions in determining the value of assets and liabilities and management's most critical judgments in applying accounting policies. Actual results may differ from these estimates.

## **ESTIMATES**

### **FAIR VALUE OF INVESTMENT PROPERTIES**

Northview carries its investment properties at fair value. Significant estimates used in determining the fair value of Northview's investment properties include capitalization rates and projected stabilized NOI (which is influenced by inflation rates and vacancy rates). A change to any one of these inputs could significantly alter the fair value of an investment property. The COVID-19 pandemic has created uncertain economic outlook, which has resulted in a temporarily higher degree of uncertainty for investment property values.

Components of stabilized projected NOI that could be impacted by the increased economic uncertainty described above include market rents, occupancy rates, and operating expenses such as utilities and bad debt expenses. As at December 31, 2021, management believed that there had not been a material impact to any of these inputs and that the longer-term implications could not be reasonably estimated. The longer-term impact that the increased economic uncertainty may have on capitalization rates and projected stabilized NOI may depend on the duration of the COVID-19 pandemic, the extent and effectiveness of government stimulus and regulations that impact Northview's operations and tenants, unemployment rates, and market demand for multi-residential and commercial properties.

While investment properties are recorded at fair value, not every property is independently appraised every year. Significant judgment is applied in arriving at these fair values, particularly as the properties are in smaller communities with limited trading activity. Changes in the value of the investment properties impact net and comprehensive (loss) income.

### **DEPRECIATION AND AMORTIZATION**

Depreciation and amortization are calculated to recognize the cost, less estimated residual value, of assets on a systematic and rational basis over their expected useful lives. Estimates of useful lives are based on data and information from various sources including industry practice and company-specific history. Expected useful lives and residual values are reviewed annually for any change to estimates and assumptions.

The componentization of Northview's property, plant and equipment, namely buildings, is based on management's judgment of what components constitute a significant cost in relation to the total cost of an asset and whether these components have similar or dissimilar patterns of consumption and useful lives for purposes of calculating depreciation and amortization.

#### **IMPAIRMENT**

Assessment of impairment is based on management's judgment of whether there are internal and external factors that would indicate that an asset or cash generating unit is impaired. The determination of CGUs is also based on management's judgment and is an assessment of the smallest group of assets that generate cash inflows independently of other assets. Factors considered include whether an active market exists for the output produced by the asset or group of assets as well as how management monitors and makes decisions about Northview's operations.

### **JUDGEMENTS**

## **PURCHASE OF INVESTMENT PROPERTIES**

Northview reviews its purchases of investment properties to determine whether the purchase is a business combination as IFRS requires differing treatment of property acquisitions depending on whether the purchase meets the definition of a business combination. Judgment is involved in determining whether a purchase forms part of a business combination or an asset acquisition. Should the purchase form part of a business combination, closing costs, such as appraisal and legal fees, are expensed as incurred and earnings are affected. If the purchase is an asset acquisition, these costs are capitalized as part of the cost of the assets acquired and earnings are not immediately affected.

# **OFF-BALANCE SHEET ARRANGEMENTS**

As at December 31, 2021, Northview did not have any off-balance sheet arrangements in place that would materially impact its financial position or results of operations.

### CONTROLS AND PROCEDURES

### DISCLOSURE CONTROLS AND PROCEDURES

As at December 31, 2021, the Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") have designed, or caused it to be designed under their supervision, disclosure controls and procedures ("DC&P"), as defined in National Instrument 52-109 – *Certification of Disclosure in Issuers' Annual and Interim Filings* ("NI 52-109"), to provide reasonable assurance that (i) material information relating to Northview is made known to the CEO and the CFO by others, particularly during the period in which the annual filings are being prepared; and (ii) information required to be disclosed by Northview in its annual filings, interim filings, or other reports filed or submitted by Northview under securities legislation is recorded, processed, summarized, and reported within the time periods specified in securities legislation.

As at December 31, 2021, management conducted an evaluation of the design and operating effectiveness of Northview's DC&P under the supervision of the CEO and the CFO. Based on the evaluation, the CEO and the CFO concluded that Northview's DC&P were effective as at December 31, 2021.

### INTERNAL CONTROL OVER FINANCIAL REPORTING

As at December 31, 2021, the CEO and the CFO have designed, or caused it to be designed under their supervision, internal control over financial reporting ("ICFR"), as defined in NI 52-109, to provide reasonable assurance regarding the reliability of Northview's financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

The control framework used to design Northview's ICFR is the framework set forth in Internal Control - Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission in 2013.

As at December 31, 2021, management conducted an evaluation of the design and operating effectiveness of Northview's ICFR under the supervision of the CEO and the CFO. Based on the evaluation, the CEO and the CFO concluded that Northview's ICFR was effective as at December 31, 2021. It should be noted that a control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system will be met, and it should not be expected that the control system will prevent all errors and fraud.

During the fourth quarter of 2021, there were no changes in Northview's ICFR that have materially affected, or are reasonably likely to materially affect, Northview's ICFR.