



**FIRM CAPITAL PROPERTY TRUST**

**CAPITAL PRESERVATION • DISCIPLINED INVESTING**

# **REPORT TO UNITHOLDERS**

THIRD QUARTER 2024  
SEPTEMBER 30, 2024





**FIRM CAPITAL PROPERTY TRUST**

**FIRM CAPITAL PROPERTY TRUST REPORTS Q3/2024 RESULTS**

**NAV GROWTH**

**STRONG 14% SEQUENTIAL AFFO GROWTH**

**DECLINING AFFO PAYOUT RATIO TO 100%**

**NO 2024 MORTGAGE MATURITIES REMAINING**

Toronto, Ontario, November 7, 2024. Firm Capital Property Trust (“**FCPT**” or the “**Trust**”), (TSX: FCD.UN) is pleased to report its financial results for the three, six and nine months ended September 30, 2024.

**PROPERTY PORTFOLIO HIGHLIGHTS**

The portfolio consists of 64 commercial properties with a total gross leasable area (“**GLA**”) of 2,512,862 square feet, five multi-residential complexes comprised of 599 units and four Manufactured Home Communities comprised of 537 units. The portfolio is well diversified and defensive in terms of geographies and property asset types, with 49% of NOI (43% of asset value) comprised of grocery anchored retail followed by industrial at 27% of NOI (31% of asset value). In addition, the portfolio is well diversified in terms of geographies with 38% of NOI (41% of asset value) comprised of assets located in Ontario, followed by Quebec at 37% of NOI (32% of asset value).

**TENANT DIVERSIFICATION**

The portfolio is well diversified by tenant profile with no tenant currently accounting for more than 10.8% of total net rent. Further, the top 10 tenants are comprised of large national tenants and account for 30.9% of total net rent.

**MANAGEABLE MORTGAGE MATURITY PROFILE GOING INTO 2025 AND 2026**

The Trust was able to refinance or repay in full all 2024 mortgage maturities. Going forward, the Trust has only \$18.2 million and \$46.7 million or 5.7% and 14.7% of its total outstanding mortgages coming due in 2025 and 2026, respectively. Senior management is currently in active discussions with its lenders regarding the 2025 maturities and does not anticipate any refinancing issues to occur.

**Q3/2024 HIGHLIGHTS**

Key highlights for the three months ended September 30, 2024 are as follows:

- Adjusted Funds From Operations (“**AFFO**”) was approximately \$4.8 million, 14% higher than the same period in 2023;
- AFFO per Unit for Q3/2024 increased by 14% to \$0.130 over Q3/2023.
- AFFO Payout ratio decreased to 100% for Q2/2024 from 114% over the same period in 2023;
- Net income was approximately \$9.4 million, compared to a loss of \$2.4 million recorded for the same period in 2023;
- \$7.82 Net Asset Value (“**NAV**”) per Unit, a 1.4% increase over Q2/2024;
- Net Operating Income (“**NOI**”) was approximately \$9.7 million, an 8% increase from the same period in 2023;

- Same Property NOI increased 6% over Q3/2023;
- Commercial occupancy was 94.8%, Multi-Residential occupancy was 97.7% while Manufactured Homes Communities occupancy was 100.0%;
- Conservative leverage profile with Debt / Gross Book Value (“**GBV**”) at 51.3%; and
- The Trust declared and approved monthly distributions in the amount of \$0.04333 per Trust Unit for Unitholders of record on January 31, 2025, February 28, 2025 and March 31, 2025, payable on or about February 17, 2025, March 17, 2025, and April 15, 2025, respectively.

See chart below for additional information:

|   | Three Months  |               |        | Nine Months Ended |                |             |
|---|---------------|---------------|--------|-------------------|----------------|-------------|
|   | Sep 30, 2024  | Sep 30, 2023  | Change | Sep 30, 2024      | Sep 30, 2023   | Change      |
| <b>Rental Revenue</b>                   | \$ 14,889,830 | \$ 14,660,059 | 2%     | \$ 44,989,658     | \$ 42,963,642  | 5%          |
| <b>NOI - IFRS Basis</b>                 | 9,689,972     | 8,973,397     | 8%     | 28,619,139        | 27,276,277     | 5%          |
| <b>NOI - Cash Basis</b>                 | 9,716,062     | 8,932,919     | 8.8%   | 28,835,025        | 27,137,927     | 6%          |
| <b>Same-Property NOI</b>                | 9,464,939     | 8,962,264     | 6%     | 28,140,149        | 26,247,498     | 7%          |
| <b>Net Income (loss)</b>                | 9,363,069     | (2,410,181)   | (488%) | 28,132,790        | 8,558,103      | 229%        |
| <b>FFO</b>                              | 4,776,493     | 4,557,150     | 5%     | 14,048,308        | 13,374,138     | 5%          |
| <b>AFFO</b>                             | 4,794,328     | 4,204,994     | 14%    | 13,831,039        | 11,961,032     | 16%         |
| <b>Total Assets</b>                     |               |               |        | \$ 652,698,147    | \$ 636,559,566 | 3%          |
| <b>Total Mortgages</b>                  |               |               |        | 318,201,702       | 307,944,797    | 3%          |
| <b>Credit Facility</b>                  |               |               |        | 16,700,000        | 28,500,000     | (41%)       |
| <b>Unitholders' Equity</b>              |               |               |        | 305,425,668       | 289,681,777    | 5%          |
| <b>Units Outstanding (000s)</b>         |               |               |        | 36,926            | 36,925         | 0%          |
| <b>FFO Per Unit</b>                     | \$0.129       | \$0.123       | 5%     | \$0.380           | \$0.361        | 5%          |
| <b>AFFO Per Unit</b>                    | \$0.130       | \$0.114       | 14%    | \$0.375           | \$0.323        | 16%         |
| <b>Distributions Per Unit</b>           | \$0.130       | \$0.130       | 0%     | \$0.390           | \$0.390        | 0%          |
| <b>FFO Payout Ratio</b>                 | 100%          | 105%          |        | 103%              | 108%           | (550) bps   |
| <b>AFFO Payout Ratio</b>                | 100%          | 114%          |        | 104%              | 121%           | (1,689) bps |
| <b>Wtd. Avg. Int. Rate - Mort. Debt</b> |               |               |        | 4.2%              | 3.7%           | 50 bps      |
| <b>Debt to GBV</b>                      |               |               |        | 51%               | 53%            | (169) bps   |
| <b>GLA - Commercial, SF</b>             |               |               |        | 2,512,862         | 2,558,146      | (2%)        |
| <b>Units - Multi-Res</b>                |               |               |        | 599               | 599            | 0%          |
| <b>Units - MHCs</b>                     |               |               |        | 537               | 537            | 0%          |
| <b>Occupancy - Commercial</b>           |               |               |        | 94.8%             | 95.9%          | (110) bps   |
| <b>Occupancy - Multi-Res</b>            |               |               |        | 97.7%             | 96.0%          | 170 bps     |
| <b>Occupancy MHCs</b>                   |               |               |        | 100.0%            | 99.6%          | 40 bps      |
| <b>Rent PSF - Retail</b>                |               |               |        | \$19.35           | \$18.45        | 5%          |
| <b>Rent PSF - Industrial</b>            |               |               |        | \$9.00            | \$8.12         | 11%         |
| <b>Rent per month - Multi-Res</b>       |               |               |        | \$1,527           | \$1,368        | 12%         |
| <b>Rent per month - MHCs</b>            |               |               |        | \$643             | \$591          | 9%          |

For the complete financial statements, Management’s Discussion & Analysis and supplementary information, please visit [www.sedar.com](http://www.sedar.com) or the Trust’s website at [www.firmcapital.com](http://www.firmcapital.com)

## **DISTRIBUTION REINVESTMENT PLAN & UNIT PURCHASE PLAN**

The Trust has in place a Distribution Reinvestment Plan (“**DRIP**”) and Unit Purchase Plan (the “**UPP**”). Under the terms of the DRIP, FCPT’s Unitholders may elect to automatically reinvest all or a portion of their regular monthly distributions in additional Units, without incurring brokerage fees or commissions. Under the terms of the UPP, FCPT’s Unitholders may purchase a minimum of \$1,000 of Units per month and maximum purchases of up to \$12,000 per annum. Management and trustees have not participated in the DRIP or UPP to date and own or control approximately 10% of the issued and outstanding trust units of the Trust.

## **ABOUT FIRM CAPITAL PROPERTY TRUST (TSX : FCD.UN)**

Firm Capital Property Trust is focused on creating long-term value for Unitholders, through capital preservation and disciplined investing to achieve stable distributable income. In partnership with management and industry leaders. The Trust’s plan is to own as well as to co-own a diversified property portfolio of multi-residential, flex industrial, and net lease convenience retail. In addition to stand alone accretive acquisitions, the Trust will make joint acquisitions with strong financial partners and acquisitions of partial interests from existing ownership groups, in a manner that provides liquidity to those selling owners and professional management for those remaining as partners. Firm Capital Realty Partners Inc., through a structure focused on an alignment of interests with the Trust sources, syndicates and property and asset manages investments on behalf of the Trust.

## **FORWARD LOOKING INFORMATION**

This press release may contain forward-looking statements. In some cases, forward-looking statements can be identified by the use of words such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "estimate", "predict", "potential", "continue", and by discussions of strategies that involve risks and uncertainties. The forward-looking statements are based on certain key expectations and assumptions made by the Trust. By their nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts, projections and various future events will not occur. Although management of the Trust believes that the expectations reflected in the forward-looking statements are reasonable, there can be no assurance that future results, levels of activity, performance or achievements will occur as anticipated. Neither the Trust nor any other person assumes responsibility for the accuracy and completeness of any forward-looking statements, and no one has any obligation to update or revise any forward-looking statement, whether as a result of new information, future events or such other factors which affect this information, except as required by law.

This press release shall not constitute an offer to sell or the solicitation of an offer to buy, which may be made only by means of a prospectus, nor shall there be any sale of the Units in any state, province or other jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under securities laws of any such state, province or other jurisdiction. The Units of the Firm Capital Property Trust have not been, and will not be registered under the U.S. Securities Act of 1933, as amended, and may not be offered, sold or delivered in the United States absent registration or an application for exemption from the registration requirements of U.S. securities laws.

Certain financial information presented in this press release reflect certain non- International Financial Reporting Standards (“**IFRS**”) financial measures, which include NOI, Same Store NOI, FFO and AFFO. These measures are commonly used by real estate investment entities as useful metrics for

measuring performance and cash flows, however, they do not have standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other real estate investment entities. These terms are defined in the Trust's Management Discussion and Analysis ("MD&A") for the year ended December 31, 2023 as filed on [www.sedar.com](http://www.sedar.com).

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FIRM CAPITAL PROPERTY TRUST

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CAPITAL PRESERVATION • DISCIPLINED INVESTING

# MD&A

MANAGEMENT  
DISCUSSION  
AND ANALYSIS

THIRD QUARTER 2024  
SEPTEMBER 30, 2024



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## **PART I**

*The following management's discussion and analysis ("MD&A") of the financial condition and results of operations of Firm Capital Property Trust ("FCPT" or the "Trust") should be read in conjunction with the Trust's unaudited condensed consolidated interim financial statements for the three and nine months ended September 30, 2024 and September 30, 2023 and audited consolidated financial statements for the years ended December 31, 2023 and December 31, 2022. This MD&A has been prepared taking into account material transactions and events up to and including November 7, 2024. Additional information about the Trust has been filed with applicable Canadian securities regulatory authorities and is available at [www.sedar.com](http://www.sedar.com) or on our web site at [www.firmcapital.com](http://www.firmcapital.com).*

### **FORWARD-LOOKING DISCLAIMER**

*Certain information included in this MD&A contains forward-looking statements within the meaning of applicable securities laws including, among others, statements concerning our 2024 objectives and our strategies to achieve those objectives, as well as statements with respect to management's beliefs, estimates, and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "expect", "intent", "estimate", "anticipate", "believe", "should", "plans" or "continue" or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management.*

*These statements are not guarantees of future performance and are based on our estimates and assumptions that are subject to risks and uncertainties, including those described below in this MD&A under Risks and Uncertainties, which could cause our actual results to differ materially from the forward-looking statements contained in this MD&A. Such risk factors include, but are not limited to, risks associated with real property ownership, availability of cash flow, general uninsured losses, future property acquisitions, environmental matters, tax related matters, debt financing, unitholder liability, potential conflicts of interest, potential dilution, reliance on key personnel, changes in legislation and changes in the tax treatment of trusts. The Trust cannot assure investors that actual results will be consistent with any forward-looking statements and the Trust assumes no obligation to update or revise such forward-looking statements to reflect actual events or new circumstances. All forward-looking statements contained in this MD&A are qualified by this cautionary statement. Although the forward-looking information contained in this MD&A is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements.*

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

### **BASIS OF PRESENTATION**

*FCPT has adopted International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board as its basis of financial reporting. The Trust's reporting currency is the Canadian dollar.*

*Certain financial information presented in this MD&A reflects certain non-IFRS financial measures, which include Net Operating Income ("NOI"), Earnings Before Interest, Taxes, Depreciation & Amortization ("EBITDA"), Funds From Operations ("FFO") and Adjusted Funds From Operations ("AFFO"), AFFO Payout Ratio, Net Operating Income on a cash basis ("Cash NOI"), Same-Property Net Operating Income ("SP-NOI") and Debt/Gross Book Value ("GBV") (each as defined below). These measures are commonly used by real estate investment trusts as useful metrics for measuring performance and/or cash flows, however, they do not have any standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures*



presented by other real estate investment trusts. The Trust believes that FFO is an important measure to evaluate operating performance, AFFO is an important measure of cash available for distribution and, NOI is an important measure of operating performance. "GAAP" means generally accepted accounting principles described by the Chartered Professional Accountants Canada ("**CPA**") Handbook - Accounting, which are applicable as at the date on which any calculation using GAAP is to be made. As a public entity, the Trust applies IFRS as described in Part I of the CPA Handbook - Accounting.

Occupancy rate represents the total square footage leased as a percentage of the total amount of square footage owned. Leased properties consist solely of those units that are occupied by a tenant at the given date.

NOI is a term used by industry analysts, investors, trusts, and management to measure operating performance of Canadian real estate investment trusts. NOI represents rental revenue from properties less repairs and maintenance, insurance, utilities, property management, property taxes, bad debt, and other property operating costs. NOI excludes certain expenses included in the determination of net income such as interest, amortization, corporate overhead and taxes.

Same-Property NOI is a term used by industry analysts, investors, trusts, and management to measure operating performance of Canadian real estate investment trusts. Same-Property NOI represents rental revenue from properties less repairs and maintenance, insurance, utilities, property management, property taxes, bad debt, and other property operating costs on properties owned for at least one full year. Same-Property NOI excludes certain expenses included in the determination of net income such as interest, amortization, corporate overhead and taxes.

Net income (loss) before other income (expenses) is a measure that the Trust uses in order to present the key operations and administration of the Trust, excluding special items. Items that are excluded from this total and are presented in other income include transaction costs, fair value adjustments of investment properties, and gain (loss) on dispositions.

Funds From Operations ("**FFO**") is a term used to evaluate operating performance, but is not indicative of funds available to meet the Trust's cash requirements. The Trust calculates FFO in accordance with the guidelines set out by the Real Property Association of Canada ("**RealPAC**"), as issued in January 2022 for entities adopting IFRS. FFO is defined as net income before fair value gains/losses on real estate properties, gains/losses on the disposition of real estate properties, deferred income taxes, performance fee attributed to gains and certain other non-cash adjustments.

Adjusted Funds from Operations ("**AFFO**") is a term used as a non-IFRS financial measure by most Canadian real estate investment trusts but should not be considered as an alternative to net income, cash flows from operations, or any other measure prescribed under IFRS. Unlike RealPac, who considers AFFO to be a useful measure of net income, the Trust considers AFFO to be a useful measure of cash available for distributions. AFFO is calculated largely in accordance with the guidelines set out by RealPAC and is defined as FFO less adjustments for non-cash items such as straight-line rent, free rent and noncash interest expense as well as normalized capital expenditures, tenant inducements and leasing charges. However, under RealPAC guidance, unit-based compensation expense (recovery) is included as part of AFFO, but the Trust excludes this amount and the Trust includes gains and losses on the sale of real estate properties calculated as gross proceeds less the actual cost of real estate including capitalized additions ("**Gain on Sales**").

FFO Payout Ratio is defined as Distributions Declared divided by FFO. AFFO Payout Ratio is defined as Distributions Declared divided by AFFO.

NOI, EBITDA, FFO, AFFO, FFO Payout Ratio, AFFO Payout Ratio and Debt/GBV should not be construed as alternatives to net income or cash flows from operating activities determined in accordance with IFRS. NOI, FFO and AFFO are not intended to represent operating profits for the period, or from a property, nor should any of these measures be viewed as an alternative to net income, cash flow from operating activities or other measures of financial performance calculated in accordance with IFRS. Readers should be further cautioned

*that NOI, EBITDA, FFO, AFFO, FFO Payout Ratio, AFFO Payout Ratio and Debt/GBV as calculated by the Trust may not be comparable to similar measures presented by other issuers.*

*(“**TIs/LCs**”) are defined as Tenant Inducements, Leasing Charges and Capital Expenditures. The Trust bases its calculation of TIs/LCs reserve at an estimated 2.5% of Net Operating Income or NOI, which is senior managements’ best estimate in operating real estate of the type that the Trust owns and operates.*

## PART II

### THIRD QUARTER HIGHLIGHTS

The following table outlines the changes in a few key operating and financial metrics on a three and six month basis.

|   | Three Months  |               |        | Nine Months Ended |                |             |
|---|---------------|---------------|--------|-------------------|----------------|-------------|
|   | Sep 30, 2024  | Sep 30, 2023  | Change | Sep 30, 2024      | Sep 30, 2023   | Change      |
| <b>Rental Revenue</b>                   | \$ 14,889,830 | \$ 14,660,059 | 2%     | \$ 44,989,658     | \$ 42,963,642  | 5%          |
| <b>NOI - IFRS Basis</b>                 | 9,689,972     | 8,973,397     | 8%     | 28,619,139        | 27,276,277     | 5%          |
| <b>NOI - Cash Basis</b>                 | 9,716,062     | 8,932,919     | 8.8%   | 28,835,025        | 27,137,927     | 6%          |
| <b>Same-Property NOI</b>                | 9,464,939     | 8,962,264     | 6%     | 28,140,149        | 26,247,498     | 7%          |
| <b>Net Income (loss)</b>                | 9,363,069     | (2,410,181)   | NM     | 28,132,790        | 8,558,103      | NM          |
| <b>FFO</b>                              | 4,776,493     | 4,557,150     | 5%     | 14,048,308        | 13,374,138     | 5%          |
| <b>AFFO</b>                             | 4,794,328     | 4,204,994     | 14%    | 13,831,039        | 11,961,032     | 16%         |
| <b>Total Assets</b>                     |               |               |        | \$ 652,698,147    | \$ 636,559,566 | 3%          |
| <b>Total Mortgages</b>                  |               |               |        | 318,201,702       | 307,944,797    | 3%          |
| <b>Credit Facility</b>                  |               |               |        | 16,700,000        | 28,500,000     | (41%)       |
| <b>Unitholders' Equity</b>              |               |               |        | 305,425,668       | 289,681,777    | 5%          |
| <b>Units Outstanding (000s)</b>         |               |               |        | 36,926            | 36,925         | 0%          |
| <b>FFO Per Unit</b>                     | \$0.129       | \$0.123       | 5%     | \$0.380           | \$0.361        | 5%          |
| <b>AFFO Per Unit</b>                    | \$0.130       | \$0.114       | 14%    | \$0.375           | \$0.323        | 16%         |
| <b>Distributions Per Unit</b>           | \$0.130       | \$0.130       | 0%     | \$0.390           | \$0.390        | 0%          |
| <b>FFO Payout Ratio</b>                 | 100%          | 105%          |        | 103%              | 108%           | (550) bps   |
| <b>AFFO Payout Ratio</b>                | 100%          | 114%          |        | 104%              | 121%           | (1,689) bps |
| <b>Wtd. Avg. Int. Rate - Mort. Debt</b> |               |               |        | 4.2%              | 3.7%           | 50 bps      |
| <b>Debt to GBV</b>                      |               |               |        | 51%               | 53%            | (169) bps   |
| <b>GLA - Commercial, SF</b>             |               |               |        | 2,512,862         | 2,558,146      | (2%)        |
| <b>Units - Multi-Res</b>                |               |               |        | 599               | 599            | 0%          |
| <b>Units - MHCs</b>                     |               |               |        | 537               | 537            | 0%          |
| <b>Occupancy - Commercial</b>           |               |               |        | 94.8%             | 95.9%          | (110) bps   |
| <b>Occupancy - Multi-Res</b>            |               |               |        | 97.7%             | 96.0%          | 170 bps     |
| <b>Occupancy MHCs</b>                   |               |               |        | 100.0%            | 99.6%          | 40 bps      |
| <b>Rent PSF - Retail</b>                |               |               |        | \$19.35           | \$18.45        | 5%          |
| <b>Rent PSF - Industrial</b>            |               |               |        | \$9.00            | \$8.12         | 11%         |
| <b>Rent per month - Multi-Res</b>       |               |               |        | \$1,527           | \$1,368        | 12%         |
| <b>Rent per month - MHCs</b>            |               |               |        | \$643             | \$591          | 9%          |

Significant highlights for the third quarter include:

- Net income for the three months ended September 30, 2024 and 2023 was \$9.4 million and a loss of \$2.4 million respectively. Income before fair value adjustments for the three months ended September 30, 2024 and 2023 was \$5.0 million and \$4.5 million respectively, a 12% increase.
- \$7.82 NAV/unit, a 1.4% increase over Q2/2024.
- NOI for the three months ended September 30, 2024 was \$9.7 million, an 8.0% increase on a YoY basis. NOI on a cash basis increased 8.8% YoY.
- Same property NOI increased 6% over Q3/2023.
- AFFO for Q3/2024 increased by 14% to \$4.8 million over Q3/2023.
- AFFO per Unit for Q3/2024 increased by 14% to \$0.130 over Q3/2023.
- AFFO Payout Ratio improved to 100% for Q3/2024, compared to the 114% for Q3/2023.
- Commercial occupancy was 94.8%, Multi-Residential occupancy was 97.7%, while Manufactured Homes Communities occupancy was 100% at September 30, 2024.
- Conservative leverage profile with Debt / GBV at 51% and 53% at September 30, 2024 and September 30, 2023.
- On July 9, 2024 the Trust closed on the refinancing of a first mortgage with a Canadian Chartered Bank on the Ottawa Apartment Complex for \$10.0 million. Terms of the mortgage are fixed at 5.05%, 7 year term, and a 30 year amortization with a maturity date of July 7, 2031. The Trust has a 50% interest in the mortgage.
- On September 10, 2024, the Trust closed on the financing of a first mortgage with a Canadian Chartered Bank on a property located in Dartmouth Nova Scotia for \$11.2 million. Terms of the mortgage are fixed at 3.88%, 10 year term, and a 35 year amortization with a maturity date of December 1, 2034. The Trust has a 100% interest in the mortgage.

### Same-Property Performance

Same-Property NOI increased 6% and 7% for the three and nine months ended September 30, 2024 over the three and nine months ended September 30, 2023 respectively.

|                             | Three Months     |                  |           | Nine Months Ended |                   |           |
|-----------------------------|------------------|------------------|-----------|-------------------|-------------------|-----------|
|                             | Sep 30, 2024     | Sep 30, 2023     | Change    | Sep 30, 2024      | Sep 30, 2023      | Change    |
| Rental Revenue              | 14,376,982       | 14,101,810       | 2%        | 43,276,434        | 41,020,093        | 6%        |
| Property Operating Expenses | (4,912,043)      | (5,139,546)      | (4%)      | (15,136,285)      | (14,772,595)      | 2%        |
| <b>NOI - IFRS Basis</b>     | <b>9,464,939</b> | <b>8,962,264</b> | <b>6%</b> | <b>28,140,149</b> | <b>26,247,498</b> | <b>7%</b> |



## Portfolio Occupancy

The Trust portfolio continues to maintain high occupancy across all asset classes.

| Period ended       | Occupancy |            |           |        |
|--------------------|-----------|------------|-----------|--------|
|                    | Retail    | Industrial | Multi-Res | MHCs   |
| September 30, 2023 | 97.4%     | 95.2%      | 96.0%     | 99.6%  |
| June 30, 2024      | 95.8%     | 95.5%      | 99.7%     | 100.0% |
| September 30, 2024 | 97.6%     | 92.6%      | 97.7%     | 100.0% |

## Distributions Declared

On November 7, 2024, the Trust declared and approved monthly distributions in the amount of \$0.04333 per Trust Unit for Unitholders of record on January 31, 2025, February 28, 2025 and March 31, 2025, payable on or about February 17, 2025, March 17, 2025, and April 15, 2025, respectively.

## OUTLOOK & CURRENT BUSINESS ENVIRONMENT

Moving forward, we will continue to monitor and assess the segments of the economy that affect our performance. Recent economic indicators are pointing to the end of the inflationary environment. The Bank of Canada is expected to continue the easing cycle with one more rate cut expected this year, they are not signaling how far interest rates will be decreased and at what frequency to stimulate the economy. While the current interest rate environment has affected our cash flow, we continue to see this effect mitigated by increased revenues through rising rental rates across most of our portfolio. While the industrial markets in Canada have generally cooled off, we continue to see strong demand and higher rental rates on renewals across our Ontario and Quebec industrial portfolios. The Trust's in place rental rates are still significantly below prevailing market rates across these portfolios. Also, we continue to see strong demand for space across our convenience retail portfolio that is generating increasing cash flow. Even in the current interest rate environment, mortgage interest rates are still extremely attractive and in line with our average mortgage current face interest rates across the portfolio.

Although the current inflationary macro environment has continued to ease over the past two quarters, the rapid rise in interest rates that began in 2022 continues to present a challenging environment for the Trust. This has led to a decrease in the Trust's IFRS real estate valuations from a Net Asset Value or NAV all-time high of \$8.24/Unit at Q4/2021. The Trust increased cap rates in 2023 across our retail and industrial portfolio to reflect market conditions, however the growth in NOI across our assets has offset some of this increase. As a comparison, NAV has increased slightly from \$7.48/Unit as at Q4/2023 to \$7.82/Unit at the end of Q3/2024 predominately due to an increase in the fair value of the investment properties. The Trust has increased its liquidity in the first three quarters of 2024 through higher loan proceeds on mortgage refinancings and has sufficient capital to meet our operational needs through 2025, as well as fund potential acquisitions and development projects. Maintaining a leverage ratio that is appropriate for the Trust is an essential part of our long-term strategy. At the end of Q3/2024, the Trust had an overall conservative leverage ratio of 51%, slightly below our desired range of 55% to 65%. Currently, the Trust has been successful in refinancing its maturing mortgages and has been able to increase the principal on those mortgages that will reduce our revolving credit facilities and enhance the Trust's liquidity. As always, management is focused on proactively managing the Trust's finance costs.

Management continues to assess its asset portfolio. The Trust will focus its near-term acquisition efforts on the Canadian industrial and multi-residential sectors as well as continue to slowly reduce its

exposure to its non-core retail assets when opportunities exist to create a more balanced property portfolio as demonstrated by the sales and acquisitions completed in 2023 and 2024. The Trust expects to grow its asset base predominantly through acquisitions during 2025, albeit at a slower rate than has historically been the case.

## PART III

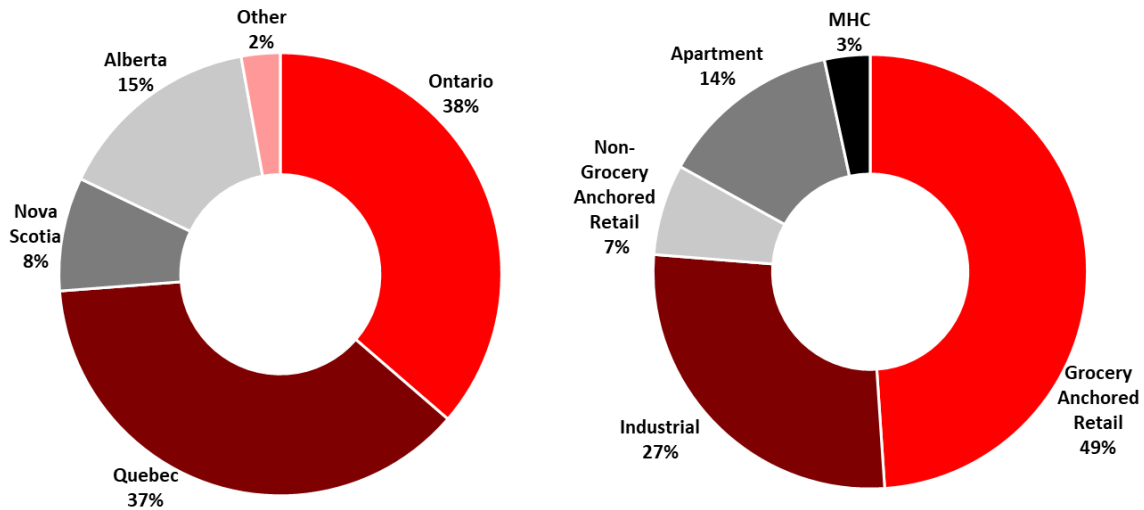
### OVERVIEW OF FCPT

As at September 30, 2024, FCPT's portfolio consists of 64 commercial properties with a total GLA of 2,512,862 square feet, five Multi-Residential complexes comprised of 599 units and four Manufactured Homes Communities comprised of 537 units.

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#### Geographical and Asset Class Portfolio Diversification based on NOI

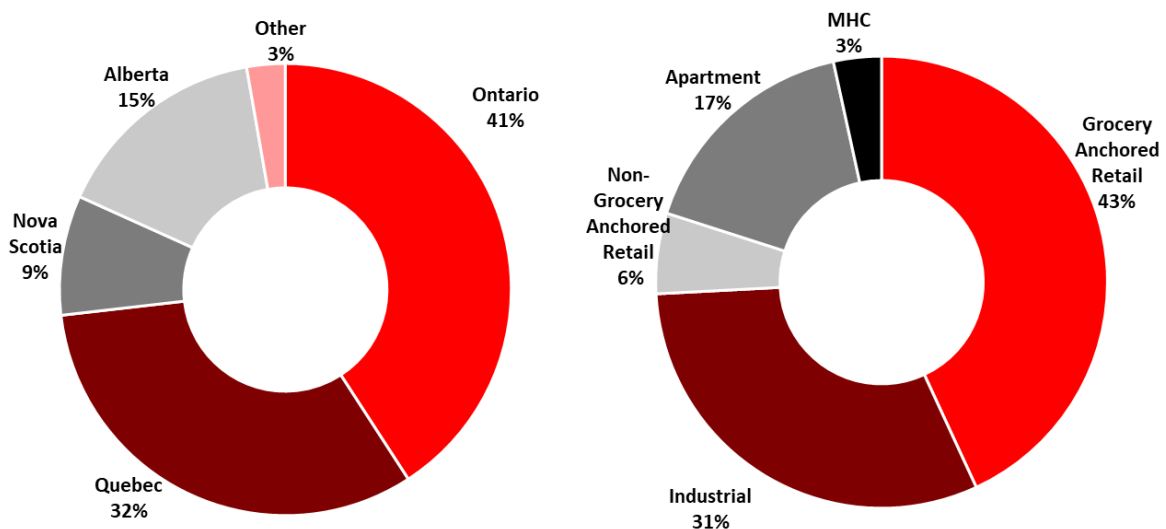
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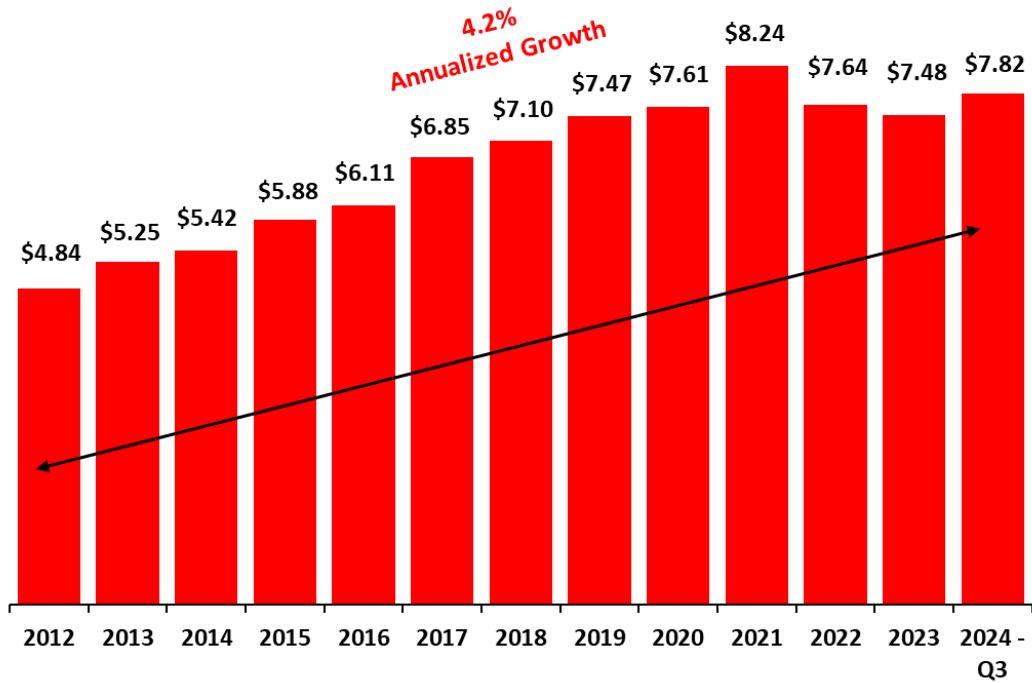
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#### Geographical and Asset Class Portfolio Diversification based on Investment Property Value

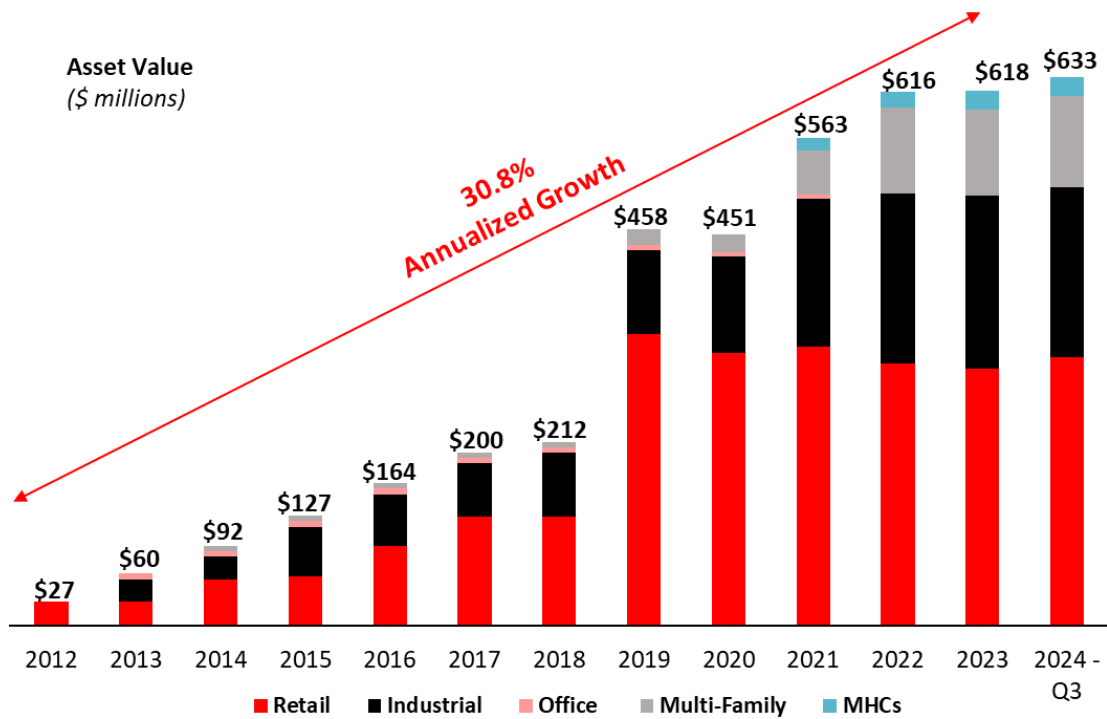
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## Net Asset Value Growth



## Real Estate Portfolio Growth



\*Includes Assets Held for Sale



## Top 10 Tenants

FCPT's tenant base includes a diverse and established group of companies that represent many of Canada's established businesses. The Trust strives for stability in its revenue stream, while diversifying its revenue sources and avoiding dependence on any single tenant. The portfolio is well diversified by tenant profile with no tenant currently accounting for more than 10.8% of total net rent.

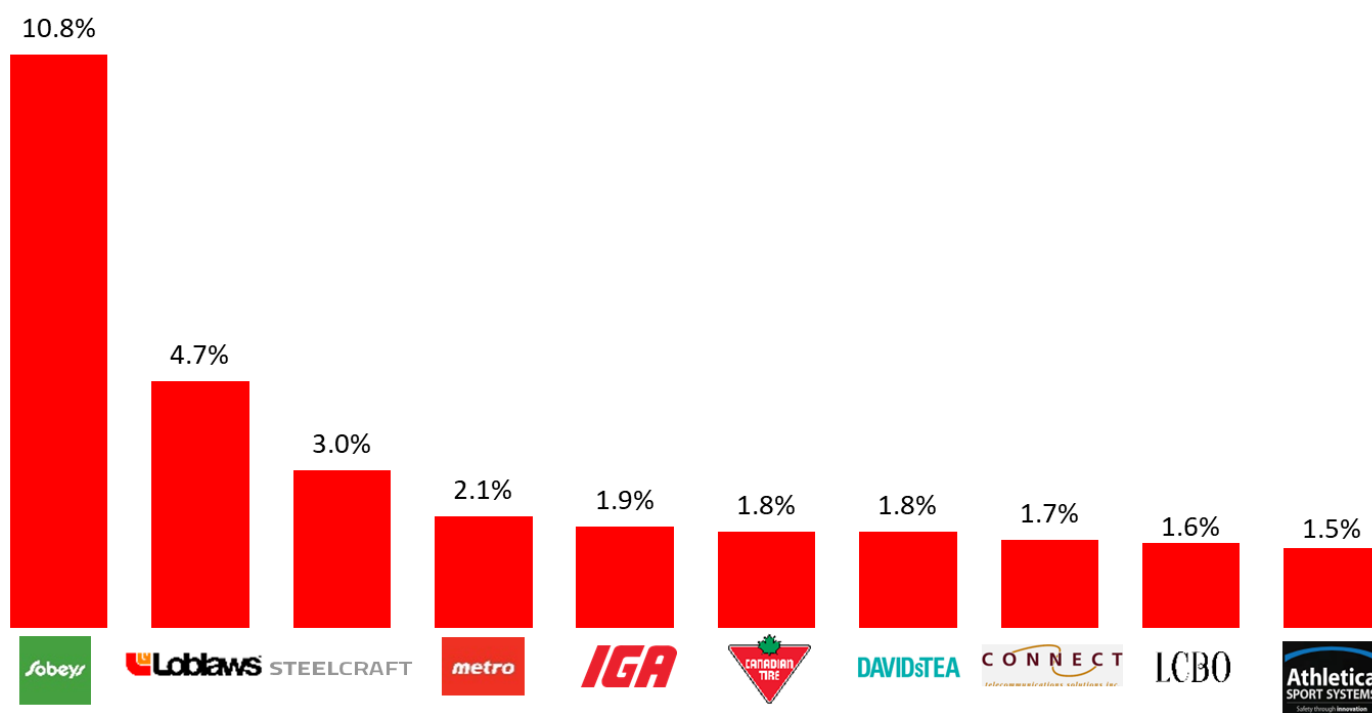
Further, the top 10 tenants account for 30.6% of total net rent.

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### Top Tenants

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(by % of net rent)



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## Strategy

Firm Capital Property Trust is focused on creating long-term value for Unitholders, through capital preservation and disciplined investing to achieve stable distributable income. In partnership with management and industry leaders, the Trust's plan is to own as well as co-own a diversified property portfolio of multi-residential, flex industrial, net lease convenience retail and manufactured home communities.

In addition to stand alone accretive acquisitions, the Trust will make joint acquisitions with strong financial partners. Firm Capital Realty Partners Inc., through a structure focused on an alignment of interests with the Trust sources, syndicates and also property and asset managed investments on behalf of the Trust.

## PROPERTY PORTFOLIO

| Property   | Gross Leasable Area | Occupancy     |               |               |               |
|--|---------------------|---------------|---------------|---------------|---------------|
|  |                     | Q3/2024       | Q2/2024       | Q1/2024       | Q4/2023       |
| <b>Retail</b>                                      |                     |               |               |               |               |
| Bridgewater, Nova Scotia                           | 46,903              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Brampton, Ontario                                  | 36,137              | 100.0%        | 100.0%        | 100.0%        | 95.7%         |
| Moncton, New Brunswick                             | 16,382              | 87.4%         | 87.4%         | 87.4%         | 87.4%         |
| Guelph, Ontario                                    | 115,742             | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Centre Ice Retail Portfolio                        | 9,778               | 82.6%         | 82.6%         | 82.6%         | 87.4%         |
| <i>Crombie Joint Venture Properties</i>            |                     |               |               |               |               |
| 8118 - 188 Ave NE, Edmonton, Alberta               | 22,154              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Forest Hills, Cole Harbour, Dartmouth, Nova Scotia | 21,793              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Russell Lake, Dartmouth, Nova Scotia               | 33,725              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| 2915 - 13th Ave, Regina, Saskatchewan              | 20,359              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| University Park, Regina, Saskatchewan              | 18,610              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| 409 Bayfield Street, Barrie, Ontario               | 23,871              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| 1 Westminster Ave N, Montreal, Quebec              | 5,240               | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| <i>First Capital Joint Venture Properties</i>      |                     |               |               |               |               |
| The Whitby Mall, Whitby, Ontario                   | 126,132             | 91.1%         | 81.2%         | 80.7%         | 90.8%         |
| Thickson Place, Whitby, Ontario                    | 41,926              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| 901 Eglinton Ave, Toronto, Ontario                 | 4,502               | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Gloucester City Centre, Ottawa, Ontario            | 181,765             | 96.6%         | 96.6%         | 96.6%         | 96.3%         |
| Merivale Mall, Ottawa, Ontario                     | 109,252             | 95.1%         | 95.1%         | 96.3%         | 94.9%         |
| Galleries de Repentigny, Repentigny, Quebec        | 65,364              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Galleries Brien East, Repentigny, Quebec           | 4,435               | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Galleries Brien West, Repentigny, Quebec           | 26,166              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Carrefour du Plateau, Gatineau, Quebec             | 120,384             | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Gateway Village, St. Albert, Alberta               | 52,762              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| <b>Total / Weighted Average</b>                    | <b>1,103,379</b>    | <b>97.6%</b>  | <b>96.1%</b>  | <b>96.2%</b>  | <b>97.2%</b>  |
| <b>Industrial</b>                                  |                     |               |               |               |               |
| Montreal, Quebec                                   | 612,135             | 91.8%         | 98.7%         | 97.4%         | 93.7%         |
| Waterloo, Ontario                                  | 360,232             | 89.6%         | 89.6%         | 89.0%         | 98.5%         |
| Edmonton, Alberta                                  | 245,243             | 93.7%         | 93.9%         | 92.9%         | 89.8%         |
| Woodstock, Ontario                                 | 66,381              | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Stratford, Ontario                                 | 125,493             | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| <b>Total / Weighted Average</b>                    | <b>1,409,483</b>    | <b>92.6%</b>  | <b>95.5%</b>  | <b>94.5%</b>  | <b>95.9%</b>  |
| <b>Commercial Total / Weighted Average</b>         | <b>2,512,862</b>    | <b>94.8%</b>  | <b>95.8%</b>  | <b>95.2%</b>  | <b>96.5%</b>  |
| <b>Multi-Residential</b>                           |                     |               |               |               |               |
|  | <b>Units</b>        |               |               |               |               |
| Ottawa, Ontario                                    | 135                 | 99.3%         | 97.8%         | 97.8%         | 94.1%         |
| Dartmouth, Nova Scotia                             | 69                  | 97.1%         | 100.0%        | 100.0%        | 98.6%         |
| Lower Sackville, Nova Scotia                       | 132                 | 97.7%         | 100.0%        | 99.2%         | 98.5%         |
| Edmonton, Alberta                                  | 128                 | 99.2%         | 100.0%        | 100.0%        | 94.5%         |
| Pointe-Claire, Quebec                              | 135                 | 96.3%         | 100.0%        | 98.5%         | 98.0%         |
| <b>Total / Weighted Average</b>                    | <b>599</b>          | <b>97.7%</b>  | <b>99.7%</b>  | <b>99.1%</b>  | <b>96.9%</b>  |
| <b>Manufactured Homes Communities</b>              |                     |               |               |               |               |
| Calgary, Alberta                                   | 181                 | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| McGregor, Ontario                                  | 242                 | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Peterborough, Ontario                              | 56                  | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| Trenton, Ontario                                   | 58                  | 100.0%        | 100.0%        | 100.0%        | 100.0%        |
| <b>Total / Weighted Average</b>                    | <b>537</b>          | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> |

**Commercial:** As at September 30, 2024 commercial occupancy was 94.8% which is a 100 bps decrease from Q2/2024. The change was largely due to occupancy decrease within our Montreal Industrial portfolio.

**Multi-Residential:** As at September 30, 2024 multi-residential occupancy was 97.7% or 220 bps decrease from Q2/2024. The change was largely due to decreases across the entire multi-residential portfolio.

**MHCs:** The occupancy rate of the MHC portfolio remained consistently strong at 100% since Q2/2024.

## SUMMARY OF SELECTED QUARTERLY INFORMATION

This table highlights the changes in various operating and financial metrics over the most recently completed eight quarters, and is reflective of the timing of acquisitions, divestitures, re-development, leasing and maintenance expenditures and the effect of measuring investment properties at fair value under IFRS. Similarly, mortgages, debentures, construction loans and bank debt reflect financing activities relating to asset additions and debt retirement using surplus cash, which serve to increase FFO in the future. Property rental revenue, FFO, and AFFO are reflective of changes in the underlying income-producing asset base and changing leverage. These measures demonstrate sequential volatility from time to time due to non-recurring items, lease termination income, and expense reimbursement or recovery limitations for anchor or major tenants in the retail portfolio.

| <b>Selected quarterly information</b>   | <b>Q3/24</b> | <b>Q2/24</b> | <b>Q1/24</b> | <b>Q4/23</b> | <b>Q3/23</b> | <b>Q2/23</b> | <b>Q1/23</b> | <b>Q4/22</b> |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Property rental revenue                 | \$14,889,830 | \$15,086,655 | \$15,013,173 | \$14,544,449 | \$14,660,059 | \$14,094,375 | \$14,209,208 | \$14,245,157 |
| Net operating income                    | 9,689,972    | 9,657,575    | 9,271,592    | 9,451,214    | 8,973,397    | 9,079,864    | 9,223,016    | 9,165,483    |
| Net income (loss)                       | 9,363,069    | 8,884,882    | 9,884,839    | 6,809,718    | (2,410,181)  | 5,571,495    | 5,396,789    | 8,663,638    |
| Funds from operations                   | 4,776,493    | 4,719,175    | 4,552,640    | 5,253,312    | 4,557,150    | 4,330,951    | 4,486,037    | 4,539,705    |
| Adjusted funds from operations          | 4,794,328    | 4,592,570    | 4,444,140    | 4,739,112    | 4,204,994    | 3,756,800    | 3,999,237    | 4,280,543    |
| Total assets                            | 652,698,147  | 645,870,632  | 639,407,795  | 637,378,171  | 636,559,566  | 641,277,417  | 638,658,302  | 633,898,464  |
| Total mortgages                         | 318,201,702  | 314,222,880  | 307,886,051  | 303,792,112  | 307,944,797  | 310,792,107  | 305,337,204  | 306,781,314  |
| Unitholders' equity (net book value)    | 305,425,668  | 300,862,566  | 296,777,652  | 291,692,787  | 289,681,777  | 296,890,636  | 296,584,638  | 296,513,896  |
| Units o/s at period end (000s)          | 36,926       | 36,926       | 36,926       | 36,926       | 36,925       | 36,925       | 37,011       | 37,100       |
| <b>Per unit amounts</b>                 |              |              |              |              |              |              |              |              |
| Funds from operations                   | \$0.129      | \$0.128      | \$0.123      | \$0.142      | \$0.123      | \$0.117      | \$0.121      | \$0.122      |
| Adjusted funds from operations          | \$0.130      | \$0.124      | \$0.120      | \$0.128      | \$0.114      | \$0.102      | \$0.108      | \$0.115      |
| <b>Financial ratios</b>                 |              |              |              |              |              |              |              |              |
| FFO Payout Ratio                        | 100%         | 102%         | 105%         | 91%          | 105%         | 111%         | 107%         | 107%         |
| AFFO Payout Ratio                       | 100%         | 105%         | 108%         | 101%         | 114%         | 128%         | 121%         | 113%         |
| Wtd. avg. interest rate - mortgage debt | 4.2%         | 4.2%         | 3.9%         | 3.7%         | 3.7%         | 4.1%         | 4.1%         | 3.8%         |
| Debt to GBV                             | 51%          | 52%          | 52%          | 53%          | 53%          | 52%          | 52%          | 51%          |
| <b>Operating stats</b>                  |              |              |              |              |              |              |              |              |
| GLA - commercial, SF                    | 2,512,862    | 2,545,843    | 2,545,858    | 2,553,184    | 2,558,146    | 2,557,010    | 2,545,397    | 2,563,461    |
| Units - Multi-Res                       | 599          | 599          | 599          | 599          | 599          | 599          | 599          | 599          |
| Units - MHCs                            | 537          | 537          | 537          | 537          | 537          | 536          | 536          | 423          |
| Occupancy - commercial (period-end)     | 94.8%        | 95.8%        | 95.2%        | 96.5%        | 95.9%        | 96.0%        | 97.1%        | 95.9%        |
| Occupancy - Multi-Res (period-end)      | 97.7%        | 99.7%        | 99.1%        | 96.9%        | 96.0%        | 97.1%        | 91.9%        | 90.3%        |
| Occupancy - MHCs (period-end)           | 100.0%       | 100.0%       | 100.0%       | 100.0%       | 99.6%        | 99.8%        | 99.8%        | 99.8%        |
| Rent PSF - Retail                       | \$19.35      | \$19.10      | \$18.96      | \$18.81      | \$18.54      | \$18.45      | \$18.30      | \$18.43      |
| Rent PSF - Industrial                   | \$9.00       | \$8.50       | \$8.33       | \$8.16       | \$8.12       | \$8.07       | \$7.86       | \$7.60       |
| Rent per month - Multi-Res              | \$1,527      | \$1,453      | \$1,448      | \$1,405      | \$1,368      | \$1,331      | \$1,249      | \$1,198      |
| Rent per month - MHCs                   | \$643        | \$633        | \$624        | \$612        | \$591        | \$587        | \$580        | \$603        |



## PART IV

### RESULTS OF OPERATIONS

Included in the following sections is a discussion of the various components of net income, followed by discussions and reconciliations of FFO and AFFO from comparable IFRS measures.

|  | <b>Three Months Ended September 30, 2024</b> |  |                     |                         |
|--|--|--|---------------------|-------------------------|
|  | <b>Trust Wholly Owned</b>                    | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>        | <b>Co-Owned at 100%</b> |
| Net Operating Income                       |  |  |                     |                         |
| Rental Revenue                             | \$ 2,679,677                                 | \$ 12,210,153                              | \$ 14,889,830       | \$ 26,243,234           |
| Property Operating Expenses                | (901,712)                                    | (4,298,146)                                | (5,199,858)         | (9,133,569)             |
|  | 1,777,965                                    | 7,912,007                                  | 9,689,972           | 17,109,665              |
| Interest and Other Income                  | 163,685                                      | 62,145                                     | 225,830             | 288,694                 |
| Expenses:                                  |  |  |                     |                         |
| Finance Costs                              | 717,610                                      | 2,719,550                                  | 3,437,160           | 5,847,665               |
| General and Administrative                 | 311,161                                      | 1,133,806                                  | 1,444,967           | 1,850,313               |
|  | 1,028,771                                    | 3,853,356                                  | 4,882,127           | 7,697,978               |
| Income Before Fair Value Adjustments       | 912,879                                      | 4,120,796                                  | 5,033,675           | 9,700,381               |
| Fair Value Adjustments:                    |  |  |                     |                         |
| Investment Properties                      | 3,425,182                                    | 1,161,394                                  | 4,586,576           | 3,550,459               |
| Unit-based Compensation Recovery           | (257,182)                                    | -  | (257,182)           | (257,182)               |
| <b>Net Income and Comprehensive Income</b> | <b>\$ 4,080,879</b>                          | <b>\$ 5,282,190</b>                        | <b>\$ 9,363,069</b> | <b>\$ 12,993,658</b>    |

|  | <b>Three Months Ended September 30, 2023</b> |  |                       |                         |
|--|--|--|-----------------------|-------------------------|
|  | <b>Trust Wholly Owned</b>                    | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>          | <b>Co-Owned at 100%</b> |
| Net Operating Income                   |  |  |                       |                         |
| Rental Revenue                         | \$ 2,794,950                                 | \$ 11,865,109                              | \$ 14,660,059         | \$ 25,761,243           |
| Property Operating Expenses            | (1,098,509)                                  | (4,588,153)                                | (5,686,662)           | (9,825,121)             |
|  | 1,696,441                                    | 7,276,956                                  | 8,973,397             | 15,936,122              |
| Interest and Other Income              | 54,695                                       | 46,848                                     | 101,543               | 152,380                 |
| Expenses:                              |  |  |                       |                         |
| Finance Costs                          | 854,044                                      | 2,526,010                                  | 3,380,054             | 5,934,669               |
| General and Administrative             | 253,967                                      | 933,752                                    | 1,187,719             | 1,774,286               |
|  | 1,108,011                                    | 3,459,762                                  | 4,567,773             | 7,708,955               |
| Income Before Fair Value Adjustments   | 643,125                                      | 3,864,042                                  | 4,507,167             | 8,379,547               |
| Fair Value Adjustments:                |  |  |                       |                         |
| Investment Properties                  | (1,962,393)                                  | (5,004,938)                                | (6,967,331)           | (11,925,056)            |
| Unit-based Compensation Recovery       | 49,983                                       | -  | 49,983                | 148,933                 |
| <b>Net Loss and Comprehensive Loss</b> | <b>\$ (1,269,285)</b>                        | <b>\$ (1,140,896)</b>                      | <b>\$ (2,410,181)</b> | <b>\$ (3,396,576)</b>   |

**Nine Months Ended September 30, 2024**

|  | Trust Wholly<br>Owned | Co-Owned at<br>Proportionate<br>Ownership | Total                | Co-Owned at<br>100%  |
|--|-----------------------|---|----------------------|----------------------|
| <b>Net Operating Income</b>                      |                       |   |                      |                      |
| Rental Revenue                                   | \$ 8,727,586          | \$ 36,262,072                             | \$ 44,989,658        | \$ 78,663,459        |
| Property Operating Expenses                      | (2,970,388)           | (13,400,131)                              | (16,370,519)         | (28,840,788)         |
|  | 5,757,198             | 22,861,941                                | 28,619,139           | 49,822,671           |
| Interest and Other Income                        | 393,526               | 191,554                                   | 585,080              | 829,957              |
| <b>Expenses:</b>                                 |                       |   |                      |                      |
| Finance Costs                                    | 2,403,963             | 8,150,026                                 | 10,553,989           | 17,322,355           |
| General and Administrative                       | 928,018               | 3,520,161                                 | 4,448,179            | 6,558,277            |
|  | 3,331,981             | 11,670,187                                | 15,002,168           | 23,880,632           |
| Income Before Fair Value Adjustments             | 2,818,743             | 11,383,308                                | 14,202,051           | 26,771,996           |
| <b>Fair Value Adjustments:</b>                   |                       |   |                      |                      |
| Investment Properties                            | (2,159,944)           | 16,232,358                                | 14,072,414           | 23,802,615           |
| Fair Value Gain on Sale of Investment Properties | -                     | 217,088                                   | 217,088              | 310,126              |
| Unit-based Compensation Recovery                 | (358,763)             | -   | (358,763)            | (358,763)            |
| <b>Net Income and Comprehensive Income</b>       | <b>\$ 300,036</b>     | <b>\$ 27,832,754</b>                      | <b>\$ 28,132,790</b> | <b>\$ 50,525,974</b> |

**Nine Months Ended September 30, 2023**

|   | Trust Wholly<br>Owned | Co-Owned at<br>Proportionate<br>Ownership | Total               | Co-Owned at<br>100%  |
|---|-----------------------|---|---------------------|----------------------|
| <b>Net Operating Income</b>                                   |                       |   |                     |                      |
| Rental Revenue  | \$ 7,929,001          | \$ 35,034,641                             | \$ 42,963,642       | \$ 75,550,283        |
| Property Operating Expenses                                   | (2,889,218)           | (12,798,147)                              | (15,687,365)        | (27,436,320)         |
|   | 5,039,783             | 22,236,494                                | 27,276,277          | 48,113,963           |
| Interest and Other Income                                     | 222,389               | 142,317                                   | 364,706             | 513,270              |
| <b>Expenses:</b>  |                       |   |                     |                      |
| Finance Costs   | 3,490,758             | 7,610,710                                 | 11,101,468          | 15,023,854           |
| General and Administrative                                    | 797,259               | 2,848,891                                 | 3,646,150           | 6,205,177            |
|   | 4,288,017             | 10,459,601                                | 14,747,618          | 21,229,031           |
| Income Before Fair Value Adjustments                          | 974,155               | 11,919,210                                | 12,893,365          | 27,398,202           |
| <b>Fair Value Adjustments:</b>                                |                       |   |                     |                      |
| Investment Properties   | (2,094,764)           | (2,721,271)                               | (4,816,035)         | (7,260,426)          |
| Unit-based Compensation Recovery                              | 480,773               | -   | 480,773             | 480,773              |
| <b>Net Income/(Loss) and Comprehensive Income/<br/>(Loss)</b> | <b>\$ (639,836)</b>   | <b>\$ 9,197,939</b>                       | <b>\$ 8,558,103</b> | <b>\$ 20,618,549</b> |

## Rental Revenue

Property rental revenue includes rent paid by tenants for their leased premises plus reimbursements or recoveries from tenants for property operating costs, realty taxes and other recoverable costs ("recoveries") relating to their leased premises and the common property areas. For the three and nine months ended September 30, 2024 and September 30, 2023, property rental revenue increased primarily due to the impact of same-property growth across all asset classes.

Many of FCPT's expenses are recoverable from tenants in accordance with their respective lease agreements, with the Trust absorbing these expenses to the extent of vacancies.

|                           | Three Months Ended   |                      |           | Nine Months Ended    |                      |           |
|---------------------------|----------------------|----------------------|-----------|----------------------|----------------------|-----------|
|                           | Sep 30, 2024         | Sep 30, 2023         | Change    | Sep 30, 2024         | Sep 30, 2023         | Change    |
| Base Rent                 | \$ 10,737,278        | \$ 10,548,356        | 2%        | \$ 32,178,753        | \$ 30,963,567        | 4%        |
| Operating Cost Recoveries | 1,713,071            | 1,810,668            | (5%)      | 5,915,029            | 5,452,507            | 8%        |
| Tax Recoveries            | 2,465,571            | 2,260,557            | 9%        | 7,111,762            | 6,409,218            | 11%       |
| Straight Line Rent        | 19,311               | 73,161               | (74%)     | 2,714                | 216,815              | (99%)     |
| Free Rent                 | (45,401)             | (32,683)             | 39%       | (218,600)            | (78,465)             | 179%      |
| <b>Rental Revenue</b>     | <b>\$ 14,889,830</b> | <b>\$ 14,660,059</b> | <b>2%</b> | <b>\$ 44,989,658</b> | <b>\$ 42,963,642</b> | <b>5%</b> |

Free rent relates to rent free periods provided to certain new and renewal tenants at the Trust's properties. Under IFRS, the Trust is required to adjust rental revenue by the value of the rent free period and amortize this adjustment over the life of the individual lease as a reduction to income.

## Property Operating Expenses

Property operating expenses include realty taxes as well as other costs related to maintenance, HVAC, insurance, utilities and property management fees. Property operating expenses consist of the following:

|                                    | Three Months Ended  |                     |             | Nine Months Ended    |                      |           |
|------------------------------------|---------------------|---------------------|-------------|----------------------|----------------------|-----------|
|                                    | Sep 30, 2024        | Sep 30, 2023        | Change      | Sep 30, 2024         | Sep 30, 2023         | Change    |
| Realty Taxes                       | \$ 2,739,752        | \$ 2,499,658        | 10%         | \$ 7,979,514         | \$ 7,362,331         | 8%        |
| Property Management                | 518,191             | 525,607             | (1%)        | 1,772,293            | 1,663,023            | 7%        |
| Operating Expenses                 | 1,941,915           | 2,661,397           | (27%)       | 6,618,712            | 6,662,011            | (1%)      |
| <b>Property Operating Expenses</b> | <b>\$ 5,199,858</b> | <b>\$ 5,686,662</b> | <b>(9%)</b> | <b>\$ 16,370,519</b> | <b>\$ 15,687,365</b> | <b>4%</b> |

The variance in comparing the three months ended September 30, 2024 and September 30, 2023 is primarily related to a decrease in repair and maintenance costs during the respective quarters. Changes over the nine months ended September 30, 2024 and September 30, 2023 is primarily due to inflationary cost increases.

## Net Operating Income ("NOI")

NOI on a cash basis excludes non-cash items such as straight-line and free rent.

|                             | Three Months Ended   |                      |           | Nine Months Ended    |                      |           |
|-----------------------------|----------------------|----------------------|-----------|----------------------|----------------------|-----------|
|                             | Sep 30, 2024         | Sep 30, 2023         | Change    | Sep 30, 2024         | Sep 30, 2023         | Change    |
| <b>Rental Revenue</b>       | <b>\$ 14,889,830</b> | <b>\$ 14,660,059</b> | <b>2%</b> | <b>\$ 44,989,658</b> | <b>\$ 42,963,642</b> | <b>5%</b> |
| Property Operating Expenses | (5,199,858)          | (5,686,662)          | (9%)      | (16,370,519)         | (15,687,365)         | 4%        |
| <b>NOI - IFRS Basis</b>     | <b>\$ 9,689,972</b>  | <b>\$ 8,973,397</b>  | <b>8%</b> | <b>\$ 28,619,139</b> | <b>\$ 27,276,277</b> | <b>5%</b> |
| Less: Straight-Line Rent    | (19,311)             | (73,161)             | (74%)     | (2,714)              | (216,815)            | (99%)     |
| Less: Free Rent             | 45,401               | 32,683               | 39%       | 218,600              | 78,465               | 179%      |
| <b>NOI - Cash Basis</b>     | <b>\$ 9,716,062</b>  | <b>\$ 8,932,919</b>  | <b>9%</b> | <b>\$ 28,835,025</b> | <b>\$ 27,137,927</b> | <b>6%</b> |

The variance in comparing the three and nine months ended September 30, 2024 over the three and nine months ended September 30, 2023 are primarily due net rental rate increases, offset by inflationary cost increases.

## Same-Property NOI Analysis

The following tables summarize FCPT's same-property performance segmented by asset class.

For the nine months ended Q3/2024 versus nine months ended Q3/2023 for same-property NOI across various asset classes are as follows:

- **Retail:** Property Rental Revenue and Operating Expenses increased by 4% resulting in higher NOI by 4%.
- **Industrial:** Increased 5% primarily due to rising in place rents, offset by increasing operating costs.
- **Multi-Residential:** Increased by 24% due to rising in place rents and lower operating costs.
- **MHCs:** Increased by 11% primarily due to increased rental rates, offset by higher operating costs.

| RETAIL                      | Three Months     |                  |           | Nine Months Ended    |                      |           |
|-----------------------------|------------------|------------------|-----------|----------------------|----------------------|-----------|
|                             | Sep 30, 2024     | Sep 30, 2023     | Change    | Sep 30, 2024         | Sep 30, 2023         | Change    |
| Rental Revenue              | 7,862,611        | 7,738,215        | 2%        | \$ 24,109,802        | \$ 23,134,721        | 4%        |
| Property Operating Expenses | (2,728,915)      | (2,739,924)      | (0%)      | (8,619,050)          | (8,289,195)          | 4%        |
| <b>NOI - IFRS Basis</b>     | <b>5,133,696</b> | <b>4,998,291</b> | <b>3%</b> | <b>\$ 15,490,752</b> | <b>\$ 14,845,526</b> | <b>4%</b> |

| INDUSTRIAL                  | Three Months     |                  |           | Nine Months Ended   |                     |           |
|-----------------------------|------------------|------------------|-----------|---------------------|---------------------|-----------|
|                             | Sep 30, 2024     | Sep 30, 2023     | Change    | Sep 30, 2024        | Sep 30, 2023        | Change    |
| Rental Revenue              | 3,853,541        | 3,809,019        | 1%        | \$ 11,523,951       | \$ 10,993,326       | 5%        |
| Property Operating Expenses | (1,268,926)      | (1,350,484)      | (6%)      | (3,716,997)         | (3,586,253)         | 4%        |
| <b>NOI - IFRS Basis</b>     | <b>2,584,615</b> | <b>2,458,535</b> | <b>5%</b> | <b>\$ 7,806,954</b> | <b>\$ 7,407,073</b> | <b>5%</b> |

| MULTI-RESIDENTIAL           | Three Months     |                  |            | Nine Months Ended   |                     |            |
|-----------------------------|------------------|------------------|------------|---------------------|---------------------|------------|
|                             | Sep 30, 2024     | Sep 30, 2023     | Change     | Sep 30, 2024        | Sep 30, 2023        | Change     |
| Rental Revenue              | 2,145,107        | 2,075,573        | 3%         | \$ 6,369,857        | \$ 5,719,187        | 11%        |
| Property Operating Expenses | (725,153)        | (879,913)        | (18%)      | (2,345,143)         | (2,462,492)         | (5%)       |
| <b>NOI - IFRS Basis</b>     | <b>1,419,954</b> | <b>1,195,660</b> | <b>19%</b> | <b>\$ 4,024,714</b> | <b>\$ 3,256,695</b> | <b>24%</b> |

| MHCs                        | Three Months   |                |           | Nine Months Ended |                   |            |
|-----------------------------|----------------|----------------|-----------|-------------------|-------------------|------------|
|                             | Sep 30, 2024   | Sep 30, 2023   | Change    | Sep 30, 2024      | Sep 30, 2023      | Change     |
| Rental Revenue              | 515,723        | 479,003        | 8%        | \$ 1,272,824      | \$ 1,172,859      | 9%         |
| Property Operating Expenses | (189,049)      | (169,225)      | 12%       | (455,095)         | (434,655)         | 5%         |
| <b>NOI - IFRS Basis</b>     | <b>326,674</b> | <b>309,778</b> | <b>5%</b> | <b>\$ 817,729</b> | <b>\$ 738,204</b> | <b>11%</b> |

## Finance Costs

Finance fee amortization relates to fees paid on securing the Facility as defined below on the FCPT's various mortgages. Non-cash interest expense relates to the fair value adjustment to interest expense required under IFRS as a result of the assumed mortgages from the FCPT's various acquisitions.

|                           | Three Months Ended  |                     |           | Nine Months Ended    |                      |             |
|---------------------------|---------------------|---------------------|-----------|----------------------|----------------------|-------------|
|                           | Sep 30, 2024        | Sep 30, 2023        | Change    | Sep 30, 2024         | Sep 30, 2023         | Change      |
| Mortgage Interest         | \$ 2,654,369        | \$ 2,366,665        | 12%       | \$ 8,758,670         | \$ 9,192,181         | (5%)        |
| Credit facility Interest  | 378,017             | 869,090             | (57%)     | 1,333,823            | 1,390,989            | (4%)        |
| Finance Fee Amortization  | 427,962             | 181,658             | 136%      | 537,936              | 630,374              | (15%)       |
| Non-cash Interest Expense | (23,188)            | (37,359)            | (38%)     | (76,440)             | (112,076)            | (32%)       |
| <b>Finance Costs</b>      | <b>\$ 3,437,160</b> | <b>\$ 3,380,054</b> | <b>2%</b> | <b>\$ 10,553,989</b> | <b>\$ 11,101,468</b> | <b>(5%)</b> |

Finance costs for the three months ended September 30, 2024 and September 30, 2023 are higher due to a rise in mortgage interest costs offset by a reduction in the utilization of the Trust's credit facility and higher finance fee amortization. For the nine months ended September 30, 2024, finance costs were lower due to lower mortgage interest costs and lower finance fee amortization.

## General and Administrative Expenses

|                                     | Three Months Ended  |                     |            | Nine Months Ended   |                     |            |
|-------------------------------------|---------------------|---------------------|------------|---------------------|---------------------|------------|
|                                     | Sep 30, 2024        | Sep 30, 2023        | Change     | Sep 30, 2024        | Sep 30, 2023        | Change     |
| Asset Management Fees               | \$ 846,268          | \$ 848,379          | (0%)       | \$ 2,531,659        | \$ 2,543,842        | (0%)       |
| Performance Incentive Fees          | 194,428             | 90,457              | 115%       | 690,904             | 151,815             | 355%       |
| Public Company Expenses             | 184,077             | 115,366             | 60%        | 669,183             | 394,882             | 69%        |
| Office & General                    | 220,194             | 133,517             | 65%        | 556,433             | 555,611             | 0%         |
| <b>General &amp; Administrative</b> | <b>\$ 1,444,967</b> | <b>\$ 1,187,719</b> | <b>22%</b> | <b>\$ 4,448,179</b> | <b>\$ 3,646,150</b> | <b>22%</b> |

The YoY variance is largely due to an increase in the performance incentive fees associated to the sale of a property within the Center Ice Portfolio that occurred in January of 2024.

## Fair Value Gains

|                                  | Three Months Ended  |                       |               | Nine Months Ended    |                       |               |
|----------------------------------|---------------------|-----------------------|---------------|----------------------|-----------------------|---------------|
|                                  | Sep 30, 2024        | Sep 30, 2023          | Change        | Sep 30, 2024         | Sep 30, 2023          | Change        |
| Investment Properties            | \$ 4,586,576        | \$ (6,967,331)        | (166%)        | \$ 14,072,414        | \$ (4,816,035)        | (392%)        |
| Sale of Investment Properties    | -                   | -                     | -             | 217,088              | -                     | 100%          |
| Unit-based Compensation          | (257,182)           | 49,983                | (615%)        | (358,763)            | 480,773               | (175%)        |
| <b>Fair Value Gains (Losses)</b> | <b>\$ 4,329,394</b> | <b>\$ (6,917,348)</b> | <b>(163%)</b> | <b>\$ 13,930,739</b> | <b>\$ (4,335,262)</b> | <b>(421%)</b> |

## Sequential Quarterly Results

The following table shows the sequential changes from June 30, 2024 for a few key metrics:

|                             | Three Months Ended |               |                   |
|-----------------------------|--------------------|---------------|-------------------|
|                             | Sep 30, 2024       | Jun 30, 2024  | Sequential Change |
| Rental Revenue              | \$ 14,889,830      | \$ 15,086,655 | (1%)              |
| Property Operating Expenses | 5,199,858          | 5,429,080     | (4%)              |
| NOI - IFRS Basis            | 9,689,972          | 9,657,575     | 0%                |
| Finance Costs               | 3,437,160          | 3,560,033     | (3%)              |
| General & Admin Costs       | 1,444,967          | 1,517,097     | (5%)              |

## Co-Ownership Interests

The Trust's Properties have the following property interests and includes its proportionate share of the related assets, liabilities, revenue and expenses of these properties:

|                             | As at September 30, 2024 |                                     |                       |                         |
|-----------------------------|--------------------------|-------------------------------------|-----------------------|-------------------------|
|                             | Trust Wholly Owned       | Co-Owned at Proportionate Ownership | Total                 | Co-Owned at 100%        |
| Current Assets              | \$ 9,014,610             | \$ 12,633,207                       | \$ 21,647,817         | \$ 34,031,166           |
| Non-Current Assets          | 131,655,304              | 499,395,026                         | 631,050,330           | 1,107,154,061           |
| <b>Total Assets</b>         | <b>\$ 140,669,914</b>    | <b>\$ 512,028,233</b>               | <b>\$ 652,698,147</b> | <b>\$ 1,141,185,227</b> |
| Current Liabilities         | 20,038,434               | 35,666,824                          | 55,705,258            | 62,040,764              |
| Non-Current Liabilities     | 57,598,720               | 233,968,501                         | 291,567,221           | 519,276,883             |
| <b>Total Liabilities</b>    | <b>\$ 77,637,154</b>     | <b>\$ 269,635,325</b>               | <b>\$ 347,272,479</b> | <b>\$ 581,317,647</b>   |
| <b>Total Owners' Equity</b> | <b>\$ 63,032,760</b>     | <b>\$ 242,392,908</b>               | <b>\$ 305,425,668</b> | <b>\$ 559,867,580</b>   |

|                             | As at December 31, 2023 |                                     |                       |                         |
|-----------------------------|-------------------------|-------------------------------------|-----------------------|-------------------------|
|                             | Trust Wholly Owned      | Co-Owned at Proportionate Ownership | Total                 | Co-Owned at 100%        |
| Current Assets              | \$ 9,929,309            | \$ 13,289,549                       | \$ 23,218,858         | \$ 35,387,898           |
| Non-Current Assets          | 133,815,244             | 480,344,069                         | 614,159,313           | 1,070,466,058           |
| <b>Total Assets</b>         | <b>\$ 143,744,553</b>   | <b>\$ 493,633,618</b>               | <b>\$ 637,378,171</b> | <b>\$ 1,105,853,956</b> |
| Current Liabilities         | 29,203,767              | 108,085,035                         | 137,288,802           | 253,940,365             |
| Non-Current Liabilities     | 47,137,506              | 161,259,076                         | 208,396,582           | 333,720,174             |
| <b>Total Liabilities</b>    | <b>\$ 76,341,273</b>    | <b>\$ 269,344,111</b>               | <b>\$ 345,685,384</b> | <b>\$ 587,660,539</b>   |
| <b>Total Owners' Equity</b> | <b>\$ 67,403,280</b>    | <b>\$ 224,289,507</b>               | <b>\$ 291,692,787</b> | <b>\$ 518,193,417</b>   |

## FFO and AFFO

|  | Three Months Ended   |                     |                     | Nine Months Ended    |                      |
|--|----------------------|---------------------|---------------------|----------------------|----------------------|
|  | Sep 30, 2024         | Jun 30, 2024        | Sep 30, 2023        | Sep 30, 2024         | Sep 30, 2023         |
| <b>Cash Flows from Operating Activities</b>  | <b>\$ 10,160,161</b> | <b>\$ 7,307,810</b> | <b>\$ 8,394,305</b> | <b>\$ 25,576,520</b> | <b>\$ 20,831,046</b> |
| Add (deduct):                                |                      |                     |                     |                      |                      |
| Tenant Rental Deposits                       | (227,488)            | 7,208               | (4,180)             | (240,150)            | (135,043)            |
| Accounts Payable and Accrued Liabilities     | (764,018)            | (516,395)           | (391,650)           | (1,298,803)          | 808,293              |
| Restricted Cash                              | (6,392)              | 21,476              | (24,293)            | 24,405               | (44,960)             |
| Prepaid Expenses, Deposits & Other Assets    | (444,884)            | 2,260,479           | (955,591)           | 1,021,195            | (107,565)            |
| Accounts Receivable                          | (443,972)            | (409,144)           | (132,997)           | (744,339)            | 976,238              |
| Mortgage Receivable                          | -                    | -                   | -                   | -                    | -                    |
| Finance Fee Amortization                     | (427,962)            | (58,538)            | (181,658)           | (537,936)            | (630,374)            |
| Land Lease Amortization                      | (2,311)              | 53,322              | (2,719)             | 48,018               | 41,641               |
| Finance Costs, Net of Interest & Dividends   | (2,806,557)          | (3,835,245)         | (2,271,887)         | (9,507,413)          | (9,096,337)          |
| Unit Based Compensation Expense/(Recovery)   | (257,182)            | (93,821)            | 49,983              | (358,763)            | 480,773              |
| Straight-Line and Free Rent Adjustments      | (26,090)             | (46,476)            | 40,478              | (215,886)            | 138,350              |
| Non-Cash Interest Expense                    | 23,188               | 25,462              | 37,359              | 76,440               | 112,076              |
| Subtract Performance Fee Attributed to Gain  |                      | 3,037               | -                   | 205,020              |                      |
| <b>FFO</b>                                   | <b>\$ 4,776,493</b>  | <b>\$ 4,719,175</b> | <b>\$ 4,557,150</b> | <b>\$ 14,048,308</b> | <b>\$ 13,374,138</b> |
| Straight Line Rent and Free Rent Adjustments | 26,090               | 46,476              | (40,478)            | 215,886              | (138,350)            |
| Tenant Inducements, Leasing Costs & Capex    | (242,249)            | (241,439)           | (224,335)           | (715,478)            | (681,907)            |
| Non-Cash Interest Expense                    | (23,188)             | (25,462)            | (37,359)            | (76,440)             | (112,076)            |
| Unit Based Compensation Expense/(Recovery)   | 257,182              | 93,821              | (49,983)            | 358,763              | (480,773)            |
| <b>AFFO</b>                                  | <b>\$ 4,794,328</b>  | <b>\$ 4,592,570</b> | <b>\$ 4,204,994</b> | <b>\$ 13,831,039</b> | <b>\$ 11,961,032</b> |
| Gain on Sale of Investment Properties        | -                    | 4,605               | -                   | 1,366,801            | -                    |
| Performance Fee Attributable To Gain         | -                    | (3,037)             | -                   | (205,020)            | -                    |
| <b>FFO including Gain on Sale of Assets</b>  | <b>\$ 4,776,493</b>  | <b>\$ 4,720,743</b> | <b>\$ 4,557,150</b> | <b>\$ 15,210,089</b> | <b>\$ 13,374,138</b> |
| <b>AFFO including Gain on Sale of Assets</b> | <b>\$ 4,794,328</b>  | <b>\$ 4,594,138</b> | <b>\$ 4,204,994</b> | <b>\$ 14,992,820</b> | <b>\$ 11,961,032</b> |
| <b>FFO Per Unit</b>                          | <b>\$ 0.129</b>      | <b>\$ 0.128</b>     | <b>\$ 0.123</b>     | <b>\$ 0.380</b>      | <b>\$ 0.361</b>      |
| <b>AFFO Per Unit</b>                         | <b>\$ 0.130</b>      | <b>\$ 0.124</b>     | <b>\$ 0.114</b>     | <b>\$ 0.375</b>      | <b>\$ 0.323</b>      |
| <b>FFO including Gain on Sale of Assets</b>  | <b>\$ 0.129</b>      | <b>\$ 0.128</b>     | <b>\$ 0.123</b>     | <b>\$ 0.412</b>      | <b>\$ 0.361</b>      |
| <b>AFFO including Gain on Sale of Assets</b> | <b>\$ 0.130</b>      | <b>\$ 0.125</b>     | <b>\$ 0.114</b>     | <b>\$ 0.406</b>      | <b>\$ 0.323</b>      |
| <b>Distributions Per Unit</b>                | <b>\$ 0.130</b>      | <b>\$ 0.130</b>     | <b>\$ 0.130</b>     | <b>\$ 0.390</b>      | <b>\$ 0.390</b>      |
| <b>FFO Payout Ratio</b>                      | <b>100%</b>          | <b>102%</b>         | <b>105%</b>         | <b>103%</b>          | <b>108%</b>          |
| <b>AFFO Payout Ratio</b>                     | <b>100%</b>          | <b>105%</b>         | <b>114%</b>         | <b>104%</b>          | <b>121%</b>          |

The differences between the add back of FFO and AFFO is the deduction for straight-line rent, free rent, reserves for TIs/LCs, capital expenditures and the non-cash interest expense component for all assumed mortgages, offset by the deduction for unit-based compensation expense. Under RealPAC and the Trust, unit-based compensation expense is deducted for reporting FFO. However, the Trust adds back this expense for the purpose of calculating AFFO.

The increase in comparing AFFO for the three months and nine months ended September 30, 2024 over the three and nine months ended September 30, 2023 is largely due to the positive impact from net rent increases, offset by higher operating costs and finance costs.

AFFO is calculated largely in accordance with the guidelines set out by RealPAC and is defined as FFO less adjustments for non-cash items such as straight-line rent, free rent and noncash interest expense as well as normalized capital expenditures, tenant inducements and leasing charges. However, under RealPAC, unit-based compensation expense is deducted for reporting AFFO, but the Trust adds back this expense and includes cash gains on the sale of real estate properties calculated as gross proceeds less the actual cost of real estate including capitalized additions.



## PART V

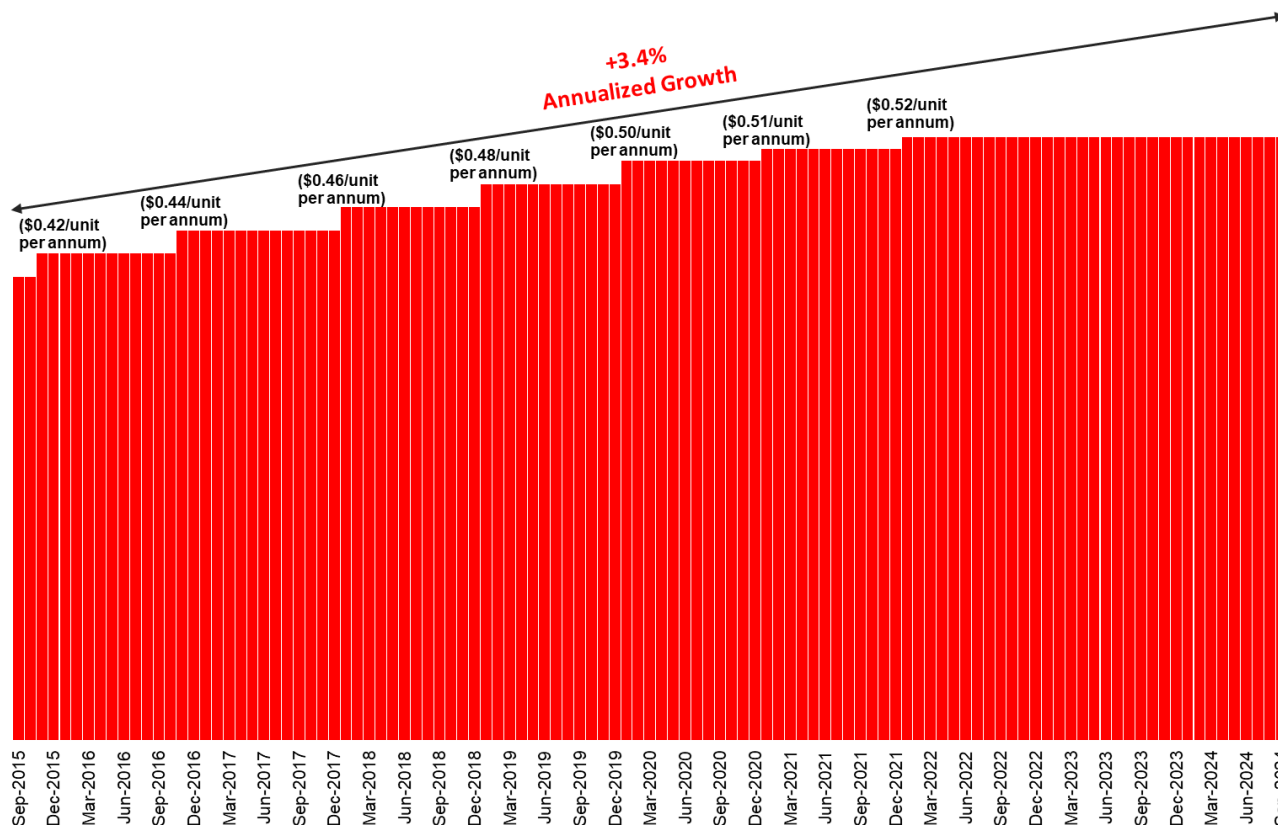
### CASH DISTRIBUTION

Since FCPT's inception in Q4/2012, distributions have been raised nine times in twelve years and represents a cumulative increase of 48.6% or 3.5% on an annualized basis. For 2023, distributions were approximately 89% Return of Capital with the remaining being taxable capital gains (2022 – 91% Return of Capital with the remaining being taxable capital gains).

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#### Historical Cash Distributions

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For the nine months ended September 30, 2024, distributions of \$0.04333 per unit were declared each month commencing in January 2024 through to September 2024.

The policy of the Trust is to pay cash distributions on or about the 15th day of each month to Unitholders of record on the last business day of the preceding month. Distributions paid to Unitholders who are non-residents of Canada will be subject to Canadian withholding tax.

## PAYOUT RATIO

The excess/(shortfall) of cash flow from operating activities over distributions and net income and comprehensive income over distributions for the three months ended September 30, 2024, June 30, 2024 and September 30, 2023 and nine months ended September 30, 2024 and September 30, 2023 are outlined below:

|   | Three Months Ended    |                       |                       | Nine Months Ended     |                        |
|---|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|
|   | Sep 30, 2024          | Jun 30, 2024          | Sep 30, 2023          | Sep 30, 2024          | Sep 30, 2023           |
| <b>Cash Flow From Operating Activities (A)</b>  | <b>\$ 10,160,161</b>  | <b>\$ 7,307,810</b>   | <b>\$ 8,394,305</b>   | <b>\$ 25,576,520</b>  | <b>\$ 20,831,046</b>   |
| <b>Net Cash Interest Expense</b>  |                       |                       |                       |                       |                        |
| Less: Mortgage Interest   | \$ (2,654,369)        | \$ (3,111,392)        | \$ (2,366,665)        | \$ (8,758,670)        | \$ (9,192,181)         |
| Less: Credit facility Interest  | (378,017)             | (415,565)             | (869,090)             | (1,333,823)           | (1,390,989)            |
| Add: Interest and Other Income  | 225,830               | 229,514               | 101,543               | 585,080               | 364,706                |
| <b>Net Cash Interest Expense (B)</b>  | <b>\$ (2,806,556)</b> | <b>\$ (3,297,443)</b> | <b>\$ (3,134,212)</b> | <b>\$ (9,507,413)</b> | <b>\$ (10,218,464)</b> |
| <b>Net Cash Flows from Operating Activities (A-B) = (C)</b>                                     | <b>\$ 7,353,605</b>   | <b>\$ 4,010,367</b>   | <b>\$ 5,260,093</b>   | <b>\$ 16,069,107</b>  | <b>\$ 10,612,582</b>   |
| <b>Net Income &amp; Comprehensive Income (D)</b>  | <b>\$ 9,363,069</b>   | <b>\$ 8,884,882</b>   | <b>\$ (2,410,181)</b> | <b>\$ 28,132,790</b>  | <b>\$ 8,558,103</b>    |
| <b>Distributions (E)</b>  | <b>\$ 4,799,967</b>   | <b>\$ 4,799,968</b>   | <b>\$ 4,799,918</b>   | <b>\$ 14,399,909</b>  | <b>\$ 14,422,454</b>   |
| <b>Excess / (Shortfall) of Net Cash Flow From Operating Activities Over Distributions (C-E)</b> | <b>\$ 2,553,638</b>   | <b>\$ (789,601)</b>   | <b>\$ 460,175</b>     | <b>\$ 1,669,198</b>   | <b>\$ (3,809,871)</b>  |
| <b>Excess / (Shortfall) of Net Income &amp; Comprehensive Income Over Distributions (D-E)</b>   | <b>\$ 4,563,102</b>   | <b>\$ 4,084,914</b>   | <b>\$ (7,210,099)</b> | <b>\$ 13,732,881</b>  | <b>\$ (5,864,350)</b>  |

For the three months ended June 30, 2024 and nine months ended September 30, 2023, the Trust had a shortfall of net cash flow from operating activities over distributions. The shortfall was covered from existing cash resources which includes the Trust's Credit Facility.

## DISTRIBUTION REINVESTMENT PLAN (DRIP)

Under the terms of the DRIP, FCPT's Unitholders may elect to automatically reinvest all or a portion of their regular monthly distributions in additional Trust Units, without incurring brokerage fees or commissions. Units purchased through the DRIP are acquired at the weighted average closing price of the Trust Units in the five trading days immediately prior to the distribution payment date, either in the open market or be issued directly from FCPT's treasury based on a floor price to be set at the discretion of the board of trustees. Currently, there are 257,075 units reserved under the DRIP.

For the nine months ended September 30, 2023, 234 Trust Units were issued from treasury for total gross proceeds of \$1,250 to Unitholders who elected to receive their distributions in units under the DRIP. For the nine months ended September 30, 2024, no units were issued from treasury under the DRIP.

## PART VI

### BALANCE SHEET

Included in the following section is a discussion of the various components of the balance sheet.

#### Investment Properties

As at September 30, 2024, the Trust's property portfolio consisted of 73 properties (including Assets Held for Sale) with a fair value of \$633.3 million, in comparison to the \$618.1 million reported as at December 31, 2023. The investment portfolio valuation (excluding Assets Held for Sale) is allocated by property type as follows:

|                           | Retail and<br>Commercial | Industrial     | Multi-residential | Manufactured<br>Housing<br>Communities | Total          |
|---------------------------|--------------------------|----------------|-------------------|--|----------------|
| <b>December 31, 2022</b>  | \$ 302,843,414           | \$ 196,287,903 | \$ 98,929,635     | \$ 18,244,758                          | \$ 616,305,710 |
| Acquisitions              | -                        | -              | -                 | 3,022,658                              | 3,022,658      |
| Assets Held for Sale      | (5,350,393)              | -              | -                 | -                                      | -              |
| Capital Expenditures      | 826,349                  | 554,408        | 90,083            | -                                      | 1,470,840      |
| Straight-line Rents       | 114,666                  | 102,149        | -                 | -                                      | 216,815        |
| Fair Value Adjustment     | (8,557,328)              | 1,585,998      | 1,669,790         | 485,505                                | (4,816,035)    |
| <b>September 30, 2023</b> | 289,876,708              | 198,530,458    | 100,689,508       | 21,752,921                             | 610,849,595    |
| Acquisitions              | 17,941                   | 13,009         | -                 | -                                      | 30,950         |
| Dispositions              | (1,260,000)              | -              | -                 | (194,750)                              | (1,454,750)    |
| Assets Held for Sale      | 1,463,912                | -              | -                 | -                                      | 1,463,912      |
| Capital Expenditures      | 979,508                  | 441,698        | 308,712           | 6,750                                  | 1,736,668      |
| Straight-line Rents       | (20,494)                 | 35,273         | -                 | -                                      | 14,779         |
| Fair Value Adjustment     | 1,703,685                | 320,837        | (665,852)         | 159,489                                | 1,518,159      |
| <b>December 31, 2023</b>  | \$ 292,761,260           | \$ 199,341,275 | \$ 100,332,368    | \$ 21,724,410                          | \$ 614,159,313 |
| Dispositions              | -                        | -              | -                 | (67,685)                               | (67,685)       |
| Capital Expenditures      | 558,672                  | 2,025,408      | 545,357           | -                                      | 3,129,437      |
| Straight-line Rents       | (71,780)                 | 74,493         | -                 | -                                      | 2,713          |
| Fair Value Adjustment     | 14,047,902               | (4,697,254)    | 4,408,858         | 67,046                                 | 13,826,552     |
| <b>September 30, 2024</b> | \$ 307,296,054           | \$ 196,743,922 | \$ 105,286,583    | \$ 21,723,771                          | \$ 631,050,330 |

For the three and nine months ended September 30, 2024, senior management of the Trust valued the Investment Properties using the overall capitalization method. Investment properties are valued on a highest and best use basis. For all of the Trust's investment properties, the current use is considered the best use. Fair value was determined by applying a capitalization rate to stabilized net operating income ("Stabilized NOI"). Stabilized NOI incorporates allowances for vacancy, management fees and structural reserves for tenant inducements and capital expenditures to which a capitalization rate is applied that is deemed appropriate for investment property. Capitalization rates are based on many factors, including but not limited to the asset location, type, size and quality of the asset and taking into account any available market data at the valuation date.

Properties are typically independently appraised at the time of acquisition or refinancing when required. When an independent appraisal is obtained, the Trust assesses all major inputs used by the independent valuers in preparing their reports and holds discussions with them on the reasonableness of their assumptions. The reports are then used by the Trust for consideration in preparing the valuations as reported in these consolidated financial statements.

Capitalization rates used in the valuation of investment properties as of September 30, 2024 are based on current market data.

The Trust continues to review its cash flow projections, liquidity and the estimated fair value of its real estate portfolio in these challenging times. Capitalization rates could change materially as additional market data becomes available.

The properties independently appraised each year represent a subset of the property types and geographic distribution of the overall portfolio. A breakdown of the aggregate fair value of investment properties independently appraised each quarter, in accordance with the Trust's policy, is as follows:

|       | 2024                            |                    |                             | 2023                            |                    |                             |
|-------|---------------------------------|--------------------|-----------------------------|---------------------------------|--------------------|-----------------------------|
|       | Number of investment properties | Fair value at 100% | Fair value at Trust's share | Number of investment properties | Fair value at 100% | Fair value at Trust's share |
| Q1    | 2                               | \$ 172,560,000     | \$ 86,280,000               | -                               | -                  | -                           |
| Q2    | -                               | -                  | -                           | -                               | -                  | -                           |
| Q3    | -                               | -                  | -                           | 6                               | 77,900,000         | 38,950,000                  |
| Total | 2                               | \$ 172,560,000     | \$ 86,280,000               | 6                               | \$ 77,900,000      | \$ 38,950,000               |

Investment Properties measured at fair value are categorized by level according to the inputs used. The Trust has classified these inputs as Level 3. With the exception of the acquisition and dispositions of investment properties as further described in note 4 of the condensed consolidated interim financial statements, there have been no transfers into or out of Level 3 in the current year. Significant unobservable inputs in Level 3 valuations are as follows:

| September 30, 2024                   | Retail & Commercial | Industrial    | Multi-Residential | Manufactured Housing Communities | Weighted Average |
|--------------------------------------|---------------------|---------------|-------------------|----------------------------------|------------------|
| Capitalization Rate Range            | 4.50% - 8.00%       | 6.00% - 6.50% | 5.25% - 5.50%     | 6.00% - 6.25%                    | 6.26%            |
| Weighted Average Capitalization Rate | 6.66%               | 6.19%         | 5.28%             | 6.12%                            | 6.26%            |

| December 31, 2023                    | Retail & Commercial | Industrial    | Multi-Residential | Manufactured Housing Communities | Weighted Average |
|--------------------------------------|---------------------|---------------|-------------------|----------------------------------|------------------|
| Capitalization Rate Range            | 4.50% - 8.00%       | 5.00% - 9.03% | 4.75% - 5.50%     | 5.00% - 6.75%                    | 6.02%            |
| Weighted Average Capitalization Rate | 6.68%               | 5.62%         | 5.03%             | 5.41%                            | 6.02%            |

### Sale of Investment Properties

On December 4, 2023, the Trust completed the sale of a retail property from the Centre Ice Retail Portfolio, for gross proceeds of approximately \$2.0 million. The Trust's pro-rata share of the gross proceeds was \$1.4 million. The Trust recognized a gain on sale of \$0.1 million.

On January 30, 2024, the Trust completed the sale of a retail property from the Centre Ice Retail Portfolio, for gross proceeds of approximately \$3.0 million. The Trust's pro-rata share of the gross proceeds was \$2.1 million. The Trust recognized a gain on sale of \$0.2 million.

### Mortgages Receivable

As part of one of the dispositions of the Centre Ice Retail Portfolio properties in 2021, a mortgage was taken back from the purchaser for \$1.0 million. Terms are 5% interest only, two year term, fully open for repayment prior to maturity on March 1, 2023 and fully secured against the disposed property. The Trust's portion of the mortgage receivable is \$0.7 million. In 2023, the mortgage receivable was paid back in full.

Two mortgage take backs occurred as the result of the sale of an office property in Barrie, Ontario for \$8.4 million on December 29, 2022. In December of 2023, the vendor take back mortgage was renewed that required the borrower to repay the \$1.6 million due on the 5 year term structure as well as to make a principal payment of \$1.8 million towards the \$6.8 million that was otherwise due by the end of 2023. The renegotiated agreement now requires the borrower to repay the remaining \$5.0 million by January 1, 2025, interest only and at the greater of the floating rate of 10% per annum or Bank Prime plus 2.8%.

On June 13, 2024, the Trust invested \$0.5 million in a \$2.5 million second mortgage secured by a property located in Pointe Claire Quebec. Interest is at the greater of 13% per annum or the TD Canada Posted Bank Prime Rate of interest plus 5.8% with a term of 12 months.

## Assets Held for Sale

For the three and nine months ended September 30, 2024, the Trust has listed for sale two retail properties within the Center Ice Retail Portfolio. The properties have been classified as Assets Held for Sale at their fair value of approximately \$2.2 million. No debt remained on these properties and as a result there are no liabilities associated with the assets held for sale.

## Current Assets

Current assets as at September 30, 2024, June 30, 2024 and September 30, 2023 consisted of the following:

|   | Sep 30, 2024         | Jun 30, 2024         | Sep 30, 2023         |
|---|----------------------|----------------------|----------------------|
| Accounts Receivable                       | \$ 1,667,835         | \$ 2,111,807         | \$ 2,155,856         |
| Prepaid Expenses, Deposits & Other Assets | 4,764,316            | 5,254,601            | 3,752,615            |
| Cash & Cash Equivalents                   | 7,307,824            | 5,382,776            | 5,895,026            |
| Restricted Cash                           | 165,499              | 171,891              | 156,081              |
| Mortgages Receivable                      | 5,500,000            | 5,500,000            | 6,825,000            |
| Assets Held for Sale                      | 2,242,343            | 2,242,343            | 5,350,393            |
|   | <b>\$ 21,647,817</b> | <b>\$ 20,663,418</b> | <b>\$ 24,134,971</b> |

Accounts receivable consist mainly of tenant receivables, and Harmonized Sales Tax (“HST”) and Quebec Sales Tax (“QST”) recoveries from the Canada Revenue Agency and Revenue Quebec, respectively. Prepaid expenses, deposits and other assets consist mainly of prepaid property taxes, insurance, utility deposits, deferred financing costs related to the Facility, acquisition deposits and the capitalization of free rent provided to tenants as required under IFRS. Restricted Cash represents realty tax escrows requested by the lender on the Guelph Retail Portfolio mortgage. Mortgages Receivable consists of mortgages taken back from the sale of investment properties.

## CONTRACTUAL OBLIGATIONS

The Trust's contractual obligations over the next few years are as follows:

|  | Less than 1 Year     | 1 - 2 Years          | >2 Years              | Total                 |
|--|----------------------|----------------------|-----------------------|-----------------------|
| Mortgages                                | \$ 29,208,812        | \$ 18,161,065        | \$ 270,831,825        | \$ 318,201,702        |
| Credit facility                          | 16,700,000           | -                    | -                     | 16,700,000            |
| Tenant Rental Deposits                   | 612,950              | 314,769              | 2,155,408             | 3,083,127             |
| Distribution Payable                     | 1,599,990            | -                    | -                     | 1,599,990             |
| Land Lease Liability                     | 48,367               | 49,801               | 52,766                | 150,934               |
| Accounts Payable and Accrued Liabilities | 7,535,139            | -                    | -                     | 7,535,139             |
|  | <b>\$ 55,705,258</b> | <b>\$ 18,525,635</b> | <b>\$ 273,039,999</b> | <b>\$ 347,270,892</b> |

## DEBT STRATEGY

FCPT's objectives when managing capital are to safeguard its ability to continue as a going concern and to generate sufficient returns to provide unitholders with stable cash distributions. The Trust's capital currently consists of bank indebtedness, mortgages and unitholders' equity.

FCPT's Declaration of Trust permits the Trust to incur or assume indebtedness, provided that after giving effect to incurring or assuming any indebtedness (as defined in the Declaration of Trust), the amount of such indebtedness of the Trust is not more than 75% of the gross book value of FCPT's total assets. Gross Book Value ("GBV") is defined in the Declaration of Trust as "at any time, the book value of the assets of the Trust and its consolidated subsidiaries, as shown on its then most recent consolidated balance sheet, plus the amount of accumulated depreciation and amortization in respect of such assets (and related intangible assets) shown thereon or in the notes thereto plus the amount of future income tax liability arising out of indirect acquisitions and excluding the amount of any receivable reflecting interest rate subsidies on any debt assumed by the Trust shown thereon or in the notes thereto, or if approved by a majority of the Trustees at any time, the appraised value of the assets of the Trust and its consolidated subsidiaries may be used instead of book value." As at September 30, 2024 and September 30, 2023, the ratio of such indebtedness to gross book value was 51.3% and 52.9% respectively, which complies with the requirement in the Declaration of Trust and is consistent with the Trust's objectives.

With respect to the bank indebtedness, the Trust must maintain ratios including minimum Unitholders' equity, maximum debt/GBV, minimum interest service and debt service coverage ratios. The Trust monitors these ratios and was in compliance with these requirements throughout the three and nine months ended September 30, 2024 and September 30, 2023.

In addition to the above key ratios, FCPT's mortgages has various covenants calculated as defined within these agreements. The Trust monitors these covenants and was in compliance as at September 30, 2024 and September 30, 2023.

## DEBT STRUCTURE

### Mortgages

The following tables show the scheduled principal and interest payments of the FCPT's mortgages outstanding. The weighted average interest rate at the end of September 30, 2024 was 4.2% (3.7% as at December 31, 2023) and weighted average repayment term of approximately 5.6 years (3.4 years as at December 31, 2023).

|                        | Scheduled<br>Principal<br>Repayments | Debt Maturing<br>During The Period | Total Mortgages<br>Payable | Scheduled Interest<br>Payments |
|------------------------|--------------------------------------|------------------------------------|----------------------------|--------------------------------|
| 2024                   | 1,272,855                            | 12,109,178                         | 13,382,033                 | 2,911,027                      |
| 2025                   | 4,974,570                            | 13,186,495                         | 18,161,065                 | 9,652,552                      |
| 2026                   | 4,792,909                            | 41,935,043                         | 46,727,952                 | 12,318,125                     |
| 2027                   | 4,177,667                            | 17,040,957                         | 21,218,624                 | 10,459,417                     |
| 2028                   | 4,216,288                            | 25,862,596                         | 30,078,884                 | 9,722,678                      |
| Thereafter             | 13,402,597                           | 175,230,547                        | 188,633,144                | 28,718,976                     |
| Face Value             | \$ 32,836,886                        | \$ 285,364,816                     | \$ 318,201,702             | \$ 73,782,775                  |
| <b>Total Mortgages</b> |                                      |                                    | <b>\$ 318,201,702</b>      |                                |

|                                     | September 30, 2024    | December 31, 2023     |
|-------------------------------------|-----------------------|-----------------------|
| Current:                            |                       |                       |
| Mortgages                           | \$ 29,208,812         | \$ 97,523,508         |
| Mark to Market on Assumed Mortgages | -                     | 76,440                |
|                                     | \$ 29,208,812         | \$ 97,599,948         |
| Non-Current:                        |                       |                       |
| Mortgages                           | \$ 288,992,890        | \$ 206,192,164        |
|                                     | \$ 288,992,890        | \$ 206,192,164        |
| <b>Total Mortgages</b>              | <b>\$ 318,201,702</b> | <b>\$ 303,792,112</b> |

On January 16, 2023, the Trust closed on an early renewal of a \$35.9 million mortgage on our Waterloo Industrial Portfolio. The terms of the loan are at a 4.77% fixed interest rate, 7 year term and a 30 year amortization. The Trust's 70% portion of the loan was \$25.1 million.

On April 13, 2023, the Trust increased the size of the Montreal Industrial Portfolio mortgage by \$10 million increasing the outstanding balance to \$53.9 million. The blended interest rate on the loan was 4.84%, 7 year term and a 30 year amortization. The Trust has a 50% interest in the mortgage.

On March 8, 2024, the Trust refinanced seven retail properties that are part of the joint arrangement within the Crombie Retail Portfolio for approximately \$55.5 million, excluding transaction costs. The Trust's portion of the mortgages are approximately \$27.8 million. The mortgages have a 5.34% interest rate, 30 year amortization and 4.5 year term.

On May 9, 2024, the Trust closed on the refinancing of a first mortgage with a Canadian Chartered Bank on properties within the FCR Retail Portfolio for \$110 million. Terms of the mortgage are fixed at 5.43%, 10 year term, and a 30 year amortization with a maturity date of May 9, 2034. The Trust has a 50% interest in the mortgage.

On July 9, 2024 the Trust closed on the refinancing of a first mortgage with a Canadian Chartered Bank on the Ottawa Apartment Complex for \$10.0 million. Terms of the mortgage are fixed at 5.05%, 7 year term, and a 30 year amortization with a maturity date of July 7, 2031. The Trust has a 50% interest in the mortgage.

On September 10, 2024, the Trust closed on the financing of a first mortgage with a Canadian Chartered Bank on a property located in Dartmouth Nova Scotia for \$11.2 million. Terms of the mortgage are fixed at 3.88%, 10 year term, and a 35 year amortization with a maturity date of December 1, 2034. The Trust has a 100% interest in the mortgage.

On October 2, 2024, the Trust repaid a \$12 million maturing mortgage on a property located in Guelph, Ontario with existing cash resources and the Trust's Credit Facility.

During the remainder of 2024, there are no further mortgages maturing.

### Revolving Operating Facility

FCPT has entered into a Revolving Operating Facility (the "Facility") with a Canadian Chartered Bank (the "Bank") fully secured by first charges against certain investment properties that consists of a credit facility and bank indebtedness. On September 30, 2024, the total amount available under the Facility was \$19.0 million. Interest on the credit facility and bank indebtedness is predominantly charged at a rate that varies with bank prime and may have a component with a fixed interest rate established based on a formula linked to the Canadian Overnight Repo Rate Averages ("CORRA"). Amounts drawn under the Facility are due to be repaid at the maturity date on October 31, 2025. Amounts drawn under the Facility at September 30, 2024 was \$9,100,000 (December 31, 2023 – \$14,100,000).

## Line of Credit

FCPT has entered into a Line of Credit (the “LOC”) with a Canadian Chartered Bank (the “Bank”) fully secured by first charges against the Merivale Mall Property. On September 30, 2024, the total amount available under the LOC was \$22.0 million. The interest rate is based on a calculated formula using the Bank’s prime lending rate or a formula linked to CORRA. Amounts drawn under the LOC are due to be repaid at the maturity date on November 30, 2025. Amounts drawn under the credit facility at September 30, 2024 was \$7,600,000 (December 31, 2023 – \$17,200,000).

Within the Montreal Industrial Portfolio, where the Trust is a 50% co-owner of the joint arrangement, an LOC with a Bank was established. The interest rate is based on a calculated formula using the Bank’s prime lending rate. There were no amounts drawn on the credit facility at September 30, 2024 (December 31, 2023 – nil).

## Land Lease Liability

On May 9, 2019, as part of the FCR Retail Portfolio the joint arrangement assumed a land lease on a retail property located in Ottawa, Ontario. Rent is subject to adjustment every 5 years based on inflationary adjustment by the lessor. From May 9, 2019 until April 1, 2023, the terms of the land lease were gross annual payments of \$101,040 per annum. Subsequently the terms of the land lease were increased to \$111,265 per annum up to the maturity date on April 1, 2027. The land lease liability is calculated in accordance with IFRS 16, using a present value of the remaining lease payments, discounted using the incremental borrowing rate of 6.25% for the term of the lease. The Trust’s pro-rata portion of the lease liability is as follows:

| <b>Lease Liability</b> |                        |                      |                                 |                           |
|------------------------|------------------------|----------------------|---------------------------------|---------------------------|
|                        | <b>Opening Balance</b> | <b>Lease Payment</b> | <b>Imputed Interest Expense</b> | <b>Ending Balance</b>     |
| 2024                   | 152,521                | -                    | 2,311                           | 154,832                   |
| 2025                   | 154,832                | (55,633)             | 7,069                           | 106,268                   |
| 2026                   | 106,268                | (55,633)             | 4,034                           | 54,669                    |
| 2027                   | 54,669                 | (55,633)             | 964                             | -                         |
|                        |                        |                      |                                 | <b>September 30, 2024</b> |
| Current                |                        |                      | \$                              | 48,367                    |
| Non-Current            |                        |                      |                                 | 104,154                   |
| Total                  |                        |                      | \$                              | 152,521                   |

## UNITHOLDERS’ EQUITY

Unitholders’ equity as at September 30, 2024 was \$305,425,668 (December 31, 2023 – \$291,692,787).

The change in Trust Units is as follows:

|   | <b>Number of Units</b> | <b>Amount</b>  |
|---|------------------------|----------------|
| <b>Balance, December 31, 2022</b>                                 | 37,100,097             | \$ 218,710,639 |
| Issuance of Units from Distribution Reinvestment Plan (note 8(d)) | 234                    | 1,250          |
| Normal Course Issuer Bid (note8(h))                               | (174,900)              | (969,018)      |
| <b>Balance, September 30, 2023</b>                                | 36,925,197             | 217,741,621    |
| Issuance of Units from Distribution Reinvestment Plan (note 8(d)) | 485                    | 2,500          |
| <b>Balance, December 31, 2023</b>                                 | 36,925,682             | 217,744,121    |
| <b>Balance, September 30, 2024</b>                                | 36,925,682             | 217,744,121    |



## **Unit Purchase Plan (UPP)**

Unitholders who elect to receive Trust Units under the DRIP may also enroll in FCPT's Unit Purchase Plan. The UPP gives each Unitholder who is resident in Canada the right to purchase additional units of the Trust monthly. Under the terms of the UPP, FCPT's Unitholders may purchase a minimum of \$1,000 of Units on each Monthly Purchase Date and maximum purchases of up to \$12,000 per annum. The aggregate number of Units that may be issued may not exceed 2% of the Units of the Trust per annum.

Registered Unitholders may enroll in the DRIP and the UPP by completing a form and submitting to Equity Financial Trust Company at the address set out in the form, or contact the Trust for copies of the forms. Beneficial Unitholders are encouraged to see their broker or other intermediary for enrolment information. The expected level of insider participation by management and trustees of the Trust under the DRIP and the UPP is currently not known. The DRIP and the UPP are subject to certain limitations and restrictions; interested participants are encouraged to review the full text of the DRIP and UPP at [www.firmcapital.com](http://www.firmcapital.com).

## **UNIT BASED LIABILITIES**

### **Option Plan**

Under the Trust's unit option plan, the aggregate number of unit options reserved for issuance at any given time shall not exceed 10% of the number of outstanding Trust Units. As at September 30, 2024, the Trust has 1,970,000 Trust Unit options issued and outstanding at a fair market value of \$332,292 consisting of the following issuances:

On August 14, 2019, the Trust granted 1,400,000 Trust Unit options at a weighted average exercise price of \$6.40 per Trust Unit. 1,290,000 unit options fully vested on the date of the grant with the remaining 110,000 vesting at one-third each year for the next three years and expired on August 14, 2024.

On December 1, 2020, the Trust granted 400,000 Trust Unit options at a weighted average exercise price of \$6.75 per Trust Unit. 360,000 unit options fully vested on the date of the grant with the remaining 40,000 vesting at one-third each year for the next three years and expire on December 1, 2025. The balance as at September 30, 2024 was 340,000 Trust unit options.

On March 15, 2021, the Trust granted 10,000 Trust Unit options at a weighted average exercise price of \$6.75 per Trust Unit. 3,333 unit options fully vest on the date of the grant with the remaining 6,667 vesting over the following 2 years and expire on March 15, 2026. The balance as at September 30, 2024 was 10,000 Trust unit options.

On June 14, 2022, the Trust granted 1,740,000 Trust Unit options at a weighted average exercise price of \$7.10 per Trust Unit. 1,360,000 unit options fully vest on the date of the grant with the remaining 380,000 vesting over 3 years and expire on June 14, 2027. The balance as at September 30, 2024 was 1,620,000.

Unit-based compensation related to the aforementioned unit options was an expense of \$182,479 for the three months ended September 30, 2024 and an expense of \$213,542 for the nine months ended September 30, 2024 (three months ended September 30, 2023 recovery of \$40,416 and a recovery \$481,137 for the nine months ended September 30, 2023). Unit-based compensation was determined using the Black-Scholes option pricing model and based on the following assumptions:

|                              | As at September 30, 2024 | As at December 31, 2023 |
|------------------------------|--------------------------|-------------------------|
| Expected Option Life (Years) | 2.5                      | 2.9                     |
| Risk Free Interest Rate      | 2.83%                    | 3.54%                   |
| Distribution Yield           | 9.04%                    | 10.90%                  |
| Expected Volatility          | 21.46%                   | 21.54%                  |

Expected volatility is based in part on the historical volatility of the Trust Units consistent with the expected life of the option. The risk free interest rate of return is the yield on zero-coupon Government of Canada bonds of a term consistent with the expected option life.

The estimated fair value of an option under the Trust's unit option plan at the date of grants were \$0.36, \$0.34, \$0.16 and \$0.43 per unit option for November 8, 2018, August 14, 2019, December 1, 2020 and June 14, 2022 issuances, respectively.

### Deferred Trust Units

On August 1, 2018, the Trust adopted a Deferred Trust Unit ("DTU") plan. Under the terms of the plan, any units issued must be issued at a unit price which is at the volume weighted average trading price of the units on the TSX for the five days trading immediately preceding the date on which DTUs are granted. Distributions equivalents are awarded in respect of the DTU holders on the same basis as unitholders and credited to the DTU holders account as additional DTUs. For the nine months ended September 30, 2024, 98,756 DTUs were issued at a weighted average price of \$5.07 (September 30, 2023 – 32,793 DTUs were issued at a weighted average price of \$5.31). As at September 30, 2024, the outstanding liability was \$926,272 (December 31, 2023 – \$297,958).

### RELATED PARTY TRANSACTIONS

Transactions with related parties are in the normal course of business and are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties, and are measured at fair value.

#### Asset Management Agreement

FCPT has entered into an Asset Management Agreement with FCRPI and Firm Capital Property Limited Partnership has entered into a Performance Incentive agreement, entities indirectly related to certain trustees and management of FCPT. The term of the contract is initially ten years and automatically renews for successive five year periods. Details of the Asset Management Agreement are posted on SEDAR ([www.SEDAR.com](http://www.SEDAR.com)) and in the notes to the financial statements.

For the nine months ended September 30, 2024 and September 30, 2023, Asset Management Fees were \$2,531,659 and \$2,543,842; Acquisition Fees were \$nil and \$21,977; Placement fees were \$219,444 and \$327,467; and Performance Incentive Fees were \$690,903 and \$151,815, respectively.

Asset Management and Performance Incentive Fees are recorded in General and Administrative expenses while Acquisition and Placement Fees are capitalized to Investment Properties, Mortgages and Unitholders' Equity on the consolidated balance sheet.

Unrealized Performance Incentive Fees, pursuant to the Asset Management Agreement with the Asset Manager, are a contingent liability of the Trust in the event of contract termination or asset disposition and represent approximately \$15.0 million as being contingently payable to the Asset Manager. The respective Net Asset Value of the assets of the Trust has been reduced accordingly due to the treatment of the contingent liability.

## **Property Management Agreement**

FCPT has entered into a Property Management Agreement with FCPMC, an entity indirectly related to certain trustees and management of FCPT. The term of the contract is initially ten years and automatically renews for successive five year periods. Details of the Property Management Agreement are posted on SEDAR ([www.SEDAR.com](http://www.SEDAR.com)) and in the notes to the financial statements.

For the nine months ended September 30, 2024 and September 30, 2023, Property Management Fees were \$1,075,404 and \$983,119 and Commercial Leasing Fees were \$79,093 and \$67,315, respectively.

Property Management Fees are charged monthly. Commercial leasing and renewal fees are charged on a per lease basis.

## **PART VII**

### **RESPONSIBILITY OF MANAGEMENT AND THE BOARD OF TRUSTEES**

Management is responsible for the information disclosed in this MD&A, and has in place the appropriate information systems, procedures and controls to ensure that the information used internally by management and disclosed externally is materially complete and reliable. In addition, FCPT's Audit Committee and Board of Trustees provide an oversight role with respect to all public financial disclosures by FCPT, and have reviewed and approved this MD&A and the condensed consolidated interim financial statements as at September 30, 2024 and September 30, 2023.

#### **Controls And Procedures**

FCPT maintains appropriate information systems, procedures and controls to ensure that information disclosed externally is complete, reliable, and timely. The Trust's Chief Executive Officer and Chief Financial Officer evaluated, or caused an evaluation under their direct supervision of, the design and operating effectiveness of FCPT's disclosure controls and procedures (as defined in National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings as at September 30, 2024 and have concluded that such disclosure controls and procedures were appropriately designed and were operating effectively.

FCPT has also established adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of FCPT's financial reporting and the preparation of the financial statements for external purposes in accordance with IFRS. The Trust's Chief Executive Officer and the Chief Financial Officer assessed, or caused an assessment under their direct supervision, of the design and operating effectiveness of FCPT's internal controls over financial reporting (as defined in National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings) as at September 30, 2024. Based on that assessment, it was determined that FCPT's internal controls over financial reporting were appropriately designed and were operating effectively. In addition, the Trust did not make any changes to the design of FCPT's internal controls over financial reporting during the three and nine months ended September 30, 2024 and September 30, 2023 that would have materially affected or would be reasonably likely to materially affect FCPT's internal controls over financial reporting.

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

#### **SIGNIFICANT ACCOUNTING POLICIES**

Significant accounting policies applied by the Trust are described in note 2 of FCPT's consolidated financial statements for the year ended December 31, 2023 and accordingly should be read in conjunction with them.

#### **Estimates**

The critical accounting estimates have been set out in FCPT's consolidated financial statements for the year ended December 31, 2023 and accordingly should be read in conjunction with them.

## **Critical Judgement**

Critical judgments have been set out in the consolidated financial statements for the year ended December 31, 2023 and accordingly should be read in conjunction with them.

## **RISKS AND UNCERTAINTIES**

FCPT is faced with the following ongoing risk factors, among others, that would affect Unitholders' equity and FCPT's ability to generate returns. All real property investments are subject to elements of risk. General economic conditions, local real estate markets, supply and demand for leased premises, competition from other available premises and various other factors affect such investments. The Trust's properties are located across Canada. As a result, our properties are impacted by factors specifically affecting their respective real estate markets. These factors may differ from those affecting the real estate markets in other regions of Canada.

### *LIQUIDITY & GENERAL MARKET CONDITIONS*

FCPT faces the risk associated with general market conditions and their potential consequent effects. Current general market conditions may include, among other things, the insolvency of market participants, tightening lending standards and decreased availability of cash, and changes in unemployment levels, retail sales levels, and real estate values along with access to capital. These market conditions may affect occupancy levels and FCPT's ability to obtain credit on favorable terms or to conduct financings through the public market.

### *REAL PROPERTY OWNERSHIP AND TENANT RISKS*

Real property investments are relatively illiquid. This illiquidity will tend to limit the ability of the Trust to respond to changing economic or investment conditions. If the Trust were to be required to liquidate assets quickly, there is a risk the proceeds realized from such sale would be less than the book value of the assets or less than what could be expected to be realized under normal circumstances. By specializing in certain types of real estate, the Trust is exposed to adverse effects on that segment of the real estate market and does not benefit from a broader diversification of its portfolio by property class.

All real property investments are subject to elements of risk. The value of real property and any improvements thereto depend on the credit and financial stability of tenants and upon the vacancy rates of the properties. The properties generate revenue through rental payments made by the tenants thereof. The ability to rent unleased space in 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. Cash available for distribution will be adversely affected 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 leased on economically favorable lease terms. If properties do not generate revenues sufficient to meet operating expenses, including debt service and capital expenditures, this could have a material adverse effect on FCPT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units.

Historical occupancy rates and revenues are not necessarily an accurate prediction of the future occupancy rates for FCPT's properties or revenues to be derived therefrom. Reported estimates of market rent can be seasonal and the significance of any variations from quarter to quarter would materially affect FCPT's annualized estimated gain-to-lease amount. 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 the Trust due to internal and external limitations on its ability to charge these new market-based rents in the short term.

## *COMPETITION*

Many of the sectors in which the Trust operates are highly competitive. The Trust faces competition from many sources, including from other buildings in the immediate vicinity of the properties and the broader geographic areas where FCPT's properties are and will be located. In addition, overbuilding in the geographic areas where FCPT's properties are located may increase the supply of competing properties and may reduce occupancy rates and rental revenues of the Trust and could have a material adverse effect on FCPT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units.

FCPT's ability to make real estate investments in accordance with FCPT's objectives and investment policies depends upon the availability of suitable investments and the general economy and marketplace. Increased competition for acquisitions in the geographies in which the Trust operates from other acquirers of real estate may impact the availability of suitable investments and achievable investment yields for FCPT.

## *CHANGES IN APPLICABLE LAWS*

FCPT's operations will have to comply with numerous federal, provincial 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 the Trust to liability.

Lower revenue growth or significant unanticipated expenditures may result from FCPT's need to comply with changes in applicable laws, including (i) laws imposing environmental remedial requirements and the potential liability for environmental conditions existing on properties or the restrictions on discharges or other conditions, (ii) rent control or rent stabilization laws or other landlord/tenant laws, or (iii) other governmental rules and regulations or enforcement policies affecting the development, use and operation of FCPT's properties, including changes to building codes and fire and life-safety codes.

## *UNEXPECTED COSTS OR LIABILITIES RELATED TO ACQUISITIONS*

Risks associated with real property acquisitions are that there may be an undisclosed or unknown liability concerning the acquired properties, and the Trust may not be indemnified for some or all of these liabilities. Following an acquisition, the Trust may discover that it has acquired undisclosed liabilities, which may be material. The Trust conducts what it believes to be an appropriate level of investigation in connection with its acquisition of properties and seeks through contract to ensure that risks lie with the appropriate party.

## *ACCESS TO CAPITAL*

The real estate industry is highly capital intensive. The Trust will require access to capital to maintain its properties, as well as to fund its growth strategy and significant capital expenditures from time to time. There can be no assurance that the Trust will have access to sufficient capital or access to capital on terms favorable to the Trust for future property acquisitions, financing or refinancing of properties, funding operating expenses or other purposes. Further, in certain circumstances, the Trust may not be able to borrow funds due to the limitations set forth in the Declaration of Trust.

In addition, global financial markets have experienced a sharp increase in volatility during recent years. This has been, in part, the result of the re-valuation of assets on the balance sheets of international financial institutions and related securities. This has contributed to a reduction in liquidity among financial institutions and has reduced the availability of credit to those institutions and to the issuers who borrow from them. While central banks as well as governments continue attempts to restore liquidity to the global economy, no assurance can be given that the combined impact of the significant re-valuations and constraints on the availability of credit will not continue to materially and adversely affect economies around the world in the near to medium term. These market conditions and unexpected volatility or illiquidity in financial markets may inhibit FCPT's access to long-term financing in the Canadian capital markets. As a result, it is possible that financing which the Trust may require in order to grow and expand its operations, upon the expiry of the term of financing, on refinancing any particular property owned by the Trust or otherwise, may not be available or, if it is available, may not be available on favorable terms to FCPT. Failure by the Trust to access required capital

could have a material adverse effect on FCPT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units.

#### *INTEREST RATE & DEBT FINANCING RISK*

FCPT will be subject to the risks associated with debt financing. There can be no assurance that the Trust will be able to refinance its existing indebtedness on terms that are as or more favorable to the Trust as the terms of existing indebtedness. The inability to replace financing of debt on maturity would have an adverse impact on the financial condition and results of FCPT.

#### *ENVIRONMENTAL RISK*

Environmental and ecological related policies have become increasingly important in recent periods. Under various federal, provincial and municipal laws, an owner or operator of real property could become liable for the cost of removal or remediation of certain hazardous or toxic substances released on or in its properties or disposed of at other locations. The existence of such a liability can have a negative impact on the value of the underlying real property.

It is our policy to obtain a Phase I environmental audit conducted by a qualified environmental consultant, who has the appropriate insurance coverage, prior to acquiring any additional property. In addition, where appropriate, tenant leases generally specify that the tenant will conduct its business in accordance with environmental regulations and be responsible for any liabilities arising out of infractions to such regulations.

#### *LEGAL RISK*

In the normal course of FCPT'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 relating 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 the Trust and as a result, could have a material adverse effect on FCPT's assets, liabilities, business, financial condition and results of operations. Even if the Trust prevails in any such legal proceeding, the proceedings could be costly and time-consuming and may divert the attention of management and key personnel from FCPT's business operations, which could have a material adverse effect on FCPT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units.

#### *LEASE ROLLOVER RISK*

The value of investment properties and the stability of cash flows derived from those properties are dependent upon the level of occupancy and lease rates in those properties. Upon expiry of any lease, there is no assurance that a lease will be renewed on favorable terms, or at all; nor is there any assurance that a tenant can be replaced. A contraction in the Canadian economy would negatively impact demand for space in our properties, consequently increasing the risk that leases expiring in the near term will not be renewed.

#### *INCOME TAX RISK*

On December 22, 2007, the SIFT Rules were enacted. Under the SIFT Rules, certain distributions from a SIFT will no longer be deductible in computing a SIFT's taxable income, and a SIFT will be subject to tax on such distributions at a rate that is substantially equivalent to the general tax rate applicable to a Canadian corporation. However, distributions paid by a SIFT as returns of capital should generally not be subject to the tax.

The SIFT Rules do not apply to a "real estate investment trust" that meets prescribed conditions relating to the nature of its assets and revenue (the "REIT Conditions"). The Trust has reviewed the REIT Conditions and has assessed their interpretation and application to FCPT's assets and liabilities. The Trust believes that it has met the REIT Conditions throughout the relevant periods ended. There can be no assurances, however, that the Trust will continue to be able to satisfy the REIT Conditions in the future such that the Trust will not be subject to the tax imposed by the SIFT Rules.

### *FIXED COSTS AND INCREASED EXPENSES*

The failure to maintain stable or increasing average monthly rental rates combined with acceptable occupancy levels would likely have a material adverse effect on FCPT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units. 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 the Trust 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.

FCPT is also subject to utility and property tax risk relating to increased costs that the Trust 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 the Trust cannot charge back to the tenant may have a material adverse effect on FCPT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units.

The timing and amount of capital expenditures by the Trust will affect the amount of cash available for distributions to holders of Trust Units. Distributions may be reduced, or even eliminated, at times when the Trust deems it necessary to make significant capital or other expenditures.

### *UNITHOLDER RISK*

There is a risk that FCPT's Unitholders could become subject to liability. The Declaration of Trust provides that no Unitholder or annuitant under a plan of which a Unitholder acts as Trustee or carrier shall be held to have any personal liability as such, and no resort shall be had to, nor shall recourse or satisfaction be sought from, the private property of any Unitholder or annuitant for any liability whatsoever, in tort, contract or otherwise, to any person in connection with the Trust property or the affairs of the Trust, including, without limitation, for satisfaction of any obligation or claim arising out of or in connection with any contract or obligation of the Trust or of the Trustees or any obligation which a Unitholder or annuitant would otherwise have to indemnify a Trustee for any personal liability incurred by the Trustee as such, but rather the assets of the Trust only are intended to be liable and subject to levy or execution for satisfaction of such liability. Each Unitholder and annuitant under a plan of which a Unitholder acts as Trustee or carrier shall be entitled to be reimbursed out of the assets of the Trust in respect of any payment of a Trust obligation made by such Unitholder or annuitant. The Declaration of Trust further provides that, whenever possible, any written instrument creating an obligation which is or includes the granting by the Trust of a mortgage, and to the extent management of the Trust determines to be practicable, any written instrument which is, in the judgment of management of the Trust, a material obligation, shall contain a provision or be subject to an acknowledgement to the effect that the obligation being created is not personally binding upon, and that resort shall not be had to, nor shall recourse or satisfaction be sought from, the private property of any of the Trustees, Unitholders, annuitants under a plan of which a Unitholder acts as a Trustee or carrier, or Officers, employees or agents of the Trust, but that only property of the Trust or a specific portion thereof shall be bound; the Trust, however, is not required, but shall use all reasonable efforts, to comply with this requirement in respect of obligations assumed by the Trust upon the acquisition of real property.

Certain provinces have legislation relating to Unitholder liability protection, including British Columbia, Alberta, Saskatchewan, Manitoba, Ontario and Québec. To FCPT's knowledge, certain of these statutes have not yet been judicially considered and it is possible that reliance on such statute by a Unitholder could be successfully challenged on jurisdictional or other grounds.



### *DEPENDENCE ON FCRPI AND FCPMC*

The Trust's earnings and operations are impacted by FCRPI's ability to source appropriate real estate investments that provide sufficient yields for investors and FCPMC to maintain these real estate investments. The Trust has also entered into long-term contracts with FCRPI and FCPMC, as more particularly described in the "Asset Management Agreement" and "Property Management Agreement" both dated November 20, 2012 and updated on August 12, 2021 as posted on SEDAR ([www.SEDAR.com](http://www.SEDAR.com)). The "Asset Management Agreement" has been subsequently updated on January 1, 2022. The Trust is exposed to adverse developments in the business and affairs of FCRPI and FCPMC, since the day-to-day activities of the Trust are run by FCRPI and FCPMC and since all of the Trust's real estate investments are originated by FCRPI.

### *RETURN RISK*

There is no guarantee as to the return an investment in Trust Units of the Trust will generate.

### *POTENTIAL CONFLICTS OF INTEREST*

FCPT is subject to various potential conflicts of interest because the Asset Manager and Property Manager are entities indirectly related to certain trustees and management of the Trust. Further, the Trustees and Officers may co-invest in property acquisitions and investments alongside the Trust. In addition, the Trustees and Officers of the Trust may from time to time deal with parties with whom the Trust may be dealing with, or may be seeking investments similar to those desired by the Trust. Certain Trustees and Officers of the Trust are also employed by entities directly and/or indirectly related to the Asset Manager and Property Manager and are involved in varying real estate related activities including, but not limited to acquisitions, divestitures and management of real estate and real estate related debt and equity.

The Declaration of Trust does not restrict Trustees or Officers of the Trust, the Asset Manager, the Property Manager and/or its affiliates from being engaged (directly or indirectly) in real estate and business transactions in which their individual interests are actually, or are perceived to be, in conflict with the interests of the Trust. Accordingly, there can be no guarantee that the Trustees and Officers of the Trust, when acting in a capacity other than a Trustee or Officer of the Trust will act in the best interests of the Trust.

### *RELIANCE ON KEY PERSONNEL AND TRUSTEES*

In assessing the risk of an investment in the Trust Units, potential investors should be aware that they will be relying on the good faith, experience and judgment of the Trustees. Although investments made by the Trust are carefully chosen by the Trustees, there can be no assurance that such investments will earn a positive return in the short or long-term or that losses may not be suffered by the Trust from such investments.

### *DILUTION*

The number of Trust Units the Trust is authorized to issue is unlimited. The Trustees have the discretion to issue additional Trust Units in other circumstances, including under the Unit Option Plan. Any issuance of Trust Units may have a dilutive effect to existing Unitholders.

### *OPERATIONAL RISKS*

Operational risk is the risk that a direct or indirect loss may result from an inadequate or failed technology, from a human process or from external events. The impact of this loss may be financial loss, loss of reputation or legal and regulatory proceedings. Management endeavors to minimize losses in this area by ensuring that effective infrastructure and controls exist. These controls are reviewed and if deemed necessary improvements are implemented.

### *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 the Trust's current and future insurance policies expire, the Trust may encounter difficulty in obtaining or renewing property or casualty insurance on its properties at the same levels of coverage and under similar terms. Such insurance may be more limited and, for catastrophic risks (e.g., earthquake, hurricane, flood and terrorism), may not be generally available to fully cover potential losses. Even if the Trust is able to renew its policies at levels and with limitations consistent with its current policies, the Trust cannot be sure that it will be able to obtain such insurance at premiums that are reasonable. If the Trust

is unable to obtain adequate insurance on its properties for certain risks, it could cause the Trust to be in default under specific covenants on certain of its indebtedness or other contractual commitments that it has which require the Trust to maintain adequate insurance on its properties to protect against the risk of loss. If this were to occur, or if the Trust were unable to obtain adequate insurance, and its properties experienced damages that would otherwise have been covered by insurance, it could have a material adverse effect on the Trust's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Trust Units.

#### *CO-OWNERSHIP INTEREST IN PROPERTIES*

In certain situations, the Trust may be adversely affected by a default by a co-owner of a property under the terms of a mortgage, lease or other agreement. Although all co-owners' agreements entered into by Trust provide for remedies to Trust in such circumstances, such remedies may not be exercisable in all circumstances, or may be insufficient or delayed, and may not cure a default in the event that such default by a co-owner is deemed to be a default of Trust.



**FIRM CAPITAL PROPERTY TRUST**

**CAPITAL PRESERVATION • DISCIPLINED INVESTING**

# **CONSOLIDATED FINANCIAL STATEMENTS**

THIRD QUARTER 2024  
SEPTEMBER 30, 2024



CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS OF

**FIRM CAPITAL PROPERTY TRUST**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023

# **FIRM CAPITAL PROPERTY TRUST**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

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The accompanying unaudited condensed consolidated interim financial statements of Firm Capital Property Trust for the three and nine months ended September 30, 2024, have been prepared by and are the responsibility of management. These unaudited condensed consolidated interim financial statements, together with the accompanying notes, have been reviewed and approved by members of Firm Capital Property Trust's audit committee. In accordance with National Instrument 51-102, Firm Capital Property Trust discloses that these unaudited condensed consolidated interim financial statements have not been reviewed by Firm Capital Property Trust's auditors.

# FIRM CAPITAL PROPERTY TRUST

Condensed Consolidated Interim Balance Sheets  
(Unaudited)

|  | Notes | September 30, 2024    | December 31, 2023     |
|--|-------|-----------------------|-----------------------|
| <b>Assets</b>                                    |       |                       |                       |
| Non-current Assets:                              |       |                       |                       |
| Investment Properties                            | 4     | \$ 631,050,330        | \$ 614,159,313        |
| <b>Total Non-Current Assets</b>                  |       | <b>631,050,330</b>    | <b>614,159,313</b>    |
| Current Assets:                                  |       |                       |                       |
| Cash and Cash Equivalents                        |       | 7,307,824             | 8,333,895             |
| Accounts Receivable                              |       | 1,667,835             | 2,412,174             |
| Prepaid Expenses, Deposits and Other Assets      |       | 4,764,316             | 3,445,214             |
| Restricted Cash                                  |       | 165,499               | 141,094               |
| Mortgages Receivable                             | 4     | 5,500,000             | 5,000,000             |
| Assets Held For Sale                             | 4     | 2,242,343             | 3,886,481             |
| <b>Total Current Assets</b>                      |       | <b>21,647,817</b>     | <b>23,218,858</b>     |
| <b>Total Assets</b>                              |       | <b>\$ 652,698,147</b> | <b>\$ 637,378,171</b> |
| <b>Liabilities and Unitholders' Equity</b>       |       |                       |                       |
| Current Liabilities:                             |       |                       |                       |
| Mortgages  | 7(a)  | \$ 29,208,812         | \$ 97,599,948         |
| Credit facilities                                | 6     | 16,700,000            | 31,300,000            |
| Accounts Payable and Accrued Liabilities         | 5     | 7,535,139             | 5,949,766             |
| Land Lease Liability                             | 7(b)  | 48,367                | 45,707                |
| Distribution Payable                             |       | 1,599,990             | 1,599,990             |
| Tenant Rental Deposits                           |       | 612,950               | 793,391               |
| <b>Total Current Liabilities</b>                 |       | <b>55,705,258</b>     | <b>137,288,802</b>    |
| Non-current Liabilities:                         |       |                       |                       |
| Mortgages  | 7(a)  | 288,992,890           | 206,192,164           |
| Land Lease Liability                             | 7(b)  | 104,154               | 154,832               |
| Tenant Rental Deposits                           |       | 2,470,177             | 2,049,586             |
| <b>Total Non-current Liabilities</b>             |       | <b>291,567,221</b>    | <b>208,396,582</b>    |
| <b>Total Liabilities</b>                         |       | <b>347,272,479</b>    | <b>345,685,384</b>    |
| Unitholders' Equity                              | 8     | 305,425,668           | 291,692,787           |
| <b>Total Liabilities and Unitholders' Equity</b> |       | <b>\$ 652,698,147</b> | <b>\$ 637,378,171</b> |
| Commitments and Contingencies                    | 16    |                       |                       |
| Subsequent Events                                | 20    |                       |                       |

See accompanying Notes to the Condensed Consolidated Interim Financial Statements.

Approved by the Board of Trustees

(signed) "Robert McKee "

Robert McKee  
CEO & Trustee

(signed) "Sandy Poklar"

Sandy Poklar  
CFO & Trustee

# FIRM CAPITAL PROPERTY TRUST

Condensed Consolidated Interim Statements of Income and Comprehensive Income

For the Nine Months Ended September 30, 2024 and September 30, 2023

(Unaudited)

|  | Notes | Three Months Ended    |                       | Nine Months Ended     |                       |
|--|-------|-----------------------|-----------------------|-----------------------|-----------------------|
|  |       | September 30,<br>2024 | September 30,<br>2023 | September 30,<br>2024 | September 30,<br>2023 |
| Net Operating Income:                                |       |                       |                       |                       |                       |
| Rental Revenue                                       | 9     | \$ 14,889,830         | \$ 14,660,059         | \$ 44,989,658         | \$ 42,963,642         |
| Property Operating Expenses                          | 11    | (5,199,858)           | (5,686,662)           | (16,370,519)          | (15,687,365)          |
|  |       | \$ 9,689,972          | 8,973,397             | 28,619,139            | 27,276,277            |
| Interest and Other Income                            |       | 225,830               | 101,543               | 585,080               | 364,706               |
| Expenses:  |       |                       |                       |                       |                       |
| Finance Costs  | 10    | 3,437,160             | 3,380,054             | 10,553,989            | 11,101,468            |
| General and Administrative                           | 11    | 1,444,967             | 1,187,719             | 4,448,179             | 3,646,150             |
|  |       | 4,882,127             | 4,567,773             | 15,002,168            | 14,747,618            |
| Income Before Fair Value Adjustments                 |       | \$ 5,033,675          | 4,507,167             | 14,202,051            | 12,893,365            |
| Fair Value Adjustments - (Loss)/Gain:                |       |                       |                       |                       |                       |
| Investment Properties                                | 4     | 4,586,576             | (6,967,331)           | 14,072,414            | (4,816,035)           |
| Sale of Investment Properties                        | 4     | -                     | -                     | 217,088               | -                     |
| Unit-based Compensation                              | 8(c)  | (257,182)             | 49,983                | (358,763)             | 480,773               |
| Net Income/(Loss) and Comprehensive<br>Income/(Loss) |       | \$ 9,363,069          | \$ (2,410,181)        | \$ 28,132,790         | \$ 8,558,103          |

See accompanying Notes to the Condensed Consolidated Interim Financial Statements.



## FIRM CAPITAL PROPERTY TRUST

Condensed Consolidated Interim Statements of Changes in Unitholders' Equity

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023

(Unaudited)

|  | Notes | Trust Units<br>(Note 8) | Retained<br>Earnings | Unitholders' Equity |
|--|-------|-------------------------|----------------------|---------------------|
| <b>Unitholders' Equity, December 31, 2022</b>  |       | \$ 218,710,639          | \$ 77,803,257        | \$ 296,513,896      |
| Normal Course Issuer Bid                       | 8(f)  | (969,018)               |                      | (969,018)           |
| Issuance of Units from DRIP                    | 8(d)  | 1,250                   |                      | 1,250               |
| Net Income and Comprehensive Income            |       | -                       | 8,558,103            | 8,558,103           |
| Distributions                                  | 8(e)  |                         | (14,422,454)         | (14,422,454)        |
| <b>Unitholders' Equity, September 30, 2023</b> |       | \$ 217,742,871          | \$ 71,938,906        | \$ 289,681,777      |
| Issuance of Units from DRIP                    | 8(d)  | 1,250                   | -                    | 1,250               |
| Net Income and Comprehensive Income            |       | -                       | 6,809,718            | 6,809,718           |
| Distributions                                  | 8(e)  | -                       | (4,799,958)          | (4,799,958)         |
| <b>Unitholders' Equity, December 31, 2023</b>  |       | \$ 217,744,121          | \$ 73,948,666        | \$ 291,692,787      |
| Net Income and Comprehensive Income            |       | -                       | 28,132,790           | 28,132,790          |
| Distributions                                  | 8(e)  | -                       | (14,399,909)         | (14,399,909)        |
| <b>Unitholders' Equity, September 30, 2024</b> |       | \$ 217,744,121          | \$ 87,681,547        | \$ 305,425,668      |
| <b>Trust Units Outstanding</b>                 | 8(a)  |                         |                      | 36,925,682          |

See accompanying Notes to the Condensed Consolidated Interim Financial Statements.



# FIRM CAPITAL PROPERTY TRUST

## Condensed Consolidated Interim Statements of Cash Flows

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

|  | Three Months Ended    |                       | Nine Months Ended     |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
|  | September<br>30, 2024 | September<br>30, 2023 | September 30,<br>2024 | September<br>30, 2023 |
| <b>Cash Flows from Operating Activities</b>            |                       |                       |                       |                       |
| Net Income   | \$ 9,363,069          | \$ (2,410,181)        | \$ 28,132,790         | \$ 8,558,103          |
| Fair Value Adjustments:                                |                       |                       |                       |                       |
| Investment Properties                                  | 4 (4,586,576)         | 6,967,331             | (14,072,414)          | 4,816,035             |
| Sale of Investment Properties                          | 4 -                   | -                     | (217,088)             | -                     |
| Unit-Based Compensation                                | 8(c) 257,182          | (49,983)              | 358,763               | (480,773)             |
| Finance Costs, Net of Interest and Other Income        | 10 2,806,557          | 2,271,887             | 9,507,413             | 9,096,337             |
| Finance Fee Amortization                               | 10 427,962            | 181,658               | 537,936               | 630,374               |
| Non-cash Interest Expense                              | 10 (23,188)           | (37,359)              | (76,440)              | (112,076)             |
| Land Lease Amortization                                | 7(b) 2,311            | 2,719                 | (48,018)              | (41,641)              |
| Straight-line and Free Rent Adjustment                 | 4, 9 26,090           | (40,478)              | 215,886               | (138,350)             |
| Change in Non-Cash Operating Working Capital:          |                       |                       |                       |                       |
| Accounts Receivable                                    |                       | 443,972               | 132,997               | 744,339               |
| Prepaid Expenses, Deposits and Other Assets            |                       | 444,884               | 955,591               | (1,021,195)           |
| Restricted Cash  |                       | 6,392                 | 24,293                | (24,405)              |
| Accounts Payable and Accrued Liabilities               | 5 764,018             | 391,650               | 1,298,803             | (808,293)             |
| Tenant Rental Deposits                                 |                       | 227,488               | 4,180                 | 240,150               |
|  |                       | 10,160,161            | 8,394,305             | 25,576,520            |
|  |                       |                       |                       | 20,831,046            |
| <b>Cash Flows used in Financing Activities:</b>        |                       |                       |                       |                       |
| Issuance of Units, Net of Issuance Costs               | 8(d) -                | 1,250                 | -                     | 1,250                 |
| Normal Course Issuer Bid                               | 8(f) -                | -                     | -                     | (969,018)             |
| Mortgages, Repayments                                  | 7(a) (12,576,257)     | (2,991,609)           | (84,979,711)          | (6,224,497)           |
| Mortgages, Issuances                                   | 7(a) 16,150,305       | -                     | 98,927,805            | 6,869,682             |
| Credit facility  | 6 (2,900,000)         | 5,000,015             | (14,600,000)          | 9,773,933             |
| Finance Costs Paid                                     | -                     | (1,576,069)           | (516,507)             | (1,812,174)           |
| Cash Interest Paid, Net of Other Income                | (2,871,965)           | (2,282,160)           | (9,579,606)           | (9,346,587)           |
| Cash Distributions Paid                                | 8(e) (4,799,967)      | (4,799,918)           | (14,399,909)          | (14,430,022)          |
|  |                       | (6,997,884)           | (6,648,491)           | (25,147,928)          |
|  |                       |                       |                       | (16,137,433)          |
| <b>Cash Flows from (used in) Investing Activities:</b> |                       |                       |                       |                       |
| Net Proceeds From Sale of Investment Properties        | 4 -                   | -                     | 2,174,773             | -                     |
| Mortgages Receivable                                   | 4 -                   | -                     | (500,000)             | 700,000               |
| Acquisitions and Capital Expenditures                  | 3,4 (1,237,229)       | (648,302)             | (3,129,436)           | (4,484,211)           |
|  |                       | (1,237,229)           | (648,302)             | (3,784,211)           |
| Increase/(Decrease) in Cash and Cash Equivalents       | 1,925,048             | 1,097,512             | (1,026,071)           | 909,402               |
| Cash and Cash Equivalents, Beginning of Period         | 5,382,776             | 4,797,514             | 8,333,895             | 4,985,624             |
| Cash and Cash Equivalents, End of Period               | \$ 7,307,824          | \$ 5,895,026          | \$ 7,307,824          | \$ 5,895,026          |

See accompanying Notes to the Condensed Consolidated Interim Financial Statements.

# **FIRM CAPITAL PROPERTY TRUST**

## **Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

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### **1. The Trust**

Firm Capital Property Trust (the “Trust”) is an unincorporated open-ended real estate investment trust established on August 30, 2012 under the laws of the Province of Ontario pursuant to an amended and restated Declaration of Trust dated November 20, 2012. The Trust is a “mutual fund trust” as defined in the Income Tax Act (Canada), but is not a “mutual fund” within the meaning of applicable Canadian securities legislation. The head office and registered office of the Trust is located at 163 Cartwright Avenue, Toronto, Ontario M6A 1V5. These condensed consolidated interim financial statements were approved by the Board of Trustees on November 7, 2024.

The Trust owns 100% of the outstanding Class A Limited Partnership Units of Firm Capital Property Limited Partnership (“FCPLP”), a limited partnership created under the laws of the Province of Ontario. FCPLP ultimately owns the investment properties through various subsidiaries. The Trust is the reporting issuer trading on the TSX under the ticker symbol FCD.UN.

### **2. Summary of Significant Accounting Policies**

#### **(a) Statement of Compliance**

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard (“IAS”) 34 – Interim Financial Reporting as issued by the International Accounting Standards Board (“IASB”). Accordingly, certain information and note disclosures normally included in the consolidated annual financial statements prepared in accordance with International Financial Reporting Standards (“IFRS”) have been omitted or condensed and accordingly, these condensed consolidated interim financial statements should be read in conjunction with the annual financial statements of the Trust as at and for the year ended December 31, 2023. These condensed consolidated interim financial statements have been prepared using the same accounting policies and methods as those used in the audited consolidated annual financial statements for the year ended December 31, 2023, except as outlined below.

#### **(b) Basis of Consolidation**

The condensed consolidated interim financial statements comprise the financial statements of the Trust and its subsidiaries. The financial statements of the subsidiaries are prepared for the same reporting periods as the Trust, using consistent accounting policies. All intercompany balances, transactions and unrealized gains and losses arising from intercompany transactions are eliminated on consolidation.

#### **(c) Basis of Presentation, Measurement and Significant Accounting Policies**

The condensed consolidated interim financial statements are prepared on a going concern basis and have been presented in Canadian dollars, which is the Trust’s functional currency. The condensed consolidated interim financial statements are prepared on the historical cost basis with the exception of investment properties, cash and cash equivalents and the liabilities related to unit-based compensation expense, which are measured at fair value. The accounting policies set out below have been applied consistently to all periods as presented in the audited consolidated financial statements for the year ended December 31, 2023.

#### **(d) Co-Ownership Arrangement**

The Trust currently is a co-owner in seventeen joint arrangements. These arrangements are classified as joint operations because the parties involved have joint control of the assets and joint responsibility of the liabilities relating to the arrangement. As a result, the Trust includes its pro rata share of its assets, liabilities, revenues, expenses and cash flows in these consolidated financial statements. Management believes the assets of these joint arrangements are sufficient for the purpose of satisfying the associated obligations. The co-ownership interests as at September 30, 2024 are as outlined below:

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

| Investment Properties                                     | Joint Arrangement Interest |                   |
|---|----------------------------|-------------------|
|   | September 30, 2024         | December 31, 2023 |
| Centre Ice Retail Portfolio <sup>(1)</sup>                | 70%                        | 70%               |
| Waterloo Industrial Portfolio <sup>(1)</sup>              | 70%                        | 70%               |
| Edmonton Apartment Complex <sup>(1)</sup>                 | 70%                        | 70%               |
| Lower Sackville Apartment Complex <sup>(1)</sup>          | 70%                        | 70%               |
| Montreal Industrial Portfolio <sup>(1)</sup>              | 50%                        | 50%               |
| Edmonton Industrial Portfolio <sup>(1)</sup>              | 50%                        | 50%               |
| Ottawa Apartment Complex <sup>(1)</sup>                   | 50%                        | 50%               |
| Crombie Retail Portfolio                                  | 50%                        | 50%               |
| FCR Retail Portfolio                                      | 50%                        | 50%               |
| Gateway Retail Property <sup>(1)</sup>                    | 50%                        | 50%               |
| Mountview Manufactured Home Communities <sup>(1)</sup>    | 50%                        | 50%               |
| Hidden Creek Manufactured Home Communities <sup>(1)</sup> | 50%                        | 50%               |
| The Whitby Mall <sup>(1)</sup>                            | 40%                        | 40%               |
| Thickson Place <sup>(1)</sup>                             | 40%                        | 40%               |
| Eglinton Ave West Commercial <sup>(1)</sup>               | 40%                        | 40%               |
| Parkhill Manufactured Home Communities <sup>(1)</sup>     | 50%                        | 50%               |
| Skyview Manufactured Home Communities <sup>(1)</sup>      | 50%                        | 50%               |

(1) Pursuant to the Declaration of Trust, the asset manager (see note 12(a)) is only obligated to request the Trust to participate in up to 50% of a property acquisition. The above list the Trust's ownership interest in the respective properties. Entities that are related to and associated with the asset manager and Property Manager and Members of the Board of Trustees are invested along-side the Trust in those properties on the same terms as those applicable to the Trust.

Certain Trustees and Officers of the Trust directly and/or indirectly have interests in certain of these Joint Arrangements.

**(e) Estimates**

The preparation of condensed consolidated interim financial statements requires management to make estimates that affect the reported amounts of certain assets and liabilities, the disclosure of contingent assets and liabilities at the date of the condensed consolidated interim financial statements, and certain reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates. The critical accounting estimates have been set out in the Trust's audited consolidated financial statements for the year ended December 31, 2023.

**(f) Critical Judgments**

Critical judgments have been set out in the Trust's audited consolidated financial statements for the year ended December 31, 2023. The Trust has not identified critical judgements that are new to the interim period.

**3. Acquisition of Investment Properties**

On January 31, 2023, the Trust closed on the acquisition of a 50% interest in a 56 site Manufactured Housing Community ("MHC") called SunPark Parkhill Estates ("Parkhill") located in Peterborough, Ontario and a 58 site Manufactured Housing Community ("MHC") called SunPark Skyview Estates ("Skyview") located in Trenton, Ontario (collectively the "Properties"). The acquisition price for the Trust's portion was \$2,954,973 (including transaction costs). In addition, tenant rental deposits of \$9,287 were assumed as part of the transaction. The transaction was financed from cash on hand and existing credit facilities.

There have been no new acquisitions during the three and nine months ended September 30, 2024.

The above noted acquisitions have been accounted for as asset acquisitions using the acquisition method, with the results of operations included in the Trust's accounts from the date of acquisition. Net assets acquired during the respective periods are as follows:

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

|  | Period Ended September 30, 2024 | Year Ended December 31, 2023 |
|--|---------------------------------|------------------------------|
| Investment Properties, including Acquisition Costs | \$ -                            | \$ 2,954,973                 |
| Tenant Rental Deposits                             |                                 | (9,287)                      |
| Net Assets Acquired                                | \$ -                            | \$ 2,945,686                 |
| Consideration Paid/Funded By:                      |                                 |                              |
| Cash and Bank Indebtedness                         | \$ -                            | \$ 2,945,686                 |
|  | \$ -                            | \$ 2,945,686                 |

**4. Investment Properties**

|                           | Retail and<br>Commercial | Industrial     | Multi-residential | Manufactured<br>Housing<br>Communities | Total          |
|---------------------------|--------------------------|----------------|-------------------|--|----------------|
| <b>December 31, 2022</b>  | \$ 302,843,414           | \$ 196,287,903 | \$ 98,929,635     | \$ 18,244,758                          | \$ 616,305,710 |
| Acquisitions              | -                        | -              | -                 | 3,022,658                              | 3,022,658      |
| Assets Held for Sale      | (5,350,393)              | -              | -                 | -                                      | -              |
| Capital Expenditures      | 826,349                  | 554,408        | 90,083            | -                                      | 1,470,840      |
| Straight-line Rents       | 114,666                  | 102,149        | -                 | -                                      | 216,815        |
| Fair Value Adjustment     | (8,557,328)              | 1,585,998      | 1,669,790         | 485,505                                | (4,816,035)    |
| <b>September 30, 2023</b> | 289,876,708              | 198,530,458    | 100,689,508       | 21,752,921                             | 610,849,595    |
| Acquisitions              | 17,941                   | 13,009         | -                 | -                                      | 30,950         |
| Dispositions              | (1,260,000)              | -              | -                 | (194,750)                              | (1,454,750)    |
| Assets Held for Sale      | 1,463,912                | -              | -                 | -                                      | 1,463,912      |
| Capital Expenditures      | 979,508                  | 441,698        | 308,712           | 6,750                                  | 1,736,668      |
| Straight-line Rents       | (20,494)                 | 35,273         | -                 | -                                      | 14,779         |
| Fair Value Adjustment     | 1,703,685                | 320,837        | (665,852)         | 159,489                                | 1,518,159      |
| <b>December 31, 2023</b>  | \$ 292,761,260           | \$ 199,341,275 | \$ 100,332,368    | \$ 21,724,410                          | \$ 614,159,313 |
| Dispositions              | -                        | -              | -                 | (67,685)                               | (67,685)       |
| Capital Expenditures      | 558,672                  | 2,025,408      | 545,357           | -                                      | 3,129,437      |
| Straight-line Rents       | (71,780)                 | 74,493         | -                 | -                                      | 2,713          |
| Fair Value Adjustment     | 14,047,902               | (4,697,254)    | 4,408,858         | 67,046                                 | 13,826,552     |
| <b>September 30, 2024</b> | \$ 307,296,054           | \$ 196,743,922 | \$ 105,286,583    | \$ 21,723,771                          | \$ 631,050,330 |

For the period ended September 30, 2024, senior management of the Trust valued the Investment Properties using the overall capitalization method. Investment properties are valued on a highest and best use basis. For all of the Trust's investment properties, the current use is considered the best use. Fair value was determined by applying a capitalization rate to stabilized net operating income ("Stabilized NOI"). Stabilized NOI incorporates allowances for vacancy, management fees and structural reserves for tenant inducements and capital expenditures to which a capitalization rate is applied that is deemed appropriate for the investment property. Capitalization rates are based on many factors, including but not limited to the asset location, type, size and quality of the asset and taking into account any available market data at the valuation date.

Properties are typically independently appraised at the time of acquisition or refinancing. When an independent appraisal is obtained, the Trust assesses all major inputs used by the independent valuers in preparing their reports and holds discussions with them on the reasonableness of their assumptions. The reports are then used by the Trust for consideration in preparing the valuations as reported in these consolidated financial statements.

Capitalization rates used in the valuation of investment properties as of September 30, 2024 are based on current market data available and have been adjusted for interest rates and inflationary pressures (the "Factors"). Given the uncertainty around the Factors and the potential negative impact it may have on the real estate industry, it is not possible to fully predict the impact of capitalization rates in the future across all of our investment properties at this time. Note that the fair value adjustment is net of capital expenditures and straight-line rents.

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

The Trust continues to review its cash flow projections, liquidity and the estimated fair value of its real estate portfolio in these challenging times. Capitalization rates could change materially as additional market data becomes available. As such, significant changes in assumptions concerning rental income, occupancy rates, tenant inducements and future market rents could negatively impact future real estate valuations and the Trust's overall operations as the Factors continues.

The properties independently appraised each year represent a subset of the property types and geographic distribution of the overall portfolio. A breakdown of the aggregate estimated fair value of investment properties independently appraised each quarter, in accordance with the Trust's policy, is as follows:

|       | 2024                            |                    |                             | 2023                            |                    |                             |
|-------|---------------------------------|--------------------|-----------------------------|---------------------------------|--------------------|-----------------------------|
|       | Number of investment properties | Fair value at 100% | Fair value at Trust's share | Number of investment properties | Fair value at 100% | Fair value at Trust's share |
| Q1    | 2                               | \$ 172,560,000     | \$ 86,280,000               | -                               | -                  | -                           |
| Q2    | -                               | -                  | -                           | -                               | -                  | -                           |
| Q3    | -                               | -                  | -                           | 6                               | 77,900,000         | 38,950,000                  |
| Total | 2                               | \$ 172,560,000     | \$ 86,280,000               | 6                               | \$ 77,900,000      | \$ 38,950,000               |

Investment Properties measured at fair value are categorized by level according to the inputs used. The Trust has classified these inputs as Level 3. With the exception of the acquisition and dispositions of investment properties as well as transfers into assets held for sale as further described in note 4 of these consolidated financial statements, there have been no transfers into or out of Level 3 in the current year. Significant unobservable inputs in Level 3 valuations are as follows:

| September 30, 2024                   | Retail & Commercial | Industrial    | Multi-Residential | Manufactured Housing Communities | Weighted Average |
|--------------------------------------|---------------------|---------------|-------------------|----------------------------------|------------------|
| Capitalization Rate Range            | 4.50% - 8.00%       | 6.00% - 6.50% | 5.25% - 5.50%     | 6.00% - 6.25%                    | 6.26%            |
| Weighted Average Capitalization Rate | 6.66%               | 6.19%         | 5.28%             | 6.12%                            | 6.26%            |

| December 31, 2023                    | Retail & Commercial | Industrial    | Multi-Residential | Manufactured Housing Communities | Weighted Average |
|--------------------------------------|---------------------|---------------|-------------------|----------------------------------|------------------|
| Capitalization Rate Range            | 4.50% - 8.00%       | 5.00% - 9.03% | 4.75% - 5.50%     | 5.00% - 6.75%                    | 6.02%            |
| Weighted Average Capitalization Rate | 6.68%               | 5.62%         | 5.03%             | 5.41%                            | 6.02%            |

The fair value of the Trust's investment properties is sensitive to changes in the significant unobservable inputs. Changes in certain inputs would result in a change to the fair value of the Trust's investment properties as set out in the following table:

| Weighted Average    | Change in Investment Valuation             |
|---------------------|--|
| Capitalization Rate | 25 basis point increase<br>\$ (24,592,000) |
| Capitalization Rate | 25 basis point decrease<br>26,696,000      |

Generally, an increase in stabilized NOI will result in an increase to the fair value of an investment property. An increase in the capitalization rate will result in a decrease to the fair value of an investment property. The capitalization rate magnifies the effect of a change in stabilized NOI.

**Sale of Investment Properties:**

On December 4, 2023, the Trust completed the sale of a retail property from the Centre Ice Retail Portfolio, for gross proceeds of approximately \$2.0 million. The Trust's pro-rata share of the gross proceeds was \$1.4 million. The Trust recognized a gain on sale of \$0.1 million.

On January 30, 2024, the Trust completed the sale of a retail property from the Centre Ice Retail Portfolio, for gross proceeds of approximately \$3.0 million. The Trust's pro-rata share of the gross proceeds was \$2.1 million. The Trust recognized a gain on sale of \$0.2 million.

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

**Mortgages Receivable:**

As part of one of the dispositions of the Centre Ice Retail Portfolio properties in 2021, a mortgage was taken back from the purchaser for \$1.0 million. Terms are 5% interest only, two year term, fully open for repayment prior to maturity on March 1, 2023 and fully secured against the disposed property with the Trust pro-rate share being \$700k. In 2023, the mortgage receivable was paid back in full.

Two mortgage take backs occurred as the result of the sale of an office property in Barrie, Ontario for \$8.4 million on December 29, 2022. In December of 2023, the vendor take back mortgage was renewed requiring the borrower to repay the \$1.6 million due on the 5 year term structure as well as to make a principal payment of \$1.8 million towards the \$6.8 million that was otherwise due by the end of 2023. The renegotiated agreement now requires the borrower to repay the remaining \$5.0 million by January 1, 2025, interest only and at the greater of the floating rate of 10% per annum or Bank Prime plus 2.8%.

On June 13, 2024, the Trust invested \$0.5 million in a \$2.5 million second mortgage secured by a property located in Pointe Claire Quebec. Interest is at the greater of 13% per annum or the TD Canada Posted Bank Prime Rate of interest plus 5.8% with a term of 12 months.

**Assets Held for Sale:**

For the three and nine months ended September 30, 2024, the Trust has listed for sale two retail properties within the Center Ice Retail Portfolio. The properties have been classified as Assets Held for Sale at their fair value of approximately \$2.2 million. No debt remained on these properties and as a result there are no liabilities associated with the assets held for sale.

**5. Accounts Payable and Accrued Liabilities**

Accounts payable and accrued liabilities as at September 30, 2024 and as at December 31, 2023 were \$7,535,139 and \$5,949,766, respectively, and consist of the following:

|   | September 30, 2024  | December 31, 2023   |
|---|---------------------|---------------------|
| Utilities, Repairs and Maintenance, Other       | \$ 5,112,733        | \$ 4,805,238        |
| Due to Asset Manager (notes 12(a) and 12(b))    | 690,903             | 433,689             |
| Due to Property Manager (note 12(c))            | 123,114             | 131,314             |
| Accrued Interest Expense                        | 349,825             | 162,816             |
| Option Liabilities (note 8(c))                  | 332,292             | 118,751             |
| Deferred Trust Units (note 8(c))                | 926,272             | 297,958             |
| <b>Accounts Payable and Accrued Liabilities</b> | <b>\$ 7,535,139</b> | <b>\$ 5,949,766</b> |

**6. Credit Facility**

**(a) Revolving Operating Facility**

The Trust has entered into a Revolving Operating Facility (the "Facility") with a Canadian Chartered Bank (the "Bank") fully secured by first charges against certain investment properties. On September 30, 2024, the total amount available under the Facility was \$19.0 million. Interest on the credit facility is predominantly charged at a rate that varies with bank prime and may have a component with a fixed interest rate established based on a formula linked to the Canadian Overnight Repo Rate Averages ("CORRA"). Amounts drawn under the Facility are due to be repaid at the maturity date on October 31, 2025. Amounts drawn under the Facility at September 30, 2024 was \$9,100,000 (December 31, 2023 – \$14,100,000).

**(b) Lines of Credit**

- i. The Trust has entered into a Line of Credit (the "LOC") with a Canadian Chartered Bank (the "Bank") fully secured by first charges against the Merivale Mall Property. On September 30, 2024, the total amount available under the LOC was \$22.0 million. The interest rate is based on a calculated formula using the Bank's prime lending rate or a formula linked to CORRA rates. Amounts drawn under the LOC are due to be repaid at the maturity date on November 30, 2025. Amounts drawn under the LOC at September 30, 2024 was \$7,600,000 (December 31, 2023 – \$17,200,000).
- ii. Within the Montreal Industrial Portfolio, where the Trust is a 50% co-owner of the joint arrangement, an LOC with a Bank was established. The interest rate is based on a calculated formula using the Bank's prime lending rate. There were no amounts drawn on the credit facility at September 30, 2024 (December 31, 2023 – nil).

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

**7. Non-current Liabilities**

**(a) Mortgages**

As at September 30, 2024, total outstanding mortgages were \$318,201,702 (\$303,792,112 as at December 31, 2023 net of mark to market adjustments of \$76,440) with a weighted average interest rate of approximately 4.2% (3.7% as at December 31, 2023) and weighted average repayment term of approximately 5.6 years (3.4 years as at December 31, 2023). The mortgages are repayable as follows:

|                        | <b>Scheduled<br/>Principal<br/>Repayments</b> | <b>Debt Maturing<br/>During The Period</b> | <b>Total Mortgages<br/>Payable</b> | <b>Scheduled Interest<br/>Payments</b> |
|------------------------|---|--|------------------------------------|--|
| 2024                   | 1,272,855                                     | 12,109,178                                 | 13,382,033                         | 2,911,027                              |
| 2025                   | 4,974,570                                     | 13,186,495                                 | 18,161,065                         | 9,652,552                              |
| 2026                   | 4,792,909                                     | 41,935,043                                 | 46,727,952                         | 12,318,125                             |
| 2027                   | 4,177,667                                     | 17,040,957                                 | 21,218,624                         | 10,459,417                             |
| 2028                   | 4,216,288                                     | 25,862,596                                 | 30,078,884                         | 9,722,678                              |
| Thereafter             | 13,402,597                                    | 175,230,547                                | 188,633,144                        | 28,718,976                             |
| Face Value             | \$ 32,836,886                                 | \$ 285,364,816                             | \$ 318,201,702                     | \$ 73,782,775                          |
| <b>Total Mortgages</b> |   |  | <b>\$ 318,201,702</b>              |  |

|                                     | <b>September 30, 2024</b> | <b>December 31, 2023</b> |
|-------------------------------------|---------------------------|--------------------------|
| Current:                            |                           |                          |
| Mortgages                           | \$ 29,208,812             | \$ 97,523,508            |
| Mark to Market on Assumed Mortgages | -                         | 76,440                   |
|                                     | \$ 29,208,812             | \$ 97,599,948            |
| Non-Current:                        |                           |                          |
| Mortgages                           | \$ 288,992,890            | \$ 206,192,164           |
|                                     | \$ 288,992,890            | \$ 206,192,164           |
| <b>Total Mortgages</b>              | <b>\$ 318,201,702</b>     | <b>\$ 303,792,112</b>    |

The following table sets out an analysis of net debt and the movements in net debt for the period ended September 30, 2024:

|  | <b>Cash and Cash<br/>Equivalents</b> | <b>Credit Facility</b> | <b>Mortgages</b>        | <b>Net Debt</b>         |
|--|--------------------------------------|------------------------|-------------------------|-------------------------|
| <b>As at December 31, 2023</b>                   | \$ 8,333,895                         | \$ (31,300,000)        | \$ (303,792,112)        | \$ (326,758,217)        |
| Cash Flows                                       | (2,263,763)                          | 14,600,000             | (13,948,094)            | (1,611,857)             |
| Changes in Non-Cash Operating Working<br>Capital | 1,237,692                            | -                      | (461,496)               | 776,196                 |
| <b>As at September 30, 2024</b>                  | <b>\$ 7,307,824</b>                  | <b>\$ (16,700,000)</b> | <b>\$ (318,201,702)</b> | <b>\$ (327,593,878)</b> |

**(b) Land Lease Liability**

On May 9, 2019, as part of the FCR Retail Portfolio the joint arrangement assumed a land lease on a retail property located in Ottawa, Ontario. The terms of the land lease are gross annual payments of \$101,040 per annum that mature on April 1, 2027. The land lease liability is calculated in accordance with IFRS 16, using a present value of the remaining lease payments, discounted using the incremental borrowing rate at May 9, 2019 of 6.13% for the term of the lease. The Trust's pro-rata portion of the lease liability is as follows:

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| <b>Lease Liability</b> |                        |                      |                                 |                           |
|------------------------|------------------------|----------------------|---------------------------------|---------------------------|
|                        | <b>Opening Balance</b> | <b>Lease Payment</b> | <b>Imputed Interest Expense</b> | <b>Ending Balance</b>     |
| 2024                   | 152,521                | -                    | 2,311                           | 154,832                   |
| 2025                   | 154,832                | (55,633)             | 7,069                           | 106,268                   |
| 2026                   | 106,268                | (55,633)             | 4,034                           | 54,669                    |
| 2027                   | 54,669                 | (55,633)             | 964                             | -                         |
|                        |                        |                      |                                 | <b>September 30, 2024</b> |
| Current                |                        |                      | \$                              | 48,367                    |
| Non-Current            |                        |                      |                                 | 104,154                   |
| Total                  |                        |                      | \$                              | 152,521                   |

**8. Unitholders' Equity**

**(a) Issued and Outstanding Trust Units**

|   | <b>Number of Units</b> | <b>Amount</b>  |
|---|------------------------|----------------|
| <b>Balance, December 31, 2022</b>                                 | 37,100,097             | \$ 218,710,639 |
| Issuance of Units from Distribution Reinvestment Plan (note 8(d)) | 234                    | 1,250          |
| Normal Course Issuer Bid (note8(h))                               | (174,900)              | (969,018)      |
| <b>Balance, September 30, 2023</b>                                | 36,925,197             | 217,741,621    |
| Issuance of Units from Distribution Reinvestment Plan (note 8(d)) | 485                    | 2,500          |
| <b>Balance, December 31, 2023</b>                                 | 36,925,682             | 217,744,121    |
| <b>Balance, September 30, 2024</b>                                | 36,925,682             | 217,744,121    |

**(b) Authorized**

In accordance with the Declaration of Trust, the Trust may issue an unlimited number of units (the "Trust Units"). The Board of Trustees of the Trust has discretion with respect to the timing and amount of distributions. Each Unitholder is entitled on demand to redeem all or any part of the Trust Units registered in the name of the Unitholder at prices determined and payable in accordance with the conditions provided for in the Declaration of Trust.

Trust Units are redeemable at any time, in whole or in part, on demand by the Unitholders. On receipt of the redemption notice by the Trust, all rights to and under the Trust Units tendered for redemption shall be surrendered and the Unitholders shall be entitled to receive a price per Trust Unit equal to the lesser of:

- i. 90% of the "market price" of the Trust Units on the exchange or market on which the Units are listed or quoted for trading during the ten consecutive trading days ending immediately prior to the date on which the Trust Units were surrendered for redemption; and
- ii. 100% of the "closing market price" on the exchange or market on which the Trust Units are listed or quoted for trading on the redemption date.

The total amount payable by the Trust, in respect of any Trust Units surrendered for redemption during any calendar month, shall not exceed \$50,000 unless waived at the discretion of the Trustees and be satisfied by way of a cash payment in Canadian dollars within 30 days after the end of the calendar month in which the Trust Units were tendered for redemption. To the extent the redemption price payable in respect of Trust Units surrendered for redemption exceeds \$50,000 in any given month, such excess will be redeemed for cash, and by a distribution in specie of assets held by the Trust on a pro rata basis.



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**(c) Unit-Based Liabilities**

**Option Plan**

Under the Trust's unit option plan, the aggregate number of unit options reserved for issuance at any given time shall not exceed 10% of the number of outstanding Trust Units. As at September 30, 2024, the Trust has 1,970,000 Trust Unit options issued and outstanding at a fair market value of \$332,292 consisting of the following issuances:

On August 14, 2019, the Trust granted 1,400,000 Trust Unit options at a weighted average exercise price of \$6.40 per Trust Unit. 1,290,000 unit options fully vested on the date of the grant with the remaining 110,000 vesting at one-third each year for the next three years and expired on August 14, 2024.

On December 1, 2020, the Trust granted 400,000 Trust Unit options at a weighted average exercise price of \$6.75 per Trust Unit. 360,000 unit options fully vested on the date of the grant with the remaining 40,000 vesting at one-third each year for the next three years and expire on December 1, 2025. The balance as at September 30, 2024 was 340,000 Trust unit options.

On March 15, 2021, the Trust granted 10,000 Trust Unit options at a weighted average exercise price of \$6.75 per Trust Unit. 3,333 unit options fully vest on the date of the grant with the remaining 6,667 vesting over the following 2 years and expire on March 15, 2026. The balance as at September 30, 2024 was 10,000 Trust unit options.

On June 14, 2022, the Trust granted 1,740,000 Trust Unit options at a weighted average exercise price of \$7.10 per Trust Unit. 1,360,000 unit options fully vest on the date of the grant with the remaining 380,000 vesting over 3 years and expire on June 14, 2027. The balance as at September 30, 2024 was 1,620,000.

Unit-based compensation related to the aforementioned unit options was an expense of \$182,479 for the three months ended September 30, 2024 and an expense of \$213,542 for the nine months ended September 30, 2024 (three months ended September 30, 2023 recovery of \$40,416 and a recovery \$481,137 for the nine months ended September 30, 2023). Unit-based compensation was determined using the Black-Scholes option pricing model and based on the following assumptions:

|                              | <b>As at September 30, 2024</b> | <b>As at December 31, 2023</b> |
|------------------------------|---------------------------------|--------------------------------|
| Expected Option Life (Years) | 2.5                             | 2.9                            |
| Risk Free Interest Rate      | 2.83%                           | 3.54%                          |
| Distribution Yield           | 9.04%                           | 10.90%                         |
| Expected Volatility          | 21.46%                          | 21.54%                         |

Expected volatility is based in part on the historical volatility of the Trust Units consistent with the expected life of the option. The risk free interest rate of return is the yield on zero-coupon Government of Canada bonds of a term consistent with the expected option life.

The estimated fair value of an option under the Trust's unit option plan at the date of grants were \$0.36, \$0.34, \$0.16 and \$0.43 per unit option for November 8, 2018, August 14, 2019, December 1, 2020 and June 14, 2022 issuances, respectively.

**Deferred Trust Units**

On August 1, 2018, the Trust adopted a Deferred Trust Unit ("DTU") plan. Under the terms of the plan, any units issued must be issued at a unit price which is at the volume weighted average trading price of the units on the TSX for the five days trading immediately preceding the date on which DTUs are granted. Distributions equivalents are awarded in respect of the DTU holders on the same basis as unitholders and credited to the DTU holders account as additional DTUs. For the nine months ended September 30, 2024, 98,756 DTUs were issued at a weighted average price of \$5.07 (September 30, 2023 – 32,793 DTUs were issued at a weighted average price of \$5.31). As at September 30, 2024, the outstanding liability was \$926,272 (December 31, 2023 – \$297,958).

**(d) Distribution Reinvestment Plan ("DRIP") and Unit Purchase Plan ("UPP")**

The Trust has both a DRIP and UPP currently in place. Under the terms of the DRIP, Unitholders may elect to automatically reinvest all or a portion of their regular monthly distributions in additional Trust Units, without incurring brokerage fees or commissions. Trust Units purchased through the DRIP are acquired at the weighted average closing price of Trust Units in the five trading days immediately prior to the distribution payment date. Trust Units purchased through the DRIP will be acquired either in the open market or be issued directly from the Trust's treasury based on a floor price to be set at the discretion of the Board of Trustees.

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The UPP gives each Unitholder resident in Canada the right to purchase additional Trust Units. Unitholders who elect to receive Trust Units under the DRIP may also enroll in the Trust's UPP. Under the terms of the UPP, Trust Unitholders may purchase a minimum of \$1,000 of Units on each Monthly Purchase Date and maximum purchases of up to \$12,000 per annum. The aggregate number of Trust Units that may be issued may not exceed 2% of the Trust Units of the Trust per annum.

For the nine months ended September 30, 2023, 234 Trust Units were issued from treasury for total gross proceeds of \$1,250 to Unitholders who elected to receive their distributions in units under the DRIP. For the nine months ended September 30, 2024, no units were issued from treasury under the DRIP.

**(e) Distributions**

For the nine months ended September 30, 2024, distributions of \$0.0433 per unit were declared each month commencing in January 2024 through to September 2024, resulting in total distributions declared of \$14,399,909. For the nine months ended September 30, 2023, distributions of \$0.0433 per unit were declared each month commencing in January 2023 through to September 2023 resulting in total distributions declared of \$14,422,454.

**(f) Normal Course Issuer Bid**

The Trust announced its intention to make a Normal Course Issuer Bid with respect to its outstanding Trust Units. During the 12-month period commencing July 18, 2022 and ending no later than July 17, 2023, the Trust may purchase through the facilities of the TSX and/or alternative Canadian Trading Systems up to 3,439,989 Trust Units in total, being 10% of the "public float" of trust units as of July 5, 2022. During the 12 months ended July 17, 2023, the Trust purchased 624,300 shares for proceeds of \$3.6 million.

On July 13, 2023, the Trust announced its intention to make a Normal Course Issuer Bid with respect to its outstanding Trust Units. During the 12-month period commencing July 18, 2023 and ending no later than July 17, 2024, the Trust may purchase through the facilities of the TSX and/or alternative Canadian Trading Systems up to 3,324,528 Trust Units in total, being 10% of the "public float" of trust units as of July 4, 2023. As of July 17, 2024, being the expiry of the NCIB, the Trust did not purchase any units.

On July 15, 2024, the Trust announced its intention to make a Normal Course Issuer Bid with respect to its outstanding Trust Units. During the 12-month period commencing July 18, 2024 and ending no later than July 17, 2025, the Trust may purchase through the facilities of the TSX and/or alternative Canadian Trading Systems up to 3,281,995 Trust Units in total, being 10% of the "public float" of trust units as of July 5, 2024. As of September 30, 2024, the Trust did not purchase any units under NCIB.

**9. Rental Revenue**

The Trust currently leases real estate to tenants under operating leases. Future minimum rental income on tenant operating leases over their remaining lease terms excluding renewal options (subject to collection) is as follows:

| <b>Revenue</b>                                     |                       |
|--|-----------------------|
| Within one year                                    | \$ 34,283,102         |
| Later than one year and not longer than five years | 69,948,703            |
| Thereafter   | 22,837,633            |
|  | <b>\$ 127,069,438</b> |

Revenue for the period is comprised of the following:

|                            | <b>Three Months Ended</b> |                      | <b>Nine Months Ended</b> |                      |
|----------------------------|---------------------------|----------------------|--------------------------|----------------------|
|                            | <b>Sep 30, 2024</b>       | <b>Sep 30, 2023</b>  | <b>Sep 30, 2024</b>      | <b>Sep 30, 2023</b>  |
| Base Rent                  | \$ 10,737,278             | \$ 10,548,356        | \$ 32,178,753            | \$ 30,963,567        |
| Operating Costs Recoveries | 1,713,071                 | 1,810,668            | 5,915,029                | 5,452,507            |
| Tax Recoveries             | 2,465,571                 | 2,260,557            | 7,111,762                | 6,409,218            |
| Straight Line Rent         | 19,311                    | 73,161               | 2,714                    | 216,815              |
| Free Rent                  | (45,401)                  | (32,683)             | (218,600)                | (78,465)             |
|                            | <b>\$ 14,889,830</b>      | <b>\$ 14,660,059</b> | <b>\$ 44,989,658</b>     | <b>\$ 42,963,642</b> |

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**10. Finance Costs**

Finance costs for the period ended September 30, 2024 and September 30, 2023 are as follows:

|  | Three Months Ended  |                     | Nine Months Ended    |                      |
|--|---------------------|---------------------|----------------------|----------------------|
|  | Sep 30, 2024        | Sep 30, 2023        | Sep 30, 2024         | Sep 30, 2023         |
| Mortgage Interest                              | \$ 2,654,369        | \$ 2,366,665        | \$ 8,758,670         | \$ 9,192,181         |
| Bank Indebtedness and Credit facility Interest | 378,017             | 869,090             | 1,333,823            | 1,390,989            |
| Finance Fee Amortization                       | 427,962             | 181,658             | 537,936              | 630,374              |
| Non-cash Interest Expense                      | (23,188)            | (37,359)            | (76,440)             | (112,076)            |
| <b>Finance Costs</b>                           | <b>\$ 3,437,160</b> | <b>\$ 3,380,054</b> | <b>\$ 10,553,989</b> | <b>\$ 11,101,468</b> |

Finance fee amortization relates to fees paid on securing the Facility, the LOC and the Trust's various mortgages accounted for under the amortized cost method. Non-cash interest expense relates to the amortization of mark-to-market adjustment relating to the assumed mortgages from the Trust's various acquisitions.

**11. Property Operating and General and Administrative Expenses**

Property operating expenses include realty taxes as well as other costs related to maintenance, HVAC, insurance, utilities and property management fees. General and administrative expenses include professional fees, public company expenses, office and general, insurance and asset management fees.

Property operating and general and administrative expenses for the period ended September 30, 2024 and September 30, 2023 are as follows:

|                                       | Three Months Ended  |                     | Nine Months Ended   |                      |
|---------------------------------------|---------------------|---------------------|---------------------|----------------------|
|                                       | Sep 30, 2024        | Sep 30, 2023        | Sep 30, 2024        | Sep 30, 2023         |
| Realty Taxes                          | \$ 2,739,752        | \$ 2,499,658        | \$ 7,979,514        | \$ 7,362,331         |
| Property Management Fees (note 12(b)) | 518,191             | 525,607             | 1,772,293           | 1,663,023            |
| Operating Expenses                    | 1,941,915           | 2,661,397           | 6,618,712           | 6,662,011            |
| <b>Property Operating Expenses</b>    | <b>\$ 5,199,858</b> | <b>\$ 5,686,662</b> | <b>\$16,370,519</b> | <b>\$ 15,687,365</b> |

|   | Three Months Ended  |                     | Nine Months Ended   |                     |
|---|---------------------|---------------------|---------------------|---------------------|
|   | Sep 30, 2024        | Sep 30, 2023        | Sep 30, 2024        | Sep 30, 2023        |
| Asset Management Fees (note 12(a))      | \$ 846,268          | \$ 848,379          | \$ 2,531,659        | \$ 2,543,842        |
| Performance Incentive Fees (note 12(a)) | 194,428             | 90,457              | 690,904             | 151,815             |
| Public Company Expenses                 | 184,077             | 115,366             | 669,183             | 394,882             |
| Office and General                      | 220,194             | 133,517             | 556,433             | 555,611             |
| <b>General and Administrative</b>       | <b>\$ 1,444,967</b> | <b>\$ 1,187,719</b> | <b>\$ 4,448,179</b> | <b>\$ 3,646,150</b> |

**12. Related Party Transactions**

Transactions with related parties are in the normal course of business and are recorded at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

(a) Asset Management Agreement

The Trust has entered into an Asset Management Agreement with Firm Capital Realty Partners Inc. ("FCRPI"), an entity indirectly related to certain trustees and management of the Trust. The term of the contract is initially ten years and automatically renews for successive five-year periods. On August 12, 2021, the contract was extended for a further ten year term with successive five year renewal periods.

## FIRM CAPITAL PROPERTY TRUST

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As part of the Agreement, FCRPI agrees to provide the following services, which include but are not limited to the following: (i) arrange financing, refinancing and structuring of financings for the Trust's investment properties and future acquisitions; (ii) identify, recommend and negotiate the purchase price for acquisitions and dispositions; (iii) prepare budgets and financial

forecasts for the Trust and future acquisitions; (iv) provider of services of senior management including the CEO and CFO; (v) assist in investor relations for the Trust; (vi) assist the Trust with regulatory and financial reporting requirements (other than services provided by the CFO of the Trust); (vii) assist the Trust with the preparation of all documents, report data and analysis required by the Trust for its filings and documents necessary for its continuous disclosure requirements pursuant to applicable stock exchange rules and securities laws; (viii) attend meetings of Trustees or applicable committees, as requested by the Trust, to present financing opportunities, acquisition opportunities and disposition opportunities; and (ix) arrange and coordinate advertising, promotional, marketing and related activities on behalf of the Trust.

As compensation for the services, FCRPI is paid the following fees:

i. Asset Management Fees: The Trust pays the following fees annually:

- I. 0.75% of the first \$300 million of the Gross Book Value of the Properties; and
- II. 0.50% of the Gross Book Value of the investment properties in excess of \$300 million.

ii. Acquisition Fees: The Trust pays the following acquisition fees:

- I. 0.75% of the first \$300 million of aggregate Gross Book Value in respect of new properties acquired in a particular year;
- II. 0.65% of the next \$200 million of aggregate Gross Book Value in respect of new properties acquired in such year; and thereafter
- III. 0.50% of the aggregate Gross Book Value of new properties acquired in such year.

iii. Placement Fees: The Trust pays a fee equivalent to 0.25% of the aggregate value of all debt and equity financing arranged by FCRPI.

iv. Disposition Fees: The Trust pays with respect to a disposition by the Trust at a price that is excess of the average IFRS carrying value of the Property over the preceding four quarters in which the sale occurred, a fee (the "Disposition Fee") equal to 0.5% of the sale price to FCRPI.

#### (b) Incentive Fee Agreement

FCPLP has entered into an Incentive Fee Agreement with FCRPI to pay a Performance Incentive Fee. FCPLP pays a fee equivalent to 15% of Adjusted Funds From Operations ("AFFO") as defined in the Limited Partnership Agreement once AFFO exceeds \$0.40 per Unit (including any gains and losses on the disposition of real estate properties calculated as gross proceeds less the actual cost of real estate including capitalized additions).

In addition to the fees outlined above, FCRPI is entitled to reimbursement of all actual expenses incurred in performing its responsibilities under the Asset Management Agreement.

For the nine months ended September 30, 2024 and September 30, 2023, Asset Management Fees were \$2,531,659 and \$2,543,842; Acquisition Fees were \$nil and \$21,977; Placement fees were \$219,444 and \$327,467; and Performance Incentive Fees were \$690,903 and \$151,815, respectively.

Asset Management and Performance Incentive Fees are recorded in General and Administrative expenses while Acquisition and Placement Fees are capitalized to Investment Properties, Mortgages and Unitholders' Equity on the consolidated balance sheet.

As at September 30, 2024, \$690,903 (\$433,689 as at December 31, 2023) was due on demand to FCRPI and has been accounted for in accounts payable and accrued liabilities.

#### (c) Property Management Agreement

The Trust has entered into a Property Management Agreement with Firm Capital Property Management Corp. ("FCPMC"), formerly Firm Capital Properties Inc., an entity indirectly related to certain trustees and management of the Trust. The term of the contract is initially ten years and automatically renews for successive five-year periods.

## FIRM CAPITAL PROPERTY TRUST

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As part of the Agreement, FCPMC agrees to provide the following services which include but are not limited to, the following: (i) lease the Properties and to obtain tenants from time to time as vacancies occur; (ii) to establish the rent, the duration, the terms and conditions of all leases and renewals thereof; (iii) to enter into agreements to lease and offers to lease in respect of

the properties; (iv) collect all rents, including parking revenues, tenant recoveries, leasehold recoveries and any other revenues or monies accruing to the properties, or sums which may be receipts due and payable in connection with or incidental to the properties; (v) maintain the properties in reasonable operating condition and repair, (vi) arrange for and supervise the making or installation of such maintenance, repairs, improvements (including tenant improvements) and alterations as may be required; (vii) maintain all licenses and permits as required; (viii) recover all operating costs as required under various tenant lease arrangements; (ix) prepare all property operating and capital expenditure budgets; and (x) undertake, supervise and budget all tenant improvements, construction projects and alterations.

As compensation for the services, FCPMC is paid the following fees:

- (a) Property Management Fees: The Trust pays the following fees annually:
  - I. Multi-unit Residential Properties: For each multi-unit residential property with 120 units or less, a fee equal to four percent (4.0%) of Gross Revenues and for each multi-unit residential property with more than 120 units, a fee equal to three and one-half percent (3.5%) of Gross Revenues.
  - II. Industrial and Commercial Properties: Fee equal to four and one-quarter percent (4.25%) of Gross Revenues from the property; provided, however, that for such properties with a single tenant, the fee shall be equal to three percent (3.0%) of Gross Revenues.
- (b) Commercial Leasing Fees: Where FCPMC leases a rental space on commercial terms, FCPMC shall be entitled to receive a leasing commission equal to three percent (3.0%) of the net rental payments for the first year of the lease, and one and one-half percent (1.5%) of the net rental payments for each year during the balance of the duration of the lease; provided, however, that where a third party broker arranges for the lease of any such property that is not subject to a long-term listing agreement, FCPMC shall be entitled to a reduced commission equal to 50% of the foregoing amounts with respect to such property. No leasing fees will be paid for relocating existing tenants, rewriting leases or expenditures, including the cost of all permits, materials, labour, contracts, and holding over without a lease unless the area or length of term has increased.
- (c) Commercial Leasing Renewal Fees: Renewals of space leased on commercial terms (including lease renewals at the option of the tenant) which are handled exclusively by FCRPI shall be subject to a commission payable to FCPMC of one-half of one percent (0.50%) of the net rental payments for each year of the renewed lease.
- (d) Construction Development Property Management Fees: Where FCPMC is requested by the Trust to construct tenant improvements or to renovate same, or where FCPMC is requested by the Trust to construct, modify, or reconstruct improvements to, or on, the Properties (collectively, "Capital Expenditures"), FCPMC shall receive as compensation for its services with respect thereto a fee equal to five percent (5.0%) of the cost of such Capital Expenditures, including the cost of all permits, materials, labour, contracts, and subcontracts; provided, however, that no such fee shall be payable unless the Capital Expenditures are undertaken following a tendering or procurement process where the total cost of Capital Expenditures exceeds \$50,000.

In addition to the fees outlined above, FCPMC is entitled to reimbursement of all actual expenses incurred in performing its responsibilities under the Property Management Agreement.

For the nine months ended September 30, 2024 and September 30, 2023, Property Management Fees were \$1,075,404 and \$983,119 and Commercial Leasing Fees were \$79,093 and \$67,315, respectively.

As at September 30, 2024, \$123,114 ( \$131,314 as at December 31, 2023) was due to FCPMC and has been accounted for in accounts payable and accrued liabilities.

#### (d) Lease Agreement

On August 1, 2013, FCPMC entered into a lease agreement with the entity that owns the Montreal Industrial Portfolio which the Trust accounts for as a joint control arrangement, to lease office space on commercially available terms. For the three and nine months ended September 30, 2024, \$10,320 and \$30,960 (\$10,320 and \$29,380 for the three and nine months ended September 30, 2023) of base rent was paid on this lease.

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(e) Co-Ownership Arrangement

The Trust currently is a co-owner in fifteen joint arrangements. These arrangements are classified as joint operations because the parties involved have joint control of the assets and joint responsibility of the liabilities relating to the arrangement. As a result, the Trust includes its pro rata share of its assets, liabilities, revenues, expenses and cash flows in these consolidated financial statements. Management believes the assets of these joint arrangements are sufficient for the purpose of satisfying the associated obligations. Please refer to Note 2(d) - Summary of Significant Accounting Policies for details over the co-ownership schedule.

Certain Trustees and Officers of the Trust directly and/or indirectly have interests in certain of these Joint Arrangements.

(f) Key management compensation:

For the nine months ended September 30, 2024, total trustee's fee expenses were \$568,092 (2023 – \$237,250) and included in general and administrative expenses (office and general). Certain key management personnel are also trustees of the Trust and receive compensation from FCRPI.

The trustees and officers participate in the Trust's unit based compensation plans and are disclosed in note 8(c).

**13. Co-Ownership Property Interests**

The Trust includes its proportionate share of the related assets, liabilities, revenue and expenses of the co-owned properties in the consolidated financial statements.

|                             | <b>As at September 30, 2024</b> |  |                       |                         |
|-----------------------------|---------------------------------|--|-----------------------|-------------------------|
|                             | <b>Trust Wholly Owned</b>       | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>          | <b>Co-Owned at 100%</b> |
| Current Assets              | \$ 9,014,610                    | \$ 12,633,207                              | \$ 21,647,817         | \$ 34,031,166           |
| Non-Current Assets          | 131,655,304                     | 499,395,026                                | 631,050,330           | 1,107,154,061           |
| <b>Total Assets</b>         | <b>\$ 140,669,914</b>           | <b>\$ 512,028,233</b>                      | <b>\$ 652,698,147</b> | <b>\$ 1,141,185,227</b> |
| Current Liabilities         | 20,038,434                      | 35,666,824                                 | 55,705,258            | 62,040,764              |
| Non-Current Liabilities     | 57,598,720                      | 233,968,501                                | 291,567,221           | 519,276,883             |
| <b>Total Liabilities</b>    | <b>\$ 77,637,154</b>            | <b>\$ 269,635,325</b>                      | <b>\$ 347,272,479</b> | <b>\$ 581,317,647</b>   |
| <b>Total Owners' Equity</b> | <b>\$ 63,032,760</b>            | <b>\$ 242,392,908</b>                      | <b>\$ 305,425,668</b> | <b>\$ 559,867,580</b>   |

|                             | <b>As at December 31, 2023</b> |  |                       |                         |
|-----------------------------|--------------------------------|--|-----------------------|-------------------------|
|                             | <b>Trust Wholly Owned</b>      | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>          | <b>Co-Owned at 100%</b> |
| Current Assets              | \$ 9,929,309                   | \$ 13,289,549                              | \$ 23,218,858         | \$ 35,387,898           |
| Non-Current Assets          | 133,815,244                    | 480,344,069                                | 614,159,313           | 1,070,466,058           |
| <b>Total Assets</b>         | <b>\$ 143,744,553</b>          | <b>\$ 493,633,618</b>                      | <b>\$ 637,378,171</b> | <b>\$ 1,105,853,956</b> |
| Current Liabilities         | 29,203,767                     | 108,085,035                                | 137,288,802           | 253,940,365             |
| Non-Current Liabilities     | 47,137,506                     | 161,259,076                                | 208,396,582           | 333,720,174             |
| <b>Total Liabilities</b>    | <b>\$ 76,341,273</b>           | <b>\$ 269,344,111</b>                      | <b>\$ 345,685,384</b> | <b>\$ 587,660,539</b>   |
| <b>Total Owners' Equity</b> | <b>\$ 67,403,280</b>           | <b>\$ 224,289,507</b>                      | <b>\$ 291,692,787</b> | <b>\$ 518,193,417</b>   |

**FIRM CAPITAL PROPERTY TRUST**  
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For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

|  | <b>Three Months Ended September 30, 2024</b> |  |                     |                         |
|--|--|--|---------------------|-------------------------|
|  | <b>Trust Wholly Owned</b>                    | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>        | <b>Co-Owned at 100%</b> |
| Net Operating Income                       |  |  |                     |                         |
| Rental Revenue                             | \$ 2,679,677                                 | \$ 12,210,153                              | \$ 14,889,830       | \$ 26,243,234           |
| Property Operating Expenses                | (901,712)                                    | (4,298,146)                                | (5,199,858)         | (9,133,569)             |
|  | 1,777,965                                    | 7,912,007                                  | 9,689,972           | 17,109,665              |
| Interest and Other Income                  | 163,685                                      | 62,145                                     | 225,830             | 288,694                 |
| Expenses:                                  |  |  |                     |                         |
| Finance Costs                              | 717,610                                      | 2,719,550                                  | 3,437,160           | 5,847,665               |
| General and Administrative                 | 311,161                                      | 1,133,806                                  | 1,444,967           | 1,850,313               |
|  | 1,028,771                                    | 3,853,356                                  | 4,882,127           | 7,697,978               |
| Income Before Fair Value Adjustments       | 912,879                                      | 4,120,796                                  | 5,033,675           | 9,700,381               |
| Fair Value Adjustments:                    |  |  |                     |                         |
| Investment Properties                      | 3,425,182                                    | 1,161,394                                  | 4,586,576           | 3,550,459               |
| Unit-based Compensation Recovery           | (257,182)                                    | -  | (257,182)           | (257,182)               |
| <b>Net Income and Comprehensive Income</b> | <b>\$ 4,080,879</b>                          | <b>\$ 5,282,190</b>                        | <b>\$ 9,363,069</b> | <b>\$ 12,993,658</b>    |

|  | <b>Three Months Ended September 30, 2023</b> |  |                       |                         |
|--|--|--|-----------------------|-------------------------|
|  | <b>Trust Wholly Owned</b>                    | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>          | <b>Co-Owned at 100%</b> |
| Net Operating Income                   |  |  |                       |                         |
| Rental Revenue                         | \$ 2,794,950                                 | \$ 11,865,109                              | \$ 14,660,059         | \$ 25,761,243           |
| Property Operating Expenses            | (1,098,509)                                  | (4,588,153)                                | (5,686,662)           | (9,825,121)             |
|  | 1,696,441                                    | 7,276,956                                  | 8,973,397             | 15,936,122              |
| Interest and Other Income              | 54,695                                       | 46,848                                     | 101,543               | 152,380                 |
| Expenses:                              |  |  |                       |                         |
| Finance Costs                          | 854,044                                      | 2,526,010                                  | 3,380,054             | 5,934,669               |
| General and Administrative             | 253,967                                      | 933,752                                    | 1,187,719             | 1,774,286               |
|  | 1,108,011                                    | 3,459,762                                  | 4,567,773             | 7,708,955               |
| Income Before Fair Value Adjustments   | 643,125                                      | 3,864,042                                  | 4,507,167             | 8,379,547               |
| Fair Value Adjustments:                |  |  |                       |                         |
| Investment Properties                  | (1,962,393)                                  | (5,004,938)                                | (6,967,331)           | (11,925,056)            |
| Unit-based Compensation Recovery       | 49,983                                       | -  | 49,983                | 148,933                 |
| <b>Net Loss and Comprehensive Loss</b> | <b>\$ (1,269,285)</b>                        | <b>\$ (1,140,896)</b>                      | <b>\$ (2,410,181)</b> | <b>\$ (3,396,576)</b>   |

**FIRM CAPITAL PROPERTY TRUST**  
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(Unaudited)

|  | <b>Nine Months Ended September 30, 2024</b> |  |                      |                         |
|--|---|--|----------------------|-------------------------|
|  | <b>Trust Wholly Owned</b>                   | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>         | <b>Co-Owned at 100%</b> |
| Net Operating Income                             |   |  |                      |                         |
| Rental Revenue                                   | \$ 8,727,586                                | \$ 36,262,072                              | \$ 44,989,658        | \$ 78,663,459           |
| Property Operating Expenses                      | (2,970,388)                                 | (13,400,131)                               | (16,370,519)         | (28,840,788)            |
|  | 5,757,198                                   | 22,861,941                                 | 28,619,139           | 49,822,671              |
| Interest and Other Income                        | 393,526                                     | 191,554                                    | 585,080              | 829,957                 |
| Expenses:  |   |  |                      |                         |
| Finance Costs                                    | 2,403,963                                   | 8,150,026                                  | 10,553,989           | 17,322,355              |
| General and Administrative                       | 928,018                                     | 3,520,161                                  | 4,448,179            | 6,558,277               |
|  | 3,331,981                                   | 11,670,187                                 | 15,002,168           | 23,880,632              |
| Income Before Fair Value Adjustments             | 2,818,743                                   | 11,383,308                                 | 14,202,051           | 26,771,996              |
| Fair Value Adjustments:                          |   |  |                      |                         |
| Investment Properties                            | (2,159,944)                                 | 16,232,358                                 | 14,072,414           | 23,802,615              |
| Fair Value Gain on Sale of Investment Properties | -   | 217,088                                    | 217,088              | 310,126                 |
| Unit-based Compensation Recovery                 | (358,763)                                   | -  | (358,763)            | (358,763)               |
| <b>Net Income and Comprehensive Income</b>       | <b>\$ 300,036</b>                           | <b>\$ 27,832,754</b>                       | <b>\$ 28,132,790</b> | <b>\$ 50,525,974</b>    |

|  | <b>Nine Months Ended September 30, 2023</b> |  |                     |                         |
|--|---|--|---------------------|-------------------------|
|  | <b>Trust Wholly Owned</b>                   | <b>Co-Owned at Proportionate Ownership</b> | <b>Total</b>        | <b>Co-Owned at 100%</b> |
| Net Operating Income                                       |   |  |                     |                         |
| Rental Revenue   | \$ 7,929,001                                | \$ 35,034,641                              | \$ 42,963,642       | \$ 75,550,283           |
| Property Operating Expenses                                | (2,889,218)                                 | (12,798,147)                               | (15,687,365)        | (27,436,320)            |
|  | 5,039,783                                   | 22,236,494                                 | 27,276,277          | 48,113,963              |
| Interest and Other Income                                  | 222,389                                     | 142,317                                    | 364,706             | 513,270                 |
| Expenses:  |   |  |                     |                         |
| Finance Costs  | 3,490,758                                   | 7,610,710                                  | 11,101,468          | 15,023,854              |
| General and Administrative                                 | 797,259                                     | 2,848,891                                  | 3,646,150           | 6,205,177               |
|  | 4,288,017                                   | 10,459,601                                 | 14,747,618          | 21,229,031              |
| Income Before Fair Value Adjustments                       | 974,155                                     | 11,919,210                                 | 12,893,365          | 27,398,202              |
| Fair Value Adjustments:                                    |   |  |                     |                         |
| Investment Properties                                      | (2,094,764)                                 | (2,721,271)                                | (4,816,035)         | (7,260,426)             |
| Unit-based Compensation Recovery                           | 480,773                                     | -  | 480,773             | 480,773                 |
| <b>Net Income/(Loss) and Comprehensive Income / (Loss)</b> | <b>\$ (639,836)</b>                         | <b>\$ 9,197,939</b>                        | <b>\$ 8,558,103</b> | <b>\$ 20,618,549</b>    |



## **FIRM CAPITAL PROPERTY TRUST**

### **Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
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#### **14. Income Taxes**

The Trust currently qualifies as a mutual fund trust and a real estate investment trust ("REIT") for Canadian income tax purposes. Under current tax legislation, income distributed annually by the Trust to unitholders is a deduction in the calculation of its taxable income. As the Trust intends to distribute all of its taxable income to its unitholders, the Trust does not record a provision for current Canadian income taxes.

The Tax Act contains legislation affecting the tax treatment of a specified investment flow-through ("SIFT") trust or partnership (the "SIFT Rules"). A SIFT includes a publicly listed or traded partnership or trust, such as an income trust.

Under the SIFT Rules, certain distributions from a SIFT are not deductible in computing a SIFT's taxable income, and a SIFT is subject to tax on such distributions at a rate that is substantially equivalent to the general tax rate applicable to a Canadian corporation. However, distributions paid by a SIFT as returns of capital should generally not be subject to tax.

The SIFT Rules do not apply to a REIT that meets prescribed conditions relating to the nature of its assets and revenue (the "REIT Conditions"). The REIT has reviewed the REIT Conditions and has assessed their interpretation and application to the REIT's assets and revenues. The REIT believes it has met the REIT Conditions throughout the periods ended September 30, 2024 and September 30, 2023. As a result, the REIT does not recognize any deferred income tax assets or liabilities for income tax purposes.

#### **15. Commitments and Contingencies**

The Trust is subject to legal and other claims in the normal course of business. Although such matters cannot be predicted with certainty, management believes that any liability from such claims would not have a significant effect on the Trust's consolidated financial statements.

For the three and nine months ended September 30, 2024 and September 30, 2023, the Trust had no material commitments and contingencies other than those outlined above and in notes 12.

#### **16. Capital Management**

The Trust's objectives when managing capital are to safeguard its ability to continue as a going concern and to generate sufficient returns to provide unitholders with stable cash distributions. The Trust's capital currently consists of bank indebtedness, mortgages and unitholders' equity.

The Trust's Declaration of Trust permits the Trust to incur or assume indebtedness, provided that after giving effect to incurring or assuming any indebtedness (as defined in the Declaration of Trust), the amount of such indebtedness of the Trust is not more than 75% of the gross book value of the Trust's total assets. Gross Book Value ("GBV") is defined in the Declaration of Trust as "at any time, the book value of the assets of the Trust and its consolidated subsidiaries, as shown on its then most recent consolidated balance sheet, plus the amount of accumulated depreciation and amortization in respect of such assets (and related intangible assets) shown thereon or in the notes thereto plus the amount of future income tax liability arising out of indirect acquisitions and excluding the amount of any receivable reflecting interest rate subsidies on any debt assumed by the Trust shown thereon or in the notes thereto, or if approved by a majority of the Trustees at any time, the appraised value of the assets of the Trust and its consolidated subsidiaries may be used instead of book value." As at September 30, 2024 and September 30, 2023, the ratio of such indebtedness to gross book value was 51.3% and 52.9% respectively, which complies with the requirement in the Declaration of Trust and is consistent with the Trust's objectives.

With respect to the bank indebtedness, the Trust must maintain ratios including minimum Unitholders' equity, maximum debt/GBV, minimum interest service and debt service coverage ratios. The Trust monitors these ratios and was in compliance with these requirements throughout the periods ended September 30, 2024 and September 30, 2023.

In addition to the above key ratios, the Trust's mortgages has various covenants calculated as defined within these agreements. The Trust monitors these covenants and was in compliance as at September 30, 2024 and September 30, 2023.

**FIRM CAPITAL PROPERTY TRUST**  
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**17. Risk Management and Fair Value of Financial Instruments**

A. Risk Management:

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

I. Market Risk

The Trust is exposed to interest rate risk on its borrowings. It minimizes the risk by restricting debt to 75% of the GBV of the Trust's assets. The Trust has its bank indebtedness under variable rate terms.

The following table outlines the impact on interest expense of a 100 basis point increase or decrease in interest rates on the Trust's variable rate debt:

| <b>Impact on Interest Expense</b> | <b>September 30, 2024</b> | <b>December 31, 2023</b> |
|-----------------------------------|---------------------------|--------------------------|
| Credit facility                   | \$ 167,000                | \$ 313,000               |

II. Credit Risk

The Trust's maximum exposure to credit risk is equivalent to the carrying value of accounts receivable.

The Trust is exposed to credit risk as an owner of real estate in that tenants may become unable to pay the contracted rents. Management mitigates this risk by carrying out appropriate credit checks and related due diligence on the significant tenants. The Trust's properties are diversified across a number of Canadian provinces and numerous tenants. The receivable balance consists largely of tenant receivables and Harmonized Sales Tax and Quebec Sales Tax receivables.

In determining the expected credit losses, the Trust takes into account the payment history and future expectations of likely default events (i.e. asking for rental concessions, applications for rental relief through government programs such as the CECRA program, or stating they will not be making rental payments on the due date) based on actual or expected insolvency filings or voluntary arrangements. These assessments are made on a tenant-by-tenant basis.

Accounts receivable balance is net of expected credit losses of \$482,947 (December 31, 2023 – \$408,888).

As at September 30, 2024, the Trust had one tenant comprising 10.8% of rental revenues (10.8% as at September 30, 2023).

III. Liquidity Risk

Liquidity risk is the risk the Trust will not be able to meet its financial obligations as they come due. The Trust manages liquidity by maintaining adequate cash and by having appropriate credit facilities available. The Trust currently has the ability to access the debt capital markets and is able to receive debt capital as and when required. In addition, the Trust continuously monitors and reviews both actual and forecasted cash flows.

The following are the maturities of the Trust's financial liabilities as at September 30, 2024 including bank indebtedness, mortgages, tenant rental deposits, distribution payable and accounts payable and accrued liabilities:

|   | <b>Less than 1 Year</b> | <b>1 - 2 Years</b> | <b>&gt;2 Years</b> | <b>Total</b>   |
|---|-------------------------|--------------------|--------------------|----------------|
| Mortgages (note 7a)                               | \$ 29,208,812           | \$ 18,161,065      | \$ 270,831,825     | \$ 318,201,702 |
| Credit facility (note 6)                          | 16,700,000              | -                  | -                  | 16,700,000     |
| Tenant Rental Deposits                            | 612,950                 | 314,769            | 2,155,408          | 3,083,127      |
| Distribution Payable                              | 1,599,990               | -                  | -                  | 1,599,990      |
| Land Lease Liability (note 7b)                    | 48,367                  | 49,801             | 52,766             | 150,934        |
| Accounts Payable and Accrued Liabilities (note 5) | 7,535,139               | -                  | -                  | 7,535,139      |
|   | \$ 55,705,258           | \$ 18,525,635      | \$ 273,039,999     | \$ 347,270,892 |

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**B. Fair Value of Financial Instruments:**

The Trust uses a three-level hierarchy that reflects the significance of the inputs used in making fair value measurements of financial instruments carried at fair value. Level 1 of the fair value hierarchy uses quoted market prices in active markets for identical assets or liabilities to determine the fair value of assets and liabilities. Level 2 includes valuations using inputs other than quoted prices that are observable for the asset or liability, either directly or indirectly. Level 3 valuations are based on input for the asset or liability that are not based on observable market data.

The fair value of the Trust's cash and cash equivalents, restricted cash, accounts receivable, deposits and other assets, distribution payable, tenant rental deposits, land lease liability and accounts payable and accrued liabilities approximates their carrying amounts due to the relatively short periods to maturity of these financial instruments. The carrying value of the Trust's financial instruments is summarized in the following table:

|   | September 30, 2024 |              | December 31, 2023 |       |
|---|--------------------|--------------|-------------------|-------|
|   | Amortized Cost     | FVTPL        | FVTPL             | FVTPL |
| <b>Financial Assets</b>   |                    |              |                   |       |
| Mortgages Receivable  | \$ 5,500,000       | \$ 5,500,000 | \$ 5,000,000      |       |
| Accounts Receivable   | 1,667,835          | 1,667,835    | 2,412,174         |       |
| Deposits and Other Assets   | 2,897,760          | 2,897,760    | 2,468,284         |       |
| Restricted Cash   | 165,499            | 165,499      | 141,094           |       |
| Cash and Cash Equivalents   | 7,307,824          | 7,307,824    | 8,333,895         |       |
| <b>Financial Liabilities</b>  |                    |              |                   |       |
| Distribution Payable  | \$ 1,599,990       | \$ 1,599,990 | \$ 1,599,990      |       |
| Accounts Payable and Accrued Liabilities<br>(except Option and DSU Liabilities) | 6,276,575          | 6,276,575    | 5,533,057         |       |
| Land Lease Liability  | 152,521            | 152,521      | 200,539           |       |
| Credit facility   | 16,700,000         | 16,700,000   | 31,300,000        |       |
| Tenant Rental Deposits  | 3,083,127          | 3,083,127    | 2,842,977         |       |
| Mortgages   | 318,201,702        | 310,616,704  | 287,321,263       |       |
| Option Liabilities  | -                  | 332,292      | 118,751           |       |
| DTU   | -                  | 926,272      | 297,958           |       |

**I. Fair Value Hierarchy**

The fair value of the mortgages is estimated based on the present value of future payments, discounted at a yield on a Government of Canada bond with the nearest maturity date to the underlying mortgage, plus an estimated credit spread at the reporting date for a comparable mortgage (Level 2). The estimated fair value of the mortgages is approximately \$310.6 million (December 31, 2023 - \$287.3 million).

The fair value of unit-based compensation relates to unit options granted which are carried at fair value, estimated using the Black-Scholes option pricing model for option valuation (Level 3) as outlined in note 8(c).

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**19. Segmented Information**

The Trust operates in five reportable segments: grocery anchored retail, non-grocery anchored retail, industrial, multi-residential and core service office provider and evaluates performance based on net income and comprehensive income which is presented by segment as outlined below:

|  | Grocery<br>Anchored<br>Retail | Non-Grocery<br>Anchored<br>Retail | Industrial   | Multi-Residential | Core Service<br>Office Provider | Manufactured<br>Homes<br>Communities | Corporate    | Three Months<br>Ended Sept 30,<br>2024 |
|--|-------------------------------|-----------------------------------|--------------|-------------------|---------------------------------|--------------------------------------|--------------|--|
| Net Operating Income                                 |                               |                                   |              |                   |                                 |                                      |              |  |
| Rental Revenue                                       | \$ 7,294,402                  | \$ 1,020,881                      | \$ 4,018,045 | \$ 2,041,524      | \$ -                            | \$ 514,978                           | \$ -         | \$ 14,889,830                          |
| Property Operating Expenses                          | (2,553,033)                   | (372,825)                         | (1,416,607)  | (668,343)         | -                               | (189,050)                            | -            | (5,199,858)                            |
|  | 4,741,369                     | 648,056                           | 2,601,438    | 1,373,181         | -                               | 325,928                              | -            | 9,689,972                              |
| Interest and Other Income                            | 69,355                        | 905                               | 5,858        | -                 | -                               | -                                    | 149,712      | 225,830                                |
| Expenses:  |                               |                                   |              |                   |                                 |                                      |              |  |
| Finance Costs  | 1,823,922                     | 56,568                            | 782,034      | 530,083           | -                               | 77,618                               | 166,935      | 3,437,160                              |
| General and Administrative                           | 747,839                       | 73,120                            | 256,961      | 297,549           | -                               | 39,132                               | 30,366       | 1,444,967                              |
|  | 2,571,761                     | 129,688                           | 1,038,995    | 827,632           | -                               | 116,750                              | 197,301      | 4,882,127                              |
| Income Before Fair Value Adjustments                 | 2,238,963                     | 519,273                           | 1,568,301    | 545,549           | -                               | 209,178                              | (47,589)     | 5,033,675                              |
| Fair Value Adjustments:                              |                               |                                   |              |                   |                                 |                                      |              |  |
| Investment Properties                                | (4,688,140)                   | (892,979)                         | 3,485,324    | 4,804,762         | -                               | 1,877,609                            | -            | 4,586,576                              |
| Unit-based Compensation Recovery                     | -                             | -                                 | -            | -                 | -                               | -                                    | (257,182)    | (257,182)                              |
| Net Income/(Loss) and<br>Comprehensive Income/(Loss) | \$ (2,449,177)                | \$ (373,706)                      | \$ 5,053,625 | \$ 5,350,311      | \$ -                            | \$ 2,086,787                         | \$ (304,771) | \$ 9,363,069                           |

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|  | Grocery<br>Anchored<br>Retail | Non-Grocery<br>Anchored<br>Retail | Industrial   | Multi-Residential | Core Service<br>Office Provider | Manufactured<br>Homes<br>Communities | Corporate    | Three Months<br>Ended Sept 30,<br>2023 |
|--|-------------------------------|-----------------------------------|--------------|-------------------|---------------------------------|--------------------------------------|--------------|--|
| Net Operating Income                                 |                               |                                   |              |                   |                                 |                                      |              |  |
| Rental Revenue                                       | \$ 7,151,507                  | \$ 1,032,720                      | \$ 4,005,093 | \$ 1,991,736      | \$ -                            | \$ 479,003                           | \$ -         | \$ 14,660,059                          |
| Property Operating Expenses                          | (2,596,868)                   | (345,786)                         | (1,474,319)  | (1,100,464)       | -                               | (169,225)                            | -            | (5,686,662)                            |
|  | 4,554,639                     | 686,934                           | 2,530,774    | 891,272           | -                               | 309,778                              | -            | 8,973,397                              |
| Interest and Other Income                            | 47,216                        | -                                 | (367)        | -                 | 54,694                          | -                                    | -            | 101,543                                |
| Expenses:  |                               |                                   |              |                   |                                 |                                      |              |  |
| Finance Costs  | 1,745,551                     | 48,135                            | 801,110      | 370,472           | -                               | 137,095                              | 277,691      | 3,380,054                              |
| General and Administrative                           | 541,277                       | 33,804                            | 184,976      | 270,633           | 30                              | 40,773                               | 116,226      | 1,187,719                              |
|  | 2,286,828                     | 81,939                            | 986,086      | 641,105           | 30                              | 177,868                              | 393,917      | 4,567,773                              |
| Income Before Fair Value Adjustments                 | 2,315,027                     | 604,995                           | 1,544,321    | 250,167           | 54,664                          | 131,910                              | (393,917)    | 4,507,167                              |
| Fair Value Adjustments:                              |                               |                                   |              |                   |                                 |                                      |              |  |
| Investment Properties                                | (6,924,368)                   | (1,318,927)                       | (136,456)    | 979,332           | -                               | 433,088                              | -            | (6,967,331)                            |
| Unit-based Compensation Recovery                     | -                             | -                                 | -            | -                 | -                               | -                                    | 49,983       | 49,983                                 |
| Net Income/(Loss) and<br>Comprehensive Income/(Loss) | \$ (4,609,341)                | \$ (713,932)                      | \$ 1,407,865 | \$ 1,229,499      | \$ 54,664                       | \$ 564,998                           | \$ (343,934) | \$ (2,410,181)                         |

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

|  | Grocery<br>Anchored Retail | Non-Grocery<br>Anchored Retail | Industrial    | Multi-<br>Residential | Core Service<br>Office<br>Provider | Manufactured<br>Homes<br>Communities | Corporate      | Nine Months<br>Ended Sept 30,<br>2024 |
|--|----------------------------|--------------------------------|---------------|-----------------------|------------------------------------|--------------------------------------|----------------|---------------------------------------|
| Net Operating Income                                 |                            |                                |               |                       |                                    |                                      |                |                                       |
| Rental Revenue                                       | \$ 22,229,951              | \$ 3,006,829                   | \$ 12,011,097 | \$ 6,204,425          | \$ -                               | \$ 1,537,356                         | \$ -           | \$ 44,989,658                         |
| Property Operating Expenses                          | (8,224,562)                | (1,066,883)                    | (4,190,063)   | (2,323,595)           | -                                  | (565,416)                            | -              | (16,370,519)                          |
|  | 14,005,389                 | 1,939,946                      | 7,821,034     | 3,880,830             | -                                  | 971,940                              | -              | 28,619,139                            |
| Interest and Other Income                            | 168,352                    | 2,049                          | 24,268        | 10,856                | -                                  | -                                    | 379,555        | 585,080                               |
| Expenses:  |                            |                                |               |                       |                                    |                                      |                |                                       |
| Finance Costs  | 5,269,021                  | 172,239                        | 2,437,597     | 1,561,571             | -                                  | 322,486                              | 791,075        | 10,553,989                            |
| General and Administrative                           | 1,996,900                  | 231,327                        | 739,549       | 744,827               | -                                  | 119,816                              | 615,760        | 4,448,179                             |
|  | 7,265,921                  | 403,566                        | 3,177,146     | 2,306,398             | -                                  | 442,302                              | 1,406,835      | 15,002,168                            |
| Income Before Fair Value<br>Adjustments              | 6,907,820                  | 1,538,429                      | 4,668,156     | 1,585,288             | -                                  | 529,638                              | (1,027,280)    | 14,202,051                            |
| Fair Value Adjustments:                              |                            |                                |               |                       |                                    |                                      |                |                                       |
| Investment Properties                                | 12,046,100                 | 2,247,664                      | (4,697,254)   | 4,408,858             | -                                  | 67,046                               | -              | 14,072,414                            |
| Gain on Sale of Investment<br>Properties             | -                          | 196,839                        | -             | -                     | -                                  | 20,249                               | -              | 217,088                               |
| Unit-based Compensation<br>Expense                   | -                          | -                              | -             | -                     | -                                  | -                                    | (358,763)      | (358,763)                             |
| Net Income/(Loss) and<br>Comprehensive Income/(Loss) | \$ 18,953,920              | \$ 3,982,932                   | \$ (29,098)   | \$ 5,994,146          | \$ -                               | \$ 616,933                           | \$ (1,386,043) | \$ 28,132,790                         |

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

|  | Grocery<br>Anchored Retail | Non-Grocery<br>Anchored Retail | Industrial    | Multi-<br>Residential | Core Service<br>Office<br>Provider | Manufactured<br>Homes<br>Communities | Corporate      | Nine Months<br>Ended Sept 30,<br>2023 |
|--|----------------------------|--------------------------------|---------------|-----------------------|------------------------------------|--------------------------------------|----------------|---------------------------------------|
| Net Operating Income                                 |                            |                                |               |                       |                                    |                                      |                |                                       |
| Rental Revenue                                       | \$ 21,485,571              | \$ 2,991,040                   | \$ 11,451,536 | \$ 5,642,086          | \$ -                               | \$ 1,393,409                         | \$ -           | \$ 42,963,642                         |
| Property Operating Expenses                          | (7,953,716)                | (927,405)                      | (3,869,084)   | (2,406,667)           | -                                  | (530,493)                            | -              | (15,687,365)                          |
|  | 13,531,855                 | 2,063,635                      | 7,582,452     | 3,235,419             | -                                  | 862,916                              | -              | 27,276,277                            |
| Interest and Other Income                            | 130,189                    | 9,326                          | 3,433         | -                     | 221,627                            | 131                                  | -              | 364,706                               |
| Expenses:  |                            |                                |               |                       |                                    |                                      |                |                                       |
| Finance Costs  | 5,108,275                  | 171,515                        | 2,625,351     | 1,983,975             | -                                  | 391,427                              | 820,925        | 11,101,468                            |
| General and Administrative                           | 1,539,525                  | 101,328                        | 546,246       | 632,881               | 5,074                              | 105,080                              | 716,016        | 3,646,150                             |
|  | 6,647,800                  | 272,843                        | 3,171,597     | 2,616,856             | 5,074                              | 496,507                              | 1,536,941      | 14,747,618                            |
| Income Before Fair Value<br>Adjustments              | 7,014,244                  | 1,800,118                      | 4,414,288     | 618,563               | 216,553                            | 366,540                              | (1,536,941)    | 12,893,365                            |
| Fair Value Adjustments:                              |                            |                                |               |                       |                                    |                                      |                |                                       |
| Investment Properties                                | (7,188,156)                | (1,369,172)                    | 1,585,998     | 1,669,790             | -                                  | 485,505                              | -              | (4,816,035)                           |
| Unit-based Compensation<br>Expense                   | -                          | -                              | -             | -                     | -                                  | -                                    | 480,773        | 480,773                               |
| Net Income/(Loss) and<br>Comprehensive Income/(Loss) | \$ (173,912)               | \$ 430,946                     | \$ 6,000,286  | \$ 2,288,353          | \$ 216,553                         | \$ 852,045                           | \$ (1,056,168) | \$ 8,558,103                          |

**FIRM CAPITAL PROPERTY TRUST**  
**Notes to Condensed Consolidated Interim Financial Statements**

For the Three and Nine Months Ended September 30, 2024 and September 30, 2023  
(Unaudited)

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**20. Subsequent Events**

- a) On October 2, 2024, the Trust repaid a \$12 million maturing mortgage on a property located in Guelph, Ontario with existing cash resources and the Trust's Credit Facility.
- b) On November 7, 2024, the Trust declared and approved monthly distributions in the amount of \$0.04333 per Trust Unit for Unitholders of record on January 31, 2025, February 28, 2025 and March 31, 2025, payable on or about February 17, 2025, March 17, 2025, and April 15, 2025, respectively.