

22
YEARS of

Organic Growth Discipline Focus



	IFRS value (\$ million)	Year-over-year % change	Revenue (\$ million)	Year-over-year % change	Stock price	Year-over-year % change
2000	90	n/a	7.7	n/a	4.9	n/a
2001	105	17%	11.1	44%	5.4	10%
2002	145	38%	15.2	37%	3.1	(43%)
2003	170	17%	17.0	12%	3.9	25%
2004	178	5%	19.7	16%	6.1	57%
2005	309	74%	23.5	19%	5.2	(14%)
2006	520	68%	30.9	31%	9.9	89%
2007	710	37%	40.4	31%	16.1	62%
2008	625	(12%)	46.3	15%	12.1	(25%)
2009	679	9%	50.8	10%	7.9	(34%)
2010	752	11%	53.1	5%	11.4	44%
2011	911	21%	56.9	7%	17.2	50%
2012	1,052	15%	66.9	18%	31.5	83%
2013	1,149	9%	78.2	17%	30.2	(4%)
2014	1,259	10%	90.6	16%	40.7	35%
2015	1,386	10%	100.4	11%	31.4	(23%)
2016	1,460	5%	100.3	0%	31.1	(1%)
2017	1,632	12%	104.7	4%	37.0	19%
2018	1,866	14%	115.7	11%	48.0	30%
2019	2,040	9%	137.6	19%	63.6	33%
2020	2,183	7%	149.8	9%	71.9	13%
2021	2,616	20%	159.9	7%	104.25	45%
		17%			15%	15%

	NOI (\$ million)	Year-over-year % change	FFO (\$ million)	Year-over-year % change	FFO per share	Year-over-year % change
2000	5.7	n/a	1.5	n/a	0.18	n/a
2001	7.9	39%	2.1	9%	0.22	22%
2002	11.1	41%	3.0	37%	0.24	9%
2003	10.9	(2%)	2.3	80%	0.33	38%
2004	11.6	6%	2.2	(60%)	0.26	(21%)
2005	13.8	19%	1.0	(52%)	0.11	(58%)
2006	18.3	33%	1.3	75%	0.14	27%
2007	24.7	35%	5.0	173%	0.46	229%
2008	26.6	8%	3.8	(11%)	0.20	(57%)
2009	31.3	18%	5.5	153%	0.46	130%
2010	33.2	6%	7.7	(32%)	0.75	63%
2011	37.3	12%	11.4	53%	1.08	44%
2012	44.9	20%	15.2	10%	1.45	34%
2013	52.0	16%	19.1	47%	1.83	26%
2014	60.0	15%	25.6	34%	2.45	34%
2015	67.3	12%	30.0	18%	3.06	25%
2016	64.0	(5%)	26.2	(13%)	2.74	(11%)
2017	64.4	1%	25.6	(2%)	2.91	6%
2018	72.2	12%	29.6	15%	3.35	15%
2019	86.3	20%	39.3	33%	4.27	27%
2020	93.0	8%	43.7	11%	4.66	9%
2021	97.8	5%	47.5	9%	5.08	9%
		14%			17%	16%

AR 2021

For the years ended
Sept. 30, 2021 and 2020

Mainstreet Equity Corp. (“Mainstreet” or the “Corporation”) is a Canadian real estate company focused on acquiring and managing mid-market rental apartment buildings primarily in Western Canada. Listed on the TSX since 2000, Mainstreet creates value by purchasing under-performing properties, renovating them to a branded standard, improving operating efficiencies and repositioning them in the market for greater returns. And, improving the lives of Canadians through affordable housing.

For additional information about Mainstreet Equity Corp., see the Corporation’s profile at SEDAR (www.sedar.com).

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Forward-Looking Information

Certain statements contained herein constitute “forward-looking statements” as such term is used in applicable Canadian securities laws. These statements relate to analysis and other information based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management. In particular, statements concerning estimates related to the effect of the novel strain coronavirus (“COVID-19”) pandemic and governmental responses thereto on the Corporation and the economy, the effect of travel restrictions on the Corporation’s operations and financial performance and the timing of relaxation of the same, the effect of decreasing governmental financial support programs on the Corporation’s tenants and the effect that will have on the Corporation’s credit risk, the effect that COVID-19 will have on valuations of the Corporation’s properties, future acquisitions, dispositions and capital expenditures, future vacancy rates, increase of rental rates and rental revenue, future income and profitability, timing of refinancing of debt, access to low-cost long-term Canada Mortgage and Housing Corporation (“CMHC”) insured mortgage loans, completion timing and costs of renovations, benefits of renovations, funds to be expended on renovations in fiscal year 2022 and the sources thereof, increased funds from operations and cash flow, minimization of operating costs, the Corporation’s liquidity and financial capacity, improved rental conditions, potential increases in rental revenue if optimal operations achieved, the period of time required to stabilize a property, future environmental impact, the Corporation’s strategy and goals and the steps it will take to achieve them, the Corporation’s anticipated funding sources to meet various operating and capital obligations, key accounting estimates and assumptions used by the Corporation, the attraction and hiring of additional personnel, the effect of changes in legislation on the rental market, expected cyclical changes in cash flow, net operating income and operating margins, the effect of environmental regulations on financial results, the handling of any future conflicts of interests of directors or officers and other factors and events described in this document should be viewed as forward-looking statements to the extent that they involve estimates thereof. Any statements that express or involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions of future events or performance (often, but not always, using such words or phrases as “expects” or “does not expect,” “is expected,” “anticipates” or “does not anticipate,” “plans,” “estimates” or “intends,” or stating that certain actions, events or results “may,” “could,” “would,” “might” or “will” be taken, occur or be achieved) are not statements of historical fact and should be viewed as forward-looking statements.

Such forward-looking statements are not guarantees of future events or performance and by their nature involve known and unknown risks, uncertainties and other factors, including those risks described in the Corporation’s AIF, dated December 6, 2021 under the heading “Risk Factors,” that may cause the actual results, performance or achievements of the Corporation to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such risks and other factors include, among others, the length of time until the pandemic is fully contained and public health measures, including travel and post-secondary restrictions are relaxed or lifted, decreases in governmental financial assistance measures and the timing thereof, costs and timing of the development or renovation of existing properties, availability of capital to fund stabilization programs, other issues associated with the real estate industry including availability of labour and costs of renovations, supply chain issues, fluctuations in vacancy rates, general economic conditions, competition for tenants, unoccupied units during renovations, rent control, fluctuations in utility and energy costs, carbon tax increases, environmental and other liabilities, credit risks of tenants, fluctuations in interest rates, availability of capital and the continuing effects of the current pandemic thereon, changes in legislation and regulatory regime applicable to the corporation, loss of key personnel, a failure to realise the benefit of acquisitions and/or renovations, environmental exposure, cyber-attacks, climate change, uninsured losses, fluctuations in the capital markets and the trading price of the Common Shares, conflicts of interest of the Corporation’s directors and officers, and other such business risks as discussed herein. See also, “Covid-19 Overview” below. This is not an exhaustive list of the factors that may affect Mainstreet’s forward-looking statements. Other risks and uncertainties not presently known to the Corporation could also cause actual results or events to differ materially from those expressed in its forward-looking statements.

Material factors or assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking statements include, among others, the impact of economic conditions in Canada and globally including as a result of the COVID-19 pandemic, the Corporation’s future growth potential, prospects and opportunities, the rental environment compared to several years ago, relatively stable interest costs, access to equity and debt capital markets to fund (at acceptable costs), the future growth program to enable the Corporation to refinance debts as they mature, changes in tax laws, mortgage rules and other temporary legislative changes in light of the COVID-19 pandemic or otherwise, and the availability of purchase opportunities for growth in Canada.

Although the forward-looking information contained in this MD&A is based upon what management believes are reasonable assumptions, there can be no assurance actual results will be consistent with these forward-looking statements and no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur at all, or if any of them do so, what benefits that Mainstreet will derive from them. As such, undue reliance should not be placed on forward-looking statements. Certain statements included in this MD&A may be considered “financial outlook” for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this MD&A.

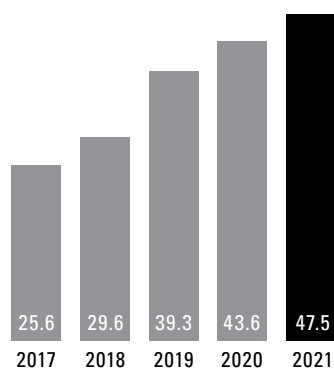
Forward-looking statements are based on management’s beliefs, estimates and opinions on the date the statements are made, and the Corporation undertakes no obligation to update forward-looking statements if these beliefs, estimates and opinions should change except as required by applicable securities laws.

Management closely monitors factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements and will update those forward-looking statements where appropriate in its annual and quarterly financial reports.

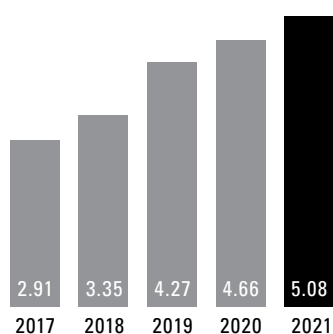
This MD&A includes forward-looking information about prospective results of operations, financial position or cash flows, based on assumptions about future economic conditions and courses of action and that is not presented in the format of a historical balance sheet, income statement or cash flow statement (“Financial Outlook”). Actual results may vary from the Financial Outlook summarized in this MD&A. Management of the Corporation has approved the Financial Outlook as of December 6, 2021. The Financial Outlook has been included in this MD&A to provide readers with disclosure regarding the Corporation’s reasonable expectations as to the anticipated results of its proposed business activities for the periods indicated. Readers are cautioned that the Financial Outlook may not be appropriate for other purposes.

2021 KEY PERFORMANCE INDICATORS

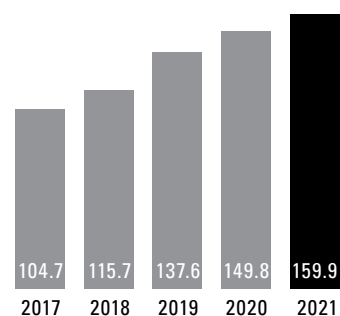
Funds from Operations (FFO)
(Before one-time items)
(\$ millions)



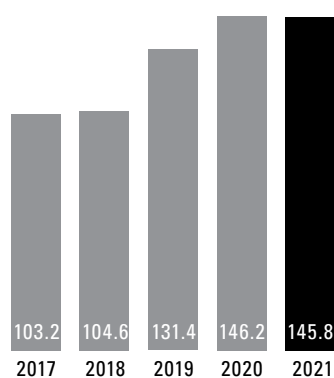
Funds from Operations (FFO) per share
(Before gain on disposal)



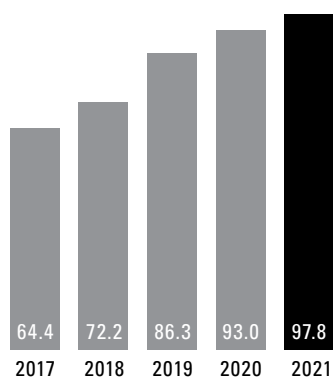
Rental Revenue
(\$ millions)



Rental Revenue – Same Assets
(\$ millions)



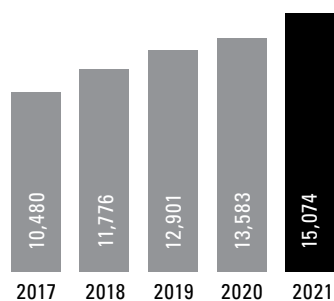
Net Operating Income (NOI)
(\$ millions)



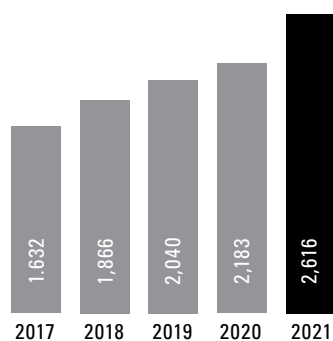
Net Operating Income (NOI) – Same Assets
(\$ millions)



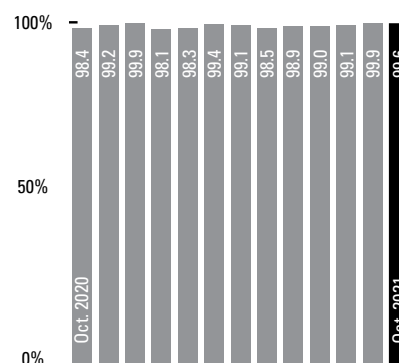
Total number of suites
(Including assets held for sale)



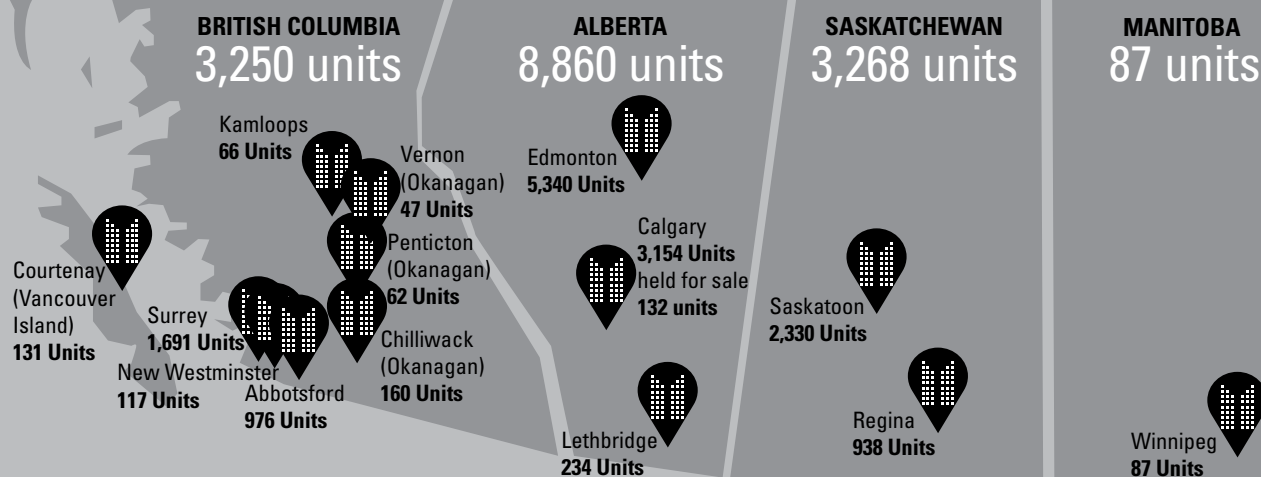
Market value of Investment Properties
(\$ millions)



COVID-19 Collection Rate
(% to revenue Oct. 2020 – Oct. 2021)



DIVERSIFIED PORTFOLIO YTD



22	56	22	• 0.6
30	53	17	• 0.2
33	51	16	• 0.3
BC	AB	SK	MB

Unit Count (%)

2021 NOI Contribution (%)

IFRS Value (%)

15,465 TOTAL UNITS YTD

Including 132 units held for sale.
5 development lots and 4 commercial buildings.

ALBERTA PORTFOLIO 8,469 Units

IFRS
\$192K per suite in Calgary
\$134K per suite in Edmonton

BRITISH COLUMBIA PORTFOLIO 3,250 Units

IFRS
\$314K per suite in Surrey
\$234K per suite in Abbotsford
(Newly acquired BC properties are currently valued at cost.)

WINNIPEG, MANITOBA PORTFOLIO 87 Units

IFRS
\$80K per suite (at cost)

SASKATCHEWAN PORTFOLIO 3,268 Units

IFRS
\$129K per suite in Saskatoon
\$127K per suite in Regina

\$1,330M
contributed
50.8%

\$7M
contributed
0.2%

\$2.62B
Q4 IFRS value

20% increase
since Q4 2020

\$859M
contributed
33%

\$420M
contributed
16%

KEY METRICS | 2021 PERFORMANCE HIGHLIGHTS

Rental Revenue

From operations	Up 7% to \$159.9 million (vs. \$149.8 million in 2020)
From same asset properties	Steady at \$145.8 million (vs. \$146.2 million in 2020)

Net Operating Income (NOI)

From operations	Up 5% to \$97.8 million (vs. \$93.0 million in 2020)
From same asset properties	Down 2% to \$88.9 million (vs. \$91.1 million in 2020)

Funds from operations (FFO)¹

FFO	Up 9% to \$47.5 million (vs. \$43.7 million in 2020)
FFO per basic share	Up 9% to \$5.08 (vs. \$4.66 in 2020)

Operating Margin

From operations	61% (vs. 62% in 2020)
From same asset properties	61% (vs. 62% in 2020)

Net Profit

Net profit per basic share	\$24.13 (vs. \$7.32 in 2020)
Total Capital Expenditures	\$24.4 million (vs. \$16.7 million in 2020)
Stabilized Units	342 properties (13,252 units) out of 386 properties (15,074 units)

Vacancy rate

From operations	8.9% (vs. 7.3% in 2020)
From same asset properties	8.3% (vs. 6.9% in 2020)
Vacancy rate as of December 6, 2021	7.5% excluding all recently acquired unstabilized properties

Total Acquisition

FY2021	\$216 million (1,625 units) vs. \$90 million (681 units) in 2020
Subsequent to FY2021	\$23 million ² (259 units including 2 vacant lands and 2 commercial buildings) in Edmonton, AB
Total YTD acquisitions	\$239 million ² (1,884 units) in Alberta, British Columbia, Saskatchewan and Manitoba

Total Units

As of September 30, 2021	15,208 units ³ (vs. 13,583 units in 2020)
As of December 6, 2021	15,465 units ⁴

Fair Market Value

| Up 20% to \$2.62 billion (vs. \$2.18 billion in 2020)

1. See "Non-IFRS Measures" and Note (1) in MANAGEMENT'S DISCUSSION AND ANALYSIS to the table titled "Summary of Financial Results" for additional information regarding FFO and a reconciliation of FFO to net profit, the most directly comparable IFRS measurement.
2. Including 136 units held for sale which were closed in Q3 2021.
3. Including 134 units held for sale, 3 vacant lands and 2 commercial buildings, excluding 2 regional office buildings and 2 warehouses which were classified as property and equipment.
4. Including 132 units held for sale, 5 vacant lands and 4 commercial buildings, excluding 2 regional office buildings and 2 warehouses which were classified as property and equipment.

5 YEAR TRENDS

(\$ millions except number of units, percentages and per share amount)

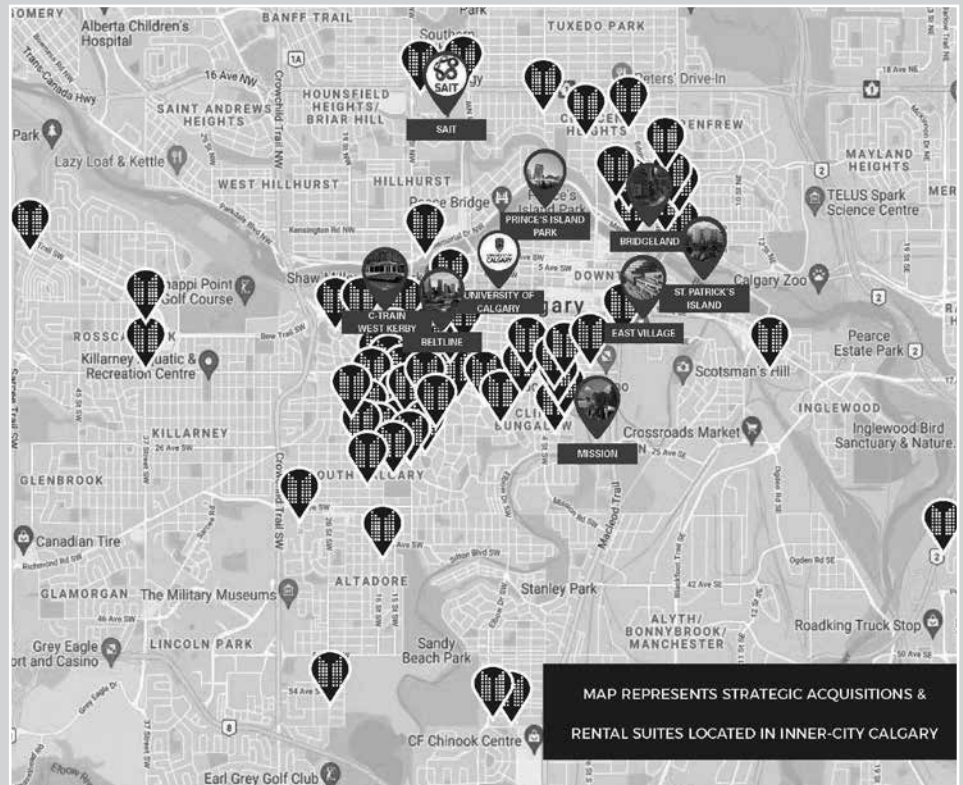
	% change 2021 vs. 2020	2021	2020	2019	2018	2017
Total number of units	11 %	15,074	13,583	12,901	11,776	10,480
Market value of the portfolio	20 %	2,616	2,183	2,040	1,866	1,632
Rental revenue	7 %	159.9	149.8	137.6	115.7	104.7
Same assets rental revenue	flat	145.8	146.2	131.4	109	103.2
Net operating income	5 %	97.8	93.0	86.3	72.2	64.4
Same assets net operating income	(2 %)	88.9	91.0	82.7	68.5	63.8
Funds from operations	9 %	47.5	43.7	39.3	29.6	25.6
FFO from operations per share	9 %	5.08	4.66	4.29	3.35	2.88
Operating margins	(1 %)	61 %	62 %	63 %	63 %	62 %

Edmonton – ICE DISTRICT

[illegible]

Calgary

Looking at this map of Mainstreet's Calgary properties, the strategic value of clustering is clear. Our holdings are concentrated in the areas of the city that our customers care most about: the city core where all of the nightlife and dining is; close to schools where students need to be; and throughout central communities where our customer's lives are taking place, from work to school.



Regina

Map of Mainstreet's Regina portfolio. Mainstreet's Regina holdings are concentrated in the city center, specifically in the popular Golden Mile area near great shopping and amenities, and within a short trip to post-secondary institutions. These are very walkable and cyclable areas where customers can park their cars and forget about them.



MESSAGE FROM THE PRESIDENT & CEO

For the years ended September 30, 2021 and 2020

Mainstreet continued to see highly positive results in Q4 2021, achieving double-digit growth across all key metrics, including a 14% increase in funds from operations ("FFO"), a 12% rise in net operating income ("NOI"), and a 10% increase in rental revenues compared with Q4 last year.

We also posted noteworthy results on an annual basis, achieving 9% growth in FFO, 7% growth in rental revenues, and a 5% increase in NOI.

Fiscal 2021 was also a milestone year for Mainstreet on several fronts, as the Corporation successfully:

Acquired \$216 million (1,625 units) in new assets, the largest in Mainstreet history
(YTD acquisitions total \$239 million (1,884 units) as of Dec.6, 2021)

Refinanced \$292 million in 10-year, CMHC-insured mortgages, raising \$191 million in low-cost capital at averaged interest rate of 2.07% for growth (including subsequent financing activities, Mainstreet refinanced YTD \$334 million, raising \$230 million)

Diversified our portfolio through \$75 million (538 units) in acquisitions, including new markets in Winnipeg and interior British Columbia and Vancouver Island

Reached over \$1 billion in market capitalization, with our portfolio reaching 15,465 apartment units including 5 vacant lands and 4 commercial buildings as of Dec 6, 2021

These positive results come despite a highly challenging business environment in 2021, due to the global pandemic and a sharp rise in operating costs. Pandemic realities in particular required Mainstreet to double down on our commitment to a healthy and safe work environment, and to adhere to our corporate social responsibilities. This involved waiving rental payments for struggling tenants; delaying rent increases; halting evictions; and allocating additional financial resources toward safety provisions, among other things. Although these measures sharply increased our operating costs and negatively affected our earnings on a same-store basis, we strongly believe that the social benefits of our actions will far outweigh any short-term financial losses incurred by Mainstreet.

We view our strong performance in 2021 as largely due to the success of Mainstreet's countercyclical growth strategy, where we have continued to take advantage of economic downturns by leveraging ultra-low interest rates while aggressively acquiring underperforming assets on an opportunistic basis. We also view our solid financial results as evidence of the extraordinary resiliency of the mid-market multifamily apartment space, which has avoided much of the disruption seen in other sectors during the pandemic. Mainstreet collection rates during COVID-19 have averaged 98%, roughly equal to pre-pandemic levels.

Heading into fiscal 2022, Mainstreet sees major opportunity to continue pursuing our 100% organic, non-dilutive growth model to expand and diversify our portfolio. We believe higher economic growth in our core Alberta, British Columbia, and Saskatchewan markets, driven by rising commodity prices, will boost revenues, FFO and NOI, which can be diverted toward such strategic efforts. We enjoy a substantial estimated liquidity position of \$223 million to fund our value-added growth plans.

Last year, we entered the Winnipeg market for the first time, and widened our position in Vancouver/Lower Mainland, Vancouver Island, and interior British Columbia, which has become a core market for Mainstreet as we continue to expand, reinforcing our fully diversified position across Western Canada. We plan to continue this diversification strategy in fiscal 2022, as we believe it will lower our overall risk profile and contribute to long-term financial growth. The performance of our B.C. portfolio has continued to outperform other regions, contributing 30% of Mainstreet NOI and 33% of our total value of investment properties in 2021. Fortunately, our Abbotsford, Chilliwack, and Kamloops properties have not been impacted by recent severe flooding across the Lower Mainland.

British Columbia Q4 2021
IFRS Value &
NOI Contribution
vs. Unit Count

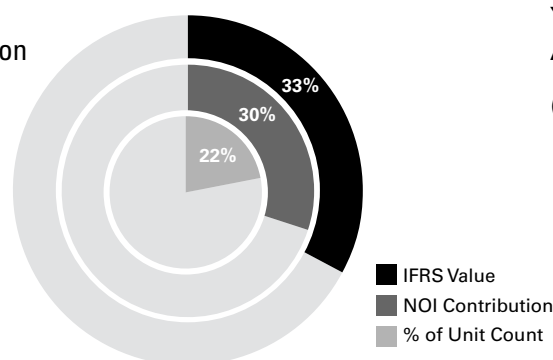
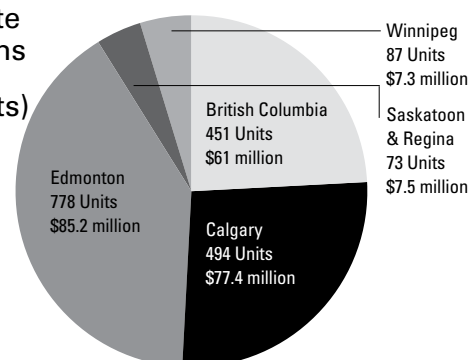


Figure 1

\$239M
Year-to-date
Acquisitions
(1,884 Units)



CHALLENGES

Despite promising results in 2021, inflationary pressures continue to put pressure on Mainstreet earnings, raising costs of both capital and of every line item of our operating cost. Still, interest rates currently remain low: our average refinancing in 2021 was locked in at a 10-year fixed rate of just 2.07%, well below current inflation levels. Moreover, the vast majority of Mainstreet debts are set in long-term yields, with an average maturity period of 6.6 years (see mortgage debt chart on page 9).

Meanwhile, government-imposed lockdowns have seriously diminished Mainstreet's business velocity for 2 years, in particular causing us to miss out on the high rental seasons in summer and fall. Despite the partial re-opening of the Canada-U.S. border in November, other restrictions on international travel have halted the inflow of foreign students and immigrants. Classroom limits in colleges and universities have meaningfully reduced the number of domestic and foreign students, who make up a portion of our Edmonton customer base. Still, we believe the eventual re-opening of both the border and post-secondary institutions will quickly reverse that trend.

That has likewise put upward pressure on Mainstreet vacancy rates, which increased to 8.9% in 2021 from 7.3% in 2020. Our record year of acquisitions of unstabilized properties (1,884 units in YTD 2021) has added to those pressures. However, we believe those rates will decline as our management team aggressively restabilizes units and as COVID-19 restrictions are gradually eased.

In addition to revenue challenges, rising operating costs continue to pose headwinds. Major fixed expenses have increased sharply, including property taxes, insurance, and utilities. Carbon taxes and labour, which effectively place the financial burden on property owners, have added to these cost increases. Global supply chain constraints have put further upward pressure on labour and materials costs.

Meanwhile, the productivity of Mainstreet's workforce has been negatively impacted by pandemic protocols. That comes as costs for human resources have also climbed. Paid leave was extended to team members whose children were not able to attend school. Costs for additional cleaning, sanitizing, human resources, and the purchase of personal protective equipment ("PPE") likewise increased expenses. Renovation costs have risen due to public emergency orders that restrict on-site work and substantially inflate costs for building materials. More broadly, a tightening labour market has raised costs and introduced new challenges in hiring staff.

The continuation of the COVID-19 virus will determine how long many of these restrictions remain in place. Even with the majority of the Canadian population vaccinated, the recent spread of the new Omicron variant could lead to the re-introduction of some lockdown measures. In early December, various nations including Canada began restricting international travel to slow the spread of Omicron.

OUTLOOK

Despite difficult circumstances created by the pandemic, Mainstreet continues to see significant opportunity to grow and diversify our portfolio and drive shareholder value. Chiefly, relatively low interest rates and costs for acquisitions (our two single-biggest expenses) will continue to provide unprecedented potential for opportunistic growth. We expect that continued economic growth in the Prairie and BC provinces in particular could provide a revenue boost that can be ploughed into other Mainstreet markets.

STRATEGIC MOVES
OVER 2 YEARS OF COVID

>

FINANCING

Since COVID (March 2020 –YTD)
\$576 million at average rate of
2.07%, raised \$408 million.

+

ACQUISITIONS

Since COVID (March 2020 –YTD)
2,187 units for \$293 million.

We believe that rising oil prices, which in November reached their highest level since markets collapsed in 2014, will support continued economic growth in Alberta and Saskatchewan. December contracts for West Texas Intermediate, a U.S. benchmark, reached US\$75 in November. Prices for natural gas have spiked to their highest level since late-2018, driven by frigid temperatures and rising demand for alternatives to heavier fossil fuels like coal.

Alberta has attracted billions in private investment over the past 12 months, highlighting a strong push to diversify the economy. There has been over \$17 billion in investments announced in various sectors such as financial technology, petrochemicals, green hydrogen and Amazon's operating hub, according to Invest Alberta Corporation.

Meanwhile, massive stimulus spending plans are expected to keep the broader Canadian economy buoyant. The Government of Canada forecast 5.8% economic growth for fiscal year 2021-22 in its April budget, aided by tens of billions in new spending measures. U.S. Congress' recent passage of its US\$1 trillion infrastructure package is also expected to spur growth that analysts say will spill over into the Canadian economy.

High commodity prices and global supply chain constraints have helped push inflation to reach nearly 20-year highs, with the consumer price index (CPI) spiking to 4.7% in November, according to StatsCan. Mainstreet has for years sought to shield itself from inflationary pressures by locking our debt into long-term maturities. Economists remain divided over whether inflation is transitory, but current trends nonetheless appear set to continue at least in the short-term.

That expansion, at the same time, presents opportunities for Mainstreet to boost operating income by taking advantage of our unusually high vacancy rates, which are largely a result of the acquisition of unstabilized properties. As of the year-ended 2021, 1,822 of our 15,074 units (12% of our portfolio) remain unstabilized, creating favourable conditions to increase NOI. Moreover, our strong estimated liquidity reserves will assist Mainstreet in both our stabilization and opportunistic acquisition efforts.

Meanwhile, new supply in Alberta remains flat: Calgary added just 6,695 new rental units over the past five years, while Edmonton has introduced just 10,722. Compare that with population growth of 129,273 in Calgary over the same period, or the population growth of 130,834 in Edmonton. We believe these broad trajectories are overwhelmingly supportive of our macro thesis on the long-term rental market.

Vancouver/Lower Mainland—which accounts for approximately 22% of our overall portfolio, 30% of overall NOI and 33% of overall fair market value—will continue to drive performance for Mainstreet, as vacancies remain among the lowest in the country, and rental rates among the highest. With an average monthly mark-to-market gap of \$376 per suite per month, 92% of our customers in the region are below the average market rent. That translates into approximately \$13.9 million in NOI growth potential after closing the mark-to-market gap, according to our estimates.

We believe workforce-affordable rental housing will remain an essential and safe asset class, underpinned by favourable long-term market fundamentals that have persisted despite the ongoing pandemic. On the demand side, healthy fundamentals can be seen across our portfolio, including in our core Alberta, British Columbia, and Saskatchewan markets. The federal government is boosting its immigration targets, totalling 1.2 million newcomers over the next three years. Ottawa's decision earlier this year to extend work permits for international students should also attract more newcomers to Western Canada.

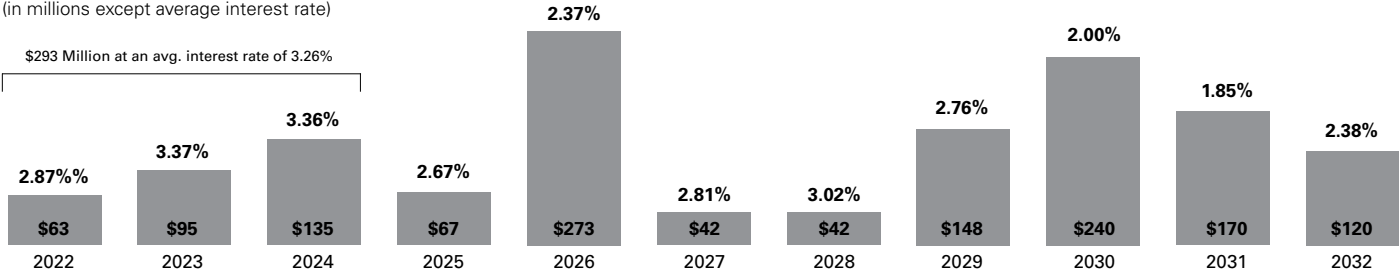
Lastly, we believe the robust residential housing market in many urban centres will force young people to remain in the rental market. In 2019, 73% of Canadians (including both working and non-working citizens), or 44.5% of the working Canadian population earned an income of \$49,999 or less, according to Statista Research Department. Mainstreet’s mid-market rental rate, with a price-point averaging between \$900 and \$1,000, is perfectly positioned to attract those seeking affordable and quality homes in today’s market.

RUNWAY ON EXISTING PORTFOLIO

- 1. **Pursuing our 100% organic, non-dilutive growth model:** Using our strong potential liquidity position, estimated at \$223 million for fiscal 2022 (including a \$135-million line of credit), we believe there is significant opportunity to continue acquiring underperforming assets at attractive valuations.
- 2. **Closing the NOI gap:** As at year-ended 2021, 12% of the Mainstreet portfolio was going through the stabilization process. Once stabilized, we remain confident same-asset revenue, vacancy rate, NOI and FFO will be meaningfully improved. We are cautiously optimistic that we can boost cash flow in coming quarters. In the B.C. market alone, we estimate that the potential upside for NOI growth is approximately \$13.8 million, which mainly represents leveraging our loss-to-lease gaps.
- 3. **Lowering interest costs:** The current 10-year, CMHC-insured mortgage rate is currently around 2.7%. We expect interest rates to remain low in the near term, and we believe that our debt financing of \$293 million at an average interest rate of 3.26%, maturing in the next three financial years, will result in approximately \$1.6 million in annual savings to Mainstreet.

Mortgage Maturity

(in millions except average interest rate)



- 4. **Buying back shares at a discount:** We believe MEQ shares continue to trade below their true NAV. We will therefore continue to buy back our own common shares on an opportunistic basis under our normal course issuer bid.

[Signed]

"Bob Dhillon" Calgary, Alberta
President & CEO December 6, 2021

Total number of outstanding shares: **9,345,218**
Management, Directors, & Officers shareholder ownership: **49%**

A Decade of Dedication

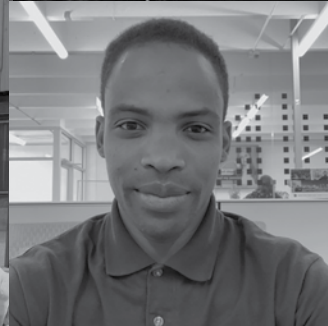
We deeply appreciate our people, and want thank some of our most dedicated for a decade of team work.

"At Mainstreet, we don't have staff or employees; we have a team. Not just people working in the same building, but people working together for the same purpose: providing quality affordable homes. Our team's dedication is reflected in the optimistic faces of refugee families starting over, in those of young students just starting out who have found an affordable place to call home with Mainstreet. Our team makes home happen. We are proud to have built one of the world's most inclusive companies, a place with an open-door policy that ensures transparency and open communication across our team because we know you win the game by passing the ball over, not up or down.

We are proud of our team."



Bob Dhillon
Founder,
President
& CEO



CREE ENGLISH MANDARIN CANTONESE ARABIC FRENCH RUSSIAN POLISH CROATIAN GRE
TAGALOG SOMALI SHANGHAINES AMHARICA TIGRINYA TELUGU BANGALA ITALIA



PUNJABI HINDI URDU GERMAN SPANISH KOREAN JAPANESE PORTUGUESE NEPALESE
 THAI GUJARATI CZECH ROMANIAN PATOIS HAKKA ARMENIAN UKRAINIAN KAZAKH

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following Management's Discussion and Analysis ("MD&A") provides an explanation of the financial position, operating results, performance and outlook of Mainstreet Equity Corp. ("Mainstreet" or the "Corporation") as at and for the fiscal year ended September 30, 2021 and 2020. This discussion should not be considered all-inclusive, as it excludes changes that may occur in general economic and political conditions. Additionally, other events may occur that could affect the Corporation in the future. This MD&A should be read in conjunction with the Corporations' audited consolidated financial statements and the accompanying notes for the fiscal years ended September 30, 2021 and 2020. The audited consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"). This MD&A has been reviewed and approved by the Audit Committee and Board of Directors of the Corporation and is effective as of December 6, 2021. All amounts are expressed in Canadian dollars. Additional information regarding the Corporation including the Corporation's annual information form ("AIF") is available under the Corporation's profile at SEDAR (www.sedar.com).

Unless indicated otherwise, reference herein to 2021 and 2020 refers to the fiscal years ended September 30, 2021 and 2020, respectively.

NON-IFRS MEASURES

Mainstreet prepares and releases unaudited interim condensed consolidated financial statements and audited consolidated annual financial statements in accordance with IFRS. In this MD&A and in any earnings releases, as a complement to results provided in accordance with IFRS, Mainstreet also discloses and discusses certain financial measures not recognized under IFRS and that do not have standard meanings prescribed by IFRS. These non-IFRS measures are recommended by the Real Property Association of Canada's ("REALPAC"), a leading national industry association of investment real estate. These include funds from operations ("FFO") and FFO per share. FFO is widely accepted as a supplemental measure of the performance of Canadian real estate entities, and management believes these Non-IFRS measures are relevant measures to maintain comparability in operating performance. FFO is defined as profit before change in fair value, deferred income taxes and depreciation of property and equipment excluding depreciation of items which are not uniquely significant to the real estate industry (for example, computers or vehicles). These non-IFRS measures may not be comparable to similarly titled measures reported by other issuers. The Non-IFRS measures should not be construed as alternatives to net profit (loss) or cash flows from operating activities determined in accordance with IFRS as indicators of Mainstreet's performance. Reconciliation of FFO to profit, the most directly comparable IFRS measure is provided in the table and the footnotes thereto, under the heading "Review of Financial & Operating Results – Summary of Financial Results".

COVID-19 OVERVIEW

Beginning in 2020, the COVID-19 pandemic has resulted in all levels of governments worldwide enacting emergency measures to combat the spread of the virus, whose measures has had a substantial impact on the economy. Although these impacts appear to be slowly lessening over time, there still remains uncertainty associated with the unprecedented nature of the pandemic and until the pandemic is contained, a substantial portion of economic activity will continue to be adversely affected. Uncertain economic conditions resulting from the COVID-19 pandemic may, in the short or long term, have a materially adverse impact on the Corporation's tenants and/or bad debt and equity markets, both of which could materially adversely affect the Corporation's operations and financial performance. Although significant progress has been made in vaccinating the Canadian population and while restrictions have started to relax in some provinces where the Corporation operates, it remains unclear as to when the pandemic will be under control, and when public health measures will be fully lifted. Barriers to travel still remain and it remains difficult to reliably estimate the impact on the financial results and condition of the Corporation in future periods.

Notwithstanding the operational and financial impact of the COVID-19 pandemic on the Corporation, the health and safety of Mainstreet's residents and team members are its top priority. As an essential service provider, the Corporation has made important changes in its operations in response to COVID-19 pandemic to support residents and team members. The following update is a brief summary of certain of those changes.

COVID-19 Operational Update

Cleaning: Mainstreet has increased its cleaning and maintenance with more frequent cleaning and sanitization of common areas and commonly touched objects.

Rent collection: Mainstreet's rent collection remains strong and are generally in line with the average rent collected by the same day of the previous month. As of December 6, 2021, Mainstreet has collected 99.7% of total rents for November 2021 and 99.6% of total rents for October 2021. Mainstreet has made a commitment to defer rent for its tenants who have been affected by COVID-19 on a case-by-case basis and has entered into rent deferral agreements with such tenants.

Leasing and tenant support: During the COVID-19 pandemic period, Mainstreet has leveraged its technological investment in the Yardi System which enables paperless leasing processes. The Yardi System significantly improved Mainstreet's operational efficiencies and competitive edge, while also protecting the health and safety of Mainstreet's residents and team members.

Mainstreet believes in timely, transparent communication and has provided regular updates to both its tenants and team members, through various channels, both in respect of its COVID-19 guidelines and in respect of current health recommendations from both federal and provincial governments, and timely information about government financial support programs that provide support to tenants and their families.

Team Member Support: The Corporation maintains a high level of personal protective equipment and implemented recommended physical distancing in the workplace. Mainstreet has utilized virtual showing capabilities, while ensuring on-going regular communication with its leadership and operational teams to assess and support any needs of its team members. Additionally, the Corporation has assisted its team members to transition to working from home where it is appropriate to do so.

Acquisitions: Mainstreet resumed its acquisition activity in 2021 and has actively taken opportunities to acquire undervalued assets. Current market conditions have created favourable conditions to expand Mainstreet's portfolio. In 2021, Mainstreet acquired \$216 million (1,625 units)¹ in new acquisitions in Alberta, British Columbia, Saskatchewan, and Manitoba. Subsequent to year end 2021, Mainstreet has acquired an additional \$23 million (259 units including 2 vacant lands and 2 commercial buildings) in new acquisitions in the province of Alberta resulting in year-to-date acquisitions in the amount of \$239 million (1,844 units).

Refinancing: Throughout the current COVID-19 pandemic, Mainstreet has continued to reposition its unstabilized properties and continues to have access to mortgage debt. Subsequent to year end 2021, Mainstreet's most recent financing raised \$39.5 million in additional funds through the financing of 2 clear title properties at an interest rate of 2.58%.

Liquidity: Liquidity is an important measure of the availability of sufficient cash to fund ongoing business activities, and capital and liability commitments. Liquidity is defined to include cash and cash equivalents on hand plus estimated new financings of clear title assets and upfinancings of maturing mortgages, assuming current lending criteria remains mainly unchanged. Mainstreet estimates it will have access to approximately \$223 million in available liquidity in the next 12 months, which management believes is sufficient to address the inherent uncertainty surrounding disruption from the COVID-19 pandemic and continue to support its stakeholders.

Effect of COVID-19 on Mainstreet

The Corporation saw a material decrease in new rentals during the fourth quarter of its 2020 fiscal year, a period that usually is one of the Corporation's busiest rental seasons. This decrease continued into the Corporation's 2021 fiscal year, and has resulted in a decrease in the Corporation's operations and financial performance as fewer new tenants are moving into the Corporation's properties resulting in an increase in vacancy rates. The Corporation believes that this decrease has resulted from the government's implementation of travel bans in response to the pandemic, and post-secondary institutions limiting in person classes, which vastly decreased the number of foreign students and other immigrants arriving in Canada. Historically, such foreign students and immigrants have comprised a material portion of the Corporation's renters. Although certain travel bans have been lifted in recent months, there still remain significant impediments to international travel and limitations on class rooms. In the event that these impediments and limitations remain in effect through the Corporation's 2021 fourth quarter, the Corporation anticipates that it will suffer continued material decreases in its operations and financial performance.

1. Including 136 units held for sale

To date the Corporation has not suffered a material increase in bad debt expense and higher credit risk as a result of difficulties in the collection of rent, a requirement to defer the eviction of tenants who do not pay their rent, and an inability by the Corporation to increase rent in certain of its markets. However, as government financial supports, which have assisted the Corporation's tenants with their essential needs such as rental payments throughout the pandemic, begin to be reduced or eliminated, the Corporation anticipates that it may see an increase in its bad debt expense and be exposed to an increased credit risk.

The Corporation's properties are measured at fair value based on assumptions influenced by market conditions. Given the uncertainty which has existed, some of which still remains, the full long term impact of COVID-19 on the valuation of the Corporation's properties, may not be completely known at this time. Further, due to the previous high uncertainty associated with the pandemic, lower weight can be applied to previous market evidence to inform fairness of opinions.

There is also continuing risk that the Corporation could be adversely affected due to market changes particularly in supply, interest rates and regional rent controls. Further, as social distancing practices are maintained, and labour and material shortages persist, the expected onset of new supply of rental housing may take longer as construction completion times are extended. There has also been significant disruption to the global supply chain in recent months. All of this increases the supply risk to the Corporation.

To date, the Corporation has seen the mortgage interest rate for a 10-year fixed CHMC mortgage remain at a low level which has provided an opportunity for the Corporation to obtain financing at lower interest rates when mortgages mature and need to be renewed. To date, governments have responded quickly to ensure capital remains available, and currently, Mainstreet still remains able to access capital.

The Corporation, in coordination with its Board of Directors, continues to monitor the situation and has taken and may take additional actions that alter its business operations as may be required by federal, provincial or local authorities or that the Corporation determines are in the best interests of its tenants, employees, suppliers, shareholders and other stakeholders. Such alterations or modifications have caused and may continue to cause interruption to the Corporation's business and include increased administration, maintenance and repair expenses, related to property modifications, increased cleaning and maintenance of the property, increased communication and technology costs and increased costs related to obtaining personal protection equipment for team members, temporary closures of the Corporation's administrative offices and moves to remote working, temporary or long-term adverse impacts on the Corporation's supply chain and labour and the potential of increased network vulnerability and risk of data loss resulting from increased use of remote access and removal of data from the Corporation's facilities. Management of the Company enacted its COVID-19 business continuity plan in March 2020 and to date has experienced only minimal disruptions to its business operations as a result.

Please refer to the section titled *"Risk Assessment and Management"* in this MD&A.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) RESPONSIBILITY

Sustainability and social responsibility have been an important part of Mainstreet's culture and values for many years, and Mainstreet's commitment to corporate social responsibility continued during the pandemic with a focus on protecting and supporting residents and staff. Mainstreet continues to take steps to: (i) ensure it is a responsible steward of the environment by improving the energy efficiency of its properties and reducing its environmental footprint, (ii) attract and retain the best employees, (iii) create a safe and healthy environment for all of its employees and residents, (iv) build strong relationships with its tenants and the communities in which they live, and (v) maintain transparent and open communication with its employees, tenants and investors.

The following sets forth some of the programs and practices that Mainstreet already has in place to foster a positive impact in its business.

Environmental

The Company is continuously looking for ways to make its operations more sustainable and has already taken positive steps in furtherance of this goal, including:

- Adopting a policy to obtain a Phase 1 environmental report conducted by independent environmental consultants and committing to implement the recommendations wherever possible to improve its environmental practices;
- Decreasing energy and water consumption by utilizing LED lights, as well as low flush toilets and water conserving shower heads;
- Replacing windows, roofs, sidings, old appliances and boilers with new energy efficient alternatives whenever possible, to further reduce water and energy consumption;
- Utilizing sub-metering to encourage residents to be more efficient in utility usage;
- Currently conducting a review in respect of installing charging stations for electric vehicles on Mainstreet's properties; and
- Continuously looking for, and participating in, new energy saving programs, including utilizing new energy saving devices wherever possible and working towards further quantifying the results with certain applied metrics.



Bird e-Scooters parked on a branded parking pad outside an inner-city Calgary Mainstreet building.

Mainstreet's partnership with Bird drives home our commitment to sustainability.



Mainstreet purchases buildings along bike paths and retrofit the properties with bike racks and scooter parking pads to empower our customers to live sustainably without sacrificing convenience, and demonstrate that we understand what they're looking for.

Social Community Investment

The Company strives to give back in a number of meaningful ways, including the following initiatives:

- Participating in various housing assistance programs designed to assist those who have lost their homes due to natural disasters, such as the Slave Lake and Fort McMurray wildfires, or through conflicts, such as the Syrian and Afghan refugees;
- Partnering with various social organizations such as Calgary Housing, the Mustard Seed and the Homeless Society, to provide affordable housing for those members of the community who may not otherwise be able to access affordable and secure housing;
- Installing food banks with various social assistant program, such as the Love with Humanity Association, to provide supports to residents and communities experiencing financial challenges; and
- In response to the COVID-19 pandemic, implementing a number of programs for its residents including rent deferrals, waivers of late and non-sufficient funds fees, the provision of financial assistance and deferring any rent increases.



Mainstreet proudly worked with the Love With Humanity Association in Calgary to open and maintain community resource hubs (containing food resources) in several of our communities where economic challenges are more pronounced. Giving back to our communities is important to demonstrating good corporate citizenship, something Mainstreet is known for.



Her Honour, the Honourable Salma Lakhani, Lieutenant Governor of Alberta joined the Mainstreet Team to officially open one of our community resource hubs at our Trevella property in Calgary. We were proud to receive recognition for these important efforts for the community.

Employee Engagement



Programs like our Guided Yoga sessions at Head Office drive employee engagement, promote a culture of health and wellness, and set the cooperative, peaceful tone that Mainstreet's teamwork thrives upon.

The Company creates a positive experience for employees through numerous programs, including:

- Prioritizing training and development, by offering learning opportunities to employees both internally, through on the job training, and in academic settings, to facilitating internal advancement and promotions wherever possible;
- Providing annual evaluations of its team member's performance, for the purpose of identifying and supporting career growth and development opportunities for such team members;
- Offering a healthy and safe work environment by providing all employees with competitive medical benefits, short and long-term disability plans, and life insurance plans. The Company has set up occupational health and safety committees with representatives in all cities where the Company's employees are located that meet regularly to assist in safety trainings and inspections;
- Working to ensure that all human resource policies and practices are non-discriminatory and actively promote a diverse workforce, as evidenced by the diversity of the Company's management team; and
- Ensuring that employees can take paid leave or work from home to ensure the health and safety of employees and their families during the pandemic, as well as enabling them to be at home for their children during school closures. In addition, the Corporation has invested in additional PPE for all of its employees, and has implemented social distancing and enhanced cleaning protocols to ensure that its residents and employees are able to remain safe.

Governance

The Company is committed to maintaining the highest ethical standards through a strong governance framework and an experienced Board of Directors. The Company has a diverse and gender-balanced executive leadership team and a well-rounded and experienced Board of Directors, which adheres to the highest standards of governance.

The Company has developed a clear business strategy and organizational structure, which sets out clearly the roles and accountabilities of each team member of the organization. The Company has ensured that it has the proper resources for its members to succeed in implementing its business strategy, including in respect of human resources, specialized skills, organizational infrastructure, technology and financial resources.

The Board of Directors has constituted a number of committees to assist it in achieving the highest standards of governance, including an audit committee (which has adopted a whistle blower policy), executive committee, a human resources committee, a risk management committee, a safety committee and a cyber security committee.

In addition, the Company has set up internal health and safety committees in each location it operates out of to ensure the healthiest environment possible in all of the properties owned by the Company.

BUSINESS OVERVIEW

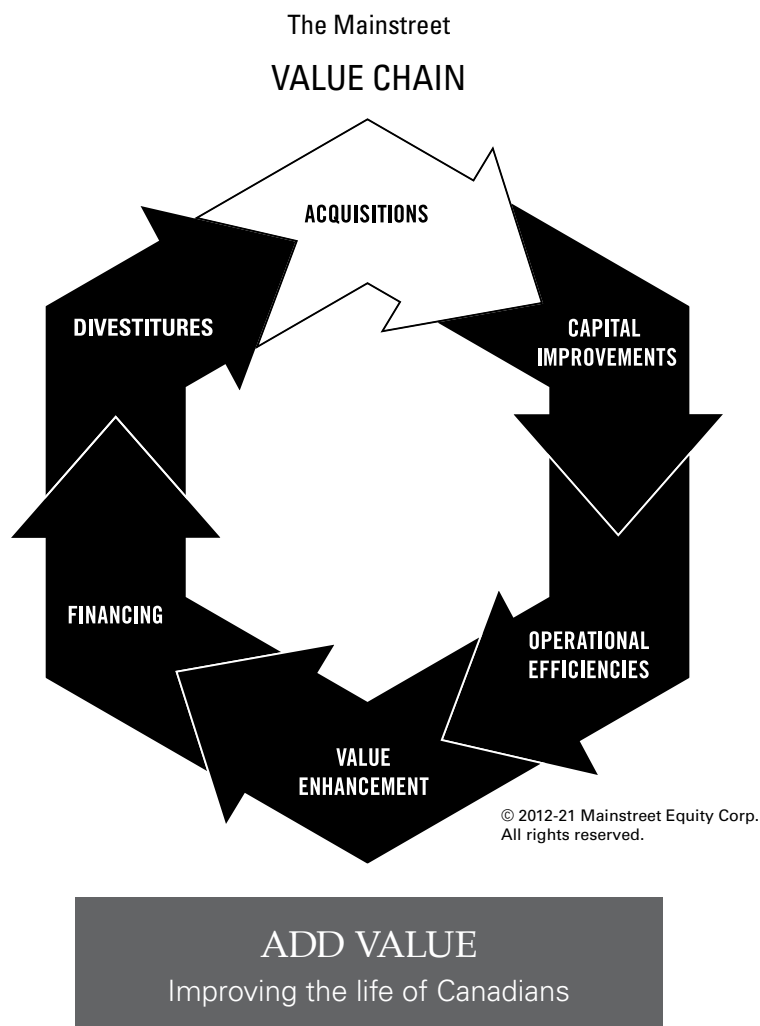
Based in Calgary, Alberta, Mainstreet is a Canadian real estate corporation focused on the acquisition, redevelopment, repositioning and management of mid-market rental apartment buildings in six major Canadian markets: British Columbia (including Vancouver Lower Mainland, Vancouver Island, and Okanagan), Calgary (including the City of Airdrie, the City of Lethbridge, and the Town of Cochrane), Edmonton (including the City of Fort Saskatchewan), Saskatoon, Regina and Winnipeg.

Mainstreet is listed on the Toronto Stock Exchange ("TSX") and its common shares are traded under the symbol "MEQ".

BUSINESS STRATEGY

Mainstreet's goal is to become Canada's leading provider of affordable mid-sized, mid-market rental accommodations—typically properties with fewer than 100 units. In pursuit of this goal, the Corporation adheres to its six-step "Value Chain" business model:

- **Acquisitions:** Identify and purchase underperforming rental units at prices well below replacement costs.
- **Capital improvements:** Increase the asset value of Mainstreet's portfolio by renovating acquired properties.
- **Operational efficiencies:** Minimize operating costs through professional management, efficient technology and energy-saving equipment.
- **Value enhancement:** Reposition renovated properties in the market as Mainstreet branded products for higher rents, and build and sustain customer loyalty through high levels of service.
- **Financing:** Maintain a sound capital structure with access to low-cost, long-term Canada Mortgage and Housing Corporation ("CMHC") insured mortgage loans.
- **Divestitures:** Occasionally sell mature real estate properties to redirect capital into newer, higher potential properties.



INTERNATIONAL FINANCIAL REPORTING STANDARDS

The financial statements of the Corporation, in conjunction with this MD&A, have been prepared in accordance with IFRS as issued by the International Accounting Standard Board ("IASB").

Investment properties

Investment properties are properties held to earn rental income and are initially measured at cost. Cost includes the initial purchase price and any direct attributable expenditure related to the acquisition and improvement of the properties. All costs associated with upgrading the quality and extending the economic life of the investment properties are capitalized as an additional cost of investment properties.

After initial recognition, the Corporation adopts the fair value model to account for the carrying value of investment properties in accordance with International Accounting Standard ("IAS") 40 Investment Property ("IAS 40").

Method used in determining the Fair Value of investment properties

Fair value is determined based on a combination of internal and external valuation processes. Gains and losses arising from differences between current period fair value and the sum of previous measured fair value and capitalized costs as described above are recorded in profit and loss in the period in which they arise.

For the Corporation's financial reporting, external valuations are obtained from independent qualified real estate appraisers who are members of the Appraisal Institute of Canada and have appropriate qualifications and experience in the valuation of the Corporation's investment properties in the relevant locations. In addition, the Corporation has established an internal valuation model, which is based on the same assumptions and valuation techniques used by the external valuation professionals. The Corporation groups its investment properties in each city by their types and geographic locations. Samples are selected in each group for independent appraisal. The appraised values of the samples selected are compared with their carrying values. The percentage changes in values of those samples selected were applied to the whole population of each group in determination of the fair value of investment properties of the Corporation as of September 30, 2021 and September 30, 2020. Properties are selected on a rotational basis and approximately 40% of the Corporation's portfolio is externally valued annually.

The fair values are most sensitive to changes in net operating income and capitalization rates. Mainstreet's total portfolio is valued at \$2.6 billion as of September 30, 2021 (\$2.2 billion as of September 30, 2020). The following is the breakdown of market value by city and average capitalization rates used in determining the fair value of investment properties at September 30, 2021 and September 30, 2020, respectively.

As at September 30, 2021	Number of properties	Number of units	Market value (\$ million)	Average value per unit (\$000)	Average capitalization rate as at Sep. 30, 2021
Surrey, British Columbia (Note 1)	12	1,939	\$ 579	\$ 299	3.29%
Abbotsford, British Columbia (Note 2)	24	1,311	280	214	3.68%
Calgary, Alberta (Note 3)	93	3,388	651	192	4.87%
Edmonton, Alberta (Note 4)	137	5,081	679	134	5.46%
Saskatoon, Saskatchewan	59	2,330	301	129	5.84%
Regina, Saskatchewan	60	938	119	127	5.57%
Winnipeg, Manitoba	1	87	7	80	5.79%
Total investment properties	386	15,074	\$ 2,616	\$ 174	4.69%

Note (1) – includes the City of New Westminster and the City of Courtenay

Note (2) – includes the City of Chilliwack, the City of Kamloops, the City of Penticton and the City of Vernon

Note (3) – includes the City of Lethbridge, the Town of Cochrane and the City of Airdrie

Note (4) – includes the City of Fort Saskatchewan

As at September 30, 2020	Number of properties	Number of units	Market value (\$ million)	Average value per unit (\$000)	Average capitalization rate as at Sep. 30, 2020
Surrey, British Columbia (Note 1)	10	1,775	\$ 411	\$ 232	4.39%
Abbotsford, British Columbia (Note 2)	16	1,024	180	176	4.80%
Calgary, Alberta (Note 3)	72	3,028	608	201	5.09%
Edmonton, Alberta (Note 4)	132	4,562	619	136	5.67%
Saskatoon, Saskatchewan	59	2,328	263	113	6.62%
Regina, Saskatchewan	59	866	102	118	6.33%
Total investment properties	348	13,583	\$ 2,183	\$ 161	5.34%

Note (1) – includes the City of New Westminster

Note (2) – includes the City of Kamloops

Note (3) – includes the City of Lethbridge, the Town of Cochrane and the City of Airdrie

Note (4) – includes the City of Fort Saskatchewan

ACQUISITIONS & GROWTH

(000s of dollars)

For the year ended September 30,	2021	2020
	Calgary, Chilliwack, Courtenay, Edmonton, Kamloops, Penticton, Regina, Saskatoon, Vernon and Winnipeg	Calgary, Edmonton, Saskatoon and Kamloops
Number of rental units (Note 1)	1,489	681
Total costs	\$ 193,620	\$ 89,644
Average price per apartment unit	\$ 130	\$ 132

Note (1) – Excludes 136 units held for sale acquired in Q3 2021.

Employing a strict set of criteria, Mainstreet identifies and acquires underperforming rental properties in major residential centres in Western Canada that offer the potential to enhance the Corporation's asset value and its long-term revenues through increased rental rates. In 2021, Mainstreet acquired 1,489 investment property units in the provinces of Alberta, British Columbia, Manitoba and Saskatchewan for a total consideration of \$193.6 million. The Corporation also acquired a property with 136 Condo title units classified as property held for sale, and has sold two units of such property in 2021. The Corporation expects to dispose of the remaining units within the next 12 months. Since Mainstreet's previous financial year-end (September 30, 2020), the Corporation has grown its portfolio of investment properties by 11%.

As of September 30, 2021, Mainstreet's portfolio included 15,072 investment properties units, two freestanding commercial buildings and 134 units held for sale. It also excluded two regional office buildings and two warehouses which were classified as property and equipment. Mainstreet's investment properties units include including townhouses, garden-style apartments, concrete mid-rise and high-rise apartments and condo suites. As of September 30, 2021, a total of 93% of Mainstreet's residential units were rented, while 5% were being renovated and the remaining 2% were left vacant, primarily in the provinces of Alberta and Saskatchewan.

Since 1997, the Corporation's investment property portfolio has increased from 10 to 386 buildings, while the fair value of the investment properties within this portfolio has grown from approximately \$17 million to \$2.6 billion as of September 30, 2021.

The following table demonstrates the growth of the Corporation by region since the end of the previous financial year ended September 30, 2020.

	Number of units as at Oct. 1, 2020	Acquisitions/ disposition 12 months ended Sept. 30, 2021	Additional units created 12 months ended Sept. 30, 2021	Number of units as at Sept. 30, 2021	% Growth
Surrey, British Columbia (Note 1)	1,775	164	–	1,939	9%
Abbotsford, British Columbia (Note 2)	1,024	287	–	1,311	28%
Calgary, Alberta (Note 3)	3,028	358	2	3,388	12%
Edmonton, Alberta (Note 4)	4,562	519	–	5,081	11%
Saskatoon, Saskatchewan	2,328	2	–	2,330	0%
Regina, Saskatchewan	866	72	–	938	8%
Winnipeg, Manitoba	–	87	–	87	100%
Investment properties	13,583	1,489	2	15,074	11%
Property held for sale – Calgary, Alberta	–	134	–	134	100%

Note (1) – includes the City of New Westminster and the City of Courtenay

Note (2) – includes the City of Chilliwack, the City of Kamloops, the City of Penticton and the City of Vernon

Note (3) – includes the City of Lethbridge, the Town of Cochrane and the City of Airdrie

Note (4) – includes the City of Fort Saskatchewan

CAPITAL IMPROVEMENTS

Mainstreet's "Value Chain" business philosophy focuses on creating value in capital assets by renovating newly-acquired properties and enhancing operating efficiencies. Every property and rental unit is upgraded to meet Mainstreet's branded standard, which creates an attractive product while reducing operating costs and enhancing long-term asset value. Capital investment also includes expenses incurred on turnover units.

In 2021, the Corporation spent \$24.4 million (2020 – \$16.7 million) on capital improvements, of which \$20.7 million (2020 – \$14.8 million) was for upgrading stabilized properties and improving other holdings – specifically for exterior upgrades such as new roofs, windows, balconies, siding and insulation. These expenditures also covered mechanical and interior upgrades such as new boilers, flooring and paint to address the balance of non-renovated units and to maintain the condition of properties in the current portfolio. Mainstreet currently plans to spend an estimated total of \$24 million on capital improvement in fiscal year 2022, however these plans may be revised depending upon the economic conditions during 2022. These improvements are expected to be financed through existing cash balances, funds from operations and ongoing refinancing of existing properties. Mainstreet expects to complete most of the renovations of its existing properties within the next 6 to 24 months. Revenue and income are expected to increase over time as more units are renovated and reintroduced to the market at anticipated higher rental rates.

Uncertainties affecting future revenue and income include the ongoing effect of the COVID-19 pandemic, changes or reductions in governmental financial support measures in response to the COVID-19 pandemic, the rate of turnover of existing tenants, availability of renovation workers and building materials, as well as increases in labour and material costs. All of these uncertainties could have a material impact on the timing and cost of completing these capital improvements.

REVIEW OF FINANCIAL & OPERATING RESULTS

Summary of financial results

(000s of dollars except per share amounts)

For the year ended September 30,	2021	2020	2019	% change 2021	% change 2020
Gross revenue	\$ 160,351	\$ 149,976	\$ 138,052	7%	9%
Net profit and total comprehensive income	225,534	68,550	58,685	229%	17%
Change in fair value	212,003	37,211	26,908	470%	38%
Gain from disposal of assets	113	–	–	100%	N/A
Depreciation	712	651	250	9%	160%
Deferred income tax expense	33,368	11,691	7,231	185%	62%
Funds from operations					
– Non IFRS Measurement (Note 1)	\$ 47,498	\$ 43,681	\$ 39,258	9%	11%
Interest income	(426)	(206)	(179)	107%	15%
Other income	–	–	(260)	N/A	(100%)
General and administrative expenses	12,240	12,477	12,463	(2%)	0%
Financing costs	38,343	36,861	34,771	4%	6%
Depreciation (computer and vehicle)	193	220	255	(12%)	(14%)
Net operating income	\$ 97,848	\$ 93,033	\$ 86,308	5%	8%
Operating margin from operations	61%	62%	63%		
Profit per share					
Basic and fully diluted	\$ 24.13	\$ 7.32	\$ 6.41	230%	14%
Fully diluted	\$ 24.13	\$ 7.32	\$ 6.23	230%	17%
Funds from operations per share					
Basic and fully diluted	\$ 5.08	\$ 4.66	\$ 4.29	9%	9%
Fully diluted	\$ 5.08	\$ 4.66	\$ 4.17	9%	12%
Weighted average number of shares					
Basic and fully diluted	9,345,350	9,367,358	9,154,434		
Fully diluted	–	–	9,424,680		
Total Assets	\$ 2,674,569	\$ 2,238,311	\$ 2,056,025		
Total Long term liabilities	\$ 1,485,691	\$ 1,259,967	\$ 1,064,515		

1. FFO is calculated as profit before change in fair value, deferred income taxes and depreciation of property and equipment excluding depreciation of items which are not uniquely significant to the real estate industry (such as computers or vehicles). FFO is a widely accepted supplemental measure of a Canadian real estate company's performance but is not a recognized measure under IFRS. The IFRS measurement most directly comparable to FFO is profit (for which reconciliation is provided above). FFO should not be construed as an alternative to profit or cash flow from operating activities, determined in accordance with IFRS, as an indicator of Mainstreet's performance. Readers are cautioned that FFO may differ from similar calculations used by other comparable entities. Management believes FFO is useful for readers to determine the operating performance. This information is critical for the Corporation to maintain comparability in operating performance.

REVENUE

In 2021, revenue primarily consisted of rental and ancillary revenue totalling \$159.9 million (2020 – \$149.8 million) and interest income. Overall, rental revenue increased 7% as compared to 2020, which is discussed and analysed in the session entitled "Rental Operations" below.

NET PROFIT

For the year ended September 30, 2021, Mainstreet reported a net profit of \$225.5 million (\$24.13 per basic share) as compared to a net profit of \$68.6 million (\$7.32 per basic share) for the year ended September 30, 2020. This increase in net profit results was mainly due to an increase in fair value of \$212.0 million which is further analysed below.

Net profit is further analysed as follows:

(000s of dollars)

For the year ended September 30,	2021	2020	% change
Funds from operations			
– Non IFRS measurement (see Note 1 previous table)	\$ 47,498	\$ 43,681	9%
Change in fair value	212,003	37,211	470%
Gain from disposal of assets	113	–	100%
Depreciation	(712)	(651)	9%
Deferred income tax expense	(33,368)	(11,691)	185%
Net profit and total comprehensive income – IFRS measurement	\$ 225,534	\$ 68,550	229%

Funds from operations in 2021 are further discussed and analysed below.

In 2021, Mainstreet realized a fair value gain of \$212.0 million, compared with a fair value gain of \$37.2 million in 2020. This was mainly due to changes as identified below:

(000s of dollars)

Change in Fair value	2021	2020
Surrey	\$ 146,222	\$ 24,870
Abbotsford	58,617	9,508
Calgary	(11,845)	11,296
Edmonton	(3,491)	537
Saskatoon	37,858	7,010
Regina	9,255	761
Winnipeg	(190)	–
	236,426	53,982
Capital expenditure	(24,423)	(16,771)
Change in fair value	\$ 212,003	\$ 37,211

The fair value gain represented the change in the market value of the Corporation's investment properties over the fiscal years 2021 and 2020. The amount of change was determined by the market value of Mainstreet's investment properties at the year-end dates of September 30, 2021 and 2020, which was regarded as a non-operating expense.

For the year ended September 30, 2021, a fair value gain of \$212.0 million was recorded on the financial statement as a result of changes in the fair value of investment properties based on most recent market conditions, particularly the compression of capitalisation rate in Abbotsford and Surrey, British Columbia which has been driven by continued strong demand for multi-family assets recently during the year.

FUNDS FROM OPERATIONS – NON IFRS MEASUREMENT

Management believes that FFO is also a meaningful performance measurement for a real estate company's operating performance. FFO excludes changes in fair value, deferred income taxes and depreciation of property and equipment excluding depreciation of items which are not uniquely significant to the real estate industry (for example, computers and vehicles). Mainstreet generates FFO from three sources: rental and ancillary revenue from investment properties, sale of properties acquired for resale purposes, and the periodic sale of investment properties. Mainstreet generally reinvests the proceeds from the latter into investment properties with greater potential for long-term returns.

Mainstreet's FFO increased by 9% to \$47.5 million in 2021, compared with \$43.7 million in 2020. The increase in FFO for 2021 was mainly attributable to the increased rental revenue, which will be discussed and analysed in the following section entitled "Rental Operations".

See "Non-IFRS Measures" and Note (1) to the table titled "Summary of Financial Results" for additional information regarding FFO and a reconciliation of FFO to net profit, the most directly comparable IFRS measurement.

GENERAL & ADMINISTRATIVE ("G&A") EXPENSES

G&A expenses mainly include corporate costs such as office overhead, legal and professional fees and salaries. G&A expenses decreased by 2% to \$12.2 million in 2021 as compared to \$12.5 million in 2020, mainly due to decreased professional, travelling and entertaining expenses.

FINANCING COSTS

(000s of dollars)

For the year ended September 30,	2021	2020	% Change
Mortgage interest	\$ 33,477	\$ 32,968	2%
Amortization of deferred financing cost	4,866	3,893	25%
Financing costs	\$ 38,343	\$ 36,861	4%

Mortgage interest expenses increased by 2% to \$33.5 million in 2021 from \$33.0 million in 2020.

The rise was mainly attributable to an increase in mortgage loans from refinancing of maturing and new clear title mortgages at low interest rates. The Corporation continues to take advantage of current low interest rates. In 2021, the Corporation financed 15 clear title properties and 25 maturing mortgages for additional net funding of \$226.2 million at an average interest rate of 2.07%.

Subsequent to year-end September 30, 2021, the Corporation also financed 2 clear title properties. These financing activities raised additional funds of \$39.5 million at an average interest rate of 2.58%.

RENTAL OPERATIONS

(000s of dollars except per unit data)

	Total Portfolio			Same Asset			Acquisition		
For the year ended September 30,	2021	2020	% Change	2021	2020	% Change	2021	2020	% Change
Rental and ancillary revenue	\$ 159,925	\$149,770	7%	\$145,803	\$146,207	0%	\$ 14,122	\$ 3,563	296%
Operating expenses	62,077	56,737	9%	56,921	55,157	3%	5,156	1,580	226%
Net operating income	\$ 97,848	\$ 93,033	5%	\$ 88,882	\$ 91,050	(2%)	\$ 8,966	\$ 1,983	352%
Operating margin	61%	62%		61%	62%		63%	56%	
Average vacancy rate	8.9%	7.3%	21%	8.3%	6.9%	21%	15.4%	31.8%	(51%)
Weighted average number of units	14,136	13,249	7%	12,907	12,907	–	1,229	342	259%
Average rental rate per unit per month	\$ 943	\$ 942	0%	\$ 941	\$ 944	0%	\$ 958	\$ 868	10%
Average operating expense per unit per month	\$ 366	\$ 357	3%	\$ 368	\$ 356	3%	\$ 350	\$ 385	(9%)

The vacancy rate increased to 8.9% in 2021, from 7.3% in 2020, partially due to higher vacancy rates in the provinces of Alberta and Saskatchewan as a result of a weakened high rental season. The Corporation believes that a material cause of this increase are the travel restrictions put into place by the government in response to the COVID-19 pandemic, as well as classroom limits in colleges and universities, which have very significantly decreased the number of both domestic and foreign students, as well as other immigrants who require housing. As a result, the average monthly rental rate increased slightly to \$943 per unit in 2021, compared with \$942 per unit in 2020. Overall rental and ancillary revenue increased 7% to \$159.9 million in 2021 as compared to \$149.8 million in 2020. This was mainly due to the continued growth of the Corporation's portfolio as the average number of units owned by the Corporation increased 7% over the year.

For same asset properties, which refer to properties owned by the Corporation for the entire twelve month periods ended September 30, 2021 and 2020, rental and ancillary revenue remained constant at \$145.8 million in 2021, compared to \$146.2 million in 2020. The average monthly rental rate decreased slightly to \$941 per unit in 2021, from \$944 per unit in 2020. The vacancy rate increased to 8.3% in 2021, from 6.9% in 2020, mainly due to a weakened high rental season and increased number of skipped suites as a result of COVID-19 pandemic and the public health measures, including travel and classroom restrictions.

Mainstreet's overall operating expenses increased 9% to \$62.1 million in 2021, from \$56.7 million in 2020, due mainly to the increased number of newly acquired units since 2020, as well as higher property taxes, insurance and utility expenses.

The overall and same asset operating expenses on a per unit basis increased 3%, due mainly to higher utility and insurance expenses.

As a result, overall net operating income increased 5% to \$97.8 million in 2021, from \$93.0 million in 2020, while net operating margins decreased to 61% in 2021, from 62% in 2020.

For same asset properties, net operating income decreased 2% to \$88.9 million in 2021, from \$91.1 million in 2020. The net operating margins decreased to 61% in 2021, from 62% in 2020.

RENTAL OPERATIONS BY PROVINCE

Mainstreet manages and tracks the performance of rental properties in each of its geographic markets.

British Columbia

Mainstreet achieved a 10% increase in rental revenue in its British Columbia portfolio in 2021 primarily due to the Corporation's diversification strategy, which drove further expansion into British Columbia's market in 2021 combined with increased monthly rents on turnovers of units. The average vacancy rate increased slightly to 1.0% in 2021 from 0.5% in 2020. An above-average occupancy rate can be largely attributed to the overall economic performance of British Columbia, which is among the strongest in the country, according to data published by Statistics Canada. As a result, due to higher occupied rents, rental revenue per unit increased to \$1,106 per month in 2021 from \$1,085 per month in 2020.

Operating expenses per unit increased 2% to \$293 per month in 2021 compared with \$288 per month in 2020, due mainly to increased insurance and utility expenses. As a result, net operating income increased 10%, and net operating margins remained at 74% in both 2021 and 2020.

(000s of dollars except per unit data)

For the year ended September 30,	2021	2020	% change
Rental and ancillary revenue	\$ 39,960	\$ 36,318	10%
Operating expenses	10,576	9,623	10%
Net operating income	\$ 29,384	\$ 26,695	10%
Weighted average number of units	3,011	2,789	8%
Average rent per unit per month	\$ 1,106	\$ 1,085	2%
Operating cost per unit per month	\$ 293	\$ 288	2%
Average vacancy rate	1.0%	0.5%	
Operating margin	74%	74%	

ALBERTA

Mainstreet achieved a 7% growth in its Alberta portfolio in 2021 and the weighted average number of rental units grew to 7,801 units, compared with 7,286 units in 2020. The average vacancy rate increased to 10.7% in 2021 from 7.9% in 2020. Rental revenue per unit decreased 1% to \$942 per month in 2021 from \$954 per month in 2020 mainly due to increased vacancy expenses in 2021, which resulted from a weakened high rental season caused primarily by COVID-19 public health measures.

Operating expenses per unit increased 3% to \$390 per month in 2021 compared to \$379 per month in 2020 due mainly to higher property taxes and insurance expenses. As a result, net operating income increased by 3% to \$51.7 million in 2021 from \$50.3 million in 2020, and net operating margins decreased to 59% in 2021 from 60% in 2020.

(000s of dollars except per unit data)

For the year ended September 30,	2021	2020	% change
Rental and ancillary revenue	\$ 88,211	\$ 83,440	6%
Operating expenses	36,475	33,101	10%
Net operating income	\$ 51,736	\$ 50,339	3%
Weighted average number of units	7,801	7,286	7%
Average rent per unit per month	\$ 942	\$ 954	(1%)
Operating cost per unit per month	\$ 390	\$ 379	3%
Average vacancy rate	10.7%	7.9%	
Operating margin	59%	60%	

Saskatchewan

Mainstreet achieved a 3% growth in its Saskatchewan portfolio in 2021. The average number of rental units grew to 3,258 units in 2021, compared with 3,174 units in 2020. The average vacancy rate decreased to 11.7% in 2021 from 12.1% in 2020. Rental revenue per unit increased to \$800 per month in 2021 from \$788 per month in 2020.

Operating expenses per unit increased 3% to \$379 per month in 2021 from \$368 per month in 2020, due mainly to increased insurance expenses during the period. As a result, net operating income increased 3% and net operating margins remained at 53% in both 2021 and 2020.

(000s of dollars except per unit data)

For the year ended September 30,	2021	2020	% change
Rental and ancillary revenue	\$ 31,295	\$ 30,012	4%
Operating expenses	14,802	14,013	6%
Net operating income	\$ 16,493	\$ 15,999	3%
Weighted average number of units	3,258	3,174	3%
Average rent per unit per month	\$ 800	\$ 788	2%
Operating cost per unit per month	\$ 379	\$ 368	3%
Average vacancy rate	11.7%	12.1%	
Operating margin	53%	53%	

MANITOBA

Mainstreet successfully entered the Manitoba market in 2021 with the acquisition of an 87-unit complex in downtown Winnipeg. The average vacancy rate was 11.6% in 2021 as the property is currently undergoing a stabilization process. As a net result, rental revenue per unit was \$580 per month in 2021.

Operating expenses per unit were \$283 per month in 2021, resulting in a net operating income of \$0.2 million and a net operating margin of 51% in 2021.

(000s of dollars except per unit data)

For the year ended September 30,	2021	2020	% change
Rental and ancillary revenue	\$ 459	N/A	N/A
Operating expenses	224	N/A	N/A
Net operating income	\$ 235	N/A	N/A
Weighted average number of units	66	N/A	N/A
Average rent per unit per month	\$ 580	N/A	N/A
Operating cost per unit per month	\$ 283	N/A	N/A
Average vacancy rate	11.6%	N/A	
Operating margin	51%	N/A	

SUMMARY OF QUARTERLY RESULTS

(000s of dollars except per share amounts)

	Sep. 30, 2021	Jun. 30, 2021	Mar. 31, 2021	Dec. 31, 2020	Sep. 30, 2020	Jun. 30, 2020	Mar. 31, 2020	Dec. 31, 2019
Rental revenue								
British Columbia	\$ 10,517	\$ 10,126	\$ 9,399	\$ 9,200	\$ 9,096	\$ 8,998	\$ 8,919	\$ 8,693
Alberta	23,269	21,470	21,150	21,260	21,364	20,603	20,467	19,998
Saskatchewan	8,043	7,711	7,612	7,531	7,428	7,371	7,314	7,519
Manitoba	141	148	163	2	–	–	–	–
Total rental Revenue	\$ 41,970	\$ 39,455	\$ 38,324	\$ 37,993	\$ 37,888	\$ 36,972	\$ 36,700	\$ 36,210
Ancillary revenue	486	485	711	501	485	498	532	485
Interest income	30	103	165	128	98	37	34	37
Total revenue from operations	\$ 42,486	\$ 40,043	\$ 39,200	\$ 38,622	\$ 38,471	\$ 37,507	\$ 37,266	\$ 36,732
Change in fair value	\$ 32,915	\$195,800	\$ 1,274	\$ (17,986)	\$ 51,370	\$ (2,527)	\$ (3,324)	\$ (8,308)
Profit (loss) from operations	\$ 39,652	\$181,002	\$ 10,167	\$ (5,287)	\$48,420	\$ 10,873	\$ 3,681	\$ 5,576
Net profit (loss) per share								
– Basic	\$ 4.24	\$ 19.37	\$ 1.09	\$ (0.57)	\$ 5.17	\$ 1.16	\$ 0.39	\$ 0.59
– Diluted	\$ 4.24	\$ 19.37	\$ 1.09	\$ (0.57)	\$ 5.17	\$ 1.16	\$ 0.39	\$ 0.59
Same assets rental and ancillary revenue								
British Columbia	\$ 9,487	\$ 9,351	\$ 9,263	\$ 9,161	\$ 9,083	\$ 9,000	\$ 8,932	\$ 8,813
Alberta	19,352	19,328	19,702	19,832	20,093	19,934	20,262	20,221
Saskatchewan	7,836	7,545	7,493	7,453	7,467	7,409	7,403	7,590
Total same assets rental and ancillary revenue	\$ 36,675	\$ 36,224	\$ 36,458	\$ 36,446	\$ 36,643	\$ 36,343	\$ 36,597	\$ 36,624
Same assets vacancy rate	7.5%	8.7%	8.7%	8.0%	6.9%	6.7%	6.3%	5.7%
Same assets net operating income								
British Columbia	\$ 7,499	\$ 6,828	\$ 6,536	\$ 6,621	\$ 7,072	\$ 6,663	\$ 6,052	\$ 6,541
Alberta	11,786	11,339	10,833	11,410	12,330	12,062	11,595	12,448
Saskatchewan	4,544	4,007	3,650	3,829	4,152	4,052	3,791	4,292
Total same assets net operating income	\$ 23,829	\$ 22,174	\$ 21,019	\$ 21,860	\$ 23,554	\$ 22,777	\$ 21,438	\$ 23,281
Net operating income	\$ 27,442	\$ 24,690	\$ 22,639	\$ 23,077	\$ 24,530	\$ 23,511	\$ 21,704	\$ 23,288
Funds from operations of stabilized properties – Non-IFRS measurement (Note 1)	\$ 12,193	\$ 10,399	\$ 9,236	\$ 10,753	\$ 11,263	\$ 9,487	\$ 8,433	\$ 10,394
Funds from operations – Non-IFRS measurement	\$ 14,001	\$ 12,030	\$ 10,123	\$ 11,344	\$ 12,320	\$ 10,935	\$ 9,091	\$ 11,295
Funds from operations of stabilized properties per share – Non-IFRS measurement								
– Basic	\$ 1.30	\$ 1.11	\$ 0.99	\$ 1.15	\$ 1.20	\$ 1.01	\$ 0.90	\$ 1.11
– Diluted	\$ 1.30	\$ 1.11	\$ 0.99	\$ 1.15	\$ 1.20	\$ 1.01	\$ 0.90	\$ 1.11
Funds from operations per share – Non-IFRS measurement (Note 1)								
– Basic	\$ 1.50	\$ 1.29	\$ 1.08	\$ 1.21	\$ 1.32	\$ 1.17	\$ 0.97	\$ 1.20
– Diluted	\$ 1.50	\$ 1.29	\$ 1.08	\$ 1.21	\$ 1.32	\$ 1.17	\$ 0.97	\$ 1.20
Average vacancy rate								
British Columbia	0.9%	1.0%	1.1%	1.0%	0.5%	0.5%	0.6%	0.4%
Alberta	11.8%	11.1%	10.5%	9.4%	8.6%	8.6%	7.7%	6.4%
Saskatchewan	9.2%	12.2%	13.0%	13.4%	13.0%	13.2%	12.5%	9.7%
Manitoba	19.9%	16.1%	10.3%	–	–	–	–	–
Total average vacancy rate	8.7%	9.1%	9.1%	8.6%	8.0%	8.0%	7.4%	5.9%

Highlights of the Corporation's financial results for the fourth quarter ended September 30, 2021:

- Rental and ancillary revenue increased to \$42.5 million, compared to \$39.9 million in Q3 2021 and \$38.4 million in Q4 2020.
- Average vacancy rate for the quarter was 8.7%, compared with 9.1% in Q3 2021 and 8.0% in Q4 2020.
- Change in fair value for the quarter was a gain of \$32.9 million, compared with a gain of \$195.8 million in Q3 2021 and a gain of \$51.4 million in Q4 2020.
- Funds from operations for the quarter were \$14.0 million, a 17% increase from \$12.0 million in Q3 2021 and a 15% increase from \$12.3 million in Q4 2020. See "Non-IFRS Measures".
- Net operating income for the quarter was \$27.4 million, an 11% increase from \$24.7 million in Q3 2021 and a 12% increase from \$24.5 million in Q4 2020.
- Mainstreet's same asset vacancy rate decreased to 7.5% in Q4 2021 from 8.7% in Q3 2021 and increased from 6.9% in Q4 2020, and same asset revenues increased to \$36.7 million in Q4 2021, from \$36.2 million in Q3 2021 and increased slightly from \$36.6 million in Q4 2020.
- Net operating income on a same asset basis for the quarter was \$23.8 million, an 7% increase from \$22.2 million in Q3 2021 and a 1% increase from \$23.6 million in Q4 2020.
- Funds from operations related to stabilized properties were \$12.2 million in Q4 2021, a 17% increase from \$10.4 million in Q3 2021 and a 10% increase from \$11.3 million in Q4 2020. See "Non-IFRS Measures".

STABILIZED PROPERTIES

The Corporation focuses on the acquisition of underperforming properties, renovating them and repositioning the renovated properties in the market at current market rents. Underperforming properties have typically been poorly managed, with substantial deferred maintenance and rents that are often well below current market rental rates.

The Corporation refers to such underperforming properties acquired as "unstabilized properties"; and to the process of renovating and repositioning those acquired unstabilized properties as the "stabilization process". After completion of the stabilization process, such properties are referred to as "stabilized properties". The period of time required for the completion of renovations and repositioning of renovated properties at current market rents depends on the condition of the properties acquired, the amount of renovation work required to bring the property up to Mainstreet's standards and the applicability of rent control legislation to those properties, according to the provinces in which they are acquired.

Based upon the Corporation's past experience, the average period required for the stabilization process is approximately two years in provinces without statutory rent controls, such as the provinces of Alberta and Saskatchewan. In British Columbia, due to applicable statutory rent controls, the allowable annual rent increase for existing tenants is determined by the Tenancy Board of the province of British Columbia (thereby potentially decreasing tenant turnover rate and delaying rent increases to current market levels). For this reason, past experience suggests the average stabilization process in British Columbia is approximately three years.

As of September 30, 2021, 342 properties (13,252 units) out of 386 properties (15,074 units) were stabilized. The following table summarizes the change of the Corporation's stabilized and unstabilized units since the beginning of fiscal year 2021.

	Oct. 1, 2020	%	Acquisition/ Creation	Number of units stabilized	Sept. 30, 2021	%
Stabilized Units	12,601	93%	–	651	13,252	88%
Unstabilized Units	982	7%	1,491	(651)	1,822	12%
Total Investment Properties Units	13,583	100%	1,491	–	15,074	100%

The following table summarizes the Corporation's stabilization progress for fiscal year 2021.

	Oct. 1, 2020	No. of units stabilized during the period	No. of unstabilized units acquired/ created during the period	Sep. 30, 2021
Numbers of unstabilized units held for renovation	982	(651)	1,491	1,822
Number of months				
Average time spent on stabilization	9	20	5	7
Estimated remaining time for stabilization	15	–	23	20

During the year ended September 30, 2021, the Corporation acquired 358 unstabilized units and created 2 units in Calgary, Alberta; acquired 519 unstabilized units in Edmonton, Alberta; acquired two unstabilized unit in Saskatoon, Saskatchewan; acquired 72 unstabilized units in Regina, Saskatchewan; acquired 18 unstabilized units in Kamloops, British Columbia; acquired 62 unstabilized units in Penticton, British Columbia; acquired 131 unstabilized units in Courtenay, British Columbia; acquired 47 unstabilized units in Vernon, British Columbia; acquired 160 unstabilized units in Chilliwack, British Columbia; acquired 33 unstabilized units in New Westminster, British Columbia and acquired 87 unstabilized units in Winnipeg, Manitoba. Some acquired assets required substantial renovation and had rental rates that are considered well below the market for stabilized units. The Corporation has stabilized 651 units in 2021, for which renovation work is substantially completed, resulting in rent increases to or near current market levels.

FUNDS FROM OPERATIONS OF STABILIZED PROPERTIES

For 2021, FFO of Mainstreet's stabilized property portfolio amounted to \$44.9 million (\$4.80 per basic share and per fully diluted share). See "Non-IFRS Measures".

(000s of dollars except per share amounts)

For the year ended September 30, 2021	Stabilized properties	Non-stabilized properties	Total
Rental and ancillary rental income	\$ 150,233	\$ 9,692	\$ 159,925
Property operating expenses	58,089	3,988	62,077
Net operating income	\$ 92,144	\$ 5,704	\$ 97,848
Operating margin	61%	59%	61%
Vacancy rate	8.3%	16.0%	8.9%
Interest income	\$ (392)	\$ (34)	\$ (426)
General & administrative expenses	11,218	1,022	12,240
Financing cost	36,421	1,922	38,343
Depreciation (computer and vehicle)	177	16	193
Funds from operations – Non-IFRS measurement	\$ 44,720	\$ 2,778	\$ 47,498
Depreciation			\$ 712
Fair value gain			212,003
Gain from disposal of assets			113
Deferred income tax expense			33,368
Net profit and total comprehensive income			\$ 225,534
Funds from operations per share – Non-IFRS measurement			
– basic & diluted	\$ 4.78	\$ 0.30	\$ 5.08
Weighted average number of shares			
– basic & diluted			9,345,350

In 2021, FFO of the stabilized property portfolio increased 4% to \$44.7 million as compared to \$42.8 million in 2020, while the number of stabilized units increased 5% to 13,252 units as of September 30, 2021 compared to 12,601 units as of September 30, 2020. The increase in FFO for stabilized properties was due to the increased number of stabilized units.

(000s of dollars)

For the year ended September 30,	2021	2020	% change
FFO of stabilized properties (Note 2)	\$ 44,720	\$ 42,841	4%
Number of stabilized units	13,252	12,601	5%

LIQUIDITY & CAPITAL RESOURCES

Access to liquidity is important as it allows the Corporation to implement its overall strategy. Liquidity is an important measure of the availability of sufficient cash to fund ongoing business activities and capital and liability commitments. Liquidity is defined to include cash and cash equivalents on hand plus estimated new financings of clear title assets and upfinancings of maturing mortgages, assuming current lending criteria remains mainly unchanged. With the current COVID-19 pandemic, the importance of liquidity has been magnified even more due to the uncertainty of when the pandemic will be contained. The continuing low interest rate environment has allowed Mainstreet to renew its existing maturing mortgages and obtain new mortgages on clear titles at favourable interest rates. With the COVID-19 pandemic, Mainstreet has seen declining interest rates, however, potential interest savings may be tempered by an increase in refinancings to ensure appropriate liquidity.

Working Capital Requirement

Mainstreet requires sufficient working capital to cover day-to-day operating and mortgage expenses as well as income tax payments. In 2021, after payments of all required expenses, the Corporation generated funds from operations of \$47.5 million.

Management expects funds generated from operations will continue to grow in the long term when more units are renovated and re-introduced to the market at higher rental rates, and Management believes that these funds should be sufficient to meet the Corporation's working capital requirements on a year-to-year basis going forward. Although the disruption and uncertainty caused by COVID-19 could adversely affect Mainstreet's tenant's ability to pay rent on time going forward, particularly as government supports are scaled back or eliminated, as of September 30, 2021, the potential working capital deficiency is being managed through the available liquidity under banking facilities as well as the ongoing financing of mortgages payable, which is discussed and analysed in the session entitled "Financing" below.

Other Capital Requirements

Mainstreet also needs sufficient capital to finance continued growth and capital improvement. In 2021, the Corporation spent approximately \$244.4 million on acquisitions and capital improvements. Management expects the following capital resources to be sufficient to meet the capital requirements on a year-to-year basis.

Financing

Debt financing after property stabilization and maturity of initial loans is a cornerstone of Mainstreet's business strategy. Management believes this unlocks the value added through stabilization and liberates capital for future growth.

Management also believes this mitigates the risk of anticipated interest rate hikes and minimizes the costs of borrowing. Mainstreet continually refinances as much floating and maturing debt as possible into long-term debt, primarily CMHC insured mortgages at lower interest rates.

Mainstreet's financing program has remained stable since the onset of the COVID-19 pandemic. Furthermore, the current low interest rate environment has allowed Mainstreet to finance its clear title assets and maturing mortgages at attractive low interest rates. In 2021, the Corporation financed 15 clear title properties and 25 maturing mortgages for an additional net funding of \$226.2 million at an average interest rate of 2.07%.

Subsequent to year-end September 30, 2021, the Corporation also financed 2 clear title properties. These financing activities raised additional funds of \$39.5 million at an average interest rate of 2.58%.

As of September 30, 2021, the Corporation owned title to 50 clear title properties and three development lots having an aggregate fair value of approximately \$281.6 million.

High commodity prices and global supply chain constraints have pushed inflation up, with the consumer price index (CPI) hitting 4.7% in November, 2021, it is unclear how long this upward pressure will continue, but Mainstreet has attempted to deal with the risk of inflation by locking its debt into long-term maturities.

If required, Mainstreet believes it could raise additional capital funds through mortgage financing at competitive rates under which these clear title properties would be pledged as collateral.

The Corporation's policy for capital risk management is to keep a debt-to-fair value of investment properties ratio under 70%. The current ratio is approximately 51%, which Management believes will leave considerable room to raise additional funds from refinancing if the need arises.

Banking Facility

Effective January 2014, the Corporation was granted a banking facility to a maximum of \$85 million with a syndicate of chartered financial institutions. The facility is secured by a floating charge against the Corporation's assets and carries an interest rate of prime plus 1.15%. The facility requires monthly interest payments and is renewable every three years subject to the mutual agreement of the lenders and the Corporation. The Corporation has extended the maturity date to December 5, 2022. As at September 30, 2021, the Corporation has drawn \$Nil (September 30, 2020 – \$Nil) against this credit facility.

Additionally, in 2021, the Corporation entered into a \$15 million revolving credit facility with a third-party financial institution, which carries an interest rate equal to the prime rate. As at September 30, 2021, the Corporation has drawn \$Nil million against this credit facility.

Both facilities contain financial covenants to maintain an overall funded debt to gross book value ratio of not more than 65% and debt service ratio of not less than 1.2. As of September 30, 2021, the Corporation's overall funded debt to gross book value ratio and debt service coverage ratio are 51% and 1.49, respectively.

CONTRACTUAL OBLIGATIONS

As of September 30, 2021, the Corporation had the following contractual obligations, which are anticipated to be met using the existing revolving credit facility, funds from operations and proceeds from the refinancing of maturing and floating mortgage loans.

PAYMENTS DUE BY PERIOD

Estimated principal payments required to retire the mortgage obligations as of September 30, 2021 are as follows:

(000s of dollars)

12 months ending September 30,	Amount
2022	\$ 87,973
2023	116,455
2024	150,130
2025	82,124
2026	262,816
Subsequent	695,884
	1,395,382
Deferred financing cost	(38,205)
	<u>\$ 1,357,177</u>

LONG-TERM DEBT

(000s of dollars)

	Amount	% of Debt	Average interest rate (%)
Fixed rate debt			
– CMHC-insured	\$ 1,374,996	99%	2.50%
– non-CMHC-insured	20,386	1%	3.48%
Total debt	1,395,382	100%	2.52%
Deferred financing costs	(38,205)		
	\$ 1,357,177		

Mainstreet’s long-term debt consists of low-rate, fixed-term mortgage financing. All individual mortgages are secured with their respective real estate assets. Based largely on the fair value of properties, Management believes this financing reflects the strength of its property portfolio. The maturity dates for this debt are staggered to mitigate overall interest rate risk.

As of September 30, 2021, total mortgages payable were \$1.357 billion compared to \$1.180 billion on September 30, 2020, an increase resulting from financing and acquisition activity during the year ended September 30, 2021.

As of September 30, 2021, Management believes the Corporation’s financial position to be stable, with overall mortgage levels reported at 51% of the fair value of investment properties. About 99% of the Corporation’s mortgage portfolio was CMHC-insured, providing Mainstreet with what management believes are interest rates lower than those available through conventional financing.

To maintain cost-effectiveness and flexibility of capital, Mainstreet continually monitors short-term and long-term interest rates. When doing so is expected to provide a benefit, the Corporation intends to convert short-term floating-rate debt to long-term, CMHC-insured fixed-rate debt.

MORTGAGE MATURITY SCHEDULE

(000s of dollars)

Maturing during the following financial year end	Balance maturing	% of debt maturing	Weighted average rate on expiry (%)
2021	62,610	4%	2.87%
2022	95,008	7%	3.37%
2023	134,656	10%	3.36%
2024	67,480	5%	2.67%
2025	273,395	20%	2.37%
Subsequent	762,233	54%	2.28%
	\$ 1,395,382	100%	2.52%

The average maturing term of mortgage loans is 6.60 years as of September 30, 2021, compared to 6.20 years as of September 30, 2020.

INTERNAL CONTROLS

Disclosure controls and procedures (“DC&P”) are designed to provide reasonable assurance that information required to be disclosed by the Corporation in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation. DC&P are also designed to include controls and procedures designed to ensure that information required to be disclosed by the Corporation in its annual filings, interim filings or other reports filed or submitted under securities legislation is accumulated and communicated to the Corporation’s Management, including its certifying officers, as appropriate to allow timely decisions regarding required disclosure.

The preparation of this information is supported by an internal control and procedure framework designed by Management to provide reasonable assurances regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The control and procedure framework related to the Corporation's Internal Control over Financial Reporting ("ICFR") and DC&P were designed in accordance with Risk Management and Governance – Guidance on Control, published by the Canadian Institute of Chartered Accountants and the requirements of National Instrument 52-109 of the Canadian Securities Administrators entitled, "Certification of Disclosure in Issuer's Annual and Interim Filings"

As at September 30, 2021, Mainstreet determined that there were no material weaknesses in the design of its ICFR or DC&P.

Mainstreet's Management evaluated, or caused to be evaluated under its supervision, the effectiveness of its ICFR and DC&P as at September 30, 2021. Based on this evaluation, Management has concluded that the Corporation's ICFR and DC&P were effective as at September 30, 2021.

As at September 30, 2021, Mainstreet has confirmed that it has designed DC&P to provide reasonable assurance that information required to be disclosed by Mainstreet in its annual filings, interim filings, or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation and includes controls and procedures designed to ensure that information required to be disclosed by Mainstreet in its annual filings, interim filings or other reports filed or submitted under securities legislation is accumulated and communicated to Mainstreet's management, including its certifying officer, as appropriate to allow timely decisions regarding required disclosure. No changes were made to the Corporation's DC&P during the year ended September 30, 2021.

As at September 30, 2021, Mainstreet confirmed it had designed its ICFR to provide reasonable assurances regarding the reliability of the financial reporting and the preparation of financial statements and information for external purposes in accordance with IFRS and that the ICFR operated effectively throughout the reported period. The Corporation may, from time to time, make changes aimed at enhancing their effectiveness and ensuring that these systems evolve with the Corporation's business. There were no changes in the Corporation's ICFR during the year ended September 30, 2021, which have materially affected, or are reasonably likely to materially affect, the Corporation's ICFR.

Financial Instruments & Risk Management

Fair value of financial assets and liabilities

The Corporation's financial assets and liabilities comprise restricted cash, cash and cash equivalents, trade and other receivables, mortgages payable, trade and other payables, and refundable security deposits. Fair values of financial assets and liabilities, summarized information related to risk management positions, and discussion of risks associated with financial assets and liabilities are presented as follows.

The fair values of restricted cash, cash and cash equivalents, trade and other receivables, trade and other payables, and refundable security deposits approximate their carrying amounts due to the short-term maturity of those instruments.

The fair values of mortgages receivable and payable are determined using the current market interest rates as discount rates, the net present value of principal balances and future cash flows over the terms of the mortgages. In identifying the appropriate level of fair value, the Corporation performs a detailed analysis of financial assets and liabilities. The inputs used to measure fair value determine different levels of the fair value hierarchy categorized as follows:

- Level 1: Values based on unadjusted quoted prices in active markets that are accessible at the measurement date for identical assets or liabilities;
- Level 2: Values based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability; and
- Level 3: Values based on valuation techniques for which any significant input is not based on observable market data.

The fair values of financial assets and liabilities were as follows:

(000s of dollars)

		September 30, 2021		September 30, 2020	
		Carrying amount	Fair value	Carrying amount	Fair value
Financial assets:					
Restricted cash	Level 2	\$ 3,645	\$ 3,645	\$ 3,298	\$ 3,298
Cash and cash equivalents	Level 2	19,224	19,224	38,472	38,472
Trade and other receivables	Level 2	1,195	1,195	1,308	1,308
Financial liabilities:					
Mortgages payable	Level 2	1,357,177	1,381,878	1,179,521	1,259,831
Trade and other payables	Level 2	8,767	8,767	9,386	9,386
Refundable security deposits	Level 1	\$ 5,387	\$ 5,387	\$ 4,754	\$ 4,754

* Refundable security deposits for Alberta and Saskatchewan are considered as restricted cash as they are held in trust bank accounts and subject to the contingent rights of third parties.

See also the Notes to the Corporation's audited consolidated financial statements for the fiscal years ended September 30, 2021 and 2020 (the "Annual Financial Statements") for additional information regarding financial assets and the risks associated therewith.

Risk Associated with Financial Assets & Liabilities

The Corporation is exposed to risks arising from its financial assets and liabilities. These include market risk related to interest rates, credit risk and liquidity risk. For detailed explanations of these risks, refer to the section entitled "Risk Assessment and Management".

SHARE CAPITAL

Authorized:

Unlimited number of common voting shares with no par value

Unlimited number of preferred shares with no par value

Issued, outstanding and fully paid:

	Year ended September 30, 2021		Year ended September 30, 2020	
	Number of common shares	Amount (000s)	Number of common shares	Amount (000s)
Issued and outstanding,				
– beginning of the period	9,349,830	\$ 26,507	9,381,730	\$ 26,597
Shares purchased for cancellation	(4,612)	(13)	(31,900)	(90)
Issued and outstanding,				
– end of the period	9,345,218	\$ 26,494	9,349,830	\$ 26,507

All common shares share an equal right to dividends.

On May 28, 2021, Mainstreet obtained approval from the Toronto Stock Exchange ("TSX") to repurchase up to 476,008 common shares of the Corporation under a Normal Course Issuer Bid ("NCIB") commencing June 1, 2021. The current NCIB expires on May 31, 2022. The Corporation's previous NCIB expired on May 31, 2021.

During 2021 and 2020, the Corporation purchased and cancelled 4,612 (2020 – 31,900) common shares at an average price of \$68.10 (2020 – \$55.37) per common share under the NCIB.

Given the discount between its current trading share price and net asset value ("NAV"), Management believes that the acquisition of its common shares for cancellation is in the best interests of Mainstreet, as it returns capital to shareholders in a tax-efficient manner that is accretive to NAV. Mainstreet will continue to assess on an ongoing basis whether purchases of its common shares is warranted.

STOCK OPTIONS

The Corporation has no issued and outstanding stock options. Since March 24, 2017, the Corporation was unable to grant any further options under the Corporation's prior stock option plan. Upon the expiration or exercise of all remaining issued and outstanding stock options under the Corporation's prior stock option plan, the plan expired in accordance with the terms thereof. The Corporation has not adopted a new stock option plan at this time.

Shareholder Rights Plan

Effective February 21, 2013, the Board of Directors of the Corporation approved the adoption of a shareholder rights plan agreement (the "Rights Plan") dated February 21, 2013 between the Corporation and Computershare Trust Company of Canada. The Rights Plan was ratified and approved by shareholders of the Corporation on March 21, 2013 and subsequently amended and renewed by the shareholders of the Corporation on March 18, 2016 and March 29, 2019. The Rights Plan was most recently amended to change the time from 120 days to 105 days for a take-over bid to be taken up to coincide with changes to securities law related to take-over bids, expand the definition of "Convertible Securities" to include any securities issued by the corporation carrying an exercise, conversion or exchange right pursuant to which the holder thereof may acquire Common Shares, amend the definition of "Expiration Time" from 2019 to 2022, amend the definition of "Permitted Lock Up Agreement" to reflect best practices and institutional shareholder services recommendations in respect of shareholder rights plans, amend the definition of "Acting Jointly or in Concert" to better align the same with current securities legislation and make certain amendments relating to the right's agent duties and procedures to change the Right to Agent. The Rights Plan will expire at the termination of the annual general meeting of shareholders of the Corporation scheduled for the 2022 fiscal year unless otherwise renewed at or prior to that time.

Immediately upon the Rights Plan coming into effect, one right ("Right") was issued and attached to each common share of the Corporation outstanding and will continue to attach to each common share subsequently issued.

The Rights will separate from the common shares of the Corporation and will be exercisable on the close of business on the 10th trading day after the earlier of the date on which a person has acquired 20% or more of, or a person commences or announces a take over bid for, the Corporation's outstanding common shares, other than an acquisition pursuant to a Permitted Bid or a Competing Permitted Bid as such terms are defined under the Rights Plan.

The acquisition by a person of 20% or more of the common shares of the Corporation is referred to as a "Flip In Event". When a Flip In Event occurs, each Right (except for Rights beneficially owned by an Acquiring Person or certain transferees of an Acquiring Person, which Right will be void pursuant to the Rights Plan) becomes a right to purchase from the Corporation, upon exercise thereof, in accordance with the terms of the Rights Plan, that number of common shares having an aggregate market price on the date of consummation or occurrence of such Flip In Event equal to twice the Exercise Price for an amount in cash equal to the Exercise Price. The Exercise Price for the Rights provided in the Rights Plan is \$100. As an example, if at the time of the Flip-in Event the Common Shares have a market price of \$25, the holder of each Right would be entitled to receive \$200 (twice the Exercise Price) in market value of the Common Shares (8 Common Shares) for \$100, i.e.: at a 50% discount.

Certain exemptions exist under the Rights Plans for Portfolio Managers and Grandfathered Persons as such terms are defined in the Rights Plan.

A complete copy of the Rights Plan as amended and renewed, including the specific provisions thereof, is available under the Corporation's profile filed on SEDAR.

Key accounting estimates and assumptions

The following are the key accounting estimates and assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period that have significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year:

- i) Significant estimates used in determining the fair value of investment properties include capitalization rates, market rent, vacancy rate, net operating income and operating expenses. A change to any one of these inputs could significantly alter the fair value of an investment property. Please refer to Note 3 to the Annual Financial Statements for a sensitivity analysis;
- ii) Significant estimates used in determining the fair value of financial instruments include the discount rate used to discount the future cash flows of mortgages for similar loans with similar credit ratings and the same maturities. Please refer to Note 21 to the Annual financial statements;

- iii) Allocation of purchase cost in the acquisition of investment properties is based on information from industry practice and entity specific history;
- iv) Allocation of purchase cost in the acquisition of property and equipment into different components, estimation of useful life and impairment, are based on information from industry practice and entity specific history; and
- v) The amount of temporary differences between the book carrying value of the assets and liabilities versus the tax basis values and the future income tax rate at which these differences will be realized. Please refer to Note 12 to the Annual financial statements for detailed analysis.

Actual results could differ from estimates.

In addition, beginning in 2020, the COVID-19 pandemic has had a substantial impact on the economy. Although these impacts appear to be slowly lessening over time, there still remains uncertainty associated with the unprecedented nature of the pandemic, which uncertainty may impact certain of the Corporation's significant assumptions. In particular, significant assumptions are required when measuring the value of the Corporation's properties which are carried at fair value using assumptions based on market conditions. Given the uncertainty which has existed, some of which still remains, the full long-term impact of COVID-19 on the valuation of the Corporation's properties may not be completely known at this time. Further, due to the previous high uncertainty associated with the pandemic, lower weight can be applied to previous market evidence to inform fairness of opinions. Assumptions are also required in assessing the collectability of any outstanding tenant rent receivable balances and the consideration of applying an allowance for doubtful accounts to these balances. As government financial supports, which have assisted the Corporation's tenants with their essential needs such as rental payments throughout the pandemic, begin to be reduced or eliminated, the Corporation anticipates that it may see an increase in its bad debt expense and be exposed to an increased credit risk.

Transactions with Related Parties

- a) The President and Chief Executive Officer is paid a commission at commercial rates in his capacity as a licensed broker for certain property transactions conducted by the Corporation in its normal course of business. Commissions are determined on an exchange value basis. Except in very limited circumstances, these commissions are paid by the selling third party or third parties to the transaction. The commissions received by the President and Chief Executive Officer during the year ended June 30, 2021 amounted to \$684,113 (2020 – \$221,756). Each year the Chief Executive Officer is entitled to receive an annual performance bonus based upon pre-determined performance goals and discretionary bonus amounts determined by the board of directors. In making such determination, the board of directors takes in consideration the amount of commission paid to the Chief Executive Officer during each year, such that once determined, that portion of the annual performance bonus paid by the Corporation amounts to the difference between the amount of annual performance bonus determined by the board of directors, if any, less the amount of commissions paid to the Chief Executive Officer during that year. As a result, the actual portion of the discretionary bonus, if any, paid by the Corporation each year to the Chief Executive Officer will vary, depending on how much commission was paid to the Chief Executive Officer during that year.
- b) The Corporation paid legal and professional fees and reimbursements for the year-ended September 30, 2021 amounting to \$373,389 (2020 – \$485,641) to a law firm of which a director and officer of the Corporation is a partner. As at September 30, 2021, the amounts payable to the law firm were \$1,848 (September 30, 2020 – \$Nil). These fees were incurred at amounts which in management's opinion approximate fair market value that would be incurred by a third party law firm.

Off Balance Sheet Arrangements

No off balance sheet arrangement was made by the Corporation for 2021.

Subsequent Events

Subsequent to year-end September 30, 2021, the Corporation also financed 2 clear-title properties for \$39.5 million at an interest rate of 2.58%.

Subsequent to the year ended September 30, 2021, the Corporation acquired additional 257 residential units, 2 commercial units and 2 vacant lands in the Province of Alberta for a total consideration of \$23 million.

Risk Assessment and Management

Management defines risk as the evaluation of the probability that an event that could negatively affect the financial condition or results of the Corporation may happen in the future. The following section describes specific and general risks that could affect the Corporation. As it is difficult to predict whether any risk will occur or what its related consequences might be, the actual effect of any risk on the business of the Corporation could be materially different than anticipated. The following discussion of risk does not include all possible risks as there may be other risks of which the Corporation is currently unaware. Please also see the risks which are summarized in the Corporation's Annual Information Form for the year ended September 30, 2021 ("AIF").

Pandemic Risk

Beginning in 2020, the COVID-19 pandemic has had a substantial impact on the economy. Although these impacts appear to be slowly lessening over time, there still remains uncertainty associated with the unprecedented nature of the pandemic. Uncertain economic conditions resulting from the COVID-19 pandemic may, in the short or long term, have a materially adverse impact on the Corporation's tenants and/or debt and equity markets, both of which could materially adversely affect the Corporation's operations and financial performance. Although significant progress has been made in vaccinating the Canadian population and many restrictions have been lifted in certain provinces of Canada, barriers to travel still remain in effect and it remains difficult to reliably estimate the impact on the financial results and condition of the Corporation in future periods.

The Corporation saw a material decrease in new rentals during the fourth quarter of its 2020 fiscal year, a period that usually is one of the Corporation's busiest rental seasons. This decrease continued into the Corporation's 2021 fiscal year, and has resulted in a decrease in the Corporation's operations and financial performance as fewer new tenants are moving into the Corporation's properties resulting in an increase in vacancy rates. The Corporation believes that this decrease has resulted from the government's implementation of travel bans in response to the pandemic, and post-secondary institutions limiting in person classes, which vastly decreased the number of foreign students and other immigrants arriving in Canada. Historically, such foreign students and immigrants have comprised a material portion of the Corporation's renters. Although certain travel bans have been lifted in recent months, there still remain significant impediments to international travel and limitations on class rooms. In the event that these impediments and limitations remain in effect through the Corporation's 2021 fourth quarter, the Corporation anticipates that it will suffer continued material decreases in its operations and financial performance.

To date the Corporation has not suffered a material increase in bad debt expense and higher credit risk for the Corporation as a result of increased difficulty in the collection of rent, a requirement to defer the eviction of tenants who do not pay their rent, and an inability by the Corporation to increase rent in certain of its markets. However, as government financial supports, which have assisted the Corporation's tenants with their essential needs such as rental payments throughout the pandemic, begin to be reduced or eliminated, the Corporation anticipates that it may see an increase in its bad debt expense and be exposed to an increased credit risk.

The Corporation's properties are measured at fair value based on assumptions influenced by market conditions. Given the uncertainty which has existed, some of which still remains, the full long-term impact of COVID-19 on the valuation of the Corporation's properties, may not be completely known at this time. Further, due to the previous high uncertainty associated with the pandemic, lower weight can be applied to previous market evidence to inform fairness of opinions.

There is also continuing risk that the Corporation could be adversely affected due to market changes particularly in supply, interest rates and regional rent controls. Further, as social distancing practices are maintained, and labour and material shortages persist, the expected onset of new supply of rental housing may take longer as construction completion times are extended. There has also been significant disruptions to the global supply chain in recent months. All of this increases the supply risk to the Corporation.

To date, the Corporation has seen the mortgage interest rate for a 10-year fixed CHMC mortgage remain at a low level which has provided an opportunity for the Corporation to obtain financing at lower interest rates when mortgages mature and need to be renewed.

To date, governments have responded quickly to ensure capital remains available, and currently, Mainstreet still remains able to access capital.

The Corporation, in coordination with its Board of Directors, continues to monitor the situation and has taken and may take additional actions that alter its business operations as may be required by federal, provincial or local authorities or that the Corporation determines are in the best interests of its tenants, employees, suppliers, shareholders and other

stakeholders. Such alterations or modifications have caused and may continue to cause interruption to the Corporation's business and include increased administration, maintenance and repair expenses, related to property modifications, increased cleaning and maintenance of the property, increased communication and technology costs and increased costs related to obtaining personal protection equipment for team members, temporary closures of the Corporation's administrative offices and moves to remote working, temporary or long-term adverse impacts on the Corporation's supply chain and labour and the potential of increased network vulnerability and risk of data loss resulting from increased use of remote access and removal of data from the Corporation's facilities. Management of the Company enacted its COVID-19 business continuity plan in March 2020 and to date has experienced only minimal disruptions to its business operations as a result.

Vacancy Risk

The Corporation is subject to tenant vacancy risk when, in some markets and under certain economic conditions, housing/condominiums are affordable, financing is readily available and interest rates are low, making it easier for renters to become homebuyers. This increases vacancy rates and decreases rental revenue cash flow.

Vacancy rates can also be affected negatively by increased supply of multi-family units in the Corporation's core markets. Numerous other residential developers and apartment owners compete for potential tenants. Although it is Mainstreet's strategy to own multi-family residential properties in premier locations in each market in which it operates, some of the apartments or its competitors may be newer, better located or offer lower rents. In addition, an increase in alternative housing could have a material adverse effect on the Corporation's ability to lease units and in the rents charged and could adversely affect the Corporation's revenues and ability to meet its obligations.

Accordingly, the Corporation's performance will always be affected by the supply and demand for multi-family rental real estate in Western Canada. The potential for reduced rental revenue exists in the event that Mainstreet is not able to maintain its properties at a high level of occupancy, or in the event of a downturn in the economy, which could result in lower rents or higher vacancy rates. Mainstreet has minimized these risks by:

- attempting to increase customer satisfaction;
- diversifying its portfolio across Western Canada, thus lowering its exposure to regional economic swings;
- acquiring properties only in desirable locations, where vacancy rates for properties are higher than city-wide averages but can be reduced by repositioning the properties through better management and selective upgrades;
- holding a balanced portfolio which includes a variety of multi-family building types including high-rise, townhouse, garden and walk-ups, each with its own market niche;
- maintaining a wide variety of suites, including bachelor suites, one, two and three bedroom units;
- building a broad and varied customer base, thereby avoiding economic dependence on larger-scale tenants;
- focusing on affordable multi-family housing, which is considered a stable commodity;
- advertising and offering competitive market pricing to attract new tenants;
- developing a specific rental program characterized by rental adjustments that are the result of enhanced services and superior product; and
- developing regional management teams with significant experience in the local marketplace, and combining this experience with its existing operations and management expertise.

The pandemic and the government's response thereto, including travel restrictions and limitations on class rooms for post-secondary institutions, has also increased the vacancy risk for the Corporation. See "Pandemic Risk" above.

Economic Uncertainty

Any worldwide or regional economic slowdown, stock market uncertainty and international political credit crisis or uncertainty could adversely impact the business and the future profitability of the Corporation. During any period of economic uncertainty tenants may experience financial difficulty and may default in payment of rent or possibly look for less expensive accommodations thereby having a corresponding longer-term impact on rental and vacancy rates. In addition, Mainstreet's ability to obtain financing or renegotiate line of credit financing may be negatively affected.

In addition to the COVID-19 pandemic discussed above, the slowing of Western Canada's economic growth rate has filtered through to weaker employment prospects in the prairie provinces, a tempering of housing and rental demand and a decline in net migration with a corresponding impact on the Corporation's rental and occupancy levels. Still

unknown is the impact of various recently enacted or pending government initiatives, including increases to operating costs resulting from carbon tax legislation and the implementation of new climate change plans at both the provincial and federal government levels. However, the prairie provinces have seen some economic growth in recent months, with increased oil prices and a diversification of their economy.

Still unknown is the impact of various recently enacted or pending government initiatives, including increases to operating costs resulting from carbon tax legislation and the implementation of new climate change plans at both the provincial and federal government levels.

Interest Risk

Mainstreet is exposed to interest rate risk to the extent of any upward or downward revision in prime lending rates. Increases in the interest rate have the potential to adversely affect the profitability of the Corporation. However, the Corporation attempts to mitigate this risk by staggering the maturity dates for its mortgages. The majority of Mainstreet's mortgages and fixed-rate mortgage financings are insured by Canada Mortgage and Housing Corporation ("CMHC") under the National Housing Association ("NHA") mortgage program. This added level of insurance offered to lenders allows the Corporation to receive the best possible financing and interest rates and significantly reduces the potential for a lender to call a loan prematurely.

Utilities and Tax Risk

Mainstreet's business is exposed to fluctuating utility and energy costs such as electricity and natural gas (heating) prices as well as exposure to significant increases in property taxes. Utility expenses, mainly consisting of natural gas and electricity service charges, have been subject to considerable price fluctuations over the past several years. In recent years, water and sewer costs have increased significantly, as have other forms of direct and indirect "taxes" imposed by various municipalities. Any significant increase in these costs that cannot be passed on to the tenant / customer may have a significant impact on the operations of the Corporation.

Management continues to monitor all these costs very closely. In order to mitigate these risks, the Corporation has implemented the following steps:

- where possible, electrical sub-metering devices have been installed, passing on the responsibility for electrical charges to the end tenant / customer;
- where possible, direct metering conversion programs have been implemented which effectively introduced a volume-based consumption system rather than a flat rate, in turn lowering operating costs for the Corporation;
- in other cases, rents have been, or will be adjusted upward to cover increased costs; and
- where possible, the Corporation enters into long term supply contracts at a fixed price.

For example, Mainstreet has entered into a fixed rate natural gas contract at \$2.66 per GJ in Alberta with a maturity date of February 1, 2024, and in Surrey, British Columbia, Mainstreet has completed a water meter conversion program for all its properties.

In addition, over the past few years, municipal property taxes have increased as a result of revaluations of municipal properties and their inherent tax rates. These revaluations may result in significant increases in some property assessments due to enhancements, which often are not represented on the Corporation's balance sheet as such representations are contrary to existing IFRS reporting standards. To address these risks, the Corporation has a team of property reviewers who, with the assistance of outside consultants, constantly review property tax assessments and, if warranted, appeal them. While it is not unusual for the Corporation to receive property tax refunds and / or adjustments, due to uncertainty of the timing and the amount of the refunds or adjustments, these amounts are only reported when they are actually received.

It is uncertain if municipal property tax rates will increase in certain markets to address municipal revenue losses resulting from the COVID-19 pandemic.

Risks of Real Estate Property Ownership

Real estate investments and projects are, generally, subject to numerous risks depending on the nature and location of the property that can affect attractiveness and sale ability of real estate assets to potential purchasers or other investors, or the owner's use of such real estate assets, all of which are beyond the control of the Corporation. Such risks include:

- the highly competitive nature of the real estate industry;
- changes in general economic conditions (such as the availability and cost of the property or widespread fluctuations in adjacent property values), including as a result of COVID-19;
- changes in general or local conditions (such as the supply of competing real estate assets or the possibility of competitive overbuilding or the inability to obtain full occupancy or other usage of any real estate assets);
- governmental regulation, rules or policies (such as increased taxation on the sale of or profits from real estate property, environmental legislation or municipal approvals for usage, development or subdivision); and
- changes in costs or operating expenses anticipated for real estate assets.

Each segment in the real estate industry is capital intensive and is typically sensitive to interest rates. Any proceeds generated by the sale of real estate assets depend upon general economic conditions and, accordingly, the ability to repay its financing may be affected by changes in those conditions. The Corporation will be required to make certain significant expenditures in respect of its business including, but not limited to, the payment of property taxes, mortgage payments, property management costs, insurance costs and related charges which must be made regardless of whether real estate assets are producing sufficient income to service such expenses. If the Corporation is unable or unwilling to meet the payment obligations on such loans, losses could be sustained as a result of the exercise by the lenders of their rights of foreclosure or sale. As a result, the Corporation's ability to make interest payments or distributions of cash could be adversely affected.

In addition, real estate property investments are relatively illiquid. This illiquidity will tend to limit the ability of the Corporation to vary its property portfolio promptly in response to changes in economic or investment conditions. If the Corporation were required to quickly liquidate its assets, there is risk that the Corporation would realize sale proceeds of less than the stated value of the properties of the Corporation. The Corporation's property portfolio is concentrated in British Columbia, Alberta and Saskatchewan. As a result, economic and real estate conditions in Western Canada will significantly affect the Corporation's revenues and the value of its properties.

Renovation Risks

The Corporation is subject to the financial risk of having unoccupied units during extended periods of renovations. During renovations, these properties are unavailable for occupancy and do not generate income. Certain significant expenditures, including property taxes, maintenance costs, interest payments, insurance costs and related charges must be made throughout the period of ownership of real estate property regardless of whether the property is producing revenue. Delays in the renovation of a building or individual apartment units as a result of labour and material shortages and similar risks, could delay the renting of such building or units resulting in an increased period of time where the building is not producing revenue or produces less revenue than a fully tenanted building. As the Corporation intends to source labour from other countries and renovation supplies directly from manufacturers in China and elsewhere, the Corporation will be subject to related immigration expenses, possible changes in laws related to the use of migrant or immigrant labour, shipping risks and delays, and currency fluctuations, all of which may result in unexpected or higher costs or possible delays. The Corporation intends to address these risks by acquiring financing to fund renovations, staggering renovations and by carrying out a detailed capital expenditures budget to monitor its cash position on a monthly basis. However, recent and possible new changes in federal immigration laws related to migrant or immigrant labour may have a negative impact regarding mitigating an increase in labour costs and expenses. In addition, COVID-19 has and will likely continue to affect the Corporation's ability to source labour and supplies from other countries.

In addition, high commodity prices and global supply chain constraints have pushed inflation up, with the consumer price index (CPI) hitting 4.7% in November, 2021, and it is unclear how long this upward pressure will continue. This may result in higher costs in respect of renovations.

Credit Risk

Credit risk is the risk that the counterparty to a financial asset will default, resulting in a financial loss for the Corporation. The Corporation is exposed to credit risk as some tenants may experience financial difficulty and may default in payment of rent in the current economic environment. However, the Corporation attempts to minimize possible risks by conducting in-depth credit assessments of all tenants and collecting security deposits from tenants. The Corporation's tenants are numerous, which also reduces the concentration of credit risk. As tenants' rent is due at the beginning of the month, all amounts in accounts receivable are considered overdue by the Corporation. As of September 30, 2021,

rents due from current tenants amounted to \$854,000 (September 30, 2020 – \$574,000). The possibility of not receiving payment of rent due from current tenants was covered by security deposits of \$5.4 million (September 30, 2020 – \$4.8 million) and provisions for expected credit losses of \$160,000 (September 30, 2020 – \$200,000). In addition, please see “Pandemic Risk” above.

The aging bands of rents due from current tenants as at September 30, 2021 and September 30, 2020 are outlined in the table below:

(000s of dollars)

	Sep. 30, 2021	Sep. 30, 2020
0-30 days	\$ 610	\$ 420
31-60 days	142	81
61-90 days	22	7
Over 90 days	80	66
Total rents due from current tenants	\$ 854	\$ 574

In relation to cash, cash equivalents and restricted cash, the Corporation believes that its exposure to credit risk is low. The Corporation places its cash, cash equivalents and restricted cash only with reputable Canadian financial institutions.

Liquidity Risk

Liquidity risk is the risk that the Corporation will encounter difficulties in meeting its financial obligations. The Corporation manages its liquidity risk by monitoring forecast cash flows on a regular basis to meet expected operating expenses, by maintaining adequate banking facilities, by managing mortgage debt secured by its investment properties and by matching the maturity profiles of assets and liabilities. Please see “Liquidity and Capital Resources” above.

An investment in real estate is relatively illiquid, with the degree of liquidity generally fluctuating in relation to demand for and the perceived desirability of such investments. Such illiquidity may limit the Corporation’s ability to divest itself of certain of its properties promptly in response to changing economic, investment or other conditions. If the Corporation was to be required to quickly liquidate its real property, the proceeds to the Corporation might be significantly less than the aggregate carrying or net asset value of its properties or less than what would be expected to be received under normal circumstances, which could have an adverse effect on the Corporation’s financial condition and financial performance. Illiquidity may also result from legal or contractual restrictions on the resale of properties. In addition, in recessionary times, it may be difficult to dispose of certain types of real estate. The costs of holding real estate are considerable and, during an economic recession, the Corporation may be faced with ongoing expenditures with a declining prospect of incoming receipts. In such circumstances, it may be necessary for the Corporation to dispose of properties at lower prices in order to generate sufficient cash for operations. There can be no assurance that the fair market value of any properties held by the Corporation will not decrease in the future.

Financing Risk

Mainstreet anticipates that it will make substantial capital expenditures for the acquisition of properties in the future. There can be no assurance that debt or equity financing or cash generated by operations will be available or sufficient to meet these requirements or for other corporate purposes or, if debt or equity financing is available, that it will be on terms acceptable to Mainstreet. Moreover, future activities may require Mainstreet to alter its capitalization significantly. The inability of Mainstreet to access sufficient capital for its operations could have a material adverse effect on Mainstreet’s financial condition, the result of its operations or its overall prospects. Please see “Pandemic Risk” above.

Disclosure Controls & Procedures on Internal Control over Financial Reporting Risk

Mainstreet’s business could be adversely impacted if it has deficiencies in its disclosure controls and procedures or internal control over financial reporting. The design and effectiveness of Mainstreet’s disclosure controls and procedures and internal control over financial reporting may not prevent all errors, misstatements or misrepresentations. While Management continues to review the design and effectiveness of Mainstreet’s disclosure controls and procedures and internal control over financial reporting, Mainstreet provides no assurance that its disclosure controls and procedures or internal control over financial reporting will be effective in accomplishing all control objectives all of the time. Deficiencies, particularly material weaknesses, in internal control over financial reporting which may occur in the future

could result in misstatements of Mainstreet's results of operations, restatements of its financial statements, a decline in the share price, or otherwise materially adversely affect Mainstreet's business, reputation, results of operation, financial condition or liquidity.

Reliance on Key Employees

Mainstreet's success depends in large measure on certain key executive personnel. The loss of the services of such key personnel could have a material adverse effect on the Corporation. Mainstreet does not have key person insurance in effect for management. The contributions of these individuals to the immediate operations are likely to be of central importance. In addition, competition for qualified personnel in the industry is intense, and there can be no assurance that the Corporation will be able to continue to attract and retain all personnel necessary for the development and operation of its business. Investors must rely upon the ability, expertise, judgment, discretion, integrity and good faith of the management of Mainstreet.

Income Tax Risk

Mainstreet intends to file all required income tax returns and believes that it will be in full compliance with the provisions of the Income Tax Act (Canada) and all applicable provincial tax legislation. However, such returns are subject to reassessment by the applicable taxation authority. In the event of a successful reassessment of Mainstreet, whether by re-characterization and development expenditures or otherwise, such reassessment may have an impact on current and future taxes payable.

Market Risks

The economic performance and value of the Corporation's investments in real estate assets will be subject to all of the risks associated with investing in real estate, including, but not limited to:

- changes in the national, regional, provincial and local economic climates, including as a result of the COVID-19 pandemic;
- local conditions, including an oversupply of properties or a reduction in demand for properties;
- the attractiveness of all or parts of real estate assets to renters or purchasers;
- competition from other available real estate assets; and
- changes in laws and governmental regulations, including those governing usage, zoning, the environment and taxes.

The Corporation's performance will be affected by the supply and demand for property in its geographic area(s) of ownership. Key drivers of demand include employment levels, population growth, demographic rents and consumer confidence. The potential for reduced rental revenue exists in the event that demand diminishes or supply becomes overabundant thereby driving down prices for real estate assets.

Acquisitions Risks

Mainstreet's growth depends in large part on identifying suitable acquisition opportunities, pursuing such opportunities and consummating acquisitions. It is not possible to manage all risks associated with such acquisitions in the terms and conditions contained in commercial agreements pertaining to such acquisitions. The real estate assets may be subject to unknown, unexpected or undisclosed liabilities that may materially and adversely affect the Corporation's operations, financial condition and results. The representations and warranties, if any, given by arm's length third parties to the Corporation may not adequately protect against these liabilities and any recourse against third parties may be limited by the financial capacity of such third parties. Moreover, real estate assets acquired by the Corporation may not meet expectations of operational or financial performance due to unexpected costs associated with developing an acquired property, as well as the general investment risks inherent in any real estate investment.

Appraisals of Properties

An appraisal is an estimate of market value and caution should be used in evaluating data with respect to appraisals. It is a measure of value based on information gathered in the investigation, appraisal techniques employed and quantitative and qualitative reasoning, leading to an opinion of value. The analysis, opinions and conclusions in an appraisal are typically developed based on and in conformity with, interpretations of the guidelines and recommendations set forth

in the Canadian Uniform Standards of Professional Appraisal Practice. Appraisals are based on various assumptions of future expectations of property performance and while the appraiser's internal forecast of net income for the properties appraised are considered to be reasonable at that time, some of the assumptions may not materialize or may differ materially from actual experience in the future.

The Corporation's properties are measured at fair value based on assumptions influenced by market conditions. Given the continuing uncertainty of the longer-term impacts of the COVID-19 pandemic on valuation assumptions, uncertainty continues to exist with respect to the valuation of the Corporation's properties.

Environmental, Health and Safety Risks

Under various environmental, health and safety laws, ordinances and regulations, the current or previous owner or operator of properties acquired or refinanced by the Corporation, may be liable for the costs of removal or remediation of hazardous or toxic substances on, under or in such properties. These costs could be substantial. Such laws could impose liability whether or not the Corporation knew of, or was responsible for, the presence of such hazardous or toxic substances when it acquired a property.

The presence of hazardous or toxic substances, or the failure to remove or remediate such substances, if any, or restrictions imposed by environmental, health and safety laws on the manner in which such properties may be operated or developed could adversely affect the Corporation's ability to sell such properties and could potentially also result in claims against the Corporation.

Environmental, health and safety laws provide for sanctions for non compliance and may be enforced by governmental agencies or, in certain circumstances, by private parties. Certain environmental, health and safety laws and common law principles could be used to impose liability for release of and exposure to hazardous substances into the air. Third parties may seek recovery from real property owners or operators for personal injury or property damage associated with exposure to released hazardous substances. In addition, third parties may seek recovery from the Corporation in the event of an outbreak of COVID-19 in a property owned by the Corporation. The cost of defending against claims of liability, of complying with environmental, health and safety regulatory requirements, of remediating any contaminated property or of paying personal injury claims could be substantial.

The Corporation may be subject to liability for undetected pollution or other environmental hazards against which it cannot insure, or against which it may elect not to insure where premium costs are disproportionate to the Corporation's perception of relative risk. Such factors may have an adverse impact on the Corporation.

Mainstreet has policies and procedures to review and monitor environmental exposure, including the completion of environmental audits in connection with the Corporation's due diligence procedures when looking at potential acquisitions when the Corporation deems advisable.

Cyber Security Risk

Cyber security has become an increasingly important issue for corporations and businesses. A cyber-attack is an intentional attack which can include gaining unauthorized access to information systems to disrupt business operations, corrupt data or steal confidential information. Such an attack could compromise Mainstreet, its employees and tenants' confidential information, and third parties with whom Mainstreet interacts and may result in negative consequences, including remediation costs, loss of revenue, data corruption, additional regulatory scrutiny, litigation and reputational damages. As a result, Mainstreet has implemented processes, procedures and controls to help mitigate these cyber-security risks, but these measures do not guarantee that cyber-attack can be totally avoided due to ever increasing sophistication of all forms of cyber-attacks.

Climate Change Risk

There is growing risk that an increase in global average temperatures due to emissions of greenhouse gases and other human activities have or will cause significant changes in weather patterns and increase the frequency and severity of climate stress events. Climate change, including the impact of global warming, creates physical and financial risk. Physical risks from climate change include an increase in sea level and changes in weather conditions, such as an increase in intense precipitation and extreme heat events, as well as tropical and non-tropical storms.

Mainstreet owns buildings in locations that may be susceptible to climate stress events or adverse localized effects of climate change, such as sea-level rise and increased storm frequency or intensity. The occurrence of one or more natural disasters, such as hurricanes, fires, floods, and earthquakes (whether or not caused by climate change), could cause

considerable damage to its properties, disrupt operations and negatively impact Mainstreet's financial performance. To the extent these events result in significant damage to or closure of one or more of Mainstreet's buildings, its operations and financial performance could be adversely affected through lost tenants and an inability to lease or re-lease the space. In addition, these events could result in significant expenses to restore or remediate a property, increases in fuel (or other energy) prices or a fuel shortage, increases in the costs of insurance if they result in significant loss of property or other insurable damage, and the introduction of or increases in climate change taxes such as provincial or federal carbon taxes or cap and trade taxes.

No History of Dividends

Mainstreet has not declared or paid any dividends on its common shares since its incorporation. Any decision to pay dividends on the shares will be made by the board of directors on the basis of the Mainstreet's earnings, financial requirements and other conditions existing at such future time. The dividend policy of Mainstreet is established by the directors and is subject to change at the discretion of the directors. The recourse of shareholders who disagree with the dividend policy or any change in policy is limited and could require such shareholders to seek to replace the directors. Other than pursuant to corporate law and compliance with the provisions of its banking facility, there is no restriction that could prevent Mainstreet from paying dividends or another form of distribution in respect of the common shares.

Workforce Availability

Mainstreet's ability to provide services to its existing tenants is somewhat dependent on the availability of well-trained employees and contractors to service such tenants as well as complete required maintenance and capital upgrades on its buildings. The Corporation must also balance requirements to maintain adequate staffing levels while balancing the overall cost to the Corporation.

Within Mainstreet, its most experienced employees are employed full-time; this full-time force is supplemented by, seasonal and full-time immigrant labour, additional part-time employees, and specific contract services needed by the Corporation. Mainstreet constantly reviews existing overall market factors to ensure that its compensation program is in line with existing levels of responsibility and, if warranted, adjusts the program accordingly. Mainstreet also encourages employees' feedback in these areas to ensure existing programs are meeting their personal needs.

Uninsured Losses

The Corporation carries comprehensive general liability, fire, flood, earthquake, tornado, natural disaster, extended coverage, rental loss and vacancy insurance with policy specifications, limits and deductibles customarily carried for similar properties. However, there are certain types of risks, generally of a catastrophic nature, such as wars, terrorist attacks or environmental contamination, which are either uninsurable or not insurable on an economically viable basis. Should an uninsured or underinsured loss occur, the Corporation could lose its investment in, and anticipated profits and cash flows from, one or more of its properties, but would continue to be obligated to repay any recourse mortgage indebtedness on such properties.

From time to time the Corporation may be subject to lawsuits as a result of the nature of its business. The Corporation intends to maintain business and property insurance policies in amounts and with such coverage and deductibles as are deemed appropriate, based on the nature and risks of the businesses, historical experience and industry standards. However, there can be no assurance that claims in excess of the insurance coverage or claims not covered by the insurance coverage will not arise or that the liability coverage will continue to be available on acceptable terms. A successful claim against the Corporation that is not covered by, or in excess of, the Corporation's insurance could materially affect the Corporation's operating results and financial condition, which would have an adverse effect on the Corporation. Claims against the Corporation, regardless of their merit or eventual outcome, will require the Corporation's management to devote time to matters unrelated to the operation of the business.

Substitutions for Residential Rental Units

Demand for residential rental properties is impacted by and inversely related to the relative cost of home ownership. The cost of home ownership depends upon, among other things, interest rates offered by financial institutions on mortgages and similar home financing transactions. Recently, interest rates offered by financial institutions for financing home ownership have been at low levels. If the interest rates offered by financial institutions for home ownership financing remain low, demand for rental properties may be adversely affected. A reduction in the demand for rental properties may have a material adverse effect on the Corporation's ability to lease suites and on the rents charged. This, in turn, may have a material adverse effect on the Corporation's business, cash flows, financial condition and results from operations.

Litigation Risks

In the normal course of the Corporation'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 or illness, 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 Corporation and as a result, could have a material adverse effect on the Corporation's assets, liabilities, business, financial condition and results from operations. Even if the Corporation 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 the Corporation's business operations, which could have a material adverse effect on the Corporation's business, cash flows, financial condition and results of operations and ability to make dividends to shareholders.

Regulatory Risks and Adverse Changes in Law

The Corporation is subject to laws and regulations governing the ownership and leasing of real property, zoning, building standards, landlord/tenant relationships, employment standards, environmental matters, taxes and other matters. It is possible that future changes in applicable federal, provincial, municipal or common laws or regulations or changes in their enforcement or regulatory interpretation could result in changes in the legal requirements affecting the Corporation (including with retroactive effect). Any changes in the laws to which the Corporation is subject could materially affect its rights and title to its assets. It is not possible to predict whether there will be any further changes in the regulatory regimes to which the Corporation is subject or the effect of any such changes on its business.

Increases in real estate taxes and income, service and transfer taxes, or introductions of new taxes such as previously or to be enacted carbon taxes, cannot always be passed through to residents or users in the form of higher rents, and may adversely affect the Corporation's operating expenses and to pay amounts due on its debt. Similarly, changes or interpretations of existing laws increasing the potential liability for environmental conditions existing on properties or increasing the restrictions on discharges or other conditions, as well as changes in laws affecting development, construction and safety requirements, may result in significant unanticipated expenditures, which could have a material adverse effect on the Corporation. Further, residential landlord/tenant laws in certain provinces may provide tenants with the right to bring certain claims to the applicable judicial or administrative body seeking an order to, among other things, compel landlords to comply with health, safety, housing and maintenance standards. As a result, the Corporation may, in the future, incur capital expenditures, which may not be fully recoverable from tenants.

Rent Control

The Corporation may be subject to legislation that exists or is enacted in certain jurisdictions, which restricts the right of landlords to increase rents charged to tenants. As a result, the inability to adjust rents to address higher operating costs or to improve margins on certain properties may have an adverse effect on the returns available from such properties.

Currently, the Corporation operates in Canada in the provinces of Alberta, British Columbia, Saskatchewan and Manitoba. Neither Alberta nor Saskatchewan is subject to rent control legislation; however, under Alberta rent legislation, a landlord is only entitled to increase rents once every twelve months.

Under British Columbia's rent control legislation, a landlord is entitled to increase the rent for existing tenants once every twelve months by no more than the "guideline amount" established by regulations. During COVID-pandemic, the rent amounts were frozen with a prohibition on rent increases until December 31, 2021. When a unit is vacant, however, the landlord is entitled to lease the unit to a new tenant at market rental amount, after which annual increases are limited to the applicable guideline amount. The landlord may also be entitled to a greater increase in rent for a unit under certain circumstances, including, for example, where extra expenses have been incurred as a result of a renovation of that unit.

Under Manitoba's rent control legislation, a landlord is entitled to increase the rent for existing and new tenants once every twelve months at the set anniversary date of the particular unit, by no more than the "guideline limit" established by the provincial government. During COVID-pandemic, the rent amounts were frozen with the rent increase guideline limit set at 0% until December 31, 2023.

To manage this risk, prior to entering a market where rent controls are in place, extensive time is spent researching existing rules, and, where possible, the Corporation will ensure it utilizes employees who are experienced in working in these controlled environments. In addition, the Corporation adjusts forecast assumptions on new acquisitions to ensure they are reasonable given the rent control environment.

Operational Risks

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

Public Market Risk

It is not possible to predict the price at which Mainstreet's common shares will trade and there can be no assurance that an active trading market for the common shares will be sustained. The common shares will not necessarily trade at values determined solely by reference to the value of the properties of the Corporation. Accordingly, the common shares may trade at a premium or a discount to the value implied by the value of the Corporation's properties. The market price for common shares may be affected by changes in general market conditions, fluctuations in the markets for equity securities and numerous other factors beyond the control of the Corporation.

Potential Conflicts of Interest

Mainstreet may be subject to various conflicts of interest because of the fact that directors and officers of the Corporation are engaged in other real estate-related business activities. The Corporation may become involved in transactions which conflict with the interests of the foregoing. Directors may from time-to-time deal with persons, firms, institutions or corporations with which the Corporation may be dealing, or which may be seeking investments similar to those desired by the Corporation. The interests of these persons could conflict with those of the Corporation. In addition, from time to time, these persons may compete with Mainstreet for available investment opportunities. Directors and officers of the Corporation are required to disclose material interests in material contracts and transactions and to refrain from voting thereon. See also "Transactions with Related Parties" above and "Interests of Management and Others in Material Transaction" in Mainstreet's AIF.

CHALLENGES

Despite promising results in 2021, inflationary pressures continue to put pressure on Mainstreet earnings, raising costs of both capital and of every line item of the Corporation's operating cost. Still, interest rates currently remain low: Mainstreet's average refinancing in 2021 was locked in at a 10-year fixed rate of just 2.07%, well below current inflation levels. Moreover, the vast majority of Mainstreet debts are set in long-term yields, with an average maturity period of 6.6 years.

Meanwhile, government-imposed lockdowns have seriously diminished Mainstreet's business velocity for 2 years, in particular causing it to miss out on the high rental seasons in summer and fall. Despite the partial re-opening of the Canada-U.S. border in November, other restrictions on international travel have halted the inflow of foreign students and immigrants. Classroom limits in colleges and universities have meaningfully reduced the number of domestic and foreign students, who make up a portion of the Corporation's Edmonton customer base. Still, management believes the eventual re-opening of both the border and post-secondary institutions will quickly reverse that trend.

That has likewise put upward pressure on Mainstreet vacancy rates, which increased to 8.9% in 2021 from 7.3% in 2020. The Corporation's record year of acquisitions of unstabilized properties (1,884 units in YTD 2021) has added to those pressures. However, Mainstreet believes those rates will decline as its management team aggressively restabilizes units and as COVID-19 restrictions are gradually eased.

In addition to revenue challenges, rising operating costs continue to pose headwinds. Major fixed expenses have increased sharply, including property taxes, insurance, and utilities. Carbon taxes and labour, which effectively place the financial burden on property owners, have added to these cost increases. Global supply chain constraints have put further upward pressure on labour and materials costs.

Meanwhile, the productivity of Mainstreet's workforce has been negatively impacted by pandemic protocols. That comes as costs for human resources have also climbed. Paid leave was extended to team members whose children were not able to attend school. Costs for additional cleaning, sanitizing, human resources, and the purchase of personal protective equipment ("PPE") likewise increased expenses. Renovation costs have risen due to public emergency orders that restrict on-site work and substantially inflate costs for building materials. More broadly, a tightening labour market has raised costs and introduced new challenges in hiring staff.

The continuation of the COVID-19 virus will determine how long many of these restrictions remain in place. Even with the majority of the Canadian population vaccinated, the recent spread of the new Omicron variant could lead to the re-introduction of some lockdown measures. In early December, various nations including Canada began restricting international travel to slow the spread of Omicron.

OUTLOOK

Despite difficult circumstances created by the pandemic, Mainstreet continues to see significant opportunity to grow and diversify its portfolio and drive shareholder value. Chiefly, relatively low interest rates and costs for acquisitions (two single-biggest expenses) will continue to provide unprecedented potential for opportunistic growth. The Corporation expects that continued economic growth in the Prairie and BC provinces in particular could provide a revenue boost that can be ploughed into other Mainstreet markets.

Management believes that rising oil prices, which in November reached their highest level since markets collapsed in 2014, will support continued economic growth in Alberta and Saskatchewan. December contracts for West Texas Intermediate, a U.S. benchmark, reached US\$75 in November. Prices for natural gas have spiked to their highest level since late-2018, driven by frigid temperatures and rising demand for alternatives to heavier fossil fuels like coal.

Alberta has attracted billions in private investment over the past 12 months, highlighting a strong push to diversify the economy. There has been over \$17 billion in investments announced in various sectors such as financial technology, petrochemicals, green hydrogen and Amazon's operating hub, according to Invest Alberta Corporation.

Meanwhile, massive stimulus spending plans are expected to keep the broader Canadian economy buoyant. The Government of Canada forecast 5.8% economic growth for fiscal year 2021-22 in its April budget, aided by tens of billions in new spending measures. U.S. Congress' recent passage of its US\$1 trillion infrastructure package is also expected to spur growth that analysts say will spill over into the Canadian economy.

High commodity prices and global supply chain constraints have helped push inflation to reach nearly 20-year highs, with the consumer price index (CPI) spiking to 4.7% in November, according to StatsCan. Mainstreet has for years sought to shield itself from inflationary pressures by locking its debt into long-term maturities. Economists remain divided over whether inflation is transitory, but current trends nonetheless appear set to continue at least in the short-term.

That expansion, at the same time, presents opportunities for Mainstreet to boost operating income by taking advantage of unusually high vacancy rates, which are largely a result of the acquisition of unstabilized properties. As of the year-ended 2021, 1,822 of Mainstreet's 15,074 units (12% of its portfolio) remain unstabilized, creating favourable conditions to increase NOI. Moreover, the Corporation's strong estimated liquidity reserves will assist Mainstreet in both stabilization and opportunistic acquisition efforts.

Meanwhile, new supply in Alberta remains flat: Calgary added just 6,695 new rental units over the past five years, while Edmonton has introduced just 10,722. Compare that with population growth of 129,273 in Calgary over the same period, or the population growth of 130,834 in Edmonton. Management believes these broad trajectories are overwhelmingly supportive of the Corporation's macro thesis on the long-term rental market.

Vancouver/Lower Mainland—which accounts for approximately 22% of Mainstreet's overall portfolio, 30% of overall NOI and 33% of overall fair market value—will continue to drive performance for Mainstreet, as vacancies remain among the lowest in the country, and rental rates among the highest. With an average monthly mark-to-market gap of \$376 per suite per month, 92% of Mainstreet's customers in the region are below the average market rent. That translates into approximately \$13.9 million in NOI growth potential after closing the mark-to-market gap, according to management's estimates.

Management also believes workforce-affordable rental housing will remain an essential and safe asset class, underpinned by favourable long-term market fundamentals that have persisted despite the ongoing pandemic. On the demand side, healthy fundamentals can be seen across Mainstreet's portfolio, including in its core Alberta, British Columbia, and Saskatchewan markets. The federal government is boosting its immigration targets, totalling 1.2 million newcomers over the next three years. Ottawa's decision earlier this year to extend work permits for international students should also attract more newcomers to Western Canada.

Lastly, management believes the robust residential housing market in many urban centres will force young people to remain in the rental market. In 2019, 73% of Canadians (including both working and non-working citizens), or 44.5% of the working Canadian population earned an income of \$49,999 or less, according to Statista Research Department. Mainstreet's mid-market rental rate, with a price-point averaging between \$900 and \$1,000, is perfectly positioned to attract those seeking affordable and quality homes in today's market.

RUNWAY ON EXISTING PORTFOLIO

1. **Pursuing 100% organic, non-dilutive growth model:** Using Mainstreet's strong potential liquidity position, estimated at \$223 million for fiscal 2022 (including a \$135 million line of credit), the Corporation believes there is significant opportunity to continue acquiring underperforming assets at attractive valuations.
2. **Closing the NOI gap:** As at year-ended 2021, 12% of the Mainstreet portfolio was going through the stabilization process. Once stabilized, management remains confident same-asset revenue, vacancy rate, NOI and FFO will be meaningfully improved. Management is cautiously optimistic that Mainstreet can boost cash flow in coming quarters. In the B.C. market alone, management estimates that the potential upside for NOI growth is approximately \$13.8 million, which mainly represents leveraging the loss-to-lease gaps.
3. **Lowering interest costs:** The current 10-year, CMHC-insured mortgage rate is currently around 2.7%. Mainstreet expects interest rates to remain low in the near term, and the Corporation believes that its debt financing of \$293 million at an average interest rate of 3.26%, maturing in the next three financial years, will result in approximately \$1.6 million in annual savings to Mainstreet.
4. **Buying back shares at a discount:** Mainstreet believes MEQ shares continue to trade below their true NAV. Mainstreet will therefore continue to buy back its own common shares on an opportunistic basis under its normal course issuer bid.

ADDITIONAL INFORMATION

Additional information about Mainstreet, including its AIF, is available on the Corporation's website at www.mainst.biz and on SEDAR at www.sedar.com.

MANAGEMENT'S REPORT

To the Shareholders of Mainstreet Equity Corp.

The management of Mainstreet Equity Corp. is responsible for the preparation and content of the financial statements. The financial statements have been prepared in accordance with International Financial Reporting Standards.

Management has implemented a system of internal controls that are designed to provide reasonable assurance that transactions are properly authorized, financial reporting responsibilities are met and assets of the corporation are safeguarded against theft.

The financial statements have been audited by PwC, the independent auditors, in accordance with International Financial Reporting Standards. The Audit Committee recommended their approval of the statements to the Board of Directors. The Board of Directors has approved the financial statements on the recommendation of the Audit Committee.

[Signed]

"Bob Dhillon"
Director

December 6, 2021

[Signed]

"Joe Amantea"
Director



Independent auditor's report

To the Shareholders of Mainstreet Equity Corp.

Our opinion

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Mainstreet Equity Corp. and its subsidiaries (together, the Company) as at September 30, 2021 and 2020, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards (IFRS).

What we have audited

The Company's consolidated financial statements comprise:

- the consolidated statements of financial position as at September 30, 2021 and 2020;
- the consolidated statements of net profit and total comprehensive income for the years then ended;
- the consolidated statements of changes in equity for the years then ended;
- the consolidated statements of cash flows for the years then ended; and
- the notes to the consolidated financial statements, which include significant accounting policies and other explanatory information.

Basis for opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the consolidated financial statements in Canada. We have fulfilled our other ethical responsibilities in accordance with these requirements.

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"PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.



Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements for the year ended September 30, 2021. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matter	How our audit addressed the key audit matter
Valuation of investment properties <i>Refer to note 2 – Significant accounting policies and note 3 – Investment properties to the consolidated financial statements.</i> The Company's total investment properties as at September 30, 2021, were valued at \$2.6 billion. Investment properties are initially measured at cost and subsequently recorded at fair value. The fair value is determined through internal and external valuation processes. External valuations are obtained from independent qualified real estate appraisers (management's experts). Internal valuations are based on the same assumptions and valuation techniques used by management's experts. The Company groups its investment properties in each city by their types and geographic locations and selects samples in each group for independent appraisal. The fair values of the samples selected are compared with their carrying values. The fair value of investment properties is determined using the direct capitalization method, which requires that an estimated forecasted net operating income (NOI) be divided by a capitalization rate (cap rate). The model requires certain key assumptions and estimates, which include cap rates and NOI for the property. Critical judgments were made by management in respect of these key assumptions and estimates.	Our approach to addressing the matter included the following procedures: • Used the work of management's experts in performing the procedures to evaluate the reasonableness of the fair value of investment properties. As a basis for using this work, the management experts' competence, capability and objectivity were evaluated, their work performed was understood, and the appropriateness of the experts' work as audit evidence was evaluated by considering the relevance and reasonableness of the assumptions and methods and findings. • For a sample of investment properties, tested how management determined the fair value, which included the following: – Evaluated the appropriateness of the method used. – Tested the underlying data used in the model. – Evaluated the reasonableness of key assumptions used in determining the grouping of investment properties and inspected management's appraisal schedule to assess the coverage of appraisals across each grouping throughout the year.



We considered this a key audit matter due to the critical judgments required by management, including the use of management's experts, in determining the fair values of the investment properties and the high degree of complexity in assessing audit evidence related to the key assumptions made by management. In addition, the audit effort required the use of professionals with specialized skill and knowledge in the field of real estate valuations.

- Evaluated the reasonableness of cap rates by comparing them to external market and industry data.
- Compared the NOI used in the model to accounting records and evaluated as applicable whether the forecasted NOI is reasonable considering (i) the current and past leasing activity of the investment properties; (ii) the comparability with external market and industry data; and (iii) whether this assumption was aligned with evidence obtained in other areas of the audit.
- Professionals with specialized skill and knowledge in the field of real estate valuations further assisted us in assessing the cap rates by (i) comparing them to externally available market data; and (ii) evaluating whether the allocation of cap rates to investment properties is reasonable based on location, current leases in place and the type of investment property.

Other information

Management is responsible for the other information. The other information comprises the Management's Discussion and Analysis and the information, other than the consolidated financial statements and our auditor's report thereon, included in the annual report.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



Responsibilities of management and those charged with governance for the consolidated financial statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Company to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is Ashley Yanke.

PricewaterhouseCoopers LLP

Chartered Professional Accountants

Calgary, Alberta
December 6, 2021

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(\$000s of Canadian dollars)

Year Ended September 30,	2021	2020
Assets		
Non-current assets		
Investment properties [Note 3]	\$ 2,616,154	\$ 2,182,965
Property and equipment [Note 4]	6,765	6,574
Intangible assets [Note 5]	1,193	1,399
	2,624,112	2,190,938
Current assets		
Property held for sale [Note 6]	22,292	1,250
Prepaid assets [Note 7]	2,092	1,941
Prepaid current income tax	110	110
Trade and other receivables [Note 8]	1,195	1,308
Restricted cash [Note 9]	3,645	3,298
Inventory [Note 10]	1,899	994
Cash and cash equivalents	19,224	38,472
	50,457	47,373
Total Assets	\$ 2,674,569	\$ 2,238,311
Liabilities		
Non-current liabilities		
Mortgages payable [Note 11]	\$ 1,274,762	\$ 1,082,406
Deferred tax liabilities [Note 12]	210,929	177,561
	1,485,691	1,259,967
Current liabilities		
Mortgages payable [Note 11]	82,415	97,115
Trade and other payables [Note 13]	8,767	9,386
Refundable security deposits [Note 14]	5,387	4,754
	96,569	111,255
Total Liabilities	1,582,260	1,371,222
Equity		
Share capital [Note 16]	26,494	26,507
Retained earnings	1,065,815	840,582
Total Equity	1,092,309	867,089
Total Liabilities and Equity	\$ 2,674,569	\$ 2,238,311

See accompanying notes to these consolidated financial statements.

[Signed]

[Signed]

"Bob Dhillon"
Director

December 6, 2021

"Joe Amantea"
Director

CONSOLIDATED STATEMENTS OF NET PROFIT AND TOTAL COMPREHENSIVE INCOME

(\$000s of Canadian dollars, except per share amounts)

Year Ended September 30,	2021	2020
Rental revenue [Note 17]	\$ 157,742	\$ 147,770
Ancillary revenue	2,183	2,000
Total rental and ancillary revenue	159,925	149,770
Property operating expenses [Note 18]	62,077	56,737
Net operating income	97,848	93,033
Financing costs [Note 19]	38,343	36,861
General and administrative expenses [Note 18]	12,240	12,477
Depreciation	905	871
Interest income	(426)	(206)
Profit before Fair value gain and income tax	46,786	43,030
Change in fair value [Note 3]	212,003	37,211
Gain from disposal of assets	113	–
Profit before income tax	258,902	80,241
Deferred income tax expense (recovery) [Note 12]	33,368	11,691
Net profit and total comprehensive income	\$ 225,534	\$ 68,550
Profit per share		
– basic and fully diluted [Note 20]	\$ 24.13	\$ 7.32

See accompanying notes to these consolidated financial statements.

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(\$000s of Canadian dollars)

		Share Capital	Retained Earnings	Total Shareholders' Equity
Balance, October 1, 2019	\$	26,597	\$ 773,708	\$ 800,305
Shares purchased for cancellation		(90)	(1,676)	(1,766)
Profit for the period	—		68,550	68,550
Balance, September 30, 2020	\$	26,507	\$ 840,582	\$ 867,089
Shares purchased for cancellation [Note 16]		(13)	(301)	(314)
Profit for the period		—	225,534	225,534
Balance, September 30, 2021	\$	26,494	\$ 1,065,815	\$ 1,092,309

See accompanying notes to these consolidated financial statements.

CONSOLIDATED STATEMENTS OF CASH FLOWS

(\$000s of Canadian dollars)

Year Ended September 30,	2021	2020
Cash obtained from (used in) operating activities		
Net profit	\$ 225,685	\$ 68,550
Adjustments for:		
Depreciation	905	871
Change in fair value [Note 3]	(212,003)	(37,211)
Deferred income tax expense [Note 12]	33,368	11,691
Gain from disposal of assets	(113)	–
Financing costs [Note 19]	38,343	36,861
Deferred financing costs incurred	(15,015)	(13,550)
Interest paid on mortgages [Note 19]	(33,477)	(32,967)
Cash from operating activities before changes in non-cash working capital	37,542	34,245
Change in working capital		
Prepaid assets	(151)	92
Trade and other receivables	113	570
Inventory	(905)	(31)
Restricted cash	(347)	89
Trade and other payables	(1,276)	508
Refundable security deposits	633	(20)
Cash from operating activities	35,609	35,453
Financing activities		
Bank indebtedness	–	(56,442)
Financing of investment properties	291,797	308,914
Mortgage principal repayments	(24,426)	(21,292)
Mortgage payments upon refinancing	(81,510)	(119,512)
Repurchase of shares	(314)	(1,766)
Cash from financing activities	185,547	109,902
Investing activities		
Purchase of and additions to investment properties [Note 3]	(218,586)	(105,643)
Purchase of and additions to property and equipment [Note 4]	(702)	(693)
Purchase of and additions to intangible assets [Note 5]	(181)	(617)
Proceeds from disposal	1,240	–
Purchase of Property held for sale	(22,175)	–
Cash used in investing activities	(240,404)	(106,953)
Net (decrease) increase in cash and cash equivalents	(19,248)	38,402
Cash and cash equivalents, beginning of period	38,472	70
Cash and cash equivalents, end of period	\$ 19,224	\$ 38,472
Cash and cash equivalents are comprised of:		
Short-term deposits	\$ 19,224	\$ 38,472

See accompanying notes to these consolidated financial statements.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

(Thousands of Canadian dollars, except share and per share amounts and amounts within narrative)

For the years ended September 30, 2021 and 2020

1. GENERAL

Mainstreet Equity Corp. (the "Corporation") is a Canadian real estate corporation, incorporated under the Business Corporations Act (Alberta), focused on acquiring and managing mid-market residential rental apartment buildings in major markets primarily in Western Canada. The registered office and head office of the Corporation are located at 1413 – 2nd Street SW, Calgary, Alberta T2R 0W7 and 305 – 10th Avenue SE, Calgary, Alberta T2G 0W2, respectively. Navjeet (Bob) Dhillon, President and Chief Executive Officer of the Corporation, owns 46% of the outstanding common shares of the Corporation.

2. SIGNIFICANT ACCOUNTING POLICIES

a) Statement of compliance

The consolidated financial statements of the Corporation have been prepared in compliance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and adopted by Chartered Professional Accountants Canada ("CPA Canada").

b) Basis of presentation

These consolidated financial statements have been prepared on the historical cost basis except for investment properties, which are measured at fair value. The consolidated financial statements are prepared on a going concern basis and have been prepared in Canadian dollars which is the functional currency rounded to the nearest thousand. The accounting policies set out below have been applied consistently in all material respects.

c) Basis of consolidation

The consolidated financial statements include the accounts of the Corporation and its wholly-owned subsidiary, MEQ Asset Management Corp. All inter-company transactions, balances, revenue and expenses have been eliminated on consolidation.

d) Revenue recognition

Rental revenue from an investment property is recognized on a monthly straight line basis when a tenant begins occupancy of a rental unit, and rent is due. Any rental incentive offered is amortized over the term of the tenancy lease. All residential leases are for one-year terms or less and the Corporation retains all of the benefits and risks of ownership of its rental properties and therefore accounts for leases with its tenants as operating leases.

Realized gain or loss from the sale of investment properties is recognized in the period of disposal.

Ancillary revenue comprises income from laundry machines, income from telephone and cable providers and other miscellaneous income and is recognized as earned.

Interest income from a financial asset is recognized when it is probable that the economic benefits will flow to the Corporation and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and applicable effective interest rates.

e) Investment properties

Investment properties include multi-family residential properties held to earn rental income and are initially measured at cost. Cost includes purchase price, and any direct attributable expenditure related to the acquisition (excluding transaction costs related to a business combination) and improvement of the properties. All costs associated with upgrading the quality and extending the economic life of the investment properties are capitalized as additional cost of investment properties.

Subsequent to initial recognition, investment properties are recorded at fair value, determined based on valuations performed by independent third party qualified appraisers or available market evidence, in accordance with International Accounting Standard ("IAS") 40-Investment Property ("IAS 40"). Fair value represents an estimate of the amount at which the properties could be exchanged between a knowledgeable and willing buyer and a knowledgeable and willing seller in an arm's-length transaction at the date of valuation.

Mainstreet's investment properties have been valued on a highest and best use basis and do not include any portfolio premium that may be associated with economies of scale from owning a large portfolio or the consolidation value from having compiled

a large portfolio of properties over a long period of time, often through individual property acquisitions. Fair value is determined based on a combination of internal and external valuation processes. Gains and losses arising from differences between current period fair value and the sum of previous measured fair value and capitalized costs as described above are recorded in profit and loss in the period in which they arise.

For the Corporation's financial reporting, external valuations were obtained throughout the year from independent qualified real estate appraisers who are members of the Appraisal Institute of Canada and have appropriate qualifications and experience in the valuation of the Corporation's investment properties in relevant locations. In addition, the Corporation has established an internal valuation model, which is based on the same assumptions and valuation techniques used by the external valuation professionals. The Corporation grouped its investment properties in each city by their types and geographic locations. Samples were selected in each group for independent appraisal. The appraised values of the samples selected were compared with their carrying values. The percentage changes in values of those samples selected were applied to the whole population of each group in determination of the fair value of investment properties of the Corporation as of September 30, 2021.

Investment properties are reclassified to 'Non-Current Assets held for sale' when the criteria set out in IFRS 5- Non-Current Assets Held for Sale and Discontinued Operations ("IFRS 5") are met.

An investment property is derecognized upon disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from the disposal. Prior to its disposal, the carrying value is adjusted to reflect the fair value as outlined in the purchase and sale agreement. This adjustment is recorded as a change in fair value. Any remaining gain or loss arising on derecognition of the property is included in profit or loss in the period in which the property is derecognized.

Excess land

Excess land represents land owned by the Corporation located contiguous to land included as investment property. The Corporation has the ability to develop additional multi-family residential buildings on this land or sell it separately from the investment property at a later date. Excess land is held for capital appreciation, and therefore is treated as Investment Property and recorded in accordance with IAS 40 as outlined above.

f) Current assets held for sale

Current assets held for sale include assets or groups of assets and liabilities ("disposal groups") that are available for sale in their present condition and the sale is highly probable and expected to be completed within one year from the date of classification. From time to time the Corporation also purchases properties with the intention of selling the property within a pre-determined period of time. The property is classified as a current asset held for sale if the disposal is expected to take place within one year of the acquisition. Assets held for sale are valued at the lower of their carrying amount and fair value less costs to sell, unless they are investment properties accounted for in accordance with the fair value model, in which case they remain at fair value. The gains or losses arising on a sale of assets or group of assets that does not meet the definition of discontinued operations will be recognized as part of continuing operations.

g) Property and equipment

Tangible assets that are held for use in the production or supply of goods and services, for rent to others, or for administrative purposes and are expected to be used during more than one period, except when other accounting standards require or permit a different accounting treatment, are recorded using the cost model in accordance with IAS 16 – Property, Plant and Equipment ("IAS 16") which requires, after initial recognition, that the tangible assets be carried at their cost less accumulated depreciation and any accumulated impairment losses. Depreciation is recognized in a manner that reflects the pattern in which the future economic benefits of the assets are expected to be realized and consumed by the Corporation. IAS 16 also requires that the cost and useful economic life of each significant component of a depreciable real estate property be determined based on the circumstances of each property.

Property and equipment are amortized at rates designed to amortize the cost of the properties over their estimated useful lives as follows:

Administrative building	over the estimated useful life, not exceeding 40 years	– straight line
Building improvements	20% – 40%	– declining balance
Equipment	4% – 30%	– declining balance
Furniture	20%	– declining balance
Vehicle	40%	– declining balance
Computer	30%	– declining balance

The method of depreciation and estimated useful lives of property and equipment are periodically evaluated by management and any changes are accounted for as a change in accounting estimates in accordance with IAS 8 – Accounting Policies, Changes in Accounting Estimates and Errors ("IAS 8").

h) Impairment of assets

All assets, except for those identified as not within the scope of IAS 36 -Impairment of Assets ("IAS 36") are assessed for indications of impairment at the end of each financial reporting period. Should an indication of impairment exist, the recoverable amount of the asset is estimated. The recoverable amount is defined in IAS 36 as the higher of an asset's fair value less cost to sell and its value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimate of future cash flows have not been adjusted. Where the carrying amount of an asset exceeds the recoverable amount determined, an impairment loss is recognized in the statement of comprehensive income and the remaining useful life of the assets will be re-assessed. Should this impairment loss be determined to have reversed in a future period, a reversal of the impairment loss is recorded in profit or loss. However, in accordance with IAS 36, the reversal of an impairment loss will not increase the carrying value of the assets to a value greater than its original carrying value (net of amortization).

i) Income taxes

Income taxes include current and deferred income taxes.

Current tax is the expected tax payable or receivable in the taxable profit or loss for the current reporting period and any changes in estimates in respect of previous periods. Taxable profit differs from profit as reported in the statement of net profit and total comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The tax rates used in calculating current income tax have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is recognized on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit.

Deferred income tax liabilities are generally recognized for all taxable temporary differences. Deferred income tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that deductions, tax credits and tax losses can be utilized. The carrying amounts of deferred income tax assets are reviewed at each reporting date and reduced to the extent it is no longer probable that the income tax assets will be recovered. Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability settled, based on tax rates and laws that have been enacted or substantively enacted at the reporting date. In addition, deferred income tax assets and liabilities are measured using the rate that is consistent with the expected manner of recovery (i.e. using the asset versus selling the asset). Where applicable, current and deferred income taxes relating to items recognized directly in equity or comprehensive income are also recognized directly in equity or comprehensive income respectively.

j) Provision

A provision is a liability of uncertain timing or amount. Provisions are recognized when the Corporation has a present legal or constructive obligation as a result of past events and it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated. Provisions are not recognized for future operating losses. Provisions are measured at the present value of the expenditure expected to be required to settle the obligation using a discounted rate that reflects current market assessment of the time value of money and the risks and uncertainties specific to the obligation. Provisions are re-measured at each reporting date using a current and relevant discount rate. The increase in the provision due to the passage of time is recognized as an interest expense.

k) Financial instruments

Financial instruments are initially recognized at fair values. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities, other than financial assets and financial liabilities at fair value through profit or loss, which are recognized immediately in profit and loss, are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Subsequent measurement is dependent on the financial instrument's classification.

Financial assets other than equity instruments

Under IFRS 9, Financial assets other than equity instruments are classified and measured at three categories: (i) amortized cost, (ii) fair value through other comprehensive income (FVTOCI), or (iii) fair value through profit and loss (FVTPL).

Financial assets are classified into the following specified categories, which are defined and measured as follows:

Classification IFRS 9	Definition	Measurement – IFRS 9
Amortized cost	Includes assets that are held within a business model whose objective is to hold assets to collect contractual cash flows and its contractual terms give rise on specified dates to cash flows that represent solely payments of principal and interest.	Measured at amortized cost using the effective interest rate method less any expected credit loss. (See footnote 1 and 2).
FVTPL	Includes assets that do not meet the criteria for amortized cost or FVOCI and are measured at fair value through profit or loss. This includes all derivative financial assets.	Measured at fair value with gains or losses recognized in profit or loss.
FVTOCI	Includes assets that are held within a business model whose objective is achieved by both collecting contractual cash flows and selling the financial assets, where its contractual terms give rise on specified dates to cash flows that represent solely payments of principal and interest.	Measured at fair value with gains or losses recognized in other comprehensive income.

Note (1) – The effective interest rate method is a method of calculating the amortized cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the debt instrument or where appropriate, a shorter period, to the net carrying amount on initial recognition.

Note (2) – Financial assets, other than those at FVTPL, are assessed using an expected credit loss impairment model, which requires the use of the lifetime expected loss provisions for expected credit losses. Generally, the carrying amount of the financial asset is reduced through the use of an allowance account.

The Corporation's financial assets are as follows:

Financial assets	Classification – IFRS 9
Trade and other receivables	Amortized cost
Restricted cash	Amortized cost
Cash and cash equivalents	Amortized cost

The Corporation derecognizes a financial asset only when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all risks and rewards of ownership of the assets to another entity or when the carrying value is reduced by expected credit loss.

Financial liabilities

Under IFRS 9, Financial liabilities are classified and measured as either amortized cost or FVTPL. Currently, Mainstreet carries all non-derivative financial liabilities at amortized cost. Derivative financial liabilities, if any, are measured at FVTPL.:

Classification – IFRS 9	Definition	Measurement – IFRS 9
Amortized cost	If a financial liability is not held-for-trading, a derivative, or designated as FVTPL on initial recognition then it is measured at amortized cost. The classification of a financial liability is irrevocable.	Measured at amortized cost using the effective interest rate method (See footnote 1).

Note (1) – The effective interest rate method is a method of calculating the amortized cost of a debt instrument and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the debt instrument or where appropriate, a shorter period, to the net carrying amount on initial recognition.

The Corporation's financial liabilities are as follows:

Financial liabilities	Classification – IFRS 9
Mortgages payable	Amortized cost
Bank indebtedness	Amortized cost
Trade and other payables	Amortized cost
Refundable security deposits	Amortized cost

The Corporation derecognizes a financial liability when the Corporation's obligations are discharged, cancelled or they expire. The difference between the carrying amount of the financial liability derecognized and the consideration paid and payable is recognized in profit and loss.

l) Cash and cash equivalents

Cash and cash equivalents comprise cash and bank balances and short-term interest bearing deposits. Cash and cash equivalents are held for the purpose of meeting short-term cash commitments rather than for investment or other purposes. For an investment to qualify as a cash equivalent it must be readily convertible to a known amount of cash and be subject to an insignificant risk of changes in value. Therefore, short-term interest bearing deposits qualify as a cash equivalent as they have a maturity of 90 days or less from the date of acquisition.

Certain cash balances have restricted use and have been classified as restricted cash on the statement of financial position. Refundable security deposits for Alberta and Saskatchewan are considered as restricted cash as they are held in trust bank accounts and subject to the contingent rights of third parties.

m) Stock option plan

The fair value of the stock options is determined at the date of grant using the Black-Scholes Model. The assumptions used in determining the fair value of the stock options included estimated risk free interest rate; expected life of the stock options; expected volatility rate and expected dividend rate. The fair value is recognized as stock compensation expense over the vesting period of the options with a corresponding increase to contributed surplus. Any consideration received by the Corporation on exercise of stock options is credited to share capital as well as the amounts previously credited to contributed surplus for services rendered that were charged to compensation cost.

For stock options of which the holders can elect to exercise the options by selecting cash settlement, those stock options will be classified as liabilities instead of equity in the financial statements and measured at fair value.

n) Profit (Loss) per share

Basic profit (loss) per share is calculated based on the weighted average number of shares outstanding. Diluted earnings per share reflect the possible dilutive effect of the exercise of the options outstanding as at the balance sheet date. The dilutive effect of outstanding share purchase options is computed using the "treasury stock" method whereby the proceeds that would be received from the exercise of options are assumed to be used to repurchase outstanding shares of the Corporation.

o) Critical judgment in applying accounting policies

The following are the critical judgments, apart from those involving estimations (see Note 2(p) below) that have been made in applying the Corporation's accounting policies that have the most significant effect on the reported amounts in the financial statements:

- i) Determining the extent and frequency of obtaining independent, third party appraisals and establishing an internal valuation model to measure fair value of investment properties;
- ii) Determining the useful lives for the property and equipment based on their estimated useful lives;
- iii) Assessing potential impairments based on management's judgment of whether there are sufficient internal and external factors that indicate that the Corporation's administrative assets are impaired;
- iv) Determining the nature of expenses to be capitalized as capital improvement; and
- v) Determining the tax rate applicable to the Corporation's current and deferred income taxes and identifying the temporary differences in respect of which deferred income taxes are recognized.

p) Key accounting estimates and assumptions

The following are the key accounting estimates and assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period that have significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year:

- i) Significant estimates used in determining the fair value of investment properties include capitalization rates, market rent, vacancy rate, net operating income and operating expenses. A change to any one of these inputs could significantly alter the fair value of an investment property. Please refer to Note 3 for sensitivity analysis;
- ii) Significant estimates used in determining the fair value of financial instruments include the discount rate used to discount the future cash flows of mortgages for similar loans with similar credit ratings and the same maturities. Please refer to Note 21;
- iii) Allocation of purchase cost in the acquisition of investment properties is based on information from industry practice and entity specific history;
- iv) Allocation of purchase cost in the acquisition of property and equipment into different components, estimation of useful life and impairment, are based on information from industry practice and entity specific history; and
- v) The amount of temporary differences between the book carrying value of the assets and liabilities versus the tax basis values and the future income tax rate at which these differences will be realized. Please refer to Note 12 for detailed analysis.

Actual results could differ from estimates.

In addition, beginning in 2020, the COVID-19 pandemic has had a substantial impact on the economy. Although these impacts appear to be slowly lessening over time, there still remains uncertainty associated with the unprecedented nature of the pandemic, which uncertainty may impact certain of the Corporation's significant assumptions. In particular, significant assumptions are required when measuring the value of the Corporation's properties which are carried at fair value using assumptions based on market conditions. Given the uncertainty which has existed, some of which still remains, the full long-term impact of COVID-19 on the valuation of the Corporation's properties may not be completely known at this time. Further, due to the previous high uncertainty associated with the pandemic, lower weight can be applied to previous market evidence to inform fairness of opinions. Assumptions are also required in assessing the collectability of any outstanding tenant rent receivable balances and the consideration of applying an allowance for doubtful accounts to these balances. As government financial supports, which have assisted the Corporation's tenants with their essential needs such as rental payments throughout the pandemic, begin to be reduced or eliminated, the Corporation anticipates that it may see an increase in its bad debt expense and be exposed to an increased credit risk.

3. Investment properties

(000s of dollars)

Year ended September 30,	2021	2020
Balance, beginning of year	\$ 2,182,965	\$ 2,040,051
Additions related to acquisitions	219,055	90,182
Building improvements	24,423	16,771
Property held for Sale	(22,292)	(1,250)
Change in fair value	212,003	37,211
Balance, end of year	\$ 2,616,154	\$ 2,182,965

The fair value of investment properties held by the Corporation as of September 30, 2021 and September 30, 2020, were determined through external valuations obtained from independent qualified real estate appraisers who are members of the Appraisal Institute of Canada and have appropriate qualifications and experience in the valuation of the Corporation's investment properties in the relevant locations. In addition, the Corporation has established an internal valuation model, which is based on the same assumptions and valuation techniques used by the external valuation professionals. The Corporation groups its investment properties in each city by their types and geographic locations. Samples are selected in each group for independent appraisal. The appraised values of the samples selected are compared with their appraised values of the previous corresponding financial quarters. The percentage changes in values of those samples selected were applied to the whole population of each group in determination of the fair value of investment properties of the Corporation as of September 30, 2021 and September 30, 2020. Properties are selected on a rotational basis and approximately 40% of the Corporation's portfolio is externally valued annually. For the year ended September 30, 2021, a fair value gain of \$212.0 million, including \$57 million in Q4 2021, was recorded on the financial statement as a result of changes in the fair value of investment properties based on most recent market conditions in the reporting periods.

The fair value of Mainstreet's investment properties as of September 30, 2021, was determined by the following qualified appraisers:

Location	Name of Appraisers	Qualification	Firm
British Columbia (including Lower Mainland, Vancouver Island, and Okanagan)	Chris Marlyn Sean Bliss	AACI, PApp, MRICS AACI, PApp	CBRE Limited
Calgary (including Airdrie, Cochrane & Lethbridge)	Chris Marlyn Sean Bliss	AACI, PApp, MRICS AACI, PApp	CBRE Limited
Edmonton (including Fort. Saskatchewan)	Chris Marlyn Sean Bliss	AACI, PApp, MRICS AACI, PApp	CBRE Limited
Saskatoon	Chris Marlyn Sean Bliss	AACI, PApp, MRICS AACI, PApp	CBRE Limited
Regina	Chris Marlyn Sean Bliss	AACI, PApp, MRICS AACI, PApp	CBRE Limited

In arriving at an appropriate capitalization rate for each property, the Corporation has applied qualitative adjustments to the recent sales of comparable properties in a similar market. The average capitalization rates used in determining the fair value of investment properties are set out below:

Year ended September 30,	2021	2020
Surrey, BC	3.29%	4.39%
Abbotsford, BC	3.68%	4.80%
Calgary, AB	4.87%	5.09%
Edmonton, AB	5.46%	5.67%
Saskatoon, SK	5.84%	6.62%
Regina, SK	5.57%	6.33%
Winnipeg, MB	5.79%	—
Investment properties	4.69%	5.34%

The Corporation uses the direct capitalization method to determine a fair value, which requires that an estimated forecasted net operating income ("NOI") be divided by a capitalization rate ("Cap Rate"). As such, changes in both NOI and Cap Rate would significantly alter the fair value of investment properties. The tables below set out the impact of changes in both NOI and Cap Rate on the Corporation's fair values.

As at September 30, 2021

Net operating income	-3%	-1%	As estimated	+1%	+3%
	\$ 118,919	\$ 121,371	\$ 122,597	\$ 123,823	\$ 126,275
Capitalization rate					
-0.25%	4.44%	\$ 62,204	\$ 117,428	\$ 145,040	\$ 172,652
Cap rate used	4.69%	\$ (80,566)	\$ (28,286)	\$ 2,616,154	\$ 23,995
+0.25%	4.94%	\$ (208,885)	\$ (159,251)	\$ (134,433)	\$ (109,616)

As at September 30, 2020

Net operating income	-3%	-1%	As estimated	+1%	+3%
	\$ 113,181	\$ 115,514	\$ 116,681	\$ 117,848	\$ 120,181
Capitalization rate					
-0.25%	5.09%	\$ 40,622	\$ 86,469	\$ 109,393	\$ 132,316
Cap rate used	5.34%	\$ (63,479)	\$ (19,778)	\$ 2,182,965	\$ 23,923
+0.25%	5.59%	\$ (158,268)	\$ (116,522)	\$ (95,648)	\$ (74,775)

Investment properties with a fair value of \$2,335 million (September 30, 2020 – \$2,010 million) are pledged as security against the Corporation's mortgages payable.

For the year ended September 30, 2021, investment properties earned rental income (excluding ancillary revenue) of \$157.8 million (2020 – \$147.8 million).

For the year ended September 30, 2021, operating expenses relating to investment properties were \$62.1 million (2020 – \$56.7 million).

4. PROPERTY AND EQUIPMENT

The carrying amounts of property and equipment were as follows:

(000s of dollars)

	September 30, 2021			September 30, 2020		
	Cost	Accum. Deprec.	Net book value	Cost	Accum. Deprec.	Net book value
Land	\$ 2,397	\$ –	\$ 2,397	\$ 2,397	\$ –	\$ 2,397
Building	4,777	1,546	3,231	4,515	1,351	3,164
Equipment	402	206	196	299	175	124
Furniture	940	480	460	757	381	376
Vehicles	445	337	108	413	290	123
Computers	2,506	2,133	373	2,391	2,001	390
	\$ 11,467	\$ 4,702	\$ 6,765	\$ 10,772	\$ 4,198	\$ 6,574

The changes of the carrying amount of the property and equipment for the year ended September 30, 2021 were as follows:

(000s of dollars)

	Opening net book value	Additions	Dispositions	Depreciation	Closing net book value
Land	\$ 2,397	\$ –	\$ –	\$ –	\$ 2,397
Building	3,164	262	–	(195)	3,231
Equipment	124	103	–	(31)	196
Furniture	376	183	–	(99)	460
Vehicles	123	54	(22)	(47)	108
Computers	390	115	–	(132)	373
	\$ 6,574	\$ 718	\$ (7)	\$ (518)	\$ 6,765

The changes of the carrying amount of the property and equipment for the year ended September 30, 2020 were as follows:

(000s of dollars)

	Opening net book value	Additions	Dispositions	Depreciation	Closing net book value
Land	\$ 2,397	\$ –	\$ –	\$ –	\$ 2,397
Building	3,071	297	–	(204)	3,164
Equipment	104	46	–	(26)	124
Furniture	198	236	–	(58)	376
Vehicles	174	22	–	(73)	123
Computers	445	92	–	(147)	390
	\$ 6,389	\$ 693	\$ –	\$ (508)	\$ 6,574

5. INTANGIBLE ASSETS

The carrying amount of the intangible asset was as follows:

(000s of dollars)

Year ended September 30,	2021	2020
Balance, beginning of year	\$ 1,399	\$ 1,145
Additions related to software development	181	617
Depreciation	(387)	(363)
Balance, end of year	\$ 1,193	\$ 1,399

6. PROPERTY HELD FOR SALE

During the year ended September 30, 2021, the Corporation acquired a property with 136 units for resale purposes in Calgary, Alberta. The Corporation has sold 2 units as at September 30, 2021. Consequently, the asset is presented within the non-current asset section. The Corporation expects to dispose of the remaining units within the next 12 months.

7. PREPAID ASSETS

Prepaid assets comprise prepaid property tax, license expenses and utility deposits:

(000s of dollars)

Year ended September 30,	2021	2020
Prepaid expenses	\$ 2,088	\$ 1,937
Utility deposits	4	4
	\$ 2,092	\$ 1,941

8. TRADE AND OTHER RECEIVABLES

Trade receivables comprise amounts due from tenants and other receivables mainly comprise refundable mortgage commitment fees:

(000s of dollars)

Year ended September 30,	2021	2020
Trade receivables	\$ 772	\$ 779
Other receivables	423	529
	\$ 1,195	\$ 1,308

9. RESTRICTED CASH

Certain cash balances have restricted use are classified as restricted cash on the statement of financial position. Refundable security deposits for Alberta and Saskatchewan are considered as restricted cash as they are held in trust bank accounts and subject to the contingent rights of third parties:

(000s of dollars)

Year ended September 30,	2021	2020
Restricted refundable security deposits	\$ 3,596	\$ 3,249
Restricted cash	49	49
	\$ 3,645	\$ 3,298

10. INVENTORY

Inventories consists of renovation materials such as carpet, floor and appliance which the Corporation uses to upgrade its investment properties. Inventories are measured at the lower of cost and net realizable value. No amount of write-down of inventory was recognized for the years ended September 30, 2021 and 2020:

(000s of dollars)

Year ended September 30,	2021	2020
Inventory	\$ 1,899	\$ 994

11. MORTGAGES PAYABLE

Mortgages payable bear interest at a weighted average interest rate of 2.52% (September 30, 2020 – 2.72%) per annum and are payable in monthly principal and interest installments totaling \$5.2 million (September 30, 2020 – \$4.7 million), maturing from 2021 to 2031 and are secured by specific charges against specific investment properties, having a fair value of \$2,335 million (September 30, 2020 – \$2,010 million).

(000s of dollars)

Year ended September 30,	2021	2020
Non-current	\$ 1,274,762	\$ 1,082,406
Current	82,415	97,115
	\$ 1,357,177	\$ 1,179,521

The following table reconciles the changes in cash flows from financing activities for long-term debt:

(000s of dollars)

Years ending September 30,	2021	2020
Opening balance	\$ 1,179,521	\$ 1,019,723
Financing of investment properties	291,797	308,914
Mortgage assumed to purchase investment properties	1,943	1,344
Mortgage principal repayments	(24,426)	(21,292)
Mortgage payments upon refinancing	(81,510)	(119,512)
Deferred financing cost	(10,148)	(9,656)
Closing balance	\$ 1,357,177	\$ 1,179,521

Estimated principal payments required to retire the mortgage obligations as of September 30, 2021 are as follows:

(000s of dollars)

Years ending September 30,	Amount
2022	\$ 87,973
2023	116,455
2024	150,130
2025	82,124
2026	262,816
Subsequent	695,884
	1,395,382
Deferred financing cost	(38,205)
	\$ 1,357,177

12. DEFERRED INCOME TAX

Income tax expense comprises:

(000s of dollars)

Year ended September 30,	2021	2020
Deferred Income Tax	\$ 33,368	\$ 11,691

No current or deferred income taxes were recognized in equity for the years ended September 30, 2021 and 2020. The income tax expense differs from the results that would be obtained by applying the combined federal and provincial income tax rate to income before income taxes. The decrease in statutory tax rate in 2021 is mainly due to a reduction in the Alberta corporate tax rate.

Non-taxable income includes the non-taxable portion of capital gains. This difference results from the following:

(000s of dollars)

Year ended September 30,	2021	2020
Profit from operations before income tax	\$ 258,902	\$ 80,241
Statutory tax rate	24.67%	26.10%
Computed expected tax	63,871	20,943
Increase (decrease) in deferred tax liabilities for non-taxable portion of capital gain	(26,243)	(4,832)
Increase (decrease) in deferred tax liabilities for changes in future tax rate	(4,020)	(4,512)
Other	(240)	92
	\$ 33,368	\$ 11,691

As of September 30, 2021, and September 30, 2020, the Corporation does not have any unrecognized deductible temporary differences.

The deferred tax liabilities components and their changes were as follows:

(000s of dollars)

	September 30, 2020	Recognized in profit	September 30, 2021
Deferred tax liabilities			
Differences in tax and book carrying amounts of investment properties and property, plant and equipment	\$ 174,169	\$ 32,694	\$ 206,863
Differences in tax and book carrying amounts of deferred financing cost	3,392	674	4,066
Deferred tax liabilities	\$ 177,561	\$ 33,368	\$ 210,929

(000s of dollars)

	September 30, 2019	Recognized in profit	September 30, 2020
Deferred tax liabilities			
Differences in tax and book carrying amounts of investment properties and property, plant and equipment	\$ 162,931	\$ 11,238	\$ 174,169
Differences in tax and book carrying amounts of deferred financing cost	2,939	453	3,392
Deferred tax liabilities	\$ 165,870	\$ 11,691	\$ 177,561

13. TRADE AND OTHER PAYABLES

Trade and other payables comprise trade payables, accrued liabilities and deferred revenue:

(000s of dollars)

Year ended September 30,	2021	2020
Trade payables and accrued liabilities	\$ 7,491	\$ 8,396
Deferred revenue	1,276	990
	\$ 8,767	\$ 9,386

14. REFUNDABLE SECURITY DEPOSITS

Refundable security deposits for Alberta and Saskatchewan are considered as restricted cash as they are held in trust bank accounts and subject to the contingent rights of third parties:

(000s of dollars)

Year ended September 30,	2021	2020
Refundable Security Deposit	\$ 5,387	\$ 4,754

15. BANK INDEBTEDNESS

Effective January 2014, the Corporation was granted a banking facility to a maximum of \$85 million with a syndicate of chartered financial institutions. The facility is secured by a floating charge against the Corporation's assets and carries an interest rate of prime plus 1.15%. The facility requires monthly interest payments and is renewable every three years subject to the mutual agreement of the lenders and the Corporation. The Corporation has extended the maturity date to December 5, 2022. As at September 30, 2021, the Corporation has drawn \$Nil (September 30, 2020 – \$Nil) against this credit facility.

Additionally, in 2021, the Corporation entered into a \$15 million revolving credit facility with a third-party financial institution, which carries an interest rate equal to the prime rate. As at September 30, 2021, the Corporation has drawn \$Nil against this credit facility.

Both facilities contain financial covenants to maintain an overall funded debt to gross book value ratio of not more than 65% and debt service ratio of not less than 1.2. As of September 30, 2021, the Corporation's overall funded debt to gross book value ratio and debt service coverage ratio are 51% and 1.49, respectively.

16. SHARE CAPITAL

Authorized:

Unlimited number of common voting shares with no par value

Unlimited number of preferred shares with no par value

Issued, outstanding and fully paid:

	Year ended September 30, 2021		Year ended September 30, 2020	
	Number of common shares	Amount (000s)	Number of common shares	Amount (000s)
Issued and outstanding,				
– beginning of the period	9,349,830	\$ 26,507	9,381,730	\$ 26,597
Shares purchased for cancellation	(4,612)	(13)	(31,900)	(90)
Issued and outstanding,				
– end of the period	9,345,218	\$ 26,494	9,349,830	\$ 26,507

All common shares have an equal right to dividends.

On May 28, 2021, Mainstreet obtained approval from the Toronto Stock Exchange ("TSX") to repurchase up to 476,008 common shares of the Corporation under a Normal Course Issuer Bid ("NCIB") commencing June 1, 2021. The current NCIB expires on May 31, 2022. The Corporation's previous NCIB expired on May 31, 2021.

During 2021 and 2020, the Corporation purchased and cancelled 4,612 (2020 – 31,900) common shares at an average price of \$68.10 (2020 – \$55.37) per common share under the NCIB.

Given the discount between its current trading share price and net asset value ("NAV"), Management believes that the acquisition of its common shares for cancellation is in the best interest of Mainstreet, as it returns capital to shareholders in a tax-efficient manner that is accretive to NAV. Mainstreet will continue to assess on an ongoing basis whether purchases of its common shares is warranted.

17. REVENUE FROM INVESTMENT PROPERTIES

The components of revenue from investments properties are as follows:

(000s of dollars)

Year ended September 30,	2021	2020
Rental revenue	\$ 156,696	\$ 146,780
Other rental revenue (1)	1,046	990
	\$ 157,742	\$ 147,770

(1) Consists of revenues from parking and recovery of certain operating costs.

18. EXPENSES BY NATURE

The components of property operating expenses and general and administrative expenses are as follows:

(000s of dollars)

Year ended September 30,	2021	2020
Salaries, wages and employee benefits	\$ 23,875	\$ 23,138
Utility	18,808	17,046
Property tax	15,552	14,399
Repair and maintenance	5,181	4,858
Other	3,085	3,227
Insurance	4,689	3,076
Legal and other professional expenses	1,657	1,742
Advertising and Marketing	1,470	1,728
Total Operating and G&A expenses	\$ 74,317	\$ 69,214

19. FINANCING COSTS

The components of financing costs are as follows:

(000s of dollars)

Year ended September 30,	2021	2020
Mortgage interest	\$ 33,477	\$ 32,968
Amortization of deferred financing cost	4,866	3,893
Financing costs	\$ 38,343	\$ 36,861

20. PROFIT PER SHARE

Basic profit per share is calculated using the weighted average number of common shares outstanding during the period.

The treasury stock method of calculating the diluted profit per share is used.

The following table sets forth the computation of basic and diluted profit per share:

(000s of dollars, except share and per share amounts)

Year ended September 30,	2021	2020
Numerator		
Net profit	\$ 225,534	\$ 68,550
Denominator		
For basic profit per share		
Weighted average shares	9,345,350	9,367,358
Dilutive effect of stock options	—	—
For diluted profit per share	9,345,350	9,367,358
Profit per share		
– basic	\$ 24.13	\$ 7.32
– diluted	\$ 24.13	\$ 7.32

21. FINANCIAL INSTRUMENT AND RISK MANAGEMENT

Fair value of financial assets and liabilities

The Corporation's financial assets and liabilities comprise restricted cash, cash and cash equivalents, trade and other receivables, mortgages payable, trade and other payables, and refundable security deposits. Fair values of financial assets and liabilities, summarized information related to risk management positions, and discussion of risks associated with financial assets and liabilities are presented as follows.

The fair values of restricted cash, cash and cash equivalents, trade and other receivables, bank indebtedness, trade and other payables, and refundable security deposits approximate their carrying amounts due to the short-term maturity of those instruments.

The fair values of mortgage payable are determined using the current market interest rates as discount rates, the net present value of principal balances and future cash flows over the terms of the mortgages. In identifying the appropriate level of fair value, the Corporation performs a detailed analysis of the financial assets and liabilities. The inputs used to measure fair value determine different levels of the fair value hierarchy categorized as follows:

- **Level 1:** Values based on unadjusted quoted prices in active markets that are accessible at the measurement date for identical assets or liabilities;
- **Level 2:** Values based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability; and
- **Level 3:** Values based on valuation techniques for which any significant input is not based on observable market data.

The fair values of financial assets and liabilities were as follows:

(000s of dollars)

			September 30, 2021		September 30, 2020	
			Carrying amount	Fair value	Carrying amount	Fair value
Financial assets:						
Restricted cash	Level 2	\$	3,645	\$ 3,645	\$ 3,298	\$ 3,298
Cash and cash equivalents	Level 2		19,224	19,224	38,472	38,472
Trade and other receivables	Level 2		1,195	1,195	1,308	1,308
Financial liabilities:						
Mortgages payable	Level 2		1,357,177	1,381,878	1,179,521	1,259,831
Trade and other payables	Level 2		8,767	8,767	9,386	9,386
Refundable security deposits	Level 1	\$	5,387	\$ 5,387	\$ 4,754	\$ 4,754

The Corporation's non-financial assets comprise investment properties. The fair values of non-financial assets were as follows:

			September 30, 2021		September 30, 2020	
			Carrying amount	Fair value	Carrying amount	Fair value
Non-financial assets:						
Investment properties	Level 3	\$	2,616,154	\$ 2,616,154	\$ 2,182,965	\$ 2,182,965

22. RISK ASSOCIATED WITH FINANCIAL ASSETS AND LIABILITIES

The Corporation is exposed to financial risks arising from its financial assets and liabilities. The financial risks include market risk relating to interest rates, credit risk and liquidity risk.

Market risk

Market risk is the risk that the fair value or future cash flows of financial assets or liabilities will fluctuate due to movements in market prices.

Pandemic Risk

Beginning in 2020, the COVID-19 pandemic has had a substantial impact on the economy. Although these impacts appear to be slowly lessening over time, there still remains uncertainty associated with the unprecedented nature of the pandemic. Uncertain economic conditions resulting from the COVID-19 pandemic may, in the short or long term, have a materially adverse impact on the Corporation's tenants and/or debt and equity markets, both of which could materially adversely affect the Corporation's operations and financial performance. Although significant progress has been made in vaccinating the Canadian population and many restrictions have been lifted in certain provinces of Canada, barriers to travel still remain in effect and it remains difficult to reliably estimate the impact on the financial results and condition of the Corporation in future periods.

The Corporation saw a material decrease in new rentals during the fourth quarter of its 2020 fiscal year, a period that usually is one of the Corporation's busiest rental seasons. This decrease continued into the Corporation's 2021 fiscal year, and has resulted in a decrease in the Corporation's operations and financial performance as fewer new tenants are moving into the Corporation's properties resulting in an increase in vacancy rates. The Corporation believes that this decrease has resulted from the government's implementation of travel bans in response to the pandemic, and post-secondary institutions limiting in person classes, which vastly decreased the number of foreign students and other immigrants arriving in Canada. Historically, such foreign students and immigrants have comprised a material portion of the Corporation's renters. Although certain travel bans have been lifted in recent months, there still remain significant impediments to international travel and limitations on class rooms. In the event that these impediments and limitations remain in effect through the Corporation's calendar 2021 fourth quarter, the Corporation anticipates that it will suffer continued material decreases in its operations and financial performance.

To date the Corporation has not suffered a material increase in bad debt expense and higher credit risk for the Corporation as a result of increased difficulty in the collection of rent, a requirement to defer the eviction of tenants who do not pay their rent, and an inability by the Corporation to increase rent in certain of its markets. However, as government financial supports, which have assisted the Corporation's tenants with their essential needs such as rental payments throughout the pandemic, begin to be reduced or eliminated, the Corporation anticipates that it may see an increase in its bad debt expense and be exposed to an increased credit risk.

The Corporation's properties are measured at fair value based on assumptions influenced by market conditions. Given the uncertainty which has existed, some of which still remains, the full long term impact of COVID-19 on the valuation of the Corporation's properties may not be completely known at this time. Further, due to the previous high uncertainty associated with the pandemic, lower weight can be applied to previous market evidence to inform fairness of opinions.

There is also continuing risk that the Corporation could be adversely affected due to market changes particularly in supply, interest rates and regional rent controls. Further, as social distancing practices are maintained, and labour and material shortages persist, the expected onset of new supply of rental housing may take longer as construction completion times are extended. There has also been significant disruption to the global supply chain in recent months. All of this increases the supply risk to the Corporation.

To date, the Corporation has seen the mortgage interest rate for a 10-year fixed CHMC mortgage remain at a low level which has provided an opportunity for the Corporation to obtain financing at lower interest rates when mortgages mature and need to be renewed. To date, governments have responded quickly to ensure capital remains available, and currently, Mainstreet still remains able to access capital.

The Corporation, in coordination with its Board of Directors, continues to monitor the situation and has taken and may take additional actions that alter its business operations as may be required by federal, provincial or local authorities or that the Corporation determines are in the best interests of its tenants, employees, suppliers, shareholders and other stakeholders. Such alterations or modifications have caused and may continue to cause interruption to the Corporation's business and include increased administration, maintenance and repair expenses, related to property modifications, increased cleaning and maintenance of the property, increased communication and technology costs and increased costs related to obtaining personal protection equipment for team members, temporary closures of the Corporation's administrative offices and moves to remote working, temporary or long-term adverse impacts on the Corporation's supply chain and labour and the potential of increased network vulnerability and risk of data loss resulting from increased use of remote access and removal of data from the Corporation's facilities. Management of the Company enacted its COVID-19 business continuity plan in March 2020 and to date has experienced only minimal disruptions to its business operations as a result.

Interest rate risk

The Corporation is exposed to interest rate risk to the extent of any upward or downward revision in prime lending rates. Increases in the interest rate have the potential to adversely affect the profitability of the Corporation. However, the Corporation attempts to mitigate this risk by staggering the maturity dates for its mortgages. The majority of Mainstreet's mortgages and fixed-rate mortgage financings are insured by Canada Mortgage and Housing Corporation ("CMHC") under the National Housing Association ("NHA") mortgage program. This added level of insurance offered to lenders allows the Corporation to receive the best possible financing and interest rates, and significantly reduces the potential for a lender to call a loan prematurely.

Credit risk

Credit risk is the risk that the counterparty to a financial asset will default resulting in a financial loss for the Corporation. The Corporation is exposed to credit risk as some tenants may experience financial difficulty and may default in payment of rent. However, the Corporation attempts to minimize possible risks by conducting in-depth credit assessments of all tenants and collecting security deposits from tenants. The Corporation's tenants are numerous which also reduces the concentration of credit risk. As tenants' rent is due at the beginning of the month, all amounts in accounts receivable are considered overdue by the Corporation. As of September 30, 2021, rents due from current tenants amounted to \$854,000 (September 30, 2020 – \$574,000). The possibility of not receiving payment of rent due from current tenants was covered by security deposits of \$5.4 million (September 30, 2020 – \$4.8 million) and provisions for bad debts of \$160,000 (September 30, 2020 – \$200,000).

The aging bands of rents due from current tenants as at September 30, 2021 and 2020 are outlined in the table below:

(000s of dollars)

	Sep. 30, 2021	Sep. 30, 2020
0-30 days	\$ 610	\$ 420
31-60 days	142	81
61-90 days	22	7
Over 90 days	80	66
Total rents due from current tenants	\$ 854	\$ 574

In relation to cash, cash equivalents and restricted cash, the Corporation believes that its exposure to credit risk is low. The Corporation only places its cash, cash equivalents, and restricted cash with reputable Canadian chartered financial institutions.

Liquidity Risk

Liquidity risk is the risk the Corporation will encounter difficulties in meeting its financial obligations. The Corporation manages its liquidity risk by monitoring forecast and cash flows on a regular basis to meet expected operational expenses, by maintaining adequate banking facilities, by managing mortgage debt secured by its investment properties, and by matching the maturity profiles of financial assets and liabilities.

The timing of cash outflows relating to financial liabilities as at September 30, 2021 are outlined in the table below:

(000s of dollars)

	1 year	2 years	3 years	4 years	Beyond 4 years	Total
Mortgages payable	\$ 87,973	116,455	150,130	82,124	958,700	\$1,395,382
Mortgage interest payable	35,146	32,708	28,997	24,169	82,159	203,179
Trade and other payables	8,567	—	—	—	—	8,567
Refundable security deposits	\$ 5,387	—	—	—	—	\$ 5,387

The timing of cash outflows relating to financial liabilities as at September 30, 2020 are outlined in the table below:

(000s of dollars)

	1 year	2 years	3 years	4 years	Beyond 4 years	Total
Mortgages payable	\$ 101,569	85,821	111,458	145,073	763,657	\$ 1,207,578
Mortgage interest payable	32,854	29,130	26,732	23,124	65,954	177,794
Trade and other payables	9,386	—	—	—	—	9,386
Refundable security deposits	\$ 4,754	—	—	—	—	\$ 4,754

23. GUARANTEES, CONTINGENCIES, COMMITMENTS

In the normal course of business, the Corporation may enter into various agreements that may contain features that meet the definition of guarantees, contingencies or commitments in accordance with IAS 37 Provisions, Contingent Liabilities and Contingent Assets ("IAS 37") that contingently require the Corporation to make payments to the guaranteed party based on: (i) changes in an underlying interest rate, foreign exchange rate, equity or commodity instrument, index or other variable, that is related to an asset, a liability or an equity security of the counterparty; (ii) failure of another party to perform under an obligating agreement; or (iii) failure of a third party to pay its indebtedness when due.

In the ordinary course of business, the Corporation provides indemnification commitments to counterparties in transactions such as credit facilities, leasing transactions, service arrangements, director and officer indemnification agreements and sales of assets. These indemnification agreements require the Corporation to compensate the counterparties for costs incurred as a result of changes in laws and regulations (including tax legislation) or as a result of litigation claims or statutory sanctions that may be suffered by counterparty as a consequence of the transaction. The terms of these indemnification agreements will vary based on the contract and do not provide any limit on the maximum potential liability. Historically, the Corporation has not made any significant payments under such indemnifications and no amount has been accrued in these consolidated financial statements with respect to these indemnification commitments.

In the normal course of operations, the Corporation will become subject to a variety of legal and other claims against the Corporation. Management and the Corporation's legal counsel evaluate all claims on their apparent merits, and accrue management's best estimate of the estimated costs to satisfy such claims. Management believes that the outcome of legal and other claims filed against the Corporation will not be material.

As of September 30, 2021, and September 30, 2020, no amounts have been recorded and none are required to be disclosed in the consolidated financial statements with respect to guarantees, contingencies and commitments.

24. RELATED PARTY TRANSACTIONS

- a) The President and Chief Executive Officer is paid a commission at commercial rates in his capacity as a licensed broker for certain property transactions conducted by the Corporation in its normal course of business. Commissions are determined on an exchange value basis. Except in very limited circumstances, these commissions are paid by the selling third party or third parties to the transaction. The commissions received by the President and Chief Executive Officer during the year ended September 30, 2021 amounted to \$684,113 (2020 – \$221,756). Each year the Chief Executive Officer is entitled to receive an annual performance bonus based upon pre-determined performance goals and discretionary bonus amounts determined by the board of directors. In making such determination, the board of directors takes in consideration the amount of commission paid to the Chief Executive Officer during each year, such that once determined, that portion of the annual performance bonus paid by the Corporation amounts to the difference between the amount of annual performance bonus determined by the board of directors, if any, less the amount of commissions paid to the Chief Executive Officer during that year. As a result, the actual portion of the discretionary bonus, if any, paid by the Corporation each year to the Chief Executive Officer will vary, depending on how much commission was paid to the Chief Executive Officer during that year.
- b) The Corporation paid legal and professional fees and reimbursements for the year-ended September 30, 2021 amounting to \$373,389 (2020 – \$485,641) to a law firm of which a director and officer of the Corporation is a partner. As at September 30, 2021, the amounts payable to the law firm were \$1,848 (September 30, 2020 – \$Nil). These fees were incurred at amounts which in management's opinion approximate fair market value that would be incurred by a third party law firm.

25. KEY MANAGEMENT PERSONNEL

Key management personnel of the Corporation during the year ended September 30, 2021, were:

Navjeet (Bob) Dhillon, President and Chief Executive Officer

Trina Cui, Chief Financial Officer

Sheena Keslick, Vice President Operations

Anthony Lam, Assistant Chief Operating Officer

The remuneration of the Corporation's key management personnel was as follows:

(000s of dollars)

Year ended September 30,	2021	2020
Short-term benefits	\$ 2,557	\$ 4,033

The remuneration paid by the Corporation to the Corporation's key management personnel excludes the commissions received by the President and Chief Executive Officer during the year ended September 30, 2021 which amounted to \$684,113 (2020 – \$221,756).

Unless Mr. Dhillon's employment is terminated for cause, as defined under the employment agreement, the Corporation shall, upon termination, or within two (2) years if he voluntarily resigns after a change of control or if he becomes permanently disabled:

- pay, in lieu of reasonable notice an amount equal to his monthly salary at the highest rate in effect during the twenty (24) months immediately preceding the date of termination multiplied by 36 months;
- cause all outstanding options to purchase shares of the Corporation granted to Mr. Dhillon pursuant to any stock option plan of the Corporation to vest and become exercisable;
- pay reasonable cost of financial, estate and career counseling and related expenses in connection with such termination to a maximum amount of \$10,000.

26. SEGMENTED INFORMATION

The Corporation specializes in multi-family residential housing and operates primarily within one business segment in three provinces located in Canada. The following summary presents segmented financial information for the Corporation's continuing operations by geographic location:

RENTAL OPERATIONS

(000s of dollars)

Year ended September 30,	2021	2020
BRITISH COLUMBIA		
Rental revenue	\$ 38,800	\$ 35,347
Other rental revenue	442	359
Ancillary revenue	718	612
Property operating expenses	10,576	9,623
Net operating income	29,384	26,695
Fair value gain	202,107	32,385
ALBERTA		
Rental revenue	\$ 86,580	\$ 81,827
Other rental revenue	569	605
Ancillary revenue	1,062	1,008
Property operating expenses	36,475	33,101
Net operating income	51,736	50,339
Fair value gain (loss)	(28,999)	2,415
SASKATCHEWAN		
Rental revenue	\$ 30,862	\$ 29,606
Other rental revenue	35	26
Ancillary revenue	398	380
Property operating expenses	14,802	14,013
Net operating income	16,493	15,999
Fair value gain	39,124	2,411
MANITOBA		
Rental revenue	\$ 454	N/A
Other rental revenue	–	N/A
Ancillary revenue	5	N/A
Property operating expenses	224	N/A
Net operating income	235	N/A
Fair value loss	(229)	N/A
TOTAL		
Rental revenue	\$ 156,696	\$ 146,780
Other rental revenue	1,046	990
Ancillary revenue	2,183	2,000
Property operating expenses	62,077	56,737
Net operating income	97,848	93,033
Fair value gain	212,003	37,211
Gain from disposal of assets	113	–
Unallocated revenue*	426	206
Unallocated expenses**	84,856	61,900
Profit for the period	\$ 225,534	\$ 68,550

* Unallocated revenue represents interest income, and other income.

** Unallocated expenses include general and administrative expenses, mortgage interest, financing cost, depreciation and deferred income taxes.

IDENTIFIABLE ASSETS AND LIABILITIES

(000s of dollars)

Year ended September 30,	2021	2020
BRITISH COLUMBIA		
Investment properties	\$ 859,057	\$ 590,900
Property and equipment	40	38
Mortgages payable	315,623	244,254
Refundable security deposits	1,764	1,505
ALBERTA		
Investment properties	\$ 1,330,199	\$ 1,227,131
Property and equipment	6,488	6,471
Mortgages payable	781,380	681,929
Refundable security deposits	2,919	2,543
SASKATCHEWAN		
Investment properties	\$ 419,568	\$ 364,934
Property and equipment	237	65
Mortgages payable	260,174	253,338
Refundable security deposits	677	706
MANITOBA		
Investment properties	\$ 7,330	–
Property and equipment	–	–
Mortgages payable	–	–
Refundable security deposits	27	–
TOTAL		
Investment properties	\$ 2,616,154	\$ 2,182,965
Property and equipment	6,765	6,574
Mortgages payable	1,357,177	1,179,521
Refundable security deposits	5,387	4,754

IDENTIFIABLE ACQUISITION AND CAPITAL EXPENDITURES

(000s of dollars)

Year ended September 30,	2021	2020
BRITISH COLUMBIA	\$ 66,069	\$ 9,294
ALBERTA	155,099	89,520
SASKATCHEWAN	15,713	8,777
MANITOBA	7,559	–
TOTAL	\$ 244,440	\$ 107,591

27. CAPITAL MANAGEMENT

The Corporation defines capital that it manages as the aggregate of its shareholders' equity and mortgages payable and, on occasion, bank loans or lines of credit when drawn on. The Corporation's total capital resources as at September 30, 2021 amounted to \$2,449 million (September 30, 2020 – \$2,047 million).

The Corporation aims to manage its capital resources to maintain financial strength and to maximize its financial flexibility by maintaining strong liquidity and by utilizing alternative sources of capital including equity and mortgages.

The Corporation sets the amount of capital in proportion to risk. The Corporation manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets.

The total managed capital for the Corporation is summarized below:

(000s of dollars)

Year ended September 30,	2021	2020
Mortgages payable	\$ 1,357,177	\$ 1,179,521
Total equity	1,092,309	867,089
Total capital	\$ 2,449,486	\$ 2,046,610

The Corporation's policy for capital risk management is to maintain a debt to fair value of investment properties ratio, as defined below, of no greater than 70%. The ratio as at September 30, 2021 is approximately 51% (September 30, 2020 – 52%) which leaves a sufficient additional capacity for the Corporation to raise additional funds from refinancing before it reaches its internal target ratio of 70%.

The debt to fair value ratios were as follows:

(000s of dollars)

Year ended September 30,	2021	2020
Mortgages payable	\$ 1,357,177	\$ 1,179,521
Cash and cash equivalents	19,224	38,472
Total debts	\$ 1,337,953	\$ 1,141,049
Investment properties	\$ 2,616,154	\$ 2,182,965
Debt to fair value ratio	51%	52%

In managing the capital requirements of the Corporation, management makes assessments of the capital and liquid resources required to ensure the going concern status of the Corporation. Management believes that the existing liquid resources, funds to be generated from operations, and funds to be raised through the financing and refinancing of debt will be sufficient to support the Corporation's operations on a going concern basis.

28. SUBSEQUENT EVENTS

Subsequent to year-end September 30, 2021, the Corporation also financed 2 clear-title properties for \$39.5 million at an interest rate of 2.58%.

Subsequent to the year ended September 30, 2021, the Corporation acquired additional 257 residential units, 2 commercial buildings and 2 vacant lands in the Province of Alberta for a total consideration of \$23 million.

29. APPROVAL OF CONSOLIDATED FINANCIAL STATEMENTS

The consolidated financial statements were approved by the Board of Directors and authorized for issue on December 6, 2021.

CORPORATE INFORMATION

OFFICERS

President & CEO

Bob Dhillon
Calgary, AB

Chief Financial Officer

Trina Cui
Calgary, AB

Secretary

Joe Amantea
Calgary, AB

BOARD OF DIRECTORS

Joe Amantea
Calgary, AB

Ron B. Anderson
Vancouver, BC

Bob Dhillon
Calgary, AB

Karanveer Dhillon
San Francisco, CA

Rich Grimaldi
Westport, CT

John Irwin
London, ON

DIRECTORS' COMMITTEES

Executive Committee

Joe Amantea
Calgary, AB

Ron B. Anderson
Vancouver, BC

Bob Dhillon
Calgary, AB

Audit Committee

Chair

John Irwin
London, ON

Rich Grimaldi
Westport, CT

Ron B. Anderson
Vancouver, BC

Executive Compensation Committee

Chair

Ron B. Anderson
Vancouver, BC

Joe Amantea
Calgary, AB

Risk Management Committee

Chair

Ron B. Anderson
Vancouver, BC

Rich Grimaldi
Westport, CT

Safety Committee

Chair

John Irwin
London, ON

Joe Amantea
Calgary, AB

Cyber Security Committee

Chair

Karanveer Dhillon
San Francisco, CA

Rich Grimaldi
Westport, CT

REGISTRAR & TRANSFER AGENT

REGISTRAR & TRANSFER AGENT

Computershare o/a
Montreal Trust Company
of Canada
#600, 530 – 8 Ave SW
Calgary, AB

AUDITORS

PwC
Suncor Energy Centre
111 – 5 Ave. SW,
Suite 3100, East Tower
Calgary, AB

SOLICITORS

Warren Benson Amantea
LLP
1413 – 2 St. SW
Calgary, AB

Borden, Ladner & Gervais
1000 Canterra Tower
400 Third Ave SW
Calgary, AB

BANKERS

Royal Bank of Canada
339 8th Avenue SW
Calgary, AB

Alberta Treasury Branch
Suite 600, 444 – 7 Ave SW
Calgary, AB

TD Canada Trust
335 – 4 Ave SW
Calgary, AB

INVESTOR RELATIONS

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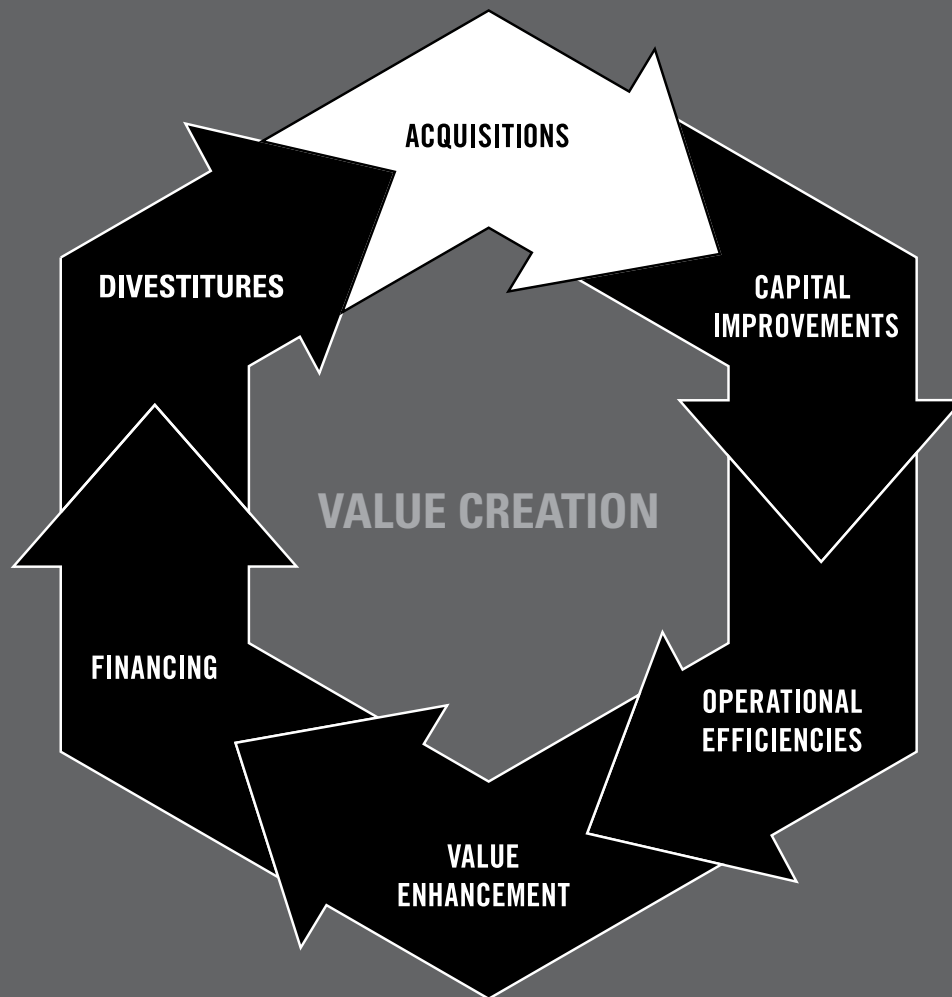
E-mail:
mainstreet@mainst.biz
Web site: www.mainst.biz

STOCK EXCHANGE

Toronto Stock Exchange
Trading symbol: MEQ

NOTES:

THE MAINSTREET VALUE CHAIN



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How do we create value? By relying on the business model that Mainstreet pioneered in the mid-market rental apartment space, the “Mainstreet Value Chain”. It focuses on value creation by acquiring underperforming assets, renovating them to our higher standard and repositioning them in the market at a higher rent. As a result, the value of the property increases substantially due to the improved conditions of buildings and the higher rents that they can attract. This enables Mainstreet to unlock the value created by financing the stabilized property using long-term, low-interest CMHC insured mortgages. The capital that is unlocked by that process can then be used to fund additional growth. **Since the day of incorporation in May 1997, we have grown our portfolio from 272 units with appraised values of \$17 million to 15,465 units (YTD) with appraised values of approximately \$2.6 billion with minimal equity dilution.**