



**MANAGEMENT'S DISCUSSION AND ANALYSIS  
OF RESULTS OF  
OPERATIONS AND FINANCIAL CONDITION  
FOR THE THREE AND NINE MONTHS ENDED  
SEPTEMBER 30, 2019 AND 2018**

**DATED: NOVEMBER 5, 2019**

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## **PART I**

### **BASIS OF PRESENTATION**

Financial information included in this Management’s Discussion and Analysis (“MD&A”) includes material information up to November 5, 2019. The financial statements to which this MD&A relates were prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”).

This MD&A has been reviewed and approved by management of Plaza Retail REIT (hereinafter referred to as “Plaza” or the “Trust”) and the Audit Committee on behalf of the Board of Trustees (the “Board”).

In this MD&A, Plaza reports non-IFRS financial measures, including: funds from operations (“FFO”); adjusted funds from operations (“AFFO”); earnings before interest, taxes, depreciation and amortization (“EBITDA”); and same-asset net property operating income (“same-asset NOI”). Plaza also reports net property operating income (“NOI”) as an additional IFRS measure. These measures are widely used in the Canadian real estate industry. Plaza believes these financial measures provide useful information to both management and investors in measuring the financial performance and financial condition of Plaza. These financial measures do not have any standardized definitions prescribed by IFRS and may not be comparable to similar titled measures reported by other entities. Refer to Part VII of this MD&A under the headings “Explanation of Non-IFRS Measures Used in this Document” and “Explanation of Additional IFRS Measures Used in this Document”, for definitions of these financial measures.

### **FORWARD-LOOKING DISCLAIMER**

This MD&A should be read in conjunction with the Trust’s Condensed Interim Consolidated Financial Statements and the notes thereto for the nine months ended September 30, 2019 and 2018, along with the MD&A of the Trust for the year ended December 31, 2018, including the section on “Risks and Uncertainties”. Historical results, including trends which might appear, should not be taken as indicative of future operations or results.

Certain information in this MD&A contains forward-looking statements, based on the Trust’s estimates and assumptions, which are subject to numerous known and unknown risks and uncertainties, including those described under the heading “Risks and Uncertainties” in this MD&A. This may cause the actual results, performance and achievements of the Trust to differ materially from future results, performance or achievements expressed or implied by such forward-looking statements. Without limiting the foregoing, the words “believe”, “expect”, “continue”, “anticipate”, “could”, “may”, “intend”, “will”, “estimate”, “planning” or “planned” and variations of such words and similar expressions identify forward-looking statements. Forward-looking statements (which involve significant risks and uncertainties and should not be read as guarantees of future performance or results) include, but are not limited to, statements related to distributions, development activities, leasing expectations, financing and the availability of financing sources. Factors that could cause actual results, performance or achievements to differ from those expressed or implied by forward-looking statements include, but are not limited to: economic, retail, capital market, debt market and competitive real estate conditions; Plaza’s ability to lease or re-lease space at current or anticipated rents; changes in interest rates; changes in operating costs; the availability of development and redevelopment opportunities for growth; tenant insolvencies or bankruptcies; and government regulations. Management believes that the expectations reflected in forward-looking statements are based upon reasonable assumptions, however, management can give no assurance that actual results, performance or achievements will be consistent with these forward-looking statements.

These forward-looking statements are made as of November 5, 2019 and Plaza assumes no obligation to update or revise them to reflect new events or circumstances, except as required by applicable law.

### **OVERVIEW OF THE BUSINESS**

Headquartered in Fredericton, New Brunswick, Plaza is an unincorporated “open-ended” real estate investment trust (a “REIT”) established pursuant to its declaration of trust dated as of November 1, 2013 (the “Declaration of Trust”). Plaza is the successor to Plazacorp Retail Properties Ltd. (“Plazacorp”), which began operations in late 1999. Plaza trades on the Toronto Stock Exchange under the symbol “PLZ.UN”.

Plaza is a developer, owner and manager of retail real estate primarily in Ontario, Quebec and Atlantic Canada. Plaza offers a unique business strategy that differs from many of its peers in the real estate industry.

- Plaza has a 20 year history of accretive growth and value creation;
- Plaza has strong relationships with leading retailers;

## Plaza Retail REIT

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- Plaza's main business is driven by value-add opportunities to develop and redevelop, for its own account, unenclosed and enclosed retail real estate throughout Canada;
- Plaza has a competitive advantage as a developer in Atlantic Canada and Quebec;
- Plaza's entrepreneurial abilities allow it to adapt more easily to changing market conditions;
- Plaza is fully internalized and able to develop retail properties in-house;
- Plaza minimizes the amount of short-term debt that it obtains, therefore locking in returns for unitholders and minimizing financing risk;
- Insiders hold a significant position in Plaza; and
- Plaza is focused on cash flow per unit and per unit growth and conducts its business in order to maximize this and, accordingly, unitholder value.

### Summary of Properties

The Trust's portfolio at September 30, 2019 includes interests in 275 properties totaling approximately 8.5 million square feet (which are predominantly occupied by national tenants) and additional lands held for development. These include properties indirectly held by Plaza through its subsidiaries and through joint arrangements.

	<b>Number of Properties September 30, 2019<sup>(1)</sup></b>	<b>Gross Leasable Area (sq. ft.) September 30, 2019<sup>(1) (2)</sup></b>	<b>Number of Properties September 30, 2018<sup>(1)</sup></b>	<b>Gross Leasable Area (sq. ft.) September 30, 2018<sup>(1) (2)</sup></b>
Alberta	2	34,238	2	34,238
Newfoundland and Labrador	12	791,998	12	682,044
New Brunswick	52	1,943,764	50	1,846,891
Nova Scotia	33	1,148,789	35	1,153,282
Manitoba	1	17,018	6	30,424
Ontario	68	1,771,025	71	1,571,889
Prince Edward Island	11	596,035	11	595,427
Quebec	96	2,172,110	98	2,101,828
<b>Total</b>	<b>275</b>	<b>8,474,977</b>	<b>285</b>	<b>8,016,023</b>

<sup>(1)</sup> Includes properties under development and non-consolidated investments.

<sup>(2)</sup> At 100%, regardless of the Trust's ownership interest in the properties

**BUSINESS ENVIRONMENT AND OUTLOOK**

Plaza's entrepreneurial culture and adaptability, combined with its strong fully-internalized platform, has allowed, and will continue to allow, Plaza to grow and take advantage of opportunities in the market place. Plaza has always had a focused strategy of growing the business through value-add developments and redevelopments and opportunistic acquisitions. Its properties are primarily leased to national retailers, with a focus on retailers in the consumer staples market segment – a segment that tends to withstand broader economic conditions and is more e-commerce resilient. Plaza's execution of this strategy and its leasing efforts over the years have produced a portfolio that is dominated by national retailers, providing investors with a stable and growing cash flow. Barring unforeseen events, management believes it can continue to deliver growth through 2020.

Open-air centre retailers with a focus on consumer staple goods or value goods continue to perform well. These are the retailers that dominate Plaza's portfolio and ongoing developments and redevelopments.

Government of Canada bond rates have decreased over the last year due to economic uncertainties in Canada and abroad. As a result, it is still a very low interest rate environment, and long-term debt financing continues to be readily available from lenders at competitive fixed rates. Plaza will continue to underwrite its development and redevelopment projects to build in appropriate anticipated fixed rate debt financing. Plaza has begun, and will continue, to early refinance mortgages where possible and feasible to take advantage of current rates.

**DEVELOPMENT PIPELINE AND ACQUISITIONS/DISPOSITIONS**

**Development Pipeline**

Plaza's development pipeline is robust and will continue to drive growth going forward. Plaza currently owns an interest in the following projects under development or redevelopment which, upon completion, are expected to be accretive to Plaza's earnings. Projects on the following properties are under construction, active development, or active planning and are anticipated to be completed at various points over the next three years as indicated:

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Properties under development/redevelopment	Square Footage <sup>(1)</sup>	Ownership	Occupied or Committed at September 30, 2019 <sup>(4)</sup>	Anticipated Completion Date
<b>In Planning/In Development:</b>				
<b>Open-Air Centre:</b>				
Plaza de L'Ouest, Sherbrooke, QC – Phase III	20,000	50%	n/a	1-2 years
Fairville Boulevard, Saint John, NB – Phase III	10,000	100%	24%	1-2 years
St. Jerome, St. Jerome (Montreal), QC -Phase III.2 <sup>(2)</sup>	70,000	20%	n/a	1-2 years
100 Saint-Jude Nord, Granby, QC – Phase II <sup>(2)</sup>	52,000	10%	n/a	2-3 years
The Shoppes at Galway, St. John's, NL – Phase I.3 <sup>(2)</sup>	32,500	50%	n/a	Q3 2020
The Shoppes at Galway, St. John's, NL – Phase I.4 <sup>(2)</sup>	100,000	50%	n/a	1-2 years
The Shoppes at Galway, St. John's, NL – Phase II <sup>(2)</sup>	150,000	50%	n/a	2-3 years
The Shoppes at Galway, St. John's, NL – Phase III <sup>(2)</sup>	100,000	50%	n/a	2-3 years
Rideau Plaza, Smiths Falls, ON	18,640	75%	n/a	1-2 years
Taunton Rd., Oshawa, ON	40,000	50%	n/a	Q4 2020
Tri-City Center, Cambridge, ON	229,000	50%	90%	2-3 years
Timiskaming, New Liskeard, ON	101,595	50%	61%	Q4 2020
<b>Single Use:</b>				
464 Dundas St., Belleville, ON <sup>(3)</sup>	2,500	100%	100%	Q3 2020
1726 Huron Church Rd, Windsor, ON <sup>(3)</sup>	14,069	100%	n/a	1-2 years
<b>Expansion:</b>				
Champlain St. Plaza, Dieppe (Moncton), NB–Phase II.2	10,000	100%	n/a	1-2 years
Pleasant Street, Yarmouth, NS	1,000	50%	n/a	1-2 years
Silver Fox Plaza, New Minas, NS	12,000	100%	n/a	1-2 years
Mountainview Plaza, Midland, ON	4,000	20%	n/a	Q4 2020
Powell Drive, Carbonear, NL	2,000	100%	n/a	1-2 years
Queens Place Drive Plaza, Liverpool, NS	3,500	100%	n/a	1-2 years
<b>In Construction:</b>				
<b>Enclosed Mall to Open-Air Centre:</b>				
1000 Islands Plaza, Brockville, ON	203,000	50%	96%	Q4 2019
<b>Open-Air Centre:</b>				
1324 Blvd Talbot, Saguenay (Chicoutimi), QC	100,000	50%	91%	Q1 2020
The Shoppes at Galway, St. John's, NL – Phase I.2 <sup>(2)</sup>	65,000	50%	100%	Q2 2020
Carson & Mapleton, Moncton, NB	5,400	100%	100%	Q1 2020
<b>Single Use:</b>				
6685 Century Avenue, Mississauga, ON	70,000	50%	100%	Q4 2019
<b>Expansion:</b>				
9025 Torbram Rd, Brampton, ON <sup>(3)</sup>	37,192	100%	99%	Q1 2020
<b>Total</b>	<b>1,453,396</b>			

(1) Approximate square footage upon completion or to be added on expansion.

(2) This is owned in a limited partnership that is part of the Trust's non-consolidated trusts and partnerships.

(3) This is an existing property being redeveloped.

(4) Occupied or committed based on redeveloped square footage.

Plaza's goal is to achieve unlevered returns on developments/redevelopments of between 8%-10%.

There is excess density at existing properties which would represent approximately 39 thousand additional square feet of gross leasable area.

At September 30, 2019, there are two land assemblies under purchase agreement and subject to due diligence or other conditions. These land purchases, if executed, will represent an additional 111 thousand square feet of retail space at completion.

## Plaza Retail REIT

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The total estimated costs for the developments and redevelopments (noted in the chart on the previous page) are between \$110 million and \$120 million, of which approximately \$66 million has already been spent (all figures represent Plaza's ownership percentage). The unspent amount has not been fully or specifically budgeted or committed at this time. For the projects in construction, remaining costs to complete are between \$10 million and \$11 million. The majority of unspent amounts for Plaza's development projects are funded by Plaza's existing development facilities or construction loans.

### Acquisitions/Dispositions

During the three quarters ended September 30, 2019, the Trust purchased a 50% managing interest in a property located in Cambridge, ON for \$12.65 million.

During the three quarters ended September 30, 2019, the Trust disposed of properties in London, ON, Paris, ON, Halifax, NS, Coldbrook, NS, Laval, QC, Montreal, QC, two properties located in Ottawa, ON and five properties located in Winnipeg, MB for net proceeds of \$12.7 million. These properties are all non-core, former KEYreit properties which had an underwritten value of \$11.7 million when the Trust acquired KEYreit. As well, the Trust sold a 50% co-ownership interest in a property in Quispamsis, NB for net proceeds of \$6.4 million (\$2.3 million after assumption of notes and advances receivable for the purchaser's 50% interest of the existing line of credit on the property). The Trust also disposed of surplus land located in Sherbrooke, QC for gross proceeds of \$475 thousand, at the Trust's ownership percentage.

SUMMARY OF SELECTED YEAR TO DATE INFORMATION

<b>(000s, except as otherwise noted)</b>	<b>9 Months Ended September 30, 2019 (unaudited)</b>	<b>9 Months Ended September 30, 2018 (unaudited)</b>	<b>9 Months Ended September 30, 2017 (unaudited)</b>	
<b>Financial Amounts</b>				
Property rental revenue	\$ 84,988	\$ 77,949	\$ 77,208	
Total revenue	\$ 90,786	\$ 79,274	\$ 79,502	
NOI <sup>(1)</sup>	\$ 55,942	\$ 48,184	\$ 48,869	
Same-asset NOI <sup>(1)</sup>	\$ 47,307	\$ 47,234	N/A <sup>(3)</sup>	
FFO <sup>(1)</sup>	\$ 31,802	\$ 26,082	\$ 27,161	
AFFO <sup>(1)</sup>	\$ 28,280	\$ 22,838	\$ 25,207	
EBITDA <sup>(1)</sup>	\$ 54,060	\$ 45,234	\$ 45,396	
Profit and total comprehensive income	\$ 43,320	\$ 11,144	\$ 13,917	
Total assets	\$ 1,171,178	\$ 1,047,439	\$ 1,038,619	
Total non-current liabilities	\$ 556,839	\$ 479,792	\$ 495,834	
Total mortgages, mortgage bonds, notes payable, bank credit facilities	\$ 541,610	\$ 497,434	\$ 501,507	
Total debentures	\$ 64,362	\$ 62,987	\$ 49,663	
Weighted average units outstanding <sup>(2)</sup>	103,811	103,404	102,337	
Normal course issuer bid – units repurchased	584	-	-	
<b>Amounts on a Per Unit Basis</b>				
FFO <sup>(1)</sup>	\$ 0.306	\$ 0.252	\$ 0.265	
AFFO <sup>(1)</sup>	\$ 0.272	\$ 0.221	\$ 0.246	
Distributions	\$ 0.210	\$ 0.210	\$ 0.2025	
<b>Financial Ratios</b>				
Weighted average interest rate – fixed rate mortgages	4.33%	4.41%	4.38%	
Debt to gross assets (excluding converts) <sup>(5)</sup>	52.0%	48.2%	49.1%	
Debt to gross assets (including converts) <sup>(5)</sup>	56.5%	53.2%	53.0%	
Interest coverage ratio <sup>(1)</sup>	2.44x	2.29x	2.38x	
Debt coverage ratio <sup>(1)</sup>	1.76x	1.63x	1.69x	
Distributions as a % of FFO	68.5%	83.3%	76.3%	
Distributions as a % of AFFO	77.0%	95.1%	82.3%	
<b>Leasing Information</b>				
Square footage leased during the period (total portfolio)	959,795	938,858	975,479	
Committed occupancy <sup>(4)</sup>	96.5%	95.9%	95.4%	
Same-asset committed occupancy <sup>(4)</sup>	96.3%	96.1%	N/A <sup>(3)</sup>	
<b>Mix of Tenancy Based on Base Rents<sup>(4)</sup></b>				
National	90.5%	89.6%	90.4%	
Regional	3.5%	4.1%	3.9%	
Local	4.2%	4.2%	4.0%	
Non retail	1.8%	2.1%	1.7%	
<b>Other</b>				
Average term to maturity - mortgages	5.8 Years	5.7 Years	6.3 Years	
Average term to maturity - leases <sup>(4)</sup>	5.7 Years	5.8 Years	5.9 Years	
IFRS capitalization rate	7.08%	7.03%	7.00%	
<b>Property Type Breakdown</b>				
	<b>Number of Properties September 30, 2019</b>	<b>Square Footage (000s)</b>	<b>Number of Properties September 30, 2018</b>	<b>Square Footage (000s)</b>
Open-Air Centres	112	6,055	109	5,574
Enclosed	3	994	4	993
Single Use – Quick Service Restaurant	90	251	101	272
Single Use – Retail	70	1,175	71	1,177
Total	275	8,475	285	8,016

(1) Refer to Part VII under the headings “Explanation of Non-IFRS Measures used in this Document” and “Explanation of Additional IFRS Measures used in this Document” for further explanations.

(2) Includes Class B exchangeable limited partnership (“LP”) units.

(3) Not applicable as the same-asset calculation relates to assets owned since January 1, 2018.

(4) Excludes properties under development and non-consolidated investments.

(5) As of January 1, 2019, ratios include land lease liability and right-of-use land lease asset, prior year comparatives have not been restated.

## **PART II**

### **STRATEGY**

Plaza's principal goal is to deliver growth in per-unit net asset value ("NAV") and FFO from a diversified portfolio of retail properties. To achieve this goal, the Board has set development criteria of a minimum unlevered cash yield equal to 100 basis points above the mortgage constant for a 10 year mortgage at prevailing rates and assuming a 25 year amortization period.

The Trust strives to:

- acquire or develop properties at a cost that is consistent with the Trust's targeted return on investment;
- maintain high occupancy rates on existing properties while sourcing tenants for properties under development and future acquisitions;
- maintain access to cost effective sources of debt and equity capital to finance acquisitions and new developments; and
- diligently manage its properties to ensure tenants are able to focus on their businesses.

The Trust invests in the following property types:

- new properties developed on behalf of existing retailer clients or in response to demand;
- well located properties where Plaza can add value through efficiencies, density/development or redevelopment; and
- existing properties that will provide stable recurring cash flows with opportunity for growth.

Management intends to achieve Plaza's goals by:

- acquiring or developing high quality properties with the potential for increases in future cash flows;
- focusing on property leasing, operations and delivering superior services to tenants;
- managing properties to maintain high occupancies and staggering lease maturities appropriately;
- increasing rental rates when market conditions permit;
- achieving appropriate pre-leasing prior to commencing construction;
- managing debt to obtain both a low cost of debt and a staggered debt maturity profile;
- matching, as closely as practical, the weighted average term to maturity of mortgages to the weighted average lease term;
- retaining sufficient capital to fund capital expenditures required to maintain the properties;
- raising capital where required in the most cost-effective manner;
- properly integrating new properties acquired;
- using internal expertise to ensure that value is surfaced from all of the properties; and
- periodically reviewing the portfolio to determine if opportunities exist to re-deploy equity from slow growth or non-core properties into higher growth investments.

### KEY PERFORMANCE DRIVERS AND INDICATORS

There are numerous performance drivers, many beyond management's control, that affect Plaza's ability to achieve its above-stated goals. These key drivers can be divided into internal and external factors.

Management believes that the key internal performance drivers are:

- occupancy rates;
- rental rates;
- tenant service; and
- maintaining competitive operating costs.

Management believes that the key external performance drivers are:

- the availability of new properties for acquisition and development;
- the availability and cost of equity and debt capital; and
- a stable retail market.

The key performance indicators by which management measures Plaza's performance are as follows:

- FFO;
- AFFO;
- debt service ratios;
- debt to gross assets;
- same-asset NOI;
- weighted average effective cost of debt;
- distributions as a percentage of FFO and AFFO; and
- occupancy levels.

The key performance indicators discussed throughout the MD&A are summarized in the table that follows. Management believes that its key performance indicators allow it to track progress towards the achievement of Plaza's primary goal of providing growth in per-unit NAV and FFO. The following chart discusses the key performance indicators for the nine months ended September 30, 2019 compared to the nine months ended September 30, 2018.

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<b>FFO<sup>(1)</sup></b>		<b>YTD Q3 2019</b>	<b>YTD Q3 2018</b>
	FFO	<b>\$31,802</b>	\$26,082
	FFO per unit	<b>\$0.306</b>	\$0.252
	Distributions as a % of FFO	<b>68.5%</b>	83.3%
	<ul style="list-style-type: none"> <li>➤ The increase in FFO and FFO per unit was mainly due to the impact of lease buyout revenues recorded primarily from two significant lease buyout transactions along with growth in NOI from developments/redevelopments and acquisitions.</li> <li>➤ Excluding the effect of the lease buyouts and other similar items from the current and prior year, FFO would have been 6.0% higher than the prior year. On a per unit basis, FFO would have been 5.6% higher than the prior year. Notwithstanding a decrease in NOI of \$888 thousand due to property sales, NOI grew by \$761 thousand from developments/redevelopments and acquisitions.</li> </ul>		
<b>AFFO<sup>(1)</sup></b>		<b>YTD Q3 2019</b>	<b>YTD Q3 2018</b>
	AFFO	<b>\$28,280</b>	\$22,838
	AFFO per unit	<b>\$0.272</b>	\$0.221
	Distributions as a % of AFFO	<b>77.0%</b>	95.1%
	<ul style="list-style-type: none"> <li>➤ The principal factors influencing AFFO are consistent with those impacting FFO, partly offset by higher leasing costs compared with the prior year.</li> <li>➤ Excluding the effect of the lease buyouts and other similar items from the current and prior year, AFFO would have been 5.6% higher than the prior year and on a per unit basis would have been 6.0% higher than the prior year.</li> </ul>		
<b>Debt Service Ratios<sup>(1)</sup></b>		<b>YTD Q3 2019</b>	<b>YTD Q3 2018</b>
	Interest coverage ratio	<b>2.44x</b>	2.29x
	Debt coverage ratio	<b>1.76x</b>	1.63x
	<ul style="list-style-type: none"> <li>➤ The interest and debt coverage ratios were higher than the prior year mainly due to the \$5.6 million in lease buyout revenues recorded. The debt coverage and interest coverage ratios exceed the requirements under borrowing arrangements.</li> </ul>		
<b>Debt to Gross Assets</b>		<b>Q3 2019</b>	<b>Q3 2018</b>
	Debt to gross assets (excluding converts)	<b>52.0%</b>	48.2%
	Debt to gross assets (including converts)	<b>56.5%</b>	53.2%
	<ul style="list-style-type: none"> <li>➤ The increase in debt to gross assets over the prior year relates to the new accounting standards on leases implemented on January 1, 2019 requiring Plaza to record a land lease liability and right of use land lease asset on its books.</li> </ul>		
<b>Same-Asset NOI<sup>(1)</sup></b>		<b>YTD Q3 2019</b>	<b>YTD Q3 2018</b>
	Same-asset NOI	<b>\$47,307</b>	\$47,234
	<ul style="list-style-type: none"> <li>➤ Same-asset NOI is consistent with the prior year.</li> <li>➤ Excluding the effect of the lost NOI due to lease buyouts, same-asset NOI would have been 1.6% higher than the prior year.</li> </ul>		
<b>Weighted Average Interest Rate – Fixed Rate Mortgages</b>		<b>Q3 2019</b>	<b>Q3 2018</b>
	Weighted average interest rate – fixed rate mortgages	<b>4.33%</b>	4.41%
	<ul style="list-style-type: none"> <li>➤ Plaza continues to finance at low rates.</li> </ul>		
<b>Occupancy Levels</b>		<b>Q3 2019</b>	<b>Q3 2018</b>
	Committed occupancy	<b>96.5%</b>	95.9%
	Same-asset committed occupancy	<b>96.3%</b>	96.1%

Refer to Part VII under the headings “Explanation of Non-IFRS Measures used in this Document” and “Explanation of Additional IFRS Measures used in this Document” for further explanations.

## Plaza Retail REIT

### PROPERTY AND CORPORATE FINANCIAL PERFORMANCE 2019 AND 2018

#### Funds from Operations (FFO) and Adjusted Funds from Operations (AFFO)

Plaza's summary of FFO and AFFO for the three and nine months ended September 30, 2019, compared to the three and nine months ended September 30, 2018 is presented below:

	<b>3 Months Ended September 30, 2019 (unaudited)</b>	3 Months Ended September 30, 2018 (unaudited)	<b>9 Months Ended September 30, 2019 (unaudited)</b>	9 Months Ended September 30, 2018 (unaudited)
<b>(000s – except per unit amounts and percentage data)</b>				
<b>Profit and total comprehensive income for the period attributable to unitholders</b>	<b>\$ 10,037</b>	\$ 6,885	<b>\$ 43,151</b>	\$ 11,008
Add (deduct):				
Incremental leasing costs included in administrative expenses	<b>308</b>	338	<b>1,152</b>	1,350
Debenture issuance costs, net of amortization	<b>(103)</b>	(103)	<b>(308)</b>	2,040
Distributions on Class B exchangeable LP units included in finance costs	<b>83</b>	89	<b>250</b>	266
Deferred income taxes	<b>131</b>	112	<b>598</b>	217
Principal repayments of land lease liability	<b>(166)</b>	-	<b>(494)</b>	-
Fair value adjustment to restricted share units	<b>26</b>	(12)	<b>41</b>	(2)
Fair value adjustment to investment properties	<b>(1,644)</b>	2,726	<b>(19,758)</b>	8,540
Fair value adjustment to investments	<b>537</b>	20	<b>(96)</b>	2,910
Fair value adjustment to Class B exchangeable LP units	<b>322</b>	(202)	<b>679</b>	(76)
Fair value adjustment to convertible debentures	<b>265</b>	(396)	<b>4,479</b>	137
Fair value adjustment to interest rate swaps and bond forwards	<b>239</b>	(40)	<b>1,772</b>	(89)
Fair value adjustment to right-of-use land lease assets	<b>166</b>	-	<b>494</b>	-
Equity accounting adjustment	<b>1</b>	(25)	<b>(6)</b>	(58)
Non-controlling interest adjustment	<b>(76)</b>	(10)	<b>(152)</b>	(161)
<b>Basic FFO</b>	<b>\$ 10,126</b>	\$ 9,382	<b>\$ 31,802</b>	\$ 26,082
Add (deduct):				
Non-cash revenue – straight-line rent <sup>(4)</sup>	<b>(204)</b>	53	<b>6</b>	179
Leasing costs – existing properties <sup>(1)(4)</sup>	<b>(798)</b>	(1,196)	<b>(2,514)</b>	(2,643)
Maintenance capital expenditures – existing properties <sup>(1)(4)</sup>	<b>(519)</b>	(120)	<b>(1,142)</b>	(794)
Non-controlling interest adjustment	<b>68</b>	6	<b>128</b>	14
<b>Basic AFFO</b>	<b>\$ 8,673</b>	\$ 8,125	<b>\$ 28,280</b>	\$ 22,838
Basic weighted average units outstanding <sup>(2)</sup>	<b>103,598</b>	103,733	<b>103,811</b>	103,404
<b>Basic FFO per unit</b>	<b>\$ 0.098</b>	\$ 0.090	<b>\$ 0.306</b>	\$ 0.252
<b>Basic AFFO per unit</b>	<b>\$ 0.084</b>	\$ 0.078	<b>\$ 0.272</b>	\$ 0.221
Gross distributions to unitholders <sup>(3)</sup>	<b>\$ 7,245</b>	\$ 7,264	<b>\$ 21,785</b>	\$ 21,716
<b>Distributions as a percentage of basic FFO</b>	<b>71.5%</b>	77.4%	<b>68.5%</b>	83.3%
<b>Distributions as a percentage of basic AFFO</b>	<b>83.5%</b>	89.4%	<b>77.0%</b>	95.1%
<b>Basic FFO</b>	<b>\$ 10,126</b>	\$ 9,382	<b>\$ 31,802</b>	\$ 26,082
Interest on dilutive convertible debentures	<b>684</b>	684	<b>2,029</b>	2,051
<b>Diluted FFO</b>	<b>\$ 10,810</b>	\$ 10,066	<b>\$ 33,831</b>	\$ 28,133
Diluted weighted average units outstanding <sup>(2)</sup>	<b>112,871</b>	113,006	<b>113,084</b>	112,677
<b>Basic AFFO</b>	<b>\$ 8,673</b>	\$ 8,125	<b>\$ 28,280</b>	\$ 22,838
Interest on dilutive convertible debentures	<b>684</b>	602	<b>2,029</b>	1,806
<b>Diluted AFFO</b>	<b>\$ 9,357</b>	\$ 8,727	<b>\$ 30,309</b>	\$ 24,644
Diluted weighted average units outstanding <sup>(2)</sup>	<b>112,871</b>	112,096	<b>113,084</b>	111,767
<b>Diluted FFO per unit</b>	<b>\$ 0.096</b>	\$ 0.089	<b>\$ 0.299</b>	\$ 0.250
<b>Diluted AFFO per unit</b>	<b>\$ 0.083</b>	\$ 0.078	<b>\$ 0.269</b>	\$ 0.220

(1) Based on actuals.

(2) Includes Class B exchangeable LP units.

(3) Includes distributions on Class B exchangeable LP units.

(4) Includes proportionate share of expenditures at equity-accounted investments.

## Plaza Retail REIT

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Basic FFO for the three months ended September 30, 2019 increased by \$744 thousand or 7.9% over the prior year and basic FFO per unit for the three months ended September 30, 2019 was 8.9% higher compared to the prior year.

Items impacting FFO were:

- (i) growth in NOI of \$301 thousand from developments/redevelopments/acquisitions;
- (ii) a decrease in NOI of \$175 thousand from property sales;
- (iii) the impact of the vacancies from two significant lease buyouts concluded in the first quarter of 2019, which negatively affected same-asset NOI by \$289 thousand for the quarter;
- (iv) an increase in other income of \$637 thousand in development and leasing fees earned from co-owned properties; and
- (v) an increase in administrative expenses of \$197 thousand mainly relating to severance costs.

For the three months ended September 30, 2019, AFFO increased by \$548 thousand, or 6.7% over the prior year and AFFO per unit increased by 7.7% over the prior year. The increase in AFFO and AFFO per unit was mainly due to the changes in FFO and FFO per unit described above, as well as, lower leasing costs in the current quarter compared to the same period in the prior year offset by higher maintenance capital expenditures.

Excluding the impact of the lease buyouts, the severance costs incurred and any loan defeasance and early mortgage discharge fees from the current and prior year, FFO and FFO per unit would have been 15.0% and 15.2%, respectively, higher than the prior year. AFFO would have been approximately 15.0% higher than the prior year and AFFO per unit would have been approximately 15.1% higher than the prior year, adjusted for the same items.

Basic FFO for the nine months ended September 30, 2019 increased by \$5.7 million, or 21.9% over the prior year. Basic FFO per unit for the nine months ended September 30, 2019 was 21.4% higher than the prior year. The increase was mainly due to lease buyout revenues recorded in the current year.

More specifically, impacting FFO was:

- (i) growth in NOI of \$761 thousand from developments/redevelopments/acquisitions;
- (ii) lease buyout revenues recorded of \$5.6 million, primarily from two significant lease buyout transactions;
- (iii) a decrease in NOI of \$888 thousand from property sales;
- (iv) the impact of the vacancies from the two significant lease buyout transactions, which negatively affected same-asset NOI by \$674 thousand;
- (v) an increase in other income of \$1.2 million mainly due to an increase in development and leasing fees earned from co-owned properties; and
- (vi) an increase in administrative expenses of \$494 thousand mainly as a result of additional non-recurring professional fees and severance costs.

For the nine months ended September 30, 2019, AFFO increased by \$5.4 million, or 23.8% over the prior year and AFFO per unit increased by 23.1% over the prior year. The increase in AFFO and AFFO per unit was mainly due to the increase in FFO and FFO per unit described above, partly offset by higher maintenance capital expenditures compared to the prior year.

Excluding the impact of the lease buyouts, the additional non-recurring professional fees and severance costs incurred and any loan defeasance and early mortgage discharge fees from the current and prior year, FFO would have been 6.0% higher and AFFO would have been 5.6% higher than the prior year. On a per unit basis, FFO would have been 5.6% higher and AFFO would have been 6.0% higher over the prior year.

### Profit and Total Comprehensive Income for the Period

The Trust recorded a profit for the three months ended September 30, 2019 of \$10.1 million compared to \$7.0 million for the same period in the prior year. The increase was mainly due to an increase in the fair value of investment properties of \$1.6 million as compared to a fair value decrease of \$2.7 million in the prior year. The fair value increase was mainly due to the decrease in capitalization rates in the quarter, largely stemming from higher values on a number of appraisals received on properties during the quarter. Profit was also impacted by the same factors mentioned in the discussion of FFO above, as well as:

- (i) a net loss of \$265 thousand compared to a net gain of \$396 thousand in the prior year, relating to the non-cash fair value adjustment to convertible debentures; and
- (ii) a net loss of \$322 thousand compared to a net gain of \$202 thousand in the prior year, relating to the non-cash fair value adjustment relating to the Class B exchangeable LP units.

## Plaza Retail REIT

The Trust recorded a profit for the nine months ended September 30, 2019 of \$43.3 million compared to \$11.1 million for the same period in the prior year. The increase was mainly due to an increase in the fair value of investment properties of \$19.8 million as compared to a fair value decrease of \$8.5 million in the prior year. The fair value increase was mainly due to the decrease in capitalization rates, largely stemming from higher values on a number of appraisals received on properties during the year. Profit was also impacted by the same factors mentioned in the discussion of FFO above, as well as:

- (i) an increase in the share of profit of associates of \$3.0 million mainly relating to the non-cash fair value adjustment to the underlying investment properties and a fair value loss on the disposal of land at an underlying investment property in the prior year;
- (ii) convertible debenture issuance costs in the prior year, negatively impacting the prior year results by \$2.3 million;
- (iii) a net loss of \$4.5 million compared to a net loss of \$137 thousand in the prior year, relating to the non-cash fair value adjustment to convertible debentures; and
- (iv) a net loss of \$1.8 million compared to a net gain of \$89 thousand in the prior year, relating to the non-cash fair value adjustment to interest rate swaps and bond forwards and the addition of three new interest rate swaps entered into during the quarter.

### Same-Asset Net Property Operating Income (Same-Asset NOI)

Same-asset categorization refers to those properties which were owned and operated by Plaza for the nine months ended September 30, 2019 and the entire year ended December 31, 2018 and excludes partial year results from certain assets due to timing of acquisition, development, redevelopment or disposition.

Significant portions of the Trust's leases have common cost recoveries from tenants linked to the consumer price index (CPI).

At September 30, 2019, approximately 48.3% of the Trust's leased area is tied to a CPI cost recovery formula. As well, certain anchor tenant leases may restrict recovery of common costs. As a result, certain costs such as snow removal and other operating costs may not be completely offset by cost recoveries in a period, or recovery revenues may exceed costs. Municipal taxes are generally net and fully recoverable from all tenants. Most tenants in open-air centres and single use properties are responsible for their own utilities, and changes to these costs do not materially impact NOI.

	3 Months Ended September 30, 2019 (unaudited)	3 Months Ended September 30, 2018 (unaudited)	9 Months Ended September 30, 2019 (unaudited)	9 Months Ended September 30, 2018 (unaudited)
(000s)				
Same-asset rental revenue	\$ 23,040	\$ 22,772	\$ 69,256	\$ 68,423
Same-asset operating expenses	(2,213)	(2,023)	(8,531)	(7,904)
Same-asset realty tax expense	(4,471)	(4,448)	(13,418)	(13,285)
<b>Same-asset NOI</b>	<b>\$ 16,356</b>	<b>\$ 16,301</b>	<b>\$ 47,307</b>	<b>\$ 47,234</b>

Same-asset NOI for the three and nine months ended September 30, 2019 was impacted by new lease up and rent increases within the portfolio offset by vacancies from two significant lease buyouts concluded in the first quarter of 2019, which negatively affected same-asset NOI by \$289 thousand for the quarter and \$674 thousand for the year to date as compared to the prior year, as well as the bankruptcy of a tenant, which negatively affected same-asset NOI by \$86 thousand for the quarter and \$172 thousand for the year to date as compared to the prior year, leaving same-asset NOI relatively consistent with the prior year.

Excluding the effect of the lost NOI due to lease buyouts, same-asset NOI for the three and nine months ended September 30, 2019 would have increased by 2.1% and 1.6%, respectively, compared with the same periods in the prior year.

## Plaza Retail REIT

The following table shows a breakdown of same-asset NOI by province.

	3 Months Ended September 30, 2019 (unaudited)	3 Months Ended September 30, 2018 (unaudited)	9 Months Ended September 30, 2019 (unaudited)	9 Months Ended September 30, 2018 (unaudited)
<b>(000s except percentage data)</b>				
New Brunswick	\$ 4,142	\$ 4,087	\$ 11,686	\$ 11,758
Nova Scotia	2,776	2,816	8,184	8,239
Quebec	3,399	3,402	9,978	10,036
Alberta	192	195	567	574
Manitoba	88	88	265	265
Ontario	2,130	2,100	6,346	6,249
Newfoundland and Labrador	1,592	1,643	4,463	4,453
Prince Edward Island	2,037	1,970	5,818	5,660
<b>Same-asset NOI</b>	<b>\$ 16,356</b>	<b>\$ 16,301</b>	<b>\$ 47,307</b>	<b>\$ 47,234</b>
<b>Percentage increase over prior period</b>	<b>0.3%</b>		<b>0.2%</b>	

## Net Property Operating Income (NOI)

The following table shows the breakdown of total NOI and relevant variances from the prior year.

	3 Months Ended September 30, 2019 (unaudited)	3 Months Ended September 30, 2018 (unaudited)	9 Months Ended September 30, 2019 (unaudited)	9 Months Ended September 30, 2018 (unaudited)
<b>(000s)</b>				
Same-asset NOI	\$ 16,356	\$ 16,301	\$ 47,307	\$ 47,234
Land lease expense in NOI <sup>(1)</sup>	-	(720)	-	(2,160)
Developments and redevelopments transferred to income producing in 2018 (\$3.7 million annualized NOI)	920	787	2,471	1,781
Acquisitions (\$3.1 million annualized NOI)	688	359	1,842	896
NOI from properties currently under development and redevelopment (\$4.6 million annualized NOI)	469	631	1,138	2,013
Straight-line rent	204	(48)	(6)	(175)
Administrative expenses charged to NOI	(727)	(753)	(2,422)	(2,448)
Lease buyout revenue	111	-	5,613	-
Property disposals	(37)	138	51	939
Other	31	4	(52)	104
<b>Total NOI</b>	<b>\$ 18,015</b>	<b>\$ 16,699</b>	<b>\$ 55,942</b>	<b>\$ 48,184</b>

<sup>(1)</sup> Under new accounting rules in effect January 1, 2019, Plaza's land leases have been required to be recorded on the balance sheet. Payments to land lessors are no longer recorded in NOI. Instead an imputed interest expense on the land lease liability is recorded in finance costs and a fair value adjustment to the right-of-use land lease assets is recorded in the statement of income and comprehensive income. Principal repayments are booked directly on the balance sheet reducing the land lease liability recorded. The new standard has been implemented prospectively and therefore prior year comparatives have not been restated.

## Plaza Retail REIT

### Share of Profit of Associates

Share of profit of associates consists of income from equity accounted investments as well as fair value changes in the underlying investment properties included within equity-accounted investments and other changes to the equity position of the equity-accounted investments that would impact the residual returns on wind-up (such as debt financing incurred). The following schedule shows Plaza's ownership position, rates of preferred returns on investment and Plaza's residual return beyond the preferred returns.

	Ownership Position	Preferred Return	Residual Return
<b>Equity Accounted Investments<sup>(1)</sup></b>			
Centennial Plaza Limited Partnership	10%	10%	20%
Trois Rivières Limited Partnership	15%	10%	30%
Plazacorp Ontario1 Limited Partnership	25%	8%	25%
Plazacorp Ontario2 Limited Partnership	50%	n/a	n/a
Plazacorp Ontario3 Limited Partnership	50%	n/a	n/a
Plazacorp Ontario4 Limited Partnership	50%	n/a	n/a
RBEG Limited Partnership	50%	n/a	n/a
CPRDL Limited Partnership	50%	n/a	n/a
Fundy Retail Ltd.	50%	n/a	n/a
VGH Limited Partnership <sup>(2)</sup>	20%	8%	27%
Ste. Hyacinthe Limited Partnership	25%	n/a	n/a
144 Denison East Limited Partnership <sup>(2)</sup>	25%	n/a	n/a
The Shoppes at Galway Limited Partnership <sup>(2)</sup>	50%	n/a	n/a

<sup>(1)</sup> Equity and fair value accounted investments consist of the following properties: 3550 Sources, Centennial Plaza, Place Du Marche, BPK Levis and 100 Saint-Jude Nord (Centennial Plaza Limited Partnership); Plaza des Recollets (Trois Rivières Limited Partnership); Ottawa Street Almonte, Hastings Street Bancroft and Main Street Alexandria (Plazacorp Ontario1 Limited Partnership); Amherstview and Scugog Street Port Perry (Plazacorp Ontario2 Limited Partnership); King & Mill (Plazacorp Ontario3 Limited Partnership); Manotick (Plazacorp Ontario4 Limited Partnership); Bureau en Gros (RBEG Limited Partnership); CPRDL (CPRDL Limited Partnership); Gateway Mall (Fundy Retail Ltd.); St. Jerome (VGH Limited Partnership); 5400 Laurier Ouest (Ste. Hyacinthe Limited Partnership); 144 Denison and 5150 Arthur-Sauvé (144 Denison East Limited Partnership); and the Shoppes at Galway (The Shoppes at Galway Limited Partnership).

<sup>(2)</sup> Land within this partnership is currently in development.

Share of profit of associates for the three months ended September 30, 2019 includes Plaza's share of NOI of approximately \$1.1 million, which is consistent with the prior year. Share of profit of associates decreased by \$564 thousand for the three months ended September 30, 2019 compared to the three months ended September 30, 2018. The decrease was mainly due to the non-cash fair value adjustment to the underlying investment properties.

Share of profit of associates for the nine months ended September 30, 2019 includes Plaza's share of NOI of approximately \$3.1 million, which is consistent with the prior year. Share of profit of associates increased by \$3.0 million for the nine months ended September 30, 2019 compared to the nine months ended September 30, 2018. The increase was mainly due to the non-cash fair value adjustment to the underlying investment properties and a fair value loss on the disposal of land at an underlying investment property in the prior year.

Overall committed occupancy for non-consolidated investments (excluding land under development) was 98.5% at September 30, 2019, compared to 98.7% at September 30, 2018.

Distributions received from associates for the three months ended September 30, 2019 were \$231 thousand compared to \$192 thousand for the three months ended September 30, 2018 for regular distributions. There was an additional distribution of \$3.5 million in the quarter ended September 30, 2019 as a result of refinancing proceeds of one of the underlying investment properties.

Distributions received from associates for the nine months ended September 30, 2019 were \$1.3 million compared to \$1.1 million for the nine months ended September 30, 2018 for regular distributions. There were two additional distributions of \$4.0 million as a result of proceeds from two separate refinancings at the two underlying investment properties.

## Plaza Retail REIT

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### Finance Costs

Finance costs for the three months ended September 30, 2019 were \$7.5 million, compared to \$6.5 million for the same period in the prior year. Finance costs were impacted by:

- (i) new imputed interest on land lease liability of \$566 thousand due to the implementation of the new accounting leasing standard. Under the new accounting rule in effect January 1, 2019, Plaza's land leases have been required to be recorded on the balance sheet. Payments to land lessors are no longer recorded in NOI. Instead an imputed interest expense on the land lease liability is recorded in finance costs and a fair value adjustment to the right-of-use land lease assets is recorded in the statement of income and comprehensive income. Principal repayments are booked directly on the balance sheet reducing the land lease liability recorded. The new standard has been implemented prospectively and therefore prior year comparatives have not been restated;
- (ii) higher mortgage interest of \$261 thousand; and
- (iii) higher development line of credit interest of \$237 thousand.

Finance costs for the nine months ended September 30, 2019 were \$22.3 million, compared to \$20.1 million for the same period in the prior year. Finance costs were impacted by new imputed interest on land lease liability of \$1.7 million due to the implementation of the new accounting leasing standard as mentioned above. Higher development line and construction loan interest due to carrying higher balances than the prior year was offset by:

- (i) higher early mortgage discharge fees in the amount of \$198 thousand incurred in the prior year; and
- (ii) one month overlap of interest on the convertible debentures incurred in the prior year in the amount of \$162 thousand due to the timing of issuance of the Series E convertible debentures compared to the redemption of the Series D convertible debentures.

Of note, a large number of refinancings were undertaken year-to-date at historically low rates, the net proceeds of which have been used to reduce Plaza's operating line of credit, thereby reducing operating line of credit interest expense in future quarters.

### Administrative Expenses

Administrative expenses for the three months ended September 30, 2019 are \$197 thousand higher than the prior year. The increase over the prior year mainly relates to severance costs.

Administrative expenses for the nine months ended September 30, 2019 are \$494 thousand higher than the prior year, mainly due to non-recurring professional fees and severance costs.

Plaza maintains a fully internalized and integrated structure and therefore incurs certain costs related to development and redevelopment activity that are not capitalizable for accounting purposes or for AFFO purposes, but that in Plaza's view is not indicative of regular income producing activities. Plaza carries between \$700 and \$900 thousand per year in these costs included in administrative expenses. Other real estate entities that are not development-oriented or not fully internalized for their development activities would not incur this level of expenses, or they might otherwise be able to capitalize these costs for accounting purposes.

### Change in Fair Value of Investment Properties

Investment properties are recorded at fair value based on a combination of external appraisals and internal valuations, whereby appropriate capitalization rates (supplied by independent appraisers) are applied to budgeted normalized net operating income (property revenue less property operating expenses).

The Trust recorded a fair value increase to investment properties of \$1.6 million for the three months ended September 30, 2019 compared to a fair value decrease of \$2.7 million for the three months ended September 30, 2018. The Trust recorded a fair value increase to investment properties of \$19.8 million for the nine months ended September 30, 2019 compared to a fair value decrease of \$8.5 million for the nine months ended September 30, 2018. The weighted average capitalization rate at September 30, 2019 was 7.08% compared to 7.25% at December 31, 2018 and 7.03% at September 30, 2018. The fair value increase recorded in the current quarter and year to date are mainly due to the decrease in capitalization rates, largely stemming from higher values on a number of appraisals received on properties during both the quarter and year to date. The fair value decrease in the prior year was largely due to an increase in capitalization rates compared to December 31, 2017.

**Change in Fair Value of Convertible Debentures**

The majority of the convertible debentures are publicly traded with their fair values based on their traded prices.

The fair value adjustment to convertible debentures for the three months ended September 30, 2019 was a net loss of \$265 thousand compared to a net gain of \$396 thousand in the prior year. The fair value adjustment to convertible debentures for the nine months ended September 30, 2019 was a net loss of \$4.5 million compared to a net loss of \$137 thousand in the prior year.

**Change in Fair Value of Class B Exchangeable LP Units**

The Class B exchangeable LP units were issued effective January 1, 2015 in connection with the purchase by Plaza of the interests of certain equity partners in eight properties located in New Brunswick and Prince Edward Island. Distributions paid on these exchangeable units are based on the distributions paid to Plaza unitholders. The exchangeable LP units are exchangeable on a one-for-one basis into Plaza units at the option of the holders. The fair value of these exchangeable LP units is based on the trading price of Plaza's units.

The fair value adjustment to Class B exchangeable LP units for the three months ended September 30, 2019 was a net loss of \$322 thousand compared to a net gain of \$202 thousand in the prior year. The fair value adjustment to Class B exchangeable LP units for the nine months ended September 30, 2019 was a net loss of \$679 thousand compared to a net gain of \$76 thousand in the prior year.

## Plaza Retail REIT

### LEASING AND OCCUPANCY

The following table represents leases expiring for the next 5 years and thereafter for Plaza's property portfolio at September 30, 2019 (excluding developments, redevelopments and non-consolidated investments).

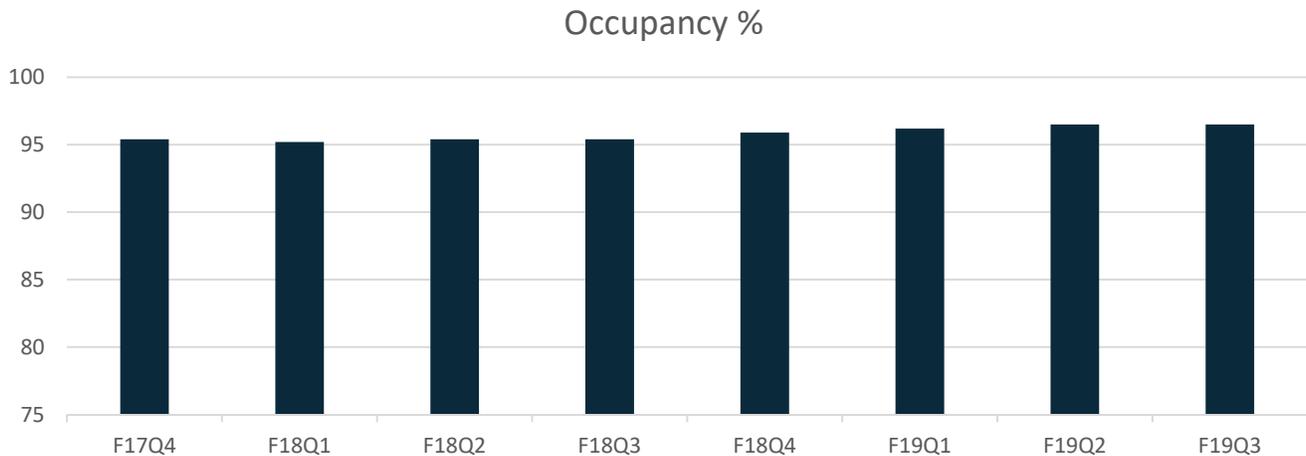
Year	Open-Air Centres		Enclosed Malls		Single-User Retail		Single-User QSR <sup>(2)</sup>		Total	
	Sq Ft <sup>(1)</sup>	%	Sq Ft <sup>(1)</sup>	%	Sq Ft <sup>(1)</sup>	%	Sq Ft <sup>(1)</sup>	%	Sq Ft <sup>(1)</sup>	%
Remainder of 2019	64,560	1.5	20,384	3.3	-	-	4,530	2.3	89,474	1.5
2020	433,839	9.8	66,742	10.7	32,930	3.7	21,954	11.4	555,465	9.0
2021	554,404	12.5	30,055	4.8	38,537	4.3	15,279	7.9	638,275	10.4
2022	452,548	10.2	19,500	3.1	103,739	11.6	44,057	22.8	619,844	10.1
2023	557,954	12.5	65,457	10.5	152,739	17.1	33,792	17.5	809,942	13.2
2024	464,301	10.4	73,041	11.7	50,262	5.6	-	-	587,604	9.5
Thereafter	1,921,307	43.1	347,564	55.9	514,635	57.7	73,749	38.1	2,857,255	46.3
Subtotal	4,448,913	100.0	622,743	100.0	892,842	100.0	193,361	100.0	6,157,859	100.0
Vacant	146,420		90,826		-		11,366		248,612	
<b>Total</b>	<b>4,595,333</b>		<b>713,569</b>		<b>892,842</b>		<b>204,727</b>		<b>6,406,471</b>	
<b>Weighted average lease term</b>	<b>5.8 years</b>		<b>3.4 years</b>		<b>6.6 years</b>		<b>6.6 years</b>		<b>5.7 years</b>	

<sup>(1)</sup> At 100%, regardless of the Trust's ownership interest in the properties.

<sup>(2)</sup> QSR refers to quick service restaurants.

At September 30, 2019, overall committed occupancy for the portfolio (excluding properties under development, redevelopment and non-consolidated investments) was 96.5% compared to 95.9% at September 30, 2018. Same-asset committed occupancy was 96.3% at September 30, 2019, compared to 96.1% at September 30, 2018.

Committed occupancy for the portfolio over the last eight quarters is as follows:



## Plaza Retail REIT

The weighted average contractual base rent per square foot on renewals/new leasing in 2019 versus expiries (excluding developments, redevelopments and non-consolidated investments) is outlined in the following table:

	Open-Air Centres	Enclosed Malls	Single-User Retail	Single-User QSR
<b>2019 – Q3 YTD</b>				
Leasing renewals (sq. ft.)	358,126	86,467	97,788	7,945
Weighted average rent (\$/sq. ft.)	\$15.95	\$13.81	\$18.41	\$24.85
Change in weighted average rent	3.0%	(2.0)%	0.5%	-%
Expiries that renewed (sq. ft.)	358,126	86,467	97,788	7,945
Weighted average rent (\$/sq. ft.)	\$15.46	\$14.08	\$18.32	\$24.85
New leasing (sq. ft.)	81,404	5,716	-	-
Weighted average rent (\$/sq. ft.)	\$13.13	\$18.35	-	-
Expiries not renewed (sq. ft.)	52,927	13,741	-	10,209
Weighted average rent (\$/sq. ft.)	\$16.36	\$16.31	-	\$24.93
<b>2019 – Remainder of Year</b>				
Expiries (sq. ft.)	64,560	20,384	-	4,530
Weighted average rent (\$/sq. ft.)	\$13.41	\$14.48	-	\$33.80

The majority of the renewals in the single-user retail category were early renewals of 2020 lease expiries.

In addition, for the nine months ended September 30, 2019, the Trust completed 111 thousand square feet of new and renewal leasing deals on developments and redevelopments at market rates and 211 thousand square feet of new and renewal leasing deals at market rates at non-consolidated investments.

Plaza's financial exposure to vacancies and lease roll-overs differs among the different retail asset types, as gross rental rates differ by asset class. Committed occupancy by asset class (excluding non-consolidated investments) was as follows:

- Committed occupancy in the open-air centres was 97.3% at September 30, 2019, compared to 96.2% at September 30, 2018.
- Committed occupancy for enclosed malls was 87.3% at September 30, 2019, compared to 88.6% at September 30, 2018.
- Committed occupancy for single use assets was 99.0% at September 30, 2019, compared to 99.4% at September 30, 2018.
- Pre-leased space in active properties under development was 81.5% at September 30, 2019.

## Plaza Retail REIT

Plaza has built a portfolio with a high quality revenue stream. Plaza's ten largest tenants based upon current monthly base rents at September 30, 2019 represent approximately 54.9% of total base rent revenues in place.

	% of Base Rent Revenue <sup>(6)</sup>		% of Base Rent Revenue <sup>(6)</sup>
1. Shoppers Drug Mart/Loblaw's <sup>(1)</sup>	25.3	6. TJX Group <sup>(5)</sup>	3.4
2. KFC <sup>(2)</sup>	5.7	7. Staples	2.9
3. Dollarama	5.1	8. Bulk Barn	1.8
4. Canadian Tire Group <sup>(3)</sup>	4.0	9. Tim Hortons	1.6
5. Sobeys Group <sup>(4)</sup>	3.6	10. Metro/Jean Coutu	1.5

(1) Shoppers Drug Mart/Loblaw's represents the following stores: Shoppers Drug Mart, No Frills, and Maxi.

(2) The majority is represented by 3 operators.

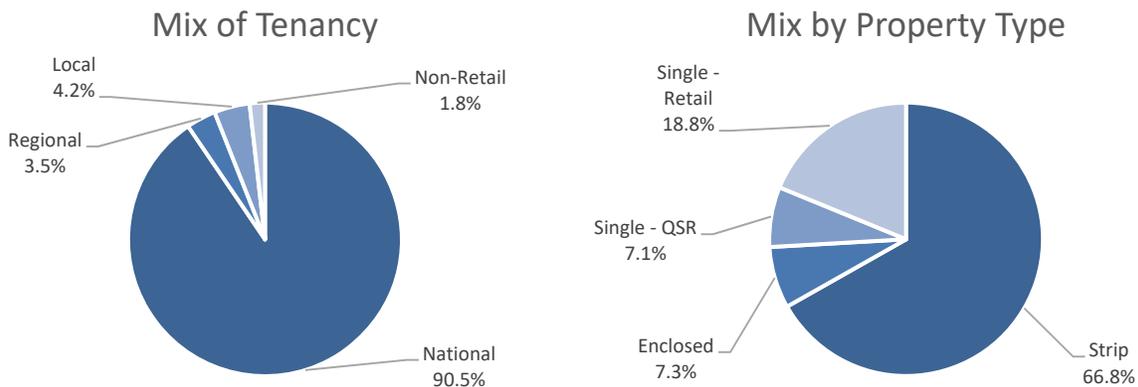
(3) Canadian Tire Group represents the following stores: Canadian Tire, Mark's/L'Équipeur, Paderno and Sport Chek.

(4) Sobeys Group represents the following stores: Sobeys, IGA, Sobeys Fast Fuel and Lawtons.

(5) TJX Group represents the following stores: Winners, HomeSense, and Marshalls.

(6) Excludes developments, redevelopments and non-consolidated investments.

The Trust's mix of tenancies, based on base rents, is primarily made up of national tenants. The graphs below exclude developments, redevelopments and non-consolidated investments.



## PART III

### OPERATING LIQUIDITY AND WORKING CAPITAL

Cash flow, in the form of recurring rent generated from the portfolio, represents the primary source of liquidity to service debt, to pay operating, leasing and property tax costs, and to fund distributions. Costs of development activities, which form a large portion of accounts payable and accrued liabilities, are generally funded by a combination of debt and equity.

Cash flow from operations is dependent upon occupancy levels of properties owned, rental rates achieved, effective collection of rents, and efficiencies in operations as well as other factors.

Plaza maintains a prudent cash distribution policy, in order to retain sufficient funds to manage the business, including ongoing maintenance capital expenditures and debt service. New debt or equity capital raised is generally directed to acquisitions or continuing development activities, which are discretionary, based on the availability of such capital. In setting the annual distributions to unitholders, Plaza reviews budgets and forecasts and considers future growth prospects for the business, including developments/redevelopments and leasing within the portfolio and considers maintenance capital expenditures and leasing costs, among other things. Plaza may also look at other qualitative capital markets factors when determining any increase in distributions. Plaza does not consider temporary fluctuations in cash flow due to working capital items such as the timing of property tax installments and semi-annual debenture interest payments, in determining the level of distributions to be paid in any given time period. Profit under IFRS is not used by Plaza when setting the annual distribution, as profit reflects, among other things, non-cash fair value adjustments relating to the Trust's income producing property and convertible debentures – items that are not reflective of Plaza's ability to pay distributions and outside of Plaza's control.

## Plaza Retail REIT

For 2019, Plaza's annual distributions are currently set at \$0.28 per unit.

<b>(000s)</b>	<b>3 Months Ended September 30, 2019 (unaudited)</b>	3 Months Ended September 30, 2018 (unaudited)	<b>9 Months Ended September 30, 2019 (unaudited)</b>	9 Months Ended September 30, 2018 (unaudited)
Total distributions <sup>(1)</sup>	\$ 7,245	\$7,264	\$ 21,785	\$ 21,716
Less: Distribution Reinvestment Plan proceeds <sup>(2)</sup>	-	(1,350)	-	(4,100)
<b>Cash distributions paid</b>	<b>\$ 7,245</b>	<b>\$ 5,914</b>	<b>\$ 21,785</b>	<b>\$ 17,616</b>

<sup>(1)</sup> Total distributions include cash distributions paid and payable to unitholders, unit distributions under the Distribution Reinvestment Plan (DRIP) and distributions on Class B exchangeable LP units classified as finance costs.

<sup>(2)</sup> Plaza's DRIP allowed Canadian unitholders to acquire additional units through the reinvestment of distributions, otherwise receivable in cash, and to receive a bonus distribution in units equivalent to 3% of each distribution.

Commencing with the payment of the October 2018 distribution, the Trust suspended its DRIP until further notice following the Trust's previous announcement of a normal course issuer bid (see further details in Part III of this MD&A under the heading "Units"). As a result, unitholders enrolled in the DRIP began receiving distribution payments in cash. If Plaza elects to reinstate the DRIP in the future, unitholders that were enrolled in the DRIP at the time of its suspension and remain enrolled at the time of its reinstatement will automatically resume participation in the DRIP.

Total distributions compared to cash provided by operating activities is summarized in the following table.

<b>(000s)</b>	<b>3 Months Ended September 30, 2019 (unaudited)</b>	3 Months Ended September 30, 2018 (unaudited)	<b>9 Months Ended September 30, 2019 (unaudited)</b>	9 Months Ended September 30, 2018 (unaudited)
Cash provided by operating activities <sup>(1)</sup>	\$ 11,861	\$ 8,497	\$ 30,921	\$ 23,017
Total distributions <sup>(2)</sup>	<b>(7,245)</b>	<b>(7,264)</b>	<b>(21,785)</b>	<b>(21,716)</b>
<b>Excess of cash provided by operating activities over total distributions</b>	<b>\$ 4,616</b>	<b>\$ 1,233</b>	<b>\$ 9,136</b>	<b>\$ 1,301</b>

<sup>(1)</sup> Cash provided by operating activities is presented net of interest paid, but excludes distributions paid on Class B exchangeable LP units classified as finance costs.

<sup>(2)</sup> Total distributions include cash distributions paid and payable to unitholders, unit distributions under the DRIP and distributions on Class B exchangeable LP units classified as finance costs.

Plaza believes its current distributions are sustainable based on expected and historical results and cash flows.

## Plaza Retail REIT

### CAPITAL RESOURCES, EQUITY AND DEBT ACTIVITIES

#### Operating and Development Facilities

(000s)	\$44.0 Million Operating	\$20.0 Million Development	\$15.0 Million Development
December 31, 2018 <sup>(1)</sup>	\$ 35,604	\$ 11,579	\$ 4,885
Net change	(12,090)	2,342	8,123
September 30, 2019 <sup>(1)</sup>	\$ 23,514	\$ 13,921	\$ 13,008
Interest rate	Prime + 0.75% or BA + 2.00%	Prime + 0.75% or BA + 2.25%	Prime + 0.75% or BA + 2.00%
Maturity	July 31, 2020	July 31, 2020	July 31, 2020
Security	First charges on pledged properties	First charges on applicable pledged development property	First charges on applicable pledged development property
Other terms	Debt service, maximum leverage, occupancy & equity maintenance covenants	Debt service & maximum leverage covenants	Debt service, maximum leverage, occupancy & equity maintenance covenants
Line reservations available for letters-of-credit	\$2.0 million	\$1.5 million	\$0.5 million
Issued and outstanding	\$0.5 million	-	-

<sup>(1)</sup> Excludes unamortized finance charges.

Funding is secured by first mortgage charges on properties or development properties as applicable. The Trust must maintain certain financial ratios to comply with the facilities. As of September 30, 2019, all debt covenants in respect of the above facilities have been maintained.

Costs of development activities are generally funded by a combination of debt and equity. Timing of development activities or whether a development project is launched at all (including those listed in Part I of this MD&A under the heading "Development Pipeline and Acquisitions/Dispositions – Development Pipeline") is dependent on tenant demand and availability of capital, among other factors. Plaza's operating facility is generally used to fund the equity portion of development projects. Plaza's existing development facilities or new construction loans entered into (generally in the case where Plaza has partners in a development) are used to fund construction costs until permanent long-term financing is placed on the finished development. Given the rotation of development projects onto, and off of, the development facilities and the availability of specific construction financing when required, Plaza's facilities and its debt capacity are sufficient to fund ongoing planned and committed development expenditures.

#### Mortgage Bonds

Mortgage bonds are secured by either property or cash. The mortgage bonds terms are as follows:

(000s)	Series X	Series XII
Interest rate	5.00%	5.50%
Maturity date	June 25, 2020	July 15, 2022
Amount	\$6,000	\$3,000

The Series X and XII mortgage bonds can be deployed up to 90% of the cost of a property under a first or second charge on that property. If it is a second charge, the total debt, including mortgage bonds, cannot exceed 90%. These mortgage bonds can be reallocated to different properties from time to time as required.

On July 8, 2019 the Series XI mortgage bonds matured and were paid out.

## Plaza Retail REIT

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### Debentures

Convertible and non-convertible debentures are subordinate and unsecured. Convertible debentures are recorded at fair value and changes in the fair value are recorded quarterly in profit and loss. The debenture terms are as follows:

(000s)	Convertible Series E	Convertible Series VII	Non-convertible Series I	Non-convertible Series II
Interest rate	5.10%	5.50%	5.00%	5.00%
Conversion price	\$5.65	\$6.04	n/a	n/a
Par call date	April 1, 2022	June 30, 2020	n/a	n/a
Maturity date	March 31, 2023	June 30, 2021	May 2, 2021	February 28, 2022
Face amount	\$47,250	\$5,500	\$3,860	\$6,000

### Mortgages

#### Fixed Rate Mortgages

During 2019, the Trust closed \$144.2 million in fixed rate financing, with a weighted average term of 9.2 years and a weighted average interest rate of 3.92%. The Trust's consolidated share of the long-term financing obtained is \$74.6 million.

Long-term financing obtained in 2019 held in non-consolidated investments includes:

- a fixed term loan in the amount of \$11.0 million with a term of 10 years and an interest rate of 3.67%. This property is held in a non-consolidated investment of which the Trust owns 25%;
- fixed term loans totaling \$6.5 million with a term of 6.0 years and an interest rate of 3.32%. These loans are secured by properties located in Amherstview and Port Perry, ON and are held in a non-consolidated investment of which the Trust owns 50%. These mortgages are funded by a variable rate that has an interest rate swap in place, thereby fixing the variable interest rate; and
- fixed term loans were early extended with the existing lender for \$36 million with a weighted average term of 10.0 years and a weighted average interest rate of 4.7%. These loans are secured by properties located in Montreal, QC and are held in a non-consolidated investment of which the Trust owns 10%.

Subsequent to quarter end, fixed term loans were obtained for \$17.3 million with a term of 10.0 years and an interest rate of 3.44%. The Trust's consolidated share of the long-term financing is \$6.7 million. These loans are secured by properties located in Brockville, ON, St. Jerome, QC, Miramichi, NB and St. John's, NL.

#### Variable Rate Mortgages

During 2019, the Trust obtained a total of \$44.8 million in variable rate financing, with a weighted average term of 2.2 years and a weighted average current variable interest rate of 4.9%, at the current prime rate. The Trust's consolidated share of the variable rate financing drawn in 2019 is \$13.6 million.

Variable rate financing obtained in 2019 includes:

- an unsecured variable-rate interest-only loan in the amount of \$1.2 million (at Plaza's consolidated share) in connection with the acquisition of a property. The loan has a term of 5 years and a rate of prime plus 1.05% with a minimum 5.00% rate;
- a \$10.1 million secured non-revolving construction facility. The loan has a term of 2 years and a rate of prime plus 1.00% or BAs plus 2.25%. At September 30, 2019, \$8.9 million has been drawn on the loan;
- a \$6.6 million variable rate secured construction loan/credit facility in connection with the acquisition of a redevelopment project. The loan bears interest at prime plus 1.25% or BAs plus 2.75%, and matures on November 30, 2019. At September 30, 2019, \$5.5 million has been drawn on the loan, of which \$3.5 million has been drawn in 2019. Subsequent to quarter-end, this facility was renewed to May 31, 2020; and
- a construction facility for \$27.4 million was entered into with a term of 2.0 years and an interest rate of prime plus 0.75% or BA plus 2.0%. As of November 5, 2019, \$17.7 million has been drawn of which \$7.6 million was used to repay a portion of a land loan for the same property. This facility is held in a non-consolidated investment for a property located in St. John's, NL of which the Trust owns 50%.

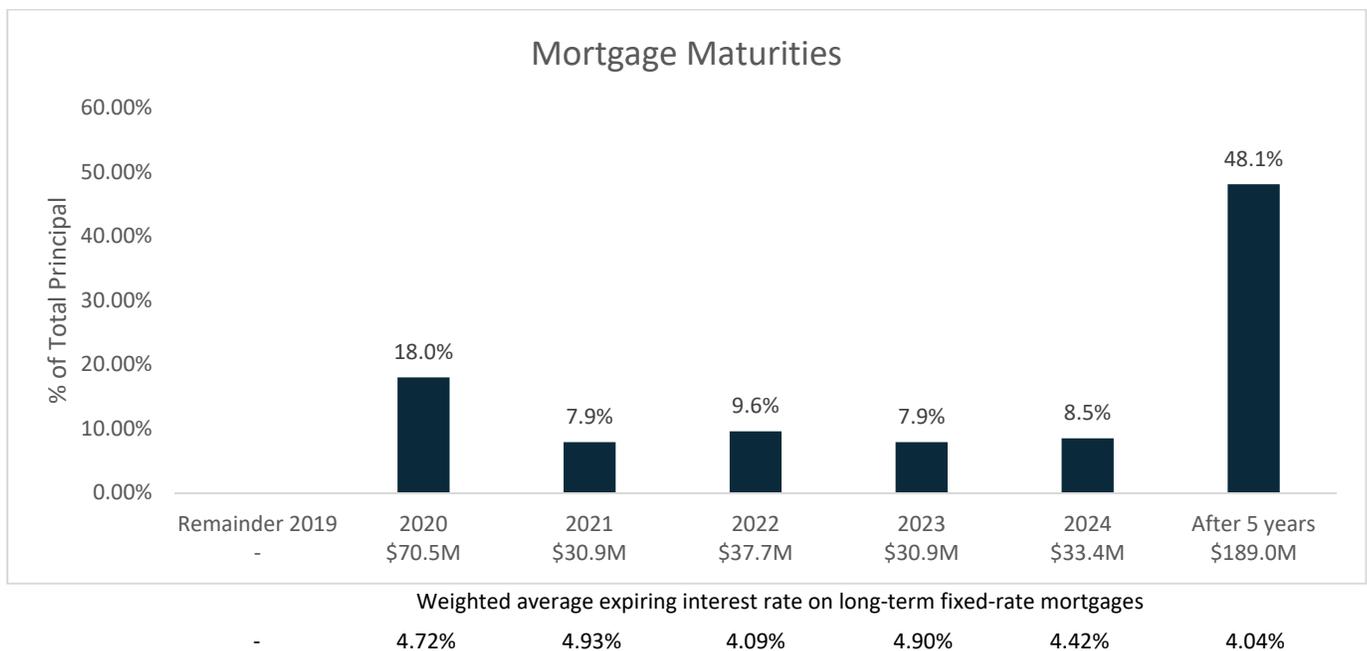
## Plaza Retail REIT

In January 2018, the Trust obtained a \$14.9 million variable rate secured construction loan/credit facility in connection with the acquisition of a redevelopment project. Upon the sale of a 50% co-ownership interest in the underlying property in the second quarter of 2018, 50% of this facility was assumed by the partner. This loan was repaid during the quarter ended September 30, 2019 when long term financing was obtained for this property.

The Trust's strategy is to balance maturities and terms on new debt with existing debt maturities to minimize maturity exposure in any one year and to reduce overall interest costs. Maintaining or improving the average cost of debt will be dependent on market conditions at the time of refinancing. Plaza's debt strategy involves maximizing the term of long-term debt available based on the tenant profiles for the assets being financed, at current market rates, in order to stabilize cash flow available for reinvestment and distribution payments.

As a conservative interest rate risk management practice, the Trust's use of floating-rate debt is generally limited to its operating line (to fund ongoing operations and acquisitions) and its development lines/construction loans (until long term fixed-rate mortgage financing is placed on the completed development projects).

The following is a maturity chart of mortgages by year:



The weighted average term to maturity for the long-term mortgages is 5.8 years. The average remaining repayment (amortization) period on long-term mortgage debt is 21.9 years.

## Plaza Retail REIT

### Debt Service Ratios

Plaza's summary of EBITDA and debt service ratios for the three and nine months ended September 30, 2019, compared to the three and nine months ended September 30, 2018 is presented below:

	3 Months Ended September 30, 2019 (unaudited)	3 Months Ended September 30, 2018 (unaudited)	9 Months Ended September 30, 2019 (unaudited)	9 Months Ended September 30, 2018 (unaudited)
<b>(000s – except debt service ratios)</b>				
<b>Profit and total comprehensive income for the period</b>	\$ 10,076	\$ 6,983	\$ 43,320	\$ 11,144
Add (deduct):				
Income taxes	129	178	786	362
Finance costs	7,508	6,478	22,349	20,086
Finance costs - convertible debenture issuance costs	-	-	-	2,280
Fair value adjustment to investment properties	(1,644)	2,726	(19,758)	8,540
Fair value adjustment to investments	537	20	(96)	2,910
Fair value adjustment to convertible debentures	265	(396)	4,479	137
Fair value adjustment to Class B exchangeable LP units	322	(202)	679	(76)
Fair value adjustment to restricted share units	26	(12)	41	(2)
Fair value adjustment to interest rate swaps and bond forwards	239	(40)	1,772	(89)
Fair value adjustment to right-of-use land lease assets	166	-	494	-
Equity accounting adjustment for interest rate swaps and bond forwards	1	(25)	(6)	(58)
<b>EBITDA</b>	<b>\$ 17,625</b>	<b>\$ 15,710</b>	<b>\$ 54,060</b>	<b>\$ 45,234</b>
Finance costs <sup>(1)</sup>	\$ 7,467	\$ 6,446	\$ 22,158	\$ 19,784
Periodic mortgage principal repayments <sup>(2)</sup>	2,837	2,685	8,573	8,032
<b>Total debt service</b>	<b>\$ 10,304</b>	<b>\$ 9,131</b>	<b>\$ 30,731</b>	<b>\$ 27,816</b>
<b>Debt service ratios</b>				
Interest coverage ratio	<b>2.36 times</b>	2.44 times	<b>2.44 times</b>	2.29 times
Debt coverage ratio	<b>1.71 times</b>	1.72 times	<b>1.76 times</b>	1.63 times

<sup>(1)</sup> Excludes mark-to-market adjustments, loan defeasance and early mortgage discharge fees and distributions on Class B exchangeable LP units recorded in finance costs.

<sup>(2)</sup> Includes land lease principal repayments

For the three months ended September 30, 2019, the interest and debt coverage ratios were slightly lower than the prior year mainly due to the new accounting standard relating to leases. Under the new rules in effect January 1, 2019, Plaza's land leases have been required to be recorded on the balance sheet. Payments to land lessors are no longer recorded in NOI. Instead, an imputed interest expense on the land lease liability is recorded in finance costs. Principal repayments are booked directly on the balance sheet reducing the land lease liability recorded. The new standard has been implemented prospectively and therefore prior year comparatives have not been restated. As it pertains to the above debt service ratios, the prior year numbers had land lease expense reducing the numerator (EBITDA), while the current year numbers have the imputed interest expense and the principal repayments on the land lease liability increasing the denominator (total debt service). Without the new accounting rules, and calculating the ratios on a basis consistent with the prior year, the interest and debt coverage ratios would have been consistent with the prior year.

For the nine months ended September 30, 2019, the interest and debt coverage ratios were significantly higher than the prior year mainly due to \$5.6 million in lease buyout revenues recorded in the current year.

The debt coverage and interest coverage ratios exceed the requirements under borrowing arrangements.

## Plaza Retail REIT

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### Debt to Gross Assets

Plaza's debt to gross assets is presented below:

	September 30, 2019	September 30, 2018	December 31, 2018
<b>Debt to gross assets:</b>			
Including convertible debentures <sup>(1)</sup>	56.6%	53.2%	54.7%
Excluding convertible debentures	52.0%	48.2%	49.7%

<sup>(1)</sup> Convertible debentures valued at cost.

The increase in debt to gross assets over the prior year relates to the new accounting standards on leases implemented on January 1, 2019 requiring Plaza to record a land lease liability and right-of-use land lease asset on its books. This standard has been implemented prospectively and therefore prior year comparatives have not been restated. Excluding land leases and excluding convertible debentures, the debt to gross assets ratio is 49.5%; excluding land leases and including convertible debentures, the ratio is 54.2%. The Trust's general philosophy is to maintain its leverage at no more than approximately 50% excluding convertible debentures and approximately 55% including convertible debentures. By its Declaration of Trust, Plaza is limited to an overall indebtedness ratio of 60% excluding convertible debentures and 65% including convertible debentures.

### Units

If all rights to convert units under the provisions of convertible debt were exercised and exchangeable LP units were exchanged, the impact on units outstanding would be as follows:

<b>At November 5, 2019 (000s) (unaudited)</b>	<b>Units</b>
Current outstanding units	102,204
Class B exchangeable LP units	1,191
Series VII convertible debentures	911
Series E convertible debentures	8,363
<b>Total adjusted units outstanding</b>	<b>112,669</b>

On September 26, 2019, the Trust announced that it had received approval from the TSX for the renewal of its normal course issuer bid ("NCIB") for a further year. The period of the renewed NCIB commenced on September 28, 2019, with purchases able to be made as at the open of markets on September 30, 2019, and will conclude on the earlier of the date on which purchases under the bid have been completed and September 27, 2020. Under the terms of the renewed NCIB, the Trust can purchase up to 8,096,331 of its issued and outstanding units through the facilities of the TSX and any alternative trading system in Canada. Subject to certain prescribed exemptions and any block purchase made in accordance with the rules of the TSX, daily purchases made by the Trust may not exceed 12,433 units, representing 25% of the average daily trading volume of the units on the TSX for the six-month period ended August 31, 2019 (being 49,733 units). All units that are purchased under the renewed NCIB will be cancelled (on a monthly basis, on or before the record date for each monthly distribution). Unitholders may obtain a copy of the NCIB renewal notice, without charge, by contacting the Trust.

Plaza also entered into a new automatic securities purchase plan agreement (the "Plan") with its designated broker in order to facilitate purchases of units under the renewed NCIB. The Plan, which was pre-cleared by the TSX, allows for purchases of units by Plaza at times when it would ordinarily not be permitted to make purchases due to regulatory restrictions or self-imposed blackout periods. The Plan will terminate on September 27, 2020.

Under its previous NCIB, which expired on September 27, 2019, Plaza purchased a total of 579,389 units at a weighted average price of \$4.1984 per unit. Plaza also purchased 4,900 units to date under the renewed NCIB at a weighted average price of \$4.4390, resulting in a total of 584,289 units being repurchased for cancellation for the nine months ended September 30, 2019.

Subsequent to quarter end, an additional 48,500 units have been repurchased under the normal course issuer bid at an average unit price of \$4.46.

### Land Leases

Return on invested cash or equity is a measure Plaza uses to evaluate development and strategic acquisitions. Investing in a project subject to a land lease reduces the cash equity required for an individual project and increases the number of projects which can be undertaken with available capital. This spreads risk and enhances overall unitholder return. In some instances, use of a land lease will enhance project feasibility where a project might not otherwise be undertaken without use of a land lease.

In January 2016, the IASB issued IFRS 16, *Leases* (“IFRS 16”). The new standard replaced the previous lease guidance in IFRS and related interpretations, requiring lessees to bring most leases on their balance sheet. Lessor accounting remains similar to the current standard and the distinction between operating and finance leases is retained. The new standard was effective beginning January 1, 2019.

The Trust has investment properties located on land which is leased. Under the former lease standard, these leases were accounted for as operating leases and the related lease payments were expensed. Under the new lease standard, a right-of-use (“ROU”) asset and a land lease liability have been recorded along with the corresponding financing charges. The ROU asset is accounted for as investment property, as these land leases meet the definition of investment property under IAS 40, *Investment property*.

At transition, for leases classified as operating leases under the old standard, lease liabilities were measured at the present value of the remaining lease payments, discounted at the Trust’s incremental borrowing rate as at January 1, 2019. The Trust elected to measure all its ROU assets at an amount equal to the lease liability, adjusted for any prepaid or accrued lease payments.

As at January 1, 2019, the Trust recognized lease liabilities of \$60.4 million recorded as land lease liability and ROU assets of \$60.4 million in investment properties on its balance sheet. The nature and timing of the related expenses has changed under the new standard, as IFRS 16 replaces the straight-line operating lease expense recorded in NOI with interest expense on lease liabilities. Changes in the fair value of the ROU asset are also now being recorded.

Land lease commitment at December 31, 2018, as disclosed in the Trust’s consolidated financial statements	\$ 141,181
Additional land lease commitments upon transition <sup>(1)</sup>	17,541
Total land lease liability commitments	158,722
Discounted using the incremental borrowing rate at January 1, 2019	(98,285)
Land lease liability recognized at January 1, 2019	\$ 60,437

<sup>(1)</sup> Land lease commitments upon transition represent those leases that, in the opinion of management, will be renewed for terms beyond the current contractual commitments based on the estimated useful lives of the investment properties occupying the leased land.

When measuring lease liabilities for leases that were classified as operating leases, the Trust discounted lease payments using its incremental borrowing rate at January 1, 2019. The weighted average rate applied was 4.67%.

The Trust has 26 long-term land leases (affecting 25 properties). One of the land leases relates to shared parking facilities. Land leases expire (excluding any non-automatic renewal periods) on dates ranging from 2022 to 2084 with an average life of 40 years, with some of the leases also containing non-automatic renewal options, extending the average life of the leases to 65 years including these non-automatic renewal options. Of the 26 land leases, 10 of the land leases have options to purchase, generally at fair market value. At September 30, 2019, the recorded amount of the right-of-use asset and land lease liability is \$59.9 million.

## Plaza Retail REIT

### Gross Capital Additions Including Leasing Fees:

(000s)	3 Months Ended September 30, 2019 (unaudited)	3 Months Ended September 30, 2018 (unaudited)	9 Months Ended September 30, 2019 (unaudited)	9 Months Ended September 30, 2018 (unaudited)
<b>Existing properties</b>				
Leasing commissions	\$ 63	\$ 105	\$ 226	\$ 285
Other leasing costs	554	839	1,504	1,380
	617	944	1,730	1,665
Maintenance capital expenditures	519	120	1,142	794
<b>Total capital additions – existing properties</b>	<b>1,136</b>	<b>1,064</b>	<b>2,872</b>	<b>2,459</b>
<b>Development/redevelopment properties</b>				
Leasing commissions	64	76	97	429
Other leasing costs	755	2,647	5,055	7,711
Capital additions	5,523	1,323	11,454	6,808
<b>Total capital additions - developments/redevelopments</b>	<b>6,342</b>	<b>4,046</b>	<b>16,606</b>	<b>14,948</b>
<b>Total gross additions per statements of cash flows</b>	<b>\$ 7,478</b>	<b>\$ 5,110</b>	<b>\$ 19,478</b>	<b>\$ 17,407</b>
<b>Reconciliation of leasing costs for AFFO purposes</b>				
Leasing costs – existing properties per above	\$ 617	\$ 944	\$ 1,730	\$ 1,665
Internal leasing salaries	181	252	784	978
<b>Total leasing costs – existing properties for AFFO purposes</b>	<b>\$ 798</b>	<b>\$ 1,196</b>	<b>\$ 2,514</b>	<b>\$ 2,643</b>

## COMMITMENTS AND CONTINGENT LIABILITIES

### Commitments

The Trust has \$6.3 million in short-term commitments in respect of development activities. Management believes that Plaza has sufficient unused bank line availability, and/or mortgage bond deployment potential, to fund these commitments.

The Trust's estimated commitments at September 30, 2019 in respect of certain projects under development and other long-term obligations are as follows:

	Remainder 2019	Year 1 2020	Year 2 2021	Year 3 2022	Year 4 2023	Year 5 2024	After 5 Years	Face Value Total
Mortgages – periodic payments	\$2,771	\$10,966	\$9,462	\$9,111	\$7,539	\$7,207	\$25,879	\$72,935
Mortgages – due at maturity	-	70,532	30,896	37,708	24,664	31,622	189,013	384,435
Development lines of credit	-	26,929	-	-	-	-	-	26,929
Construction loans	-	5,479	8,855	-	-	-	-	14,334
Unsecured interest-only fixed rate loan	-	-	-	-	6,193	1,800	-	7,993
Unsecured interest-only variable rate loan	-	-	-	-	-	1,171	-	1,171
Bank indebtedness	-	23,514	-	-	-	-	-	23,514
Mortgage bonds payable	-	6,000	-	3,000	-	-	-	9,000
Debentures <sup>(1)</sup>	-	-	9,360	6,000	47,250	-	-	62,610
Right-of-use land leases	821	3,289	3,336	3,325	3,292	3,331	121,921	139,315
Development activities	3,355	2,925	-	-	-	-	-	6,280
<b>Total contractual obligations</b>	<b>\$6,947</b>	<b>\$149,634</b>	<b>\$61,909</b>	<b>\$59,144</b>	<b>\$88,938</b>	<b>\$45,131</b>	<b>\$336,813</b>	<b>\$748,516</b>

<sup>(1)</sup> Stated at face value.

**Contingent Liabilities**

The Trust has contingent liabilities as original borrower on three mortgages partially assumed by the purchasers of the underlying properties, where a 75% interest in each was sold in 2009. These commitments are subject to indemnity agreements. These sales did not relieve the Trust's obligations as original borrower in respect of these mortgages. The debt subject to such guarantees at September 30, 2019 totals \$4.9 million with a weighted average remaining term of 3.3 years. As well, the Trust has contingent liabilities as original borrower on seven mortgages partially assumed by the purchasers of the underlying properties, where a 50% interest in each was sold in November 2017. These commitments are subject to indemnity agreements. These sales did not relieve the Trust's obligations as original borrower in respect of these mortgages. The debt subject to such guarantees at September 30, 2019 totals \$8.0 million with a weighted average remaining term of 5.2 years.

The Trust guarantees mortgage debt in excess of its pro-rata position in joint ventures and non-consolidated subsidiaries in the amount of \$15.0 million. As well, the Trust has a guarantee in excess of its ownership percentage to the mortgagee on one property in the amount of \$513 thousand. This amount is subject to cross-guarantees by the other co-owners.

PART IV

SUMMARY OF SELECTED QUARTERLY INFORMATION

Plaza's summary of selected quarterly information for the last eight quarters is presented below:

(000s except per unit and percentage data) (unaudited)	Q3' 19	Q2'19	Q1'19	Q4'18	Q3'18	Q2'18	Q1'18	Q4'17
Total revenue <sup>(1)</sup>	\$28,437	\$28,491	\$33,858	\$26,162	\$27,077	\$28,639	\$23,558	\$26,461
Property rental revenue	\$26,868	\$26,373	\$31,747	\$26,068	\$25,723	\$26,260	\$25,966	\$25,679
Net property operating income	\$18,015	\$16,449	\$21,478	\$15,740	\$16,699	\$16,125	\$15,360	\$15,489
Profit (loss) and total comprehensive income (loss)	\$10,076	\$16,954	\$16,290	\$1,068	\$6,983	\$7,327	\$(3,166)	\$9,530
Distributions per unit	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢	6.75¢
Funds from operations per unit – basic	9.8¢	8.1¢	12.8¢	7.9¢	9.0¢	8.2¢	7.9¢	8.2¢
Funds from operations per unit – diluted	9.6¢	8.0¢	12.3¢	7.8¢	8.9¢	8.2¢	7.9¢	8.2¢
Adjusted funds from operations per unit – basic	8.4¢	7.2¢	11.7¢	7.2¢	7.8¢	7.0¢	7.2¢	7.6¢
Adjusted funds from operations per unit – diluted	8.3¢	7.2¢	11.3¢	7.2¢	7.8¢	7.0¢	7.2¢	7.6¢
Distributions as a percentage of basic FFO	71.5%	86.3%	54.9%	89.0%	77.4%	85.0%	88.1%	82.2%
Distributions as a percentage of basic AFFO	83.5%	97.2%	60.0%	97.5%	89.4%	99.5%	97.0%	89.1%
Gross Leasable Area (000s of sq. ft.) (at 100% and excluding non-consolidated investments and properties under development/redevelopment)								
Total income producing properties	6,406	6,418	6,430	6,430	6,358	6,326	6,065	5,547
Occupancy % (at 100% and excluding non-consolidated investments and properties under development/redevelopment)								
Total income producing properties	96.5%	96.5%	96.3%	96.2%	95.9%	95.4%	95.1%	95.2%

<sup>(1)</sup> Includes investment income, other income and share of profit of associates.

During the last eight quarters occupancy has remained high which contributes to stability of cash flow. Significant fluctuations in profit and loss are mainly due to non-cash fair value adjustments on the Trust's investment properties and debt instruments. Fair value adjustments are based on market parameters for which the Trust has no control.

Some of Plaza's leases have common cost recoveries from tenants linked to the consumer price index (CPI) or otherwise have caps on operating cost recoveries. At September 30, 2019, approximately 48.3% of the Trust's leased area is tied to a CPI cost recovery formula. As well, anchor tenant leases may restrict common area maintenance (CAM) cost recoveries. As a result of all of these factors, seasonal fluctuations in NOI, FFO and AFFO occur primarily due to winter costs as well as yearly repair and maintenance activities which typically occur in spring and early summer which may create inconsistencies in quarterly recovery revenues compared with quarterly expenses.

## **PART V**

### **RISKS AND UNCERTAINTIES**

All property investments are subject to a degree of risk and uncertainty. Property investments are affected by various factors including general economic conditions and local market circumstances. Local business conditions such as oversupply of space or a reduction in demand for space particularly affect property investments. Management attempts to manage these risks through geographic and retail asset class diversification in the portfolio. At September 30, 2019, the Trust held interests in 275 properties spread geographically across Canada. Some of the more important risks are outlined below. See Financial Risk Management Note 28 to the December 31, 2018 Consolidated Financial Statements of the Trust for further details. Also see the Trust's Annual Information Form dated March 27, 2019 for a complete list of risks and uncertainties.

#### **Interest Rate, Financing and Refinancing Risk**

Management attempts to lock in cash returns on assets for the longest period possible, considering exposure to debt maturing and leases expiring in any given year. Matching as closely as possible the debt term on a particular asset with its average lease term, helps ensure that any interest rate increases could be offset by increases in rental rates.

The Trust mitigates interest rate risk by maintaining the majority of its debt at fixed rates. Floating rate debt is typically used on its operating line of credit and for development or redevelopment projects as interim financing, until the projects are completed and are then able to attract the appropriate long-term financing. The hypothetical impact of a 1% change in interest rates would be approximately \$659 thousand. The Trust mitigates its exposure to fixed-rate interest risk on its debt by staggering maturities in order to avoid excessive amounts of debt maturing in any one year. If market conditions warrant, the Trust may attempt to renegotiate its existing debt to take advantage of lower interest rates. At existing financing rates, the Trust is able to obtain positive returns from debt financing. The quality of the Trust's projects and properties makes management believe it can obtain suitable long-term financing for those projects on completion of development as well as those properties with maturing existing debt. The Trust has an ongoing requirement to access the debt markets and there is a risk that lenders will not refinance such maturing debt on terms and conditions acceptable to the Trust or on any terms at all. Management believes that all debts maturing in 2019 or properties needing long term financing in 2019 will be able to be financed or refinanced as they come due.

From time to time Plaza may enter into derivative instruments to hedge the cash flow variability on future interest payments on anticipated mortgage financings from changes in interest rates until the time the mortgage interest rate is set.

#### **Credit Risk**

Credit risk mainly arises from the possibility that tenants may experience financial difficulty and will be unable to fulfill their lease commitments. Management mitigates this risk by ensuring that Plaza's tenant mix is diversified and heavily weighted to national tenants. Plaza also maintains a portfolio that is diversified geographically so that exposure to local business is lessened and Plaza limits loans granted under lease arrangements to credit-worthy mainly national tenants.

Currently one tenant, Shoppers Drug Mart/Loblaw's, represents 25.3% of current monthly base rents in place, while franchisees of KFC represent 5.7%. The top 10 tenants collectively represent approximately 54.9% of current monthly base rents in place. National and regional tenants represent 94.0% of the tenant base, based on base rents in place.

#### **Lease Roll-Over and Occupancy Risk**

Lease roll-over risk arises from the possibility that Plaza may experience difficulty renewing leases as they expire or in re-leasing space vacated by tenants.

Plaza's principal management of occupancy risk is the skewing of tenancies towards national tenants, the signing of longer term leases and significant pre-leasing of development space. As well, management attempts to stagger the lease expiry profile so that Plaza is not faced with a disproportionate amount of square footage of leases expiring in any one year. Management further mitigates this risk by maintaining a diversified portfolio mix by geographic location and ensuring that the Trust maintains a well-staffed and highly skilled leasing department.

One of Plaza's performance drivers is related to same-property occupancy levels. The majority of Plaza's leases in place are referred to as "net leases", meaning tenants reimburse Plaza fully for their share of property operating costs (subject to consumer price index adjustments in many cases) and realty taxes. Many of Plaza's operating costs and realty taxes are not immediately reduced by vacancy. Certain costs such as janitorial costs would not decline with a decline in occupancy.

## **Plaza Retail REIT**

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The hypothetical impact to NOI of a change in portfolio occupancy of 1% would be approximately \$600 thousand to \$1.0 million per annum. The analysis does not identify a particular cause of such changing occupancy and as a result, it does not reflect the actions management may take in relation to the changes.

### **Development and Acquisition Risk**

Plaza's external growth prospects will depend in large part on identifying suitable development, redevelopment and acquisition opportunities, pursuing such opportunities, conducting necessary due diligence, consummating acquisitions (including obtaining necessary consents) and effectively operating the properties acquired or developed by the Trust. If Plaza is unable to manage its growth and integrate its acquisitions and developments effectively, its business, operating results and financial condition could be adversely affected. Developments and acquisitions may not meet operational or financial expectations due to unexpected costs or market conditions, which could impact the Trust's performance.

### **Environmental Risk**

Plaza is subject to various laws relating to the environment which deal primarily with the costs of removal and remediation of hazardous substances such as asbestos or petroleum products. Environmental risk is relevant to Plaza's ability to sell or finance affected assets and could potentially result in liabilities for the costs of removal and remediation of hazardous substances or claims against Plaza. Management is not aware of any material non-compliance with environmental laws or regulations with regard to Plaza's portfolio, or of any material pending or threatened actions, investigations or claims against Plaza relating to environmental matters. Plaza manages environmental exposures in a proactive manner during every aspect of the property life cycle including extensive due diligence in respect of environmental risk before any purchase or development.

### **Status of the REIT**

Plaza is required to comply with specific restrictions regarding its activities and the investments held by it in order to maintain its mutual fund trust status. Should Plaza cease to qualify as a mutual fund trust, the consequences could be material and adverse. As well, Plaza conducts its affairs in order to qualify as a REIT under applicable tax statutes so that it retains its status as a flow-through vehicle for the particular year. Should Plaza not meet the conditions to qualify as a REIT in a particular year, it may be subject to tax similar to a corporation, which may have an adverse impact on it and its unitholders, on the value of the units and on its ability to undertake financings and acquisitions, and its distributable cash may be materially reduced. Management believes that it complies with both the mutual fund trust rules and the REIT rules.

**PART VI**

**RELATED PARTY TRANSACTIONS**

**Notes Payable to Related Parties**

The following non-interest bearing notes existed at the time of acquisition of properties in September 2000. The notes are repayable on sale or refinancing of the related asset.

<b>(000s)</b>	<b>September 30, 2019 (unaudited)</b>	December 31, 2018
<b>Non-interest bearing notes:</b>		
Entities owned (directly or indirectly), controlled or significantly influenced by Michael Zakuta, President (Chief Executive Officer and trustee)	<b>\$ 261</b>	\$ 261

**Bonds and Debentures Held**

The trustees, directly or indirectly, held mortgage bonds or debentures of the Trust as follows (stated at face value):

<b>(000s)</b>	<b>September 30, 2019 (unaudited)</b>	December 31, 2018
Earl Brewer (Chair of the Board and trustee)	<b>\$ 325</b>	\$ 450
Stephen Johnson (trustee)	<b>200</b>	300
Michael Zakuta	-	100
<b>Total</b>	<b>\$ 525</b>	\$ 850

No other trustee or key management personnel own mortgage bonds of the Trust at September 30, 2019.

**Other Related Party Transactions**

TC Land LP, an entity controlled by Michael Zakuta and Earl Brewer, leases nine parcels of land to the Trust at market rates, with a total annual rent of \$1.2 million. The land leases expire at various times from October 2043 to November 2047, subject to options to renew. All of these land leases have options to purchase, of which one is at a fixed price and the others are at fair market value. The business purpose of the leases was to enhance levered equity returns on the affected assets.

Earl Brewer and Michael Zakuta, directly or indirectly, hold interests in common with the Trust's 25% interest in the Gateway Mall, Sussex, NB. A subsidiary of the Trust manages the mall. At September 30, 2019 there is a \$6 thousand accounts receivable balance owing to the Trust for property management, leasing and development fees. For the nine months ended September 30, 2019, property management, development, financing and leasing fees of \$143 thousand were earned by a subsidiary of the Trust from this property. The \$405 thousand note receivable owing to the Trust at December 31, 2018, relating to short-term funding requirements for the construction of a retail pad on the property was repaid during the first quarter of 2019.

Until January 31, 2018, Earl Brewer and Michael Zakuta, directly or indirectly, held interests in common with the Trust's 10% interest in Northwest Plaza Commercial Trust, the owner of Northwest Centre, Moncton, NB. A subsidiary of the Trust manages the centre. On January 31, 2018, the Trust completed the acquisition of the remaining 90% of the issued and outstanding units of Northwest Plaza Commercial Trust that it did not already own. A special committee of independent trustees of the Trust was formed to review and approve the related party transaction. For the one month ended January 31, 2018, property management, development and leasing fees of \$18 thousand were earned by a subsidiary of the Trust from this property.

The Montreal office of Plaza Group Management Limited (a wholly-owned subsidiary of the Trust) shares office space with a company indirectly owned by Michael Zakuta in an office building owned by that related party. The Trust pays no basic minimum rent for the space.

## Plaza Retail REIT

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Earl Brewer and Michael Zakuta, directly or indirectly, hold interests in common with the Trust's 20% interest in Mountainview Plaza, Midland, ON and Park Street Plaza, Kenora, ON. A subsidiary of the Trust manages the malls. At September 30, 2019 there is \$5.9 million owed by the properties to the Trust which is recorded in notes and advances receivable. As well, there is a \$12 thousand accounts receivable balance owing to the Trust for property management, leasing and development fees. For the nine months ended September 30, 2019, property management, leasing, development and financing fees of \$145 thousand were earned by a subsidiary of the Trust from these properties.

Until January 31, 2018, Earl Brewer, Denis Losier and Michael Zakuta, directly or indirectly, held interests in common with the Trust's 10% interest in Shediac West Plaza, Shediac, NB. A subsidiary of the Trust manages the property. On January 31, 2018, the Trust completed the acquisition of the remaining 90% of the issued and outstanding units of Plazacorp – Shediac Limited Partnership that it did not already own. A special committee of independent trustees of the Trust was formed to review and approve the related party transaction. For the one month ended January 31, 2018, property management, leasing and development fees of \$2 thousand were earned by a subsidiary of the Trust from this property.

Earl Brewer and Michael Zakuta, directly or indirectly, hold interests in common with the Trust's 50% interest in two single-use properties located in Amherstview and Port Perry, ON. A subsidiary of the Trust manages the properties. For the nine months ended September 30, 2019, property management fees of \$4 thousand were earned by a subsidiary of the Trust from these properties.

Earl Brewer, James Petrie, Barbara Trenholm and Michael Zakuta, directly or indirectly, hold interests in common with the Trust's 25% interest in KGH Plaza, Miramichi, NB, a single-use property located at 681 Mountain Road, Moncton, NB, a single-use property located at 201 Main Street, Sussex, NB and Robie Street Truro Plaza, Truro, NS. A subsidiary of the Trust manages the properties. At September 30, 2019 there is a \$5 thousand accounts receivable balance owing to the Trust for property management, leasing and development fees. For the nine months ended September 30, 2019, property management, leasing and development fees of \$133 thousand were earned by a subsidiary of the Trust from these properties.

Earl Brewer and Michael Zakuta, directly or indirectly, hold interests in common with the Trust's 50% interest in Scott Street Plaza, St. Catharines, ON, and five single-use properties located at St. Joseph's Boulevard, Orleans, ON, Dufferin and Wilson, Perth, ON, Ontario Street Port Hope, Port Hope, ON, Civic Centre Road, Petawawa, ON and 615 King Street, Gananoque, ON. A subsidiary of the Trust manages the properties. For the nine months ended September 30, 2019, property management fees of \$24 thousand were earned by a subsidiary of the Trust from these properties.

Earl Brewer, Denis Losier and Michael Zakuta, directly or indirectly, hold interests in common with the Trust's 50% interest in the following eight properties: Boulevard Hebert Plaza and Victoria Street Plaza in Edmundston, NB; Grand Falls Shopping Center and Madawaska Road Plaza in Grand Falls, NB; Connell Road Plaza, Woodstock, NB; Welton Street Plaza, Sydney, NS; and Pleasant Street Plaza and Starrs Road Plaza in Yarmouth, NS. A subsidiary of the Trust manages the properties. At September 30, 2019 there is a \$44 thousand accounts receivable balance owing to the Trust for property management fees. For the nine months ended September 30, 2019, property management, leasing and development fees of \$201 thousand were earned by a subsidiary of the Trust from these properties.

## **PART VII**

### **DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING**

Disclosure controls and procedures (“DC&P”) are intended to provide reasonable assurance that material information is gathered and reported to senior management to permit timely decisions regarding public disclosure. Internal controls over financial reporting (“ICFR”) are intended to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Trust maintains appropriate DC&P and ICFR to ensure that information disclosed externally is complete, reliable and timely.

A control system, no matter how well conceived and operated, can provide only reasonable and not absolute assurance that the objectives of the control system are met. As a result of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected. These inherent limitations include, amongst other items: (i) that management’s assumptions and judgments could ultimately prove to be incorrect under varying conditions and circumstances; or (ii) the impact of isolated errors.

Additionally, controls may be circumvented by the unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any system of controls is also based, in part, upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions.

The Trust’s Chief Executive Officer and Chief Financial Officer evaluated, or under their supervision caused to be evaluated, the design of the Trust’s DC&P and ICFR at September 30, 2019. Based on that evaluation they determined that the Trust’s DC&P and ICFR were appropriately designed based on the criteria established in the *Internal Control – Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

During the nine months ended September 30, 2019, there were no changes in the Trust’s ICFR that occurred that have materially affected, or are reasonably likely to materially affect, the Trust’s ICFR.

### **CRITICAL ACCOUNTING POLICIES**

#### **Critical Accounting Estimates**

The preparation of the Trust’s Consolidated Financial Statements requires management to make judgments, estimates and assumptions that affect the reported amounts of certain assets and liabilities at the reporting date and the reported amounts of revenues and expenses during the reporting period. The significant estimates and judgments include the assessment of fair values, the discount rates used in the valuation of the Trust’s assets and liabilities, capitalization rates, the relative credit worthiness of the Trust to its counterparties, the determination of the accounting basis for investments and joint arrangements, the amount of borrowing costs to capitalize to properties under development and the selection of accounting policies.

(i) Investment properties

One significant judgment and key estimate that affects the reported amounts of assets at the date of the Consolidated Financial Statements and the reported amounts of profit or loss during the period, relates to property valuations. Investment properties, which are carried on the consolidated statements of financial position at fair value, are valued either by the Trust or by external valuers. The valuation of investment properties is one of the principal estimates and uncertainties of the financial statements. The valuations are based on a number of assumptions, such as appropriate capitalization rates and estimates of future rental income, operating expenses and capital expenditures. These investment properties are sensitive to fluctuations in capitalization and discount rates.

Specifically, the fair value of investment properties is based on a combination of external appraisals and internal valuations as noted below. Management undertakes a quarterly review of the fair value of its investment properties to assess the continuing validity of the underlying assumptions, such as cash flows and capitalization rates. Where increases or decreases are warranted, the Trust adjusts the fair values of its investment properties. Related fair value gains and losses are recorded in profit and loss in the period in which they arise.

## Plaza Retail REIT

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(a) External appraisals

Independent appraisals are obtained in the normal course of business, generally as refinancing activities require them, and as applicable, the fair value of various investment properties is based on these external appraisals.

(b) Internal approach – direct capitalization income approach

Under this approach the Trust determines the fair value based upon capitalization rates applied to budgeted normalized net operating income (property revenue less property operating expenses). Normalized net operating income adjusts net operating income for things like market property management fees, or in the case of development properties, to reflect full intended occupancy (less a normal vacancy allowance). The key assumption is the capitalization rate for each specific property. The Trust receives quarterly capitalization rate matrices from an external independent appraiser. The capitalization rate matrices provide a range of rates for various geographic regions and for various types and qualities of properties within each region. The Trust utilizes capitalization rates within the range of rates provided. To the extent that the externally provided capitalization rate ranges change from one reporting period to the next or should another rate within the provided ranges be more appropriate than the rate previously used, the fair value of the investment properties would increase or decrease accordingly.

At September 30, 2019 a decrease of 0.25% in the capitalization rates used to determine the fair value of investment properties would have resulted in an increase in investment properties of approximately \$36.9 million. An increase of 0.25% in the capitalization rates used would have resulted in a decrease in investment properties of approximately \$34.3 million.

### FUTURE ACCOUNTING POLICY CHANGES

Please refer to Note 3 to the Consolidated Financial Statements for the year ended December 31, 2018 for details about future accounting policy changes.

### EXPLANATION OF NON-IFRS MEASURES USED IN THIS DOCUMENT

The below-noted measures are not defined by IFRS, and therefore should not be considered as alternatives to profit or net income calculated in accordance with IFRS.

**Funds From Operations (FFO) and Adjusted Funds From Operations (AFFO)** are not IFRS financial measures. FFO and AFFO are industry terms commonly used in the real estate industry and their calculations are prescribed in publications of the Real Property Association of Canada (REALpac). Plaza calculates FFO and AFFO in accordance with REALpac's publications.

In late 2016, REALpac undertook an initiative to prescribe definitions for certain non-IFRS financial measures used in the real estate industry, such as AFFO (whereas previously a prescribed definition only existed for FFO). The new guidelines were issued in March 2017 and Plaza adopted the new definition for AFFO, as this is a non-IFRS financial measure that has always been used and reported by Plaza.

FFO and AFFO as calculated by Plaza may not be comparable to similar titled measures reported by other entities. FFO is an industry standard widely used for measuring operating performance and is exclusive of unrealized changes in the fair value of investment properties, deferred income taxes and gains or losses on property dispositions. AFFO is an industry standard widely used for measuring recurring or sustainable economic operating performance and AFFO further primarily adjusts FFO for operating capital and leasing (both internal and external) requirements that must be made to preserve the existing rental stream. Capital expenditures which generate a new investment or revenue stream, such as the development of a new property or the construction of a new retail pad during property expansion or intensification would not be included in determining AFFO. See the reconciliation of FFO and AFFO to profit for the period attributable to unitholders in Part II of this MD&A under the heading "Property and Corporate Financial Performance".

Plaza considers FFO and AFFO meaningful additional measures as they adjust for certain non-cash and other items that do not necessarily provide an appropriate picture of the Trust's recurring performance. They more reliably show the impact on operations of trends in occupancy levels, rental rates, net property operating income, interest costs and sustaining capital expenditures compared to profit determined in accordance with IFRS. As well, FFO and AFFO allow some comparability amongst different real estate entities using the same definition of FFO and AFFO.

**FFO per unit and AFFO per unit** are not IFRS financial measures. Plaza calculates FFO per unit and AFFO per unit as FFO or AFFO divided by the weighted average number of units outstanding.

**Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)** is not an IFRS financial measure. EBITDA, as calculated by Plaza, may not be comparable to similarly titled measures reported by other entities. EBITDA is used in calculations that measure the Trust's ability to service debt. Its calculation is profit before finance costs, income tax expense, gains/losses on property dispositions, unrealized changes from fair value adjustments, transaction costs expensed as a result of the purchase of a business or properties, and net revaluation of interest rate swaps. See the reconciliation of EBITDA to profit for the period in Part III of this MD&A under the heading "Capital Resources, Equity and Debt Activities – Debt Service Ratios".

**Same-Asset Net Property Operating Income (Same-asset NOI)** is not an IFRS financial measure. Same-asset NOI, as calculated by Plaza, may not be comparable to similarly titled measures reported by other entities. Same-asset NOI is used by Plaza to evaluate the period over period performance of those properties owned by Plaza since January 1, 2017, and excludes partial year results from certain assets due to timing of acquisition, development, redevelopment or disposition. Its calculation is revenues less operating expenses for the same-asset pool of properties. The revenues or operating expenses exclude the impact of non-cash straight-line rent, administrative expenses charged to NOI, property tax settlements and lease buyout revenue. Excluding these items enables the users to better understand the period over period performance for a consistent pool of assets from contractual rental rate changes embedded in lease agreements, and the impact of leasing and occupancy on the same-asset portfolio. See the reconciliation of same-asset NOI to NOI in Part II of this MD&A under the heading "Property and Corporate Financial Performance".

### EXPLANATION OF ADDITIONAL IFRS MEASURES USED IN THIS DOCUMENT

**Net Property Operating Income (NOI)** is an industry term in widespread use. The Trust includes NOI as an additional IFRS measure in its consolidated statement of comprehensive income. NOI as calculated by Plaza may not be comparable to similar titled measures reported by other entities. Plaza considers NOI a meaningful additional measure of operating performance of property assets, prior to financing considerations. Its calculation is total revenues less total operating expenses as shown in the consolidated statements of comprehensive income (property revenues less total property operating costs).

### ADDITIONAL INFORMATION

Additional information relating to Plaza including the Management Information Circular, Material Change reports and all other continuous disclosure documents required by the securities regulators, are filed on the System for Electronic Document Analysis and Retrieval (SEDAR) and can be accessed electronically at [www.sedar.com](http://www.sedar.com) or on Plaza's website at [www.plaza.ca](http://www.plaza.ca).

### PROPERTIES OF THE TRUST

A chart listing the Trust's properties at September 30, 2019 can be accessed on Plaza's website at [www.plaza.ca](http://www.plaza.ca).