



**MANAGEMENT'S DISCUSSION AND ANALYSIS  
OF RESULTS OF  
OPERATIONS AND FINANCIAL CONDITION**

**SEPTEMBER 30, 2024**

**DATED: NOVEMBER 7, 2024**

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**PRESIDENT’S MESSAGE**

Fellow Unitholders:

This quarter has been marked by both challenges and opportunities, and I am proud to share how our strategies and resilience have positioned us for continued success. I would like to take a moment to reflect on our achievements, the dynamic landscape in which we operate and the exciting paths that lie ahead.

So far this year, we renewed roughly 900 thousand square feet and have secured approximately 195 thousand square feet of new leasing. This clearly demonstrates that retail fundamentals in Canada remain strong and is a testament to our high-quality retail portfolio and our team’s dedication and hard work. In addition, barriers to entry for quality retail real estate remain high and well-located retail space remains scarce. We have been able to capitalize on this environment by realizing very healthy leasing spreads. Our open-air centers continue to demonstrate our strongest renewal spreads, which remain north of 10%.

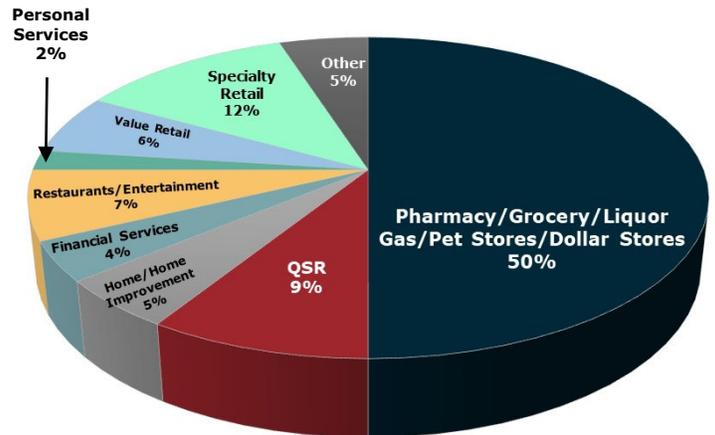
In a time when the retail sector is evolving rapidly, our commitment to adapting and meeting the needs of our tenants and communities has never been more crucial. In October, our leasing team attended the annual Shopping Centre conference in Toronto. Tenant presence was robust. We met with 40+ retailers at the event. This is a great opportunity for us to discuss their needs and future growth strategies. Despite our very low vacancy rate, these discussions remain vital to our success, as we have the opportunity to better understand tenant demand. There was a renewed sense of optimism in the air from the conference participants, as a result of recent drops in the Bank of Canada overnight rate.

Term debt continues to be readily available for our assets and pricing remains attractive. Lower rates will positively contribute to FFO growth through the remainder of the year and into 2025.

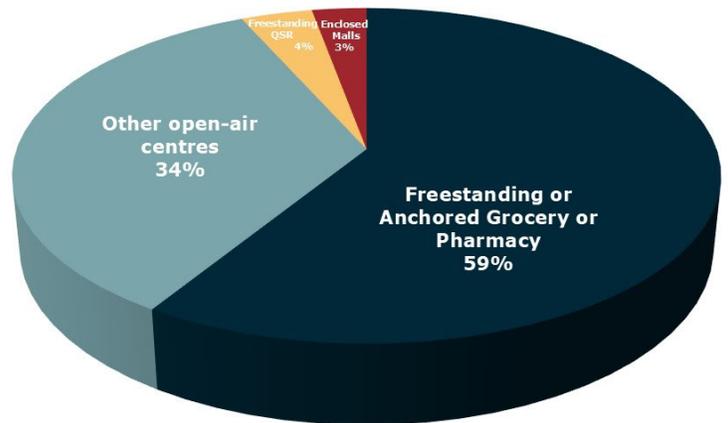
Our existing portfolio continues to perform very well. Strong tenant demand is creating material intensification opportunities within our existing portfolio. We are working to plan and execute on these intensification opportunities as we: 1) develop residual lands that we already own; 2) turn mothballed space or common areas into new retail units; 3) expand existing spaces; or 4) backfill vacant space in response to retailer demand. We look forward to sharing advancements as they materialize.

As our capital recycling program for 2024 comes to an end, we have achieved success in disposing of assets in excess of their book values, and at attractive hurdle rates. We will continue to pursue similar non-core asset sales in 2025, which will allow us to recycle capital into new opportunities as they present themselves.

**REVENUE BY RETAIL CATEGORY  
(based on base rents)**



**VALUE BY PROPERTY TYPE<sup>(1)</sup>**



(1) Excluding non-consolidated entities

## Plaza Retail REIT

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Finally, this marks my last formal message to our unitholders as President and Chief Executive Officer of Plaza REIT. We recently announced that Jason Parravano, our Chief Operating Officer, will assume the role of President and Chief Executive Officer of Plaza on January 2nd, 2025. On behalf of the organization, which I co-founded many years ago, I am pleased to hand over leadership of the business to Jason. As a unitholder, I am excited to watch how the business will continue to evolve for the years to come.

Once again, I wish to extend my thanks to all our stakeholders, including our unitholders for their continued support and our team members for their efforts and commitment.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael Zakuta".

Michael Zakuta  
President and CEO

## **PART I**

### **BASIS OF PRESENTATION**

Financial information contained in this Management's Discussion and Analysis ("MD&A") includes information up to November 7, 2024, and all information is current to that date, unless otherwise noted. The financial statements to which this MD&A relates were prepared in accordance with IFRS Accounting Standards, as issued by the International Accounting Standards Board ("IASB").

Unless the context indicates otherwise, references to "Plaza", the "Trust", "we", "us" and "our" in this MD&A refer to Plaza Retail REIT and its consolidated operations. This MD&A should be read in conjunction with the Trust's condensed interim consolidated financial statements and the notes thereto for the three and nine months ended September 30, 2024 and 2023. Historical results, including trends which might appear, should not, however, be taken as indicative of future operations, performance or results. This MD&A should also be read in context of "Forward-Looking Statements" as provided below.

This MD&A has been reviewed and approved by management of the Trust and authorized for issue by the Audit Committee on behalf of the board of trustees (the "Board").

All amounts in this MD&A are reported in thousands of Canadian dollars, except where otherwise noted.

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

In addition to using financial measures determined in accordance with IFRS Accounting Standards, Plaza also measures performance using certain additional non-GAAP financial measures and reports on these measures in this MD&A so that investors may do the same, including: funds from operations ("FFO"); adjusted funds from operations ("AFFO"); earnings before interest, taxes, depreciation and amortization ("EBITDA"); net property operating income ("NOI"); and same-asset net property operating income ("same-asset NOI"). These measures are widely used in the Canadian real estate industry and Plaza believes they provide useful information for both management and investors in measuring the financial performance and financial condition of the Trust. These financial measures do not have any standardized definitions prescribed by IFRS Accounting Standards and, therefore, may not be comparable to similar titled measures reported by other real estate investment trusts or entities. Please refer to Part VII of this MD&A under the heading "Explanation of Non-GAAP Measures" for definitions of these financial measures and where to find reconciliations thereof.

### **FORWARD-LOOKING STATEMENTS**

Certain information in this MD&A contains forward-looking statements that reflect Plaza's current estimates, beliefs and assumptions, which are based on management's perception of historic trends, current conditions and future expectations, as well as other factors it believes are appropriate in the circumstances. Forward-looking statements are subject to numerous known and unknown risks and uncertainties, including those described under the heading "Risks and Uncertainties" in Part V of this MD&A and under the heading "Risk Factors" in the Trust's Annual Information Form ("AIF") for the year ended December 31, 2023. This may cause the actual results, performance, and achievements of the Trust to differ materially from future results, performance or achievements expressed, implied, or projected by such forward-looking statements. Without limiting the foregoing, the words "believe", "expect", "continue", "anticipate", "could", "may", "intend", "will", "estimate", "outlook", "goal", "objective", "strive", "plan" and variations of such words and similar expressions suggesting future outcomes or events identify forward-looking statements, as they relate to the Trust and its management. Forward-looking statements (which involve significant risks and uncertainties and should not be read as guarantees of future performance or results) in this MD&A include, but are not limited to, statements about Plaza's objectives, plans goals, as well as statements related to the Trust's future growth potential, prospects and opportunities, cash flows, distributions, development and redevelopment activities, leasing expectations, financing, and the availability of financing sources. Specific statements with respect to anticipated events and expectations can be found in various sections of this MD&A, including but not limited to, "Business Environment and Outlook" and "Development Pipeline and Acquisitions/Dispositions – Development Pipeline" in Part I; "Strategy" and "Environmental, Social and Governance" in Part II; and "Operating Liquidity and Working Capital" and "Capital Resources, Equity and Debt Activities" in Part III.

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: changes in economic, retail, capital market, or debt market conditions, including recessions and changes in interest rates and the rate of inflation; supply chain constraints; competitive real estate conditions; Plaza's ability to lease or re-lease space at current or anticipated rents; changes in operating costs; the availability of development and redevelopment opportunities for growth; failure to realize anticipated benefits associated with development

## Plaza Retail REIT

and redevelopment initiatives and the timelines and costs related to such initiatives; demographic changes, including shifting consumer preferences, and changes in consumer behaviours which may result in a decrease in demand for physical space by retail tenants; tenant insolvencies or bankruptcies; and ability to adapt to environmental and social risks and in the context of the Trust's environmental, social and governance disclosures, additional factors such as the availability, accessibility and sustainability of comprehensive and quality data, and the development of applicable national and international laws, policies and regulations. This is not an exhaustive list of the factors that may affect Plaza's forward-looking statements. Other risks and uncertainties not presently known to Plaza could also cause actual results or events to differ materially from those expressed in forward-looking statements. Management believes that the estimates, beliefs, and assumptions reflected in its forward-looking statements are reasonable, however, management can give no assurance that actual results, performance or achievements will be consistent with these forward-looking statements.

Forward-looking statements in this MD&A reflect Plaza's expectations only as of the date of this MD&A. Except as required by applicable law, Plaza does not undertake to update or revise any forward-looking statements, whether as a result of new information or circumstances, future events or otherwise.

### OVERVIEW OF THE BUSINESS

Headquartered in Fredericton, New Brunswick, Plaza is an unincorporated, open-ended real estate investment trust (a "REIT") established pursuant to a declaration of trust dated as of November 1, 2013, amended as of March 26, 2020 (collectively the "Declaration of Trust"). Plaza is the successor to Plazacorp Retail Properties Ltd. ("Plazacorp"), which began operations in February 1999. Plaza trades on the Toronto Stock Exchange ("TSX") under the symbol "PLZ.UN".

Plaza is a developer, owner and manager of retail real estate located primarily in Ontario, Quebec and Atlantic Canada. It has more than a twenty-five-year history of accretive acquisitions, redevelopments and developments which have added high-quality real estate to Plaza's portfolio and contributed to growth in net asset value ("NAV") and FFO per unit. Some of the key attributes of Plaza's business model are:

- Plaza conducts its business in a manner to maximize NAV and FFO growth per unit and, accordingly, unitholder value;
- Plaza's entrepreneurial abilities allow it to adapt to changing market conditions;
- Plaza has developed strong relationships with leading retailers;
- Plaza's business is driven by value-add opportunities to develop and redevelop, for its own account, unenclosed retail real estate throughout Canada;
- Plaza strives to minimize the amount of short-term debt that it obtains, thereby locking in returns and minimizing financing risk;
- Plaza has a competitive advantage as a developer in Atlantic Canada; and
- Plaza is fully internalized and able to develop, redevelop, lease, manage and finance retail properties in-house.

### Summary of Properties

The Trust's portfolio at September 30, 2024, includes interests in 218 properties totaling approximately 8.8 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.

	Number of Properties September 30, 2024 <sup>(1)</sup>	Gross Leasable Area (sq. ft.) September 30, 2024 <sup>(1) (2)</sup>	Number of Properties December 31, 2023 <sup>(1)</sup>	Gross Leasable Area (sq. ft.) December 31, 2023 <sup>(1) (2)</sup>
Alberta	2	34,238	2	34,238
Manitoba	1	17,018	1	17,018
Newfoundland and Labrador	11	830,151	12	839,250
New Brunswick	49	1,970,325	53	1,992,318
Nova Scotia	28	1,232,969	32	1,246,012
Ontario	48	1,781,947	50	1,836,800
Prince Edward Island	10	558,856	10	559,493
Quebec	69	2,379,621	72	2,386,185
<b>Total</b>	<b>218</b>	<b>8,805,125</b>	<b>232</b>	<b>8,911,314</b>

(1) Includes properties under development and non-consolidated investments.

(2) 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 Plaza to take advantage of opportunities in the marketplace. Plaza has always been dedicated to growing the business and improving the quality of its portfolio through value-add developments and redevelopments, opportunistic acquisitions, and sales of non-core assets. Its properties are primarily leased to national retailers with a focus on retailers in the essential needs, value, and convenience market segments. These segments are generally more resilient and tend to withstand, and potentially outperform, broader economic conditions and provide stable cash flow.

Tenant demand for new space remains strong, particularly from grocers and other essential needs, value, and convenience retailers. Although construction costs continue to stabilize, Plaza will take a measured approach to new development and redevelopment, while striving to complete projects that are sustainable and profitable.

Reductions in the overnight rate have reduced interest costs for floating rate debt, but longer-term Government of Canada bond yields remain slightly volatile. We believe our conservative debt management philosophy – pursuant to which we have maintained a well-balanced debt maturity ladder, locked-in rates for longer terms, generally used small individual debt issuances and limited our exposure to the unsecured debt market – will continue to benefit the Trust and, among other things, help mitigate the impact of the current interest rate environment. Please see the discussion under “Risks and Uncertainties” in Part V for additional details.

**DEVELOPMENT PIPELINE AND ACQUISITIONS/DISPOSITIONS**

**Development Pipeline**

Development is an important component of Plaza’s business model, providing the Trust with an opportunity to add high quality real estate to its portfolio, at a reasonable cost. Plaza currently owns an interest in each of the following projects in planning, development or under construction which, upon completion, are expected to be accretive to Plaza’s earnings, create value and drive NAV growth:

Properties under development/redevelopment	Square Footage <sup>(1)</sup>	Ownership	Occupied or Committed at September 30, 2024 <sup>(4)</sup>	Anticipated Completion Date
<b>In Planning/In Development:</b>				
<b>Open-Air Centre:</b>				
The Shoppes at Galway, St. John’s, NL - Phase A <sup>(2)(3)</sup>	113,000	50%	n/a	2-3 years
The Shoppes at Galway, St. John’s, NL - Phase B <sup>(2)(3)</sup>	30,000	50%	0%	1-2 years
The Shoppes at Galway, St. John’s, NL - Phase C-E <sup>(2)(3)</sup>	86,000	50%	n/a	2-3 years
Lansdowne Plaza, Saint John, NB – Phase II <sup>(3)</sup>	2,000	100%	n/a	1-2 years
Niagara Street Plaza, Welland, ON	97,000	50%	36%	1-2 years
Les Immeubles SBT Drummondville, QC – Phase II.2	10,000	50%	n/a	1-2 years
Dieppe Boulevard Plaza, Dieppe, NB – Phase II <sup>(3)</sup>	15,700	100%	n/a	1-2 years
<b>Expansion:</b>				
Petitcodiac Plaza, Dieppe (Moncton), NB - Phase II.2 <sup>(3)</sup>	16,800	100%	n/a	2-3 years
Quispamsis Town Centre, Quispamsis, NB <sup>(3)</sup>	2,500	50%	n/a	1-2 years
Millidge Avenue PJC, Saint John, NB <sup>(3)</sup>	4,000	100%	n/a	1-2 years
1000 Islands Plaza, Brockville, ON	30,000	50%	n/a	2-3 years
L’Axe, Chicoutimi, QC	2,500	37.5%	n/a	1-2 years
<b>Under Construction:</b>				
<b>Open-Air Centre:</b>				
Les Immeubles SBT Drummondville, QC – Phase II.1 <sup>(3)</sup>	6,364	50%	100%	Q4 2024
The Shoppes at Galway, St. John’s, NL - Phase B <sup>(2)(3)</sup>	15,200	50%	100%	Q1 2025
<b>Expansion:</b>				
100 Saint-Jude Nord, Granby, QC – Phase II.2 <sup>(2)(3)</sup>	4,000	10%	100%	Q4 2024
L’Axe, Chicoutimi, QC	4,300	37.5%	70%	Q1 2025
<b>Total</b>	<b>439,364</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 developed or redeveloped. Of the total development gross leasable area (also referred to as “GLA”) above, 31,981 square feet are included in the Trust’s GLA at September 30, 2024.

## Plaza Retail REIT

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

In addition to the properties under development or redevelopment noted above, at September 30, 2024, there is excess density at existing properties which would represent approximately 36 thousand additional square feet of gross leasable area, at Plaza's ownership percentage. There are also two land assemblies under purchase agreement at September 30, 2024 and subject to due diligence and/or other conditions. If completed, these land purchases will represent an additional 131 thousand square feet of retail space, at Plaza's ownership percentage.

The total estimated costs for the developments and redevelopments (noted in the chart on the previous page) are between \$77 million and \$78 million, of which approximately \$34 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 under construction, the remaining costs to complete are between \$500 thousand and \$1 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 nine months ended September 30, 2024, the Trust disposed of the following:

<b>Properties Disposed (000s)</b>	<b>% Disposed</b>	<b>Gross Proceeds 9 Months Ended September 30, 2024</b>
Quick Service Restaurants and other non-core assets	100%	\$ 18,731
Non-core asset in Windsor, ON	100%	4,450
Total disposals		\$ 23,181
Less: assets previously held for sale		(1,140)
Disposals excluding assets previously held for sale		\$ 22,041

**SUMMARY OF SELECTED YEAR TO DATE INFORMATION**

<b>(000s, except as otherwise noted)</b>	<b>9 Months Ended September 30, 2024 (unaudited)</b>	<b>9 Months Ended September 30, 2023 (unaudited)</b>	<b>9 Months Ended September 30, 2022 (unaudited)</b>	
<b>Financial Amounts</b>				
Revenues	\$ 90,657	\$ 85,102	\$ 83,267	
NOI <sup>(1)</sup>	\$ 56,093	\$ 52,918	\$ 52,991	
Same-asset NOI <sup>(1)</sup>	\$ 53,984	\$ 52,491	N/A <sup>(3)</sup>	
FFO <sup>(1)</sup>	\$ 31,948	\$ 31,458	\$ 31,151	
AFFO <sup>(1)</sup>	\$ 25,873	\$ 25,360	\$ 25,660	
EBITDA <sup>(1)</sup>	\$ 54,486	\$ 52,724	\$ 52,291	
Profit and total comprehensive income	\$ 17,012	\$ 24,091	\$ 40,036	
Total assets	\$ 1,244,742	\$ 1,262,049	\$ 1,257,585	
Total non-current liabilities <sup>(8)</sup>	\$ 504,666	\$ 513,577	\$ 543,994	
Total mortgages, mortgage bonds, notes payable, face value of convertible debentures, non-convertible debentures, bank credit facilities, and right-of-use land lease liabilities	\$ 665,754	\$ 662,154	\$ 707,766	
Weighted average units outstanding <sup>(2)</sup>	111,528	108,797	103,003	
Normal course issuer bid – units repurchased	5	20	12	
<b>Amounts on a Per Unit Basis</b>				
FFO <sup>(1)</sup>	\$ 0.286	\$ 0.289	\$ 0.302	
AFFO <sup>(1)</sup>	\$ 0.232	\$ 0.233	\$ 0.249	
Distributions	\$ 0.210	\$ 0.210	\$ 0.210	
<b>Financial Ratios</b>				
Weighted average interest rate – fixed rate mortgages	4.23%	4.07%	4.01%	
Debt to gross assets (excluding right-of-use land leases) <sup>(1)</sup>	51.0%	50.1%	53.9%	
Debt to gross assets (including right-of-use land leases) <sup>(1)</sup>	53.5%	52.7%	56.3%	
Interest coverage ratio <sup>(1)</sup>	2.44x	2.48x	2.52x	
Debt coverage ratio <sup>(1)</sup>	1.69x	1.70x	1.69x	
Distributions as a % of FFO <sup>(1)(4)</sup>	73.3%	73.2%	69.4%	
Distributions as a % of AFFO <sup>(1)(4)</sup>	90.5%	90.8%	84.3%	
<b>Leasing Information</b>				
Square footage leased during the period (total portfolio)	1,096,407	1,001,583	1,037,893	
Same-asset committed occupancy <sup>(5)</sup>	96.9%	96.9%	97.0%	
Committed occupancy – including non-consolidated investments <sup>(6)</sup>	97.5%	97.2%	97.2%	
<b>Mix of Tenancy Based on Base Rents<sup>(5)</sup></b>				
National	90.9%	91.0%	90.6%	
Regional	3.3%	3.2%	3.5%	
Local	3.8%	3.8%	4.0%	
Non retail	2.0%	2.0%	1.9%	
<b>Other</b>				
Average term to maturity - mortgages	5.0 Years	4.9 Years	5.5 Years	
Average term to maturity - leases <sup>(5)</sup>	5.9 Years	5.9 Years	5.7 Years	
Overall capitalization rate <sup>(7)</sup>	6.86%	6.80%	6.78%	
<b>Property Type Breakdown</b>				
	<b>Number of Properties September 30, 2024</b>	<b>Square Footage (000s)</b>	<b>Number of Properties December 31, 2023</b>	<b>Square Footage (000s)</b>
Open-Air Centres	114	6,835	113	6,844
Enclosed Malls	3	723	3	723
Single Use – Quick Service Restaurant	37	72	46	148
Single Use – Retail	64	1,175	70	1,196
Total	218	8,805	232	8,911

(1) This is a non-GAAP financial measure. Refer to the “Non-GAAP Financial Measures” in Part I and “Explanation of Non-GAAP Financial Measures” in Part VII of this MD&A for more information.

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

(3) Not applicable as the same-asset calculation relates to assets owned since January 1, 2023.

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

(5) Excludes properties under development and non-consolidated trusts and partnerships.

(6) Excludes properties under development.

(7) Excludes non-consolidated trusts and partnerships.

(8) Adjusted for IAS 1 amendments adopted January 1, 2024.

## **PART II**

### **STRATEGY**

Plaza's principal goal is to deliver long-term growth in per-unit NAV and FFO from a diversified portfolio of sustainable retail properties, with a focus on essential needs, convenience, and value retail.

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;
- diligently manage its properties to ensure tenants are able to focus on their businesses; and
- pursue the strategy of the Trust in a sustainable manner.

The Trust invests in the following property types:

- new properties developed on behalf of 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 committing to new developments or redevelopments;
- 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 when 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.

### **ENVIRONMENTAL, SOCIAL AND GOVERNANCE**

Plaza remains committed to responsible and transparent environmental, social and governance (ESG) practices and we strive to ensure they are integrated in all aspects of our operations and day-to-day business activities. We believe this supports a foundation for creating lasting value and resilience and facilitates success for all our stakeholders.

The Board has overall responsibility for the oversight of ESG at Plaza, with the Responsibility & Sustainability Committee overseeing and managing implementation of Plaza's ESG programs. This includes remaining abreast of emerging trends and stakeholder expectations and regularly updating the Board on Plaza's ESG initiatives, plans, and progress. The Responsibility & Sustainability Committee's mandate is to (i) prioritize the ESG initiatives that impact Plaza's business, (ii) drive the continued development, enhancement and implementation of Plaza's ESG programs, (iii) advance new initiatives and (iv) ensure timely, accurate and transparent disclosure of ESG-related information. The Committee is comprised of cross-functional executives, senior management and other employees, across a number of regions. This structure and approach contribute to thorough evaluation of ESG objectives, risks and opportunities and effective and efficient decision-making on ESG matters.

Further information on Plaza's approach to ESG, the ESG initiatives and activities we focused on in 2023, our progress to date and areas we will continue to focus on going forward is set out in Plaza's 2023 ESG Report, available on the Trust's website at [www.plaza.ca](http://www.plaza.ca). The ESG report is not incorporated herein by reference.

We also believe that effective governance is key to Plaza's long-term success and contributes to maximizing stakeholder value.

The Governance & Compensation Committee oversees our governance practices, upholds our high governance standards and embraces an environment of continuous improvement and evaluation. We regularly review our governance policies and procedures and update them as necessary to ensure transparency, accountability, compliance, and best practices.

Further information regarding Plaza's governance practices is set out in the Trust's Management Information Circular for the Annual & Special Meeting of Unitholders held on May 23, 2024, which is available on available on the Trust's website at [www.plaza.ca](http://www.plaza.ca) and on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

### KEY PERFORMANCE DRIVERS AND INDICATORS

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

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 and cost 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.

Management believes that its key performance indicators allow it to track progress towards the achievement of Plaza's primary goal of providing long-term growth in per-unit NAV and FFO. The key performance indicators discussed throughout this MD&A are summarized in the table below, for the nine months ended September 30, 2024, compared to the nine months ended September 30, 2023.

## Plaza Retail REIT

FFO <sup>(1)</sup>	(000s)	YTD Q3 2024	YTD Q3 2023	% Change
	FFO		\$31,948	\$31,458
FFO per unit		\$0.286	\$0.289	(1.0%)
Distributions as a % of FFO		73.3%	73.2%	0.1%
<p>➤ The increase in FFO over the same period in the prior year was mainly due to higher NOI from same-asset, developments, and properties transferred to income producing. These are offset by a decrease in NOI from property dispositions, higher finance costs and higher administrative expenses mainly due to the hiring of new employees. FFO per unit was impacted by the issue of 8.548 million trust units in March 2023.</p>				
AFFO <sup>(1)</sup>	(000s)	YTD Q3 2024	YTD Q3 2023	% Change
	AFFO		\$25,360	\$25,360
AFFO per unit		\$0.232	\$0.233	(0.4%)
Distributions as a % of AFFO		90.5%	90.8%	(0.3%)
<p>➤ The principal factors affecting AFFO are consistent with those impacting FFO, as well as increased maintenance capital expenditures from extraordinary expenditures, and lower leasing costs in the current period.</p>				
Debt Service Ratios <sup>(1)</sup>		YTD Q3 2024	YTD Q3 2023	% Change
	Interest coverage ratio	2.44x	2.48x	(1.6%)
Debt coverage ratio	1.69x	1.70x	(0.6%)	
<p>➤ The interest and debt coverage ratio were impacted by higher EBITDA mainly due to higher NOI offset by higher finance costs. Debt coverage and interest coverage ratios exceed the requirements under borrowing arrangements.</p>				
Debt to Gross Assets <sup>(1)</sup>		Q3 2024	Q3 2023	% Change
	Debt to gross assets (excluding right-of-use land leases)	51.0%	50.1%	1.8%
Debt to gross assets (including right-of-use land leases)	53.5%	52.7%	1.5%	
<p>➤ The increase in debt to gross assets over the same period in the prior year relates mainly to the change in fair value of investment properties since Q3 2023.</p>				
Same-Asset NOI <sup>(1)</sup>	(000s)	YTD Q3 2024	YTD Q3 2023	% Change
	Same-asset NOI		\$53,984	\$52,491
<p>➤ The increase in same-asset NOI over the same period in the prior year, is due to an increase in same-asset rental revenue due to lease-up and rent escalations, the completion of the repositioning of certain properties, and lower operating expenses.</p>				
Weighted Average Interest Rate – Fixed Rate Mortgages		Q3 2024	Q3 2023	% Change
	Weighted average interest rate – fixed rate mortgages	4.23%	4.07%	3.9%
<p>➤ The increase in the weighted-average interest rate is the result of refinancing maturing mortgages at current rates.</p>				
Occupancy Levels		Q3 2024	Q3 2023	% Change
	Same-asset committed occupancy <sup>(2)</sup>	96.9%	96.9%	-
Committed occupancy – including non-consolidated investments <sup>(3)</sup>	97.5%	97.2%	0.3%	

(1) This is a non-GAAP financial measure. Refer to “Non-GAAP Financial Measures” in Part I and “Explanation of Non-GAAP Financial Measures” in Part VII of this MD&A for more information.

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

(3) Excludes properties under development.

PROPERTY AND CORPORATE FINANCIAL PERFORMANCE 2024 AND 2023

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, 2024, compared to the three and nine months ended September 30, 2023 is presented below:

(000s – except per unit amounts and percentage data, unaudited)	3 Months Ended September 30, 2024	3 Months Ended September 30, 2023	Change over Prior Period	9 Months Ended September 30, 2024	9 Months Ended September 30, 2023	Change over Prior Period
<b>Profit and total comprehensive income for the period attributable to unitholders</b>	<b>\$ 5,073</b>	<b>\$ 3,375</b>		<b>\$ 16,862</b>	<b>\$ 24,009</b>	
Incremental leasing costs included in administrative expenses <sup>(7)</sup>	383	319		1,248	1,056	
Amortization of debenture issuance costs <sup>(8)</sup>	(18)	(18)		(54)	(123)	
Distributions on Class B exchangeable LP units included in finance costs – operations	81	81		243	245	
Deferred income taxes	(99)	(143)		97	(119)	
Right-of-use land lease principal repayments	(205)	(202)		(611)	(601)	
Fair value adjustment to restricted and deferred units	280	(227)		134	(383)	
Fair value adjustment to investment properties	3,596	10,919		12,224	10,472	
Fair value adjustment to investments <sup>(9)</sup>	(1,460)	(451)		(1,400)	121	
Fair value adjustment to Class B exchangeable LP units	544	(416)		243	(1,017)	
Fair value adjustment to convertible debentures	426	(450)		279	(658)	
Fair value adjustment to interest rate swaps	2,366	(1,486)		1,737	(2,014)	
Fair value adjustment to right-of-use land lease assets	205	202		611	601	
Equity accounting adjustment <sup>(10)</sup>	264	(33)		370	(58)	
Non-controlling interest adjustment <sup>(6)</sup>	(31)	(78)		(35)	(73)	
<b>FFO<sup>(1)</sup></b>	<b>\$ 11,405</b>	<b>\$ 11,392</b>	<b>\$ 13</b>	<b>\$ 31,948</b>	<b>\$ 31,458</b>	<b>\$ 490</b>
<i>FFO change over prior period - %</i>			<i>0.1%</i>			<i>1.6%</i>
<b>FFO<sup>(1)</sup></b>	<b>\$ 11,405</b>	<b>\$ 11,392</b>		<b>\$ 31,948</b>	<b>\$ 31,458</b>	
Non-cash revenue – straight-line rent <sup>(5)</sup>	(169)	(16)		(387)	(27)	
Leasing costs – existing properties <sup>(2) (5) (11)</sup>	(1,022)	(1,732)		(3,952)	(5,173)	
Maintenance capital expenditures – existing properties <sup>(12)</sup>	(603)	(223)		(1,778)	(901)	
Non-controlling interest adjustment <sup>(6)</sup>	29	3		42	3	
<b>AFFO<sup>(1)</sup></b>	<b>\$ 9,640</b>	<b>\$ 9,424</b>	<b>\$ 216</b>	<b>\$ 25,873</b>	<b>\$ 25,360</b>	<b>\$ 513</b>
<i>AFFO change over prior period - %</i>			<i>2.3%</i>			<i>2.0%</i>
Weighted average units outstanding – basic <sup>(1)(3)</sup>	111,537	111,530		111,528	108,797	
<b>FFO per unit – basic<sup>(1)</sup></b>	<b>\$ 0.102</b>	<b>\$ 0.102</b>	<b>-</b>	<b>\$ 0.286</b>	<b>\$ 0.289</b>	<b>(1.0%)</b>
<b>AFFO per unit – basic<sup>(1)</sup></b>	<b>\$ 0.086</b>	<b>\$ 0.085</b>	<b>1.2%</b>	<b>\$ 0.232</b>	<b>\$ 0.233</b>	<b>(0.4%)</b>
Gross distribution to unitholders <sup>(1)(4)</sup>	\$ 7,806	\$ 7,806		\$ 23,417	\$ 23,020	
<b>FFO payout ratio – basic<sup>(1)</sup></b>	<b>68.4%</b>	<b>68.5%</b>		<b>73.3%</b>	<b>73.2%</b>	
<b>AFFO payout ratio – basic<sup>(1)</sup></b>	<b>81.0%</b>	<b>82.8%</b>		<b>90.5%</b>	<b>90.8%</b>	
<b>FFO<sup>(1)</sup></b>	<b>\$ 11,405</b>	<b>\$ 11,392</b>		<b>\$ 31,948</b>	<b>\$ 31,458</b>	
Interest on dilutive convertible debentures	180	179		537	533	
<b>FFO – diluted<sup>(1)</sup></b>	<b>\$ 11,585</b>	<b>\$ 11,571</b>	<b>\$ 14</b>	<b>\$ 32,485</b>	<b>\$ 31,991</b>	<b>\$ 494</b>
Diluted weighted average units outstanding <sup>(1)(3)</sup>	114,067	114,060		114,058	111,327	
<b>AFFO<sup>(1)</sup></b>	<b>\$ 9,640</b>	<b>\$ 9,424</b>		<b>\$ 25,873</b>	<b>\$ 25,360</b>	
Interest on dilutive convertible debentures	180	179		537	533	
<b>AFFO – diluted<sup>(1)</sup></b>	<b>\$ 9,820</b>	<b>\$ 9,603</b>	<b>\$ 217</b>	<b>\$ 26,410</b>	<b>\$ 25,893</b>	<b>\$ 517</b>
Diluted weighted average units outstanding <sup>(1)(3)</sup>	114,067	114,060		114,058	111,327	
<b>FFO per unit – diluted<sup>(1)</sup></b>	<b>\$ 0.102</b>	<b>\$ 0.101</b>	<b>1.0%</b>	<b>\$ 0.285</b>	<b>\$ 0.287</b>	<b>(0.7%)</b>
<b>AFFO per unit – diluted<sup>(1)</sup></b>	<b>\$ 0.086</b>	<b>\$ 0.084</b>	<b>2.4%</b>	<b>\$ 0.231</b>	<b>\$ 0.233</b>	<b>(0.9%)</b>

(1) This is a non-GAAP financial measure. Refer to “Non-GAAP Financial Measures” in Part I and “Explanation of Non-GAAP Financial Measures” in Part VII of this MD&A for more information.

(2) Based on actuals.

- (3) Includes Class B exchangeable LP units.
- (4) Includes distributions on Class B exchangeable LP units.
- (5) Includes proportionate share of revenue and expenditures at equity-accounted investments.
- (6) The non-controlling interest (“NCI”) adjustment, includes adjustments required to translate the profit and total comprehensive income attributable to NCI of \$46 thousand and \$150 thousand for the three and nine months ending September 30, 2024, respectively (September 30, 2023 – loss of \$20 thousand and profit of \$82 thousand, respectively) to FFO and AFFO for the NCI.
- (7) Incremental leasing costs included in administrative expenses include leasing costs of salaried leasing staff directly attributed to signed leases that would otherwise be capitalized if incurred from external sources. These costs are excluded from FFO in accordance with RealPAC’s definition of FFO.
- (8) Amortization of debenture issuance costs is deducted on a straight-line basis over the remaining term of the related convertible debentures, in accordance with RealPAC.
- (9) Fair value adjustment to investments relate to the unrealized change in fair value of equity accounted entities which are excluded from FFO in accordance with RealPAC’s definition of FFO.
- (10) Equity accounting adjustment for interest rate swaps includes the change in non-cash fair value adjustments relating to interest rate swaps held by equity accounted entities, which are excluded from FFO in accordance with RealPAC’s definition of FFO.
- (11) Leasing costs – existing properties include internal and external leasing costs except to the extent that leasing costs relate to development projects, in accordance with RealPAC’s definition of AFFO. See the Gross Capital Additions Including Leasing Fees note on page 27 of this MD&A.
- (12) Maintenance capital expenditures – existing properties include expenditures related to sustaining and maintaining existing space, in accordance with RealPAC’s definition of AFFO. See the Gross Capital Additions Including Leasing Fees note on page 27 of this MD&A.

Basic FFO for the three months ended September 30, 2024, increased by \$13 thousand over the prior year or 0.1% on a dollar basis and no change on a per unit basis.

Items impacting FFO for the quarter were:

- (i) an increase in NOI of \$763 thousand from developments and properties transferred to income producing properties (“IPP”) in 2023 and 2024;
- (ii) an increase in same-asset NOI of \$352 thousand mainly due to rent escalations and renewals across the portfolio, along with the completion of the repositioning of certain properties;
- (iii) a decrease in NOI of \$244 thousand from properties sold;
- (iv) lease termination revenue of \$168 thousand;
- (v) an increase in finance costs - operations of \$787 thousand, mainly due to higher debenture interest from the issuance of Series IV and V non-convertible debentures, along with lower capitalized interest due to the timing of development projects;
- (vi) an increase in administrative costs of \$276 thousand, mainly due to higher compensation expenses from the hiring of new employees, and year over year salary increases; and
- (vii) a decrease in investment and other income of \$75 thousand.

For the three months ended September 30, 2024, AFFO increased by \$216 thousand over the prior year or 2.3% on a dollar basis and 1.2% on a per unit basis. The AFFO and AFFO per unit were impacted by the changes in FFO and FFO per unit described above, as well as lower leasing costs offset by higher maintenance capital expenditures in the current period.

Basic FFO for the nine months ended September 30, 2024 increased by \$490 thousand over the prior year or 1.6% on a dollar basis and a decrease of (1.0%) on a per unit basis.

Items impacting FFO for the nine months ended September 30, 2024 were:

- (i) an increase in NOI of \$2.4 million from developments and properties transferred to income producing properties (“IPP”) in 2023 and 2024, offset by a \$235 thousand allowance provided to a tenant in consideration of delayed delivery of premises at a development property in the prior year;
- (ii) an increase in same-asst NOI of \$1.5 million mainly due to rent escalations and renewals across the portfolio, as well as lower operating expenses in the current period;
- (iii) a decrease in NOI of \$803 thousand from properties sold;
- (iv) lease termination revenue of \$201 thousand;
- (v) an increase in finance costs - operations of \$1.4 million, mainly due to higher operating and development line interest expense and lower capitalized interest expense, due to the timing of development projects;
- (vi) an increase in administrative costs of \$925 thousand, mainly due to higher compensation expenses from the hiring of new employees, and annual salary increases; and
- (vii) a decrease in investment and other income of \$221 thousand due to lower leasing and development fees, due to more development activity in the prior period.

## Plaza Retail REIT

For the nine months ended September 30, 2024, AFFO increased by \$513 thousand over the prior year or 2.0% on a dollar basis and a decrease of (0.4%) on a per unit basis. The AFFO and AFFO per unit were mainly impacted by the changes in FFO and FFO per unit described above, as well as lower leasing costs, offset by increased maintenance capital expenditures from extraordinary expenditures.

Year-to-date FFO and AFFO per unit results were also impacted by the issue of 8.548 million trust units in March 2023.

### Profit and Total Comprehensive Income for the Period

The Trust recorded profit for the three months ended September 30, 2024, of \$5.1 million compared to a profit of \$3.4 million for the same period in the prior year.

Profit was 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 \$786 thousand over the prior year, mainly relating to the non-cash fair value adjustment of the underlying properties in the current year;
- (ii) the change in fair value of investment properties, with a \$3.6 million decrease recorded in the current quarter compared to a \$10.9 million decrease recorded in the same quarter in the prior year. The fair value change year over year was mainly due to smaller write-downs in the current quarter; and
- (iii) changes in non-cash fair value adjustments relating to interest rate swaps, the Class B exchangeable LP units, and convertible debentures.

The Trust recorded a profit for the nine months ended September 30, 2024, of \$17.0 million compared to \$24.1 million for the same period in the prior year. The decrease was mainly due to the change in fair value of investment properties, with a \$12.2 million decrease recorded in the current year to date compared to a \$10.5 million decrease recorded in the prior year to date. The fair value change year over year was mainly due to the fair value write-downs during the current 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 \$1.2 million over the prior year, mainly relating to the non-cash fair value adjustment of the underlying properties; and
- (ii) changes in non-cash fair value adjustments relating to interest rate swaps, the Class B exchangeable LP units, and convertible debentures.

### 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, 2024, and the entire year ending December 31, 2023, and excludes non-consolidated investments and 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, 2024, approximately 50.7% 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 seasonal costs such as asphalt repairs, snow removal and other operating costs may not be completely offset by cost recoveries in a particular 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, 2024 (unaudited)	3 Months Ended September 30, 2023 (unaudited)	9 Months Ended September 30, 2024 (unaudited)	9 Months Ended September 30, 2023 (unaudited)
(000s)				
Same-asset rental revenue <sup>(1)</sup>	\$ 27,076	\$ 26,541	\$ 81,294	\$ 79,323
Same-asset operating expenses <sup>(1)</sup>	(2,904)	(2,864)	(10,749)	(10,885)
Same-asset realty tax expense <sup>(1)</sup>	(5,554)	(5,411)	(16,561)	(15,947)
<b>Same-asset NOI<sup>(1)</sup></b>	<b>\$ 18,618</b>	<b>\$ 18,266</b>	<b>\$ 53,984</b>	<b>\$ 52,491</b>
<b>Percentage increase over prior period</b>	<b>1.9%</b>		<b>2.8%</b>	

- (1) This is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in Part I and "Explanation of Non-GAAP Financial Measures" in Part VII of this MD&A for more information.

## Plaza Retail REIT

Same-asset NOI for the three and nine months ended September 30, 2024, increased 1.9% and 2.8%, respectively compared to the same period in the prior year. The increase is due to an increase in revenue from leasing and rent escalations over the same period in the prior year, the completion of the repositioning of certain properties, and lower year to date operating expenses.

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

	<b>3 Months Ended September 30, 2024 (unaudited)</b>	3 Months Ended September 30, 2023 (unaudited)	<b>9 Months Ended September 30, 2024 (unaudited)</b>	9 Months Ended September 30, 2023 (unaudited)
<b>(000s except percentage data)</b>				
New Brunswick	\$ 4,970	\$ 4,890	\$ 14,082	\$ 13,947
Nova Scotia	3,649	3,502	10,518	10,040
Quebec	3,376	3,334	10,073	9,872
Alberta	162	159	489	474
Manitoba	95	95	291	283
Ontario	2,862	2,940	8,746	8,660
Newfoundland and Labrador	1,381	1,323	3,827	3,681
Prince Edward Island	2,123	2,023	5,958	5,534
<b>Same-asset NOI<sup>(1)</sup></b>	<b>\$ 18,618</b>	<b>\$ 18,266</b>	<b>\$ 53,984</b>	<b>\$ 52,491</b>
<b>Percentage increase over prior period</b>	<b>1.9%</b>		<b>2.8%</b>	

- (1) This is a non-GAAP financial measure. Refer to “Non-GAAP Financial Measures” in Part I and “Explanation of Non-GAAP Financial Measures” in Part VII of this MD&A for more information.

## Net Property Operating Income (NOI)

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

	<b>3 Months Ended September 30, 2024 (unaudited)</b>	3 Months Ended September 30, 2023 (unaudited)	<b>9 Months Ended September 30, 2024 (unaudited)</b>	9 Months Ended September 30, 2023 (unaudited)
<b>(000s)</b>				
Same-asset NOI <sup>(1)</sup>	\$ 18,618	\$ 18,266	\$ 53,984	\$ 52,491
Developments and redevelopments transferred to income producing in 2023 & 2024 (\$7.5 million annual stabilized NOI)	1,490	906	3,767	1,684
NOI from properties currently under development and redevelopment (\$650 thousand annual stabilized NOI)	-	(179)	-	(51)
Straight-line rent	169	22	387	42
Administrative expenses charged to NOI	(887)	(898)	(2,963)	(2,829)
Lease termination revenue	168	-	201	-
Properties disposed	80	324	697	1,500
Other	13	19	20	81
<b>Total NOI<sup>(1)</sup></b>	<b>\$ 19,651</b>	<b>\$ 18,460</b>	<b>\$ 56,093</b>	<b>\$ 52,918</b>
<b>Percentage increase over prior period</b>	<b>6.5%</b>		<b>6.0%</b>	

- (1) This is a non-GAAP financial measure. Refer to “Non-GAAP Financial Measures” in Part I and “Explanation of Non-GAAP Financial Measures” in Part VII of this MD&A for more information.

## Share of Profit of Associates

Share of profit of associates consists of income from equity accounted investments, 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 share of profits which the equity-accounted investments noted below are entitled to is distributed first as a preferred return on invested capital with the remaining distributed as a residual return, as outlined below. If there is no preferred and residual return structure noted, the share of profits is distributed pro-rata in accordance with ownership position. The following schedule shows Plaza’s ownership position, rates of preferred returns on investment and Plaza’s residual return beyond the preferred returns.

	<b>Ownership Position</b>	<b>Preferred Return</b>	<b>Residual Return</b>
<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%	-	-
Plazacorp Ontario3 Limited Partnership	50%	-	-
Plazacorp Ontario4 Limited Partnership	50%	-	-
RBEG Limited Partnership	50%	-	-
CPRDL Limited Partnership	50%	-	-
Fundy Retail Ltd.	50%	-	-
VGH Limited Partnership	20%	8%	27.5%
Ste. Hyacinthe Limited Partnership	25%	6%	pro-rata
144 Denison East Limited Partnership	25%	6%	pro-rata
The Shoppes at Galway Limited Partnership <sup>(2)</sup>	50%	-	-

(1) 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 Port Perry (Plazacorp Ontario2 Limited Partnership); King & Mill Newcastle (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).

(2) Land within this partnership is currently in development.

Share of profit of associates for the three months ended September 30, 2024 includes Plaza's share of NOI of approximately \$1.7 million compared to \$1.5 million with the same period in the prior year. Share of profit of associates increased by \$786 thousand for the three months ended September 30, 2024 compared to the three months ended September 30, 2023. The increase was mainly due to the non-cash fair value adjustment to the underlying investment properties quarter over quarter.

Share of profit of associates for the nine months ended September 30, 2024 includes Plaza's share of NOI of approximately \$4.8 million compared to \$4.3 million in the same period in the prior year. Share of profit of associates increased by \$1.2 million for the nine months ended September 30, 2024 compared to the nine months ended September 30, 2023. The increase was mainly due to the non-cash fair value adjustment to the underlying investment properties year over year.

Overall committed occupancy for non-consolidated investments was 98.9% at September 30, 2024, compared to 98.4% at September 30, 2023.

Regular distributions received from associates for the three months ended September 30, 2024 were \$473 thousand, compared to \$462 thousand for the three months ended September 30, 2023. Regular distributions received from associates for the nine months ended September 30, 2024 were \$1.4 million, compared to \$1.5 million for the nine months ended September 30, 2023. In addition to regular distributions, there were distributions as a result of proceeds of financing at underlying investment properties of \$110 thousand for the nine months ended September 30, 2024, nil for the nine months ended September 30, 2023.

### **Finance Costs - Operations**

Finance costs - operations for the three months ended September 30, 2024, were \$7.8 million, compared to \$7.0 million in the same period in the prior year. The finance costs were mainly impacted by higher debenture interest from the issuance of Series IV and V non-convertible debentures, along with lower capitalized interest due to the timing of development projects.

Finance costs for the nine months ended September 30, 2024 were \$23.0 million, compared to \$21.5 million for the same period in the prior year, mainly impacted by higher operating and development line interest expense and lower capitalized interest expense, due to the timing of development projects.

### Administrative Expenses

Administrative expenses for the three months ended September 30, 2024, were \$2.6 million, compared to \$1.8 million for the same period in the prior year. Administrative expenses were impacted by higher compensation expenses with the hiring of new employees and year-over-year salary increases. Excluding the change in the fair value of restricted and deferred units included in administrative expenses, administrative expenses would have been \$276 thousand higher than the same period in the prior year.

Administrative expenses for the nine months ended September 30, 2024 were \$7.5 million compared to \$6.1 million for the same period in the prior year. Administrative expenses were mainly impacted by higher compensation expenses in the current period due to the hiring of new employees, and annual salary increases. Excluding the change in fair value of restricted and deferred units included in administrative expenses, administrative expenses would have been \$925 thousand higher than the same period in the prior year.

### Change in Fair Value of Investment Properties

Investment properties are measured at fair value using valuations prepared by either the Trust's internal valuation team or external independent appraisers. Management uses the direct capitalization method to fair value investment properties. Under this method, fair value is estimated by applying capitalization rates to stabilized net operating income (property revenue less property operating expenses), with the resulting value reduced by any costs to complete or required to achieve stabilization.

The Trust recorded a fair value decrease to investment properties of \$3.6 million for the three months ended September 30, 2024, compared to a fair value decrease of \$10.9 million for the three months ended September 30, 2023. The fair value decrease in the current quarter was mainly due to an increase in capitalization rates and new appraised values received during the quarter.

The Trust recorded a fair value decrease to investment properties of \$12.2 million for the nine months ended September 30, 2024 compared to a fair value increase of \$10.5 million for the nine months ended September 30, 2023.

The investment market for the Trust's properties occupied by grocery and other essential needs, convenience, and value-based retailers, as well as its stable properties, remains strong.

### Change in Fair Value of Convertible Debentures

The fair value adjustment to convertible debentures for the three months ended September 30, 2024 was a net loss of \$426 thousand compared to a net gain of \$450 thousand in the same period in the prior year. The fair value adjustment to convertible debentures for the nine months ended September 30, 2024 was a net loss of \$279 thousand compared to a net gain of \$658 thousand in the same period in the prior year. The fair value changes relate to movement in the Trust's unit price and risk-free interest rates.

### 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 Class B exchangeable LP units are exchangeable on a one-for-one basis into trust units at the option of the holders. The fair value of these exchangeable LP units is based on the trading price of Plaza's trust units.

The fair value adjustment to Class B exchangeable LP units for the three months ended September 30, 2024 was a net loss of \$544 thousand, compared to a net gain of \$416 thousand in the same period in the prior year. The fair value adjustment to Class B exchangeable LP units for the nine months ended September 30, 2024 was a net loss of \$243 thousand compared to a net gain of \$1.0 million in the same period in the prior year. The fair value changes relate to movement in the Trust's unit price.

**LEASING AND OCCUPANCY**

The following table represents leases expiring for the next 5 years and thereafter for Plaza’s property portfolio at September 30, 2024 (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>	%
2024	51,407	0.9	16,043	2.7	-	-	11,892	13.4	<b>79,342</b>	<b>1.1</b>
2025	396,745	7.1	104,506	17.7	36,991	3.8	7,711	8.7	<b>545,953</b>	<b>7.5</b>
2026	633,903	11.3	26,021	4.4	58,594	6.0	2,054	2.3	<b>720,572</b>	<b>9.9</b>
2027	580,763	10.3	65,463	11.1	67,512	7.0	11,804	13.3	<b>725,542</b>	<b>10.0</b>
2028	754,999	13.5	66,523	11.2	24,999	2.6	3,888	4.3	<b>850,409</b>	<b>11.7</b>
2029	719,292	12.8	72,472	12.2	27,904	2.9	1,152	1.3	<b>820,820</b>	<b>11.3</b>
Thereafter	2,472,942	44.1	240,842	40.7	751,975	77.7	50,407	56.7	<b>3,516,166</b>	<b>48.5</b>
Subtotal	5,610,051	100.0	591,870	100.0	967,975	100.0	88,908	100.0	<b>7,257,804</b>	<b>100.0</b>
Vacant	89,107		130,904		-		6,637		<b>226,648</b>	
<b>Total</b>	<b>5,699,158</b>		<b>722,774</b>		<b>967,975</b>		<b>95,545</b>		<b>7,485,452</b>	
<b>Weighted average lease term</b>	<b>5.8 years</b>		<b>4.3 years</b>		<b>7.7 years</b>		<b>7.5 years</b>		<b>5.9 years</b>	

(1) At 100%, regardless of the Trust’s ownership interest in the properties.

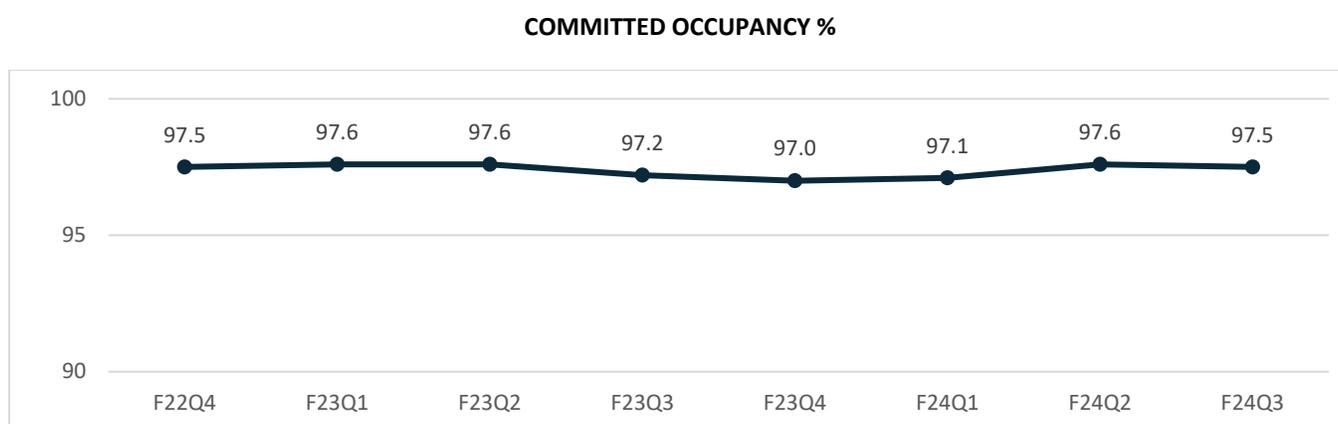
(2) QSR refers to quick service restaurants.

At September 30, 2024, same-asset committed occupancy was consistent with the same period in the prior year at 96.9%.

Committed occupancy including non-consolidated investments (excluding properties under development and redevelopment) was 97.5% at September 30, 2024 compared to 97.2% at September 30, 2023.

Excluding enclosed malls, committed occupancy, including non-consolidated investments (excluding properties under development and redevelopment) was 98.8% at September 30, 2024 compared to 98.7% at September 30, 2023.

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 and new leasing in 2024 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	Total
<b>2024 – Q3 YTD</b>					
Leasing renewals (sq. ft.)	439,776	144,047	138,520	-	722,343
Weighted average rent (\$/sq. ft.) - Renewed	\$15.40	\$13.16	\$17.04	-	\$15.27
Weighted average rent (\$/sq. ft.) - Expired	\$13.93	\$12.82	\$16.19	-	\$14.14
Renewal spread (first year of renewal term)	10.5%	2.7%	5.3%	-	8.0%
Renewal spread (average rate in renewal term) <sup>(1)</sup>	11.9%	3.1%	6.9%	-	9.2%
<b>New Leasing</b>					
New leasing (sq. ft.)	146,309	48,856	-	-	195,165
Weighted average rent (\$/sq. ft.)	\$17.82	\$9.70	-	-	\$15.79
<b>Expiries</b>					
Expiries not renewed (sq. ft.)	148,779	27,930	-	-	176,709
Weighted average rent (\$/sq. ft.)	\$13.05	\$12.85	-	-	\$13.01
<b>Remainder of 2024</b>					
Expiries (sq. ft.)	51,407	16,043	-	11,892	79,342
Weighted average rent (\$/sq. ft.)	\$14.96	\$16.63	-	\$37.92	\$18.74

<sup>(1)</sup> Rent on expiry compared to the average rent over the term of the renewal.

In addition to the leasing indicated above, for the nine months ended September 30, 2024, the Trust completed 178 thousand square feet of renewals and new leasing at market rates at non-consolidated investments. In total, including developments, redevelopments and non-consolidated investments, the Trust completed 1.1 million square feet of new and renewal leasing deals for the nine months ending September 30, 2024.

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

- Committed occupancy in open-air centres was 98.7% at September 30, 2024, compared to 98.5% at September 30, 2023.
- Committed occupancy for enclosed malls was 81.9% at September 30, 2024, compared to 82.3% at September 30, 2023.
- Committed occupancy for single use assets was 99.5% at September 30, 2024, compared to 99.5% at September 30, 2023.

## 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, 2024 represent approximately 54.0% of total base rent revenues in place.

	% of Base Rent Revenue <sup>(7)</sup>		% of Base Rent Revenue <sup>(7)</sup>
1. Shoppers Drug Mart/Loblaw <sup>(1)</sup>	25.8	6. Staples	3.0
2. Dollarama	6.1	7. KFC <sup>(5)</sup>	2.3
3. TJX Group <sup>(2)</sup>	4.4	8. Bulk Barn	1.7
4. Sobeys Group <sup>(3)</sup>	3.7	9. Metro Inc. <sup>(6)</sup>	1.7
5. Canadian Tire Group <sup>(4)</sup>	3.7	10. Princess Auto	1.6
<b>Total: 54.0%</b>			

(1) Shoppers Drug Mart/Loblaw represents the following stores: Shoppers Drug Mart, No Frills, Atlantic Superstore, Pharmaprix and Maxi.

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

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

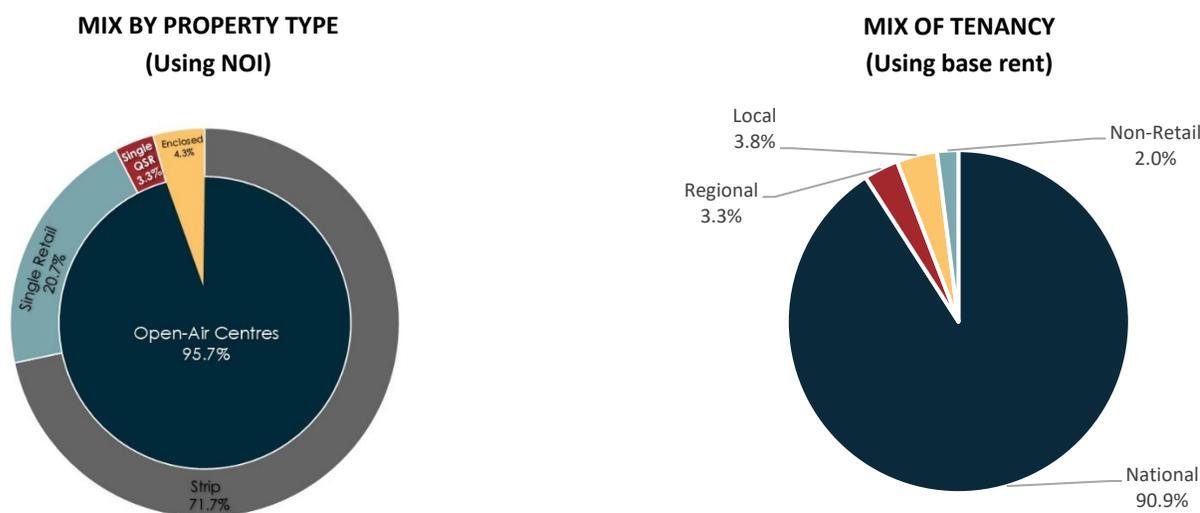
(4) Canadian Tire Group represents the following stores: Canadian Tire, Mark's/L'Équipeur, Party City, PartSource, Sport Chek, and Sports Experts.

(5) The majority is represented by two operators.

(6) Metro Inc. represents the following stores: Metro, Jean Coutu, Food Basics and Pharmacie Brunet.

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

The Trust's mix of tenancies 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 distribution policy in order to retain sufficient funds to manage the business, including ongoing maintenance capital expenditures and debt service. New capital raised is generally directed to acquisitions or continuing development activities, which are discretionary, or to pay down debt, based on the availability of such capital. In setting the distributions to unitholders, Plaza reviews budgets and forecasts and considers future growth prospects for the business, including

## Plaza Retail REIT

developments/redevelopments and leasing within the portfolio and considers cash flow and profitability, the sustainability of margins, maintenance capital expenditures, debt service requirements, the satisfaction of statutory tests imposed by the laws governing Plaza for the declaration of distributions and other conditions, among other things. Plaza may also look at other capital market factors when determining distributions. 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. In addition, because of items such as principal repayments or timing of expenditures, distributions may also exceed cash available from time to time.

Although Plaza currently pays distributions on a monthly basis, there can be no assurance regarding the amount and frequency of such distributions. Future distribution payments and the level thereof are subject to the discretion of the Board and will depend upon the numerous factors outlined above.

There can be no assurance regarding the amount of income to be generated by Plaza's properties. The ability of Plaza to make cash distributions, and the actual amount distributed, will be entirely dependent on the operations and assets of Plaza, and will be subject to various factors including financial performance, current and forecasted economic conditions, obligations under applicable credit facilities, the sustainability of income derived from the tenant profile of Plaza's properties and maintenance capital expenditure requirements. Distributions may be increased, reduced, or suspended entirely depending on Plaza's operations and the performance of Plaza's assets, at the discretion of the Board.

Plaza's annual distributions are currently set at \$0.28 per unit. Total distributions increased over last year due to the issue of 8.548 million units, via bought deal, on March 28, 2023, as follows:

<b>(000s)</b>	<b>3 Months Ended September 30, 2024 (unaudited)</b>	3 Months Ended September 30, 2023 (unaudited)	<b>9 Months Ended September 30, 2024 (unaudited)</b>	9 Months Ended September 30, 2023 (unaudited)
Cash distributions paid <sup>(1)</sup>	<b>\$ 7,806</b>	\$ 7,806	<b>\$ 23,417</b>	\$ 22,819

<sup>(1)</sup> Cash distributions include cash distributions paid to unitholders and distributions on Class B exchangeable LP units classified as finance costs - operations.

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

<b>(000s)</b>	<b>3 Months Ended September 30, 2024 (unaudited)</b>	3 Months Ended September 30, 2023 (unaudited)	<b>9 Months Ended September 30, 2024 (unaudited)</b>	9 Months Ended September 30, 2023 (unaudited)
Cash provided by operating activities <sup>(1)</sup>	<b>\$ 9,861</b>	\$ 12,843	<b>\$ 25,849</b>	\$ 27,929
Cash distributions paid to Class B exchangeable LP unitholders	<b>81</b>	81	<b>243</b>	245
Cash provided by operating activities excluding distributions paid to Class B exchangeable LP unitholders	<b>\$ 9,942</b>	\$ 12,924	<b>\$ 26,092</b>	\$ 28,174
Total distributions <sup>(2)</sup>	<b>(7,806)</b>	(7,806)	<b>(23,417)</b>	(22,819)
Excess of cash provided by operating activities over total distributions	<b>\$ 2,136</b>	\$ 5,118	<b>\$ 2,675</b>	\$ 5,355

<sup>(1)</sup> Cash provided by operating activities is presented net of interest paid.

<sup>(2)</sup> Total distributions include cash distributions paid to unitholders and distributions on Class B exchangeable LP units classified as finance costs - operations.

Plaza's liquidity at September 30, 2024 is comprised of \$8.6 million of cash, \$18.7 million available to be drawn on the operating line, \$22.4 million of unused development facilities, \$3.3 million of unused construction facilities at consolidated properties, \$1.1 million of unused construction facilities at non-consolidated investments, and unencumbered assets with a value of approximately \$9.7 million. This liquidity, as well as cash flow from operating activities, the ability to renew and refinance mortgages, renew operating and development facilities and other debt when necessary, is expected to allow Plaza to meet all its obligations as they become due.

**CAPITAL RESOURCES, EQUITY AND DEBT ACTIVITIES**

**Operating and Development Facilities**

(000s)	\$60.0 Million <sup>(2)</sup> Operating	\$20.0 Million Development	\$15.0 Million Development
December 31, 2023 <sup>(1)</sup>	\$ 49,344	\$ 8,889	\$ 1,293
Net change	(16,032)	3,682	(1,293)
September 30, 2024 <sup>(1)</sup>	\$ 33,312	\$ 12,571	\$ -
Interest rate	Prime + 0.75% or CORRA + 2.30%	Prime + 0.75% or CORRA + 2.50%	Prime + 0.75% or CORRA + 2.30%
Maturity	July 31, 2026	July 31, 2025	July 31, 2025
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.

<sup>(2)</sup> Based on the assets pledged at September 30, 2024, the available operating line limit was \$52.5 million of which \$33.3 million was drawn and therefore the maximum amount remaining available to be drawn, net of letters of credit of \$473 thousand, was \$18.7 million.

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 these facilities mature, it is anticipated they will be renewed. As of September 30, 2024, 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 (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 currently sufficient to fund ongoing planned and committed development expenditures.

## Plaza Retail REIT

### Interim Facilities

(000s)	Interest Rate Range	Maturity Dates	September 30, 2024	December 31, 2023
\$8.0 million interim facility	Prime plus 1.50% or CORRA plus 2.80%	July 16, 2026	\$ 4,309	\$ 7,075
\$1.2 million unsecured interest-only loan	Prime plus 1.05% (min 5.00%)	January 15, 2024	-	1,171
\$13.4 million interim facility	Prime plus 1.00% or CORRA plus 2.80%	October 31, 2024	13,312	13,057
\$6.75 million interim facility	Prime plus 1.00% or CORRA plus 2.80%	December 21, 2024	6,221	5,760
\$6.2 million interim facility	Prime plus 0.9% or CORRA plus 2.45%	February 28, 2025	3,938	3,938
\$6.75 million interim facility	Prime plus 0.95% or CORRA plus 2.75%	April 8, 2025	6,750	6,750
\$7.25 million interim facility	Prime plus 1.00% or CORRA plus 2.80%	January 1, 2025	7,171	6,667
\$5.0 million interim facility	Prime plus 0.95% or CORRA plus 2.75%	December 31, 2024	2,373	1,984
<b>Total interim facilities</b>			<b>\$ 44,074</b>	<b>\$ 46,402</b>

Funding is generally secured by first mortgage charges on properties or development properties as applicable. These interim facilities are in place for financing the construction and development of specific properties. As they mature, it is expected the facilities will either be extended until construction has been completed or will be converted to long-term mortgages on completion of the construction projects. The Trust must maintain certain financial ratios to comply with these facilities. As of September 30, 2024, all debt covenants in respect of the above facilities have been maintained.

The \$1.2 million unsecured interest-only facility was repaid on maturity in January 2024.

In July 2024, the \$8.0 million interim facility was renewed for two years until July 2026.

In October 2024, the \$13.4 million interim facility was repaid with the placement of long-term debt on the underlying property.

### Mortgage Bonds

Plaza's mortgage bonds are secured by either property or cash. The terms of the mortgage bonds are as follows:

(000s)	Series X.2	Series XII
Interest rate	6.15%	6.15%
Maturity date	July 15, 2025	July 15, 2025
Amount	\$2,235	\$470

## Plaza Retail REIT

The Series X.2 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.

In January 2024, \$250 thousand Series X.2 mortgage bonds and the \$1.16 million Series XII mortgage bonds matured. Of the total matured, \$150 thousand was repaid and the remaining \$1.26 million participated in the issuance of Series IV non-convertible debentures.

In June 2024, the \$1.5 million Series X.2 mortgage bonds matured and were extended to July 15, 2025. Of the total matured, \$70 thousand was repaid, \$1.43 million were extended and \$70 thousand new bonds were issued.

In July 2024, the \$725 thousand Series X.2 mortgage bonds, the \$85 thousand Series XII mortgage bonds and \$385 thousand of the Series XII mortgage bonds matured and were extended to July 15, 2025, and \$50 thousand of Series XII were repaid.

### 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:

	<b>Maturity Date</b>	<b>Interest Rate</b>	<b>September 30, 2024<sup>(1)</sup></b>	<b>December 31, 2023<sup>(1)</sup></b>
Series VIII convertible debentures				
- Conversion price - \$4.75	March 31, 2026	5.95%	\$ 12,019	\$ 12,019
<b>Total convertible debentures at face value</b>			<b>\$ 12,019</b>	<b>\$ 12,019</b>
Series II non-convertible debentures	February 28, 2027	5.00%	\$ 3,537	\$ 3,537
Series III non-convertible debentures – Tranche A & B	March 31, 2025	6.75%	6,000	6,000
Series IV non-convertible debentures – Tranche A & C	December 16, 2024	6.75%	5,000	3,251
Series V non-convertible debentures	October 30, 2024	6.75%	3,000	-
<b>Total non-convertible debentures at face value</b>			<b>\$ 17,537</b>	<b>\$ 12,788</b>

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

In January 2024, \$1.7 million Series IV non-convertible debentures – Tranche C were issued with a maturity of December 16, 2024, and an interest rate of 6.75%.

In April 2024, \$3.0 million Series V non-convertible debentures were issued with a maturity date of October 31, 2024, and an interest rate of 6.75%.

In June 2024, \$579 thousand of Series IV unsecured debentures were extended at the same rate until December 16, 2024.

In October 2024, the Series V non-convertible debentures were renewed for six months at 6.00%.

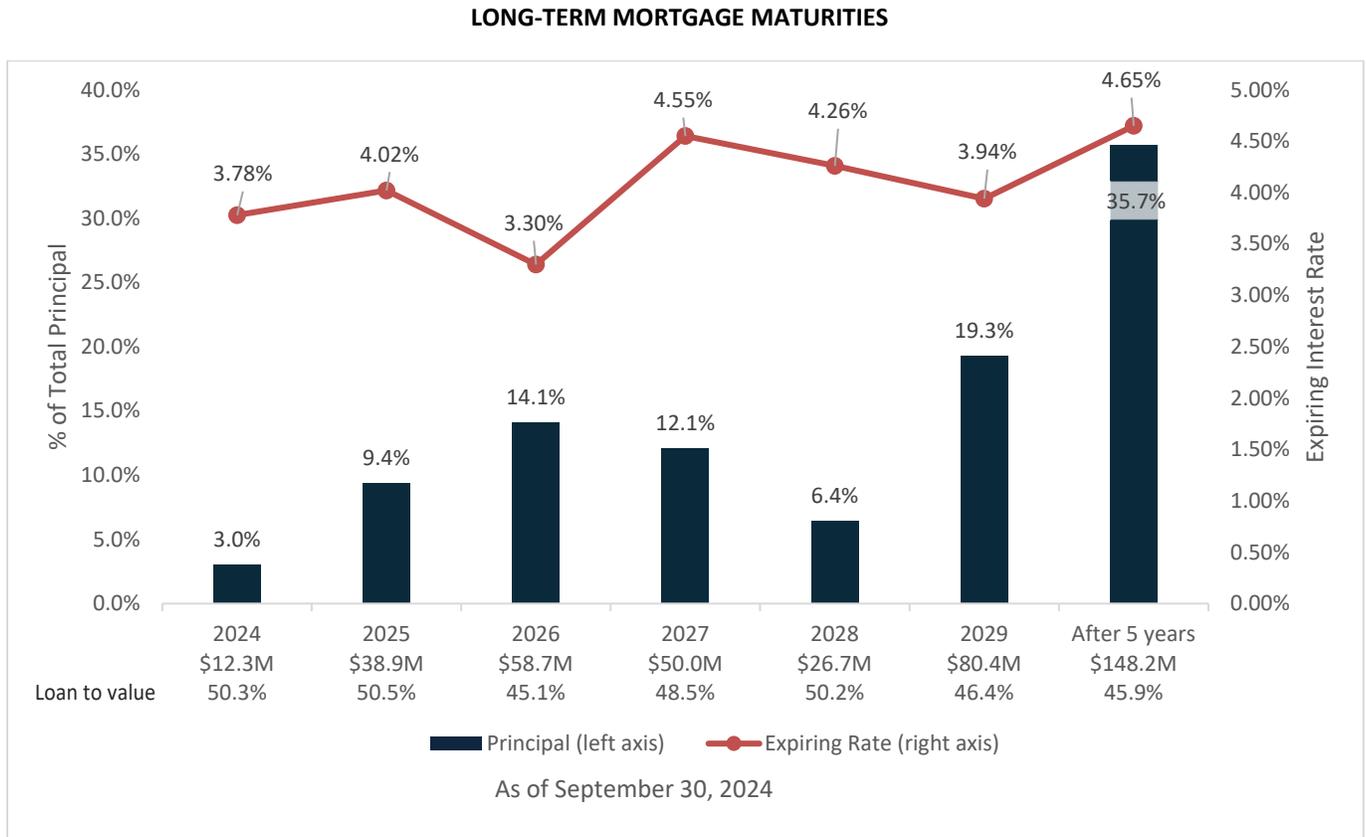
### Mortgages

During 2024, the Trust obtained new long-term fixed-rate financing of \$59.9 million, at the Trust's ownership percentage, with a weighted average term of 9.8 years and a weighted average interest rate of 5.37%.

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, to reduce overall interest costs, and to match debt maturities with lease maturities when possible. 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 long-term mortgages by year:



The weighted average term to maturity for the long-term mortgages is 5.0 years. The average remaining repayment (amortization) period on long-term mortgage debt is 24.0 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, 2024, compared to the three and nine months ended September 30, 2023, is presented below:

<b>(000s – except debt service ratios)</b>	<b>3 Months Ended September 30, 2024 (unaudited)</b>	<b>3 Months Ended September 30, 2023 (unaudited)</b>	<b>9 Months Ended September 30, 2024 (unaudited)</b>	<b>9 Months Ended September 30, 2023 (unaudited)</b>
<b>Profit and total comprehensive income for the period</b>	<b>\$ 5,119</b>	<b>\$ 3,355</b>	<b>\$ 17,012</b>	<b>\$ 24,091</b>
Add (deduct):				
Income taxes	(32)	(91)	308	42
Finance costs - operations	7,816	7,029	22,968	21,527
Fair value adjustment to investment properties	3,596	10,919	12,224	10,472
Fair value adjustment to investments <sup>(1)</sup>	(1,460)	(451)	(1,400)	121
Fair value adjustment to convertible debentures	426	(450)	279	(658)
Fair value adjustment to Class B exchangeable LP units	544	(416)	243	(1,017)
Fair value adjustment to restricted and deferred units	280	(227)	134	(383)
Fair value adjustment to interest rate swaps	2,366	(1,486)	1,737	(2,014)
Fair value adjustment to right-of-use land lease assets	205	202	611	601
Equity accounting adjustment for interest rate swaps <sup>(2)</sup>	264	(33)	370	(58)
<b>Adjusted EBITDA<sup>(3)</sup></b>	<b>\$ 19,124</b>	<b>\$ 18,351</b>	<b>\$ 54,486</b>	<b>\$ 52,724</b>
Finance costs <sup>(4)</sup>	\$ 7,662	\$ 6,959	\$ 22,340	\$ 21,265
Periodic principal repayments <sup>(5)</sup>	3,270	3,299	9,835	9,700
<b>Total debt service</b>	<b>\$ 10,932</b>	<b>\$ 10,258</b>	<b>\$ 32,175</b>	<b>\$ 30,965</b>
<b>Debt service ratios</b>				
Interest coverage ratio <sup>(3)</sup>	<b>2.50 times</b>	2.64 times	<b>2.44 times</b>	2.48 times
Debt coverage ratio <sup>(3)</sup>	<b>1.75 times</b>	1.79 times	<b>1.69 times</b>	1.70 times

(1) Fair value adjustment to investments relate to the unrealized change in fair value of equity accounted entities.

(2) Equity accounting adjustment for interest rate swaps includes the change in non-cash fair value adjustments relating to interest rate swaps held by equity accounted entities.

(3) This is a non-GAAP financial measure. Refer to the Non-GAAP Financial Measures in Part I and VII of this document for more information on each non-GAAP financial measure.

(4) Excludes mark-to-market adjustments, early mortgage discharge fees, non-controlling interest liability adjustment and distributions on Class B exchangeable LP units recorded in finance costs - operations.

(5) Includes right-of-use land lease principal repayments.

For the three and nine months ended September 30, 2024, the interest and debt coverage ratios were mainly impacted by the increase in EBITDA offset by higher finance costs.

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

## Plaza Retail REIT

### Debt to Gross Assets

Plaza's debt to gross assets is presented below:

<b>Debt to gross assets<sup>(1)</sup> (000s)</b>	<b>September 30, 2024</b>	December 31, 2023	September 30, 2023
Total debt excluding derivative liabilities <sup>(1)(2)</sup>	\$ 665,754	\$ 673,240	\$ 662,154
Less: right-of-use land leases	(63,791)	(64,403)	(64,605)
Total debt excluding right-of-use land leases	<b>\$ 601,963</b>	<b>\$ 608,837</b>	<b>\$ 597,549</b>
Total gross assets excluding derivative asset	\$ 1,243,705	\$ 1,261,691	\$ 1,256,906
Less: right-of-use land leases	(63,791)	(64,403)	(64,605)
Total gross assets excluding right-of-use land leases	<b>\$ 1,179,914</b>	<b>\$ 1,197,288</b>	<b>\$ 1,192,301</b>
<b>Debt to gross assets including right-of-use land leases<sup>(1)</sup></b>	<b>53.5%</b>	53.4%	52.7%
<b>Debt to gross assets excluding right-of-use land leases<sup>(1)</sup></b>	<b>51.0%</b>	50.9%	50.1%

(1) This is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in Part I and "Explanation of Non-GAAP Financial Measures" in Part VII of this MD&A for more information.

(2) Total debt includes current and long-term debt defined for this purpose as mortgage bonds, mortgages payable, face value of convertible debentures, non-convertible debentures, notes payable, right-of-use land lease liabilities and bank indebtedness.

The increase in debt to gross assets relates mainly to the change in fair value of investment properties since September 30, 2023. By its Declaration of Trust, Plaza is limited to an overall indebtedness ratio of 60% excluding convertible debentures and right-of-use land leases, and 65% including convertible debentures, excluding right-of-use land leases.

### 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 7, 2024 (000s) (unaudited)</b>	<b>Units</b>
Current outstanding units	<b>110,385</b>
Class B exchangeable LP units	<b>1,156</b>
Series VIII convertible debentures	<b>2,530</b>
<b>Total adjusted units outstanding</b>	<b>114,071</b>

On September 26, 2023, the Trust announced that it had received approval from the TSX to renew its existing normal course issuer bid ("NCIB") for a further year, from September 28, 2023 to September 27, 2024. For the nine months ended September 30, 2024, 4,920 units were repurchased at a weighted average price of \$3.6391. All units purchased under the renewed NCIB were cancelled.

With this, to September 30, 2024, Plaza has purchased a total of 1,196,730 units for cancellation since the commencement of the NCIB on September 28, 2018 at a weighted average price of \$4.0162.

On March 28, 2023, Plaza issued 8.548 million trust units on a bought deal-basis at a price of \$4.68 per unit, for gross proceeds of \$40 million, and net proceeds of \$37.9 million after closing costs.

### Right-of-Use 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 returns. 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.

The Trust has 27 long-term land leases (affecting 26 properties). One of the land leases relates to shared parking facilities. Land leases expire (excluding any non-automatic renewal periods) on dates ranging from 2027 to 2084 with an average remaining life of 30 years, with some of the leases also containing non-automatic renewal options, extending the average remaining life of the leases to 56 years including these non-automatic renewal options. Of the 27 land leases, 11 of the land leases have options to

## Plaza Retail REIT

purchase, generally at fair market value. At September 30, 2024, the recorded amount of the right-of-use assets and land lease liabilities is \$63.8 million.

Plaza leases 9 parcels of land from an entity owned by the below-noted related parties at market rates. The land leases expire at various times from October 2043 to November 2047, subject to options to renew. All the land leases have options to purchase in favour of the Trust, of which one is at a fixed price with the remainder at fair market value.

(000s)	Land Rent Paid	
	9 Months Ended September 30, 2024	9 Months Ended September 30, 2023
<b>Related Parties:</b>		
A company beneficially-owned by Earl Brewer and Michael Zakuta	\$ 903	\$ 900

### Gross Capital Additions Including Leasing Fees:

(000s)	3 Months Ended September 30, 2024 (unaudited)	3 Months Ended September 30, 2023 (unaudited)	9 Months Ended September 30, 2024 (unaudited)	9 Months Ended September 30, 2023 (unaudited)
<b>Existing properties</b>				
Leasing commissions	\$ 105	\$ 288	\$ 253	\$ 600
Other leasing costs	533	1,223	2,470	3,817
	638	1,511	2,723	4,417
Maintenance capital expenditures	603	223	1,778	901
<b>Total capital additions – existing properties</b>	<b>1,241</b>	<b>1,734</b>	<b>4,501</b>	<b>5,318</b>
<b>Development/redevelopment properties</b>				
Leasing commissions	447	143	711	378
Other leasing costs	411	991	4,210	5,137
Capital additions	931	13,850	12,330	25,439
<b>Total capital additions - developments/redevelopments</b>	<b>1,789</b>	<b>14,984</b>	<b>17,251</b>	<b>30,954</b>
<b>Total gross additions per statements of cash flows<sup>(1)</sup></b>	<b>\$ 3,030</b>	<b>\$ 16,718</b>	<b>\$ 21,752</b>	<b>\$ 36,272</b>
<b>Reconciliation of leasing costs for AFFO purposes</b>				
Leasing costs – existing properties per above	\$ 638	\$ 1,511	\$ 2,723	\$ 4,417
Internal leasing salaries	384	221	1,229	756
<b>Total leasing costs – existing properties for AFFO purposes</b>	<b>\$ 1,022</b>	<b>\$ 1,732</b>	<b>\$ 3,952</b>	<b>\$ 5,173</b>

(1) The gross additions per the statements of cash flows include leasing commissions on existing properties in the operating activities section and the remainder of the total gross additions noted above in the investing activities section.

**COMMITMENTS AND CONTINGENT LIABILITIES**

**Commitments**

The Trust estimates \$8.2 million in commitments in respect of certain development and leasing activities. Management believes that Plaza has sufficient unused bank and development line availability, cash and/or mortgage bond deployment potential, to fund these commitments.

The Trust's estimated commitments at September 30, 2024, in respect of certain projects under development and other long-term obligations are as follows:

(000s)	Remainder 2024	Year 1 2025	Year 2 2026	Year 3 2027	Year 4 2028	Year 5 2029	After 5 Years	Face Value Total
Mortgages – periodic payments	\$ 3,076	\$ 11,547	\$ 10,424	\$ 9,262	\$ 8,086	\$ 6,311	\$ 16,840	\$ 65,546
Mortgages – due at maturity	12,277	37,083	58,681	50,023	26,728	80,383	148,215	413,390
Development lines of credit	-	12,571	-	-	-	-	-	12,571
Construction loans	21,906	17,859	4,309	-	-	-	-	44,074
Unsecured interest-only loans	-	1,800	-	-	-	-	-	1,800
Bank indebtedness	-	-	33,312	-	-	-	-	33,312
Mortgage bonds payable	-	2,705	-	-	-	-	-	2,705
Debentures <sup>(1)</sup>	8,000	6,000	12,019	3,537	-	-	-	29,556
Right-of-use land leases <sup>(2)</sup>	837	3,378	3,379	3,427	3,394	3,423	109,536	127,374
Development activities	2,164	6,067	-	-	-	-	-	8,231
	<b>\$ 48,260</b>	<b>\$ 99,010</b>	<b>\$ 122,124</b>	<b>\$ 66,249</b>	<b>\$ 38,208</b>	<b>\$ 90,117</b>	<b>\$ 274,591</b>	<b>\$ 738,559</b>

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

<sup>(2)</sup> Land leases expire on dates ranging from 2027 to 2084 (including automatic renewal periods) with non-automatic renewal options ranging from 5 to 70 years.

Management believes that all mortgages maturing in 2024 will be renewed or refinanced as they come due. The overall loan to value on these mortgages is estimated at 50.3%.

**Contingent Liabilities**

The Trust has contingent liabilities as original borrower on five mortgages partially assumed by the purchasers of the underlying properties, where a 50% interest in each was sold in November 2017. These sales did not relieve the Trust's obligations as original borrower in respect of these mortgages; however, these commitments are also subject to indemnity agreements. The debt subject to such guarantees at September 30, 2024, totals \$5.1 million (September 30, 2023 - \$5.2 million) with a weighted average remaining term of 1.8 years (September 30, 2023 – 2.8 years).

The Trust also has contingent liabilities as original borrower on three mortgages partially assumed by the purchasers of the underlying properties, where a 50% interest in each was sold in August 2020. Similarly, these sales did not relieve the Trust's obligations as original borrower in respect of these mortgages, but the commitments are subject to indemnity agreements. The debt subject to such guarantees at September 30, 2024, totals \$6.9 million (September 30, 2023 - \$7.1 million) with a weighted average remaining term of 3.2 years (September 30, 2023 – 4.2 years).

The Trust is contingently liable for certain obligations of its co-venturers, under guarantees in excess of its ownership percentages for six open-air centres and four free-standing properties. The excess guarantees amount to \$13.4 million (September 30, 2023 - \$15.3 million). Cross indemnities are in place for certain of these properties from co-venturers.

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)	Q3'24	Q2'24	Q1'24	Q4'23	Q3'23	Q2'23	Q1'23	Q4'22
Revenues	\$30,414	\$30,672	\$29,571	\$28,962	\$28,294	\$28,463	\$28,345	\$27,978
Net property operating income <sup>(1)</sup>	\$19,651	\$18,390	\$18,052	\$17,436	\$18,460	\$17,643	\$16,815	\$17,590
Profit and total comprehensive income (loss)	\$5,119	\$2,437	\$9,456	(\$3,779)	\$3,355	\$12,985	\$7,751	\$14,185
Distributions per unit	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢	7.0¢
Funds from operations per unit – basic <sup>(1)</sup>	10.2¢	9.5¢	8.9¢	9.0¢	10.2¢	9.6¢	9.1¢	9.9¢
Funds from operations per unit – diluted <sup>(1)</sup>	10.2¢	9.5¢	8.9¢	9.0¢	10.1¢	9.5¢	9.0¢	9.7¢
Adjusted funds from operations per unit – basic <sup>(1)</sup>	8.6¢	8.0¢	6.6¢	5.9¢	8.5¢	7.0¢	7.9¢	7.3¢
Adjusted funds from operations per unit – diluted <sup>(1)</sup>	8.6¢	8.0¢	6.6¢	5.9¢	8.4¢	7.0¢	7.8¢	7.3¢
Distributions as a percentage of basic FFO <sup>(1)</sup>	68.4%	73.5%	78.7%	77.6%	68.5%	73.0%	79.0%	70.4%
Distributions as a percentage of basic AFFO <sup>(1)</sup>	81.0%	87.5%	106.8%	118.8%	82.8%	100.0%	91.1%	95.8%
Gross Leasable Area (000s of sq. ft.) (at 100%, excluding properties under development/redevelopment)								
Total income producing properties	8,786	8,633	8,576	8,393	8,350	7,974	7,886	7,926
Occupancy % (at 100%, excluding properties under development/redevelopment)								
Total income producing properties	97.5%	97.6%	97.1%	97.0%	97.2%	97.6%	97.6%	97.5%

<sup>(1)</sup> This is a non-GAAP financial measure. Refer to “Non-GAAP Financial Measures” in Part I and “Explanation of Non-GAAP Financial Measures” in Part VII of this MD&A for more information.

During the last eight quarters occupancy has remained high, which contributes to stable 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.

Some of Plaza’s leases have common cost recoveries from tenants linked to CPI or otherwise have caps on operating cost recoveries. At September 30, 2024, approximately 50.7% of the Trust’s leased area is tied to a CPI cost recovery formula. As well, anchor tenant leases may restrict common area maintenance (also referred to as “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 real property investments are subject to a degree of risk and uncertainty. Such 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 real property investments. Management attempts to manage these risks through geographic and retail asset class diversification in the portfolio. At September 30, 2024, the Trust held interests in 218 properties spread geographically across Canada.

Some of the more central risks to Plaza's business are outlined below. See Financial Instruments and Risk Management Note 29 to the December 31, 2023 consolidated financial statements of the Trust for further details. Also see the Trust's AIF for the year ended December 31, 2023 dated March 27, 2024 for a list and descriptions of other risks and uncertainties applicable to the Trust's business.

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

Higher floating and fixed interest rates impact the cost of debt and could further impact capitalization rates. Plaza has always utilized a conservative debt management strategy and attempts to lock in cash returns on assets for the long-term, 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 interest rate increases could be offset by increases in rental rates.

The Trust also mitigates interest rate risk by maintaining the majority of its debt at fixed rates. Floating rate debt is typically used on Plaza's 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 on floating rate debt would be approximately \$900 thousand.

The Trust mitigates its exposure to fixed-rate interest risk on its debt by staggering maturities and future financing obligations in order to avoid excessive amounts of debt maturing in any one year, and by generally using small individual debt issuances to mitigate exposure on individual debt maturities. If market conditions warrant, the Trust may attempt to renegotiate its existing debt to take advantage of lower interest rates. 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 at all. The Trust works with numerous lenders to manage exposure to any single lender. Management believes that all debts maturing over the next year 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 in the essential needs, convenience and value-based market segment. 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. Receivables include excise tax receivable, which have minimal to no collection risk.

Currently one tenant, Shoppers Drug Mart/Loblaws, represents 25.8% of current monthly base rents in place, Dollarama represents 6.1% and the TJX Group represents 4.4%. The top 10 tenants collectively represent approximately 54.0% of current monthly base rents in place. National and regional tenants represent 94.2% 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

## **Plaza Retail REIT**

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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 cleaning costs would not decline with a decline in occupancy.

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.

### **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 complies with both the mutual fund trust rules and the REIT rules.

**PART VI**

**RELATED PARTY TRANSACTIONS**

**Notes Payable to Related Parties**

The note payable from the related party was assumed on the Trust’s acquisition of the underlying property in September 2000. It is payable on the sale or refinancing of the underlying property.

(000s)	September 30, 2024	December 31, 2023
<b>Non-interest bearing notes:</b>		
Entities owned (directly or indirectly), controlled or significantly influenced by Michael Zakuta (President & Chief Executive Officer and Trustee)	\$ 261	\$ 261

**Bonds and Debentures Held**

The Trust has placed certain bonds and debentures by way of private placement, in which accredited investors may participate. Employees and trustees of the Trust (individually a “Trustee”, collectively “Trustees”) may be eligible to participate in these private placements, along with non-related parties.

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

(000s)	September 30, 2024	December 31, 2023
Doug McGregor (Chairman and Trustee)	\$ 400	\$ 400
Stephen Johnson (Trustee)	519	519
Lynda Savoie (Trustee)	15	15
Michael Zakuta (President and Chief Executive Officer and Trustee)	1,065	684
<b>Total</b>	<b>\$ 1,999</b>	<b>\$ 1,618</b>

Key management personnel own \$200 thousand in non-convertible debentures of the Trust at September 30, 2024.

**Other Related Party Transactions**

TC Land LP, an entity controlled by Earl Brewer and Michael Zakuta, leases nine parcels of land to the Trust at market rates. 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. Land leases reduce Plaza’s equity requirement in the subject projects, spread risk and enhance project feasibility and overall unitholder returns.

(000s)	Land Rent Paid	
Related Parties:	September 30, 2024	September 30, 2023
A company beneficially-owned by Earl Brewer and Michael Zakuta	\$ 903	\$ 900

The Montreal office of Plaza Group Management Limited (a wholly-owned subsidiary of the Trust and Plaza’s internalized property manager) 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.

The Trust has syndicated ownership of certain properties, where accredited investors may participate in the ownership of these properties in common with the Trust. These co-ownerships reduce Plaza’s equity requirement, spread risk and enhance project feasibility and overall unitholder returns. Employees and Trustees were eligible to participate in these co-ownerships, along with non-related parties.

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The following related parties hold interests in common with the Trust's interest in the noted properties below:

Property	Ownership%	
	Earl Brewer	Michael Zakuta
Gateway Mall, Sussex, NB	25.00%	21.50%
Mountainview Plaza, Midland, ON and Park Street Plaza, Kenora, ON	4.33%	4.81%
Amherstview, Amherstview, ON and 1865 Scugog St, Port Perry, ON	4.87%	4.67%
KGH Plaza, Miramichi, NB, 681 Mountain Rd., Moncton, NB, 201 Main St., Sussex, NB, and Robie St Truro Plaza, Truro, NS	2.62%	5.08%
Main St Alexandria, Alexandria, ON, Ottawa Street Plaza, Almonte, ON, and Hastings Street Plaza, Bancroft, ON	2.68%	5.19%
Quispamsis Town Centre, Quispamsis, NB	-	5.91%
Scott Street Plaza, St. Catharines, ON, 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	2.17%	2.17%
Boulevard Hebert Plaza and Victoria Street Plaza in Edmundston, NB, Grand Falls Shopping Centre and Madawaska Road Plaza, Grand Falls, NB, Connell Road Plaza, Woodstock, NB, Welton Street Plaza, Sydney, NS, and Pleasant Street Plaza and Starrs Road Plaza in Yarmouth, NS	0.69%	5.17%
5628 4th Street NW, Calgary, AB, 303 Main St., Antigonish, NS, 912 East River Rd., New Glasgow, NS, 1 Mont-Royal Ave E, and 8222 Maurice-Duplessis Blvd., Montreal, QC	-	4.28%

The related parties resulting beneficial interest in accounts receivable owing to the Trust from the underlying properties, and in fees earned by a subsidiary of the Trust from the underlying properties are as follows:

(000s)	Related parties' beneficial ownership of accounts receivable balance owing to the Trust from the underlying properties		Related parties' beneficial ownership of fees earned by a subsidiary of the Trust from the underlying properties	
	September 30, 2024	December 31, 2023	September 30, 2024	September 30, 2023
<b>Related Party:</b>				
Earl Brewer	\$ 216	\$ 402	\$ 37	\$ 44
Michael Zakuta	\$ 244	\$ 447	\$ 53	\$ 60

## **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 all material information relating to the Trust is gathered and reported to senior management on a timely basis so that appropriate decisions can be made regarding public disclosure. 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 Accounting Standards. The Trust maintains appropriate DC&P and ICFR (each as further defined in National Instrument 52-109, *Certification of Disclosure in Issuers’ Annual and Interim Filings*) 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 and they may not prevent or detect misstatements. 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 designed, or under their supervision caused to be designed, the Trust’s DC&P and ICFR (as defined in National Instrument 52-109, *Certification of Disclosure in Issuers’ Annual and Interim Filings*) as at September 30, 2024. At September 30, 2024, the design of the Trust’s DC&P provides reasonable assurance that material information relating to the Trust would have been known to them and that information required to be disclosed by the Trust is recorded, processed, summarized, and reported on a timely basis and within the time period specified in securities legislation. Management has also determined that as at September 30, 2024 the Trust’s ICFR were appropriately designed in accordance with 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, 2024, there were no changes in the Trust’s DC&P and ICFR that occurred that have materially affected, or are reasonably likely to materially affect, the Trust’s DC&P and 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

Investment properties, which are carried on the consolidated statements of financial position at fair value, are valued either by the Trust’s internal valuation team or by external independent appraisers. The valuations are based on a number of significant assumptions, such as capitalization rates, future stabilized net operating income. The determination of future stabilized net operating income involves assumptions regarding future rental income and operating expenses. These investment properties are sensitive to fluctuations in capitalization rates.

(a) Internal approach – direct capitalization method

Income producing properties are valued using the direct capitalization method. Under this method, fair value is estimated by applying capitalization rates to future stabilized net operating income (property revenue less property operating expenses), with

the resulting value reduced by any costs required to achieve stabilization. Future stabilized net operating income adjusts net operating income for items such as market property management fees, or in the case of development properties, to reflect full intended occupancy (less a normal vacancy allowance). The Trust utilizes quarterly capitalization rate matrices provided by an external 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 generally 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.

### (b) External appraisals

Independent appraisals are obtained in the normal course of business. When an independent appraisal is obtained, the internal valuation team assesses all major inputs used by the independent valuers in preparing their reports and holds discussions with them on the reasonableness of their assumptions. Where warranted, adjustments will be made to the internal valuations prepared using the direct capitalization method to reflect the assumptions contained in the external valuations, and/or the external valuation will be utilized for valuation purposes. Of the total fair value of income producing properties and properties under development, \$168 million were based on external appraisals as at September 30, 2024, (year ended December 31, 2023 - \$244 million).

At September 30, 2024, 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 \$41.5 million. An increase of 0.25% in the capitalization rates used would have resulted in a decrease in investment properties of approximately \$38.5 million.

## CHANGES IN ACCOUNTING POLICIES

In January 2020, the IASB issued amendments to IAS 1, “Presentation of Financial Statements” (the “2020 amendments”), providing a more general approach to the classification of liabilities based on the contractual agreements in place at the reporting date. On October 31, 2022, the IASB issued Non-current Liabilities with Covenants (“Amendments to IAS 1” or the “2022 amendments”) to improve the information provided about long-term debt with covenants. The 2020 amendments and the 2022 amendments (collectively the “Amendments”) are effective for annual reporting periods beginning on or after January 1, 2024.

The Amendments to IAS 1 affect only the presentation of liabilities in the statement of financial position and seek to clarify that the classification of liabilities as current or non-current should be based on the rights that are in existence at the end of the reporting period. Further, the Amendments make clear that classification is unaffected by expectations about whether an entity will exercise its right to defer settlement of a liability and that the settlement of a liability refers to the transfer to the counterparty of cash, equity instruments, other assets, or services.

Plaza adopted the Amendments in the interim condensed consolidated financial statements beginning on January 1, 2024, when they became effective. As a result of adopting the amendments, Class B exchangeable LP units of \$4.255 million and \$5.336 million and Series VIII convertible debentures of \$11.244 million and \$11.894 million were reclassified from non-current liabilities to current liabilities on the Consolidated Statement of Financial Position, at December 31, 2023 and January 1, 2023, respectively. Consistent with the requirements under IAS 1 and National Instrument 51-102, Plaza has presented a third statement of financial position as at January 1, 2023, to show the effect of the adoption of the amendments at the beginning of the preceding period.

## FUTURE ACCOUNTING POLICY CHANGES

On April 9, 2024, the IASB issued IFRS 18 *Presentation and Disclosure in Financial Statements* to improve reporting of financial performance. IFRS 18 replaces IAS 1 *Presentation of Financial Statements*. It carries forward many requirements from IAS 1 unchanged.

IFRS 18 applies for annual reporting periods beginning on or after January 1, 2027. Earlier application is permitted.

The new Accounting Standard introduces significant changes to the structure of a company’s income statement, more discipline and transparency in presentation of management’s own performance measures (commonly referred to as ‘non-GAAP measures’) and less aggregation of items into large, single numbers.

The main impacts of the new Accounting Standard include:

- introducing a newly defined ‘operating profit’ subtotal and a requirement for all income and expenses to be allocated between three new distinct categories based on a company’s main business activities (i.e. operating, investing and financing);
- requiring disclosure about management performance measures (MPMs); and

- adding new principles for aggregation and disaggregation of information.

Plaza intends to adopt IFRS 18 in its consolidated financial statements beginning on January 1, 2027, when the standard becomes effective.

### EXPLANATION OF NON-GAAP FINANCIAL MEASURES

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

**Funds From Operations (FFO) and Adjusted Funds From Operations (AFFO)** are non-GAAP 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.

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 Accounting Standards. 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 non-GAAP financial measures. FFO per unit and AFFO per unit as calculated by Plaza may not be comparable to similar titled measures reported by other entities. Plaza calculates FFO per unit and AFFO per unit as FFO or AFFO divided by the weighted average number of units outstanding.

**Distributions as a percentage of basic FFO and distributions as a percentage of basic AFFO** are non-GAAP financial measures. Distributions as a percentage of basic FFO and basic AFFO as calculated by Plaza may not be comparable to similar titled measures reported by other entities. Plaza calculates distributions as a percentage of basic FFO and distributions as a percentage of basic AFFO as gross distributions to unitholders divided by basic FFO or basic AFFO.

**Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)** is a non-GAAP 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”.

**Net Property Operating Income (NOI)** is an industry term in widespread use. The Trust includes NOI as an additional non-GAAP financial 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).

**Same-Asset Net Property Operating Income (Same-asset NOI)** is a non-GAAP 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, 2023 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 termination revenue.

## Plaza Retail REIT

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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”.

**Interest coverage ratio and debt coverage ratio** are non-GAAP financial measures. Interest coverage ratio and debt coverage ratio, as calculated by Plaza, may not be comparable to similarly titled measures reported by other entities. Plaza calculates the interest coverage ratio and debt coverage ratio as EBITDA divided by finance costs and EBITDA divided by total debt service, respectively. Finance costs are defined for this calculation as finance costs - operations as per the consolidated statements of comprehensive income (loss) excluding mark-to-market adjustments, convertible debenture issuance costs, loan defeasance and early mortgage discharge fees, and distributions on Class B exchangeable LP units recorded in finance costs - operations. Total debt service is defined for this calculation as finance costs, as defined above, plus periodic mortgage principal repayments and right-of-use land lease principal repayments.

**Debt to gross assets including right-of-use land leases and debt to gross assets excluding right-of-use land leases** are non-GAAP financial measures. Debt to gross assets including right-of-use land leases and debt to gross assets excluding right-of-use land leases, as calculated by Plaza, may not be comparable to similarly titled measures reported by other entities. Plaza calculates the debt to gross assets including right-of-use land leases as total debt including the face value of convertible debentures divided by total gross assets, with both total debt and total gross assets including right-of-use land lease liabilities and assets, respectively. Plaza calculates the debt to gross assets excluding right-of-use land leases as total debt excluding right-of-use land lease liabilities divided by total gross assets excluding right-of-use land lease assets. Total debt is defined for this calculation as mortgage bonds, mortgages payable, face value of convertible debentures, non-convertible debentures, notes payable, right-of-use land lease liabilities (except when excluded per above) and bank indebtedness.

### ADDITIONAL INFORMATION

Additional information relating to Plaza, including other required continuous disclosure documents, has been filed electronically with Canadian securities regulatory authorities on SEDAR+ and can be accessed at [www.sedarplus.ca](http://www.sedarplus.ca).

### PROPERTIES OF THE TRUST

A chart listing the Trust’s properties at September 30, 2024 can be accessed on Plaza’s website at <http://plaza.ca/financial-reports-presentations-and-other-filings/>.