



## GENESIS LAND DEVELOPMENT CORP.

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### MANAGEMENT'S DISCUSSION AND ANALYSIS

For the three months and year ended December 31, 2025

The Management's Discussion and Analysis ("**MD&A**") of the financial condition and results of operations of Genesis Land Development Corp. ("**Genesis**", the "**Corporation**", "**we**", "**us**", or "**our**") should be read in conjunction with the consolidated financial statements and the notes thereto for years ended December 31, 2025 and 2024, prepared in accordance with International Financial Reporting Standards ("**IFRS**").

The consolidated financial statements and comparative information have been reviewed by the Corporation's audit committee, consisting of three independent directors, and approved by the board of directors of the Corporation. Additional information, including the Corporation's Annual Information Form ("**AIF**") are available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

**All amounts are in thousands of Canadian dollars, except per share amounts or unless otherwise noted. This MD&A is dated as of March 5, 2026.**

## **STRATEGY AND 2025 BUSINESS PLAN**

### **Strategy**

Genesis Land Development Corp. (“Genesis”, the “Corporation”, “we”, “us” or “our”) is an integrated land developer and residential home builder operating in the Calgary Metropolitan Area (“CMA”) with a strategy to grow its portfolio of well-located, entitled and unentitled primarily residential lands and serviced lots in the CMA.

As a land developer, Genesis acquires, plans, rezones, subdivides, services and sells residential lots and commercial and industrial lands to third party developers and builders, and sells lots and completed homes through a wholly-owned subsidiary, Genesis Builders Group Inc. (“GBG”), its home building division. The land portfolio is planned, developed, serviced and sold as single-family lots and townhouse, multi-family and commercial parcels at opportune times with the objective of maximizing returns.

Genesis acquires land strategically and opportunistically ensuring the Corporation has a significant and balanced land supply in the CMA. Genesis may realize some of the value created through the land approval process by providing opportunities for industry partners to participate in the final development of communities on the land.

GBG designs, builds and sells homes on a significant portion of Genesis’ single-family lots and townhouse land parcels. GBG also acquires single-family lots from other land developers to build and sell single-family homes in other CMA communities.

Genesis manages its financial position by prudently and opportunistically allocating its cash resources among the following:

- maintaining a strong balance sheet;
- acquiring and developing land either directly or through land development entities;
- acquiring builder positions in third party communities and constructing homes; and
- returning cash to shareholders by paying dividends and/or buying back its common shares.

### **Market Overview**

According to ATB Financial, Alberta is expected to outpace the national economy in 2026, supported by rising oil output, improved access to overseas markets and broader economic diversification. Trade uncertainty, weaker oil prices, and slower population growth will temper investment and consumer activity.

According to the Calgary Real Estate Board, residential home sales in Calgary for 2025 were 22,751, a year-over-year decrease of 16%, but in line with long term trends. Supply levels improved across all aspects of the housing market, just as demand pressure eased due to a reduction in migration levels and heightened economic uncertainty which continued throughout the year. These conditions helped shift the resale market from one that favored the seller to one that is more balanced. Similar conditions exist in neighbouring Airdrie, where Genesis has two active projects.

Genesis is continuing to monitor the potential effects of geopolitical risks, global trade tensions, primarily tariffs between Canada and the United States. While the Corporation has minimal direct exposure, with no exports and only limited indirect imports from the United States, there remains significant uncertainty regarding the broader economic impacts on the CMA, Alberta and Canada which could influence Genesis’ land development and housing businesses. Genesis will continue to monitor the situation and take steps to mitigate any potential impacts on its operations.

## 2025 Business Plan

### Progress on 2025 Business Plan

Genesis continues to execute its growth plan. Genesis achieved significant milestones in 2023, 2024 and 2025, receiving final development approvals and proceeding with the development of its Lewiston, Logan Landing, Huxley and Hazel communities.

GBG is now building in fourteen communities in the CMA.

The following describes progress made on key elements of our growth plan.

#### 1) **Obtaining Additional Zoning and Servicing**

Zoning and servicing entitlements are granted by the applicable municipal authorities. The timelines discussed below are management's best estimates at this time, given the uncertainties related to the regulatory approval process and market conditions.

In Q2 2025, Genesis received Outline Plan and Land Use approval for Hazel. Site grading is now underway, with site servicing to follow in 2026.

In 2024 Genesis received an Area Structure Plan ("ASP") approval for the OMNI project, a 185-acre commercial and retail project on a portion of the 610 acres of undeveloped land in Rocky View County (the "County") that Genesis owns 100% of that borders the northeast quadrant of the City of Calgary. Approval of land use and a conceptual scheme for this project was received in Q1 2025. Genesis and the County have successfully worked with Alberta Transportation to finalize plans and funding arrangements for an interchange at Stoney Trail and Airport Trail. Funding is in place, design of the interchange is complete, and work is now underway. Once completed, this interchange will provide primary transportation access to these lands. An ASP amendment to support residential development of the remaining 425 acres of undeveloped land that Genesis controls is underway with approval anticipated in 2026.

#### 2) **Development and Sale of Land Parcels**

Genesis continues to develop and implement plans for each of its core land holdings with the objective of maximizing returns by selling or developing the land at the most opportune time. Please see information provided under the heading "*Real Estate Held for Development and Sale*" in this MD&A.

In Q3 2025, Cobalt Bay Limited Partnership ("CBLP") commenced development of a purpose-built rental project on approximately 3.62 acres of multi-family parcel located in the Genesis-owned community of Bayview in the City of Airdrie. CBLP is controlled and 100% owned by Genesis.

Genesis periodically sells land parcels, generally for multi-family or commercial use, that have been developed within its communities.

#### 3) **Servicing Additional Phases**

Servicing continues in four communities. Lot commitments from our third-party home builder partners and financing are generally obtained prior to commencement of servicing for a phase.

- Lewiston: Servicing of the third phase in this north Calgary community commenced in Q2 2025. This phase has been substantially serviced as of Q4 2025 and adds 168 single-family lots. GBG and two third parties (each with a 20% ownership interest) will be the home builders in all phases in this community;
- Logan Landing: Servicing of the second phase commenced in Q4 2024 in this southeast Calgary community. This is now substantially complete and adds 172 single-family lots. GBG and two third parties are the home builders in this phase;
- Huxley: Servicing of the first phase in this east Calgary community commenced in Q2 2024 and adds 257 single-family lots. Servicing is now substantially complete. GBG and two third parties (each with a 20% ownership interest) are the home builders in all phases in this community; and
- Bayside: Servicing of Phase 15 commenced in Q4 2024 and adds 81 single-family lots. Phase 15 servicing is complete. GBG and one third party builder are the home builders in this phase.

#### **4) Investing in Additional Lands**

Building and selling homes in communities developed by other parties is a key strategy adopted in 2020 to drive growth and profitability in Genesis' home building division. GBG is now active in fourteen communities (Genesis communities - three; Partnership communities - two; and third party communities - nine).

During Q2 2025, \$5,498 was paid to Genesis Limited Partnership #4 to acquire an additional 27% interest in the OMNI project in North Conrich. This results in Genesis' direct ownership of a 100% interest (previously 73%) in the 185-acre OMNI project. Refer to heading "*Related Party Transactions*" in this MD&A for additional information.

During 2025, GBG contracted to acquire 313 lots from third party developers. As of December 31, 2025, GBG had outstanding contracts to purchase 694 lots and had 97 orders to build homes on lots purchased from third party developers.

#### **5) Establishing Land Development Partnerships**

Genesis considers establishing land partnerships when a new community has received full municipal approvals. Partners are usually other home builders carefully selected to add value to the execution of the community's development program.

Lewiston Lands Limited Partnership ("LLLP" or "Lewiston") commenced with approximately 130 acres of residential development land located in the Keystone ASP on the north side of the City of Calgary. In Q1 2023, Genesis closed a transaction to sell a 40% ownership stake in LLLP to two Calgary based third party home builders.

Huxley Lands Limited Partnership ("HLLP" or "Huxley") commenced with approximately 161 acres of residential development land located in the Belvedere ASP on the east side of the City of Calgary. In Q4 2024, Genesis closed a transaction to sell a 40% ownership stake in HLLP to two Calgary based third party home builders.

Hazel Lands Limited Partnership ("HZLP" or "Hazel") commenced with approximately 160 acres of residential development land located in the South Shepard ASP on the southeast side of the City of Calgary. In Q4 2025, Genesis closed a transaction to sell a 40% ownership stake in HZLP to two Calgary based third party home builders.

In this MD&A, LLLP, HLLP and HZLP are referred to collectively as the "Partnerships".

Development activities are proceeding as described previously under the heading "*Serving Additional Phases*" in this MD&A.

#### **6) Adding Select Third Party Builders in Genesis Communities**

To diversify offerings and increase velocity of sales within its residential communities, Genesis holds regular discussions with reputable third party builders interested in acquiring lots in future phases in Genesis' communities. Genesis is currently working with six such third party builders.

#### **7) Increasing the Velocity of Homes Sold by GBG**

In year-end ("YE") 2025, GBG entered into 302 new home sales contracts compared to 419 new home sales contracts in YE 2024. During Q4 2025, GBG entered into 81 new home sales contracts compared to 107 new home sales contracts in Q4 2024. As of December 31, 2025, Genesis had 162 outstanding new home orders compared to 265 as at December 31, 2024. To increase the velocity of homes sold, Genesis:

- acquires lots in communities from third party developers;
- adjusts pricing to meet market conditions;
- construct spec homes for quick possessions;
- pursues construction cost efficiencies and actively manages supply chain challenges; and
- continues to monitor and control overhead costs.

#### **8) Liquidity and Return of Capital**

Liquidity: As of December 31, 2025, Genesis had \$17,511 of cash and cash equivalents on hand (YE 2024 - \$21,414), loan and credit facilities outstanding of \$136,441 (YE 2024 - \$133,494), real estate assets of \$459,124 (YE 2024 - \$440,792) and total assets of \$622,284 (YE 2024 - \$577,718). The ratio of loan and credit facilities outstanding to total assets was 22% as at December 31, 2025 and 23% as at December 31, 2024.

Return of Capital to Shareholders: In 2025 Genesis declared and paid dividends of \$0.215 per share (\$12,187), with \$0.105 per share paid in Q2 2025 and \$0.11 per share in Q4 2025. Since 2014, when Genesis paid its first dividend, it has returned an

aggregate of \$99,591 to shareholders by way of dividends and, through its normal course issuer bids ("NCIB"), bought back nearly 3.6 million common shares for an aggregate cost of \$10,581.

## **Outlook**

Genesis continues to execute on its 2025 business plan as described above, while carefully monitoring current market conditions. New home orders in 2025 were lower than 2024, reflecting the current economic uncertainty. We expect this uncertainty to continue into 2026. In the normal course of business, Genesis is exposed to certain risks and uncertainties inherent in the real estate development and home building industries. Real estate development and home building are cyclical and capital-intensive businesses. As a result, the profitability and liquidity of Genesis could be adversely affected by external factors beyond the control of management.

Genesis is continuing to monitor the potential effects of global trade tensions, namely tariffs between Canada and the United States. While the Corporation has minimal direct exposure, with no exports and only limited indirect imports from the United States, there remains significant uncertainty regarding the broader economic impacts on the CMA, Alberta, and Canada which could influence Genesis' land development and housing businesses. Genesis will continue to monitor the situation and take steps to mitigate any potential impacts on its operations.

## FINANCIAL HIGHLIGHTS

Key financial results and operating data for Genesis were as follows:

(\$000s, except for per share items or unless otherwise noted)	Three months ended December 31, <sup>(1)</sup>		Year ended December 31, <sup>(2)</sup>	
	2025	2024	2025	2024
<b>Consolidated Operating Highlights</b>				
Total revenues	134,607	104,647	381,159	361,061
Direct cost of sales	(97,319)	(72,920)	(279,695)	(264,537)
Gross margin	37,288	31,727	101,464	96,524
Gross margin (%)	27.7%	30.3%	26.6%	26.7%
Net earnings attributable to equity shareholders	17,929	12,617	39,243	39,597
Net earnings per share - basic and diluted	0.31	0.22	0.69	0.70
Dividends declared and paid	6,231	5,679	12,187	11,074
Dividends declared and paid - per share	0.11	0.10	0.215	0.195
<b>Segmented Operating Highlights <sup>(3)</sup></b>				
<b>Land Development</b>				
Total residential lots sold (units)	328	157	760	726
Residential lot revenues <sup>(3)</sup>	69,390	34,215	152,612	127,919
Gross margin on residential lots sold	20,604	13,613	41,311	32,555
Gross margin on residential lots sold (%)	29.7%	39.8%	27.1%	25.4%
Average revenue per lot sold (excluding non-core lots)	212	218	201	179
Land parcel revenues <sup>(3)</sup>	-	12,065	3,620	17,531
<b>Home Building</b>				
Homes sold (units)	121	107	405	401
Revenues <sup>(3)</sup>	83,726	72,163	274,928	258,265
Gross margin on homes sold	18,338	18,834	63,305	64,314
Gross margin on homes sold (%)	21.9%	26.1%	23.0%	24.9%
Average revenue per home sold	689	674	678	644
New home orders (units)	81	107	302	419
Outstanding new home orders at period end (units)			162	265
<b>Consolidated Balance Sheet Highlights</b>			<b>As at Dec. 31, 2025 <sup>(2)</sup></b>	<b>As at Dec. 31, 2024 <sup>(2)</sup></b>
Cash and cash equivalents			17,511	21,414
Total assets			622,284	577,718
Loan and credit facilities			136,441	133,494
Total liabilities			294,921	290,520
Shareholders' equity			298,488	266,480
Total equity			327,363	287,198
Loan and credit facilities to total assets			22%	23%

<sup>(1)</sup> Three months ended December 31, 2025 and 2024 ("Q4 2025" and "Q4 2024", respectively).

<sup>(2)</sup> Year ended December 31, 2025 and 2024 ("YE 2025" and "YE 2024", respectively).

<sup>(3)</sup> Includes amounts eliminated on consolidation.

Results from operations, including earnings and cash flows, vary considerably between periods for the reasons explained under the heading “*Factors Affecting Results of Operations*” in this MD&A.

### Highlights:

- **\$381.2 Million of Revenues in YE 2025:** Genesis generated revenues of \$381.2 million in YE 2025 up from \$361.1 million achieved in YE 2024. Fourth quarter (“Q4”) 2025 revenues of \$134.6 million were higher when compared to \$104.6 million generated in Q4 2024.
- **\$39.2 Million of Net Earnings in YE 2025:** Net earnings attributable to equity shareholders in YE 2025 of \$39.2 million (\$0.69 net earnings per share - basic and diluted), compared to \$39.6 million (\$0.70 net earnings per share - basic and diluted) in YE 2024. Net earnings attributable to equity shareholders in Q4 2025 were \$17.9 million (\$0.31 net earnings per share - basic and diluted) compared to \$12.6 million (\$0.22 net earnings per share - basic and diluted) in Q4 2024.
- **760 Lots Sold:** In YE 2025, Genesis sold 760 residential lots, an increase of 5% from 726 lots in YE 2024. In Q4 2025, Genesis sold 328 residential lots compared to 157 lots in Q4 2024.
- **405 Homes Sold:** In YE 2025, Genesis sold 405 homes, an increase of 1% from the 401 sold in YE 2024. In Q4 2025, Genesis sold 121 homes, compared to 107 sold in Q4 2024.
- **302 New Home Orders:** During YE 2025, Genesis had 302 new home orders compared to 419 for YE 2024 reflecting a return to more historical levels. During Q4 2025, Genesis had 81 new home orders compared to 107 in Q4 2024. Genesis had 162 outstanding new home orders on hand at December 31, 2025 (265 at December 31, 2024).
- **Dividends of \$0.215 per share in 2025:** Total cash dividends of \$12.2 million (\$0.215 per share) were paid during YE 2025 of which \$0.11 per share was declared and paid in Q4 2025. Total cash dividends of \$11.1 million (\$0.195 per share) were paid during YE 2024 of which \$0.10 per share was declared and paid in Q4 2024.
- **Land Servicing Activity:** In YE 2025, land servicing activity amounted to \$55.0 million compared to \$66.9 million in YE 2024. Genesis is actively servicing four communities.
- **Hazel Lands Limited Partnership:** During YE 2025, Genesis sold a 40% ownership stake in HZLP to two Calgary based third party builders. The transaction closed on December 17, 2025, for total proceeds of \$19.1 million, being \$13.7 million cash with the balance being the assumption of debt by the purchasers.
- **New \$105 Million Secured Revolving Credit Facility:** On February 11, 2026, Genesis entered into a Credit Agreement for a \$105 million secured revolving credit facility with a syndicate of Canadian financial institutions for an initial term of three years. The revolving loan is available for general corporate purposes, including purchases of land, serviced lots and land servicing activities.

### ***Factors Affecting Results of Operations***

When reviewing the results, there are a number of factors that have historically affected Genesis' results of operations, including:

- the volatility of oil and gas prices and changes in the Canadian/US dollar exchange rate, both of which impact the Alberta energy industry, and have significant impact on the CMA real estate market and economy;
- changes to the regulatory environment, both direct and indirect, including for example, the land development approval process, mortgage lending rules, immigration policies, tariffs and economic restrictions imposed by regulatory authorities;
- changes in interest rates, including residential mortgage rates and the rates of interest charged to Genesis on its various credit facilities;
- costs incurred for the development and servicing of land and the sale of residential lots and other land parcels occur over a substantial period of time and results in cash flows that vary considerably between periods, creating significant volatility in the revenues, earnings and cash flows from operating activities;
- changes in home construction costs due to the availability and timing of trades, material and overall supply chain issues;
- land, lot and home prices and gross margins vary by community, by phase and by lot/home type, the nature of the development work required to be undertaken before the land and lots are ready for sale, and the original cost of the land and servicing; and
- seasonality which has historically resulted in higher revenues and higher cash outflows in the summer and fall months when home building sales and land servicing often peak.

## Land Development Segment *(Refer to "Location of Genesis' Land Development Projects" in this MD&A on page 11)*

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
<b>Key Financial Data</b>						
Residential lot revenues <sup>(1)</sup>	69,390	34,215	102.8%	152,612	127,919	19.3%
Land parcel revenues <sup>(2)</sup>	-	12,065	N/R <sup>(3)</sup>	3,620	17,531	(79.4%)
Direct cost of sales	(48,786)	(29,479)	(65.5%)	(113,994)	(108,729)	(4.8%)
Gross margin	20,604	16,801	22.6%	42,238	36,721	15.0%
Gross margin (%)	29.7%	36.3%	(18.2%)	27.0%	25.2%	7.1%
Unrealized (loss) gain - investments in land development entities	(161)	2,326	(106.9%)	1,432	2,326	(38.4%)
Other expenses	(4,326)	(5,211)	17.0%	(19,414)	(17,368)	(11.8%)
Earnings before income taxes	16,117	13,916	15.8%	24,256	21,679	11.9%
<b>Key Operating Data</b>						
Residential lots sold to third parties	230	89	158.4%	497	452	10.0%
Residential lots sold through GBG	41	24	70.8%	145	157	(7.6%)
Residential lots sold to GBG by Partnerships <sup>(4)</sup>	57	44	29.5%	118	104	13.5%
Residential lots sold to third parties - non-core lots	-	-	-	-	13	N/R <sup>(3)</sup>
Total residential lots sold	328	157	108.9%	760	726	4.7%
Average revenue per lot sold (excluding non-core lots)	212	218	(2.8%)	201	179	12.3%

<sup>(1)</sup> Includes residential lot sales to third parties, residential lot sales to GBG and other revenues.

<sup>(2)</sup> Land parcel revenues of \$Nil in Q4 2025 and \$3,620 in YE 2025 related to the purchase of a multi-family parcel by the Home Building division from the Land Development division (\$Nil in Q4 2024 and YE 2024). This amount is eliminated on consolidation.

<sup>(3)</sup> Not relevant due to the size of the change.

<sup>(4)</sup> Refer to "Establishing Land Development Partnerships" paragraph under the heading "2025 Business Plan" in this MD&A.

### Gross margin by source of revenue

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
<b>Residential lots</b>						
Residential lot revenues <sup>(1)</sup>	69,390	34,215	102.8%	152,612	127,919	19.3%
Direct cost of sales	(48,786)	(20,602)	(136.8%)	(111,301)	(95,364)	(16.7%)
Gross margin	20,604	13,613	51.4%	41,311	32,555	26.9%
Gross margin (%)	29.7%	39.8%	(25.4%)	27.1%	25.4%	6.7%

<sup>(1)</sup> Includes residential lot sales to third parties, residential lot sales to GBG and other revenues.

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
<b>Land parcels</b>						
Land parcel revenues <sup>(1)</sup>	-	12,065	N/R <sup>(2)</sup>	<b>3,620</b>	17,531	(79.4%)
Direct cost of sales	-	(8,877)	N/R <sup>(2)</sup>	<b>(2,693)</b>	(13,365)	79.9%
Gross margin	-	3,188	N/R <sup>(2)</sup>	<b>927</b>	4,166	(77.7%)
Gross margin (%)	-	26.4%	N/R <sup>(2)</sup>	<b>25.6%</b>	23.8%	7.6%

<sup>(1)</sup> Land parcel revenues of \$Nil in Q4 2025 and \$3,620 in YE 2025 related to the purchase of a multi-family parcel by the Home Building division from the Land Development division (\$Nil in Q4 2024 and YE 2024). This amount is eliminated on consolidation.

<sup>(2)</sup> Not relevant due to the size of the change

Results from operations, including earnings and cash flows, vary considerably between periods for the reasons explained under the heading “*Factors Affecting Results of Operations*” in this MD&A.

### **Revenues and unit volumes**

Residential lot sales to third party builders usually occur when newly developed phases first become available for sale, creating fluctuations in lot revenues and associated earnings. Total residential lot sales revenues in YE 2025 were \$152,612 (760 lots) up from \$127,919 (726 lots) in YE 2024. In YE 2025, 497 lots were sold to third party builders compared to 465 lots including 13 non-core lots (\$100), in YE 2024. In YE 2025, 263 lots including 118 lots from Partnerships (\$23,471) were sold to GBG compared to 261 lots including 104 lots from Partnerships (\$21,015) were sold to GBG in YE 2024.

Total residential lot sales revenues in Q4 2025 were \$69,390 (328 lots) up from \$34,215 (157 lots) in Q4 2024. In Q4 2025, 230 lots were sold to third party builders compared to 89 lots sold to third party builders in Q4 2024. In Q4 2025, 98 lots including 57 lots from Partnerships (\$11,570) were sold to GBG compared to 68 lots including 44 lots from Partnerships (\$10,219) were sold to GBG in Q4 2024.

One land parcel was sold for \$3,620 in YE 2025 to CBLP, which is 100% owned by Genesis, while four land parcels were sold to third parties for \$17,531 in YE 2024. No land parcels were sold in Q4 2025 while two land parcels were sold to third parties for \$12,065 in Q4 2024. Land parcel sales occur periodically and comprise sales of commercial, multi-family and other lands that Genesis does not intend to build on through GBG.

### **Gross margin**

Residential lots had a gross margin of 27% in YE 2025 compared to 25% in YE 2024. Residential lots had a gross margin of 30% in Q4 2025 compared to 40% in Q4 2024. Residential lot and land parcel revenue and margins can vary significantly as described in the “*Factors Affecting Results of Operations*” in this MD&A.

### **Unrealized (loss) gain - investments in land development entities**

The fair value of investments in land development entities is based on the market value approach method. This method uses prices and other relevant information generated by market transactions involving identical or comparable assets. Where applicable, adjustments are made during interim periods to reflect changes in fair value, incorporating management’s estimates and assumptions. During the three months and YE 2025, the Corporation recorded (\$161) and \$1,432 as an unrealized (loss) gain in investment in fair value of investments held in the year (Q4 2024 and YE 2024 - \$2,326). Third party appraisals were commissioned in the fourth quarter of 2025.

### Other expenses

The components of other expenses and the changes are shown in the table below:

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
<b>Other expenses</b>						
General and administrative expense	(1,961)	(2,516)	22.1%	(10,157)	(9,628)	(5.5%)
Selling and marketing expense	(866)	(839)	(3.2%)	(2,337)	(2,034)	(14.9%)
Finance income	293	214	36.9%	607	1,418	(57.2%)
Finance expense	(1,792)	(2,070)	13.4%	(7,527)	(7,124)	(5.7%)
Total	(4,326)	(5,211)	17.0%	(19,414)	(17,368)	(11.8%)

In YE 2025, other expenses totaled \$19,414 or 12% higher than \$17,368 in YE 2024. In Q4 2025, other expenses totaled \$4,326 or 17% lower than \$5,211 incurred in Q4 2024. General and administrative expenses in YE 2025 were higher primarily due to compensation expenses increasing to \$7,035 in YE 2025 compared to \$5,918 in YE 2024, driven by increases in staffing, salaries and performance based long-term incentives. This was partially offset by lower stock-based compensation expense mainly due to mark-to-market decrease for DSUs issued in prior periods. Selling and marketing expenses were higher due to increased activities, especially in LLLP and HLLP. Net finance expense was impacted by lower average cash balances, higher average loan balances offset by lower interest rates in 2025 as compared to the same periods in 2024.



## Home Building Segment (Refer to “Location of GBG Building Communities” in this MD&A on page 14)

The home building business of Genesis is operated through its wholly-owned subsidiary, GBG.

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
<b>Key Financial Data</b>						
Revenues <sup>(1)</sup>	<b>83,726</b>	72,163	16.0%	<b>274,928</b>	258,265	6.5%
Direct cost of sales	<b>(65,388)</b>	(53,329)	(22.6%)	<b>(211,623)</b>	(193,951)	(9.1%)
Gross margin	<b>18,338</b>	18,834	(2.6%)	<b>63,305</b>	64,314	(1.6%)
Gross margin (%)	<b>21.9%</b>	26.1%	(16.1%)	<b>23.0%</b>	24.9%	(7.6%)
Other expenses	<b>(7,379)</b>	(6,712)	(9.9%)	<b>(28,966)</b>	(25,636)	(13.0%)
Earnings before income taxes	<b>10,959</b>	12,122	(9.6%)	<b>34,339</b>	38,678	(11.2%)
<b>Key Operating Data</b>						
Homes sold in third party communities (units)	<b>74</b>	65	13.8%	<b>224</b>	226	(0.9%)
Homes sold in Genesis communities (units)	<b>41</b>	24	70.8%	<b>145</b>	157	(7.6%)
Homes sold in Partnership communities (units)	<b>6</b>	18	(66.7%)	<b>36</b>	18	100%
Total homes sold (units)	<b>121</b>	107	13.1%	<b>405</b>	401	1.0%
Average revenue per home sold	<b>689</b>	674	2.2%	<b>678</b>	644	5.3%
New home orders (units)	<b>81</b>	107	(24.3%)	<b>302</b>	419	(27.9%)
Outstanding new home orders at period end (units)				<b>162</b>	265	(38.9%)

<sup>(1)</sup> Revenues include residential home sales and other revenue.

Results from operations, including earnings and cash flows, vary considerably between periods for the reasons explained under the heading “Factors Affecting Results of Operations” in this MD&A.

### Revenues and unit volumes

Revenues for single-family homes and townhouses were \$274,928 (405 units) in YE 2025, 7% higher than YE 2024 revenues of \$258,265 (401 units). In addition, 302 homes were contracted for sale in YE 2025, a decrease of 28%, as compared to 419 in YE 2024. The lower new home orders are due to the current economic uncertainty. Genesis continues to monitor the situation and is taking steps to mitigate any potential impacts on its operations. There were 162 outstanding new home orders at the end of Q4 2025 as compared to 265 outstanding new home orders at the end of Q4 2024.

Revenues for single-family homes and townhouses were \$83,726 (121 units) in Q4 2025, 16% higher than Q4 2024 revenues of \$72,163 (107 units). In addition, 81 homes were contracted for sale in Q4 2025, as compared to 107 in Q4 2024.

Homes sold in YE 2025 had an average revenue of \$678 per home compared to \$644 in YE 2024. Homes sold in Q4 2025 had an average revenue of \$689 per home compared to \$674 per home in Q4 2024. Fluctuations in the average revenue per home sold are due to differences in product mix, community, and market conditions. In YE 2025, 404 single-family homes and 1 townhouse were sold compared to 386 single-family homes and 15 townhouses in YE 2024. In Q4 2025, 121 single-family homes were sold compared to 105 single-family homes and 2 townhouses in Q4 2024.

In YE 2025, 181 of the 405 homes sold were built on residential lots supplied by Genesis (directly or through the Partnerships) while 175 of the 401 homes sold in YE 2024 were built on residential lots supplied by Genesis. In Q4 2025, 47 of the 121 homes sold were built on residential lots supplied by Genesis (directly or through the Partnerships) while 42 of the 107 homes sold in Q4 2024 were built on residential lots supplied by Genesis.

During 2025, GBG contracted to acquire 313 lots from third party developers. As of December 31, 2025, GBG had outstanding contracts to purchase 694 lots and had 97 orders to build homes on lots purchased from third party developers.

GBG builds homes either after receiving a firm sale contract (a “pre-construction home”) or on a quick possession (“spec”) basis. The delivery time of a pre-construction home is approximately 10 to 12 months. Construction of spec homes commences before GBG receives a firm sale contract to ensure there is sufficient inventory for buyers seeking possession within a short period of time (i.e., often 30-90 days). The timing of the sale of spec homes is unpredictable, with spec home buyers usually being time sensitive, wanting to take possession in a short time frame. Genesis closely monitors its home building work-in-progress to anticipate and react to market conditions in a timely manner. As at YE 2025, GBG had \$187,097 of work in progress, of which \$25,650 related to spec homes in progress and \$106,710 related to third party lots (YE 2024 - \$133,797 of work in progress, of which \$7,568 related to spec homes in progress and \$88,556 related to third party lots).

The following table shows the split between quick possession sales and pre-construction homes.

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
Quick possession sales (units)	39	5	N/R <sup>(1)</sup>	106	57	86.0%
Pre-construction home sales (units)	82	102	(19.6%)	299	344	(13.1%)
Total home sales (units)	121	107	13.1%	405	401	1.0%

<sup>(1)</sup> Not relevant due to the size of the change

### Gross margin

Genesis realized gross margin on home sales of 23.0% in YE 2025 compared to 24.9% in YE 2024 and a gross margin on home sales of 21.9% in Q4 2025 compared to 26.1% in Q4 2024. Fluctuations in gross margin are due to changes in market conditions and differences in product and community mix. In YE 2025, 404 single-family homes and 1 townhouse were sold compared to 386 single-family homes and 15 townhouses in YE 2024. In Q4 2025, 121 single-family homes were sold compared to 105 single-family homes and 2 townhouses in Q4 2024.

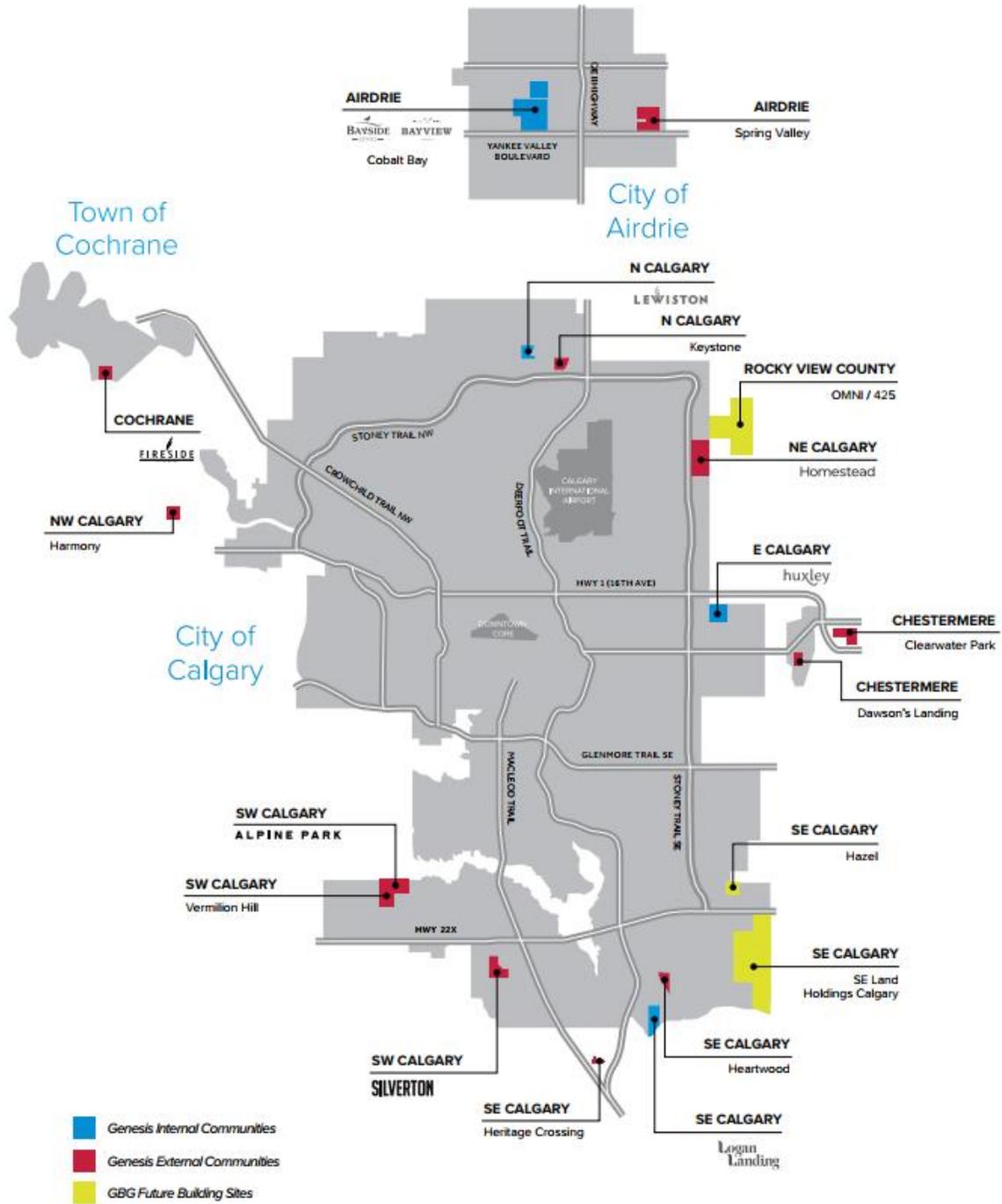
### Other expenses

The components of other expenses and the changes are shown in the table below:

	Three months ended December 31,			Year ended December 31,		
	2025	2024	% change	2025	2024	% change
<b>Other expenses</b>						
General and administrative expense	(3,588)	(3,500)	(2.5%)	(16,192)	(13,732)	(17.9%)
Selling and marketing expense	(3,624)	(3,141)	(15.4%)	(12,370)	(11,476)	(7.8%)
Finance income	105	138	(23.9%)	432	356	21.3%
Finance expense	(272)	(209)	(30.1%)	(836)	(784)	(6.6%)
Total	(7,379)	(6,712)	(9.9%)	(28,966)	(25,636)	(13.0%)

In YE 2025, other expenses were \$28,966, 13% higher than \$25,636 incurred in YE 2024. In Q4 2025, other expenses totaled \$7,379, 10% higher than \$6,712 in Q4 2024. Other expenses were higher in both Q4 and YE 2025 due to higher general and administrative expense and selling and marketing expense. General and administrative expenses were higher due to increased headcount but was partially offset by lower stock-based compensation expense. Selling and marketing expenses were higher due to an increase in the number of show homes opened in 2025 and more advertising and promotions offered to accommodate the current market conditions.

Location of GBG Building Communities



## Real Estate Held for Development and Sale

	December 31,		
	2025	2024	% change
Real estate held for development and sale	459,124	440,792	4.2%

Refer to note 5 in the consolidated financial statements for the years ended December 31, 2025 and 2024 which details the components of the changes in the net book value of real estate held for development and sale.

Real estate held for development and sale increases as a result of acquisitions and development activities and declines as a result of sales of residential lots, homes and land parcels. Real estate held for development and sale increased by \$18,332 as at YE 2025 compared to YE 2024 mainly due to the addition of residential lots from third party developers.

The following table presents Genesis' real estate held for development and sale at net book value as at December 31, 2025:

Real Estate Held for Development and Sale	Net Book Value		
	Lots, multi-family & commercial parcels	Land held for development <sup>(1)</sup>	Total
<b>Communities Directly Controlled</b>			
Airdrie - Bayside, Bayview	17,427	10,078	27,505
Calgary SE - Logan Landing	10,839	49,181	60,020
Calgary SE Land Holdings	-	68,970	68,970
Rocky View County - North Conrich (425)	-	7,092	7,092
Rocky View County - OMNI	-	10,025	10,025
Other land <sup>(2)</sup> - non-core	-	902	902
<b>Communities Controlled through Partnerships - 60%</b>			
Calgary N - Lewiston (owned by LLLP)	-	26,527	26,527
Calgary E - Huxley (owned by HLLP)	999	35,223	36,222
Calgary SE - Hazel (owned by HZLP)	-	34,764	34,764
<b>Total land development</b>	<b>29,265</b>	<b>242,762</b>	<b>272,027</b>
Home building construction work-in-progress			80,387
Third party lots			106,710
<b>Total home building</b>			<b>187,097</b>
<b>Total real estate held for development and sale</b>			<b>459,124</b>

<sup>(1)</sup> Land held for development comprises lands not yet subdivided into single-family lots or parcels.

<sup>(2)</sup> Other land is non-core and available for sale.

The following table presents the breakdown of Genesis' serviced single-family lots, multi-family and commercial parcels shown above, by community as at December 31, 2025:

Serviced Lots, Multi-family and Commercial Parcels, by Community	Net Book Value	Single-family lots	Townhouse units	Townhouse/multi-family parcels	Commercial parcels
<b>Communities Directly Controlled</b>					
Airdrie - Bayside, Bayview	17,427	218	-	-	-
Calgary SE - Logan Landing	10,839	140	-	-	-
<b>Communities Controlled through Partnerships - 60%</b>					
Calgary E - Huxley (owned by HLLP)	999	13	-	-	-
<b>Total</b>	<b>29,265</b>	<b>371</b>	<b>-</b>	<b>-</b>	<b>-</b>

The following table presents the estimated equivalent, by community of single-family lots and multi-family and commercial acres of Genesis' land held for development (shown previously) as at December 31, 2025, based on the Corporation's plans for the development of its lands. Refer to the section in this MD&A "Obtaining Additional Zoning and Servicing". The timelines discussed are management's best estimates at this time, given the uncertainties related to the regulatory approval process and market conditions.

Land Held for Development, by Community	Net Book Value	Land <sup>(1)</sup> (acres)	Estimated Equivalent if/when Developed		
			Single-family (lots)	Multi-family (acres)	Commercial (acres)
<b>Communities Directly Controlled</b>					
Airdrie - Bayside, Bayview	10,078	31	207	2	-
Calgary SE - Logan Landing	49,181	301	1,174	7	3
Calgary SE Land Holdings <sup>(2)</sup>	68,970	1,194	-	-	-
Rocky View County - North Conrich (425) <sup>(2)</sup>	7,092	425	-	-	-
Rocky View County - OMNI	10,025	185	-	-	185
Other land - non-core	902	153	-	-	-
<b>Communities Controlled through Partnerships - 60%</b>					
Calgary N - Lewiston (owned by LLLP)	26,527	69	467	3	4
Calgary E - Huxley (owned by HLLP)	35,223	129	1,121	-	-
Calgary SE - Hazel (owned by HZLP)	34,764	160	1,184	3	-
<b>Total</b>	<b>242,762</b>	<b>2,647</b>	<b>4,153</b>	<b>15</b>	<b>192</b>

<sup>(1)</sup> Land not yet subdivided into single-family and other lots or parcels.

<sup>(2)</sup> Lands are in early stage and the estimated equivalents awaiting regulatory approval.

## Amounts Receivable

	December 31,		
	2025	2024	% change
Amounts receivable	95,062	66,363	43.2%

Genesis generally receives non-refundable deposits ranging from 5% to 20% at the time of entering into a sale agreement for residential lots with a third party builder. Amounts receivable are recognized on receipt of a minimum 15% non-refundable deposit and after agreed-to-services pertaining to the property have been substantially performed. Title to a lot or home that is contracted for sale is not transferred by Genesis to the builder or purchaser until full payment is received, thus mitigating credit risk. There are no amounts receivable past due and there have been no write-offs or allowance for doubtful accounts in 2025 or 2024.

The increase of \$28,699 in amounts receivable was mainly due to higher lot sales to third party builders and higher average revenue per lot in 2025. As at YE 2025, Genesis had \$90,736 (509 lots) in amounts receivable related to third party builders compared to \$64,384 (409 lots) in amounts receivable as at YE 2024 due on sold lots.

Individual balances due from third party builders at YE 2025 that were 10% or more of total amounts receivable were \$79,806 from four third party builders (YE 2024 - \$57,956 from four third party builders).

## Cash Flows from Operating Activities

Results from operations, including earnings and cash flows, vary considerably between periods for the reasons explained under the heading “*Factors Affecting Results of Operations*” in this MD&A.

	Three months ended December 31,		Year ended December 31,	
	2025	2024	2025	2024
Cash flows from operating activities	25,954	13,348	17,601	27,555
Cash flows from operating activities per share - basic and diluted	0.46	0.24	0.31	0.49

The changes in cash flows from operating activities between Q4 2025 and Q4 2024 consist of the following:

Operating Activities - Inflows (Outflows)	Three months ended December 31,		
	2025	2024	\$ change
Residential home sales	81,037	71,152	9,885
Proceeds from sales of ownership interest in the Partnerships	13,700	8,040	5,660
Residential lot sales	24,270	8,193	16,077
Land parcel sales	730	9,965	(9,235)
Residential home construction	(42,451)	(34,192)	(8,259)
Land development	(19,068)	(22,415)	3,347
Lots and land acquisitions	(17,772)	(17,455)	(317)
Suppliers and employees	(10,869)	(9,393)	(1,476)
Income tax	(4,248)	(1,284)	(2,964)
Other	625	737	(112)
Total	25,954	13,348	12,606

The changes in cash flows from operating activities between YE 2025 and YE 2024 consist of the following:

Operating Activities - Inflows (Outflows)	Year ended December 31,		
	2025	2024	\$ change
Residential home sales	269,472	258,970	10,502
Proceeds from sales of ownership interest in the Partnerships	13,700	16,440	(2,740)
Residential lot sales	74,448	49,825	24,623
Land parcel sales	730	18,887	(18,157)
Residential home construction	(160,696)	(127,881)	(32,815)
Land development	(61,379)	(68,754)	7,375
Lots and land acquisitions	(57,006)	(86,022)	29,016
Suppliers and employees	(38,014)	(30,334)	(7,680)
Income tax	(25,149)	(5,844)	(19,305)
Other	1,495	2,268	(773)
Total	17,601	27,555	(9,954)

Genesis sells residential lots to third party builders and typically receives deposits ranging from 5% to 20% of the purchase price from the builder. On receipt of a minimum 15% non-refundable deposit after agreed-to-services pertaining to the property have been substantially performed, Genesis recognizes all of the sales revenue. The balance of the purchase price is generally received in cash at the time of closing of the sale by the third party builder to a home buyer, which can be many months later, resulting in a timing difference between sales revenue recognition and the actual receipt of cash.

Cash flow amounts can vary considerably between periods as the sales of ownership interests in the Partnerships and land parcels only occur periodically when the opportunity arises. The year-over-year change in cash flows from operating activities is mainly due to higher income tax payments and higher cash outflows for residential home construction. These were partially offset by higher cash inflows from residential lot and residential home sales and lower cash outflows for land development and lots and land acquisitions.

## LIABILITIES AND SHAREHOLDERS' EQUITY

The following table presents Genesis' liabilities and equity at YE 2025 and YE 2024:

	December 31,		December 31,	
	2025	% of total	2024	% of total
Loan and credit facilities	136,441	22%	133,494	23%
Provision for future development costs	49,813	8%	36,236	6%
Customer deposits	9,234	1%	19,577	3%
Accounts payable and accrued liabilities	29,354	5%	26,795	5%
Accounts payable related to residential lot purchases	68,113	11%	63,374	11%
Lease liabilities	735	0%	953	0%
Income tax payable	1,231	0%	10,091	2%
<b>Total liabilities</b>	<b>294,921</b>	<b>47%</b>	<b>290,520</b>	<b>50%</b>
Non-controlling interest	28,875	5%	20,718	4%
Shareholders' equity	298,488	48%	266,480	46%
<b>Total liabilities and equity</b>	<b>622,284</b>	<b>100%</b>	<b>577,718</b>	<b>100%</b>

The ratio of total liabilities to equity is as follows:

	December 31,	
	2025	2024
Total liabilities	294,921	290,520
Total equity	327,363	287,198
Total liabilities to equity <sup>(1)</sup>	90%	101%

<sup>(1)</sup> Calculated as total liabilities divided by total equity.

## Loan and Credit Facilities

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
<b>Corporate revolving line of credit</b>	<b>10,413</b>	14,596	8,428	20,029	13,885
<b>Project-specific lines</b>					
Demand land project servicing and operating lines	<b>63,645</b>	79,914	76,384	59,488	59,895
Demand operating line for single-family homes and lots	<b>18,269</b>	17,669	6,674	8,753	8,167
Demand operating line - CBLP	<b>2,845</b>	2,814	-	-	-
<b>Subtotal</b>	<b>84,759</b>	100,397	83,058	68,241	68,062
<b>Vendor-take-back (“VTB”) mortgages payable related to land purchases and investment in Joint Venture</b>					
VTB mortgages payable - Calgary SE Land Holdings	<b>44,124</b>	48,646	48,646	55,646	55,646
Unamortized portion of the discount on these VTBs	<b>(4,977)</b>	(5,779)	(6,625)	(7,547)	(8,495)
VTB mortgage payable - Investment in Land Development Joint Venture	<b>2,890</b>	5,780	5,780	5,780	5,780
Unamortized portion of the discount on this VTB	<b>(170)</b>	(244)	(340)	(434)	(525)
<b>Subtotal</b>	<b>41,867</b>	48,403	47,461	53,445	52,406
Unamortized deferred fees on loan and credit facilities	<b>(598)</b>	(735)	(751)	(742)	(859)
Balance, end of period	<b>136,441</b>	162,661	138,196	140,973	133,494

The continuity of Genesis’ loan and credit facilities, excluding deferred fees, is as follows:

	Year ended December 31, 2025			Year ended December 31, 2024
	VTB mortgages payable	Loan and credit facilities	Total	Total
Balance, beginning of year	52,406	81,947	<b>134,353</b>	104,324
Advances	-	117,259	<b>117,259</b>	110,273
Payments	(14,413)	(105,955)	<b>(120,368)</b>	(84,310)
Interest expense	3,874	1,921	<b>5,795</b>	4,066
Balance, end of year	<b>41,867</b>	<b>95,172</b>	<b>137,039</b>	134,353

Loan and credit facilities are used primarily to finance the costs of developing land, building homes and for land purchases. Genesis accesses these facilities, cash from operations and cash on hand in a balanced manner to finance its operations.

Genesis has various covenants in place with its lenders with respect to its loan and credit facilities. Such covenants include credit usage restrictions; cancellation, prepayment, confidentiality and cross default clauses; sales coverage requirements; conditions precedent for funding; and other terms such as, but not limited to, maintaining contracted lot prices, restrictions on encumbrances, liens and charges, material changes to project plans and material changes in the Corporation’s ownership structure.

Genesis and its consolidated entities were in compliance with all lender covenants for all periods in this MD&A.

### **Corporate revolving line of credit**

Genesis has a \$50,000 corporate revolving line of credit with a major Canadian financial institution at an interest rate per annum of prime plus 1.65%. This facility is secured by specific dedicated lands and a general corporate charge on all assets of the Corporation. This facility matures on February 1, 2027. As at December 31, 2025, the amount drawn on this facility was \$10,413 (YE 2024 - \$13,885).

### **Project-specific lines**

#### **Demand land project servicing and operating lines**

The Partnerships have eight demand land project servicing and operating facilities up to an aggregate of \$118,673 relating to three communities with two major Canadian chartered banks at an interest rate per annum between prime and prime plus 0.50%. These facilities are secured by real estate held for development and sale with a carrying value of \$97,513 and a Genesis corporate guarantee. These facilities mature between July 31, 2026 and November 17, 2028. As at December 31, 2025, the aggregate amount drawn on these facilities was \$63,645 (YE 2024 - \$59,895). Subsequent to December 31, 2025, the facility limits for demand land project servicing and operating facilities were decreased from \$118,673 to \$113,792.

#### **Demand operating line for single-family homes and lots**

GBG has a demand operating credit facility of \$40,000 with a major Canadian chartered bank at an interest rate per annum of prime plus 0.50%. This facility is secured by housing projects under development and a Genesis corporate guarantee. The facility is renewed annually. In August 2025, the facility limit was increased to \$40,000 from \$25,000 and the interest rate decrease to prime plus 0.50% from prime plus 0.75%. As at December 31, 2025, the amount drawn on this facility was \$18,269 (YE 2024 - \$8,167).

#### **Demand operating line - CBLP**

CBLP has a demand operating credit facility of \$31,523 with a major Canadian financial institution at an interest rate per annum of prime minus 0.45%. This facility is secured by the project under development and a Genesis corporate guarantee. This facility matures on November 10, 2027. As at December 31, 2025, the amount drawn on this facility was \$2,845 (YE 2024 - \$Nil).

#### **VTB mortgages payable - Calgary SE Land Holdings**

Genesis has two VTB mortgages on the purchase of 1,194-acres of development land in southeast Calgary. The VTB mortgages payable are secured by specific lands and have an interest rate of 0% per annum. The VTBs are to be paid in four annual installments commencing in November 2024 and ending in June 2028. Installments for the VTBs totaling \$16,044 have been paid. As at December 31, 2025, the VTB mortgages payable had an outstanding balance of \$44,124 with an unamortized discount of \$4,977 for a net amount of \$39,147 (YE 2024 - \$55,646 and \$8,495 respectively for a net amount of \$47,151).

#### **VTB mortgage payable - Investment in Land Development Joint Venture**

Genesis has a VTB mortgage payable on the investment of land development joint venture. The VTB mortgage payable is secured by specific lands, has an interest rate of 0% per annum and is repayable in two annual installments of \$2,890, on November 15, 2025 and November 15, 2026. The first installment of \$2,890 has been paid. As at December 31, 2025, the VTB mortgage payable had an outstanding balance of \$2,890 with an unamortized discount of \$170 for a net amount of \$2,720 (YE 2024 - \$5,780 and \$525 respectively for a net amount of \$5,255).

## **Provision for Future Development Costs**

When Genesis sells lots, land parcels and homes, it remains responsible for the payment of certain future development costs known as provision for future development costs ("FDC").

In Genesis' land development business, FDC represents the estimated remaining construction and other development costs related to each lot or parcel that has previously been sold by Genesis, if any. These estimated costs include the direct and indirect construction and other development costs, including municipal levies, expected to be incurred by Genesis during the remainder of the development process, net of expected future recoveries from third parties that are allocable to the relevant lot or parcel. FDC is reviewed periodically and, when a prior estimate is known to be different from the actual costs incurred or expected to be incurred, an adjustment is made to FDC and a corresponding adjustment is made to cost of sales and, in some cases, to real estate held for development and sale.

FDC for GBG are estimated future costs relating to previously sold homes, which are primarily for seasonal and other work (such as finishing and landscaping) and estimated warranty expenses over the one-year warranty period.

FDC as at YE 2025 was \$43,623 for the land division (YE 2024 - \$29,423) and \$6,190 for GBG (YE 2024 - \$6,813). For additional details, see information provided under the heading "*Critical Accounting Estimates*" in this MD&A.

## LIQUIDITY AND CAPITAL RESOURCES

Genesis had cash and cash equivalents of \$17,511 and drawn loan and credit facilities of \$136,441 as at YE 2025 compared to \$21,414 and \$133,494 respectively as at YE 2024, resulting in net debt (refer to heading “Non-GAAP Measures” in this MD&A) of \$118,930 as at YE 2025 compared to net debt of \$112,080 as at YE 2024. The components of loan and credit facilities are detailed below. For additional details, please see information provided under the heading “Loan and Credit Facilities” in this MD&A.

	December 31,	
	2025	2024
Cash and cash equivalents	17,511	21,414
Corporate revolving line of credit	10,133	13,359
Demand land project servicing and operating lines	63,327	59,562
Demand operating line for single-family homes and lots	18,269	8,167
Demand operating line - CBLP	2,845	-
VTB mortgages payable, net of unamortized portions of the discount	41,867	52,406
<b>Total loan and credit facilities</b>	<b>136,441</b>	<b>133,494</b>
<b>Net debt <sup>(1) (2)</sup></b>	<b>(118,930)</b>	<b>(112,080)</b>

<sup>(1)</sup> Calculated as the difference between cash and cash equivalents and total loan and credit facilities.

<sup>(2)</sup> Non-GAAP financial measure. Refer to heading “Non-GAAP Measures” in this MD&A.

	December 31,	
	2025	2024
<b>Loan and credit facilities as a percentage of total assets <sup>(1)</sup></b>		
Corporate revolving line of credit	1.6%	2.3%
Demand land project servicing and operating lines	10.2%	10.3%
Demand operating line for single-family homes and lots	2.9%	1.4%
Demand operating line - CBLP	0.5%	-
VTB mortgages payable, net of unamortized portions of the discount	6.7%	9.1%
<b>Loan and credit facilities to total assets</b>	<b>21.9%</b>	<b>23.1%</b>
<b>Total liabilities to equity <sup>(2)</sup></b>	<b>90.1%</b>	<b>101.2%</b>

<sup>(1)</sup> Calculated as each component of loan and credit facilities divided by total assets.

<sup>(2)</sup> Calculated as total liabilities divided by total equity.

	December 31,		
	2025	2024	% change
<b>Net debt <sup>(1)</sup> as a percentage of total assets</b>			
Cash and cash equivalents	17,511	21,414	(18.2%)
Loan and credit facilities	(136,441)	(133,494)	2.2%
<b>Net debt <sup>(1) (2)</sup></b>	<b>(118,930)</b>	<b>(112,080)</b>	<b>6.1%</b>
<b>Net debt to total assets <sup>(3)</sup></b>	<b>(19.1%)</b>	<b>(19.4%)</b>	<b>(1.5%)</b>

<sup>(1)</sup> Non-GAAP financial measure. Refer to heading “Non-GAAP Measures” in this MD&A.

<sup>(2)</sup> Calculated as the difference between cash and cash equivalents and total loan and credit facilities.

<sup>(3)</sup> Calculated as net debt divided by total assets.

Based on the Corporation's operating history, relationships with lenders and committed sales contracts, management believes that Genesis has the ability to continue to renew or repay its financial obligations as they become due. The Corporation expects to generate sufficient liquidity from its cash flows from operating activities, undrawn credit facilities and cash on hand to meet its financial obligations (including the above liabilities) and commitments as they become due.

## Finance Expense

	Three months ended December 31,		Year ended December 31,	
	2025	2024	2025	2024
Interest incurred	(1,227)	(1,382)	(5,145)	(6,113)
Imputed interest relating to VTB mortgages payable	(877)	(1,007)	(3,874)	(2,846)
Financing fees amortized	(137)	(122)	(500)	(447)
Interest and financing fees capitalized	177	232	1,156	1,498
	<b>(2,064)</b>	<b>(2,279)</b>	<b>(8,363)</b>	<b>(7,908)</b>

Finance expenses were higher in YE 2025 compared to the same periods in 2024 mainly due to higher average loan balances partially offset by lower weighted average interest rates. Finance expenses in Q4 2025 and Q4 2024 were comparable. Capitalized interest and financing fees are recorded as a component of real estate held for development and sale.

The weighted average interest rate of loan agreements with various financial institutions was 4.89% (YE 2024 - 6.05%) based on December 31, 2025 balances.

## Income Tax Payable

The continuity in income tax payable is as follows:

	December 31,	
	2025	2024
Balance, beginning of year	10,091	1,706
Provision for current income tax	16,289	14,229
Net payments	(25,149)	(5,844)
Balance, end of year	1,231	10,091

As at December 31, 2025, income tax payable of \$1,231 is a result of tax on the current year's income, offset by payments made during the year.

## Shareholders' Equity

As at March 5, 2026, the Corporation had 56,294,353 common shares issued and outstanding. The common shares of the Corporation are listed for trading on the Toronto Stock Exchange under the symbol "GDC".

The Corporation renewed its NCIB on December 16, 2025. The renewed NCIB commenced on December 18, 2025 and will terminate on the earlier of: (i) December 17, 2026; and (ii) the date on which the maximum number of common shares are purchased pursuant to the bid. The Corporation may purchase for cancellation up to 2,832,283 common shares under the NCIB.

The prior NCIB, which expired on December 17, 2025, allowed the Corporation to purchase for cancellation up to 2,839,275 common shares.

The Corporation purchased and cancelled common shares under its NCIBs as follows:

	Three months ended December 31,		Year ended December 31,	
	2025	2024	2025	2024
Number of shares purchased and cancelled	16,923	3,482	143,765	20,282
Total cost	56	11	466	51
Average price per share purchased	3.32	3.47	3.25	2.55
Shares cancelled as a % of common shares outstanding at beginning of period	0.03%	0.01%	0.25%	0.04%

During YE 2025, the Corporation purchased and cancelled 143,765 common shares for \$466 at an average cost of \$3.25 per share (representing 0.25% of issued and outstanding shares at the beginning of period) compared to 20,282 common shares for \$51 at an average cost of \$2.55 per share (representing 0.04% of issued and outstanding shares at the beginning of period) in YE 2024.

During Q4 2025, the Corporation purchased and cancelled 16,923 common shares for \$56 at an average cost of \$3.32 per share (representing 0.03% of issued and outstanding shares at the beginning of period) compared to 3,482 common shares for \$11 at an average cost of \$3.47 per share (representing 0.01% of issued and outstanding shares at the beginning of period) in Q4 2024.

The Corporation purchased and cancelled 343,908 common shares between January 1, 2026 and March 5, 2026 for \$1,142 at an average cost of \$3.32 per share under the NCIB. As of the date of this MD&A, there are 2,488,375 common shares remaining for purchase under the currently authorized NCIB.

## Contractual Obligations and Debt Repayment

Contractual obligations (excluding accounts payable, accrued liabilities, income tax payable, customer deposits, lease liabilities and provision for FDCs) at YE 2025 were as follows:

	Loan and Credit Facilities <sup>(1)</sup>	Levies and Municipal Fees	Lot Purchase Commitments <sup>(2)</sup>	Lease Obligations <sup>(3)</sup>	Total
Current	65,256	14,540	9,474	236	<b>89,506</b>
January 2027 to December 2027	44,960	10,200	32,387	264	<b>87,811</b>
January 2028 to December 2028	31,970	1,986	2,349	765	<b>37,070</b>
January 2029 and thereafter	-	-	-	7,403	<b>7,403</b>
<b>Total</b>	<b>142,186</b>	<b>26,726</b>	<b>44,210</b>	<b>8,668</b>	<b>221,790</b>

<sup>(1)</sup> Excludes deferred fees on loan and credit facilities and unamortized portions of the discount on the VTB mortgages payable.

<sup>(2)</sup> Lot purchase commitments with third party developers and Partnerships controlled and managed by Genesis.

<sup>(3)</sup> Includes variable operating costs.

Levies and municipal fees are related to municipal agreements signed by Genesis on commencement of development of certain real estate assets. Non-payment of levies and municipal fees could result in the municipalities drawing upon letters of credit or surety bonds, impact the development of the associated real estate assets and impact Genesis' status as a developer with the municipality. Genesis is current with regard to all levies and fees due to municipal authorities.

Lot purchase commitments are related to the purchase of lots from third party developers and the Partnerships as part of GBG's operations. These contracts generally require an initial deposit with the balance of the contract price being paid at agreed future dates or upon the sale of the lot (and home) to an end user. In the event GBG fails to complete the purchase of lots pursuant to the terms of these lot purchase contracts, any deposits paid would be forfeited as liquidated damages without limiting the third party developer's ability to seek further remedies available at law.

Genesis has certain lease agreements that are entered in the normal course of operations. Genesis' sublease for its head office signed in April 2020 expires in February 2027. The total payments over the remaining term of the office lease for variable operating costs are \$274. In the event the office lease is terminated early, Genesis is liable to pay the landlord for the loss of its income for the unexpired portion of the lease, in addition to damages and other expenses incurred by the landlord, if any. Genesis also has other minor operating leases. In October 2024, Genesis signed a 10-year lease for its head office location, which commences in March 2027 and expires in December 2037. The total estimated payments for its head office location, including variable operating costs, base rent and parking are \$8,394. In the event the office lease is terminated early due to a default by Genesis, Genesis is liable to pay the landlord the aggregate of Basic Rent and Additional Rent (as defined in the lease) for a period of one year, being the estimated time required to re-lease the premises together with any other costs and expenses, including lawyer's fees, incurred by the landlord, if any.

As a normal part of business, Genesis has entered into arrangements and incurred obligations that will impact future operations and liquidity, some of which are reflected as short-term liabilities.

## Contractual Obligations and Commitments Due within the next 12 Months

	December 31,	
	2025	2024
Loan and credit facilities, excluding deferred fees on loan and credit facilities and unamortized portions of the discount on the VTB mortgages payable	65,256	49,649
Accounts payable and accrued liabilities	29,354	26,795
Accounts payable related to residential lot purchases	48,341	47,889
Total short-term liabilities	142,951	124,333
Levies and municipal fees	14,540	12,769
Lot purchase commitments	9,474	8,054
Lease obligations	236	237
	167,201	145,393

At YE 2025, Genesis had obligations due within the next 12 months of \$167,201 of which \$65,256 related to loan and credit facilities. Repayment of which is either linked directly to the collection of lot receivables and sales proceeds or due at maturity. Management expects that Genesis will have sufficient liquidity from its cash flows from operating activities, supplemented by undrawn credit facilities and cash on hand, to meet its financial obligations (including the above liabilities) as they become due.

### Letters of Credit and Surety Bonds

Genesis has an ongoing requirement to provide irrevocable letters of credit and surety bonds to municipalities as part of the sub-division plan registration process. These letters of credit and surety bonds indemnify the municipalities by enabling them to draw upon them if Genesis does not perform its contractual obligations. At YE 2025, these amounted to \$12,698 (YE 2024 - \$9,446).

### Levies and Municipal Fees

For additional details, please see information provided under the heading “*Contractual Obligations and Debt Repayment*” in this MD&A.

### Land and Lot Purchase Contracts

For additional details, please see information provided under the heading “*Contractual Obligations and Debt Repayment*” in this MD&A.

## SELECTED ANNUAL INFORMATION

	2025	2024	2023	2022	2021
Total revenues	381,159	361,061	203,312	140,357	109,761
Gross margin before reversal of write-down / write-down <sup>(1)</sup>	101,464	96,524	45,831	26,072	27,575
Gross margin	101,464	96,524	46,531	27,158	31,843
Net earnings attributable to equity shareholders	39,243	39,597	14,512	4,520	10,877
Net earnings per share - basic and diluted	0.69	0.70	0.26	0.08	0.24
Total assets	622,284	577,718	440,083	364,140	324,929
Loan and credit facilities	136,441	133,494	103,587	65,057	32,668
Cash dividends per share <sup>(2)</sup>	0.215	0.195	0.17	0.15	0.14

<sup>(1)</sup> Non-GAAP financial measure. Gross margin before reversal of write-down / write-down is calculated by adjusting for write-down of real estate held for development and sale. There was no reversal of write-down on real estate held for development and sale in 2025 and 2024, and a reversal of write-down of \$700 in 2023 respectively.

<sup>(2)</sup> Amount paid in the year. Genesis declared dividends of \$0.215 per share, \$0.195 per share and \$0.17 per share in 2025, 2024 and 2023, respectively.

	2025	2024	2023	2022	2021
Return on shareholders' equity ("ROE") <sup>(1)</sup>	13.9%	15.9%	6.4%	2.0%	5.2%
Net book value per share <sup>(2)</sup>	5.27	4.69	4.07	3.95	4.02
Average shareholders' equity <sup>(3)</sup>	282,484	248,811	227,887	226,628	208,150

<sup>(1)</sup> Calculated as net earnings attributable to equity shareholders divided by average shareholders' equity.

<sup>(2)</sup> Calculated as the book value of shareholders' equity divided by the number of common shares outstanding.

<sup>(3)</sup> Calculated as the sum of shareholders' equity per the financial statements at the beginning and end of each year divided by two.

Factors that affect net earnings have been explained throughout this MD&A. In addition, shareholders' equity was affected by dividends and the repurchase and cancellation of shares under Genesis' NCIB. For additional details on dividends and NCIB, please see information provided under the heading "Liquidity and Return of Capital" in this MD&A.

For additional details, please see information provided under the heading "Factors Affecting Results of Operations" in this MD&A which discusses the factors that affect Genesis' results and seasonality.

### Summary analysis for last three years

Total revenues consist of residential lot sales, land parcel sales, residential home sales and other revenues. Residential lot sales volumes were 760, 726 and 305 lots in 2025, 2024, and 2023, respectively, reflecting the development of new phases and market conditions in each period. In addition, land parcel sales were \$Nil, \$17,531 and \$16,200 for 2025, 2024 and 2023 respectively. Land parcel sales are lumpy in nature and comprise sales of non-core lands, commercial lands and other lands on which Genesis has no intention to build.

Residential homes sold were 405, 401 and 286 in 2025, 2024, and 2023 respectively. Included in this were single-family homes sales of 404, 386 and 268 units in 2025, 2024, and 2023 respectively with the remaining being townhouses.

Gross margin was \$101,464 in 2025, slightly higher than the prior year mainly due to higher volumes and higher margins on residential lots sales and is offset by no land parcel sales in 2025. Gross margin was \$96,524 in 2024, was higher than the prior year mainly due to higher volumes and higher margins on residential lots and home sales. Higher margins were received on land parcel sales in 2024. Gross margin before reversal of write-down was \$45,831 in 2023, higher than the prior year mainly due to higher volumes of residential lots and homes sales. Gross margins on land parcel sales can vary significantly and are also impacted by write-downs or reversal of write-downs on real estate held for development and sale. There was no write-down on real estate held for development and sale in 2025 and 2024, and a reversal of write-down of \$700 on residential lot sales in 2023 respectively. Net earnings and net earnings per share - basic and diluted were affected as a result of the above. Net earnings attributable to equity shareholders were \$39,243, \$39,597 and \$14,512 in 2025, 2024 and 2023, respectively. Net earnings per share (basic and diluted) were \$0.69 per share, \$0.70 per share and \$0.26 per share in 2025, 2024 and 2023, respectively.

Total assets increased by \$44,566 in 2025 compared to 2024. This was mainly due to an increase in real estate held for development and sale by \$18,332, and an increase of \$28,699 in amounts receivable, partially offset by a reduction of \$3,903 in cash and cash equivalents during the year.

Total assets increased by \$137,635 in 2024 compared to 2023. This was mainly due to an increase in real estate held for development and sale by \$98,001, an increase of \$38,207 in amounts receivable, and an increase of \$19,391 in investments in land development entities in the CMA, partially offset by a reduction of \$16,132 in cash and cash equivalents during the year.

Total assets increased by \$75,943 in 2023 compared to 2022. This was mainly due to an increase in real estate held for development and sale by \$77,108 and an increase of \$7,967 in amounts receivable and VTB mortgage receivable, partially offset by a reduction of \$9,772 in other operating assets during the year.

Total loan and credit facilities increased by \$2,947 in 2025 compared to 2024. This was due to the addition of a CBLP loan of \$2,845 and land project servicing loans for the Partnerships and higher home building project loan balances. The increase was partially offset by the repayments of installments, totaling \$14,413, for VTBs related to the purchase of 1,194-acres of development land in southeast Calgary and an investment in a land development joint venture.

Total loan and credit facilities increased by \$29,907 in 2024 compared to 2023. This was due to the addition of two VTB mortgages payable related to the purchase of a parcel in Genesis' southeast Calgary lands and the investment in a land development joint venture. In addition, a \$12,317 servicing loan draw was made in HLLP. The increase was partially offset by the repayment of the first \$4,522 installment related to acquisition of a \$18,088 VTB for the purchase of the Calgary southeast land and lower land project servicing and home building project loan balances.

Total loan and credit facilities increased by \$38,530 in 2023 compared to 2022. This was mainly due to the addition of the VTB mortgage payable related to the purchase of the southeast Calgary lands, the addition of a \$15,098 demand operating credit facility in HLLP and higher land project servicing and home building project loan balances.

## SUMMARY OF QUARTERLY RESULTS

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Revenues	134,607	116,926	71,417	58,209	104,647	93,131	94,978	68,305
Net earnings <sup>(1)</sup>	17,929	8,590	6,694	6,030	12,617	12,003	8,027	6,950
EPS <sup>(2)</sup>	0.31	0.16	0.11	0.11	0.22	0.22	0.14	0.12

<sup>(1)</sup> Net earnings attributable to equity shareholders.

<sup>(2)</sup> Net earnings per share - basic and diluted.

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Dividends declared and paid	6,231	-	5,956	-	5,679	-	5,395	-
Dividends declared and paid - per share	0.11	-	0.105	-	0.100	-	0.095	-

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Residential lots sold to third parties (units)	230	227	-	40	89	163	121	92
Residential lots sold through GBG (units)	41	30	49	25	24	52	50	31
Residential lots sold to GBG by Partnerships (units)	57	61	-	-	44	-	60	-
Total residential lots sold (units)	328	318	49	65	157	215	231	123

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Homes sold in third party communities (units)	74	71	46	33	65	50	57	54
Homes sold in Genesis communities (units)	41	30	49	25	24	52	50	31
Homes sold in Partnership communities (units)	6	7	10	13	18	-	-	-
Homes sold (units)	121	108	105	71	107	102	107	85

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Land parcel revenues	-	-	-	-	12,065	-	5,466	-

	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Cash flows from (used in) operating activities								
Amount	25,954	(16,069)	11,456	(3,740)	13,348	(2,193)	6,758	9,642
Per share - basic and diluted	0.46	(0.29)	0.21	(0.07)	0.24	(0.04)	0.12	0.17

In general, revenues and net earnings are mainly affected by the volume of residential lot and home sales, land parcel sales, and write-downs or reversals of write-downs, if any. Seasonality affects the land development and home building industry in Canada, particularly winter weather conditions. For additional details, please see information provided under the heading “*Factors Affecting Results of Operations*” in this MD&A which discusses further the factors that affect Genesis’ results and seasonality.

During Q4 2025, Genesis sold 230 residential lots to third party builders and 121 homes of which 47 homes were built on Genesis’ and Partnership lots. Revenues were higher in Q4 2025 compared to Q3 2025, mainly due to higher residential home and residential lot sales to third parties. Gross margins in Q4 2025 were higher than in Q3 2025 with residential lots and residential homes both contributing to this. Selling and marketing expenses were higher in Q4 2025 compared to Q3 2025 while general and administrative expenses and net finance expenses were lower in Q4 2025 compared to Q3 2025. Income tax expense was \$5,990

in Q4 2025 compared to \$3,453 in Q3 2025. As a result of these factors, net earnings were \$17,929 in Q4 2025 compared to net earnings of \$8,590 in Q3 2025.

During Q3 2025, Genesis sold 227 residential lots to third party builders and 108 homes of which 37 homes were built on Genesis' and Partnership lots. Revenues were higher in Q3 2025 compared to Q2 2025, mainly due to higher residential lot sales to third parties. Gross margins in Q3 2025 were higher than in Q2 2025, mostly driven by residential lot sales. General and administrative expenses and net finance expenses were higher in Q3 2025 compared to Q2 2025 while selling and marketing expenses were lower in Q3 2025 compared to Q2 2025. Income tax expense was \$3,453 in Q3 2025 compared to \$1,155 in Q2 2025. As a result of these factors, net earnings were \$8,590 in Q3 2025 compared to net earnings of \$6,694 in Q2 2025.

During Q2 2025, Genesis sold 105 homes of which 59 homes were built on Genesis' and the Partnership' lots. Revenues were higher in Q2 2025, compared to Q1 2025, mainly due to higher residential home sales, partially offset by no residential lot sales to third parties during the quarter. Gross margins in Q2 2025 were mostly driven by residential home sales. Selling and marketing expenses were higher in Q2 2025 compared to Q1 2025 while general and administrative expenses and net finance expenses were lower in Q2 2025 compared to Q1 2025. Income tax expense was \$1,155 in Q2 2025 compared to \$1,939 in Q1 2025. As a result of these factors, net earnings were \$6,694 in Q2 2025 compared to net earnings of \$6,030 in Q1 2025.

During Q1 2025, Genesis sold 40 residential lots to third party builders and 71 homes of which 38 homes were built on Genesis' and Partnership lots. Revenues were lower in Q1 2025, compared to Q4 2024, due to lower residential lot sales to third parties, residential home sales and no land parcel sales during the quarter. Gross margins in Q1 2025 were lower than in Q4 2024 with lower residential lots, residential home and no land parcel sales all contributing to this. In Q1 2025, the Corporation recorded \$530 as an unrealized gain in investments in land development entities, compared to \$2,326 in Q4 2024. Selling and marketing expenses were lower in Q1 2025 compared to Q4 2024 while general and administrative expenses were higher in Q1 2025 compared to Q4 2024. The net finance expenses were comparable between Q1 2025 and Q4 2024. Income tax expense was \$1,939 in Q1 2025 compared to \$4,919 in Q4 2024. As a result of these factors, net earnings were \$6,030 in Q1 2025 compared to net earnings of \$12,617 in Q4 2024.

During Q4 2024, Genesis sold 89 residential lots to third party builders and 107 homes of which 42 homes were built on Genesis' and Partnership lots. Revenues were higher in Q4 2024, compared to Q3 2024, due to higher residential home sales and land parcel sales, partially offset by lower residential lot sales to third parties during the quarter. Gross margins in Q4 2024 were higher than in Q3 2024 with residential home and land parcel sales all contributing to this. In Q4 2024, the Corporation recorded \$2,326 as an unrealized gain in investments in land development entities with no gain recorded in Q3 2024. Selling and marketing expenses were higher in Q4 2024 compared to Q3 2024 while general and administrative expenses and net finance expenses were comparative in Q4 2024 and Q3 2024. Income tax expenses were \$4,919 in Q4 2024 compared to \$3,592 in Q3 2024. As a result of these factors, net earnings were \$12,617 in Q4 2024 compared to net earnings of \$12,003 in Q3 2024.

During Q3 2024, Genesis sold 163 residential lots to third party builders and 102 homes of which 52 homes were built on Genesis' lots. Revenues were slightly lower in Q3 2024, compared to Q2 2024, due to there being no land parcel sales and lower residential home sales, partially offset by higher residential lot sales to third parties during the quarter. Gross margins in Q3 2024 were higher than in Q2 2024 with residential lot sales contributing to this. General and administrative expenses, selling and marketing expenses and net finance expenses were higher in Q3 2024 compared to Q2 2024. Income tax expenses were \$3,592 in Q3 2024 compared to \$1,281 in Q2 2024. As a result of these factors, net earnings were \$12,003 in Q3 2024 compared to net earnings of \$8,027 in Q2 2024.

During Q2 2024, Genesis sold 121 residential lots to third party builders and 107 homes of which 50 homes were built on Genesis' lots. Revenues were higher in Q2 2024, compared to Q1 2024, due to higher residential home sales, residential lot sales to third parties and land parcel sales during the quarter. Gross margins in Q2 2024 were higher than in Q1 2024 with residential home and land parcel sales all contributing to this. General and administrative expenses, selling and marketing expenses and net finance expenses were marginally higher in Q2 2024 compared to Q1 2024. Income tax expenses were \$1,281 in Q2 2024 compared to \$2,261 in Q1 2024. As a result of these factors, net earnings were \$8,027 in Q2 2024 compared to net earnings of \$6,950 in Q1 2024.

During Q1 2024, Genesis sold 92 residential lots to third party builders and 85 homes of which 31 homes were built on Genesis' lots. Revenues were lower in Q1 2024, compared to Q4 2023, due to no land parcel sales during the quarter, partially offset by higher residential lot sales to third parties and residential home sales. Q1 2024 included no write-down or reversal of write-down, while Q4 2023 included \$700 related to reversal of write-downs previously taken. Gross margins in Q1 2024 were higher than in

Q4 2023 with residential lots and residential home sales all contributing to this. In Q1 2024, there was no change in the fair value of the Corporation's investments in land development entities, while an unrealized gain of \$1,106 was recorded in Q4 2023. General and administrative expenses and selling and marketing expenses were higher in Q1 2024 compared to Q4 2023. Income tax expenses were \$2,261 in Q1 2024 compared to \$2,246 in Q4 2023. As a result of these factors, net earnings were \$6,950 in Q1 2024 compared to net earnings of \$8,056 in Q4 2023.

## **SUBSEQUENT EVENTS**

Subsequent to December 31, 2025, the following occurred:

The Corporation entered into a Credit Agreement for a \$105,000 secured revolving credit facility with a syndicate of Canadian financial institutions for an initial term of three years. The facility is comprised of a \$100,000 revolving loan for general corporate purposes including purchases of land, serviced lots, and land servicing activities and a \$5,000 letter of credit sub-facility. This will replace the current \$50,000 corporate revolving line of credit.

## **RELATED PARTY TRANSACTIONS**

Transactions occurred during the year ended December 31, 2025, with the following related party:

In 2005, the Corporation sold a 49% undivided interest in approximately 610 acres to Genesis Limited Partnership #4 and GLP5 NE Calgary Development Inc. (collectively, "LP4/5 group") for \$7,670. Since 2022, the Corporation has been repurchasing from LP4/5 group their undivided interest in these lands. In June 2025, the Corporation paid \$5,498 to acquire the remainder of the undivided interest in these lands resulting in Genesis holding a 100% interest in both the 425-acre North Conrich and 185-acre OMNI projects. NCI portion as a result of this transaction was \$4,988.

## **SUMMARY OF ACCOUNTING CHANGES**

The Corporation adopted no new IFRSs or interpretations as of January 1, 2025.

## **NEW ACCOUNTING PRONOUNCEMENTS**

The following new standards and amendments to standards have been issued as at December 31, 2025 but are not yet effective. The Corporation does not plan to early adopt any of these new or amended standards and interpretations.

### *Amendments to IFRS 9, Financial Instruments and IFRS 7, Financial Instruments: Disclosures*

In May 2024, the IASB issued amendments to IFRS 9, *Financial Instruments* and IFRS 7, *Financial Instruments: Disclosures* to clarify the date of recognition and derecognition of some financial liabilities settled using an electronic payment system before the settlement date. The amendments also clarify the classification of certain financial assets and introduce disclosure requirements for financial instruments with contingent features and equity instruments classified at fair value through other comprehensive income.

The amendments are effective for annual periods beginning on or after January 1, 2026, and are to be applied retrospectively; restatement of prior periods is not required. The Corporation is currently evaluating the potential impact of these amendments on the Corporation's consolidated financial statements.

### *IFRS 18, Presentation and Disclosure in Financial Statements*

IFRS 18, issued in April 2024, replaces IAS 1, *Presentation of Financial Statements* and establishes the overall requirements for presentation and disclosures in the financial statements, including a new defined structure for the statement of profit or loss and specific disclosure requirements related to management-defined performance measures. IFRS 18 also enhances guidance on how to group information within the financial statements.

IFRS 18 is effective for annual periods beginning on or after January 1, 2027, including interim financial statements, and is to be applied retrospectively. The Corporation has not yet determined the impact of this standard on its consolidated financial statements.

## **CRITICAL ACCOUNTING ESTIMATES**

The preparation of consolidated financial statements in accordance with IFRS requires management to make judgments and estimates that affect the reported amounts of revenues, expenses (including stock-based compensation), assets and liabilities, and the disclosure of contingent liabilities at the reporting date for the land development and the home building businesses. On an ongoing basis, management evaluates its judgments and estimates in relation to revenues, expenses, assets and liabilities. Management uses historical experience, third party appraisals and reports and various other factors it believes to be reasonable under the given circumstances as the basis for its judgments and estimates. Actual outcomes may differ from these estimates under different assumptions and conditions. There were no material changes made to the critical accounting estimates for YE 2025 and YE 2024. Refer to note 2(r) in the consolidated financial statements for the years ended December 31, 2025 and 2024 for additional information on judgments and estimates.

### **Provision for Future Development Costs**

Changes in estimated FDCs, which are generally obtained from third party service providers, directly impact the amount recorded for the future development liability, cost of sales, gross margin and, in some cases, the value of real estate under development and held for sale. This liability is subject to uncertainty due to the long time frames involved, specifically in land development.

### **Reversal of Write-down / Write-down of Real Estate Held for Development and Sale**

The Corporation estimates the net realizable value (“NRV”) of real estate held for development and sale at least annually or whenever events or changes in circumstances indicate the carrying value may exceed NRV. The estimate is based on valuations conducted by independent real estate appraisers, other professional reports and estimates and takes into account recent market transactions of similar and adjacent lands and housing projects in the same geographic area.

### **Valuation of Amounts Receivable**

Amounts receivable are reviewed on a regular basis to estimate recoverability of balances. Any overdue amounts and any known issues about the financial condition of debtors are taken into account when estimating recoverability.

### **Investments in Land Development Entities**

The fair value of investments in land development entities are based on the market approach method. This method uses prices and other relevant information that have been generated by market transactions involving identical or comparable assets.

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

The Chief Executive Officer (“CEO”) and Chief Financial Officer (“CFO”) are responsible for establishing and maintaining disclosure controls and procedures (“DC&P”) and internal control over financial reporting (“ICFR”), as those terms are defined in National Instrument 52-109 *Certification of Disclosure in Issuers’ Annual and Interim Filings*. The CEO and CFO have designed, or caused to be designed under their direct supervision, Genesis’ DC&P to provide reasonable assurance that:

- (i) material information relating to the Corporation, including its consolidated subsidiaries, is made known to them by others within those entities, particularly during the period in which the annual filings are being prepared; and
- (ii) information required to be disclosed in the annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported on a timely basis.

The CEO and CFO have also designed, or caused to be designed under their direct supervision, Genesis’ ICFR to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The ICFR have been designed using the control framework established in Internal Control – Integrated Framework (2013) published by the Committee of Sponsoring Organizations of the Treadway Commission (“COSO”).

The CEO and CFO have evaluated the design and operating effectiveness of Genesis’ DC&P and ICFR and concluded that Genesis’ DC&P and ICFR were effective as at December 31, 2025. While Genesis’ CEO and CFO believe that the Corporation’s internal controls and procedures provide a reasonable level of assurance that such controls and procedures are reliable, an internal control system cannot prevent all errors and fraud. It is management’s belief that any control system, no matter how well conceived or operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met.

There were no changes in the Corporation's ICFR during the three months and year ended December 31, 2025 that have materially affected or are reasonably likely to materially affect the Corporation's ICFR.

## **RISKS AND UNCERTAINTIES**

In the normal course of business, Genesis is exposed to certain risks and uncertainties inherent in the real estate development and home building industries. Real estate development and home building are cyclical and capital-intensive businesses. As a result, the profitability and liquidity of Genesis could be adversely affected by external factors beyond the control of management. Risks and uncertainties faced by Genesis include industry risk, competition, supply and demand, geographic risk, development and construction costs, credit and liquidity risks, finance risk, interest risk, management and key personnel risk, mortgage rates and financing risk, general uninsured losses, cyber-security and business continuity risk, environmental risk and government regulations.

In Q4 2025, the Alberta economy continued to grow driven by population gains, relative housing affordability and supportive energy markets. This was somewhat offset by the current economic uncertainty, lending rate uncertainty and continued inflationary pressures that weighed on demand. Given the uncertainties impacting the CMA economy, it is not possible to reliably estimate the length and overall impact of these developments and the impact on the financial results and condition of the Corporation in future periods.

There may be additional risks that management may need to consider from time to time. For a more detailed discussion on the Corporation's risk factors, refer to Genesis' AIF for the year ended December 31, 2025 available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

### **Development and Construction Cost Risk**

Genesis may be impacted by higher prices of labour, consulting fees, construction services and materials. Costs of development and building have fluctuated over the past several years and are typically passed on to the end customer through higher pricing. Any significant increase that Genesis cannot pass on to the end customer may have a negative material impact on profits. Supply chain pressures have become an increasing risk due to economic restrictions put in place and the impacts are unknown and largely unpredictable but could impact both the price and timely availability of materials.

### **Credit and Liquidity Risk**

Credit risk arises from the possibility that third-party builders who agree to acquire lots from Genesis may experience financial difficulty and be unable to fulfill their lot purchase commitments.

Liquidity risk is the risk that Genesis will not be able to obtain financing for its servicing and other needs or be able to meet its financial obligations as they fall due. If Genesis is unable to generate sufficient sales, renew existing credit facilities or secure additional financing, its ability to meet its obligations as they become due may be impacted. Based on the Corporation's operating history, relationships with lenders and committed sales contracts, management believes that Genesis has the ability to continue to renew or repay its financial obligations as they become due.

### **Finance Risk**

Genesis uses debt and other forms of financing in its business to execute the corporate strategy. Genesis uses project specific credit facilities to fund land development costs and construction operating lines for home construction purposes. Should Genesis be unable to retain or obtain such credit facilities, its ability to achieve its goals could be impacted. In order to reduce finance risk, Genesis endeavors to match the term of financing with the expected revenues of the underlying land asset.

Management regularly reviews the Corporation's credit facilities in accordance with review and renewal dates prescribed in the related agreements. The Corporation has successfully managed the requirements in accordance with project development plans and operating requirements.

### **Litigation Risk**

All industries are subject to legal claims, with or without merit. The Corporation may be involved from time to time in various legal proceedings which may include potential liability from its operating activities and, as a public company, possibly from violations of securities laws or breach of fiduciary duty by its directors or officers. Defense and settlement costs can be substantial, even with respect to legal claims that have no merit. Due to the inherent uncertainty associated with litigation, the resolution of any legal proceeding could have a material effect on the financial position and results of operations of the Corporation.

## Cybersecurity and Business Continuity Risk

Genesis' operations, performance and reputation depend on how its technology networks, systems, offices and sensitive information are protected from cyberattacks. Genesis' operations and business continuity depend on how well it protects, tests, maintains and replaces its networks, systems and associated equipment. The protection and effective organization of Genesis' systems, applications and information repositories are central to the security and continuous operation of its business.

Cyberattacks and threats (such as hacking, computer viruses, denial of service attacks, industrial espionage, unauthorized access to confidential information, or other breaches of network or IT security) continue to evolve and Genesis' IT defenses need to be regularly monitored and adapted. Vulnerabilities could harm Genesis' brand and reputation as well as its business relationships and could adversely affect its operations and financial results.

Genesis continues to carefully manage cybersecurity risk. To do so, Genesis has the following in place: third party reviews and implementation of all reasonable recommendations, enterprise grade firewalls with the ability to detect port scanning, denial of service attacks and content filtering and application control to permit or deny traffic on the network. Genesis also has anti-virus software with behaviour based real-time threat end-point protection, ability to scan and lock down unauthorized system changes and/or file encryption and prevent suspicious network behaviour. In addition, all incoming and outgoing emails are scanned for content, suspicious URLs and the existence of recipients within the organization. Regular internal backups of network databases and files are made in case of data corruption or encryption. Internet facing services are additionally protected by MFA security methods. The Corporation maintains various types of insurance to cover certain potential risks and regularly evaluates the adequacy of this coverage.

There may be additional risks that management may need to consider as circumstances require. For a more detailed discussion on the Corporation's risk factors, refer to Genesis' AIF for the year ended December 31, 2025 available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

## NON-GAAP MEASURES

Non-GAAP measures do not have any standardized meaning according to IFRS, and therefore may not be comparable to similar measures presented by other reporting issuers.

**Net debt** is a non-GAAP measure and, therefore, may not be comparable to similar measures presented by other reporting issuers. Net debt is calculated as the difference between cash and cash equivalents and loan and credit facilities. Management believes that net debt is an important measure to monitor leverage and evaluate the balance sheet. The most comparable GAAP financial measure is loan and credit facilities.

The table below shows the calculation of net debt:

	December 31,	
	2025	2024
Cash and cash equivalents	17,511	21,414
Loan and credit facilities	(136,441)	(133,494)
Net debt	(118,930)	(112,080)

## TRADING AND SHARE STATISTICS

The Corporation's trading and share statistics for 2025 and 2024 are provided below:

	2025	2024
Average daily trading volume	4,292	6,876
Share price (\$/share)		
High	3.84	4.25
Low	2.91	2.19
Close	3.26	3.33
Market capitalization at December 31,	184,471	189,084
Shares outstanding	56,638,261	56,782,026

## OTHER

Additional information relating to the Corporation can be found on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

## ADVISORIES

### Cautionary Note Regarding Forward-Looking Statements

This MD&A contains certain statements which constitute forward-looking statements or information (“forward-looking statements”) within the meaning of applicable securities legislation, including Canadian Securities Administrators’ National Instrument 51-102 - *Continuous Disclosure Obligations*, concerning the business, operations and financial performance and condition of Genesis. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as “plans”, “expects” or “does not expect”, “is expected”, “budget”, “proposed”, “scheduled”, “future”, “likely”, “seeks”, “estimates”, “plans”, “forecasts”, “intends”, “anticipates” or “does not anticipate”, or “believes”, or variations of such words and phrases or state that certain actions, events or results “may”, “could”, “would”, “might” or “will be taken”, “occur” or “be achieved”.

Although Genesis believes that the anticipated future results, performance or achievements expressed or implied by forward-looking statements are based upon reasonable assumptions and expectations, the reader should not place undue reliance on forward-looking statements because they involve assumptions, known and unknown risks, uncertainties and other factors many of which are beyond the Corporation’s control, which may cause the actual results, performance or achievements of Genesis to differ materially from anticipated future results, performance or achievement expressed or implied by such forward-looking statements. Accordingly, Genesis cannot give any assurance that its expectations will in fact occur and cautions that actual results may differ materially from those in the forward-looking statements.

Forward-looking statements are based on material factors or assumptions made by us with respect to, among other things, opportunities that may or may not be pursued by us; changes in the real estate industry; fluctuations in the global, Canadian and Alberta economy; changes in the number of lots sold and homes delivered per year; and changes in laws or regulations or the interpretation or application of those laws and regulations. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Forward-looking statements in this MD&A and factors that could cause actual results to differ materially from such statements include, but are not limited to, those outlined in the following table:

<b>Forward-looking statements in this MD&amp;A include, but are not limited to:</b>	<b>Factors that could cause actual results to differ materially from those set forth in the forward-looking statements include, but are not limited to:</b>
<ul style="list-style-type: none"><li>• the availability of excess cash on hand and its proposed use;</li><li>• the future exercise of any right to purchase;</li><li>• the timing and approval of the conceptual scheme for the OMNI ASP, and timing of completion of an interchange to provide primary transportation access to these lands;</li><li>• the anticipated number of housing units in the various communities upon completion;</li><li>• the expected completion dates of various projects that GBG is currently engaged in, the timeline for pre-construction homes and anticipated lot yields for projects under development;</li><li>• plans and strategies surrounding the acquisition of additional land;</li><li>• commencement of the servicing phase and the construction phase of various communities and projects;</li><li>• the financing of Genesis’ business, including community and project phases, and expected increased leverage;</li><li>• anticipated general economic and business conditions, including forecasted economic growth;</li><li>• potential changes, if any, to the federal mortgage lending rules and other rules that may impact home ownership in Canada;</li><li>• expectations for lot and home prices;</li><li>• construction starts and completions;</li><li>• FDCs;</li><li>• anticipated expenditures on land development activities;</li><li>• GBG’s sales process and construction margins;</li><li>• common share buybacks;</li><li>• the payment of dividends; and</li><li>• the ability to continue to renew or repay financial obligations and to meet liabilities as they become due.</li></ul>	<ul style="list-style-type: none"><li>• the impact of contractual arrangements and incurred obligations on future operations and liquidity;</li><li>• local real estate conditions, including the development of properties in close proximity to Genesis’ properties and the strength and growth of the Calgary economy;</li><li>• the uncertainties of real estate development and acquisition activity;</li><li>• fluctuations in interest and inflation rates;</li><li>• the ability to access and raise capital and debt financing on favorable terms, or at all;</li><li>• not realizing on the anticipated benefits from transactions or not realizing on such anticipated benefits within the expected time frame;</li><li>• the cyclical nature of the oil and gas industry;</li><li>• changes in the Canadian / US dollar exchange rate;</li><li>• labour matters;</li><li>• product availability due to supply chain issues and (or) cost increases;</li><li>• governmental laws and regulations;</li><li>• general economic and financial conditions;</li><li>• stock market volatility;</li><li>• supply chain pressures or disruptions; and</li><li>• other risks and factors described from time to time in the documents filed by Genesis with the securities regulators in Canada available at <a href="http://www.sedarplus.ca">www.sedarplus.ca</a>, including in this MD&amp;A under the heading “Risks and Uncertainties” and the AIF under the heading “Risk Factors”.</li></ul>

The forward-looking statements contained in this MD&A are made as of the date of this MD&A, based only on information currently available to us, and, except as required by applicable law, Genesis does not undertake any obligation to publicly update or to revise any of the forward-looking statements, whether as a result of new information, future events or otherwise.