# LANESBOROUGH REAL ESTATE INVESTMENT TRUST 

 FINANCIAL STATEMENTS(unaudited)
SEPTEMBER 30, 2004

## BALANCE SHEET

| September 30 |
| :---: |
| 2004 |

(audited)

## Assets

Income properties (Note 4)
Mortgage loan receivable (Note 5)
Deferred charges (Note 6)
Cash (Note 7)
Other assets (Note 8)
Intangible assets (Note 9)

\$ 71,208,967 \$ 21,894,509

## Liabilities and Equity

Mortgage loans payable (Note 10)
Convertible debentures (Note 11)
Accounts payable and accrued liabilities
Distribution payable
Intangible liabilities (Note 12)

Equity


Approved by the Trustees
"Arni C. Thorsteinson"
"Charles K. Loewen"

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## STATEMENT OF EQUITY

| Unitholders' equity, beginning of period | \$ | 4,820,311 | \$ | 99,128 | \$ | 6,644,580 | \$ | 252,123 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Units issued by private placement |  |  |  | 2,009,852 |  | - |  | 2,009,852 |
| Units issued on conversion of debentures |  |  |  | 58,000 |  | - |  | 58,000 |
| Unit-based compensation (Note 13 and 14) |  | 2,847 |  | 2,847 |  | 94,741 |  | 8,541 |
| Issue costs |  | - |  | $(193,383)$ |  | $(1,179,982)$ |  | $(193,383)$ |
| Accretion on equity component of convertible debentures (Note 11) |  | 185,659 |  | 6,310 |  | 458,415 |  | 17,866 |
| Income (loss) |  | $(444,577)$ |  | 128,332 |  | $(797,836)$ |  | 151,837 |
| Distributions |  | $(368,580)$ |  | $(161,495)$ |  | $(1,024,258)$ |  | $(355,245)$ |
| Unitholders' equity, end of period |  | 4,195,660 |  | 1,949,591 |  | 4,195,660 |  | 1,949,591 |
| Equity component of convertible debentures (Note 11) |  | 2,762,045 |  | 1,244,336 |  | 2,762,045 |  | 1,244,336 |
| Equity, end of period | \$ | 6,957,705 | \$ | 3,193,927 | \$ | 6,957,705 | \$ | 3,193,927 |

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## STATEMENT OF INCOME (LOSS)

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 |  | 2003 |  | 2004 |  | 2003 |
| Revenue |  |  |  |  |  |  |  |  |
| Rentals from income properties |  |  |  |  |  |  |  |  |
| Interest and other income (Note 17) |  | 216,061 |  | 160,751 |  | 401,805 |  | 225,561 |
|  |  | 2,309,239 |  | 719,416 |  | 5,214,816 |  | 1,811,906 |
| Expenses |  |  |  |  |  |  |  |  |
| Property operating costs |  | 910,783 |  | 223,644 |  | 1,895,188 |  | 661,404 |
| Operating income |  | 1,398,456 |  | 495,772 |  | 3,319,628 |  | 1,150,502 |
| Financing expense |  | 1,134,234 |  | 235,842 |  | 2,566,077 |  | 658,699 |
| Trust expense |  | 28,871 |  | 53,539 |  | 107,119 |  | 112,257 |
| Amortization of income properties |  | 287,437 |  | 26,669 |  | 594,113 |  | 64,987 |
| Amortization of deferred charges |  | 95,003 |  | 51,390 |  | 272,543 |  | 162,722 |
| Amortization of intangible assets |  | 297,488 |  | - |  | 577,612 |  | - |
|  |  | 1,843,033 |  | 367,440 |  | 4,117,464 |  | 998,665 |
| Income (loss) | \$ | $(444,577)$ | \$ | 128,332 | \$ | (797,836) | \$ | 151,837 |
| Income (loss) per unit (Note 19) |  |  |  |  |  |  |  |  |
| Basic | \$ | (0.169) | \$ | 0.133 | \$ | (0.304) | \$ | 0.181 |
| Diluted |  | (0.169) |  | 0.112 |  | (0.304) |  | 0.159 |

## STATEMENT OF CASH FLOWS

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  | 2004 |  | 2003 |  |
| Cash provided by (used in) operating activities |  |  |  |  |  |  |  |  |
| Income (loss) from operations | \$ | $(444,577)$ | \$ | 128,332 | \$ | $(797,836)$ | \$ | 151,837 |
| Items not affecting cash |  |  |  |  |  |  |  |  |
| Accrued rental revenue (Note 16) |  | $(26,561)$ |  | - |  | $(68,289)$ |  | - |
| Amortization of above market in-place leases (Note 16) |  | 5,637 |  | - |  | 15,032 |  | - |
| Amortization of below market in-place leases (Note 16) |  | $(8,334)$ |  | - |  | $(22,224)$ |  | - |
| Accretion on debt component of convertible debentures |  | 185,659 |  | 6,310 |  | 458,415 |  | 17,866 |
| Interest on Series C debentures (Note 11) |  | - |  | - |  | 131,000 |  |  |
| Unit-based compensation (Note 14) |  | 2,847 |  | 2,847 |  | 8,541 |  | 8,541 |
| Amortization of income properties |  | 287,437 |  | 26,669 |  | 594,113 |  | 64,987 |
| Amortization of deferred charges |  | 95,003 |  | 51,390 |  | 272,543 |  | 162,722 |
| Amortization of intangible assets |  | 297,488 |  | - |  | 577,612 |  | - |
| Cash from operations |  | 394,599 |  | 215,548 |  | 1,168,907 |  | 405,953 |
| Changes in non-cash operating items (net of effects of acquisition of income properties) |  | 70,530 |  | $(210,428)$ |  | $(494,143)$ |  | $(97,593)$ |
| Tenant inducements and leasing expenses incurred through leasing activity |  | $(127,307)$ |  | $(136,954)$ |  | $(614,644)$ |  | $(458,562)$ |
| Unit-based compensation (Note 14) |  | - |  | - |  | 86,200 |  | - |
|  |  | 337,822 |  | $(131,834)$ |  | 146,320 |  | $(150,202)$ |
| Cash provided by (used in) financing activities |  |  |  |  |  |  |  |  |
| Proceeds of mortgage loan financing |  | 117,412 |  | 2,242,470 |  | 6,550,728 |  | 2,780,420 |
| Proceeds of convertible debentures |  | - |  |  |  | 14,000,000 |  | - |
| Repayment of mortgage loans |  | $(227,230)$ |  | $(64,519)$ |  | $(476,511)$ |  | $(166,347)$ |
| Private placement of units |  | - |  | 2,009,852 |  |  |  | 2,009,852 |
| Deferred mortgage financing fees |  | $(5,783)$ |  | $(15,987)$ |  | $(89,769)$ |  | $(34,005)$ |
| Issue costs |  | - |  | $(193,383)$ |  | $(1,179,982)$ |  | $(193,383)$ |
| Distribution paid |  | $(329,089)$ |  | $(96,875)$ |  | $(655,678)$ |  | $(193,750)$ |
|  |  | $(444,690)$ |  | 3,881,558 |  | 18,148,788 |  | 4,202,787 |
| Cash provided by (used in) investing activities |  |  |  |  |  |  |  |  |
| Income properties acquired (Note 3) |  | $(2,128,684)$ |  | $(2,812,295)$ |  | $(18,007,850)$ |  | $(2,812,295)$ |
| Additions to income properties |  | $(32,959)$ |  | $(104,913)$ |  | $(450,767)$ |  | $(479,885)$ |
| Mortgage loan receivable advance |  | - |  | $(902,022)$ |  | $(1,000,000)$ |  | $(902,022)$ |
| Repayment of mortgage loan receivable <br> Deposits on potential acquisitions |  | $(300,000)$ |  | 902,022 |  | $\begin{array}{r} 3,098,326 \\ (400,000) \\ \hline \end{array}$ |  | 902,022 |
|  |  | $(2,461,643)$ |  | (2,917,208) |  | $(16,760,291)$ |  | $(3,292,180)$ |
| Cash increase (decrease) |  | $(2,568,511)$ |  | 832,516 |  | 1,534,817 |  | 760,405 |
| Cash, beginning of period |  | 5,931,925 |  | 50,384 |  | 1,828,597 |  | 122,495 |
| Cash, end of period | \$ | 3,363,414 | \$ | 882,900 | \$ | 3,363,414 | \$ | 882,900 |
| Supplementary cash flow information Interest paid | \$ | 868,434 | \$ | 316,387 | \$ | 1,710,687 | \$ | 717,923 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

## 1 Organization

Lanesborough Real Estate Investment Trust ("the Trust") is a closed-end real estate investment trust which was created under a Declaration of Trust on April 23, 2002. On August 30, 2002, a Plan of Arrangement was completed, pursuant to which the Trust acquired all of the outstanding shares of Wireless One Inc. in exchange for units of the Trust.

## Basis of presentation

The interim financial statements have been prepared by management in accordance with Canadian generally accepted accounting principles. The interim financial statements have been prepared on a consistent basis with the December 31, 2003 audited financial statements, except as described in Note 2. These financial statements do not include all the information and disclosure required by Canadian generally accepted accounting principles for annual financial statements, and should be read in conjunction with the December 31, 2003 audited financial statements and notes thereto.

## 2 Changes in accounting policies

## Income properties

Effective January 1, 2004, in accordance with the new recommendations of the CICA Handbook regarding generally accepted accounting principles, amortization on buildings is recorded on a straight-line basis over their remaining useful life. The Trust has applied this change prospectively, with no restatement to prior periods. Amortization of income properties is higher than would have been reported by $\$ 144,179$ for the three months ended September 30, 2004 and $\$ 304,575$ for the nine months ended September 30, 2004. Amortization of appliances is recorded on a straight-line basis at $10 \%$ per annum.

Effective for acquisitions initiated after September 12, 2003, in accordance with new accounting standards regarding operating leases acquired in either an asset purchase or a business combination, a portion of the purchase price is allocated to land, building, tenant inducements and intangibles, such as the value of lease origination costs associated with inplace leases, tenant relationships, cash flow guarantees and the value of above and below market leases, if any. The tenant inducements and lease origination costs are amortized as an expense over the remaining term of the leases. The values of tenant relationships are amortized over the term of the lease and renewal periods as applicable. The cash flow guarantee is amortized over the estimated period of benefit. The values of the above and below market leases are amortized and recorded as either an increase (below market leases) or a decrease (above market leases) to rentals from income properties over the remaining term of the lease. In the event that a tenant vacates its leased space prior to the contractual termination of the lease and rental payments are not being made on the lease, any unamortized balance of the related tenant inducement, intangible asset or liability will be written off. The Trust has applied this change prospectively, with no restatement to prior periods. Amortization of income properties is lower and amortization of deferred charges and intangible assets is higher than would have been reported under the previous method of accounting for acquisitions by $\$ 16,843$ and $\$ 319,080$, respectively, for the three months ended September 30, 2004 and $\$ 42,550$ and $\$ 635,192$, respectively, for the nine months ended September 30, 2004. In addition, rentals from income properties is higher as a result of the amortization of above and below market in-place leases by $\$ 2,697$ for the three months ended September 30, 2004 and $\$ 7,192$ for the nine months ended September 30, 2004.

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

## 2 Changes in accounting policies (continued)

## Revenue recognition

Effective January 1, 2004, in accordance with the new recommendations of the CICA Handbook regarding generally accepted accounting principles, rental revenue from leases with contractual rent increases are recognized on a straight-line basis over the term of the respective leases. The difference between the rental revenue recognized and the amounts contractually due under the lease agreements are recorded to deferred rent receivable and accrued rental revenue. The Trust has applied this change prospectively, with no restatement to prior periods. Rentals from income properties is higher than would have been reported under the previous policy by $\$ 26,561$ for the three months ended September 30, 2004 and $\$ 68,289$ for the nine months ended September 30, 2004. In addition, accounts receivable is higher than would have been reported under the previous policy by $\$ 68,289$ at September 30, 2004.

## Convertible debentures

In 2003, the CICA issued amendments to Section 3860 of the Handbook that will require the value ascribed to the option of the Trust to convert the Series B convertible debentures to units, based on a variable conversion price, currently classified as equity, to be presented as a liability. The amendments are effective for the fiscal years beginning on or after November 1, 2004 and are to be applied retroactively.

## 3 Acquisitions

On February 2, 2004, the Trust acquired the Mclvor Mall, a shopping centre located in Winnipeg, Manitoba for a total cost of $\$ 6,448,350$. The acquisition was funded entirely in cash.

On April 1, 2004, the Trust acquired Beck Court, a residential property located in Yellowknife, Northwest Territories for a total cost of $\$ 14,154,662$. The acquisition was funded from the assumption of a first mortgage loan in the principal amount of $\$ 10,733,383$ with the balance paid in cash.

On April 15, 2004, the Trust acquired Greenwood Gardens, a residential property located in Surrey, British Columbia for a total cost of $\$ 11,203,650$. The acquisition was funded from the assumption of a first mortgage loan in the principal amount of $\$ 6,753,344$, payment of a portion of the fee payable to the vendor's agent through the issuance of 20,000 Trust units at $\$ 5.00$ per unit, and the balance paid in cash.

On May 1, 2004, the Trust acquired Nova Manor and Nova Villa, two residential properties located in Edmonton, Alberta for a total cost of $\$ 2,582,034$ and $\$ 5,370,804$ respectively. The acquisition was funded from the assumption of a first mortgage loan in the principal amount of $\$ 2,355,302$ and $\$ 4,213,305$ respectively, with the balance paid in cash.

On July 1, 2004, the Trust acquired Nova Ridge Estates, a residential property located in Spruce Grove, Alberta for a total cost of $\$ 8,818,736$. The acquisition was funded from the assumption of a first mortgage loan in the principal amount of $\$ 6,465,052$ with the balance paid in cash.

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS

SEPTEMBER 30, 2004

## $3 \quad$ Aquisitions (continued)

The net assets acquired in the transactions are as follows:

| Land | \$ 7,156,795 |
| :---: | :---: |
| Building | 38,168,481 |
| Appliances | 1,309,000 |
| Deferred charges |  |
| Tenant inducements | 569,203 |
| Intangible assets |  |
| Lease origination costs | 1,171,612 |
| Tenant relationships | 555,748 |
| Cash flow guarantee | 147,000 |
| Above market in place leases | 123,726 |
| Intangible liabilities |  |
| Below market in-place leases | $(75,594)$ |
| Mortgage loans payable assumed | $(30,520,386)$ |
| Working capital, net | $(547,735)$ |
|  | \$ 18,057,850 |
| Consideration: |  |
| Cash | \$ 18,007,850 |
| Rental achievement holdback payable | 50,000 |
| Less deposit | $\begin{array}{r} 18,057,850 \\ (50,000) \\ \hline \end{array}$ |
|  | \$ 18,007,850 |

4
Income properties

|  | Cost |  | Accumulated Amortization |  |  | Net Book <br> Value <br> December 31 <br> 2003 <br> (audited) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| Land | \$ | 10,906,861 | \$ | - | \$ 10,906,861 | \$ | 3,728,254 |
| Buildings |  | 49,902,763 |  | $(690,474)$ | 49,212,289 |  | 11,156,219 |
| Appliances |  | 1,309,000 |  | $(52,751)$ | 1,256,249 |  | - |
|  |  | 62,118,624 | \$ | (743,225) | \$ 61,375,399 |  | 14,884,473 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

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Minacs Building Mclvor Mall


## Minacs Building

The Trust invested in a $\$ 1,150,000$ second mortgage loan, secured by an office building in Oshawa, Ontario. The Minacs Building was developed and is beneficially owned by 2668921 Manitoba Ltd., the parent company of Shelter Canadian Properties Limited. The \$1,150,000 loan advance bears interest at $12.5 \%$. An additional loan advance of $\$ 1,000,000$ which was made on January 9, 2004 bears interest at $9 \%$. Interest is payable monthly and the loan is repayable on December 31, 2004. The Trust may request the repayment of up to $\$ 500,000$ of the consideration upon 30 days notice.

## 6 Deferred charges



Amortization of deferred charges consists of the following:

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 004 |  | 003 |  | 2004 |  | 2003 |
| Tenant inducements | \$ | 65,381 | \$ | 41,464 | \$ | 178,008 | \$ | 109,839 |
| Mortgage financing fees |  | 2,243 |  | 6,299 |  | 19,846 |  | 43,366 |
| Leasing expenses |  | 5,786 |  | 3,627 |  | 17,108 |  | 9,517 |
| Amounts recorded on income property acquisition Tenant inducements |  | 21.593 |  | - - |  | 57.581 |  | - |
|  | \$ | 95,003 | \$ | 51,390 | \$ | 272,543 | \$ | 162,722 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS

SEPTEMBER 30, 2004

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8
8
Other assets

|  | $\begin{gathered} \text { September } 30 \\ 2004 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2003 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Amounts receivable | \$ | 130,160 | \$ | 30,615 |
| Loan receivable from tenant |  | 250,000 |  | - |
| Property tax deposits |  | 96,331 |  | - |
| Prepaid expenses |  | 121,294 |  | 4,934 |
| Deposits on potential acquisitions |  | 400,000 |  | 50,000 |
| Deferred rental revenue |  | 68,289 |  | - |
|  | \$ | 1,066,074 | \$ | 85,549 |

9

|  | Cost |  | Accumulated Amortization |  | Net Book <br> Value <br> September 30 <br> 2004 |  | $\begin{gathered} \text { Net Book } \\ \text { Value } \\ \text { December } 31 \\ 2003 \\ \hline \text { (audited) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Lease origination costs | \$ | 1,171,612 | \$ | $(407,378)$ | \$ | 764,234 | \$ |  |
| Tenant relationships |  | 555,748 |  | $(42,342)$ |  | 513,406 |  | - |
| Cash flow guarantee |  | 147,000 |  | $(127,892)$ |  | 19,108 |  | - |
| Above market in-place leases |  | 1,874,360 |  | $(577,612)$ |  | 1,296,748 |  | - |
|  |  | 123,726 |  | $(15,032)$ |  | 108,694 |  | - |
|  | \$ | 1,998,086 | \$ | $(592,644)$ |  | 1,405,442 | \$ |  |

Amortization of intangible assets consists of the following:

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Lease origination costs | \$ | 153,717 | \$ |  | \$ | 407,378 | \$ | - |
| Tenant relationships |  | 15,879 |  |  |  | 42,342 |  | - |
| Cash flow guarantee |  | 127,892 |  | - |  | 127,892 |  | - |
|  |  | 297,488 |  | - |  | 577,612 |  | - |
| Above market in-place leases |  | 5,637 |  | - |  | 15,032 |  | - |
|  | \$ | 303,125 | \$ | - | \$ | 592,644 | \$ | - |

Amortization of the above market in-place leases is charged to rentals from income properties.

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS <br> SEPTEMBER 30, 2004

## 10 Mortgage loans payable

Mortgage loans payable consists of the following:

|  | Interest Rates at September 30, 2004 |  | Weighted Average Term to Maturity | $\begin{gathered} \text { September } 30 \\ 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Range | Weighted Average Interest Rate |  |  |
| Fixed rate mortgages payable | 4.1\%-6.5\% | 5.4\% | 7.6 years | \$ 30,164,685 |
| Floating rate mortgages payable | 3.2\%-5.0\% | 4.1\% | Demand | 17,134,642 |
|  |  |  |  | \$ 47,299,327 |


|  | Interest Rates at December 31, 2003 |  | Weighted Average Term to Maturity | $\begin{gathered} \text { December } 31 \\ 2003 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Range | Weighted Average Interest Rate |  |  |
| Fixed rate mortgages payable | 6.5\% | 6.5\% | 9.7 years | \$ 934,944 |
| Floating rate mortgages payable | 5.1\%-5.5\% | 5.2\% | Demand | 9,769,783 |
|  |  |  |  | \$ 10,704,727 |

Approximate principal repayments are as follows:
Period Ending December 31

| 2004 - remainder of year | $\$ 17,287,942$ |
| :--- | ---: |
| 2005 | 634,613 |
| 2006 | 670,351 |
| 2007 | 708,147 |
| 2008 | $4,581,315$ |
| Thereafter | $23,416,959$ |
|  | $\$ 47,299,327$ |

The first mortgage loan relating to the Kenaston Property is authorized to a maximum of $\$ 10,200,000$ (2003-\$10,200,000). The outstanding balance of the first mortgage loan at September 30, 2004 is $\$ 9,586,011$ (2003-\$8,659,339).

The floating rate mortgages payable are payable on demand until such time as the interest rate and term are fixed. The income properties have been pledged as security under the related mortgage agreements.

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

## 11 Convertible debentures

The Trust issued $\$ 10,000,000$ of Series C debentures by way of private placement on January 30, 2004. The Series C debentures bear interest at 8\%, mature on January 29, 2006 (subject to a one year extension if the Trust becomes listed on the Toronto Stock Exchange prior to the maturity date) and are subordinate only to the mortgage loans payable. The Series C debentures are convertible at the request of the holder at any time prior to January 29, 2006 at a conversion price of $\$ 4.50$. On redemption, the holders may elect to convert to units at the then applicable conversion price.

In addition, the terms of the Series B debentures were modified in order for the Series B debentures to rank pari passu with the Series A debentures and Series C debentures.

On March 29, 2004, the Trust issued $\$ 131,000$ of Series C debentures with respect to interest on the first sixty days from the date of closing.

The Trust issued $\$ 4,000,000$ of Series D debentures by way of public offering on March 16, 2004. The Series D debentures bear interest at $8 \%$, mature on March 15, 2008 and are subordinate to the mortgage loans payable. The Series $D$ debentures are also subordinate to the Series A debentures, Series B debentures and Series C debentures until such time as the Trust certifies to the Indenture Trustee that, since January 30, 2004, the Trust has acquired from arm's length third parties one or more multi-family residential properties with an aggregate purchase price of at least $\$ 50,000,000$ and such properties have a positive pro forma net income (after interest) to the Trust based on the operations of such properties at the time of their acquisition. The Series D debentures are convertible at the request of the holder at any time prior to maturity at a conversion price of $\$ 5.00$.

The following allocation of the convertible debentures to debt and equity components is based on the net present value of future interest and principal payments with an estimated cost of borrowing without conversion option of $15 \%$ for Series A, Series C and Series D debentures and $18 \%$ for Series B debentures:

September 30,2004
Convertible debentures
Series A - $10 \%$, due August 30, 2007
Series B - 8\%, due August 30, 2005
Series C - 8\%, due January 29, 2006
Series D - 8\%, due March 15, 2008

December 31, 2003

Convertible debentures
Series A-10\%, due August 30, 2007
Series B - 8\%, due August 30, 2005

|  | Debt |  | Equity |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,664,023 | \$ | 335,977 | \$ | 3,000,000 |
|  | 62,266 |  | 879,734 |  | 942,000 |
|  | 9,311,105 |  | 819,895 |  | 10,131,000 |
|  | 3,273,561 |  | 726,439 |  | 4,000,000 |
|  | 15,310,955 | \$ | 2,762,045 |  | 18,073,000 |
|  | Debt |  | Equity |  | Total |
|  |  |  |  |  | (audited) |
| \$ | 2,598,399 | \$ | 401,601 | \$ | 3,000,000 |
|  | 106,249 |  | 835,751 |  | 942,000 |
|  | 2,704,648 | \$ | 1,237,352 |  | 3,942,000 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS <br> SEPTEMBER 30, 2004

## 11 Convertible deventures (continued)

The accretion of the debt component for the three months ended September 30, 2004 of $\$ 185,659$ (2003-\$6,310) and for the nine months ended September 30, 2004 of $\$ 458,415$ (2003-\$17,866), which increases the debt component from the initial carrying amount, is included in financing expense on convertible debentures. The accretion of the equity component, which decreases the equity component from the initial carrying amount, is credited in Unitholders' equity.

Intangible liabilities


Amortization of below market in-place leases is credited to rentals from income properties.

## Related party transactions

## Management agreement

The Trust incurred property management fees to Shelter Canadian Properties Limited of $\$ 60,033$ for the three months ended September 30, 2004 (2003-\$18,715) and $\$ 141,462$ for the nine months ended September 30, 2004 (2003-\$57,484).

The Trust incurred leasing commissions and tenant improvement and renovation fees to Shelter Canadian Properties Limited of $\$ 4,203$ and $\$ 877$, respectively for the three months ended September 30, 2004 and $\$ 7,510$ and $\$ 38,991$ respectively for the nine months ended September 30, 2004, which were capitalized to deferred charges and income properties. Shelter Canadian Properties Limited waived leasing commissions and tenant improvement and renovation fees from the commencement date of the property management agreement to September 30, 2003.

Included in accounts payable and accrued liabilities at September 30, 2004 are property management fees, leasing commissions and tenant improvement and renovation fees of $\$ 3,385$ (2003-\$48,100) payable to Shelter Canadian Properties Limited.

## Services agreement

Unit-based compensation expense for the three months ended September 30, 2004 of $\$ 2,847$ (2003-\$2,847) and for the nine months ended September 30, 2004 of $\$ 8,541$ (2003$\$ 8,541$ ), relating to options issued under the services agreement, was recorded to amortize the fair value of the unit-based compensation over the term of the services agreement.

## Mortgage loan receivable

The Trust invested in a second mortgage loan, secured by the Minacs Building beneficially owned by 2668921 Manitoba Ltd., the parent company of Shelter Canadian Properties Limited. Interest income of $\$ 58,918$ was recorded for the three months ended September 30, 2004 (2003-\$20,572) and \$174,199 for the nine months ended September 30, 2004 (2003$\$ 77,599)$.

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS <br> SEPTEMBER 30, 2004

## 14 Units

A summary of the status of the units and changes during the period is as follows:

| Nine Months Ended September 30, 2004 | Year Ended <br> December 31, 2003 |  |
| :---: | :---: | :---: |
| Units Amount | Units | Amount |
|  | (audited) | (audited) |


| Outstanding, beginning of period | 2,612,713 | \$ | 8,235,323 | 775,000 | \$ | 873,083 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Units issued by private placement | - |  |  | 1,823,213 |  | 7,292,852 |
| Units issued on conversion of debentures |  |  |  | 14,500 |  | 58,000 |
| Unit based compensation |  |  |  |  |  |  |
| Services agreement |  |  | 8,541 | - |  | 11,388 |
| Issued on income property acquisition | 20,000 |  | 86,200 |  |  |  |
| Outstanding, end of period | 2,632,713 | \$ | 8,330,064 | 2,612,713 |  | 8,235,323 |

The 150,840 units which are subject to escrow as at September 30, $2004(2003-301,670)$ will be released from escrow during the year ending December 31, 2005. All units which are subject to escrow are entitled to be voted and receive distributions.

The units in escrow are summarized as follows:
Units in Seed Shareholder Escrow 68,340
Units in Security Escrow $\quad$ 82,500

Unit options

## Unit option plan

The Trust granted options in 2002 to the two independent Trustees to acquire 10,000 units each at $\$ 4.00$ per unit. There has not been any options exercised for the nine months ended September 30, 2004 (2003-\$Nil). The options have vested and expire October 29, 2007.

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS

SEPTEMBER 30, 2004

## 16 Rentals from income properties

|  | Three Months Ended September 30 2004 - 2003 |  |  |  | Nine Months Ended September 30$\qquad$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Rent revenue contractually due from tenants | \$ | 2,063,920 | \$ | 558,665 | \$ | 4,737,530 | \$ | 1,586,345 |
| Accrued rental revenue recognized on a straight-line basis |  | 26,561 |  | - |  | 68,289 |  | - |
| Amortization of above market in-place leases |  | $(5,637)$ |  | - |  | $(15,032)$ |  | - |
| Amortization of below market in-place leases |  | 8,334 |  | - |  | 22,224 |  | - |
|  | \$ | 2,093,178 | \$ | 558,665 | \$ | 4,813,011 |  | 1,586,345 |

Rental revenue contractually due from tenants include the recovery of property operating costs from tenants of $\$ 355,648$ for the three months ended September 30, 2004 (2003-\$181,613) and $\$ 985,381$ for the nine months ended September 30, 2004 (2003-\$570,904).
17 Interest and other income

|  | Three Months Ended September 30 <br> 2004 <br> 2003 |  |  |  | Nine Months Ended September 30 <br> 2004 - 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Cash flow guarantee | \$ | 127,892 | \$ | - | \$ | 127,892 | \$ | - |
| Lease termination fee |  |  |  | 130,356 |  | - |  | 130,356 |
| Interest on mortgage loan receivable |  | 58,918 |  | 20,571 |  | 174,199 |  | 77,599 |
| Other |  | 29,251 |  | 9,824 |  | 99,714 |  | 17,606 |
|  | \$ | 216,061 | \$ | 160,751 | \$ | 401,805 | \$ | 225,561 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS <br> SEPTEMBER 30, 2004

## 18 Distributable income

Distributable income is defined by the Declaration of Trust and represents non-GAAP information, which may not be comparable to measures used by other issuers.
Distributable income and distributable income per unit are calculated, as follows:

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 |  | 2003 |  | 2004 |  | 2003 |
| Income (loss) | \$ | $(444,577)$ | \$ | 128,332 | \$ | $(797,836)$ | \$ | 151,837 |
| Add (deduct): |  |  |  |  |  |  |  |  |
| Accrued rental revenue |  | $(26,561)$ |  | - |  | $(68,289)$ |  | - |
| Amortization of above market in-place leases |  | 5,637 |  | - |  | 15,032 |  | - |
| Amortization of below market in-place leases |  | $(8,334)$ |  |  |  | $(22,224)$ |  | - |
| Financing expense on convertible debentures |  | 561,029 |  | 100,740 |  | 1,449,443 |  | 302,296 |
| Interest expense on convertible debentures |  | $(375,370)$ |  | $(94,429)$ |  | $(991,028)$ |  | $(284,429)$ |
| Amortization of income properties |  | 287,437 |  | 26,669 |  | 594,113 |  | 64,987 |
| Amortization of intangible assets |  | 297.488 |  | - |  | 577,612 |  | - |
| Distributable income | \$ | 296,749 | \$ | 161,312 | \$ | 756,823 | \$ | 234,691 |
| Distributable income per unit (Note 19) |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.113 | \$ | 0.167 | \$ | 0.288 | \$ | 0.280 |
| Diluted |  | 0.100 |  | 0.150 |  | 0.279 |  | 0.271 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

## 19 Per unit calculations

Basic per unit information is calculated based on the weighted average number of units outstanding for the period. The diluted per unit information is calculated based on the weighted average diluted number of units for the period, considering the potential exercise of outstanding unit options to the extent that the unit options are dilutive and the potential conversion of outstanding Series A, Series B, Series C and Series D convertible debentures to the extent that the debentures are dilutive.

Income (loss) per unit calculations are based on the following:

|  | Three Months Ended September 30 $2004 \quad 2003$ |  | Nine Months Ended September 30 2004 2003 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income (loss) | \$ (444,577) | \$ 128,332 | \$ (797,836) | \$ | 151,837 |
| Diluted income (loss) | \$ (444,577) | \$ 134,276 | \$ (797,836) | \$ | 172,386 |
| Weighted average number of units | 2,632,713 | 965,894 | 2,625,049 |  | 839,331 |
| Dilutive options |  | 100 | - |  | - |
| Dilutive convertible debentures Series B |  | 235,982 | - |  | 245,275 |
| Weighted average diluted number of units | 2,632,713 | 1,201,976 | 2,625,049 |  | 1,084,606 |

Distributable income per unit calculations are based on the following:

|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 <br> 2004 <br> 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Distributable income | \$ | 296,749 | \$ | 161,312 | \$ | 756,822 | \$ | 234,691 |
| Diluted distributable income | \$ | 516,682 | \$ | 180,741 | \$ | 1,348,861 | \$ | 294,120 |
| Weighted average number of units |  | 2,632,713 |  | 965,894 |  | 2,625,049 |  | 839,331 |
| Dilutive options |  | 3,368 |  | 100 |  | 2,796 |  |  |
| Dilutive convertible debentures |  |  |  |  |  |  |  |  |
| Series B |  | 272,816 |  | 235,982 |  | 206,965 |  | 245,275 |
| Series C |  | 2,251,333 |  |  |  | 2,006,786 |  |  |
| Weighted average diluted number of units |  | 5,160,230 |  | 1,201,976 |  | 4,841,596 |  | 1,084,606 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

## 20

## Segmented financial information

The assets are located in and revenue is derived from the operation of commercial, light industrial and residential real estate in Canada. Commercial real estate consists of retail properties and office and retail mixed-use properties.

Nine months ended September 30, 2004:

|  | Commercial | Light Industrial | Residential | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 2,631,764 | 252,537 | 1,928,710 | - | 4,813,011 |
| Interest and other income | 21,884 | 1,161 | 135,129 | 243,631 | 401,805 |
| Property operating costs | 1,120,600 | 36,158 | 738,430 | - | 1,895,188 |
| Operating income | 1,533,048 | 217,540 | 1,325,409 | 243,631 | 3,319,628 |
| Financing expense | 415,068 | 84,026 | 617,540 | 1,449,443 | 2,566,077 |
| Amortization of income properties | 226,867 | 23,509 | 343,737 | - | 594,113 |
| Amortization of deferred charges | 271,121 | 804 | 618 | - | 272,543 |
| Amortization of intangible assets | 198,289 | - | 379,323 | - | 577,612 |
| Income (loss) | 421,703 | 109,201 | $(15,809)$ | (1,312,931) | $(797,836)$ |
| Total assets | 21,120,582 | 2,895,840 | 42,594,938 | 4,597,607 | 71,208,967 |

Nine months ended September 30, 2003:

|  | Commercial | Light Industrial | Residential | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 1,528,133 | 58,212 | - | - | 1,586,345 |
| Interest and other income | 142,205 | 200 | - | 83,156 | 225,561 |
| Property operating costs | 652,376 | 9,028 | - | - | 661,404 |
| Operating income | 1,017,962 | 49,384 | - | 83,156 | 1,150,502 |
| Financing expense | 333,222 | 23,181 | - | 302,296 | 658,699 |
| Amortization of income properties | 62,664 | 2,323 | - | - | 64,987 |
| Amortization of deferred charges | 157,619 | 5,103 | - | - | 162,722 |
| Income (loss) | 464,457 | 18,777 | - | $(331,397)$ | 151,837 |
| Total assets | 12,032,424 | 2,884,520 | - | 1,954,995 | 16,871,939 |

Three months ended September 30, 2004:

|  | Commercial | Light Industrial | Residential | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 956,993 | 84,179 | 1,052,006 | - | 2,093,178 |
| Interest and other income | 9,674 | 266 | 132,274 | 73,847 | 216,061 |
| Property operating costs | 416,935 | 11,984 | 481,864 | - | 910,783 |
| Operating income | 549,732 | 72,461 | 702,416 | 73,847 | 1,398,456 |
| Financing expense | 194,269 | 26,876 | 352,060 | 561,029 | 1,134,234 |
| Amortization of income properties | 78,453 | 7,836 | 201,148 | - | 287,437 |
| Amortization of deferred charges | 94,276 | 268 | 459 | - | 95,003 |
| Amortization of intangible assets | 74,359 | - | 223,129 | - | 297,488 |
| Income (loss) | 108,375 | 37,481 | $(74,380)$ | $(516,053)$ | $(444,577)$ |
| Total assets | 21,120,582 | 2,895,840 | 42,594,938 | 4,597,607 | 71,208,967 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2004

## 20 Segmented financial information (continued)

Three months ended September 30, 2003:

|  | Commercial | Light Industrial | Residential | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 500,453 | 58,212 | - | - | 558,665 |
| Interest and other income | 136,898 | 200 | - | 23,653 | 160,751 |
| Property operating costs | 214,616 | 9,028 | - | - | 223,644 |
| Operating income | 422,735 | 49,384 | - | 23,653 | 495,772 |
| Financing expense | 111,921 | 23,181 | - | 100,740 | 235,842 |
| Amortization of income properties | 24,346 | 2,323 | - | - | 26,669 |
| Amortization of deferred charges | 46,287 | 5,103 | - | - | 51,390 |
| Income (loss) | 240,181 | 18,777 | - | $(130,626)$ | 128,332 |
| Total assets | 12,032,424 | 2,884,520 | - | 1,954,995 | 16,871,939 |

Nine months ended September 30, 2004:

|  | Alberta | British Columbia | Manitoba | Ontario | Northwest Territories | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 625,038 | 552,606 | 2,631,764 | 92,385 | 911,218 |  | 4,813,011 |
| Interest and other income | 129,309 | 4,106 | 21,884 | 352 | 2,523 | 243,631 | 401,805 |
| Property operating costs | 170,251 | 298,266 | 1,120,600 | 3,882 | 302,189 | - | 1,895,188 |
| Operating income | 584,096 | 258,446 | 1,533,048 | 88,855 | 611,552 | 243,631 | 3,319,628 |
| Financing expense | 209,378 | 182,099 | 415,068 | 44,456 | 265,633 | 1,449,443 | 2,566,077 |
| Amortization of income properties | 128,727 | 80,674 | 226,867 | 9,539 | 148,306 | - | 594,113 |
| Amortization of deferred charges | 327 | 291 | 271,121 | 804 | - | - | 272,543 |
| Amortization of intangible assets | 188,999 | 8,497 | 198,289 | - | 181,827 | - | 577,612 |
| Income (loss) | 56,665 | $(13,115)$ | 421,703 | 34,056 | 15,786 | $(1,312,931)$ | $(797,836)$ |
| Total assets | 18,628,368 | 11,281,492 | 21,120,582 | 1,262,739 | 14,318,179 | 4,597,607 | 71,208,967 |

Nine months ended September 30, 2003:

|  | Alberta | British Columbia | Manitoba | Ontario | Northwest Territories | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 48,811 | - | 1,528,132 | 9,402 | - | - | 1,586,345 |
| Interest and other income | 189 | - | 142,204 | 12 | - | 83,156 | 225,561 |
| Property operating costs | 8,993 | - | 652,376 | 35 | - | - | 661,404 |
| Operating income | 40,007 | - | 1,017,960 | 9,379 | - | 83,156 | 1,150,502 |
| Financing expense | 18,528 | - | 333,222 | 4,653 | - | 302,296 | 658,699 |
| Amortization of income properties | 1,936 | - | 62,664 | 387 | - | - | 64,987 |
| Amortization of deferred charges | 5,103 | - | 157,619 | 4339 | - | (331,397) | 162,722 |
| Income (loss) | 14,440 | - | 464,455 | 4,339 | - | $(331,397)$ | 151,837 |
| Total assets | 1,632,307 | - | 12,032,424 | 1,252,213 | - | 1,954,995 | 16,871,939 |
| (unaudited) |  |  |  |  |  | 18 |  |

LANESBOROUGH REAL ESTATE INVESTMENT TRUST
NOTES TO THE FINANCIAL STATEMENTS
SEPTEMBER 30, 2004

## 20 Segmented financial information (continued)

Three months ended September 30, 2004:

|  | Alberta | British Columbia | Manitoba | Ontario | Northwest Territories | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 367,839 | 286,641 | 956,993 | 30,795 | 450,910 | - | 2,093,178 |
| Interest and other income | 128,374 | 2,304 | 9,674 | 102 | 1,760 | 73,847 | 216,061 |
| Property operating costs | 106,298 | 175,458 | 416,935 | 1,270 | 210,822 | - | 910,783 |
| Operating income | 389,915 | 113,487 | 549,732 | 29,627 | 241,848 | 73,847 | 1,398,456 |
| Financing expense | 132,246 | 98,969 | 194,269 | 14,755 | 132,966 | 561,029 | 1,134,234 |
| Amortization of income properties | 94,981 | 36,670 | 78,453 | 3,180 | 74,153 | - | 287,437 |
| Amortization of deferred charges | 245 | 214 | 94,276 | 268 | - | - | 95,003 |
| Amortization of intangible assets | 161,881 | 3,893 | 74,359 | - | 57,355 |  | 297,488 |
| Income (loss) | 562 | $(26,259)$ | 108,375 | 11,424 | $(22,626)$ | $(516,053)$ | $(444,577)$ |
| Total assets | 18,628,368 | 11,281,492 | 21,120,582 | 1,262,739 | 14,318,179 | 4,597,607 | 71,208,967 |

Three months ended September 30, 2003:

|  | Alberta | British Columbia | Manitoba | Ontario | Northwest Territories | Trust | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rentals from income properties | 48,811 | - | 500,452 | 9,402 | - | - | 558,665 |
| Interest and other income | 189 | - | 136,898 | 12 | - | 23,652 | 160,751 |
| Property operating costs | 8,993 | - | 214,616 | 35 | - | - | 223,644 |
| Operating income | 40,007 | - | 422,734 | 9,379 | - | 23,652 | 495,772 |
| Financing expense | 18,528 | - | 111,921 | 4,653 | - | 100,740 | 235,842 |
| Amortization of income properties | 1,936 | - | 24,346 | 387 | - | - | 26,669 |
| Amortization of deferred charges | 5,103 | - | 46,287 | - | - | ${ }^{-}$ | 51,390 |
| Income (loss) | 14,440 | - | 240,180 | 4,339 | - | $(130,627)$ | 128,332 |
| Total assets | 1,632,307 | - | 12,032,424 | 1,252,213 | - | 1,954,995 | 16,871,939 |

## LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS SEPTEMBER 30, 2004

## 21 Subsequent events

On October 1, 2004, the Trust acquired a multi-family residential property located in Peace River, Alberta for a purchase price of $\$ 2,500,000$. The consideration paid consisted of assumption of mortgage financing of $\$ 2,038,136$ with the balance paid in cash.

Subsequent to September 30, 2004, the Trust has entered into conditional offers to purchase five multi-family residential properties for a total cost of $\$ 67,350,000$, which are expected to close during the first and second quarter of 2005.

Subsequent to September 30, 2004, the interest rate and maturity date relating to the first mortgage financing for the Nova Ridge Estates were fixed. The $\$ 6,465,052$ first mortgage loan will bear interest at $4.67 \%$ and mature January 1, 2010.

Subsequent to September 30,2004, the maturity date of the $\$ 2,150,000$ second mortgage loan receivable, secured by the Minacs building, was extended to June 30, 2005. The mortgage loan receivable will continue to bear interest at $12.5 \%$ on $\$ 1,150,000$ and $9 \%$ on $\$ 1,000,000$. The Trust may request the repayment of up to $\$ 500,000$ of the consideration upon 30 days notice.

The Trust has initiated a private placement offering of trust units for total gross proceeds of up to $\$ 20$ million. The unit offering is expected to close during the fourth quarter of 2004.

A distribution of $\$ 368,580$ was paid on October 15, 2004.

## Comparative figures

For comparative purposes, certain of the prior year figures have been reclassified.
The comparative figures for the statement of equity have been restated to reflect the distribution payable at September 30, 2003. As a result, unitholders' equity at June 30, 2003 and September 30, 2003 have decreased by $\$ 96,875$ and 161,495 respectively. There was not any effect on the presentation of the current period.

