

# LANESBOROUGH

The logo for REIT consists of a grey square containing a white stylized column capital, followed by the letters "REIT" in a grey, sans-serif font.

**REAL ESTATE INVESTMENT TRUST  
FINANCIAL STATEMENTS  
DECEMBER 31, 2002**

To the Trustees of Lanesborough Real Estate Investment Trust:

We have audited the balance sheets of Lanesborough Real Estate Investment Trust as at December 31, 2002 and 2001 and the statements of equity, loss and cash flows for the years then ended. These financial statements are the responsibility of the trust's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the trust as at December 31, 2002 and 2001 and the results of its operations and its cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.

Brandon, Manitoba  
January 31, 2003

*Meyers Morris Penny LLP*

Chartered Accountants

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## BALANCE SHEET

	December 31	
	<u>2002</u>	<u>2001</u>
<b>Assets</b>		
Income properties (Note 3 and 4)	\$ 10,787,751	\$ -
Mortgage loan receivable (Note 5)	1,150,000	-
Deferred charges (Note 6)	440,782	-
Cash	122,495	333,690
Accounts receivable	<u>43,815</u>	<u>406</u>
	<u>\$ 12,544,843</u>	<u>\$ 334,096</u>
<b>Liabilities and Equity</b>		
Mortgage loan payable (Note 7)	\$ 7,882,709	\$ -
Convertible debentures (Note 8)	2,687,449	-
Accounts payable and accrued liabilities (Note 10)	<u>410,011</u>	<u>3,576</u>
	<u>10,980,169</u>	<u>3,576</u>
Equity	<u>1,564,674</u>	<u>330,520</u>
	<u>\$ 12,544,843</u>	<u>\$ 334,096</u>

Approved by the Trustees

\_\_\_\_\_ Arni C. Thorsteinson \_\_\_\_\_ Trustee

\_\_\_\_\_ Charles K. Loewen \_\_\_\_\_ Trustee

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## STATEMENT OF EQUITY

	<u>Year Ended</u> <u>2002</u>	<u>December 31</u> <u>2001</u>
Unitholders' equity, beginning of year		
Share capital	\$ 341,874	\$ 341,874
Deficit	<u>(11,354)</u>	<u>(4,866)</u>
	<b>330,520</b>	337,008
Elimination on reorganization (Note 11)	<b>(341,874)</b>	-
Units issued in exchange for shares (Note 11)	<b>341,874</b>	-
Units issued by private placement (Note 11)	<b>300,000</b>	-
Units issued on exercise of options (Note 11)	<b>231,209</b>	-
Issue costs	<b>(445,223)</b>	-
Accretion on equity component of convertible debentures (Note 8)	<b>7,587</b>	-
Loss	<b>(47,970)</b>	(6,488)
Distribution paid	<u><b>(124,000)</b></u>	<u>-</u>
Unitholders' equity, end of year	<b>252,123</b>	330,520
Equity component of convertible debentures (Note 8)	<u><b>1,312,551</b></u>	<u>-</u>
Equity, end of year	<u><b>\$ 1,564,674</b></u>	<u><b>\$ 330,520</b></u>

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## STATEMENT OF LOSS

	Year Ended December 31	
	<u>2002</u>	<u>2001</u>
<b>Revenue</b>		
Rentals from income properties (Note 13)	\$ 1,211,190	\$ -
Interest and other income	<u>24,514</u>	<u>11,761</u>
Total revenue	<u>1,235,704</u>	<u>11,761</u>
<b>Expenses</b>		
Property operating costs (Note 15)	<u>557,763</u>	<u>-</u>
Operating income	<u>677,941</u>	<u>11,761</u>
Financing expense (Note 14)	553,550	-
Trust expense	59,691	18,249
Amortization of income properties	50,062	-
Amortization of deferred charges	<u>62,608</u>	<u>-</u>
Total expenses	<u>725,911</u>	<u>18,249</u>
Loss	<u>\$ (47,970)</u>	<u>\$ (6,488)</u>
Loss per unit (Note 17)		
Basic	(0.072)	(0.013)
Diluted	(0.072)	(0.013)

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## STATEMENT OF CASH FLOWS

	Year Ended December 31	
	<u>2002</u>	<u>2001</u>
<b>Cash provided by (used in) operating activities</b>		
Loss from operations	\$ (47,970)	\$ (6,488)
Add: Amortization of income properties	50,062	-
Amortization of deferred charges	62,608	-
Accretion on liability component of convertible debentures (Note 8)	7,587	-
Unit-based compensation (Note 11)	<u>31,209</u>	<u>-</u>
Cash from operations	103,496	(6,488)
Net change in accounts receivable, accounts payable and accrued liabilities	363,026	3,494
Increase in deferred charges	<u>(503,390)</u>	<u>-</u>
	<u>(36,868)</u>	<u>(2,994)</u>
<b>Cash provided by (used in) financing activities</b>		
Proceeds of mortgage loan financing	7,987,500	-
Proceeds of convertible debentures	4,000,000	-
Proceeds of participating loan	2,701,338	-
Repayment of participating loan	(2,701,338)	-
Repayment of mortgage loan	(104,791)	-
Private placement of units	300,000	-
Options exercised (Note 11)	200,000	-
Issue costs	(445,223)	-
Distribution paid	<u>(124,000)</u>	<u>-</u>
	<u>11,813,486</u>	<u>-</u>
<b>Cash provided by (used in) investing activities:</b>		
Additions to income properties	(10,837,813)	-
Mortgage loan receivable advance	<u>(1,150,000)</u>	<u>-</u>
	<u>(11,987,813)</u>	<u>-</u>
<b>Cash decrease</b>	(211,195)	(2,994)
<b>Cash, beginning of year</b>	<u>333,690</u>	<u>336,684</u>
<b>Cash, end of year</b>	<u>\$ 122,495</u>	<u>\$ 333,690</u>
<b>Supplementary cash flow information</b>		
Interest paid during the year	<u>\$ 388,871</u>	<u>\$ -</u>

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### **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 acquisition of Wireless One Inc. was accounted for on a 'continuity of interest' basis. The results of operation of Wireless One Inc. for periods prior to formation of the Trust are presented as those of the Trust in a manner similar to a pooling of interests. Accordingly, these financial statements present the operations of the Trust on a continuity of interest basis, which is identical to the financial position and results of operation of Wireless One Inc. for those periods.

### **2      *Significant accounting policies***

The accompanying financial statements have been prepared by management in accordance with Canadian generally accepted accounting principles and are generally in accordance with the recommendations of the Canadian Institute of Public and Private Real Estate Companies.

#### **Income properties**

Income properties include land, buildings and related costs.

Income properties are stated at the lower of net book value and estimated net recoverable amount. The net recoverable amount represents the undiscounted estimated future net cash flow which is expected to be received from the ongoing use and residual worth of the properties, and is intended to determine recovery of an investment and is not an expression of the fair value of a property.

Amortization is recorded on buildings using a 5% forty-year sinking fund basis. Under this method, amortization is charged to income at an amount which increases annually, consisting of a fixed annual sum together with a factor which is compounded at the rate of 5% per annum so as to fully amortize the buildings over a forty-year period.

#### **Deferred charges**

Deferred charges include tenant inducements and leasing commissions that are deferred and amortized on a straight-line basis over the term of the respective leases and mortgage financing fees that are deferred and amortized over the term of the respective mortgage.

#### **Convertible debentures**

The convertible debentures are convertible into units, as disclosed in Note 8. Accordingly, the debentures are divided into liability and equity components, based on the net present value of the future interest payments at the time of issue. Accretion in the equity component of the debenture is credited to Unitholders' equity.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 2 *Significant accounting policies* (continued)

#### **Unit Options**

The Trust has a unit option plan available for officers, employees and trustees and has granted options to Shelter Canadian Properties Limited and the independent Trustees. Consideration paid by option holders on exercise of unit options is credited to Unitholders' equity. The fair value based method of accounting is applied to all unit-based payments to non-employees and to direct awards of units to employees and Trustees. Compensation expense is not recorded at the time that the options are issued to the independent Trustees. The unit-based compensation on the issue of unit options to the independent Trustees is disclosed as pro forma information.

#### **Revenue recognition**

Rents are recognized as revenue over the terms of the related lease agreements. Recoveries from tenants for property operating costs are recognized as revenues during the period in which the applicable costs are incurred.

#### **Distributable income**

Distributable income is defined as net income determined in accordance with Canadian generally accepted accounting principles, subject to certain adjustments as set out in the Declaration of Trust, including adding back amortization of income properties and excluding any gains or losses on the disposition of any asset. Interest expense on convertible debentures for purposes of determining distributable income is calculated based on the actual interest payable on debentures.

#### **Income taxes**

In accordance with the terms of the Declaration of the Trust, the Trust intends to distribute its income for income tax purposes each year to such an extent that it will not be liable for income taxes under Part 1 of the Income Tax Act. A provision for income taxes is, therefore, not required.

#### **Net income and distributable income per unit**

Per unit amounts are calculated using the weighted average number of units outstanding during the year. The dilutive effect on per unit amounts resulting from outstanding unit options is calculated using the treasury stock method. Under this method, the diluted weighted average number of units is calculated assuming the proceeds that arise from the exercise of the outstanding options are used to purchase units of the Trust at their average market price for the period.

#### **Use of estimates**

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as at the date of the financial statements and the reported amounts of revenue and expenses during the year. Actual results could differ from the estimates.



# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 3 *Acquisition*

On April 24, 2002, the Trust acquired a retail and office complex, comprised of two buildings, known as the Kenaston Property for the purchase price of \$10,807,170. The purchase price was satisfied by the Trust with consideration of \$2,819,670 combined with the proceeds of the purchase mortgage in the principal amount of \$7,987,500. The cash component of the purchase price was funded by the proceeds of a participating loan from Shelter Canadian Properties Limited (Note 9).

Net assets acquired:		
Income properties		\$ 10,650,000
Land transfer tax capitalized to the income properties		<u>157,170</u>
		10,807,170
		<u>(7,987,500)</u>
		<u>\$ 2,819,670</u>
Consideration:		
Tenant security deposits		\$ 22,740
Property tax liability assumed		127,118
Cash		<u>2,669,812</u>
		<u>\$ 2,819,670</u>

### 4 *Income properties*

	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book Value December 31 2002</u>
Land	\$ 2,043,779	\$ -	\$ 2,043,779
Building	<u>8,794,034</u>	<u>(50,062)</u>	<u>8,743,972</u>
	<u>\$ 10,837,813</u>	<u>\$ (50,062)</u>	<u>\$ 10,787,751</u>

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 5 *Mortgage loan receivable*

The Trust invested in a \$1,150,000 second mortgage loan, secured by an office building (Minacs) 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 loan bears interest at 10% payable monthly and is repayable on July 19, 2003. The Trust may request the repayment of up to \$500,000 of the consideration upon 30 days notice.

The Trust has a seven-month option to acquire a 50% interest in the Minacs building for a maximum purchase price of \$7,850,000, comprised of cash consideration of \$1,850,000 and the assumption of a 7% first mortgage loan payable of \$6,000,000. There is a provision for \$500,000 of the consideration to be satisfied by issuance of 100,000 units at a deemed price of \$5.00 per unit.

### 6 *Deferred charges*

	Cost	Accumulated Amortization	Net Book Value December 31 2002
Tenant inducements	\$ 421,186	\$ (36,450)	\$ 384,736
Mortgage financing fees	50,549	(24,000)	26,549
Leasing commissions	31,655	(2,158)	29,497
	<u>\$ 503,390</u>	<u>\$ (62,608)</u>	<u>\$ 440,782</u>

### 7 *Mortgage loan payable*

The mortgage loan payable is secured by the income properties, bears interest at prime plus .625% per annum and matures June 5, 2003. The Trust has the right to fix the interest rate until May 1, 2003, at a rate not to exceed the residential mortgage rate of the lender plus .125%. After May 1, 2003, the Trust has the right to fix the interest rate for a term and rate to be established by the lender.

Future principal payments are as follows:

Year ending December 31 2003	<u>\$ 7,882,709</u>
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### 8 *Convertible debentures*

On August 30, 2002, the Trust issued convertible debentures in the amount of \$4,000,000, comprised of \$3,000,000 Senior Secured Series A and \$1,000,000 Senior Subordinated Series B convertible debentures.

The Senior Secured Series A convertible debentures bear interest at 10%, mature on August 30, 2007 and are subordinate only to the mortgage loan payable. The Senior Secured Series A convertible debentures are convertible at the request of the holder at any time during the year ending August 30, 2005 at a conversion price per unit of \$5.00; during the year ending August 30, 2006, at \$5.50; and during the year ending August 30, 2007, at \$6.00. At any time after August 30, 2005, the Trust has the right to redeem all, but not less than all of the Senior Secured Series A convertible debentures at par plus accrued interest. On redemption, the holders may elect to convert to units at the then applicable conversion price.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 8 *Convertible debentures* (continued)

The Senior Subordinated Series B convertible debentures bear interest at 8%, mature on August 30, 2005 and are subordinate to the mortgage loan payable and the Series A convertible debentures. The Senior Subordinated Series B convertible debentures are convertible at the request of the holder at any time prior to August 30, 2003 at a conversion price per unit of \$4.00; during the year ending August 30, 2004 of \$4.50; and during the year ending August 30, 2005 of \$5.00. At maturity, at the option of the Trust, all outstanding Senior Subordinated Series B convertible debentures are convertible to units, based on a conversion price which is equal to the lesser of \$5.00 per Trust unit and the average closing market price of the unit during the preceding twenty trading-day period.

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

<u>Issue date August 30, 2002</u>	<u>Debt</u>	<u>Equity</u>	<u>Total</u>
Convertible debentures			
Series A	\$ 2,497,490	\$ 502,510	\$ 3,000,000
Series B	<u>182,372</u>	<u>817,628</u>	<u>1,000,000</u>
	<u>\$ 2,679,862</u>	<u>\$ 1,320,138</u>	<u>\$ 4,000,000</u>
 <u>December 31, 2002</u>			
Convertible debentures			
Series A	\$ 2,521,115	\$ 478,885	\$ 3,000,000
Series B	<u>166,334</u>	<u>833,666</u>	<u>1,000,000</u>
	<u>\$ 2,687,449</u>	<u>\$ 1,312,551</u>	<u>\$ 4,000,000</u>

The accretion of the debt component of \$7,587, 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.

### 9 *Related party transactions*

#### **Management agreement**

The Trust entered into a property management agreement, for an initial term expiring August 30, 2007, with Shelter Canadian Properties Limited, a Unitholder. Under the property management agreement, Shelter Canadian Properties Limited will administer the day-to-day operations of the Trust's portfolio of income properties. The Trust pays property management fees equal to 4% of gross receipts from the income properties owned by the Trust.

The Trust incurred property management fees to Shelter Canadian Properties Limited of \$23,067 to December 31, 2002.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 9 *Related party transaction (continued)*

#### **Management agreement (continued)**

Included in accounts receivable at December 31, 2002, is an amount of \$14,842, due from Shelter Canadian Properties Limited. The amount was repaid subsequent to December 31, 2002.

#### **Services agreement**

The Trust entered into a services agreement, for an initial term expiring August 30, 2007, with Shelter Canadian Properties Limited, a Unitholder. Under the services agreement, Shelter Canadian Properties Limited provides the Trust management and support services for the administration of the day-to-day activities of the Trust.

In consideration for providing services under the services agreement, Shelter Canadian Properties Limited was provided with options to acquire 50,000 units at \$1.00 per unit. The options were exercised December 19, 2002 for cash consideration of \$50,000. Unit-based compensation expense of \$3,878 was recorded to amortize the fair value of the unit-based compensation over the term of the services agreement.

#### **Participating loan**

Shelter Canadian Properties Limited advanced a participating loan to the Trust in the amount of \$2,701,338 including \$2,669,812 for the cash component of the purchase price.

In accordance with the terms of the participating loan, interest of \$122,658 was recorded, representing 100% of the net income from the property earned by the Trust to August 30, 2002, after payment of all expenses and debt servicing.

As an inducement for providing the participating loan, Shelter Canadian Properties Limited was granted options to acquire 75,000 units at \$2.00 per unit. The options were exercised December 19, 2002 for cash consideration of \$150,000. Unit-based compensation expense of \$27,331 was recorded to reflect the fair value of the unit-based compensation.

#### **Mortgage loan receivable**

The Trust invested in a \$1,150,000 second mortgage loan, secured by the Minacs building beneficially owned by 2668921 Manitoba Ltd., the parent company of Shelter Canadian Properties Limited.

The Trust was granted a seven-month option to acquire a 50% interest in the Minacs building for a purchase price of \$7,850,000, comprised of cash consideration of \$1,850,000 and the assumption of a 7% first mortgage loan payable of \$6,000,000. There is a provision for \$500,000 of the consideration to be satisfied by issuance of 100,000 units at a deemed price of \$5.00 per unit.

#### **Private placement**

On August 30, 2002, Shelter Canadian Properties Limited subscribed for 150,000 units of the Trust for cash consideration of \$300,000.

#### **Unit option plan**

The Trust has granted options to the two independent Trustees to acquire 10,000 units each at \$4.00 per unit. The options expire October 29, 2007.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 10 *Accounts payable and accrued liabilities*

Accounts payable and accrued liabilities consist of the following:

	<u>2002</u>	<u>2001</u>
Accounts payable	\$ 223,851	\$ 3,576
Accrued interest on convertible debentures	128,315	-
Accrued interest on mortgage loan payable	28,777	-
Tenant security deposits	<u>29,068</u>	<u>-</u>
	<u>\$ 410,011</u>	<u>\$ 3,576</u>

### 11 *Units/share capital*

On August 30, 2002, the Plan of Arrangement was completed, resulting in the reorganization of Wireless One Inc. into Lanesborough Real Estate Investment Trust. Pursuant to the Plan of Arrangement, the Trust acquired all of the outstanding shares of Wireless One Inc. in exchange for units of the Trust.

	<u>Shares/Units</u>	<u>Amount</u>
Share capital		
The Trust's share capital to the date of reorganization was as follows:		
Balance of common shares at December 31, 2001	5,000,000	\$ 341,874
Elimination upon completion of the reorganization	<u>(5,000,000)</u>	<u>(341,874)</u>
	<u>-</u>	<u>\$ -</u>
Units		
Units issued in exchange for Wireless One Inc. common shares (1 unit for 10 common shares)	500,000	\$ 341,874
Units issued by private placement	150,000	300,000
Unit issued on exercise of options	<u>125,000</u>	<u>231,209</u>
	<u>775,000</u>	<u>\$ 873,083</u>

Shelter Canadian Properties Limited exercised options to acquire units, on December 19, 2002, for cash consideration of \$200,000, as follows:

- 50,000 units at \$1.00 per unit in consideration for providing services under the services agreement.
- 75,000 units at \$2.00 per unit as an inducement for providing the participating loan.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 11 *Units/share capital (continued)*

The fair value of unit options issued as a result of unit-based payments is recorded as unit-based compensation in trust expense.

Unit-based compensation relating to unit options issued in regard to the services agreement of \$57,541 is expensed over the term of the agreement. Unit-based compensation that relates to the unit options issued as an inducement for providing the participating loan is expensed during the year.

Unit-based compensation expense for the year ended December 31, 2002 is comprised as follows:

Services agreement	\$ 3,878
Participating loan	<u>27,331</u>
	<u>\$ 31,209</u>

The 125,000 units are subject to a security escrow agreement and will be released from escrow on the vesting dates noted below. All units subject to escrow are entitled to be voted and receive distributions.

<u>Units Vested</u>	<u>Units in Escrow</u>	<u>Vesting Year Ending</u>
12,500	-	December 31, 2002
-	37,500	December 31, 2003
-	37,500	December 31, 2004
-	<u>37,500</u>	December 31, 2005
<u>12,500</u>	<u>112,500</u>	

### 12 *Unit options*

#### **Unit option plan**

The Trust may grant options to the Trustees, a director of a subsidiary of the Trust, a senior officer of the Trust or a subsidiary of the Trust, an employee of the Trust or a subsidiary of the Trust, management company employees of the Trust or a subsidiary of the Trust and consultants retained by the Trust including investor relations consultants. The maximum number of units reserved for issuance under the unit option plan will be limited to the lesser of 10% of the total number of issued and outstanding units or 50,000 units. The Trustees shall set the exercise price at the time that an option is granted under the plan, which exercise price shall not be less than the fair market value of the units on the date of grant. The options will have a maximum term of five years from the date of grant.

The Trust has granted options to the two independent Trustees to acquire 10,000 units each at \$4.00 per unit. The options expire October 29, 2007.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 12 *Unit options (continued)*

#### **Shelter Canadian Properties Limited**

The Trust has granted options to Shelter Canadian Properties Limited to acquire 50,000 units at \$1.00 per unit and 75,000 units at \$2.00 per unit. The options were exercised December 19, 2002.

A summary of the status of the unit options as at December 31, 2002 and changes during the period is as follows:

<u>Options</u>	<u>Units</u>	<u>Weighted Average Exercise Price</u>
Outstanding, beginning of year	-	\$ -
Granted	145,000	1.93
Exercised	<u>(125,000)</u>	<u>1.60</u>
Outstanding, end of year	<u>20,000</u>	<u>\$ 4.00</u>
Options vested	20,000	
Fair value of outstanding options	\$ 2,081	

#### **Unit-based compensation**

The pro forma loss and loss per unit information as if the Trust accounted for the unit options issued to the two independent Trustees as financing expense as follows:

	<u>2002</u>	<u>2001</u>
Loss		
As reported	\$ (47,970)	\$ (6,488)
Pro-forma	(50,051)	-
Basic loss per unit		
As reported	\$ (0.072)	\$ (0.013)
Pro-forma	(0.075)	-
Diluted loss per unit		
As reported	\$ (0.072)	\$ (0.013)
Pro-forma	(0.075)	-

The fair value of the unit options is calculated based on the weighted average market value of the units for the year.

The fair value of each unit option granted is estimated on the date of grant using the Black-Scholes option pricing model. The assumptions used for options granted in 2002 are dividend yield of 14%, expected volatility of 28.8% and risk-free interest rate of 4.06%. The assumptions used for expected lives of the options are three years for unit options issued in regard to the services agreement, five years for unit options issued as an inducement for providing the participating loan and 4.83 years for the unit options granted to the independent Trustees.

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 13 *Rentals from income properties*

Rentals from income properties include the recovery of property operating costs from tenants of \$427,568 for the year ended December 31, 2002 (2001 - nil).

### 14 *Financing expense*

Financing expense is comprised of the following:

	<u>2002</u>	<u>2001</u>
Interest on mortgage loan payable	\$ 294,990	\$ -
Interest on participating loan	122,658	-
Financing expense on convertible debentures	<u>135,902</u>	<u>-</u>
	<u>\$ 553,550</u>	<u>\$ -</u>

### 15 *Property operating costs*

Property operating costs are comprised of the following:

	<u>2002</u>	<u>2001</u>
Property taxes	\$ 321,448	\$ -
Utilities	84,624	-
Maintenance expenses	94,134	-
Other expenses	<u>57,557</u>	<u>-</u>
	<u>\$ 557,763</u>	<u>\$ -</u>

### 16 *Distributable income (loss)*

Distributable income (loss) and distributable income (loss) per unit are calculated as follows:

	<u>2002</u>	<u>2001</u>
Loss	\$ (47,970)	\$ (6,488)
Add (deduct): Financing expense on convertible debentures	135,902	-
Interest payable on convertible debentures	(128,315)	-
Amortization of income properties	<u>50,062</u>	<u>-</u>
Distributable income (loss)	<u>\$ 9,679</u>	<u>\$ (6,488)</u>
Distributable income (loss) per unit (Note 17)		
Basic	\$ 0.015	\$ (0.013)
Diluted	0.013	(0.013)



# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 17 *Per unit calculations*

Loss per unit calculations are based on the following:

	<u>2002</u>	<u>2001</u>
Loss	\$ (47,970)	\$ (6,488)
Diluted loss	\$ (47,970)	\$ (6,488)
Weighted average number of units	663,105	500,000

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

	<u>2002</u>	<u>2001</u>
Distributable income (loss)	\$ 9,679	\$ (6,488)
Diluted distributable income (loss)	\$ 9,679	\$ (6,488)
Weighted average number of units	663,105	500,000
Dilutive options	<u>60,301</u>	<u>-</u>
	<u><u>723,406</u></u>	<u><u>500,000</u></u>

Basic per unit information is calculated based on the weighted average number of units outstanding for the period. The calculation of per unit information on a diluted basis considers the potential exercise of outstanding unit options to the extent that each option is dilutive and the potential conversion of outstanding Series B convertible debentures to the extent that the debentures are dilutive.

The following instruments have been excluded from the calculation of the per unit amounts as the effect of the instruments is anti-dilutive:

	<u>Net Income</u> <u>December 31, 2002</u>	<u>Distributable</u> <u>Net Income</u> <u>December 31, 2002</u>
Unit options issued in regard to the services agreement		
Number of units exercised, December 19, 2002	50,000	
Exercised price	\$ 1.00	
Unit options issued as an inducement for providing the participating loan		
Number of units exercised, December 19, 2002	75,000	
Exercised price	\$ 2.00	
Unit options issued to independent Trustees		
Number of units if exercised	20,000	20,000
Exercise price	\$ 4.00	\$ 4.00
Series B convertible debentures		
Number of units if converted	250,000	250,000
Exercise price	\$ 4.00	\$ 4.00

# LANESBOROUGH REAL ESTATE INVESTMENT TRUST

## NOTES TO THE FINANCIAL STATEMENTS DECEMBER 31, 2002

### 17 *Per unit calculations (continued)*

For comparative purposes, the prior year number of shares and per share amounts have been restated to reflect the exchange of 10 common shares for 1 unit.

### 18 *Major commitment*

The Trust has entered into an agreement to purchase land adjoining the Kenaston Property in the amount of \$250,000. The purchase is subject to a change in zoning.

### 19 *Financial instruments and risk management*

#### **Fair values**

As at December 31, 2002, the carrying values of cash, accounts receivable, mortgage loan receivable and accounts payable and accrued liabilities approximate their fair values due to the immediate or short-term maturities of these instruments.

The carrying value of the mortgage loan payable approximates fair value as the mortgage loan payable bears interest at a currently prevailing variable interest rate.

The carrying value of the convertible debentures approximates fair value as the convertible debentures bear interest at a currently prevailing interest rate.

#### **Risk management**

The Trust is exposed to financial risk that arises from its indebtedness, including fluctuations in interest rates and in the credit quality of its tenants. The Trust manages the risks, as follows:

Interest rate risk is minimized as the mortgage loan payable, which is financed at a variable rate, includes an option to fix the interest rate. The Declaration of Trust restricts mortgage loans on income properties from being greater than 75% of the appraised value of the income properties. At December 31, 2002, the mortgage loan payable is 65.4 % (2001 - Nil) of the appraised value of income properties.

Credit risk arises from the possibility that tenants may experience financial difficulty and not be able to fulfill their lease commitments. The credit risk is limited to the recorded amount of tenant receivables. Anticipated bad debt loss has been provided for in the allowance for doubtful accounts. The risk of credit loss is mitigated by ensuring that the tenant mix is diversified and by limiting the exposure to any one tenant. No single tenant accounted for 10% or more of the rentals from income properties.

### 20 *Segmented financial information*

The assets are located in and revenue is derived from the operation of retail and office real estate in Canada.

### 21 *Subsequent event*

Subsequent to December 31, 2002, the first mortgage loan payable was approved to increase by \$1,012,500 in order to fund tenant inducements, building exterior upgrades and the purchase of land adjoining the Kenaston Property.