



CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2018

NOTICE TO READER

The accompanying unaudited condensed interim consolidated financial statements have been prepared by and are the responsibility of the management of the Trust. In accordance with National Instrument 51-102, the Trust discloses that its independent auditors have not reviewed the condensed interim consolidated financial statements for the period ended September 30, 2018.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	<u>September 30</u> <u>2018</u>	<u>December 31</u> <u>2017</u>
ASSETS		
Non-current assets		
Investment properties (Note 4)	\$150,156,766	\$178,309,735
Loan receivable (Note 6)	4,000,000	4,000,000
Restricted cash	<u>2,382,173</u>	<u>2,400,176</u>
Total non-current assets	<u>156,538,939</u>	<u>184,709,911</u>
Current assets		
Cash	444,393	1,638,918
Rent and other receivables	479,253	459,234
Deposits and prepaids	<u>1,415,989</u>	<u>1,121,155</u>
	2,339,635	3,219,307
Assets held for sale (Note 7)	<u>27,608,625</u>	<u>34,199,238</u>
Total current assets	<u>29,948,260</u>	<u>37,418,545</u>
TOTAL ASSETS	<u>\$186,487,199</u>	<u>\$222,128,456</u>
LIABILITIES AND EQUITY		
Liabilities		
Non-current liabilities		
Long-term debt (Note 8)	<u>\$135,831,190</u>	<u>\$ 58,585,292</u>
Total non-current liabilities	<u>135,831,190</u>	<u>58,585,292</u>
Current liabilities		
Trade and other payables (Note 9)	1,911,001	8,815,147
Current portion of long-term debt (Note 8)	121,893,169	186,307,203
Deposits from tenants	<u>1,281,343</u>	<u>1,407,522</u>
	125,085,513	196,529,872
Liabilities held for sale (Note 7)	<u>3,536,223</u>	<u>3,655,117</u>
Total current liabilities	<u>128,621,736</u>	<u>200,184,989</u>
Total liabilities	<u>264,452,926</u>	<u>258,770,281</u>
Total deficit	<u>(77,965,727)</u>	<u>(36,641,825)</u>
TOTAL LIABILITIES AND EQUITY	<u>\$186,487,199</u>	<u>\$222,128,456</u>

Approved by the Board of Trustees

"Charles Loewen"

"Earl Coleman"

The accompanying notes are an integral part of these financial statements
(unaudited)

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Rentals from investment properties	\$ 4,339,380	\$ 4,832,286	\$ 13,256,357	\$ 14,357,394
Property operating costs	<u>2,752,790</u>	<u>2,502,925</u>	<u>8,399,853</u>	<u>7,321,776</u>
Net operating income	1,586,590	2,329,361	4,856,504	7,035,618
Interest income	50,533	47,409	151,117	137,633
Interest expense (Note 10)	(3,832,627)	(3,121,665)	(11,228,450)	(10,521,673)
Trust expense	(299,655)	(358,399)	(1,003,102)	(1,131,367)
Gain (loss) on sale of investment property (Note 4) (Note 7)	(53,042)	-	(136,001)	58,377
Fair value adjustments (Note 11)	<u>(10,120,070)</u>	<u>(5,755,545)</u>	<u>(33,625,457)</u>	<u>(16,028,631)</u>
Loss before discontinued operations	(12,668,271)	(6,858,839)	(40,985,389)	(20,450,043)
Income (loss) from discontinued operations (Note 7)	<u>(160,051)</u>	16,374	<u>(338,513)</u>	51,921
Loss and comprehensive loss	<u>\$ (12,828,322)</u>	<u>\$ (6,842,465)</u>	<u>\$ (41,323,902)</u>	<u>\$ (20,398,122)</u>
Loss per unit before discontinued operations:				
Basic and diluted	<u>\$ (0.599)</u>	<u>\$ (0.324)</u>	<u>\$ (1.938)</u>	<u>\$ (0.967)</u>
Income (loss) per unit from discontinued operations:				
Basic and diluted	<u>\$ (0.008)</u>	<u>\$ 0.001</u>	<u>\$ (0.016)</u>	<u>\$ 0.002</u>
Loss per unit:				
Basic and diluted	<u>\$ (0.607)</u>	<u>\$ (0.324)</u>	<u>\$ (1.954)</u>	<u>\$ (0.965)</u>

The accompanying notes are an integral part of these financial statements
(unaudited)

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN DEFICIT

	Nine Months Ended September 30	
	<u>2018</u>	<u>2017</u>
Issued capital (Note 13)		
Balance, beginning and end of period	<u>\$ 125,641,529</u>	<u>\$ 125,641,529</u>
Contributed surplus		
Balance, beginning and end of period	<u>17,027,907</u>	<u>17,027,907</u>
Cumulative deficit		
Balance, beginning of period	(96,161,226)	(64,124,544)
Loss and comprehensive loss	<u>(41,323,902)</u>	<u>(20,398,122)</u>
Balance, end of period	<u>(137,485,128)</u>	<u>(84,522,666)</u>
Cumulative distributions to unitholders		
Balance, beginning and end of period	<u>(83,150,035)</u>	<u>(83,150,035)</u>
Total deficit	<u>\$ (77,965,727)</u>	<u>\$ (25,003,265)</u>

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Operating activities				
Loss and comprehensive loss	\$ (12,828,322)	\$ (6,842,465)	\$ (41,323,902)	\$ (20,398,122)
Adjustments to reconcile income to cash flows				
Fair value adjustments (Note 11)	10,120,070	5,755,545	33,625,457	16,028,631
Fair value adjustment - Property and equipment (Note 7)	3,806	-	3,806	-
Loss (gain) on sale of properties (Note 4) (Note 7)	53,042	-	136,001	(58,377)
Accrued rental revenue	(62,376)	(9,355)	(130,010)	2,493
Interest income	(50,533)	(47,409)	(151,117)	(137,633)
Interest received	50,899	46,352	151,370	136,835
Interest expense	3,879,276	3,164,740	11,379,838	10,657,046
Interest paid	(2,169,990)	(2,269,054)	(7,207,790)	(7,178,280)
Cash (used in) operations	(1,004,128)	(201,646)	(3,516,347)	(947,407)
(Increase) decrease in rent and other receivables	(9,252)	3,491	110,621	(71,679)
(Increase) decrease in deposits and prepaids	(200,106)	157,918	(284,190)	(380,538)
Increase (decrease) in tenant deposits	(26,676)	(48,919)	(115,368)	(13,593)
Increase (decrease) in trade and other payables	(99,711)	(183,578)	(83,685)	(929,461)
	<u>(1,339,873)</u>	<u>(272,734)</u>	<u>(3,888,969)</u>	<u>(2,342,678)</u>
Cash provided by financing activities				
Repayment of mortgage loans on refinancing	(500,000)	(3,275,000)	(4,700,000)	(3,275,000)
Repayment of long-term debt	(2,101,275)	(873,390)	(4,252,506)	(2,619,795)
Proceeds of revolving loan facility (Note 15)	18,900,000	2,800,000	18,900,000	7,700,000
Proceeds of Shelter Canadian Properties Limited advances (Note 15)	-	2,200,000	9,100,000	2,200,000
Repayment of Shelter Canadian Properties Limited advances (Note 15)	(15,100,000)	-	(15,100,000)	-
Expenditures on transaction costs	(100,629)	(163,741)	(524,552)	(341,277)
	<u>1,098,096</u>	<u>687,869</u>	<u>3,422,942</u>	<u>3,663,928</u>
Cash (used in) investing activities				
Capital expenditures on investment properties	(267,942)	(281,282)	(579,379)	(611,165)
Capital expenditures on investment properties held for sale	(31,466)	(2,310)	(120,940)	(4,076)
Capital expenditures on property and equipment	(3,806)	(42,481)	(3,806)	(189,004)
Proceeds of sale (Note 4) (Note 7)	(9,812)	-	3	(106,107)
Change in restricted cash	21,802	286,152	5,640	192,482
	<u>(291,224)</u>	<u>(39,921)</u>	<u>(698,482)</u>	<u>(717,870)</u>
Cash (decrease) increase	(533,001)	375,214	(1,164,509)	603,380
Add (deduct) decrease (increase) in cash from discontinued operations (Note 7)	50,351	3,458	(30,016)	(6,023)
	<u>(482,650)</u>	<u>378,672</u>	<u>(1,194,525)</u>	<u>597,357</u>
Cash, beginning of period	927,043	925,453	1,638,918	706,768
Cash, end of period	\$ 444,393	\$ 1,304,125	\$ 444,393	\$ 1,304,125

The accompanying notes are an integral part of these financial statements
(unaudited)

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

1 **Organization**

Lanesborough Real Estate Investment Trust ("the Trust") is a closed-end real estate investment trust, which was created under the laws of the Province of Manitoba by a Declaration of Trust dated April 23, 2002 and amended on June 12, 2006, June 18, 2008, December 9, 2009 and June 21, 2018. The Trust and its subsidiaries earn income from real estate investments in Canada.

The registered office for the Trust is located at 2600 Seven Evergreen Place, Winnipeg, Canada. The trust is listed on the TSX Venture Exchange ("TSX-V"). The following schedule reflects securities of the Trust, which trade on the TSX-V and the related trading symbols:

Units	LRT.UN
Series G Debentures due June 30, 2022	LRT.DB.G

Prior to June 1, 2018, the Trust's units and Series G Debentures traded on the Toronto Stock Exchange.

2 **Basis of presentation and continuing operations**

The unaudited interim condensed consolidated financial statements of the Trust for the three and nine months ended September 30, 2018 and 2017 ("Financial Statements") have been prepared in accordance with International Accounting Standard 34 - *Interim Financial Reporting*. Accordingly, certain information and note disclosures normally included in annual financial statements prepared in accordance with International Financial Reporting Standards ("IFRS") have been omitted or condensed. The Financial Statements were authorized for issue in accordance with a resolution of the Board of Trustees on November 20, 2018.

The Trust's independent auditors did not perform a review of these financial statements in accordance with the standards established by the Canadian Institute of Chartered Professional Accountants of Canada for a review of interim financial statements by an entity's auditor.

The Financial Statements of the Trust reflect the operations of the Trust and LREIT Holdings 32 Corporation, which is a wholly owned operating subsidiary under its control. The Financial Statements have been prepared on a historical cost basis except for investment properties that are measured at fair value. The Financial Statements have been prepared on a going concern basis and have been prepared in Canadian dollars. The going concern basis assumes that the Trust will continue in operation for the foreseeable future and be able to realize its assets and settle its obligations in the normal course of business. There is significant doubt regarding the appropriateness of the going concern assumption and the use of accounting principles applicable to a going concern because of the material uncertainties caused by: the Trust's concentration of investment properties in Fort McMurray; the depressed rental apartment market in Fort McMurray during the past several years, primarily driven by the low level of oil sands development activity; the successive years of losses and cash deficiencies from operations, in particular from the operations in Fort McMurray; the limited availability of mortgage lending in Fort McMurray; the Trust's limited cash and working capital resources; the Trust's reliance on financing from Shelter Canadian Properties Limited ("Shelter") and/or its parent company, 2668921 Manitoba Ltd., in amounts and on terms which are favourable relative to the commercial lending market; and the Trust's highly leveraged capital structure.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

2 *Basis of presentation and continuing operations (continued)*

The Trust incurred a loss before discontinued operations of \$12,668,271 for the three months ended September 30, 2018 (2017 - a loss of \$6,858,839) and \$40,985,389 for the nine months ended September 30, 2018 (2017 - a loss of \$20,450,043). The Trust incurred a cash deficiency from operating activities, after working capital adjustments, of \$1,339,873 for the three months ended September 30, 2018 (2017 - \$272,734) and \$3,888,969 for the nine months ended September 30, 2018 (2017 - \$2,342,678). After the deduction of capital expenditures, expenditures on transaction costs and regular principal repayments of long term debt, the Trust incurred a cash deficiency of \$3,844,991 for the three months ended September 30, 2018 (2017 - \$1,635,938) and \$9,370,152 for the nine months ended September 30, 2018 (2017 - \$6,107,995).

The Trust has a working capital deficit of \$1,474,902 as at September 30, 2018 (December 31, 2017 - working capital deficit of \$402,631). The calculation of working capital excludes the revolving loan balance, the Shelter unsecured loan balance, and the current portion of long-term debt, but includes the current portion of accrued interest and fees. The calculation of working capital also excludes "held for sale" assets and liabilities, the tenant security deposit liability, and the security deposit balance in restricted cash.

As of September 30, 2018, the Trust was in default of a mortgage loan with an aggregate principal balance of \$27,637,122, as the lender of the mortgage loan indicated that there are service fees outstanding with respect to previous defaults under the loan and that until such fees are paid the loan remains in default. LREIT continues to meet the debt service obligations of the mortgage loan and the lender has taken no action to demand repayment or enforce its security under the loan.

The Trust has renewed, refinanced or obtained forbearance agreements for all mortgage loan debt as of September 30, 2018, except for one mortgage loan with a principal balance of \$3,381,065 that is secured by the property classified as discontinued operations, and is overholding past its maturity date pending completion of an annual credit review.

In the event that repayment is demanded with respect to the mortgage loan in default and/or the mortgage loan that is overholding, the Trust would not be able to satisfy the associated obligation with its current resources.

In response to the uncertainties that exist with respect to the Trust's ability to remain a going concern and in order to improve liquidity, meet ongoing funding obligations and sustain operations, management has achieved and is continuing to pursue debt restructuring arrangements with certain of its lenders, property sales under its divestiture program, cost reduction measures and other efforts to improve operating results.

Effective July 1, 2018, the revolving loan facility with 2668921 Manitoba Ltd was amended to increase the limit on the maximum amount that may be advanced under the facility to \$100,000,000 and to extend the maturity date to December 31, 2019. The interest rate under the amended facility remains at 5% on amounts advanced up to \$30,000,000 and is 7% for advances in excess of \$30,000,000. As was previously the case, all advances requested under the revolving loan facility are approved at the sole discretion of 2668921 Manitoba Ltd. and the principal balance outstanding on the facility remains due on demand.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

2 *Basis of presentation and continuing operations (continued)*

During the nine months ended September 30, 2018, the Trust received \$18,900,000 of advances from 2668921 Manitoba Ltd. bringing the revolving loan balance to \$48,900,000 as of September 30, 2018.

Subsequent to September 30, 2018, additional advances of \$1,500,000 were provided under the revolving loan facility.

Current divestiture activities focus on the sale of the remaining seniors' housing complex; the Lakewood Townhomes Condominium Sales Program; the property held for sale, inclusive of the condominium sales program for the remaining 27 townhouses that comprise part of the property; and other properties with consideration of the overall debt reduction requirements of the Trust. The timing and terms of property sales is uncertain.

Continuation of the Trust's operations into the foreseeable future is contingent upon a combination of events and/or conditions that are subject to material uncertainty and include, but are not limited to: the willingness and ability of Shelter and/or its parent company, 2668921 Manitoba Ltd., to provide additional advances under the revolving loan facility or other forms of financial support to the Trust; the willingness and ability of the Trust's lenders to participate in a restructuring of the Trust's debt to the degree and for the duration necessary to allow the Trust to stabilize its operations; the Trust's ability to renew or refinance debt as it matures; the timing and extent of a recovery of the Fort McMurray rental market, which in turn is highly dependent on the timing and extent of a recovery in oil prices; the improvement of cash flows from operations and, in particular, the operating cash flow from the Fort McMurray portfolio; and the ability of the Trust to complete additional property sales at prices which exceed the indebtedness related to such properties.

The success of management's planned actions in response to the material uncertainty that exists with respect to the Trust's ability to remain a going concern, as described above, cannot be assured and may be subject to material change at any time.

If the going concern basis was not appropriate for these condensed consolidated financial statements, adjustments would be necessary in the carrying value of assets and liabilities, the reported revenues and expenses, and the balance sheet classification used. These adjustments would be material.

Statement of compliance

The Financial Statements of the Trust have been prepared in accordance with IFRS using the same presentation and accounting policies under IFRS as disclosed in the December 31, 2017 audited financial statements, except for the first-time adoption of IFRS 9, IFRS 15 and IAS 40. The Financial Statements are based on IFRS standards issued and effective as at November 20, 2018.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

2 *Basis of presentation and continuing operations (continued)*

Future changes to significant accounting policies

The following standards will be effective for subsequent annual periods. The Trust is currently evaluating the impact of these standards on its Financial Statements:

IFRS 16 - Leases

IFRS 16 - Leases replaces IAS 17 - Leases and requires lessees to account for leases on balance sheet by recognizing a right of use asset and a lease liability. Lessor accounting, however remains largely unchanged and the distinction between operating and finance leases is retained. The standard is effective for annual periods beginning on or after January 1, 2019, with earlier adoption permitted. The Trust's leasing activity is primarily comprised of the leasing of residential units under operating leases. The Trust also uses office equipment obtained under leases. As IFRS 16 has minimal impact on the lessor, and the Trust has minimal leasing activity as the lessee, management does not anticipate a significant impact on the consolidated financial statements.

Adoption of accounting standards

(i) IFRS 9 - Financial Instruments

IFRS 9 - Financial Instruments replaces IAS 39 - Financial Instruments: Recognition and Measurement. IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple classification options in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of its financial assets. The standard is effective for years beginning on or after January 1, 2018. There was no significant impact on the consolidated financial statements as a result of the adoption of this standard as the single approach to classifying financial assets did not result in a reclassification of the Trust's assets; changes to financial liabilities do not apply and the provisions on impairment and hedge accounting do not apply.

(ii) IFRS 15 - Revenue from Contracts with Customers

IFRS 15 - Revenue from Contracts with Customers replaces IAS 11 - Construction Contracts and IAS 18 - Revenue, as well as various IFRIC and SIC interpretations; specifies the steps and timing for entities to recognize revenue from contracts, excluding lease contracts; enhances disclosure requirements; and is effective for annual periods beginning on or after January 1, 2018. The Trust's primary source of revenue is generated from leases and such revenue is out of scope of IFRS 15. The other revenue sources are from coin income, miscellaneous income, food and housekeeping services and similar activities where the revenue generated and the service delivery occur at the same time. As a result, there was no significant impact on the consolidated financial statements as a result of the adoption of this standard.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

2 *Basis of presentation and continuing operations (continued)*

Adoption of accounting standards (continued)

(iii) IAS 40 - Investment Property ("IAS 40")

During December 2016, the IASB issued an amendment to IAS 40 clarifying certain existing IAS 40 requirements. The amendment requires that an asset be transferred to, or from investment property when, and only when, there is a change in use. A change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. In isolation, a change in management's intentions for the use of a property does not provide evidence of a change in use. These amendments are effective for annual periods beginning on or after January 1, 2018. There was no significant impact on the consolidated financial statements as a result of the adoption of this standard.

3 *Significant accounting judgments, estimates and assumptions*

The preparation of the Financial Statements of the Trust requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities at the Financial Statements date. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying value of the asset or liability affected. Management bases their judgments, estimates and assumptions on factors they believe to be reasonable in the circumstances, but which may be inherently uncertain and unpredictable.

In the process of applying the Trust's accounting policies, management has applied the same methodologies in making significant accounting judgments, estimates and assumptions as disclosed in the Trust's consolidated financial statements for the year ended December 31, 2017.

4 *Investment properties*

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Balance, beginning of period	\$158,239,261	\$188,940,623	\$178,309,735	\$198,099,131
Additions - capital expenditures	267,943	281,282	579,380	611,165
Fair value adjustments (Note 11)	(8,072,527)	(4,127,896)	(28,176,527)	(13,339,137)
Dispositions	<u>(277,911)</u>	<u>-</u>	<u>(555,822)</u>	<u>(277,150)</u>
Balance, end of period	<u>\$150,156,766</u>	<u>\$185,094,009</u>	<u>\$150,156,766</u>	<u>\$185,094,009</u>

During the third quarter of 2018, the Trust sold one condominium at Lakewood Townhomes for gross proceeds of \$297,500. The sale resulted in net cash shortfall of \$11,111 after selling costs of \$29,111 and the mortgage loan repayment of \$279,500. The condominium unit had a carrying value of \$277,911 and the sale resulted in a loss on sale of investment properties of \$9,522.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

4 *Investment properties (continued)*

During the first nine months of 2018, the Trust sold two condominium units at Lakewood Townhomes for gross proceeds of \$619,500. The sale resulted in a net cash shortfall of \$22,483 after selling costs of \$108,083 and the mortgage loan repayment of \$533,900. The condominium units had a carrying value of \$555,822 and the sale resulted in a loss on sale of investment properties of \$44,404.

During the first nine months of 2017, the Trust sold one condominium unit at Lakewood Townhomes for gross proceeds of \$360,000. The sale resulted in net cash shortfall of \$106,107 after selling costs of \$24,472 and the mortgage loan repayment of \$441,635. The condominium unit had a carrying value of \$277,150 and the sale resulted in a gain on sale of investment properties of \$58,377.

Investment properties have been valued using the methods and key assumptions in Note 5: *Valuations of investment properties and investment properties held for sale.*

5 *Valuations of investment properties and investment properties held for sale*

Investment properties and investment properties held for sale have been valued using the following methods and key assumptions:

- (i) *The capitalized net operating income method.* Under this method, capitalization rates are applied to normalized net operating income. The key assumptions are the capitalization rates, which are based on reports from external knowledgeable property valuers, and normalized net operating income, which is based on actual net operating income results, adjusted for atypical or non-recurring items and differences from market (as determined by reference to comparable properties, historical data, appraisals and rental market reports) that are considered short-term in nature. The capitalization rate reports provide a range of rates for various geographic regions and for various types and qualities of properties within each region.

The table below provides details of the range of capitalization rates used for valuing the investment properties of the Trust:

	September 30 2018		December 31 2017	
	Low	High	Low	High
Fort McMurray	8.25 %	8.25 %	8.25 %	8.25 %
Other	7.00 %	8.00 %	7.00 %	8.00 %

- (ii) *The discounted cash flow method.* Under this method, discount rates are applied to the forecasted cash flows reflecting the initial terms of the leases for the specific property and assumptions as to renewal and new leasing activity. The key assumptions are the normalized first year cash flows, the growth rates applied to the first year cash flows over the analysis period of the investment property, and the discount rate applied over the useful life of the investment property.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

5 *Valuations of investment properties and investment properties held for sale (continued)*

The table below provides details of the range of discount rates used for valuing the investment properties of the Trust:

	September 30 2018		December 31 2017	
	Low	High	Low	High
Fort McMurray	10.25 %	10.25 %	10.25 %	10.25 %
Other	9.00 %	10.00 %	9.00 %	10.00 %

(iii) *Direct comparison.* The direct comparison method may occasionally be used when appropriate information is available, typically from an appraiser or realtor, such as the sale price of a comparable property or an offer to purchase a given property. In certain situations, properties with condominium title may be valued based on the selling price of comparable condominium units, net of selling and condominium conversion costs. Key assumptions associated with the above methods include the appropriateness of each comparison as well as the extent of selling and condominium conversion costs. The direct comparison method was factored into the valuation analysis prepared for Lakewood Townhomes and Woodland Park (2017 - Lakewood Townhomes).

6 *Loan receivable*

The loan receivable is comprised of a \$4,000,000 vendor take-back second mortgage loan, bearing interest at 4.0% and due May 1, 2022. The loan requires interest only payments throughout the term and may be prepaid without penalty. The loan is secured by a second mortgage registered against Beck Court which was sold on May 1, 2016.

7 *Assets and liabilities of properties held for sale*

The Trust intends to dispose of assets which do not meet the definition of assets of qualifying REITs as defined by the Income Tax Act (Canada). As a result, the Trust has classified the Chateau St. Michael's seniors' housing complex in Moose Jaw, Saskatchewan, which is owned by a wholly owned subsidiary company, as discontinued operations. In addition, other properties have been targeted for sale and will be classified as investment properties held for sale, in accordance with IFRS, where a sale is determined to be highly probable.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

7 *Assets and liabilities of properties held for sale (continued)*

The financial position, results of operations and cash flows for assets held for sale and discontinued operations are as follows:

	September 30 <u>2018</u>	December 31 <u>2017</u>
ASSETS		
Investment properties held for sale (a)	<u>\$ 20,073,539</u>	<u>\$ 26,695,124</u>
Assets in discontinued operations		
Property and equipment	7,500,000	7,500,000
Cash (bank indebtedness)	6,527	(23,489)
Restricted cash	19,142	6,779
Rent and other receivables	334	1,098
Deposits, prepaids and other	<u>9,083</u>	<u>19,726</u>
	<u>7,535,086</u>	<u>7,504,114</u>
Assets held for sale	<u>\$ 27,608,625</u>	<u>\$ 34,199,238</u>
LIABILITIES		
Liabilities in discontinued operations		
Long term debt (b)	\$ 3,381,065	\$ 3,509,300
Trade and other payables	134,292	135,762
Deposits from tenants	<u>20,866</u>	<u>10,055</u>
Liabilities held for sale	<u>\$ 3,536,223</u>	<u>\$ 3,655,117</u>

Income information relating to discontinued operations are as follows:

	Three Months Ended September 30		Nine Months Ended September 30	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2017</u>
Rental income	\$ 408,584	\$ 384,870	\$ 1,142,078	\$ 1,240,247
Property operating expenses	<u>518,180</u>	<u>325,421</u>	<u>1,325,397</u>	<u>1,052,953</u>
Net operating income (loss)	(109,596)	59,449	(183,319)	187,294
Interest expense	(46,649)	(43,075)	(151,388)	(135,373)
Fair value adjustment	<u>(3,806)</u>	<u>-</u>	<u>(3,806)</u>	<u>-</u>
Income (loss) from discontinued operations	<u>\$ (160,051)</u>	<u>\$ 16,374</u>	<u>\$ (338,513)</u>	<u>\$ 51,921</u>

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

7 *Assets and liabilities of properties held for sale (continued)*

Cash flow information relating to discontinued operations are as follows.

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Cash (outflow) inflow from operating activities	\$ (147,951)	\$ 1,744	\$ (302,843)	\$ 66,540
Cash inflow from financing activities	115,573	33,797	349,028	112,500
Cash (outflow) from investing activities	<u>(17,973)</u>	<u>(38,999)</u>	<u>(16,169)</u>	<u>(173,017)</u>
Increase (decrease) in cash from discontinued operations	\$ (50,351)	\$ (3,458)	\$ 30,016	\$ 6,023

(a) Investment properties held for sale

	September 30 2018	December 31 2017
Woodland Park	<u>\$ 20,073,539</u>	<u>\$ 26,695,124</u>

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Balance, beginning of period	\$ 22,413,014	\$ 30,282,983	\$ 26,695,124	\$ 31,343,062
Additions - capital expenditures	31,466	2,310	120,940	4,076
Fair value adjustments (Note 11)	(2,047,543)	(1,627,649)	(5,448,930)	(2,689,494)
Dispositions	<u>(323,398)</u>	<u>-</u>	<u>(1,293,595)</u>	<u>-</u>
Balance, end of period	<u>\$ 20,073,539</u>	<u>\$ 28,657,644</u>	<u>\$ 20,073,539</u>	<u>\$ 28,657,644</u>

During the third quarter of 2018, the Trust sold one condominium unit at Woodland Park for gross proceeds of \$310,000. The sale resulted in net cash proceeds of \$1,299 after selling costs of \$30,121 and the mortgage loan repayment of \$278,580. The condominium had a carrying value of \$323,399 and the sale resulted in a loss of investment properties of \$43,520.

During the first nine months of 2018, the Trust sold four condominium units at Woodland Park for an aggregate gross proceeds of \$1,315,000. The sales resulted in net cash proceeds of \$22,486 after selling costs of \$113,002 and the mortgage loan repayment of \$1,179,512. The condominium units had an aggregate carrying value of \$1,293,595 and the sale resulted in a loss on sale of investment properties of \$91,597.

During the first nine months of 2017, the Trust did not sell any properties classified as held for sale.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

7 *Assets and liabilities of properties held for sale (continued)*

(b) Long-term debt

The mortgage loan secured by the seniors' home classified as discontinued operations with a principal balance of \$3,381,065 matured on May 31, 2018 and is overholding pending completion of an annual credit review.

In the event that repayment is demanded with respect to the mortgage loan that is overholding, the Trust would not be able to satisfy the associated obligation with its current resources.

8 *Long-term debt*

	September 30 2018	December 31 2017
Secured debt		
Mortgage loans (a)	\$ 179,050,323	\$ 187,206,443
Revolving loan from 2668921 Manitoba Ltd.	48,900,000	30,000,000
Debentures	<u>24,810,800</u>	<u>24,810,800</u>
Total secured debt	252,761,123	242,017,243
Accrued interest and fees payable	<u>6,300,816</u>	<u>3,846,114</u>
Unamortized transaction costs		
Mortgage loans	(1,337,580)	(960,035)
Revolving loan from 2668921 Manitoba Ltd.	<u>-</u>	<u>(10,827)</u>
Total unamortized transaction costs	<u>(1,337,580)</u>	<u>(970,862)</u>
	<u>257,724,359</u>	<u>244,892,495</u>
Less current portion		
Mortgage loans	(71,553,703)	(155,907,526)
Revolving loan from 2668921 Manitoba Ltd.	(48,900,000)	(30,000,000)
Accrued interest and fees payable	(1,903,536)	(806,791)
Unamortized transaction costs	<u>464,070</u>	<u>407,114</u>
Total current portion	<u>(121,893,169)</u>	<u>(186,307,203)</u>
	<u>\$ 135,831,190</u>	<u>\$ 58,585,292</u>

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

8 Long-term debt (continued)

(a) Mortgage loans

	Weighted average interest rates		Amount	
	September 30 2018	December 31 2017	September 30 2018	December 31 2017
First mortgage loans				
Fixed rate	4.7%	4.7%	\$ 96,246,086	\$ 102,020,638
Variable rate	6.9%	6.4%	<u>76,925,091</u>	<u>79,688,009</u>
Total first mortgage loans	5.7%	5.4%	<u>\$173,171,177</u>	<u>\$ 181,708,647</u>
Second mortgage loans				
Total second mortgage loans	9.0%	9.0%	<u>\$ 5,879,146</u>	<u>\$ 5,497,796</u>
All mortgage loans				
Fixed rate	4.9%	4.9%	\$ 102,125,232	\$ 107,518,434
Variable rate	6.9%	6.4%	<u>76,925,091</u>	<u>79,688,009</u>
Total mortgage loans	5.8%	5.5%	<u>\$179,050,323</u>	<u>\$ 187,206,443</u>

Mortgage loans are secured by mortgage charges registered against specific investment properties and are secured by assignments of book debts and rents and by repayment guarantees.

As of September 30, 2018, the Trust was in default of the payment of service fees on a mortgage loan in the aggregate principal amount of \$27,637,122. The Trust continues to meet the debt service obligations of the mortgage loan and the lender has taken no action to demand repayment or enforce its security under the loan.

In the event that full repayment is demanded with respect to the mortgage loan in default, the Trust would not be able to satisfy the associated obligation with its current resources.

Additional information related to the default of mortgage loans is provided in Note 2: *Basis of presentation and continuing operations*.

9 Trade and other payables

	September 30 2018	December 31 2017
Accounts payable	\$ 1,185,667	\$ 2,230,589
Accrued payables	526,768	313,249
Prepaid rent	198,566	271,309
Advances from Shelter (Note 15)	-	<u>6,000,000</u>
	<u>\$ 1,911,001</u>	<u>\$ 8,815,147</u>

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

10 Interest expense

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Mortgage loan interest	\$ 2,555,391	\$ 2,556,438	\$ 7,833,274	\$ 8,092,551
Revolving loan interest	687,156	362,795	1,430,992	985,288
Debenture interest	310,135	310,135	930,405	930,405
Shelter advances interest	-	600	259,427	600
Amortization of transaction costs	<u>279,945</u>	<u>(108,303)</u>	<u>774,352</u>	<u>512,829</u>
	<u>\$ 3,832,627</u>	<u>\$ 3,121,665</u>	<u>\$ 11,228,450</u>	<u>\$ 10,521,673</u>

11 Fair value adjustments

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Fair value adjustments - investment properties (Note 4)	\$ (8,072,527)	\$ (4,127,896)	\$ (28,176,527)	\$ (13,339,137)
Fair value adjustments - investment properties held for sale (Note 7)	<u>(2,047,543)</u>	<u>(1,627,649)</u>	<u>(5,448,930)</u>	<u>(2,689,494)</u>
	<u>\$ (10,120,070)</u>	<u>\$ (5,755,545)</u>	<u>\$ (33,625,457)</u>	<u>\$ (16,028,631)</u>

12 Per unit calculations

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Loss before discontinued operations	\$ (12,668,271)	\$ (6,858,839)	\$ (40,985,389)	\$ (20,450,043)
Income (loss) from discontinued operations	<u>(160,051)</u>	<u>16,374</u>	<u>(338,513)</u>	<u>51,921</u>
Loss and comprehensive loss	<u>\$ (12,828,322)</u>	<u>\$ (6,842,465)</u>	<u>\$ (41,323,902)</u>	<u>\$ (20,398,122)</u>
	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Weighted average number of units:				
Units	20,557,320	20,557,320	20,557,320	20,557,320
Deferred units	<u>591,576</u>	<u>591,576</u>	<u>591,576</u>	<u>591,576</u>
Total basic and diluted	<u>21,148,896</u>	<u>21,148,896</u>	<u>21,148,896</u>	<u>21,148,896</u>

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

13 *Units and deferred units*

As of September 30, 2018, there were 20,557,320 trust units issued at an amount of \$125,641,529 (2017 - 20,557,320 and \$125,641,529) and 591,576 (2017 - 591,576) deferred trust units outstanding and fully vested.

14 *Unit option plan*

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

	Nine Months Ended September-30-18		Year Ended December 31, 2017	
	Units	Weighted Average Exercise Price	Units	Weighted Average Exercise Price
Outstanding, beginning of period	195,000	\$ 1.06	240,000	\$ 0.99
Cancelled, February 18, 2017	-	-	(5,000)	1.11
Cancelled, November 19, 2017	-	-	(40,000)	0.60
Cancelled, January 15, 2018	(20,000)	0.65	-	-
Outstanding, end of period	175,000	\$ 1.11	195,000	\$ 1.06
Vested, end of period	175,000		195,000	

15 *Related party transactions*

Related party transactions have occurred in the normal course of operations and are measured at the exchange amount which is the amount established and agreed by the related parties. Shelter is a related party as it has entered into a property management and service agreement and provides management services to the Trust. 2668921 Manitoba Ltd., the parent company of Shelter, is a related party through common control as 2668921 Manitoba Ltd. is owned by a family member of a Trustee of the Trust.

Property management agreement

The Trust has entered into a property management agreement with Shelter, the current term of which expires on December 31, 2024. Under the property management agreement, Shelter administers the day-to-day operations of the Trust's portfolio of investment properties, inclusive of the seniors' housing complex, for which Shelter assumed property management responsibility from the third party manager on June 1, 2018. The Trust pays property management fees equal to 4% of gross receipts from the investment properties owned by the Trust and compensation for reimbursable expenses. Shelter is also entitled to renovation fees equal to 5% of the total cost of such work. Property management fees are included in property operating costs; leasing fees and tenant improvement fees are capitalized to investment properties; and, during the period of major in-suite renovations or development, renovation fees are capitalized to the cost of buildings and properties under development.

The Trust incurred fees under the property management agreement payable to Shelter of \$190,751 for the three months ended September 30, 2018 (2017 - \$196,380) and \$547,539 for the nine months ended September 30, 2018 (2017 - \$592,307).

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

15 *Related party transactions (continued)*

Property management agreement (continued)

Included in trade and other payables at September 30, 2018 is a balance of \$25,589 payable to Shelter (December 31, 2017 - \$8,302 receivable) in regard to outstanding amounts due under the property management agreement.

Services agreement

The Trust has entered into a services agreement with Shelter, the current term of which expires on December 31, 2024. Under the services agreement, Shelter provides the Trust management and support services for the administration of the day-to-day activities of the Trust. The Trust pays service fees equal to 0.3% of the gross book value of the assets of the Trust, excluding cash and fair value gains (losses). Service fees are included in trust expense.

The Trust incurred service fees payable to Shelter of \$224,989 for the three months ended September 30, 2018 (2017 - \$225,297) and \$675,729 for the nine months ended September 30, 2018 (2017 - \$674,418).

Services fee and renovation fee for Lakewood Townhomes condominium sales program

The Trust has entered into an agreement with Shelter in regard to the condominium sales program at Lakewood Townhomes. Under the agreement, Shelter administers the sales program and the completion of the in-suite renovations. The Trust pays a service fee equal to 5% of the gross sales proceeds to Shelter and Shelter is responsible for the payment of a fee to an external real estate broker for providing brokerage services. If it is necessary to increase the fee to the external real estate broker due to market conditions, the fee payable to Shelter increases by the amount of the increase in the rate. The Trust also pays a renovation fee equal to 5% of the cost of the in-suite upgrade costs for the condominium sales program.

The Trust incurred service fees payable to Shelter of \$34,836 for the nine months ended September 30, 2018 (2017 - \$18,900).

Services fee for the Woodland Park Townhomes condominium sales program

LREIT has entered into an agreement with Shelter in regard to the condominium sales program at Woodland Park. Under the agreement, Shelter will provide overall management services for the condominium sales program and will be paid a service fee equal to 6.5% of the gross sales proceeds. Shelter is responsible for the payment of a fixed percentage fee to an external real estate broker for providing brokerage services with respect to the condominium sales program.

The Trust incurred service fees payable to Shelter of \$89,749 for the nine months ended September 30, 2018 (2017 - nil).

Financing

Revolving loan

A summary of the terms for the revolving loan facility from November 14, 2016 is provided in the following chart.

<u>Revolving Loan Term</u>		<u>Renewal Fees</u>	<u>Interest Rate</u>	<u>Maximum Interest Charge</u>	<u>Maximum Loan Commitment</u>
<u>From</u>	<u>To</u>				
November 14, 2016	June 30, 2018	-	5.00%	\$ 6,480,000 *	\$ 30,000,000
July 1, 2018	December 31, 2019	-	5.00%/7.00% **	n/a	\$ 100,000,000

* The combined maximum interest charge allowable by 2668921 Manitoba Ltd. and any of its subsidiaries or affiliates including Shelter for the three-year term from July 1, 2015 to June 30, 2018 was \$6,480,000.

** Interest is charged at 5% on the first \$30,000,000 of advances and 7% thereafter.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

15 *Related party transactions (continued)*

Financing (continued)

Revolving loan (continued)

During the nine months ended September 30, 2018, the Trust received advances of \$18,900,000 (2017 - \$7,700,000) and repaid advances of nil (2017 - nil) against the revolving loan, resulting in a balance of \$48,900,000 (December 31, 2017 - \$30,000,000). The revolving loan balance is included in current portion of long-term debt.

Interest on the revolving loan of \$687,567 for the three months ended September 30, 2018 (2017 - \$362,795) and \$1,431,403 for the nine months ended September 30, 2018 (2017 - \$985,288) is included in interest expense. Interest accrued on the revolving loan facility is \$687,567 as of September 30, 2018 (December 31, 2017 - nil) and is included in the current portion of long-term debt.

Effective July 1, 2018, the revolving loan facility with 2668921 Manitoba Ltd. was amended to increase the limit on the maximum amount that may be advanced under the facility to \$100,000,000 and to extend the maturity date to December 31, 2019. The interest rate under the amended facility remains at 5% on amounts advanced up to \$30,000,000 and is 7% for advances in excess of \$30,000,000. As was previously the case, all advances requested under the revolving loan facility are approved at the sole discretion of 2668921 Manitoba Ltd. and the principal balance outstanding on the facility remains due on demand.

The revolving loan facility was considered and approved by the independent Trustees.

Shelter loan advances

During the nine months ended September 30, 2018, Shelter made unsecured loan advances totaling \$9,100,000 to the Trust (2017 - \$2,200,000), the terms of which provided for a 5% interest charge, consistent with the interest rate on advances under the revolving loan facility prior to its renewal on July 1, 2018.

During the nine months ended September 30, 2018, the Trust made repayments of \$15,100,000 (2017 - nil), resulting in an outstanding unsecured loan balance of nil at September 30, 2018 (December 31, 2017 - \$6,000,000). The unsecured loan was included in trade and other payables prior to being repaid in full.

Interest on the Shelter advances of nil for the three months ended September 30, 2018 (2017 - \$600) and \$259,427 for the nine months ended September 30, 2018 (2017 - \$600) is included in interest expense.

Nelson Ridge second mortgage loan

The second mortgage loan secured by the property known as Nelson Ridge is held by 2668921 Manitoba Ltd., bears interest at a rate of 9% per annum and matures on March 31, 2019. The mortgage loan terms provide for the deferral and capitalization of interest payments until the maturity date.

As of September 30, 2018, the amount owing on the mortgage loan was \$5,879,146 (December 31, 2017 - \$5,497,796), inclusive of accrued interest.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

15 *Related party transactions (continued)*

Guarantees

Obligations, including certain mortgage loans payable, have been secured, guaranteed or indemnified by Shelter and/or its parent company, 2668921 Manitoba Ltd. No fees were charged to the Trust in regard to the guarantees.

16 *Financial instruments and risk management*

Risk management

In the normal course of business, 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. Management's involvement in operations helps identify risks and variations from expectations. As a part of the overall operation of the Trust, management strives to avoid undue concentrations of risk. The Trust manages the risks, as follows:

Liquidity risk - defaults

As of September 30, 2018, the Trust was in default of a mortgage loan with an aggregate principal balance of \$27,637,122, as the lender of the mortgage loan indicated that there are service fees outstanding with respect to previous defaults under the loan and that until such fees are paid the loan remains in default. LREIT continues to meet the debt service obligations of the mortgage loan and the lender has taken no action to demand repayment or enforce its security under the loan.

In the event that full repayment is demanded with respect to the mortgage loan in default, the Trust would not be able to satisfy the associated obligation with its current resources.

Liquidity risk - debt maturities

Liquidity risk arises from the possibility that the Trust will not have sufficient debt or equity capital available to refinance its debt as it matures or to meet its other obligations as they become due. Should the Trust default on its debt obligations, debt maturities may be accelerated by the lenders.

Liquidity risk is compounded by the material uncertainty that exists as of the date of this report with respect to the Trust's ability to remain a going concern. Continuation of the Trust's operations into the foreseeable future is contingent upon a combination of events and/or conditions that are subject to material uncertainty and include, but are not limited to: the willingness and ability of Shelter and its parent company, 2668921 Manitoba Ltd., to provide additional advances under the revolving loan facility and/or provide other forms of financial support to the Trust; the willingness and ability of the Trust's lenders to participate in a restructuring of the Trust's debt to the degree and for the duration necessary to allow LREIT to stabilize its operations; the Trust's ability to renew or refinance debt as it matures; the timing and extent of a recovery of the Fort McMurray rental market, which in turn is highly dependent on the timing and extent of a recovery in oil prices and in the near term is also dependent on the demand for rental accommodations during the post-fire rebuild; the improvement of cash flows from operations and, in particular, the operating cash flow from the Fort McMurray portfolio; and the ability of LREIT to complete additional property sales at prices which exceed the indebtedness related to such properties.

Liquidity risk is mitigated by the ongoing monitoring activities of the Trust's management; open communication with the Trust's lenders; the continued financial support from Shelter and its parent company, 2668921 Manitoba Ltd.; continuation of the Trust's divestiture program; and the staggering of mortgage maturity dates over a number of years.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

16 *Financial instruments and risk management (continued)*

Liquidity risk - debt maturities (continued)

As at September 30, 2018, the weighted average term to maturity of the fixed rate mortgages on investment properties is 1.9 years (December 31, 2017 - 1.7 years).

The repayment obligations in regard to the financial liabilities of the Trust, at face value, are as follows:

September 30, 2018	Mortgage Loans			Other Payables (3)	Total
	Normal Principal Installments	Principal Maturities (1)	Other Debt (2)		
2018 - Remainder of year	\$ 5,193,436	\$ 26,249,045	\$ 48,900,000	\$ 9,493,160	\$ 89,835,641
2019	8,389,074	45,736,960	-	-	54,126,034
2020	5,048,342	63,555,904	-	-	68,604,246
2021	545,916	12,931,045	-	-	13,476,961
Thereafter	1,030,127	10,370,474	24,810,800	-	36,211,401
	<u>\$ 20,206,895</u>	<u>\$158,843,428</u>	<u>\$ 73,710,800</u>	<u>\$ 9,493,160</u>	<u>\$262,254,283</u>

(1) If the lender of the one mortgage loan that is in default as of the date of this report demanded repayment during 2018 and the chart above was adjusted to reflect the repayments, the total repayment obligations due in 2018 would increase to \$117,272,968, the total long-term debt due in 2019 would decrease to \$26,688,707, the total long-term debt due in 2020 and beyond would remain the same.

(2) Other debt includes a revolving loan with balance outstanding of \$48,900,000, due December 31, 2019, and Series G debentures with balance outstanding of \$24,810,800, due on June 30, 2022.

(3) Other payables include trade and other payables, accrued interest payable and deposits from tenants.

Interest rate risk

Interest rate risk arises from debt financing including the risk that the Trust will not be able to refinance the mortgage loans with terms as favourable as those of existing mortgage loans. The risk is minimized by having mortgage loans on fixed term arrangements. In addition, the maturity dates of the mortgages are staggered over a number of years to reduce the exposure in any one year. At September 30, 2018 the percentage of fixed rate mortgage loans to total mortgage loans on investment properties was 57% (December 31, 2017 - 57%).

The Trust has variable rate mortgage loans on investment properties totaling \$76,925,091, or 43% of the total mortgage loans at September 30, 2018 (December 31, 2017 - \$79,688,009 or 43%). Should interest rates change by 1%, interest expense would change by \$769,251 per year.

As at September 30, 2018, the Trust has total mortgage principal maturities on investment properties which mature on or prior to September 30, 2020 of \$120,947,165 representing 68% of total mortgage loans. Should the amounts be refinanced upon maturity at an interest rate differential of 1%, interest expense would change by \$1,209,472 per year.

The Trust has not traded in derivative financial instruments.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

16 *Financial instruments and risk management (continued)*

Credit risk

Credit risk arises when the Trust has a risk of loss resulting from a default by third parties to an obligation.

Credit risk arises from the possibility that tenants may be unable to fulfil their lease commitments. The maximum exposure to credit risk is equal to the carrying value of the financial assets. The Trust has credit policies to address credit risk that include the analysis of financial position and credit history of a prospective tenant and by obtaining security deposits whenever permitted by legislation. An allowance for doubtful accounts or other impairment provisions are established based upon factors surrounding credit risk, historical trends and other information.

Rent is past due when a tenant has failed to make a payment when contractually due. The following is an aging of rent receivable past due and a reconciliation of allowance for doubtful accounts:

	September 30 2018	December 31 2017
<u>Rent receivable overdue:</u>		
0 to 30 days	\$ 80,608	\$ 98,925
31 to 60 days	27,467	35,456
More than 60 days	<u>51,391</u>	<u>65,575</u>
	<u>\$ 159,466</u>	<u>\$ 199,956</u>

	Three Months Ended September 30		Nine Months Ended September 30	
	2018	2017	2018	2017
Balance, beginning of period	\$ 55,025	\$ 36,220	\$ 56,339	\$ 109,748
Amount charged to bad debt expense relating to impairment of rent receivable	8,732	20,334	34,547	(628)
Amounts written off as uncollectible	<u>(27,167)</u>	<u>(6,331)</u>	<u>(54,296)</u>	<u>(58,897)</u>
Balance, end of period	<u>\$ 36,590</u>	<u>\$ 50,223</u>	<u>\$ 36,590</u>	<u>\$ 50,223</u>
Amount charged to bad debts as a percent of rentals from investment properties	0.20%	0.42%	0.26%	-0.01%

The Trust continues to guarantee certain debt assumed by purchasers in connection with past dispositions of properties, and will remain liable until such debts are extinguished or the lenders agree to release the Trust's covenants. At September 30, 2018, the estimated amount of debt subject to such guarantees, and therefore the maximum exposure to credit risk, is \$26,872,121 (December 31, 2017 - \$27,512,300) which expires in 2022 (December 31, 2017 - expires in 2022). There have been no defaults by the primary obligor for debts on which the Trust has provided its guarantees, and as a result, no contingent loss on these guarantees has been recognized in these condensed consolidated financial statements.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

16 *Financial instruments and risk management (continued)*

Credit risk (continued)

Credit risks arise in the event that these parties default on repayment of their debt since they are guaranteed by the Trust. These credit risks are mitigated as the Trust has recourse under these guarantees in the event of a default by the borrowers, in which case the Trust's claim would be against the underlying real estate investments.

Market risk

Market risk is the risk that the fair values of financial instruments will fluctuate because of changes in market prices. The Trust does not have financial instruments that are affected by changes in market prices.

Currency risk

Currency risk is the risk that changes in foreign exchange rates may have an effect on future cash flows associated with financial instruments. The Trust does not have any transactions denominated in foreign currency and is not exposed to foreign currency risk.

Other price risk

Other price risk is the risk that changes in market prices, including commodity or equity prices, will have an effect on future cash flows associated with financial instruments. The cash flows associated with the financial instruments of the Trust are not exposed to other price risk.

A comparison of the carrying value and fair value of the financial instruments of the Trust is provided below.

	Carrying Value		Fair Value	
	September 30 2018	December 31 2017	September 30 2018	December 31 2017
Financial assets				
Restricted cash	\$ 2,382,173	\$ 2,400,176	\$ 1,904,422	\$ 1,886,901
Cash	444,393	1,638,918	444,393	1,638,918
Rent and other receivables	479,253	459,234	479,253	459,234
Deposits	770,898	585,261	770,898	585,261
Financial liabilities				
Mortgage loans	179,050,323	187,206,443	198,890,149	204,615,479
Debentures	24,810,800	24,810,800	2,232,972	2,721,945
Trade and other payables	1,911,001	8,815,147	1,911,001	8,815,147
Deposits from tenants	1,281,343	1,407,522	1,281,343	1,407,522

The fair value of the financial assets and liabilities are included as an estimate of the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. With the exception of debentures, the fair value of financial instruments were estimated using valuation methods that are classified as level 2 of the fair value hierarchy as the inputs are directly or indirectly observable market data using the following methods and assumptions:

- Cash, rent and other receivables, deposits, trade and other payables and deposits from tenants approximate their carrying value due to the short-term maturities of these instruments.
- Restricted cash is estimated by discounting expected future cash flows using current market interest rates. Tenant security deposits included in restricted cash approximate their carrying value.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

16 *Financial instruments and risk management (continued)*

Fair values (continued)

- In regard to mortgage loans:
 - The fair value of floating rate borrowings is estimated by discounting expected cash flows using rates currently available for debt or similar terms and remaining maturities. Given the variable interest rate, the fair value approximates the carrying value before deducting unamortized transaction costs.
 - The fair value of the fixed rate borrowings is estimated by discounting expected future cash flows using current market interest rates and yield curve over the remaining term of the instrument. The current market interest rates used to calculate the fair value range between 4.71% and 5.95%.
- The fair value of debentures is based on quoted market prices. The valuation method is classified as level 1 of the fair value hierarchy as the inputs are from an active market.

17 *Reconciliation of liabilities arising from financing activities*

	<u>Nine Months Ended September 30, 2018</u>		
	<u>Total</u>	<u>Investment Properties</u>	<u>Seniors' Housing Complex</u>
Regular repayment of principal on mortgage loans	\$ (4,252,503)	\$ (4,117,652)	\$ (134,851)
Repayment of mortgage loans on refinancing	(4,700,000)	(4,700,000)	-
Reduction of mortgage loans on sale of properties	(1,713,414)	(1,713,414)	-
Non cash - interest and fees capitalized, net of repayment	<u>2,374,946</u>	<u>2,374,946</u>	<u>-</u>
Decrease in mortgage loans	(8,290,971)	(8,156,120)	(134,851)
Total mortgage loans - December 31, 2017	<u>190,722,359</u>	<u>187,206,443</u>	<u>3,515,916</u>
Total mortgage loans - September 30, 2018	<u>\$ 182,431,388</u>	<u>\$ 179,050,323</u>	<u>\$ 3,381,065</u>

18 *Segmented financial information*

Operating segments are established on a geographic basis comprised of properties located in Fort McMurray and properties located in other areas ("Other Investment Properties"). An operating segment is also established for Investment Properties Held for sale and/or sold. Prior period results have been restated to reflect these segments.

Revenue is primarily derived from the operations of residential real estate comprised of multi family rental properties.

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

18 Segmented financial information (continued)

Three months ended September 30, 2018:

	Investment Properties			Trust	Total
	Fort McMurray	Other	Held for sale and/or sold		
Rental revenue	3,578,356	366,387	394,637	-	4,339,380
Property operating costs	2,158,553	253,324	340,913	-	2,752,790
Net operating income	1,419,803	113,063	53,724	-	1,586,590
Interest income	7,435	689	1,106	41,303	50,533
Interest expense	2,370,576	113,795	350,964	997,292	3,832,627
Loss before discontinued operations	(9,026,125)	692	(2,387,195)	(1,255,643)	(12,668,271)
Cash from (used in) operating activities	(569,466)	(82,377)	(290,847)	(249,520)	(1,192,210)
Cash from (used in) financing activities	446,313	193,601	298,468	44,141	982,523
Cash from (used in) investing activities	(152,895)	(111,251)	(10,966)	2,149	(272,963)

Three months ended September 30, 2017:

	Investment Properties			Trust	Total
	Fort McMurray	Other	Held for sale and/or sold		
Rental revenue	3,846,043	391,653	594,590	-	4,832,286
Property operating costs	2,022,164	292,522	188,239	-	2,502,925
Net operating income	1,823,879	99,131	406,351	-	2,329,361
Interest income	5,110	412	883	41,004	47,409
Interest expense	2,396,782	125,444	(79,124)	678,563	3,121,665
Income (loss) before discontinued operations	(4,695,690)	(23,892)	(1,141,290)	(997,967)	(6,858,839)
Cash from (used in) operating activities	56,125	(2,270)	410,658	(738,991)	(274,478)
Cash from (used in) financing activities	410,639	(211,734)	(448,521)	903,688	654,072
Cash from (used in) investing activities	(216,212)	187,797	26,140	1,353	(922)

Nine months ended September 30, 2018:

	Investment Properties			Trust	Total
	Fort McMurray	Other	Held for sale and/or sold		
Rental revenue	10,927,709	1,154,212	1,174,436	-	13,256,357
Property operating costs	6,511,676	999,394	888,783	-	8,399,853
Net operating income	4,416,033	154,818	285,653	-	4,856,504
Interest income	21,794	1,877	3,999	123,447	151,117
Interest expense	7,093,409	399,984	1,103,405	2,631,652	11,228,450
Loss before discontinued operations	(29,336,381)	(1,785,747)	(6,354,279)	(3,508,982)	(40,985,389)
Cash used in operating activities	(1,033,342)	(225,179)	(453,448)	(1,874,157)	(3,586,126)
Cash from (used in) financing activities	777,954	427,583	330,012	1,538,365	3,073,914
Cash from (used in) investing activities	(392,948)	(208,910)	(85,554)	5,099	(682,313)
Total assets excluding discontinued operations (Note 7) at September 30, 2018	143,114,666	11,084,207	20,316,787	4,436,453	178,952,113

LANESBOROUGH REAL ESTATE INVESTMENT TRUST

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2018

18 *Segmented financial information (continued)*

Nine months ended September 30, 2017:

	Investment Properties			Trust	Total
	Fort McMurray	Other	Held for sale and/or sold		
Rental revenue	11,217,079	1,165,871	1,974,444	-	14,357,394
Property operating costs	5,765,782	897,477	658,517	-	7,321,776
Net operating income	5,451,297	268,394	1,315,927	-	7,035,618
Interest income	12,956	981	2,239	121,457	137,633
Interest expense	6,987,127	376,265	1,227,319	1,930,962	10,521,673
Income (loss) before discontinued operations	(14,687,176)	(221,411)	(2,598,647)	(2,942,809)	(20,450,043)
Cash from (used in) operating activities	(479,830)	(38,897)	401,635	(2,292,126)	(2,409,218)
Cash from (used in) financing activities	1,872,949	(156,889)	(615,288)	2,450,656	3,551,428
Cash from (used in) investing activities	(749,825)	176,372	33,149	(4,549)	(544,853)
Total assets excluding discontinued operations (Note 7) at December 31, 2017	170,345,640	12,318,910	27,141,421	4,818,371	214,624,342

19 *Contingencies*

In the normal course of operations, the Trust will become subject to a variety of legal and other claims. Management and legal counsel evaluate all claims on their apparent merits, and an estimate of the costs to satisfy such claims is recorded. Although the outcomes of legal and other claims are not reasonably determined, management believes that any such outcomes will not be material.

20 *Subsequent events*

Revolving loan

Subsequent to September 30, 2018, the Trust received advances of \$1,500,000 and repaid nil on the revolving loan, resulting in a balance of \$50,400,000 as of the date of the Financial Statements. The revolving loan advances were used to fund operations.

Sale of condominium unit at Woodland Park

Subsequent to September 30, 2018, LREIT sold one condominium unit at Woodland Park for gross proceeds of \$335,000. The net proceeds, after selling costs and standard closing adjustments, were used to repay the mortgage loan in the amount of \$301,874.