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Certain material factors and assumptions were applied in providing these forward-looking statements. Forward-looking information involves numerous assumptions such as rental income (including assumptions on timing of lease-up, development coming online and levels of percentage rent), interest rates, tenant defaults, borrowing costs (including the underlying interest rates and credit spreads), the general availability of capital and the stability of the capital markets, the ability of the Trust to make loans at the same rate or in the same amount as repaid loans, amount of development costs, capital expenditures, operating costs and corporate expenses, level and timing of acquisitions of income-producing properties, the Trust's ability to complete dispositions and the timing, terms and anticipated benefits of any such dispositions, the Trust sability to redevelop, sell or enter into partnerships with respect to the future incremental density it has identified in its portfolio, number of units outstanding, the Trust's ability to qualify as a real estate investment trust under the Tax Act, and numerous other factors. Management believes that the expectations reflected in forward-looking statements are based upon reasonable assumptions; however, Management can give no assurance that actual results will be consistent with these forward-looking statements.

These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations, including the matters discussed in the "Risks and Uncertainties" section of First Capital's MD&A for the year ended December 31, 2022 and the matters discussed under "Risk Factors" in First Capital's current Annual Information Form. Factors that could cause actual results or events to differ materially from those expressed, implied or projected by forward-looking statements, in addition to those factors referenced above, include, but are not limited to: general economic conditions; real property ownership; tenant financial difficulties, defaults and bankruptcies; the relative illiquidity of real property; increases in operating costs, property taxes and income taxes; First Capital's ability to maintain occupancy and to lease or re-lease space at current or anticipated rents; the availability and cost of equity and debt capital to finance the Trust's business, including the repayment of existing indebtedness as well as development, intensification and acquisition activities; changes in interest rates and credit spreads; organizational structure; changes to credit ratings; the availability of a new competitive supply of retail properties which may become available either through construction, lease or sublease; the Trust's ability to: execute on its Enhanced Capital Allocation and Portfolio Optimization Plan, including with respect to dispositions, capitalize on competitive advantages, optimize portfolio assets and accelerate value delivered to its investors and stakeholders, remain ahead of changing market conditions, surface unrecognized value, reach its demographic targets and ensure the Trust retains its best in class position; unexpected costs or liabilities related to acquisitions, development and construction; geographic and tenant concentration; residential development, sales and leasing; compliance with financial covenants; changes in governmental regulation; environmental liability and compliance costs; unexpected costs or liabilities related to dispositions; challenges associated with the integration of acquisitions into the Trust; uninsured losses and First Capital's ability to obtain insurance coverage at a reasonable cost; risks in joint ventures; unitholder activism; investments subject to credit and market risk; loss of key personnel; the ability of tenants to maintain necessary licenses, certifications and accreditations and risks and uncertainties related to the effects of the pandemic or other infectious disease outbreaks on First Capital, that are further described in First Capital's MD&A for the year ended December 31, 2022 under the heading "Risks and Uncertainties - Ongoing Pandemic, Epidemics or New Outbreaks".

Readers, therefore, should not place undue reliance on any such forward-looking statements. Further, a forward-looking statement speaks only as of the date on which such statement is made. First Capital undertakes no obligation to publicly update any such statement or to reflect new information or the occurrence of future events or circumstances, except as required by applicable securities law. All forward-looking statements in this MD&A are made as of October 31, 2023 and are qualified by these cautionary statements.

#### **COMPANY PROFILE**

First Capital owns, operates and develops grocery-anchored, open-air centres in neighbourhoods with the strongest demographics in Canada.

## Business and Strategy Overview

#### **Our business**

First Capital Real Estate Investment Trust, with **\$9.2 billion** in assets, owns, operates and develops grocery-anchored, open-air centres in neighbourhoods with the strongest demographics in Canada.

#### Our purpose

Through the expertise and collaboration of our team, we create thriving properties which generate value for businesses, investors and our neighbourhoods. Thriving properties...Thriving neighbourhoods.

Our grocery-anchored, open-air centres are designed to be vibrant places that meet the needs of everyday life- bring together people, retail shops and services, public art, and access to public transportation.

#### **Our operations**







143
NEIGHBOURHOODS



22.3M SQ. FT. OF GLA



>2,400 TENANTS



371 EMPLOYEES



#### Our investment strategy

Creating thriving properties in urban neighbourhoods that drive sustainable growth in cash flow and capital appreciation of our best in class portfolio.

#### We achieve this by:

- Investing in high-quality, grocery-anchored and mixed-use properties in targeted super urban and top-tier suburban neighbourhoods
  - Fully integrating retail
- with other uses to create thriving properties

- Optimizing the portfolio through active asset management
- Surfacing substantial unrecognized value in our incremental density pipeline through the development process
- Orienting our capital allocation towards more impactful uses, through the monetization of a portion of our growing roster of density entitlements and certain other assets where value-creation objectives have been achieved
- Actively managing our balance sheet to maintain financial strength and flexibility and a competitive cost of capital



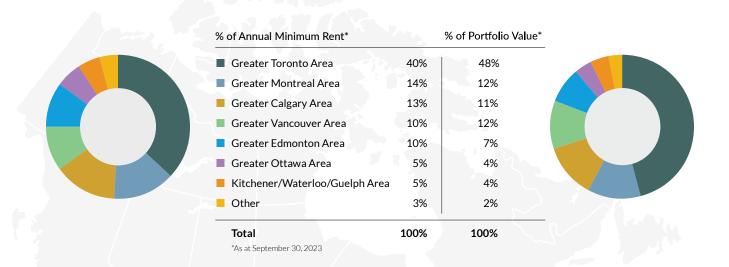
#### Our target markets

We target specific super urban and top-tier suburban neighbourhoods within Canada's largest and fastest growing cities.

These neighbourhoods are located in Toronto, Montreal, Vancouver, Edmonton, Calgary and Ottawa. We have achieved critical mass in each of our target markets, which helps generate economies of scale and operating synergies, as well as deep local knowledge of our properties, tenants, neighbourhoods and markets in which we operate.

Within each of these markets, we own some of the best located properties in neighbourhoods with strong demographics that we expect will continue to get stronger over time, thereby attracting the most desirable tenants with the highest rent growth potential and the most compelling opportunities for value creation.

#### **Urban Markets**



### Creating thriving properties for everyday urban life

Currently, over 90% of our revenues come from retail tenants who provide the essential products and services consumers need everyday, including grocery stores, pharmacies, liquor stores, banks, restaurants, cafés, fitness centres, medical services, childcare facilities and other professional and personal services. In each of our properties, we strive to assemble the right mix of complementary uses to best serve the local community and contribute to thriving super urban and top-tier suburban neighbourhoods.

Strategic and Diversified Retail Tenant Mix – 3,913 locations

	# of Locations	% of AMR	
Grocery Stores	123	17.5	CLoblaws Jobeys & metro save on foods whole Longos
Medical, Professional & Personal Services	1,286	15.5	Alberta Health Services Allistate.  You're in good hands.  Her Block
QSR, Chains & Cafes	922	13.1	M. PEZZO RECIPE Tim Hortons
Other Necessity- Based Retailers	378	12.6	Staples MEC PETSMART
Pharmacies	118	9.2	SHOPPERS Rexall LONDON & Jean Coutu MSKESSON #Brunet
Other Tenants	471	8.1	Indigo westelm SleepCountry EQ3
Banks & Credit Unions	185	8.1	D BMO BMO Desjardins NATIONAL BANK
Value-Based Retailers	84	5.6	BulkBarn* Walmart> Collarama () WINNERS
Fitness Facilities	82	3.8	Goodlife FITNESS Drangetheory ANYTIME WORLD
Liquor Stores	87	3.1	LCBO BC LIQUORSTORE STORE STORE BC LIQUORSTORE STORE
Other Restaurants	72	1.8	NODO hub restaurant Loondocks Condidar Palas
Daycare & Learning Centres	105	1.6	KUMON brightpath OXFORD COURANT Willowbrae ACABEMY ROTHEWOOD ACADEMY



## **Actively managing our assets**

We view proactive management of our portfolio as a core competency and an important part of our strategy.

Proactive management means we continually invest in our properties to ensure they retain their market leading position. We strive to maintain the highest standards in design, appearance and customer amenities in our properties including the addition of public art installations and enhancing connectivity to transit and the local community. We are highly focused on maximizing the value and competitive position of our properties, by proactively evolving our tenant mix to attract the right tenants with the highest rent growth potential.

Our executive leadership team is centralized at our head office in Toronto, which ensures that best practices, procedures and standards are applied consistently across our operating markets through local teams.



## Measuring our progress

As we continue to advance our real estate strategy, we measure our progress through a number of key metrics.

#### **Portfolio Metrics**

We define a super urban or top-tier suburban property based on its proximity to transit, its "Walk Score", and most importantly its population density. We expect to continue to improve these metrics over time, through our investment and disposition activity.

99% 🖫



Currently, over 99% of our properties are located within a 5-minute walk to public transit.

84 <u>ÅÅ</u>

Our portfolio has a "Walk Score" of 84. It is considered "Very Walkable", which is the second highest level achievable, where most errands can be accomplished on foot.

295,000



Average population density within a five-kilometre radius of each of our properties, up 90,000 or 44% from December 2016 making us a leader amongst our North American peers on this metric.



# Corporate Responsibility And Sustainability

Corporate Responsibility and Sustainability ("sustainability') at First Capital encompasses all aspects of our environmental, social and governance (ESG) practices.

Sustainability has always been integral to the responsible management of every aspect of our business and the mitigation of various risks. By taking a holistic approach to ESG, we are focused on reducing our environmental impact while creating thriving and dynamic urban neighbourhoods and at the same time, delivering long-term value for our stakeholders. Simply put, it makes good business sense.

To support our commitment to sustainability leadership, we have in place robust capabilities to measure and report on our progress and to continually assess and improve our environmental programs each year. We recognize that our leadership in sustainability practices is important to our tenants and investors, as well as our employees and the communities in which we operate. We are committed to transparency and ensuring that our sustainability reporting is accurate, meaningful and accessible to all stakeholder groups. We employ a full-time Vice President of ESG who is responsible for leading sustainability reporting initiatives and driving continuous ESG engagement and improvement across our organization, including through co-chairing our ESG Taskforce with our Chief Operating Officer.

First Capital published its first corporate responsibility and sustainability report in 2009. Since 2010, we have had a third-party conduct assurance on selected sustainability performance indicators, including greenhouse gas emissions and energy use. We have used the Global Reporting Initiative (GRI) framework for corporate responsibility reporting since 2011.

In addition to GRI, we include disclosures aligned with the Sustainability Accounting Standards Board (SASB), the United Nations Sustainable Development Goals (UNSDGs), and the Task Force on Climate-related Financial Disclosures (TCFD). We also respond annually to the Global Real Estate Sustainability Benchmark (GRESB) survey and the Carbon Disclosure Project's (CDP) Climate Change questionnaire.

We recognize that our employees are at the core of our success and have well-developed programs promoting career development and supporting continuing education, including through tuition subsidies. First Capital encourages employee engagement and innovation through a value awards program, among other initiatives and also encourages employees to become unitholders through a unit purchase plan. First Capital is committed to the highest ethical standards, upholding a strict Anti-Corruption Compliance Policy and Code of Conduct and Ethics. As an entity with a social conscience, we are committed to giving back to communities in which we operate by participating in charitable initiatives that support vulnerable parts of the population through our FCR Thriving Neighbourhoods Foundation and by promoting environmental improvements that help neighbourhoods thrive.

We believe that sound and effective governance is essential to our performance and have adopted a governance framework that reflects our values, ensures that effective governance practices are followed and that the Board of Trustees (the "Board") functions independently of Management. First Capital endorses the principle that the Board should have a balance of skills, experience and diversity. We believe that diverse Boards have enhanced decision-making abilities that lead to improved oversight and promote better overall governance.

Our strength in ESG standards and disclosure is validated through numerous ratings, including achieving:



**Received Sector Leader Status** in the 2023 GRESB Real Estate Development Benchmark with a score of 90



**'AAA' rating**, in the Morgan Stanley Capital International (MSCI) ESG Ratings assessment in 2023



**Awarded Gold 2022 Green Lease Leader Recognition** by the Institute for Market Transformation (IMT) and the U.S. Department of Energy's Better Building Alliance



**Awarded Prime status for Corporate ESG Performance** by Institutional Shareholder Services in 2023



#### **Our ESG Priorities and Progress**

#### **ENVIRONMENTAL**



## Reduce our carbon emissions and energy use

- Greenhouse gas (GHG) emissions reduction target approved by Science Based Target Initiative (SBTi): 46% reduction in Scope 1 & 2 emissions by 2030 (2019 base year), with long term goal of reaching net-zero by 2050, or sooner
- 9% reduction in Scope 1 & 2 GHG emissions since 2019 base year (2019-2022)
- Hosted our inaugural Collaboration for Climate Action Forum, bringing together major national retail tenants and prominent retail property owners for a solutions-focused discussion around the decarbonization of retail buildings in Canada



## Promote sustainable transportation

- > 99% of our portfolio within a 5-minute walk of public transit
- Average Walk Score for our portfolio is 84 (very walkable)
- Over 300 electric vehicle charging stations; goal to have electric charging stations installed at all our properties, where feasible, by 2024



## Achieve green building certifications

- Achieve Building Owners and Managers Association's Building Environmental Standards (BOMA BEST) certification at all applicable properties; 80% of our portfolio is certified, as of December 31, 2022
- Certify all new construction projects to Leadership in Energy and Environmental Design (LEED) standards (subject to tenant acceptance); approximately 20% of our portfolio (127 projects) is certified to LEED as of December 31, 2022
- First Canadian Retail REIT to achieve the WELL Health-Safety Rating for Facility Operations & Management from the International WELL Building Institute (IWBI) at 35 of our buildings totalling 7.1 million square feet



# Effectively manage climate change risk and resilience

- Actively working to better understand the risks of climate change, incorporating this into our business continuity planning and in turn, increasing the resiliency of our properties and communities
- Became the first Canadian REIT to be a signatory in support of the Task Force on Climate-Related Financial Disclosures (TCFD); TCFD report included within our 2022 ESG Report
- Formed an FCR TCFD Task Force made up of senior leaders from across business functions. The Task Force performed a climate scenario analysis to assess the magnitude of the financial impacts associated with climaterelated risks and opportunities

#### SOCIAL



## Foster an engaged and diverse workforce

- Strong gender diversity metrics achieved through all levels of the organization; over 56% of management positions are held by females
- Established employee-led Equity, Diversity & Inclusion (ED&I) Council and launched the Building an FCR for Everyone 2021-2023 ED&I Action Plan



## Be one of the best places to work

- Named one of Canada's 2022 Greenest Employers by Mediacorp Canada and the Globe and Mail
- Recognized by the Globe and Mail as one of the Greater Toronto's Top Employers for the third consecutive year (2020 - 2022)
- Named one of Canada's Top Small and Medium Employers for the third consecutive year (2020 – 2022)
- Selected for inclusion in "The Career Directory" for 2021 & 2022 as one of Canada's Best Employers for Recent Graduates
- 87% employee engagement score in 2022



a good corporate citizen in the communities we operate

- Long-standing support of public arts, now with 32 installations across our portfolio
- In September 2023, held FCR Thriving Neighbourhoods Foundation's second annual Commercial Real Estate Softball Classic tournament and raised over \$220,000 for Kids Help Phone
- Launched the FCR Thriving Neighbourhoods Foundation in 2020 and have since raised over \$800,000 in donations through employee-led charitable giving to fight food insecurity (Second Harvest, food banks) and mental health initiatives (Kids Help Phone)
- In 2022, 82% of FCR staff volunteered to support local charities in our communities

#### **GOVERNANCE**



Have a strong governance framework in place that:

- Reflects our values
- Ensures effective governance practices are followed
- Ensures the Board functions independently of management
- Ensures diversity is considered in determining optimal board composition



Strive to be a governance leader by making it a priority to:

- Continuously adopt new and improved governance practices
- Follow recommendations as governance standards evolve



- Reviewing our annual governance scores from ISS, the Globe and Mail Board Games and other similar rankings with our Board
- Providing opportunities for our unitholders to communicate directly with our Board

At First Capital, we aspire to uphold our position as an industry leader in ESG. We strive for performance excellence at our properties and new developments, creating thriving, healthy, sustainable urban neighbourhoods. We foster a vibrant corporate culture that ensures equal opportunity and well-being for all employees. Through our actions we will continue to create long-term value for all of our stakeholders. For more information on the Company's ESG practices, please refer to the latest ESG report on the Company's website at www.fcr.ca/esg.

# MD&A

#### MANAGEMENT'S DISCUSSION AND ANALYSIS

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# Management's Discussion and Analysis of Financial Position and Results of Operations

#### **INTRODUCTION**

This Management's Discussion and Analysis ("MD&A") of the financial position and results of operations of First Capital Real Estate Investment Trust ("First Capital", "FCR" or the "Trust") is intended to provide readers with an assessment of performance and summarize the financial position and results of operations for the three and nine months ended September 30, 2023 and 2022. It should be read in conjunction with the Trust's audited annual consolidated financial statements for the years ended December 31, 2022 and 2021. Additional information, including First Capital's current Annual Information Form, is available on the SEDAR+ website at www.sedarplus.ca and on the FCR website at www.fcr.ca.

All dollar amounts are in thousands of Canadian dollars, unless otherwise noted. Historical results and percentage relationships contained in First Capital's unaudited interim and audited annual consolidated financial statements and MD&A, including trends which might appear, should not be taken as indicative of its future operations. The information contained in this MD&A is based on information available to Management and is dated as of October 31, 2023.

#### CURRENT BUSINESS ENVIRONMENT AND OUTLOOK

Globally and in Canada, inflation continues to be a key concern as measures of core inflation remain elevated and major central banks remain focused on restoring price stability. In Canada, inflation ticked upward to 3.3% in July and 4.0% in August, before slightly decreasing to 3.8% in September. Overall inflationary pressures are persisting, and larger-than-normal price increases remain broad-based across the goods and services Canadians buy regularly. Economic growth in Canada is showing signs of weakening as the impact of higher interest rates continues to work its way through the economy. Gross domestic product (GDP) data has shown that economic growth has stalled and the excess demand in the economy has diminished substantially, evidenced by declining consumer spending and housing activity, which should ease price pressures. However, wage growth continues to stay strong at 4-5% amidst a strong labour market. The Bank of Canada's revised projections indicate that the return to target is taking longer than anticipated in the face of elevated core inflation and excess demand. The Bank of Canada has held the overnight rate at 5.0% since July but the Governing Council remains concerned about the persistence of underlying inflationary pressures, and is prepared to increase the policy interest rate further if needed.

First Capital's high-quality grocery-anchored and mixed-use portfolio continues to be resilient and has a demonstrated track record of producing strong cash collections, solid leasing volumes, and growth in its average net rental rate over the longer term.

#### **Enhanced Capital Allocation and Portfolio Optimization Plan**

During the third quarter of 2022, the Trust announced its Enhanced Capital Allocation and Portfolio Optimization Plan, which aims to monetize more than \$1 billion of low-yielding and sought-after assets through the end of 2024 where value-enhancing goals have been achieved. The objective of the Enhanced Capital Allocation and Portfolio Optimization Plan is to capitalize on the successful strategies employed on specific assets that are now prime for monetization. This will re-orient the REIT's portfolio by increasing short- to medium-term net operating income and FFO growth, while at the same time maintaining a prudent yet meaningful pipeline of development assets that provide significant flexibility to the REIT and, reducing debt.

#### Creating a Focused Cycle of Strategic Monetization and Investment

Through proactive management, the REIT has realized short- to medium-term value upside in a significant portion of its non-grocery anchored or no- and low-yielding assets and will continue to do so to maintain two steady pipelines:

- Monetization Pipeline that will be continually refreshed as value-enhancing activities are completed for assets FCR does not select for future development
- High Impact Development Pipeline for assets that will be developed by FCR independently or with strategic partners

#### **Active 2-Year Monetization Pipeline**

To achieve this strategic repositioning and portfolio optimization, First Capital is in the midst of undertaking a value maximizing sales process expected to generate gross proceeds of more than \$1 billion by the end of 2024. The assets identified for disposition had a run rate yield of less than 2% on the expected monetization value. The Trust also expects to complete the rezoning of approximately 11 million square feet of density on a well-staggered basis over the next one, two and three years, which it anticipates will increase their value by approximately \$700 million, based on current market density value for these properties. These properties will form a capital source to crystallize value created by the REIT and deploy that capital to more productive uses with a focus on EBITDA and FFO per unit growth and consequently balance sheet strength.

#### Optimal Portfolio and Higher Impact Capital Allocation

Through the Board approved plan, First Capital expects to deliver an attractive combination of income and growth through its cash distribution (paid monthly) and an anticipated multi-year FFO per unit growth rate of at least 4%. Additionally, the Trust will continue to maintain a robust development pipeline which will include some of the most attractive development assets in the Canadian REIT sector with a focus on FCR's best-in-class, grocery-anchored, necessity-based retail located in thriving neighbourhoods with superior demographics.

During the third quarter of 2023, First Capital continued to execute on the Portfolio Optimization Plan with \$114 million of dispositions completed, including (i) 5051 Yonge Street, a residential condominium development site located in North York (Toronto) at Hillcrest Avenue (ii) the remaining development land at Place Panama, located in Brossard (iii) a 1.5 acre residential development site in Montreal located adjacent to FCR's Wilderton Shopping Centre, and (iv) 30/30A Hazelton Avenue, located in Toronto. To date, First Capital has completed or has under firm agreement, approximately \$517 million of dispositions with a cumulative yield of less than 3% under the Plan, demonstrating strong progress on the initiatives that are aimed at driving FFO per unit growth, while further strengthening First Capital's debt metrics.

As of September 30, 2023, the Trust has classified \$181.2 million of its assets as held for sale.

#### **Actively managing assets**

First Capital operates a portfolio of assets located in super urban and top-tier suburban neighbourhoods within Canada's largest and fastest growing cities. First Capital's portfolio is built on a solid foundation of grocery-anchored properties with a curated tenant mix that includes pharmacy, liquor, government and medical services. FCR's Real Estate Services Team continues to focus on property improvements, customer amenities, and merchandising mix or tenant uses that are most in demand to serve the communities and neighbourhoods in which the Trust operates.

#### Managing the balance sheet

With the announcement of the Trust's Enhanced Capital Allocation and Portfolio Optimization Plan, First Capital is well positioned to continue to strengthen its financial position through debt reduction and an improving cost of capital over the long-term, targeting a net debt to EBITDA ratio of less than 10x by the end of 2024. As of October 31, 2023, the Trust's liquidity position included approximately \$900 million of cash and undrawn credit facilities with debt maturities for 2023 totaling approximately \$7 million. As at September 30, 2023, the Trust had unencumbered properties with an IFRS value of approximately \$6.0 billion and a net debt to asset ratio of 46.3% as well as a net debt to Adjusted EBITDA ratio that improved to 10.1x (9.9x excluding non-recurring costs related to Unitholder activism) from 10.9x year over year.

#### Normal Course Issuer Bid ("NCIB")

Since the beginning of 2019, the REIT has completed approximately \$1.9 billion of dispositions, while continuing to invest meaningfully in the business. Collectively, these activities achieved several of First Capital's strategic objectives, including strengthening the balance sheet and significantly improving the composition of the REIT's real estate portfolio. Notably, FCR has met these objectives while selling properties at prices generally above their respective IFRS values.

Commencing on May 18, 2022, First Capital implemented an NCIB pursuant to which it may repurchase its trust units for cancellation. The substantial disconnect that currently exists between the intrinsic value of the REIT's units and their publicly traded price presents a significant opportunity to generate value through the repurchase of trust units. Therefore, from time to time, the purchase of FCR trust units at certain market prices below NAV presents an attractive use of the REIT's capital that should afford additional value and liquidity for the issued and outstanding units, while benefiting

remaining Unitholders by increasing their proportionate equity interest in the REIT. On May 16, 2023, First Capital received TSX approval for the renewal of its NCIB pursuant to which it may repurchase and cancel up to 21,148,491 of its outstanding units until May 17, 2024. Cumulatively from May 2022 to September 30, 2023, the REIT has repurchased 7.9 million Trust units for approximately \$120.1 million.

#### **Lending activities**

First Capital provides co-owner financing, priority mortgages and mezzanine loans to third parties in connection with certain transactions and partnerships. These loans and mortgages receivable are secured and can provide FCR with the opportunity to acquire full or partial interests in the underlying assets that are consistent with its investment strategy through rights, options or negotiated transactions. Therefore, in addition to generating interest income and fees, these lending activities provide an alternative means to obtaining purchase options and/or participation in projects which may otherwise have not been accessible. Additionally, from time to time, FCR partners with experienced real estate lenders and investment companies whose primary business is lending which helps to mitigate risk.

As of September 30, 2023, FCR's loans and mortgages receivable totaling \$130.2 million (December 31, 2022 - \$176.5 million) are secured primarily by interests in investment properties or shares of entities owning investment properties which helps to mitigate the risk of non-payment.

#### **Disposition program**

The Trust's current property disposition program is focused on executing upon the objectives of the Enhanced Capital Allocation and Portfolio Optimization Plan. On a longer-term basis, First Capital's approach to property dispositions is more broadly centered around the following objectives. The first is to sell 100% interests in properties that are deemed to be inconsistent with its real estate strategy, as certain properties may not offer the same attractive long-term demographic growth drivers as the business overall. First Capital also seeks to strategically partner with organizations that offer expertise that is complementary to the REIT's existing strengths in retail real estate operations, master planning and entitlements, in order to maximize the potential value and reduce risk inherent in its large-scale mixed-use projects.

#### **Development initiatives**

Management continually monitors economic and capital market forces and their potential impact on the portfolio, including properties under development. As of September 30, 2023, FCR had approximately 0.5 million square feet under active development, including residential inventory. First Capital believes that the strategy to develop, own and operate properties that meet the needs of everyday urban life in Canada's most densely populated neighbourhoods will provide value over the long term in the assets in which it invests.

On September 17, 2021, the Pemberton Group ("Pemberton") subscribed to 50% ownership in a new strategic partnership to develop the 28-acre site located at 2150 Lake Shore Boulevard West at Park Lawn Road in Toronto (the "Development Site") into a sustainable and inclusive master-planned, mixed-use, transit-oriented neighbourhood. First Capital exercised a previously secured option to purchase its former partner's 50% interest in the Development Site for approximately \$56 million at the same time Pemberton invested \$156 million for a 50% interest in the partnership. The Trust has maintained its 50% ownership interest in the property. As of September 30, 2023, pre-development work is underway to facilitate Phase 1 construction.

#### Outlook

The global economy including Canada's has proven resilient in the face of high inflation. At the same time, labour markets remain tight and measures of core inflation in many advanced economies suggest persistent price pressures, especially for food and services. Economic growth has shown signs of weakening as growth in consumption has slowed as higher interest rates and increasingly restrictive monetary policy continue to work their way through to consumers and the economy more broadly. Moreover, tightening in the banking sector, particularly in the United States, is also expected to continue to remain a challenging element within corporate credit/lending conditions. With Canada's inflation rate continuing to hover in the range of 3.5% to 4.0%, reaching the Bank of Canada's 2% target may prove challenging over the next year, as prices for services and wage growth remain elevated.

Certain aspects of the Trust's business and operations that could potentially be impacted include rental income, occupancy, leasing terms and tenant improvements, future demand for space, and market rents, all of which impact the

underlying value of investment properties. In the current environment, the Trust continues to achieve strong leasing metrics with a robust new and renewal lease pipeline coupled with upward trending market rental rates. First Capital believes, based on its exceptionally high-quality portfolio which has always been focused on everyday essentials, that it will continue to attract high tenant demand for its space.

First Capital will continue to be guided by its corporate responsibility and sustainability program, and values. The core beliefs of collaboration, innovation, excellence, accountability, and passion continue to be demonstrated throughout all areas of the organization.

#### **NON-IFRS FINANCIAL MEASURES**

In addition to measures determined in accordance with International Financial Reporting Standards ("IFRS"), First Capital uses non-IFRS financial measures to analyze its financial performance. In Management's view, such non-IFRS financial measures are commonly accepted and meaningful indicators of financial performance in the real estate industry and provide useful supplemental information to both Management and investors. These measures do not have a standardized meaning prescribed under IFRS and therefore may not be comparable to similar measures presented by other real estate entities, and should not be construed as an alternative to other financial measures determined in accordance with IFRS.

The following describe the non-IFRS measures First Capital currently uses in evaluating is financial performance.

#### **Proportionate Interest**

"Proportionate interest" or "Proportionate share" is defined by Management as First Capital's proportionate share of revenues, expenses, assets and liabilities in all of its real estate investments. Under IFRS, FCR's eight equity accounted joint ventures are presented on one line item in the consolidated balance sheets and the consolidated statements of income (loss), in aggregate. In the "Non-IFRS Reconciliations and Financial Measures" section of this MD&A, Management presents a consolidated balance sheet and income statement as if its joint ventures were proportionately consolidated. In addition, Management presents certain tables relating to its portfolio by geographic region, enterprise value, and debt metrics on a proportionate basis to enhance the relevance of the information presented. The presentation of financial information at FCR's proportionate interest provides a useful and more detailed view of the operation and performance of First Capital's business and how Management operates and manages the business. This presentation also depicts the extent to which the underlying assets are leveraged, which are included in First Capital's debt metrics. In addition, FCR's lenders require Management to calculate its debt metrics on a proportionate interest basis.

To achieve the proportionate presentation of its eight equity accounted joint ventures, Management allocates FCR's proportionate share of revenues, expenses, assets, and liabilities to each relevant line item which replaces the one line presentation found in the IFRS consolidated financial statements. In addition, under IFRS, FCR exercises control over two partially owned ventures and consolidates 100% of the revenues, expenses, assets, and liabilities in the consolidated financial statements. In the reconciliations, the partially owned ventures are also presented as if they were proportionately consolidated. To achieve the proportionate presentation of its partially owned ventures, Management subtracts the non-controlling interest's share (the portion FCR doesn't own) of revenue, expenses, assets, and liabilities on each relevant line item. FCR does not independently control its joint ventures that are accounted for using the equity method, and the proportionate presentation of these joint ventures does not necessarily represent FCR's legal claim to such items.

#### **Net Operating Income**

Net Operating Income ("NOI") is defined by Management as property rental revenue less property operating costs. NOI is a commonly used metric for analyzing real estate performance in Canada by real estate industry analysts, investors and Management. Management believes that NOI is useful in analyzing the operating performance of First Capital's portfolio.

#### **Total Same Property NOI**

Total Same Property NOI ("SP NOI") is defined by Management as NOI from properties categorized as "Same Property — stable" and "Same Property with redevelopment" (see definitions under "Real Estate Investments — Investment Property Categories" section of this MD&A). NOI from properties that have been (i) acquired, (ii) disposed, (iii) included in major redevelopment, ground-up development, properties under construction, and density and development land or (iv) held for sale are excluded from the determination of SP NOI. SP NOI is presented at FCR's proportionate interest on a cash

basis, as it excludes straight-line rent. Management believes that SP NOI is a useful measure in understanding period over period changes in cash NOI for its Same Property portfolio due to occupancy, rental rates, operating costs and realty taxes. A reconciliation from SP NOI to total NOI can be found in the "Results of Operations - Net Operating Income" section of this MD&A.

#### Same Property — Stable NOI

Same Property — stable NOI is defined by Management as NOI from stable properties where the only significant activities are leasing and ongoing maintenance (see complete definition under "Real Estate Investments — Investment Property Categories" section of this MD&A). Management believes that Same Property — stable NOI is a useful measure in understanding period over period changes in cash NOI for its largest category of properties.

#### **Funds from Operations**

Funds from Operations ("FFO") is a recognized measure that is widely used by the real estate industry, particularly by publicly traded entities that own and operate income-producing properties. First Capital calculates FFO in accordance with the recommendations of the Real Property Association of Canada ("REALPAC") as published in its most recent guidance on "Funds from Operations and Adjusted Funds From Operations for IFRS" dated January 2022. Management considers FFO a meaningful additional financial measure of operating performance, as it excludes fair value gains and losses on investment properties as well as certain other items included in FCR's net income that may not be the most appropriate determinants of the long-term operating performance of FCR, such as investment property selling costs; tax on gains or losses on disposals of properties; deferred income taxes; distributions on Exchangeable Units; fair value gains or losses on Exchangeable Units; fair value gains or losses on unit-based compensation; and any gains, losses or transaction costs recognized in business combinations. FFO provides a perspective on the financial performance of FCR that is not immediately apparent from net income determined in accordance with IFRS. A reconciliation from net income to FFO can be found in the "Non-IFRS Reconciliations and Financial Measures — FFO, AFFO and ACFO" section of this MD&A.

#### **Adjusted Funds from Operations**

Adjusted Funds from Operations ("AFFO") is a supplementary measure that is widely used by the real estate industry, particularly by publicly traded entities that own and operate income-producing properties. First Capital calculates AFFO in accordance with the recommendations of the Real Property Association of Canada ("REALPAC") as published in its most recent guidance on "Funds from Operations and Adjusted Funds From Operations for IFRS" dated January 2022. Management considers AFFO to be a meaningful financial measure of recurring economic earnings and relevant in understanding First Capital's ability to service it's debt, fund capital expenditures and pay distributions to Unitholders. AFFO is defined as FFO less amortization of straight-line rents, regular and recoverable maintenance capital expenditures, and incremental leasing costs. A reconciliation from FFO to AFFO can be found in the "Non-IFRS Reconciliations and Financial Measures — FFO, AFFO and ACFO" section of this MD&A.

#### **Adjusted Cash Flow from Operations**

Adjusted Cash Flow from Operations ("ACFO") is a supplementary measure First Capital began using in 2017 to measure operating cash flow generated from the business. FCR calculates ACFO in accordance with the recommendations of REALPAC as published in its most recent guidance on "Adjusted Cashflow From Operations (ACFO) for IFRS" dated January 2023.

Management considers ACFO a meaningful metric to measure operating cash flows as it represents sustainable cash available to pay distributions to Unitholders. ACFO includes a number of adjustments to cash flow from operations under IFRS including, eliminating seasonal and non-recurring fluctuations in working capital, adding cash flows associated with equity accounted joint ventures and deducting actual revenue sustaining capital expenditures and actual capital expenditures recoverable from tenants. Lastly, ACFO includes an adjustment to exclude the non-controlling interest's portion of cash flow from operations under IFRS, attributed to FCR's consolidated joint venture. A reconciliation of cash flow from operations under IFRS to ACFO can be found in the "Non-IFRS Reconciliations and Financial Measures — FFO, AFFO and ACFO" section of this MD&A.

#### Weighted average units outstanding for FFO

For purposes of calculating per unit amounts for FFO, the weighted average number of diluted units outstanding includes the weighted average outstanding Trust Units and Exchangeable Units as at the end of the period; and assumes conversion of all outstanding Deferred Units, Restricted Units, Performance Units and any dilutive Options as at the end of the period.

#### FFO, AFFO and ACFO Payout Ratios

FFO, AFFO and ACFO payout ratios are supplementary non-IFRS measures used by Management to assess the sustainability of First Capital's distribution payments. The FFO payout ratio is calculated using distributions declared per unit divided by FFO per unit. The AFFO payout ratio is calculated using distributions declared per unit divided by AFFO per unit. The ACFO payout ratio is calculated on a rolling four quarter basis by dividing total cash distributions paid by ACFO over the same period. Management considers a rolling four quarter ACFO payout ratio more relevant than a payout ratio in any given quarter due to the impact of seasonal fluctuations in ACFO period over period.

#### **Enterprise Value**

Enterprise value is the sum of the principal or par value amounts of First Capital's net debt on a proportionate basis and the market value of FCR's Trust Units and Exchangeable Units outstanding at the respective quarter end date. This measure is used by FCR to assess the total amount of capital employed in generating returns to Unitholders.

#### Net Debt

Net debt is a measure used by Management in the computation of certain debt metrics, providing information with respect to certain financial ratios used in assessing First Capital's debt profile. Net debt is calculated as the sum of principal amounts outstanding on credit facilities and mortgages, bank indebtedness and the par value of senior unsecured debentures reduced by the cash balances at the end of the period on a proportionate basis.

#### Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization

Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization, ("Adjusted EBITDA") is a measure used by Management in the computation of certain debt metrics. Adjusted EBITDA, is calculated as net income, adding back income tax expense, interest expense and amortization and excluding the increase or decrease in the fair value of investment properties, fair value gains or losses on Exchangeable Units, fair value gains or losses on unit-based compensation and other non-cash or non-recurring items on a proportionate basis. FCR also adjusts for incremental leasing costs, which is a recognized adjustment to FFO, in accordance with the recommendations of REALPAC. Management believes Adjusted EBITDA is useful in assessing the Trust's ability to service its debt, finance capital expenditures and provide for distributions to its Unitholders.

#### **Unencumbered Aggregate Assets**

Unencumbered aggregate assets represents the value of assets that have not been pledged as security under a credit agreement or mortgage. The unencumbered aggregate asset value ratio is calculated as unencumbered aggregate assets divided by the principal amount of unsecured debt, which consists of bank indebtedness, unsecured credit facilities and senior unsecured debentures. This ratio is used by Management to assess the flexibility of First Capital to obtain various forms of debt financing at a reasonable cost of capital.

#### **Net Asset Value**

Net Asset Value ("NAV") represents the proportionate share of First Capital's total assets less the proportionate share of its total liabilities excluding deferred tax liabilities, and Exchangeable Units.

NAV per diluted unit represents NAV, as calculated above, adjusted for the exclusion of the unit-based compensation plan liability and for the proceeds to be received upon the exercise of outstanding options divided by the number of diluted units outstanding as at the end of the period. For purposes of calculating diluted per unit amounts for NAV, the number of diluted units outstanding includes all outstanding Trust Units and Exchangeable Units as at the end of the period and assumes conversion of outstanding Deferred Units, Restricted Units, Performance Units and Options as at the end of the period. Management believes that NAV is useful to financial statement users who consider it a key measure of the intrinsic value of the Trust.

#### **OPERATING METRICS**

First Capital presents certain operating metrics and portfolio statistics in the MD&A, which include neighbourhood count, property category, GLA, occupancy, weighted average rate per occupied square foot, top 40 tenants, development pipeline, and renewal activities. FCR uses these operating metrics to monitor and measure operational performance period over period. To align FCR's GLA reporting with its ownership interest in its properties, unless otherwise noted, all GLA is presented at FCR's ownership interest (19.4 million square feet at its ownership interest compared to 22.3 million square feet at 100% as at September 30, 2023). First Capital's operating metrics and GLA excludes residential GLA totaling 183,000 square feet, at its ownership interest, as amounts are not significant at this time. In measuring performance or allocating resources, the Trust does not distinguish or group its operations on a geographical or any other basis and, accordingly, has a single reportable segment for disclosure purposes.

#### SUMMARY CONSOLIDATED INFORMATION AND HIGHLIGHTS

	Thr	ee months end	led S	September 30	Ni	ne months en	ded	September 30
		2023		2022		2023		2022
Revenues, Income and Cash Flows (1)								
Revenues and other income	\$	177,971	\$	176,599	\$	535,254	\$	531,391
NOI <sup>(2)</sup>	\$	106,938	\$	107,219	\$	316,501	\$	314,340
Increase (decrease) in value of investment properties, net	\$	(434,057)	\$	(271,048)	\$	(546,982)	\$	(378,645)
Increase (decrease) in value of hotel property	\$	_	\$	_	\$	3,646	\$	_
Net income (loss) attributable to Unitholders	\$	(327,546)	\$	(204,722)	\$	(307,857)	\$	(202,369)
Net income (loss) per unit attributable to Unitholders (diluted)	\$	(1.53)	\$	(0.95)	\$	(1.44)	\$	(0.92)
Weighted average number of units - diluted (in thousands)		213,952		216,008		214,407		219,195
Cash provided by operating activities	\$	41,910	\$	52,810	\$	137,651	\$	174,413
Distributions								
Distributions declared	\$	45,841	\$	30,811	\$	137,738	\$	78,071
Distributions declared per unit	\$	0.216	\$	0.144	\$	0.648	\$	0.360
Cash distributions paid	\$	45,845	\$	23,169	\$	137,838	\$	70,587
Cash distributions paid per unit	\$	0.216	\$	0.108	\$	0.648	\$	0.324
As at September 30						2023		2022
Financial Information (1)								
Investment properties (3)					\$	8,128,136	\$	8,802,830
Hotel property (3)					\$	_	\$	84,096
Total assets					\$	9,163,855	\$	9,829,570
Mortgages (3)					\$	1,346,982	\$	1,217,104
Credit facilities					\$	1,006,668	\$	1,008,472
Senior unsecured debentures					\$	1,898,936	\$	2,148,686
Exchangeable Units					\$	798	\$	908
Unitholders' equity					\$	3,820,718	\$	4,291,030
Net Asset Value per unit (2)					\$	21.26	\$	23.47
Capitalization and Leverage								
Trust Units outstanding (in thousands)						212,124		213,715
Exchangeable Units outstanding (in thousands)						60		60
Enterprise value (2)					\$	6,965,308	\$	7,679,546
Net debt to total assets (2) (4)						46.3%		45.4%
Net debt to Adjusted EBITDA (2) (4)						<b>10.1 / 9.9</b> <sup>(5)</sup>	1	10.9
Weighted average term to maturity on mortgages, fixed rate ur unsecured debentures (years)	secu	red term loans	s an	d senior		3.1		3.6

As at September 30		2023		2022
Operational Information				
Number of neighbourhoods		143		145
GLA (square feet) - at 100%	2	2,307,000	:	22,213,000
GLA (square feet) - at ownership interest	1	9,400,000	:	19,326,000
Occupancy - Same Property - stable (2)		95.8%	•	95.8%
Total portfolio occupancy		95.9%	•	95.7%
Development pipeline and adjacent land (GLA) (6)				
Commercial pipeline (primarily retail)		1,049,000		1,744,000
Residential pipeline	2	2,189,000	:	22,088,000
Weighted average rate per occupied square foot	\$	23.08	\$	22.80
Commercial GLA developed and transferred online - at ownership interest (7)		122,000		15,000
Cost of GLA developed and brought online – at FCR's share	\$	56,131	\$	6,714
Same Property - stable NOI - increase (decrease) over prior period (2) (8)		2.6%	•	4.4%
Total Same Property NOI - increase (decrease) over prior period (2) (8)		2.5%	)	4.4%

	Thi	ree months e	nded :	September 30	Nir	ne months en	ded S	September 30
		2023		2022		2023		2022
Funds from Operations (2) (4)								
FFO	\$	68,615	\$	66,575	\$	185,934	\$	182,610
FFO per diluted unit	\$	0.32	\$	0.31	\$	0.87	\$	0.83
FFO payout ratio		67.3%	6	46.8%		74.7%		43.2%
Weighted average number of units - diluted (in thousands)		213,952		216,008		214,407		219,195
Adjusted Funds from Operations (2) (4)								
AFFO	\$	58,961	\$	54,489	\$	158,776	\$	153,762
AFFO per diluted unit	\$	0.28	\$	0.25	\$	0.74	\$	0.70
AFFO payout ratio		78.3%	á	57.1%		87.4%		51.4%
Weighted average number of units - diluted (in thousands)		213,952		216,008		214,407		219,195
Adjusted Cash Flow from Operations (2) (4)								
ACFO	\$	55,458	\$	56,949	\$	167,024	\$	176,324
ACFO payout ratio on a rolling four quarter basis						81.3%		39.7%

<sup>(1)</sup> As presented in First Capital's IFRS consolidated financial statements, except for weighted average number of diluted units and per unit amounts.

<sup>(2)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

 $<sup>\</sup>ensuremath{^{\mathrm{(3)}}}$  Includes properties and mortgages classified as held for sale.

<sup>(4)</sup> Reflects joint ventures proportionately consolidated. Total assets excludes cash balances. Refer to the "Non-IFRS Financial Measures – *Proportionate Interest*" section of this MD&A.

<sup>(5)</sup> Net debt to Adjusted EBITDA was 10.1x as at September 30, 2023. Excluding non-recurring costs related to Unitholder activism, the ratio was 9.9x.

<sup>(6)</sup> At First Capital's ownership interest.

<sup>&</sup>lt;sup>(7)</sup> During the nine months ended September 30.

<sup>(8)</sup> Calculated based on the year-to-date NOI. Prior period amounts not restated for current period property categories.

#### **BUSINESS AND OPERATIONS REVIEW**

#### Real Estate Investments

#### **Investment Property Categories**

First Capital categorizes its properties for the purposes of evaluating operating performance including Total Same Property NOI. This enables FCR to better reflect its development, redevelopment and repositioning activities on its properties, including density and land use intensification, and its completed and planned disposition activities. In addition, FCR revises comparative information to reflect property categories consistent with current period status. The property categories are as follows:

Total Same Property consisting of:

Same Property – stable – includes stable properties where the only significant activities are leasing and ongoing maintenance. Properties that will be undergoing a redevelopment in a future period, including adjacent parcels of land, and those having planning activities underway are also in this category until such development activities commence. At that time, the property will be reclassified to either Same Property with redevelopment or to major redevelopment.

Same Property with redevelopment – includes properties that are largely stable, including adjacent parcels of land, but are undergoing incremental redevelopment or expansion activities (pads or building extensions) which intensify the land use. Such redevelopment activities often include façade, parking, lighting and building upgrades.

*Major redevelopment* – includes properties in planning or recently completed multi-year redevelopment projects with significant intensification, reconfiguration and building and tenant upgrades.

*Ground-up development* – consists of recently completed new construction, either on a vacant land parcel typically situated in an urban area or on an urban land site with conversion of an existing vacant building to retail use.

*Properties under construction* – consists of properties under major redevelopment or ground-up development that are under active construction.

Density and Development land – comprises land sites where there are no development activities underway, except for those in the planning stage and certain zoned or unzoned sites where specific density value has been ascribed.

Acquisitions and dispositions – consists of properties acquired during the period including those in close proximity to existing properties. Dispositions include information for properties disposed of in the period.

Assets classified as held for sale – consists of properties that meet the held for sale criteria under IFRS.

First Capital has applied the above property categorization to the fair value, capital expenditures as well as leasing and occupancy activity on its portfolio, and to its Same Property NOI analysis to further assist in understanding FCR's real estate activities and its operating and financial performance.

#### Portfolio Overview

As at September 30, 2023, First Capital had interests in 143 neighbourhoods, which were 95.9% occupied with a total GLA of 19.4 million square feet at FCR's ownership interest (22.3 million square feet at 100%) and a fair value of \$8.5 billion. This compares to 145 neighbourhoods, which were 95.8% occupied with a total GLA of 19.3 million square feet at FCR's ownership interest (22.2 million square feet at 100%) and a fair value of \$9.0 billion as at December 31, 2022.

The Same Property portfolio includes properties sub-categorized in Same Property – stable and Same Property with redevelopment. The Same Property portfolio is comprised of 130 neighbourhoods with a total GLA of 18.1 million square feet at FCR's ownership interest (20.9 million square feet at 100%) and a fair value of \$7.4 billion. These properties represent 91% of FCR's neighbourhood count, 93% of its GLA at FCR's ownership interest and 87% of its fair value as at September 30, 2023.

The balance of FCR's real estate assets consists of properties which are in various stages of redevelopment, properties acquired in 2023 or 2022 and properties in close proximity to them, as well as properties held for sale.

First Capital's portfolio based on property categorization is summarized as follows:

As at			:	September	30	0, 2023				Decembe	r 31	L, 2022
Property Type <sup>(1)</sup>	% of Total GLA	GLA (000's sq. ft.)	Fair Value <sup>(2)</sup>	Occupancy		Veighted Average Rate per Occupied Square Foot	% of Total GLA	GLA (000's sq. ft.)	Fair Value <sup>(2)</sup>	Occupancy		Veighted Average Rate per Occupied Square Foot
Same Property – stable	90.8%	17,615	\$ 7,228	95.8%	\$	23.28	90.8%	17,544	\$ 7,756	96.0%	\$	23.18
Same Property with redevelopment	2.4%	457	133	98.7%		17.52	2.4%	457	139	98.7%		17.31
Total Same Property	93.2%	18,072	7,361	95.9%		23.13	93.2%	18,001	7,895	96.1%		23.03
Major redevelopment	4.8%	934	310	95.0%		21.22	4.4%	852	280	89.6%		22.45
Properties under construction	-%	_	76	-%		_	-%	_	88	-%		_
Acquisitions (3)	1.0%	199	136	96.5%		26.85	1.0%	189	64	94.8%		13.70
Density and Development land (4)(5)	0.4%	70	397	93.4%		18.52	0.4%	85	363	96.1%		20.70
Investment properties classified as held for sale	0.6%	125	180	98.9%		25.86	0.6%	121	152	100.0%		25.44
Dispositions (6)	-%	_	_	-%		_	0.4%	77	201	98.2%		30.90
Total	100.0%	19,400	\$ 8,460	95.9%	\$	23.08	100.0%	19,325	\$ 9,043	95.8%	\$	22.95

<sup>(1)</sup> Prior periods restated to reflect current period property categories.

First Capital's portfolio by major market is summarized as follows:

As at					Se	pt	ember	30, 2023					D	ecember	31, 2022
(millions of dollars, except other data)	Number of Neighbour- hoods	GLA (000's sq. ft.)	Fair Value <sup>(1)</sup>	% of Total Fair Value	Occupancy	F O	leighted Average Rate per Occupied Square Foot	% of Annual Minimum Rent	Number of Neighbour- hoods	GLA (000's sq. ft.)	Fair Value <sup>(1)</sup>	% of Total Fair Value	Occupancy	Weighted Average Rate per Occupied Square Foot	% of Annual Minimum Rent
Greater Toronto	50	6,868	\$ 4,010	48%	96.1%	\$	26.07	40%	51	6,754	\$ 4,366	48%	95.6%	\$ 26.51	40%
Greater Montreal	27	3,580	1,041	12%	94.9%		18.29	14%	28	3,606	1,085	12%	94.9%	17.46	14%
Greater Calgary	15	2,356	906	11%	93.7%		25.59	13%	15	2,374	998	11%	93.8%	25.23	13%
Greater Vancouver	15	1,608	1,004	12%	96.2%		28.37	10%	15	1,607	1,047	12%	97.1%	28.03	10%
Greater Edmonton	10	2,221	621	7%	96.1%		19.43	10%	10	2,215	664	7%	97.6%	19.34	10%
Greater Ottawa	12	1,021	328	4%	97.6%		19.72	5%	12	1,021	329	4%	97.9%	19.46	5%
KW/Guelph (2)	5	990	341	4%	98.7%		20.38	5%	5	991	344	4%	99.0%	20.06	5%
Other	9	756	209	2%	97.4%		18.44	3%	9	757	210	2%	93.6%	18.64	3%
Total	143	19,400	\$ 8,460	100%	95.9%	\$	23.08	100%	145	19,325	\$ 9,043	100%	95.8%	\$ 22.95	100%

<sup>(1)</sup> At FCR's proportionate interest, including investment properties classified as held for sale and hotel property at net book value as at September 30, 2023 and December 31, 2022, respectively.

<sup>(2)</sup> At FCR's proportionate interest, including investment properties classified as held for sale and hotel property at net book value as at September 30, 2023 and December 31, 2022, respectively.

 $<sup>^{\</sup>left( 3\right) }$  Includes current year and prior year acquisitions.

<sup>(4)</sup> Approximately \$47 million (December 31, 2022 - \$33 million) of density and development land is included in acquisitions as at September 30, 2023.

<sup>(5)</sup> Approximately \$96 million (December 31, 2022 - \$74 million) of density and development land is included in investment properties classified as held for sale as at September 30, 2023.

<sup>(6)</sup> Comparative information presented relates to 2023 dispositions that have been completed and no longer form part of these metrics as at September 30, 2023.

<sup>(2)</sup> Includes Kitchener, Waterloo, and Guelph Area.

#### **Investment Properties**

A continuity of First Capital's investment in its property acquisitions, dispositions, development and portfolio improvement activities is as follows:

		Nine months en	ded S	eptember 30, 2023
(millions of dollars)	Consolidated Balance Sheet	Adjustments for Proportionate Interest		Proportionate Interest <sup>(2)</sup>
Balance at beginning of year	\$ 8,628	\$ 324	\$	8,952
Acquisitions				
Investment properties and additional adjacent spaces	73	_		73
Development activities and property improvements	103	4		107
Increase (decrease) in value of investment properties, net	(547)	3		(544)
Dispositions	(128)	_		(128)
Other changes	(1)	1		_
Balance at end of period (1)	\$ 8,128	\$ 332	\$	8,460

<sup>(1)</sup> Includes assets classified as held for sale as at September 30, 2023 totaling \$181 million (\$180 million at First Capital's share) of investment properties.

 $<sup>\,^{(2)}\,</sup>$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

		Year er	nded December 31, 2022
(millions of dollars)	Consolidated Balance Sheet	Adjustments for Proportionate Interest	
Balance at beginning of year	\$ 9,127	\$ 319	\$ 9,446
Acquisitions			
Investment properties and additional adjacent spaces	64	_	64
Development activities and property improvements	125	7	132
Increase (decrease) in value of investment properties, net	(410)	_	(410)
Dispositions	(277)	_	(277)
Other changes	(1)	(2)	(3)
Balance at end of year <sup>(1)</sup>	\$ 8,628	\$ 324	\$ 8,952

<sup>(1)</sup> Includes assets classified as held for sale as at December 31, 2022 totaling \$142 million (\$140 million at First Capital's share) of investment properties.

#### 2023 Acquisitions

#### **Income-producing properties**

During the nine months ended September 30, 2023, First Capital acquired a 50% interest in a Toronto property located at the northeast corner of Bloor and Spadina, the land under its Centre Commercial Maisonneuve property, in Montreal, and the remaining 25% interest in a Calgary property, as summarized in the table below:

Count	Property Name	City/Province	Quarter Acquired	Interest Acquired	GLA (sq. ft.)	Acreage	Acquisition Cost (in millions)
1.	320 - 326 Bloor Street West	Toronto, ON	Q1	50%	8,979	0.2	\$ 15.7
2.	Centre Commercial Maisonneuve	Montreal, QC	Q2	100%	114,514	8.6	55.2
3.	Molson Building	Calgary, AB	Q3	25%	720	0.1	1.9
	Total				124,213	8.9	\$ 72.8

 $<sup>^{(2)}\,</sup>$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

#### 2023 Dispositions

During the nine months ended September 30, 2023, First Capital completed \$238.3 million of dispositions, including (i) Hazelton Hotel, including its interest in ONE Restaurant, 30/30A Hazelton Avenue, and three residential units, collectively located in Toronto's Yorkville neighbourhood (ii) 5051 Yonge Street, a residential condominium development site located in North York (Toronto) at Hillcrest Avenue (iii) the remaining development land at Place Panama, located in Brossard and (iv) a 1.5 acre residential development site in Montreal located adjacent to FCR's Wilderton Shopping Centre. Additionally, First Capital disposed of a small apartment building with ground floor retail located in Montreal, as summarized in the table below:

Count	Property Name	City/Province	Quarter Sold	Interest Sold	GLA (sq. ft.)	Acreage	Gross Sales Price (in millions)
1.	Yorkville Condo	Toronto, ON	Q1	100%	1,417	_	
2.	Carre Queen-Mary	Montreal, QC	Q2	100%	35,863	0.3	
3.	Yorkville Condo	Toronto, ON	Q2	100%	862	_	
4.	Hazelton Hotel (Yorkville Village) (1)	Toronto, ON	Q2	100%/50%	60,766	_	
5.	Yorkville Condo	Toronto, ON	Q3	100%	729	_	
6.	30, 30A Hazelton Ave.	Toronto, ON	Q3	100%	11,783	0.1	
7.	Wilderton Centre (land)	Montreal, QC	Q3	100%	_	1.5	
8.	Place Panama (land)	Brossard, QC	Q3	100%	_	3.2	
9.	5051-5061 Yonge St. (Hillcrest Plaza)	Toronto, ON	Q3	100%	37,307	0.7	
	Total				148,727	5.8	238.3

<sup>(1)</sup> First Capital sold its 100% and 50% interests in the Hazelton Hotel and ONE Restaurant, respectively.

#### **Capital Expenditures**

Capital expenditures are incurred by First Capital for maintaining and/or renovating its existing properties. In addition, FCR also incurs expenditures for the purposes of expansion, redevelopment, ground-up development as well as condominium and townhome development activities.

Revenue sustaining capital expenditures are required for maintaining First Capital's property infrastructure and revenues from leasing of existing space. Revenue sustaining capital expenditures are generally not recoverable from tenants. However, certain leases provide the ability to recover from tenants, over time, a portion of capital expenditures to maintain the physical aspects of FCR's properties. Revenue sustaining capital expenditures generally include tenant improvement costs related to new and renewal leasing, and capital expenditures required to maintain the physical aspects of the properties, such as roof replacements and resurfacing of parking lots.

Revenue enhancing capital expenditures are those expenditures that increase the revenue generating ability of FCR's properties. Revenue enhancing capital expenditures are incurred in conjunction with or in contemplation of a development or redevelopment strategy, a strategic repositioning after an acquisition, or in advance of a planned disposition to maximize the potential sale price. First Capital owns and actively seeks to acquire older, well-located properties in urban locations, where expenditures tend to be higher when they are subsequently repaired or redeveloped to meet FCR's standards.

Capital expenditures incurred in development and redevelopment projects include pre-development costs, direct construction costs, leasing costs, tenant improvements, borrowing costs, overhead including applicable salaries and direct costs of internal staff directly attributable to the projects under active development. Capital expenditures on investment properties and residential inventory by type are summarized in the table below:

Nine months ended September 30				2023				2022
	Capital Expenditures	Adjustments for Proportionate Interest	- 1	Proportionate Interest <sup>(1)</sup>	Capital Expenditures	А	djustments for Proportionate Interest	ortionate nterest <sup>(1)</sup>
Revenue sustaining	\$ 16,118	\$ 7	\$	16,125	\$ 16,280	\$	136	\$ 16,416
Revenue enhancing	19,829	158		19,987	24,941		41	24,982
Expenditures recoverable from tenants	5,861	_		5,861	7,357		_	7,357
Development expenditures	61,188	4,326		65,514	43,600		5,773	49,373
Sub-total	\$ 102,996	\$ 4,491	\$	107,487	\$ 92,178	\$	5,950	\$ 98,128
Residential Inventory	\$ 28,762	\$ 8,377	\$	37,139	\$ 20,715	\$	(98)	\$ 20,617
Total	\$ 131,758	\$ 12,868	\$	144,626	\$ 112,893	\$	5,852	\$ 118,745

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

Capital expenditures for the nine months ended September 30, 2023 were \$144.6 million, which was \$25.9 million higher than the same prior year period due to increased development activities primarily in Toronto.

#### **Valuation of Investment Properties**

The approach selected for valuing investment properties depends on the type of property and other factors such as stage of development. The components of First Capital's investment properties for the purposes of calculating fair values were as follows as at September 30, 2023 and December 31, 2022:

As at and for the three and nine months end	ded (millions of dollars)					Se	pte	mber	30,	, 2023
Property Type	Valuation Method Fair Value			djustments for Proportionate Interest	F	Proportionate Interest (1)	Net Operating Income (1)			
Same Property - stable	DCF (2)	\$	7,081	\$ 147	\$	7,228	\$	99	\$	293
Same Property with redevelopment	DCF (2)		133	_		133		2		6
Total Same Property		\$	7,214	\$ 147	\$	7,361	\$	101	\$	299
Major redevelopment	DCF <sup>(2)</sup> , Cost <sup>(2)</sup>		310	_		310		6		14
Properties under construction	DCF <sup>(2)</sup> , Cost <sup>(2)</sup>		75	1		76		_		_
Acquisitions	DCF <sup>(2)</sup> , Cost <sup>(2)</sup>		136	_		136		1		3
Density and Development Land (3) (4)	Cost (2), comparable land sales		212	185		397		_		1
Assets classified as held for sale	DCF <sup>(2)</sup> , comparable land sales		181	(1)		180		1		2
Dispositions	N/A		_	_		_		_		1
Total investment properties		\$	8,128	\$ 332	\$	8,460	\$	109	\$	320
NOI related to other investments								_		2
Total NOI							\$	109	\$	322

<sup>(1)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

<sup>(2)</sup> Discounted Cash Flow ("DCF") is a valuation method under the Income Approach. At cost where cost approximates fair value.

<sup>(3)</sup> Approximately \$96 million (\$96 million at First Capital's share) of density and development land is included in assets classified as held for sale.

<sup>(4)</sup> Approximately \$47 million (\$47 million at First Capital's share) of density and development land is included in acquisitions.

As at and for the twelve months ended (mill	ions of dollars)					De	ece	mber 31, 2022
Property Type <sup>(1)</sup>	Valuation Method	Fair Value	F	justments for Proportionate Interest	F	Proportionate Interest <sup>(2)</sup>	١	Net Operating Income <sup>(2)</sup>
Same Property - stable	DCF (3)	\$ 7,609	\$	147	\$	7,756	\$	388
Same Property with redevelopment	DCF (3)	139		_		139		8
Total Same Property		\$ 7,748	\$	147	\$	7,895	\$	396
Major redevelopment	DCF <sup>(3)</sup> , Cost <sup>(3)</sup>	280		_		280		15
Properties under construction	DCF <sup>(3)</sup> , Cost <sup>(3)</sup>	89		(1)		88		_
Acquisitions	DCF <sup>(3)</sup> , Cost <sup>(3)</sup>	64		_		64		2
Density and Development Land (4)(5)	Cost <sup>(3)</sup> , comparable land sales	183		180		363		2
Assets classified as held for sale	DCF <sup>(3)</sup> , comparable land sales	154		(2)		152		3
Dispositions (6)	N/A	110		_		110		8
Total investment properties		\$ 8,628	\$	324	\$	8,952	\$	426
NOI related to other investments								4
Total NOI							\$	430

 $<sup>^{\</sup>left(1\right)}\,$  Prior periods restated to reflect current period property categories.

The majority of the Trust's portfolio is valued under the Income Approach using the discounted cash flow ("DCF") method. As at September 30, 2023, the weighted average valuation yields (stabilized overall capitalization, terminal capitalization, and discount rates) used in valuing those investment properties under the Income Approach increased from December 31, 2022.

During the third quarter of 2023, as part of its normal course internal valuations, the Trust made revisions to capitalization and discount rates to reflect current market conditions and rising interest rates. As a result, an overall decrease in the value of investment properties was recorded in the amount of \$434.1 million (\$432.8 million at FCR's share) for the three months ended September 30, 2023. For the nine months ended September 30, 2023, an overall decrease in the value of investment properties was recorded in the amount of \$547.0 million (\$544.0 million at FCR's share).

The associated stabilized capitalization rates by major market for FCR's investment properties valued under the Income Approach were as follows as at September 30, 2023 and December 31, 2022:

As at September 30, 2023	Stabili	on Rate	
Area	Weighted Average	Median	Range
Greater Toronto	5.2%	5.0%	3.8%-7.3%
Greater Montreal	6.1%	6.0%	5.5%-7.3%
Greater Calgary	6.1%	6.0%	5.8%-6.8%
Greater Vancouver	4.7%	4.5%	3.5%-5.3%
Greater Edmonton	6.6%	6.3%	5.5%-7.5%
Greater Ottawa	6.0%	6.1%	5.5%-6.5%
KW/Guelph (1)	5.8%	5.8%	5.5%-6.3%
Other	6.1%	6.0%	5.3%-7.0%
Weighted Average	5.6%	5.8%	3.5%-7.5%

<sup>&</sup>lt;sup>(1)</sup> Includes Kitchener, Waterloo, and Guelph Area.

<sup>(2)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

Discounted Cash Flow ("DCF") is a valuation method under the Income Approach. At cost where cost approximates fair value.

<sup>(4)</sup> Approximately \$74 million (\$74 million at First Capital's share) of density and development land is included in assets classified as held for sale.

<sup>(5)</sup> Approximately \$33 million (\$33 million at First Capital's share) of density and development land is included in acquisitions.

<sup>(6)</sup> Includes properties that were disposed of in 2023.

As at December 31, 2022	Stabi	Stabilized Capitalization Rat							
Area	Weighted Average	Median	Range						
Greater Toronto	4.8%	4.8%	3.0%-7.3%						
Greater Montreal	5.9%	5.9%	5.0%-7.3%						
Greater Calgary	5.5%	5.5%	5.3%-6.3%						
Greater Vancouver	4.4%	4.3%	3.5%-5.3%						
Greater Edmonton	6.3%	6.0%	5.3%-7.0%						
Greater Ottawa	5.9%	5.9%	5.0%-6.8%						
KW/Guelph (1)	5.6%	5.5%	5.3%-6.0%						
Other	5.9%	5.8%	5.0%-7.0%						
Weighted Average	5.2%	5.3%	3.0%-7.3%						

<sup>(1)</sup> Includes Kitchener, Waterloo, and Guelph Area.

#### **Property Development Activities**

As at September 30, 2023, the Trust's share of properties under construction, residential inventory and density and development land totaled approximately \$819 million. These non-income producing properties represent approximately 9% of the Trust's total portfolio value and consists of development land, adjacent land parcels, properties slated for redevelopment with limited income and properties in active development. As at September 30, 2023, the invested cost of these non-income producing properties was \$707 million as compared to a fair value of \$819 million. Cumulative gains of approximately \$112 million have been recognized to date and are expected to grow over time as development projects are entitled, advanced and completed.

Development and redevelopment activities are completed selectively, based on opportunities in First Capital's properties or in the markets where FCR operates. First Capital's development activities include redevelopment of stable properties, major redevelopment, and ground-up projects. Additionally, properties under development include land with future development potential. All commercial development activities are strategically managed to reduce risk, and properties are generally developed after obtaining anchor tenant lease commitments. Individual commercial buildings within a development are generally constructed only after obtaining lease commitments on a substantial portion of the space.

#### **Development Pipeline**

As at September 30, 2023, First Capital's portfolio is comprised of 19.4 million square feet of GLA at FCR's ownership interest. Substantially all of this GLA is located in Canada's six largest urban growth markets which are undergoing significant land use intensification. As such, Management has identified meaningful incremental density available for future development within its existing portfolio. As at September 30, 2023, Management had identified approximately 23.2 million square feet of incremental density. This incremental density represents an opportunity that exceeds FCR's existing portfolio.

Management undertakes a quarterly review of its entire portfolio and updates all of its future incremental density. Management stratifies the density by expected project commencement time frame. Medium term includes project commencement expected within the next 7 years, long term between 8 and 15 years and very long term beyond 15 years. First Capital's incremental density is classified by type between commercial and residential. Commercial density primarily consists of retail density.

As a substantial part of the portfolio is located in urban markets where significant land use intensification continues to occur, Management expects future incremental density will continue to grow and provide First Capital with increased opportunity to redevelop its generally low density properties.

A breakdown of the properties under construction, density and development land, and residential inventory within the portfolio by component and type is as follows:

As at September 30, 2023		Value	recognized (1)(2)			
_	Commercial	Residential	Total <sup>(1)</sup>	Recognized to date (2)	•	(in millions)
Properties under construction	149	24	173	173	\$	76
Density and development land						
Medium term	900	11,000	11,900			
Long term	100	4,400	4,500			
Very long term	(100)	6,400	6,300			
	900	21,800	22,700	6,589	\$	540
Residential inventory	_	365	365	365	\$	203
Total development pipeline	1,049	22,189	23,238	7,127	\$	819

<sup>(1)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

First Capital determines its course of action with respect to its potential residential density on a case by case basis given the specifics of each property. First Capital's course of action for each property may include selling the property, selling the residential density rights, entering into a joint venture with a partner to develop the property or undertaking the development of the property on its own. Approximately 7.1 million or 31% of FCR's 23.2 million square feet of identified incremental density has been at least partially included as part of the fair value of investment properties and the cost of residential inventory on the proportionate balance sheet.

The value of the Trust's density and development land recognized in the Trust's proportionate balance sheet totaling \$540 million, or \$82 per buildable square foot, as presented below, consists of development land and adjacent land parcels, future pad developments and properties slated for redevelopment with limited income. As of September 30, 2023, the invested cost of the density and development land recognized in the Trust's proportionate balance sheet totaled \$456 million representing acquisition cost and pre-development costs to date.

As at September 30, 2023 <sup>(1)</sup> (in millions)		Unen	cumbered	Encumbered	Fair Value
Development land	Unzoned	\$	58 \$	12 \$	70
	Zoned		318	_	318
	Total		376	12	388
IPP with density	Unzoned		73	39	112
	Zoned		40	_	40
	Total		113	39	152
Value of density and development land		\$	489 \$	51 \$	540

<sup>(1)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

The remaining 16.1 million square feet of identified incremental density may be included in the value of the property in the future, based on certain factors including the expiry or removal of tenant encumbrances and zoning approvals. The majority of the incremental residential density is located above income-producing shopping centres or their parking area.

<sup>(2)</sup> Represents the density that has been valued and included as part of the fair value of investment properties and the cost of residential inventory on the proportionate halance sheet

#### **Development Pipeline by Urban Market**

A breakdown of FCR's properties under construction, density and development land, and residential inventory by urban market is as follows:

As at September 30, 2023	Incremental Density Pi					
(in thousands of square feet)	Total	% of Total				
Greater Toronto Area	14,108	60.8%				
Greater Montreal Area	4,286	18.4%				
Greater Vancouver Area	2,609	11.2%				
Greater Calgary Area	967	4.2%				
Greater Ottawa Area	705	3.0%				
Greater Edmonton Area	563	2.4%				
Total development pipeline	23,238	100.0%				

#### **Entitlements Program**

First Capital has a program in place to seek entitlements for the incremental density within its portfolio. Entitlement applications are submitted based on gross floor area ("GFA").

As of September 30, 2023, entitlement submissions to date total approximately 15.2 million square feet representing 65% of FCR's 23.2 million incremental density pipeline. To date, 8.4 million square feet has been zoned and the Trust expects up to 2.5 million square feet of existing entitlement submissions to be zoned in 2024.

Ent	itlement Applications	00	000's of square feet submitted for (at FCR's share):											
		Residential	Commercial	Total	Existing	Incremental	Zoned							
1.	Pre-2019 Entitlement Applications (1)	2,986	707	3,693	175	3,518	3,583							
2.	2019 Entitlement Applications	8,086	966	9,052	516	8,536	5,851							
3.	2020 Entitlement Applications	2,540	309	2,849	135	2,714	904							
4.	2021 Entitlement Applications	1,477	22	1,499	126	1,373	327							
5.	2022 Entitlement Applications	1,638	35	1,673	78	1,595	_							
	Total Entitlement Applications Submitted	16,727	2,039	18,766	1,030	17,736	10,665							
	Dispositions <sup>(2)</sup>	(2,103)	(553)	(2,656)	(79)	(2,577)	(2,282)							
	Total Entitlement Applications Submitted - net	14,624	1,486	16,110	951	15,159	8,383							

<sup>(1)</sup> As at September 30, 2023, all pre-2019 entitlement applications have been approved with final zoning as indicated above.

First Capital has approximately 8.0 million square feet of additional incremental density which includes 7.5 million square feet primarily related to the properties listed below, where entitlements have yet to be submitted, and 0.5 million square feet currently under active development and redevelopment activities (see active projects table).

<sup>(2)</sup> Includes properties that have been fully or partially disposed of for which entitlements had been previously submitted and zoning received.

Addi	tional Incremental Density			
Prop	erty	Neighbourhood	City, Province	Ownership Interest %
1.	Danforth Sobeys	Danforth Village	Toronto, ON	100%
2.	Cliffcrest Plaza	Cliffcrest	Toronto, ON	100%
3.	Kingston Square W.	Lawrence Ave. E. / Morningside Ave.	Toronto, ON	100%
4.	Olde Oakville (future phases)	South Oakville	Oakville, ON	100%
5.	Appleby Square	Appleby	Burlington, ON	100%
6.	Harwood Plaza	Harwood Ave. S. / Bayly St. W.	Ajax, ON	100%
7.	1000 Wellington St.	Griffintown	Montreal, QC	100%
8.	Centre Commercial Domaine	Longue-Pointe	Montreal, QC	100%
9.	Centre Commercial Van Horne	Cote-Des-Neiges	Montreal, QC	100%
10.	Galeries Normandie	Hwy. 15/Rue de Salaberry	Montreal, QC	100%
11.	Place Provencher	Saint - Leonard	Montreal, QC	100%
12.	Le Campanile & Place du Commerce	Nun's Island	Montreal, QC	100%
13.	Place Michelet	Saint - Leonard	Montreal, QC	100%
14.	Scott 72 Shopping Centre	120 St./72 Ave.	Delta, BC	100%
15.	Semiahmoo (future phases)	South Surrey	Surrey, BC	100%
16.	Newport Village	Macleod Trail SE/Southland Dr. SE	Calgary, AB	100%
17.	Mount Royal Village East	Beltline	Calgary, AB	100%
18.	Gloucester City Centre (future phases)	Gloucester	Ottawa, ON	50%

FCR continues to review each of its properties and has identified meaningful incremental density in properties that have not progressed to the point of inclusion in First Capital's incremental density pipeline, that Management expects may be included in the future.

#### 2023 Development and Redevelopment Coming Online and Space Going Offline

Development and redevelopment coming online includes both leased and unleased space transferred from development to income-producing properties at completion of construction. Costs transferred to income-producing properties often involves judgment in cost allocations related to the space transferred in the period relative to the total project. Therefore, the cost per square foot transferred in any one period may not be indicative of the total project cost per square foot.

During the nine months ended September 30, 2023, First Capital completed the transfer of 122,000 square feet of new retail space to the income-producing portfolio at a total value of \$56.1 million which includes an allocation for land. The retail space transferred was located in super urban neighbourhoods and became occupied at an average rental rate of \$17.27 per square foot or approximately \$2.1 million in annual NOI.

#### **Active Development and Redevelopment Activities**

Consistent with its strategy of long-term ownership and value creation, First Capital's developments are completed based on the highest standards in architecture, construction, choice of materials, lighting, parking, vehicular access, pedestrian amenities and accessibility, as well as development to Leadership in Energy and Environmental Design ("LEED") standards. Prospectively, First Capital's development program also strives to achieve net zero carbon certification, where feasible.

As construction on large projects occurs in phases, there continues to be ongoing lease negotiations in various stages with retailers for the planned space. Leasing of residential apartments begins as the project is nearing completion.

Highlights of First Capital's active projects as at September 30, 2023 are as follows:

As at September 30, 2023	s at September 30, 2023						letion t) <sup>(2)</sup>
Project	Ownership Interest %	Туре	Target Completion Date <sup>(1)</sup>	Estimated Number of Residential Units <sup>(2)</sup>	Residential (2)	Commercial (2)	Total <sup>(2)</sup>
Stanley Park Mall, Kitchener, ON	100%	Retail	H2 2023	_	_	62	62
200 West Esplanade, Vancouver, BC	50%	Mixed-Use (rental)	H2 2023	38	24	5	29
Brampton Corners, Brampton, ON	100%	Retail	H2 2023	_	_	4	4
Cedarbrae Mall, Toronto, ON	100%	Retail	H1 2024	_	_	17	17
Humbertown Shopping Centre - Phase I, Toronto, ON	100%	Retail	H2 2024	_	_	24	24
	500/	Mixed-Use (condo)	H2 2025	105	122	_	122
Edenbridge Condos, Toronto, ON	50%	Mixed-Use (retail)	H2 2025	_	_	4	4
	250/	Mixed-Use (condo)	H2 2026	217	151	_	151
400 King St. W., Toronto, ON	35%	Mixed-Use (retail)	H2 2026	_	_	12	12
400 V. J. III. 4. T	2221	Mixed-Use (condo)	H2 2028	22	92	_	92
138 Yorkville Ave., Toronto, ON	33%	Mixed-Use (retail)	H2 2028	_	_	21	21
Total at FCR's share (2)				382	389	149	538

<sup>(1)</sup> H1 and H2 refer to the first six months of the year and the last six months of the year, respectively.

<sup>(2)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

As at September 30, 2023		lı		stment at cost ( (in millions)	[1]		Value recognized <sup>(1)</sup> (in millions)						
Project	Incurred Estimated to				Properties Under Construction (1)		Income- Producing Development operties (1) Inventory (1)			Total (1)			
Stanley Park Mall, Kitchener, ON	\$	20	\$	2	\$	22	\$ 20	\$ -	_	\$ -	\$	20	
200 West Esplanade, Vancouver, BC		23		5		28	23	-	-	_		23	
Brampton Corners, Brampton, ON		2		2		4	2	-	-	_		2	
Cedarbrae Mall, Toronto, ON (2)(3)		2		5		7	6	3	2	_		38	
Humbertown Shopping Centre - Phase I, Toronto, ON		6		12		18	6	-	-	_		6	
Edenbridge Condos, Toronto, ON (residential)		49		68		117	_	-	-	49		49	
Edenbridge Condos, Toronto, ON (retail)		2		1		3	2	-	-	_		2	
400 King St. W., Toronto, ON (residential)		54		117		171	_	-	-	80		80	
400 King St. W., Toronto, ON (retail)		5		7		12	3	-	-	_		3	
138 Yorkville Ave., Toronto, ON (residential)		74		TBD		TBD	_	-	-	74		74	
138 Yorkville Ave., Toronto, ON (retail)		14		TBD		TBD	14	-	-	_		14	
Total at FCR's share (1)	\$	251	\$	219	\$	470	\$ 76	\$ 3	2	\$ 203	\$	311	

<sup>(1)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

<sup>(2)</sup> First Capital completed the transfer of 119,000 square feet of new retail space at a total cost of \$54.0 million.

<sup>(3)</sup> Includes an allocation of land and building with respect to the space under development within the existing shopping centre.

#### Stanley Park Mall

Stanley Park Mall, Kitchener, is the construction of a new purpose-built 61,000 square foot Canadian Tire store replacing the former 54,000 square foot Walmart. The pad was successfully turned over to the tenant this Spring. Canadian Tire will open in their new space during the first half of 2024.

#### 200 West Esplanade

200 West Esplanade, North Vancouver, is a 58,000 square foot mixed-use development that includes 75 rental apartments and approximately 9,000 square feet of retail GLA at grade. The building structure is now complete and interior fit-out work is well underway, on track for occupancy of the building in-late 2023. Pre-leasing of the retail and residential is progressing well. The Trust's co-development partner in the project is Cressey Development Group.

#### **Brampton Corners**

Brampton Corners, Brampton, is a new 4,150-square foot pad building which will accommodate an on-site relocation of the existing National Bank branch. This new home for National Bank secures a longer tenure for the tenant on site and will allow FCR to re-lease the existing space to a new retailer. The building is under construction and on track to be turned over to the tenant in-late 2023.

#### Cedarbrae Mall

Cedarbrae Mall, Toronto, is an extensive retail renovation within the former Walmart box. Fronting Lawrence Avenue East, the reimagined two-storey space totaling 136,000 square feet includes substantial exterior improvements including upgraded retail facades, additional public space, site enhancements, and a new main entry to the mall. The 16 individual ground floor units consist of several larger format spaces facing the exterior of the mall, as well as many small-sized interior-facing units catering to local businesses. Construction on the project is nearing completion, with 119,000 square feet of completed space already turned over to the new tenants.

#### **Humbertown Shopping Centre - Phase I**

Humbertown Shopping Centre, Toronto, is the first phase of a transformational retail redevelopment which will include the expansion of several key tenants into their desired size and formats within this established neighbourhood shopping centre. Phase One consists of a full-scale renovation of the south wing of the centre, including removal of the enclosed interior areas, creation of 9 new exterior-facing retail units, a new pedestrian breezeway and complete façade upgrade. Two additional phases are contemplated to follow. When the redevelopment is completed, Humbertown Shopping Centre will be modernized and repositioned to serve the ongoing needs of this community.

#### **Edenbridge Condominiums**

Edenbridge on the Kingsway, Etobicoke, is a 9-storey condominium development that includes 209 luxury suites and approximately 7,000 square feet of retail GLA at grade. The project is located on the southeast corner of the REIT's Humbertown Shopping Centre and 89% of the units have been pre-sold. Structural forming of the 3rd floor has begun. The Trust's 50% co-development partner in the project is Tridel.

#### 400 King

400 King Street West, Toronto, is a 47-storey condominium development that includes 612 suites and approximately 34,000 square feet of street front retail GLA located over two levels. Structural forming of the 2nd floor has begun. As of quarter end, 98% of the units have been pre-sold. The Trust's co-development partners in the project are Plazacorp and Main & Main.

#### 138 Yorkville

138 Yorkville Avenue, Toronto, is a 29-storey ultra-luxury condominium tower that includes 65 large-size suites and approximately 40,000 square feet of high-end retail at its base. Located on the northeast corner of Avenue Road and Yorkville Avenue, the property is situated prominently at the "gateway" to Toronto's prestigious Yorkville neighbourhood, and it will be integrated into the REIT's Yorkville Village shopping centre. Site excavation and shoring is underway. The Trust's co-development partner in the project is Greybrook Realty Partners.

# **Leasing and Occupancy**

As at September 30, 2023, total portfolio and Same Property occupancy remained stable at 95.9%, respectively, compared to June 30, 2023 occupancy rates. Total portfolio occupancy increased 0.1% to 95.9% primarily due to vacant space taken off-line for redevelopment, while Same Property occupancy decreased 0.2% to 95.9% compared to December 31, 2022.

For the nine months ended September 30, 2023, the monthly average occupancy for the total portfolio was 95.9% compared to 95.5%, and the Same Property portfolio occupancy was 96.0% compared to 95.8% for the same prior year period, respectively.

Occupancy of First Capital's portfolio by property categorization was as follows:

As at	<b>September 30, 2023</b> December 31, 2022					ber 31, 2022
(square feet in thousands)	Total Occupied Square Feet	% Occupied	Weighted Average Rate per Occupied Square Foot	Total Occupied Square Feet	% Occupied	Weighted Average Rate per Occupied Square Foot
Same Property – stable	16,879	95.8%	\$ 23.28	16,849	96.0%	\$ 23.18
Same Property with redevelopment	451	98.7%	17.52	451	98.7%	17.31
Total Same Property	17,330	95.9%	23.13	17,300	96.1%	23.03
Major redevelopment	887	95.0%	21.22	764	89.6%	22.45
Assets classified as held for sale	124	98.9%	25.86	121	100.0%	25.44
Total portfolio before acquisitions and dispositions	18,341	95.9%	23.06	18,185	95.8%	23.02
Acquisitions (1)	192	96.5%	26.85	180	94.8%	13.70
Dispositions <sup>(2)</sup>	_	-%	_	75	98.2%	30.90
Density and Development land	66	93.4%	18.52	81	96.1%	20.70
Total <sup>(3)</sup>	18,599	95.9%	\$ 23.08	18,521	95.8%	\$ 22.95

<sup>&</sup>lt;sup>(1)</sup> Includes current year and prior year acquisitions.

<sup>(2)</sup> Comparative information presented relates to 2023 dispositions that have been completed and no longer form part of these metrics as at September 30, 2023.

<sup>(3)</sup> At FCR's ownership interest.

During the three months ended September 30, 2023, First Capital completed 477,000 square feet of lease renewals across the portfolio. First Capital achieved a 12.4% lease renewal rate increase when comparing the per square foot net rental rate in the first year of the renewal term to the per square foot net rental rate of the last year of the expiring term. For the three months ended September 30, 2023, First Capital achieved a 13.5% lease renewal rate increase when comparing the average net rental rate over the renewal term to the net rental rate in the last year of the expiring term.

The average rental rate per occupied square foot for the total portfolio increased 0.5% from \$22.97 as at June 30, 2023 to \$23.08 as at September 30, 2023 primarily due to rent escalations and renewals lifts.

Changes in First Capital's gross leasable area and occupancy for the total portfolio for the three months ended September 30, 2023 are set out below:

Three months ended September 30, 2023	Tota	l Same Pi	roperty	acquisitions		t, ground-up, ions, density t land		Vaca	ancy		Tot	al Portfol	io <sup>(1)</sup>
	Occupied Square Feet (thousands)		Weighted Average Rate per Occupied Square Foot	Occupied Square Feet	%	Weighted Average Rate per Occupied Square Foot	ment Square Feet	%	Vacant Square Feet (thousands)	%	Total Square Feet (thousands)	Occupied Square Feet %	per Occupied
June 30, 2023 <sup>(2)</sup>	17,331	95.9%	\$ 23.00	1,294	95.4%	\$ 22.58	_	-%	800	4.1%	19,425	95.9%	\$ 22.97
Tenant possession	75		26.42	8		18.86	_		(83)		_		25.67
Tenant closures	(77)		(16.75)	(9)		(14.31)	_		86		_		(16.49)
Tenant closures for redevelopment	_		_	(22)		(19.67)	20		2		_		(19.67)
Developments – tenants coming online (3)	_		_	45		11.60	_		1		46		11.60
Redevelopments – tenant possession	_		_	_		-	_		_		_		-
Demolitions	_		_	_		_	_		_		_		_
Reclassification	_		_	1		_	_		(24)		(23)		
Total portfolio before Q3 2023 acquisitions and dispositions	17,329	95.9%	\$ 23.13	1,317	95.5%	\$ 22.35	20	0.1%	782	4.0%	19,448	95.9%	\$ 23.08
Acquisitions (at date of acquisition)	1	100.0%	9.16	_	-%	-	_	-%	-		1	100.0%	9.16
Dispositions (at date of disposition)	_	-%	_	(48)	97.2%	(21.43)	_	-%	(1)		(49)	97.2%	(21.43)
September 30, 2023	17,330	95.9%	\$ 23.13	1,269	95.5%	\$ 22.39	20	0.1%	781	4.0%	19,400	95.9%	\$ 23.08
Renewals	454		\$ 20.19	23		\$ 4.30					477		\$ 19.44
Renewals – expired	(454)		\$ (17.96)	(23)		\$ (3.86)					(477)		\$ (17.29)
Net change per square foot	from renew	als	\$ 2.23			\$ 0.44							\$ 2.15
% Increase on renewal of ex (first year of renewal term)			12.4%			11.4%							12.4%
% increase on renewal of ex (average rate in renewal te													13.5%

<sup>(1)</sup> At FCR's ownership interest.

 $<sup>\</sup>ensuremath{^{(2)}}$  Opening balances have been adjusted to reflect the current period presentation.

<sup>(3)</sup> For further discussion of development and redevelopment coming online and under development vacancy, refer to the "Property Development Activities – 2023 Development and Redevelopment Coming Online and Space Going Offline" section of this MD&A.

#### MANAGEMENT'S DISCUSSION AND ANALYSIS - continued

During the nine months ended September 30, 2023, First Capital completed 1,637,000 square feet of lease renewals across the portfolio. First Capital achieved an 11.6% lease renewal rate increase when comparing the per square foot net rental rate in the first year of the renewal term to the per square foot net rental rate of the last year in the expiring term. For the nine months ended September 30, 2023, First Capital achieved a 13.1% lease renewal rate increase when comparing the average net rental rate over the renewal term to the net rental rate in the last year of the expiring term.

The average rental rate per occupied square foot for the total portfolio increased 0.6% from \$22.95 as at December 31, 2022 to \$23.08 as at September 30, 2023 primarily due to rent escalations and renewal lifts, partially offset by net closures, temporary tenants and dispositions.

Changes in First Capital's gross leasable area and occupancy for the total portfolio for the nine months ended September 30, 2023 are set out below:

Nine months ended September 30, 2023	Tota	l Same Pr	operty	acquisitions		t, ground-up, ions, density t land		Vaca	ancy		Tot	al Portfol	io <sup>(1)</sup>
	Occupied Square Feet (thousands)	%	Weighted Average Rate per Occupied Square Foot	Occupied Square Feet	%	Weighted Average Rate per Occupied Square Foot	Feet	%	Vacant Square Feet (thousands)	%	Total Square Feet (thousands)	Occupied Square Feet %	per Occupied
December 31, 2022 (2)	17,300	96.1%	\$ 23.03	1,221	92.2%	\$ 21.86	_	- %	804	4.2%	19,325	95.8%	\$ 22.95
Tenant possession	306		23.98	78		15.18	_		(384)		_		22.20
Tenant closures	(377)		(24.85)	(52)		(19.59)	_		429		_		(24.21)
Tenant closures for redevelopment	_		_	(31)		(21.83)	20		11		_		(21.83)
Developments – tenants coming online (3)	3		31.77	119		16.89	_		_		122		17.27
Redevelopments – tenant possession	_		_	_		_	_		_		_		_
Demolitions	_		_	_		_	_		_		_		_
Reclassification	97		_	(113)		_	_		(79)		(95)		
Total portfolio before 2023 acquisitions and dispositions	17,329	95.9%	\$ 23.13	1,222	95.3%	\$ 22.04	20	0.1%	781	4.0%	19,352	95.9%	\$ 23.06
Acquisitions (at date of acquisition)	1	100.0%	9.16	122	99.2%	31.56	_	-%	1		124	99.2%	31.43
Dispositions (at date of disposition)	_	-%	_	(75)	98.2%	(31.73)	_	-%	(1)		(76)	98.2%	(31.73)
September 30, 2023	17,330	95.9%	\$ 23.13	1,269	95.5%	\$ 22.39	20	0.1%	781	4.0%	19,400	95.9%	\$ 23.08
Renewals	1,571		\$ 21.13	66		\$ 13.85					1,637		\$ 20.84
Renewals – expired	(1,571)		\$ (18.96)	(66)		\$ (12.07)					(1,637)		\$ (18.68)
Net change per square foot	from renew	als	\$ 2.17			\$ 1.78							\$ 2.16
% Increase on renewal of ex (first year of renewal term)	piring rents		11.4%			14.7%							11.6%
% increase on renewal of ex (average rate in renewal ter													13.1%

<sup>(1)</sup> At FCR's ownership interest.

 $<sup>^{\</sup>left( 2\right) }$  Opening balances have been adjusted to reflect the current period presentation.

<sup>(3)</sup> For further discussion of development and redevelopment coming online and under development vacancy, refer to the "Property Development Activities – 2023 Development and Redevelopment Coming Online and Space Going Offline" section of this MD&A.

# **Top Forty Tenants**

As at September 30, 2023, 55.0% of First Capital's annualized minimum rent came from its top 40 tenants (December 31, 2022 – 55.1%). Of these rents, 72.8% (December 31, 2022 – 74.9%) came from tenants that have investment grade credit ratings and who represent many of Canada's leading grocery stores, pharmacies, national and discount retailers, financial institutions and other familiar retailers. The weighted average remaining lease term for First Capital's top 10 tenants was 5.2 years as at September 30, 2023, excluding contractual renewal options.

Rank	Tenant <sup>(1) (2)</sup>	Number of Stores	Square Feet (thousands)	Percent of Total Gross Leasable Area	Percent of Total Annualized Minimum Rent	DBRS Credit Rating	S&P Credit Rating	Moody's Credit Rating
1.	Loblaw Companies Limited ("Loblaw")	95	1,921	10.3%	10.6%	BBB (high)	BBB	
2.	Sobeys	50	1,389	7.5%	5.5%	BBB	BBB-	
3.	Metro	35	885	4.8%	3.2%	BBB	BBB	
4.	Canadian Tire	20	651	3.5%	3.0%	BBB	BBB	
5.	Walmart	10	1,018	5.5%	2.2%	AA	AA	Aa2
6.	TD Canada Trust	43	194	1.0%	2.0%	AA (high)	AA-	Aa1
7.	Save-On-Foods	9	324	1.7%	1.9%			
8.	Dollarama	50	458	2.5%	1.9%	BBB	BBB	Baa2
9.	GoodLife Fitness	26	479	2.6%	1.8%			B2
10.	RBC Royal Bank	35	186	1.0%	1.6%	AA (high)	AA-	Aa1
Top 1	.0 Tenants Total	373	7,505	40.4%	33.7%			
11.	RONA	4	361	1.9%	1.4%			
12.	CIBC	33	167	0.9%	1.4%	AA	A+	Aa2
13.	LCBO	22	192	1.0%	1.3%	AA (low)	A+	Aa3
14.	McKesson	24	175	0.9%	1.3%		BBB+	Baa1
15.	Winners	13	307	1.6%	1.3%		Α	A2
16.	Scotiabank	27	124	0.7%	1.1%	AA	A+	Aa2
17.	Longo's (3)	5	196	1.1%	1.1%			
18.	Restaurant Brands International	53	118	0.6%	1.1%		ВВ	Ba3
19.	вмо	25	102	0.5%	1.0%	AA	A+	Aa2
20.	London Drugs	7	174	0.9%	0.9%			
21.	Recipe Unlimited	29	111	0.6%	0.8%			
22.	Petsmart	7	118	0.6%	0.7%		B+	B1
23.	Staples	7	140	0.8%	0.7%		B-	В3
24.	Toys "R" Us	4	141	0.8%	0.6%			
25.	Whole Foods Market	2	90	0.5%	0.6%		AA-	A1
26.	Starbucks	32	45	0.2%	0.6%		BBB+	Baa1
27.	Pusateri's	1	35	0.2%	0.5%			
28.	McDonald's	20	72	0.4%	0.5%		BBB+	Baa1
29.	Subway	59	58	0.3%	0.5%			
30.	The Beer Store	10	59	0.3%	0.5%	AA (low)	A+	Aa3
31.	The Home Depot	2	153	0.8%	0.4%	A	Α	A2
32.	Williams-Sonoma	2	38	0.2%	0.4%			
33.	Pet Valu	19	51	0.3%	0.4%			
34.	Alcanna Inc.	14	43	0.2%	0.4%			
35.	Michaels	3	54	0.3%	0.3%		CCC+	В3
36.	Goodwill	5	57	0.3%	0.3%			
37.	Bulk Barn	11	49	0.3%	0.3%			
38.	Indigo	3	54	0.3%	0.3%			
39.	Home Hardware	5	67	0.4%	0.3%			
40.	Yum! Brands	20	31	0.2%	0.3%		BB+	Ba2
	0 Tenants Total	841	10,887	58.5%	55.0%			

<sup>(1)</sup> The names noted above may be the names of the parent entities and are not necessarily the covenants under the leases.

<sup>(2)</sup> Tenants noted include all banners of the respective retailer.

<sup>(3)</sup> As of May 2021, Empire Company Ltd., the parent of Sobeys Inc., owns 51% of Longo's.

# **Lease Maturity Profile**

First Capital's lease maturity profile for its portfolio as at September 30, 2023, excluding any contractual renewal options, is as follows:

Maturity Date	Number of Stores	Occupied Square Feet (thousands)	Percent of Total Square Feet	Annualize Minimum Rent a Expiratio (thousands		Minimum Rent Expiratio (thousand		Percent of Total Annualized Minimum Rent	N	rerage Annual linimum Rent r Square Foot at Expiration
Month-to-month tenants (1)	163	318	1.6%	\$	6,653	1.4%	\$	20.89		
2023	119	521	2.7%		10,597	2.3%		20.33		
2024	556	1,969	10.1%		46,048	9.9%		23.39		
2025	588	2,485	12.8%		59,776	12.9%		24.05		
2026	517	1,906	9.8%		50,135	10.8%		26.30		
2027	569	2,651	13.7%		67,214	14.5%		25.35		
2028	532	2,757	14.2%		66,632	14.3%		24.17		
2029	241	1,406	7.2%		33,303	7.2%		23.69		
2030	150	790	4.1%		21,067	4.5%		26.65		
2031	143	831	4.3%		22,267	4.8%		26.80		
2032	147	858	4.4%		21,943	4.7%		25.57		
2033	130	639	3.3%		17,617	3.8%		27.56		
Thereafter	83	1,468	7.7%		41,604	8.9%		28.37		
Total or Weighted Average	3,938	18,599	95.9%	\$	464,856	100.0%	\$	24.99		

<sup>(1)</sup> Includes tenants on over hold including renewals and extensions under negotiation, month-to-month tenants and tenants in space at properties with future redevelopment.

The weighted average remaining lease term for the portfolio was 4.8 years as at September 30, 2023, excluding contractual renewal options, but including month-to-month and other short-term leases.

#### **Investment in Joint Ventures**

As at September 30, 2023, First Capital had interests in eight joint ventures that it accounts for using the equity method. First Capital's joint ventures are as follows:

			Effective Ownership		
Name of Entity	Name of Property/Business Activity	Location	September 30, 2023	December 31, 2022	
Aukland and Main Developments LP	Station Place	Toronto, ON	35.4%	35.4%	
College Square General Partnership	College Square	Ottawa, ON	50.0%	50.0%	
Edenbridge Kingsway (Humbertown)	Humbertown Condos (Phase 1)	Toronto, ON	50.0%	50.0%	
Fashion Media Group GP Ltd.	Toronto Fashion Week events	Toronto, ON	78.0%	78.0%	
FC Urban Properties, LP	199 Avenue Rd.	Toronto, ON	20.0%	20.0%	
Green Capital Limited Partnership	Royal Orchard	Markham, ON	50.0%	50.0%	
Lakeshore Development LP	2150 Lake Shore Blvd. W.	Toronto, ON	50.0%	50.0%	
Hazelton Food Services Partnership (1)	116 Yorkville Ave. (ONE restaurant)	Toronto, ON	-%	50.0%	
Stackt Properties LP	Shipping Container marketplace	Toronto, ON	94.0%	94.0%	

<sup>(1)</sup> During the second quarter of 2023, the Trust disposed of its 50% interest of the partnership units in the ONE Restaurant located in the Hazelton Hotel.

First Capital has determined that these investments are joint ventures as all decisions regarding their activities are made unanimously between First Capital and its partners.

The following table reconciles the changes in First Capital's interests in its equity accounted joint ventures for the nine months ended September 30, 2023 and year ended December 31, 2022:

	Sept	ember 30, 2023	December 31, 2022
Balance at beginning of year	\$	357,122	349,488
Contributions to equity accounted joint ventures		5,678	12,491
Distributions from equity accounted joint ventures		(3,380)	(4,658)
Disposition of equity accounted joint venture		(3,074)	_
Share of income (loss) from equity accounted joint ventures		3,095	(199)
Balance at end of period	\$	359,441	357,122

On January 1, 2022, the Trust purchased 50% of the partnership units in the ONE Restaurant located in the Hazelton Hotel for \$2.65 million. The acquisition was accounted for as a business combination, as such, transaction costs in the amount of \$0.6 million were expensed in other gains (losses) and (expenses) during the first quarter of 2022.

On June 9, 2023, the Trust sold its 50% interest of the partnership units in the ONE Restaurant for \$5.0 million. The sale was subject to working capital and closing adjustments of \$0.9 million with the Trust receiving net proceeds of \$4.1 million. The total gain on investment of \$1.0 million was recognized in other gains (losses) and (expenses) during the second quarter of 2023.

# **Hotel Property**

First Capital owned a 100% interest in the Hazelton Hotel ("hotel property") located in Toronto, Ontario. The hotel property is a mixed-use luxury hotel located in Yorkville Village.

The following table summarizes the changes in the net book value of the hotel property for the nine months ended September 30, 2023 and year ended December 31, 2022.

	September 30, 20	23 Decen	nber 31, 2022
Balance at beginning of year	\$ 90,60	<b>)0</b> \$	85,400
Amortization	(82	21)	(1,910)
Additions	90	06	202
Revaluation of hotel property (1)	14,3:	15	6,908
Disposition	(105,00	00)	_
		_	90,600
Reclassification to assets classified as held for sale		_	(45,300)
Balance at end of period	\$	<b>–</b> \$	45,300

<sup>(1)</sup> The revaluation gain of \$14.3 million was recognized primarily through other comprehensive income (loss) of \$10.7 million in accordance with the revaluation model accounting for the hotel. The remaining \$3.6 million revaluation gain was recognized in the consolidated statements of income (loss) to recover cumulative losses historically recorded to the consolidated statements of income (loss).

On June 9, 2023, First Capital sold it's 100% interest in the hotel property. The total sale price before closing costs was \$105.0 million. First Capital recognized a cumulative gain on the sale of the hotel property of \$8.9 million that was recognized in retained earnings in accordance with the Trust's accounting policy for the hotel. The Trust also incurred closing costs of \$1.2 million, which were expensed in 'Other gains (losses) and (expenses)' in the consolidated statements of income (loss) for the nine months ended September 30, 2023.

#### MANAGEMENT'S DISCUSSION AND ANALYSIS - continued

The following table summarizes the invested cost of the assets sold and net gain recognized in retained earnings as at the disposition date.

Sale price	\$	105,000
Closing adjustments (1)		(1,023)
Sale price, net	\$	103,977
Hotel Property, invested cost		(94,331)
Working capital, net (1)		(741)
Net gain on disposal of hotel property (2)	\$	8,905
Sale price, net	\$	103,977
Property selling costs		(1,202)
Net proceeds received	\$	102,775
<u> </u>	·	•

<sup>(1)</sup> Excludes cash.

#### Loans, Mortgages and Other Assets

As at	Septeml	ber 30, 2023	Deceml	per 31, 2022
Non-current				
Loans and mortgages receivable classified as amortized cost (a)(b)	\$	93,292	\$	136,352
Other investments		11,193		9,595
Due from co-owners (c)		37,380		22,703
Total non-current		141,865		168,650
Current				
Loans and mortgages receivable classified as FVTPL (a)		_		1,506
Loans and mortgages receivable classified as amortized cost (a)(b)		36,927		38,641
FVTPL investments in securities (d)		3,076		3,334
Total current		40,003		43,481
Total	\$	181,868	\$	212,131

- (a) Loans and mortgages receivable are secured by interests in investment properties or shares of entities owning investment properties. As at September 30, 2023, these receivables bear interest at weighted average effective interest rates of 8.4% (December 31, 2022 6.9%) and mature between 2023 and 2027.
- (b) On September 17, 2021, the Trust's partner in 2150 Lake Shore Boulevard West subscribed to 50% of the units in the newly formed Lakeshore Development LP for \$156 million. The subscription price was satisfied through the payment of \$56 million in cash and \$100 million in loans receivable. One half of the loan, or \$50 million, was due and repaid before December 31, 2022, and the remainder was repaid on January 16, 2023. The loan was not subject to interest until December 31, 2022 and thereafter was subject to interest at the greater of prime plus 2.5% or 5%. At inception, a discount in the amount of \$6.5 million was recognized and netted against the principal amount of the loan. This discount was accreted into interest income over the interest free period of the loan.
- (c) The Trust has contributed equity to one of its co-ownerships whereas its partners made draws on the co-ownership's new credit facility to fund the co-ownership's development project. The due from co-owners in the principal amount of \$35.1 million equals the Trust's proportionate share of the co-ownership's credit facility draws. As there is no right of offset for these two financial instruments they are presented on a gross basis on the consolidated balance sheets.

<sup>(2)</sup> In accordance with the revaluation model accounting for the hotel, the gain of \$8.9 million was transferred directly to retained earnings upon sale.

(d) From time to time, First Capital invests in publicly traded real estate and related securities. These securities are recorded at market value. Realized and unrealized gains and losses on FVTPL securities are recorded in other gains (losses) and (expenses).

# **RESULTS OF OPERATIONS**

# **Net Operating Income**

First Capital's net operating income for its portfolio is presented below:

	Three m	onths ended	September 30	Nine m	onths ended	September 30
	% change	2023	2022	% change	2023	2022
Property rental revenue						
Base rent <sup>(1)</sup>	:	\$ 107,497	\$ 108,040		\$ 321,178	\$ 322,257
Operating cost recoveries		26,298	25,564		83,024	79,462
Realty tax recoveries		29,036	27,333		88,292	88,191
Lease termination fees		143	407		353	526
Percentage rent		798	503		2,409	1,705
Straight-line rent adjustment		424	(420)		(427)	181
Prior year operating cost and tax recovery adjustments		(96)	358		1,382	1,412
Temporary tenants, storage, parking and other (2)		4,783	10,129		20,586	23,262
Total Property rental revenue	(1.8%)	168,883	171,914	-%	516,797	516,996
Property operating costs						
Recoverable operating expenses		29,186	28,104		92,869	88,419
Recoverable realty tax expense		33,274	30,951		100,326	99,469
Prior year realty tax expense (recovery)		(12)	57		(153)	(45)
Other operating costs and adjustments (3)		(503)	5,583		7,254	14,813
Total Property operating costs		61,945	64,695		200,296	202,656
NOI (4)	(0.3%)	\$ 106,938	\$ 107,219	0.7%	\$ 316,501	\$ 314,340
NOI margin		63.3%	62.4%		61.2%	60.8%

<sup>(1)</sup> Includes residential revenue.

For the three and nine months ended September 30, 2023, total NOI decreased \$0.3 million and increased \$2.2 million, respectively, compared to the same prior year periods. For the three months ended September 30, 2023, the decrease was primarily due to the impact of dispositions, largely offset by rent escalations and lower bad debt expense. For the nine months ended September 30, 2023, the increase was primarily due to rent escalations and lower bad debt expense, partially offset by the impact of dispositions.

For the three and nine months ended September 30, 2023, the NOI margin increased 0.9% and 0.4% to 63.3% and 61.2%, respectively, compared to the same prior year periods primarily due to rent escalations and lower bad debt expense.

For the three and nine months ended September 30, 2023, property operating costs include \$5.9 million and \$18.6 million, respectively, (three and nine months ended September 30, 2022 – \$6.1 million and \$17.8 million, respectively) related to employee compensation.

<sup>(2)</sup> Includes hotel property revenue.

<sup>(3)</sup> Includes residential operating costs, hotel property operating costs and bad debt expense. For the three and nine months ended September 30, 2023, bad debt expense (recovery) totaled (\$1.2) million and (\$1.3) million, respectively (three and nine months ended September 30, 2022 - \$0.6 million and \$1.4 million, respectively).

 $<sup>^{\</sup>rm (4)}$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

Same Property NOI Growth

First Capital's net operating income for its portfolio by property category is presented below:

	Three mo	nths ended	September 30	Nine r	months ended	September 30
	% change	2023	2022	% change	2023	2022
Property rental revenue						
Base rent (1)	\$	102,343	\$ 100,769		\$ 306,194	\$ 299,144
Operating cost recoveries		24,670	23,693		77,776	73,875
Realty tax recoveries		27,566	25,680		83,428	82,605
Lease termination fees		143	407		298	526
Percentage rent		565	384		1,768	1,420
Prior year operating cost and tax recovery adjustments		(84)	292		1,151	1,191
Temporary tenants, storage, parking and other (2)		4,676	4,633		13,768	12,751
Total Same Property rental revenue		159,879	155,858		484,383	471,512
Property operating costs						
Recoverable operating expenses		27,084	25,836		85,974	81,251
Recoverable realty tax expense		31,145	28,723		93,570	92,162
Prior year realty tax expense		(12)	57		2	(25)
Other operating costs and adjustments (3)		983	1,742		5,276	5,954
Total Same Property operating costs		59,200	56,358		184,822	179,342
Total Same Property NOI (4)	1.2% \$	100,679	\$ 99,500	2.5%	\$ 299,561	\$ 292,170
Major redevelopment		5,054	3,549		13,282	10,830
Acquisitions – 2023		925	339		2,103	978
Acquisitions – 2022		337	201		1,013	234
Assets classified as held for sale		834	797		2,413	2,282
Dispositions – 2023		123	3,259		2,309	5,090
Dispositions – 2022		(18)	1,685		225	5,503
Straight-line rent adjustment		440	(407)		(394)	213
Development land		889	591		1,440	917
NOI at First Capital's proportionate interest (4)	(0.2%) \$	109,263	\$ 109,514	1.2%	\$ 321,952	\$ 318,217
NOI related to equity accounted joint ventures & NCI		(2,325)	(2,295)		(5,451)	(3,877)
NOI per consolidated statements of income (loss)	\$	106,938	\$ 107,219		\$ 316,501	\$ 314,340
NOI margin		63.3%	62.4%		61.2%	60.8%

<sup>&</sup>lt;sup>(1)</sup> Includes residential revenue.

The components of SP NOI growth and comparisons to the same prior year period are as follows:

	Three months ended	September 30	Nine months ended September 30				
	2023	2022 (1)	2023	2022 (1)			
Same Property – Stable	1.4%	5.5%	2.6%	4.4%			
Same Property with redevelopment	(7.9%)	(1.9%)	(1.6%)	3.0%			
Total Same Property NOI Growth (2)	1.2%	5.3%	2.5%	4.4%			

 $<sup>^{(1)}</sup>$  Prior periods as reported; not restated to reflect current period property categories.

<sup>(2)</sup> Includes hotel property revenue.

<sup>(3)</sup> Includes residential operating costs, hotel property operating costs and bad debt expense.

 $<sup>^{\</sup>rm (4)}\,$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

<sup>(2)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

For the three and nine months ended September 30, 2023, SP NOI increased by \$1.2 million and \$7.4 million, or 1.2% and 2.5%, respectively, primarily due to rent escalations. The performance of FCR's One Bloor Street East property, where Nordstrom Rack effected an early lease termination in June as part of its CCAA filing, adversely impacted third quarter 2023 same property NOI growth by 140 basis points. In addition, at FCR's Yorkville Village property, the true-up of prior years' operating cost and property tax recoveries in the third quarter of 2022 adversely impacted third quarter 2023 same-property NOI growth by approximately 50 basis points.

#### Interest and Other Income

	Three months ended September 30				N	September 30		
		2023		2022		2023		2022
Interest, dividend and distribution income from marketable securities and other investments	\$	1,568	\$	157	\$	2,982	\$	358
Interest income from loans and mortgages receivable classified as FVTPL		27		19		79		57
Interest income from loans and mortgages receivable at amortized cost		2,554		3,202		7,799		10,065
Fees and other income		4,939		1,307		7,597		3,915
Total	\$	9,088	\$	4,685	\$	18,457	\$	14,395

For the three and nine months ended September 30, 2023, interest and other income increased \$4.4 million and \$4.1 million, respectively, compared to the same prior year periods primarily due to other income of \$3.8 million recognized in the third quarter of 2023 as part of a legal settlement. In addition, the Trust earned higher bank interest income as a result of interest rate increases and higher cash balances outstanding year-over-year, partially offset by lower interest income as a result of lower loans and mortgage receivable balances outstanding year-over-year.

#### **Interest Expense**

First Capital's interest expense by type is as follows:

	Three months ended September 30				Nine months ended September 30			
		2023	2022		2023	2022		
Mortgages	\$	<b>14,140</b> \$	11,990	\$	<b>41,519</b> \$	34,740		
Credit facilities		11,707	8,042		32,725	23,565		
Senior unsecured debentures		18,919	21,544		56,141	64,661		
Distributions on Exchangeable Units (1)		13	8		39	29		
Interest capitalized		(5,576)	(4,044)		(15,327)	(11,586)		
Interest expense	\$	<b>39,203</b> \$	37,540	\$	<b>115,097</b> \$	111,409		

<sup>(1)</sup> The distributions declared on the Exchangeable Units are accounted for as interest expense.

For the three and nine months ended September 30, 2023, interest expense increased \$1.7 million and \$3.7 million, respectively, compared to the same prior year periods primarily due to new mortgage borrowings, higher outstanding credit facilities, and higher interest rates year-over-year, partially offset by the repayment of senior unsecured debentures (Series O & Series P).

During the nine months ended September 30, 2023 and 2022, approximately 11.8% or \$15.3 million, and 9.4% or \$11.6 million, respectively, of interest expense was capitalized to real estate investments under active development or redevelopment as well as for land or properties held for development.

#### **Corporate Expenses**

First Capital's corporate expenses are as follows:

	Three months ended September 30			Nine months end	ded September 30
		2023	2022	2023	2022
Salaries, wages and benefits	\$	<b>8,587</b> \$	8,446	\$ 24,906	\$ 22,760
Unit-based compensation		2,351	2,161	6,947	5,330
Other corporate costs		2,570	3,996	17,108	10,722
Total corporate expenses		13,508	14,603	48,961	38,812
Amounts capitalized to investment properties under development		(1,794)	(1,774)	(6,013)	(5,409)
Corporate expenses	\$	<b>11,714</b> \$	12,829	\$ 42,948	\$ 33,403

For the three months ended September 30, 2023, gross corporate expenses, before capitalization, decreased by \$1.1 million, over the same prior year period. The decrease in corporate expenses is primarily due to lower legal and advisory costs related to the Unitholder activism over prior year. Also included in corporate expenses is \$0.9 million of restructuring costs for the three months ended September 30, 2023.

For the nine months ended September 30, 2023, gross corporate expenses, before capitalization, increased by \$10.1 million, over the same prior year period. The increase in corporate expenses is primarily due to higher compensation expense as a result of annual merit increases, higher employee vacancy in 2022 as well as approximately \$6.2 million in higher legal, advisory and settlement costs related to the Unitholder activism year-over-year.

First Capital manages substantially all acquisitions, development and redevelopment and leasing activities internally. Certain internal costs directly related to development, including salaries and related costs for planning, zoning, construction and so forth, are capitalized in accordance with IFRS to development projects as incurred. During the nine months ended September 30, 2023 and 2022, approximately \$6.0 million and \$5.4 million, respectively, of compensation-related and other corporate expenses were capitalized to real estate investments for properties undergoing development or redevelopment projects. Amounts capitalized are based on development and predevelopment projects underway. Changes in capitalized corporate expenses are primarily the result of timing of completion of development and redevelopment projects and First Capital's current level of pre-development and early redevelopment activity.

#### Other Gains (Losses) and (Expenses)

First Capital's other gains, losses and expenses are as follows:

Three months ended September 30			2023		2022
	Sta	nsolidated tements of ome (Loss)	Included in FFO	Consolidated Statements of Income (Loss)	Included in FFO
Unrealized gain (loss) on marketable securities	\$	<b>–</b> \$	_	\$ (375)	\$ (375)
Pre-selling costs of residential inventory		110	110	(7)	(7)
Investment property selling costs		(1,169)	_	(3,371)	_
Other		(4)	(4)	4	4
Total per consolidated statements of income (loss)	\$	(1,063) \$	106	\$ (3,749)	\$ (378)
Other gains (losses) and (expenses) applicable to NCI		5	5	2	2
Other gains (losses) and (expenses) under equity accounted joint ventures (1)		(330)	(328)	(36)	(36)
Total at First Capital's proportionate interest (2)	\$	(1,388) \$	(217)	\$ (3,783)	\$ (412)

<sup>(1)</sup> Other gains (losses) and (expenses) under equity accounted joint ventures, included in FFO, is comprised of pre-selling costs of residential inventory of \$0.3 million (September 30, 2022 - \$36.0 thousand).

<sup>(2)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

Nine months ended September 30			2023		2022
	Sta	ensolidated tements of come (Loss)	Included in FFO	Consolidated Statements of Income (Loss)	Included in FFO
Realized gain (loss) on sale of marketable securities	\$	<b>–</b> \$	<del>-</del>	\$ 5,591	5,591
Unrealized gain (loss) on marketable securities		(258)	(258)	(15,103)	(15,103)
Transaction costs		_	_	(572)	_
Gain on Investment (1)		1,007	1,007	_	_
Gain (loss) on loan receivable modification		_	_	(566)	(566)
Pre-selling costs of residential inventory		(27)	(27)	(23)	(23)
Investment property selling costs		(2,673)	_	(4,365)	_
Other		2	2	27	27
Total per consolidated statements of income (loss)	\$	(1,949) \$	724	\$ (15,011)	\$ (10,074)
Other gains (losses) and (expenses) applicable to NCI		8	8	7	7
Other gains (losses) and (expenses) under equity accounted joint ventures (2)		(387)	(385)	(244)	(244)
Total at First Capital's proportionate interest (3)	\$	(2,328) \$	347	\$ (15,248)	\$ (10,311)

 $<sup>^{(1)}</sup>$  On June 9, 2023, the Trust sold its 50% interest of the partnership units in the ONE Restaurant.

For the three months ended September 30, 2023, First Capital recognized \$1.1 million in other losses in its consolidated statement of income (loss) compared to \$3.7 million for the same prior year period. The \$2.7 million net change over prior year is primarily due to lower investment property selling costs, and a \$0.4 million unrealized loss incurred in the third quarter of 2022 related to marketable securities.

For the nine months ended September 30, 2023, First Capital recognized \$1.9 million in other losses in its consolidated statement of income (loss) compared to \$15.0 million for the same prior year period. The \$13.1 million net change over prior year is primarily due to a \$8.2 million net loss incurred in the prior year related to the sale of marketable securities, lower investment property selling costs, \$1.1 million of non-recurring losses and expenses incurred in 2022, and a \$1.0 million gain on the sale of ONE Restaurant recognized in the second quarter of 2023.

#### **Income Taxes**

For the three and nine months ended September 30, 2023 and 2022, deferred income tax expense (recovery) totaled (\$38.3) million and (\$51.1) million, respectively, compared to (\$6.6) million and \$1.3 million, respectively, over the same prior year periods. The decrease of \$31.7 million and \$52.5 million, respectively, for the three and nine months ended September 30, 2023, in deferred income tax expense was primarily due to a decrease in taxable temporary differences applicable to the Trust's corporate subsidiaries.

#### Net Income (Loss) Attributable to Unitholders

For the three months ended September 30, 2023, net income (loss) attributable to Unitholders was (\$327.5) million or (\$1.53) per diluted unit compared to (\$204.7) million or (\$0.95) per diluted unit for the same prior year period. The \$122.8 million decrease over prior year was primarily due to a decrease in the fair value of investment properties of \$163.0 million, partially offset by a \$31.7 million increase in deferred income tax recoveries.

For the nine months ended September 30, 2023, net income (loss) attributable to Unitholders was (\$307.9) million or (\$1.44) per diluted unit compared to (\$202.4) million or (\$0.92) per diluted unit for the same prior year period. The \$105.5 million decrease was primarily due to a decrease in the fair value of investment properties of \$168.3 million, partially offset by a \$52.5 million increase in deferred income tax recoveries.

During the third quarter of 2023, interest rates across the mid-to longer durations of the yield curve shifted significantly, including an increase of approximately 75 basis points on the benchmark ten-year Government of Canada bond. This

<sup>(2)</sup> Other gains (losses) and (expenses) under equity accounted joint ventures, included in FFO, is comprised of pre-selling costs of residential inventory of \$0.4 million (September 30, 2022 - \$0.2 million).

<sup>(3)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

material change in market interest rates was a key factor behind the \$434.1 million (\$432.8 million at FCR's share) fair value decrease in value of investment properties recorded during the quarter.

# **CAPITAL STRUCTURE AND LIQUIDITY**

# **Total Capital Employed**

The real estate business is capital intensive by nature. First Capital's capital structure is key to financing growth and providing sustainable cash distributions to Unitholders. In the real estate industry, financial leverage is used to enhance rates of return on invested capital. Management believes that the combination of debt and equity in FCR's capital structure provides stability and reduces risk, while generating an acceptable return on investment, taking into account the long-term business strategy of First Capital.

As at	Septem	September 30, 2023		ecember 31, 2022	
Liabilities (principal amounts outstanding)					
Bank indebtedness	\$	_	\$	1,594	
Mortgages (1)		1,442,021		1,235,767	
Credit facilities (1)		1,001,333		1,098,235	
Senior unsecured debentures		1,900,000		1,900,000	
Total Debt (1)	\$	4,343,354	\$	4,235,596	
Cash and cash equivalents (1)		(200,097)		(39,827)	
Net Debt (1) (2)	\$	4,143,257	\$	4,195,769	
Exchangeable Units		798		1,009	
Equity market capitalization (3)		2,821,253		3,589,229	
Enterprise value (1)	\$	6,965,308	\$	7,786,007	
Trust Units outstanding (000's)		212,124		213,518	
Closing market price	\$	13.30	\$	16.81	

<sup>(1)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

<sup>(2)</sup> Net Debt is a non-IFRS measure that is calculated as the sum of total debt including principal amounts outstanding on credit facilities and mortgages, bank indebtedness and the par value of senior unsecured debentures reduced by the cash balances at the end of the period on a proportionate basis.

<sup>(3)</sup> Equity market capitalization is the market value of FCR's units outstanding at a point in time. The measure is not defined by IFRS, does not have a standard definition and, as such, may not be comparable to similar measures disclosed by other issuers.

#### Adjusted EBITDA

Adjusted EBITDA is a non-IFRS measure that is calculated as net income, adding back income tax expense, interest expense and amortization and excluding the increase or decrease in the fair value of investment properties, fair value gains or losses on Exchangeable Units, fair value gains or losses on unit-based compensation and other non-cash or non-recurring items on a proportionate basis. First Capital also adjusts for incremental leasing costs, which is a recognized adjustment to FFO, in accordance with the recommendations of REALPAC.

The following table reconciles First Capital's net income (loss) to Adjusted EBITDA for the three and nine months ended September 30, 2023 and 2022:

	Th	ree months en	ded Se	ptember 30	Ν	line months en	ded Se	ptember 30
		2023		2022		2023		2022
Net income (loss) attributable to Unitholders	\$	(327,546)	\$	(204,722)	\$	(307,857)	\$	(202,369)
Add (deduct) (1):								
Deferred income tax expense (recovery)		(38,264)		(6,516)		(51,107)		1,438
Interest Expense		40,211		38,782		118,190		113,293
Amortization expense		803		1,903		5,094		6,264
(Increase) decrease in value of investment properties		432,824		271,686		544,009		379,290
(Increase) decrease in value of hotel property		_		_		(3,646)		_
Increase (decrease) in value of Exchangeable Units		(80)		8		(211)		(423)
Increase (decrease) in value of unit-based compensation		(2,247)		(294)		(8,157)		(9,636)
Incremental leasing costs		1,738		1,852		5,566		4,862
Abandoned transaction (costs) recovery		12		(2,945)		18		(2,892)
Other non-cash and/or non-recurring items		1,388		3,783		2,328		15,248
Adjusted EBITDA (1)	\$	108,839	\$	103,537	\$	304,227	\$	305,075

<sup>(1)</sup> At First Capital's proportionate interest. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

#### **Key Metrics**

The ratios below include measures not specifically defined in IFRS.

As at	September 30, 2023	December 31, 2022
Weighted average effective interest rate on mortgages, fixed rate unsecured term loans and senior unsecured debentures	3.8%	3.8%
Weighted average maturity on mortgages, fixed rate unsecured term loans and senior unsecured debentures (years)	3.1	3.4
Net debt to total assets <sup>(1)</sup>	46.3%	44.0%
Net debt to Adjusted EBITDA <sup>(1)</sup>	10.1	10.2
Unencumbered aggregate assets (1)	\$ 5,984,616	\$ 6,569,548
Unencumbered aggregate assets to unsecured debt, based on fair value (1)	2.1	2.2
Adjusted EBITDA interest coverage (1)	2.3	2.4

<sup>(1)</sup> Calculated with joint ventures proportionately consolidated in accordance with FCR's debt covenants. Total assets excludes cash balances. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

The Net debt to Adjusted EBITDA ratio decreased by 0.1 to 10.1, as of September 30, 2023, primarily due to a \$53 million decrease in net debt.

Measures used in these ratios are defined below:

- Debt consists of principal amounts outstanding on credit facilities and mortgages, and the par value of senior unsecured debentures;
- Net debt is calculated as Debt, as defined above, reduced by cash balances at the end of the period;

- Adjusted EBITDA, is calculated as net income, adding back income tax expense; interest expense; and amortization and
  excluding the increase or decrease in the value of investment properties, hotel property, Exchangeable units and unitbased compensation; other gains (losses) and (expenses); and other non-cash or non-recurring items on a
  proportionate basis. The Trust also adjusts for incremental leasing costs, which is a recognized adjustment to Funds
  from Operations, in accordance with the recommendations of the REALPAC;
- Unencumbered assets include the value of assets that have not been pledged as security under any credit agreement or mortgage. The unencumbered asset value ratio is calculated as unencumbered assets divided by the principal amount of the unsecured debt, which consists of the bank indebtedness, unsecured bank term loans, unsecured credit facilities and senior unsecured debentures.

#### **Credit Ratings**

On May 23, 2023, S&P affirmed FCR's Issuer Rating and issue level debt rating at BBB- with a stable outlook.

On June 23, 2023, DBRS confirmed FCR's Issuer Rating and Senior Unsecured Debentures rating at BBB with a stable trend.

According to DBRS, a credit rating in the BBB category is generally an indication of adequate credit quality and an acceptable capacity for the payment of financial obligations. DBRS indicates that BBB rated obligations may be vulnerable to future events. A rating trend, expressed as positive, stable or negative, provides guidance in respect of DBRS' opinion regarding the outlook for the rating in question.

As defined by S&P, a credit rating in the BBB category denotes that these debentures exhibit adequate protection parameters and an acceptable capacity to meet its financial commitments. S&P indicates that BBB rated obligations are more likely to weaken an obligor's capacity to meet its financial commitments if adverse economic conditions or changing circumstances were to take place. A rating outlook provided by S&P, expressed as positive, stable, negative or developing, is an opinion regarding the potential direction of a credit rating over the intermediate term (typically six months to two years).

#### **Outstanding Debt and Principal Maturity Profile**

The maturity profile including scheduled amortization of First Capital's mortgages and credit facilities as well as its senior unsecured debentures as at September 30, 2023 is summarized in the table below:

Total	\$ 1,346,982 \$	1,006,668	\$ 1,898,93	5 \$	4,252,586	
Add (deduct): unamortized deferred financing costs, premiums and discounts, net	(3,963)	_	(1,064	1)	(5,027)	
	\$ 1,350,945 \$	1,006,668	\$ 1,900,000	) \$	4,257,613	100.0%
2033	190,683	_	_	•	190,683	4.5%
2032	5,369	_	_	-	5,369	0.1%
2031	60,433	_	-	-	60,433	1.4%
2030	181,337	_	-	-	181,337	4.3%
2029	255,876	_	-	-	255,876	6.0%
2028	171,366	_	200,000	)	371,366	8.7%
2027	108,121	35,068	500,000	)	643,189	15.1%
2026	124,220	275,000	300,000	)	699,220	16.4%
2025	100,394	470,943	300,000	)	871,337	20.5%
2024	144,019	218,902	300,000	)	662,921	15.6%
2023 (remainder of the year)	\$ 9,127 \$	6,755	\$ 300,000	) \$	315,882	7.4%
As at September 30, 2023	Mortgages (1)	Credit Facilities/Bank Indebtedness <sup>(2)</sup>	Senior Unsecured Debentures		Total	% Due

<sup>(1)</sup> Principal amount outstanding for mortgages on a proportionate basis is \$1,442,021.

Principal amount outstanding for credit facilities and bank indebtedness on a proportionate basis is \$1,001,333 and \$Nil, respectively.

First Capital's strategy is to manage its long-term debt by staggering maturity dates in order to mitigate risk associated with short-term volatility in the debt markets. First Capital also intends to maintain financial flexibility to support a reasonable cost of debt and equity capital over the long term.

#### **Mortgages**

The changes in First Capital's mortgages during the nine months ended September 30, 2023 are set out below:

Nine months ended September 30, 2023	Amount	Weighted Average Effective Interest Rate
Balance at beginning of year	\$ 1,140,490	3.5%
Mortgage borrowings	233,700	5.1%
Scheduled amortization on mortgages	(26,612)	-%
Amortization of financing costs and net premium	(596)	-%
Balance at end of period	\$ 1,346,982	3.8%

As at September 30, 2023, 100% (December 31, 2022 – 100%) of the outstanding mortgages bore interest at fixed interest rates. The average remaining term on mortgages outstanding was 5.0 years as at September 30, 2023 on \$1.3 billion of mortgages (5.0 years as at December 31, 2022 on \$1.1 billion of mortgages) after reflecting borrowing activity and repayments during the period.

# **Mortgage Maturity Profile**

The maturity profile including scheduled amortization of First Capital's mortgages as at September 30, 2023 is summarized in the table below:

As at September 30, 2023	,	Scheduled Amortization	Payments on Maturity	Total	Weighted Average Effective Interest Rate
2023 (remainder of the year)	\$	9,127	\$ —	\$ 9,127	N/A
2024		35,541	108,478	144,019	3.7%
2025		33,423	66,971	100,394	3.8%
2026		29,860	94,360	124,220	3.2%
2027		28,258	79,863	108,121	3.6%
2028		25,643	145,723	171,366	3.8%
2029		18,996	236,880	255,876	3.5%
2030		11,962	169,375	181,337	3.3%
2031		5,478	54,955	60,433	3.5%
2032		5,369	_	5,369	N/A
2033		460	190,223	190,683	5.1%
	\$	204,117	\$ 1,146,828	\$ 1,350,945	3.8%
Add: unamortized deferred financing costs and premiums and discounts, net	·			(3,963)	
Total				\$ 1,346,982	

**Credit Facilities** 

First Capital's credit facilities as at September 30, 2023 are summarized in the table below:

			Bank Indebtedness and			
As at September 30, 2023	Borrowing Capacit			Available to be Drawn	Interest Rates	Maturity Date
Unsecured Operating Facilities						
Revolving facility maturing 2023	\$ 250,000	- \$	\$ -	\$ 250,000	BA + 1.15% or Prime + 0.30% or SOFR + 1.26%	October 31, 2023
Revolving facility maturing 2024	100,000	_	_	100,000	BA + 1.15% or Prime + 0.30% or SOFR + 1.25%	August 31, 2024
Revolving facility maturing 2028	450,000	_	(2,421)	447,579	BA + 1.45% or Prime + 0.45% or SOFR + 1.55%	June 30, 2028
Fixed rate unsecured term loan maturing 2025 (1)(2)	100,000	(100,000)	_	-	5.00%	January 9, 2025
Floating rate unsecured term loan maturing 2025	100,000	(100,000)	_	_	BA + 1.50% or Prime + 0.50%	April 15, 2025
Floating rate unsecured term loan maturing 2025 <sup>(3)</sup>	150,000	(152,826)	_	_	BA + 1.45% or Prime + 0.45% or SOFR + 1.55%	November 29, 2025
Fixed rate unsecured term loans maturing 2024 - 2026 <sup>(2)</sup>	550,000	(550,000)	_	_	3.29%	March 28, 2024 - April 15, 2026
Secured Construction Facilities						
Maturing 2024	19,321	. (14,589)	_	4,732	Prime - 0.25%	June 1, 2024
Maturing 2025	62,665	(43,117)	_	19,548	BA + 2.50% or Prime + 1.00%	October 1, 2025
Maturing 2027 (4)(5)	171,750	(35,068)	(295)	110,173	BA + 2.30%	January 20, 2027
Secured Facilities						
Maturing 2023	6,755	(6,755)	_	-	BA + 1.20% or Prime + 0.20%	December 19, 2023
Maturing 2024	4,313	(4,313)	_	_	BA + 1.45% or Prime + 0.45%	September 27, 2024
Sub-Total	\$ 1,964,804	\$ (1,006,668)	\$ (2,716)	\$ 932,032		
Proportionate Adjustments - Secu	red Construct	tion Facilities				
Maturing 2025 <sup>(6)</sup>	71,450	(4,876)	_	66,574	BA + 2.65% or Prime + 1.00%	November 28, 2025
Secured Construction Facility applicable to NCI	(50,014	10,211	86	(32,082)		
Total	\$ 1,986,240	\$(1,001,333)	\$ (2,630)	\$ 966,524		

 $<sup>^{(1)}</sup>$  The Trust has the option to extend the unsecured term loan for an additional two years, to January 9, 2027.

<sup>(2)</sup> These unsecured term loans are variable rate BA-based debt instruments. The Trust has entered into BA-based interest rate swaps which fix the rate of interest on these instruments over their respective terms to maturity.

<sup>(3)</sup> The Trust has drawn in U.S. dollars the equivalent of CAD\$150.0 million which was revalued at CAD\$152.8 million as at September 30, 2023.

<sup>(4)</sup> The available to be drawn amount is reduced by the Trust's equity injections into the project where it has chosen not to draw on the facility and other adjustments in accordance with the facility agreement.

<sup>(5)</sup> This secured construction facility, maturing 2027, is subject to a 29.12% non-controlling interest, see proportionate adjustment below. Refer to the "Non-IFRS Financial Measures" section of this MD&A.

 $<sup>^{(6)}</sup>$  This secured construction facility relates to one of the Trust's joint ventures that is equity accounted.

First Capital has the ability under its unsecured credit facilities to draw funds based on Canadian bank prime rates and Canadian bankers' acceptances ("BA rates") for Canadian dollar-denominated borrowings, and secured overnight financing rates ("SOFR rates") or U.S. prime rates for U.S. dollar-denominated borrowings. Concurrently with the U.S. dollar draws, the Trust enters into cross currency swaps to exchange its U.S. dollar borrowings into Canadian dollar borrowings.

#### **Senior Unsecured Debentures**

As at Sept	ember 30, 2023		Interest Rate				
Series	Maturity Date	Interest Payment Dates	Coupon	Effective	(years)		
Q	October 30, 2023	April 30, October 30	3.90%	3.97%	0.1	300,000	
R	August 30, 2024	February 28, August 30	4.79%	4.72%	0.9	300,000	
S	July 31, 2025	January 31, July 31	4.32%	4.24%	1.8	300,000	
T	May 6, 2026	May 6, November 6	3.60%	3.57%	2.6	300,000	
V	January 22, 2027	January 22, July 22	3.46%	3.54%	3.3	200,000	
U	July 12, 2027	January 12, July 12	3.75%	3.82%	3.8	300,000	
Α	March 1, 2028	March 1, September 1	3.45%	3.54%	4.4	200,000	
Weighte	d Average or Total		3.94%	3.95%	2.3	\$ 1,900,000	

Interest on the senior unsecured debentures is payable semi-annually and principal is payable on maturity.

# **Unitholders' Equity**

Unitholders' equity amounted to \$3.8 billion as at September 30, 2023, compared to Unitholders' equity of \$4.3 billion as at December 31, 2022. The decrease is primarily attributed to the repurchase of Trust Units and higher distributions, partially offset by higher net income and other comprehensive income for the nine months ended September 30, 2023.

As at October 30, 2023, there were 212.1 million Trust Units and 0.1 million Exchangeable Units outstanding.

#### Normal Course Issuer Bid ("NCIB")

On May 16, 2023, First Capital received TSX approval for the renewal of its NCIB pursuant to which it may repurchase and cancel up to 21,148,491 of its outstanding Units until May 17, 2024.

For the nine months ended September 30, 2023, the Trust acquired and cancelled 1.7 million Units (September 30, 2022 - 6.0 million) at a weighted average purchase price of \$15.19 per unit (September 30, 2022 - \$15.14), for a total cost of \$25.7 million (September 30, 2022 - \$91.5 million). The excess of the purchase price over the carrying amount of the Units purchased, representing the unit price increase over the weighted average historical issuance price, was recorded as a reduction to retained earnings of \$3.4 million (September 30, 2022 - \$11.7 million). On a cumulative basis, as of September 30, 2023, the Trust has acquired and cancelled 7.9 million Units at a weighted average purchase price of \$15.15 per unit, for a total cost of \$120.1 million.

#### **Unit Options**

As at September 30, 2023, First Capital had 5.6 million unit options outstanding, with an average exercise price of \$19.79, which, if exercised, would result in First Capital receiving proceeds of \$111.4 million.

#### Liquidity

Liquidity risk exists due to the possibility of First Capital not being able to generate sufficient cash flow, and/or not having access to sufficient debt and equity capital to fund its ongoing operations and growth and to refinance or meet existing payment obligations. First Capital manages its liquidity risk by staggering debt maturities, renegotiating expiring credit arrangements proactively, using revolving credit facilities, maintaining a large pool of unencumbered assets, and issuing equity when deemed appropriate.

Sources of liquidity primarily consist of cash flow from operations, cash and cash equivalents, and available capacity under First Capital's existing revolving credit facilities. If necessary, FCR is also able to obtain financing on its unencumbered assets.

The following table summarizes First Capital's liquidity position:

As at (millions of dollars)	Septembe	September 30, 2023						
Total available under credit facilities	\$	932	\$	846				
Cash and cash equivalents	\$	193	\$	33				
Unencumbered aggregate assets	\$	5,985	\$	6,570				

First Capital has historically used mortgages, credit facilities, senior unsecured debentures, convertible debentures and equity issuances to finance its growth and repay debt. The actual level and type of future borrowings will be determined based on prevailing interest rates, various costs of debt and equity capital, capital market conditions and Management's view of the appropriate leverage for the business. Management believes that it has sufficient resources to meet its operational and investing requirements in the near and longer term based on the availability of capital.

Planned and completed financings subsequent to September 30, 2023, and availability on existing credit facilities, address substantially all of the contractual 2023 debt maturities and contractually committed costs to complete current development projects.

#### **Cash Flows**

Cash flow from operating activities represents First Capital's primary source of liquidity for servicing debt and funding planned revenue sustaining expenditures, corporate expenses and distributions to Unitholders. Interest and other income and cash on hand are other sources of liquidity.

	Thre	ee months end	ded Sep	otember 30	Nine months ended September 30				
		2023		2022		2023		2022	
Cash provided by (used in) operating activities	\$	41,910	\$	52,810	\$	137,651	\$	174,413	
Cash provided by (used in) financing activities		(51,051)		(29,732)		(60,635)		(178,347)	
Cash provided by (used in) investing activities		63,933		(28,011)		83,778		(1,789)	
Net change in cash and cash equivalents	\$	54,792	\$	(4,933)	\$	160,794	\$	(5,723)	

The following table presents the excess (shortfall) of cash provided by operating activities over distributions declared:

	Thre	ee months end	ded Sep	tember 30	Nine months ended September 30					
		2023		2022		2023		2022		
Cash provided by operating activities	\$	41,910	\$	52,810	\$	137,651	\$	174,413		
Distributions declared		(45,841)		(30,811)		(137,738)		(78,071)		
Excess (shortfall) of cash provided by operating activities over distributions declared	\$	(3,931)	\$	21,999	\$	(87)	\$	96,342		

For the three and nine months ended September 30, 2023, distributions declared exceeded cash flows provided by operating activities by \$3.9 million and \$0.1 million, respectively (three and nine months ended September 30, 2022 -

cash provided by operating activities exceeded distributions declared by \$22.0 million and \$96.3 million, respectively), representing a return of capital. This shortfall is financed through the use of First Capital's credit facilities and proceeds from investing activities.

Management does not believe that a shortfall in any given quarter is indicative of First Capital's sustainable cash flows due to the impact of seasonal fluctuations in its cash flows period over period. Please refer to Management's discussion on ACFO and AFFO, supplemental non-IFRS financial measures used to evaluate and monitor First Capital's sustainable cash available to pay distributions to Unitholders.

# **Contractual Obligations**

An analysis of First Capital's contractual maturities of its material financial liabilities and other contractual commitments, as at September 30, 2023 is set out below:

As at September 30, 2023	Payments due by period									
	Remain	der of 2023	2	2024 to 2025	202	6 to 2027		Thereafter		Total
Scheduled mortgage principal amortization	\$	9,127	\$	68,964	\$	58,118	\$	67,908	\$	204,117
Mortgage principal repayments on maturity		_		175,449		174,223		797,156		1,146,828
Credit facilities and bank indebtedness		6,755		689,845		310,068		_		1,006,668
Senior unsecured debentures		300,000		600,000		800,000		200,000		1,900,000
Interest obligations (1)		41,334		257,085		119,235		90,094		507,748
Land leases (expiring between 2023 and 2061)		173		1,347		1,325		16,285		19,130
Contractually committed costs to complete current development projects <sup>(2)</sup>		21,250		87,936		-		_		109,186
Total contractual obligations	\$	378,639	\$	1,880,626	\$ 1,	462,969	\$	1,171,443	\$	4,893,677

<sup>(1)</sup> Interest obligations include expected interest payments on mortgages and credit facilities as at September 30, 2023 (assuming balances remain outstanding through to maturity) and senior unsecured debentures, as well as standby credit facility fees.

First Capital had \$28.0 million of outstanding letters of credit issued by financial institutions to support certain of FCR's contractual obligations and \$Nil of bank overdrafts.

As of September 30, 2023, contractually committed costs related to the Trust's development projects is \$109.2 million (\$95.6 million at First Capital's interest). These contractual and potential obligations primarily consist of construction contracts and additional planned development expenditures and are expected to be funded in the normal course as the work is completed.

#### **Contingencies**

- (a) First Capital is involved in litigation and claims which arise from time to time in the normal course of business. None of these contingencies, individually or in aggregate, would result in a liability that would have a significant adverse effect on the financial position of FCR.
- (b) First Capital is contingently liable, jointly and severally or as guarantor, for approximately \$164.3 million (December 31, 2022 \$149.9 million) to various lenders in connection with certain third-party obligations, including, without limitation, loans advanced to its joint arrangement partners secured by the partners' interest in the joint arrangements and underlying assets.
- (c) First Capital is contingently liable by way of letters of credit in the amount of \$28.0 million (December 31, 2022 \$27.6 million), issued by financial institutions on FCR's behalf in the ordinary course of business.
- (d) First Capital has obligations as lessee under long-term leases for land. Annual commitments under these ground leases are approximately \$0.7 million (December 31, 2022 \$0.9 million) with a total obligation of \$19.1 million (December 31, 2022 \$18.2 million).

<sup>(2)</sup> Includes amounts related to equity accounted joint ventures.

# NON-IFRS RECONCILIATIONS AND FINANCIAL MEASURES

# Reconciliation of Consolidated Balance Sheets to First Capital's Proportionate Interest

The following table provides a reconciliation of First Capital's consolidated balance sheets, as presented in its unaudited interim condensed consolidated financial statements, to its proportionate interest.

As at		Septer	mber 30, 2023	December 31, 202						
	Consolidated Balance Sheet <sup>(1)</sup>	Adjustments for Proportionate Interest	Proportionate Interest <sup>(2)</sup>	Consolidated Balance Sheet <sup>(1)</sup>	Adjustments for Proportionate Interest	Proportionate Interest <sup>(2)</sup>				
ASSETS										
Investment properties	\$ 7,946,894	\$ 333,021	<b>\$ 8,279,915</b> \$	8,485,361	\$ 326,152	\$ 8,811,513				
Residential development inventory	186,645	16,540	203,185	157,883	8,163	166,046				
Hotel property	_	_	_	45,300	_	45,300				
Loans, mortgages and other assets	181,868	(10,778)	171,090	212,131	(6,503)	205,628				
Cash and cash equivalents	193,488	6,609	200,097	32,694	7,133	39,827				
Amounts receivable	24,995	2,158	27,153	25,970	2,065	28,035				
Other assets	89,282	2,911	92,193	77,750	16,547	94,297				
Investment in joint ventures	359,441	(359,441)	_	357,122	(357,122)	_				
Assets classified as held for sale	181,242	(1,398)	179,844	187,727	(2,027)	185,700				
Total assets	\$ 9,163,855	\$ (10,378)	<b>\$ 9,153,477</b> \$	9,581,938	\$ (5,592)	\$ 9,576,346				
LIABILITIES										
Mortgages	\$ 1,334,089	\$ 90,929	<b>\$ 1,425,018</b> \$	1,127,361	\$ 91,665	\$ 1,219,026				
Credit facilities	1,006,668	(5,335)	1,001,333	1,104,614	(6,379)	1,098,235				
Bank indebtedness	_	_	_	1,594	_	1,594				
Senior unsecured debentures	1,898,936	_	1,898,936	1,898,824	_	1,898,824				
Exchangeable Units	798	_	798	1,009	_	1,009				
Deferred tax liabilities	717,080	(1,231)	715,849	769,388	(1,230)	768,158				
Mortgages classified as held for sale	12,893	_	12,893	13,129	_	13,129				
Accounts payable and other liabilities	313,227	(35,295)	277,932	330,724	(33,726)	296,998				
Total liabilities	5,283,691	49,068	5,332,759	5,246,643	50,330	5,296,973				
EQUITY										
Unitholders' equity	3,820,718	_	3,820,718	4,279,373	_	4,279,373				
Non-controlling interest	59,446	(59,446)		55,922	(55,922)					
Total equity	3,880,164	(59,446)	3,820,718	4,335,295	(55,922)	4,279,373				
Total liabilities and equity	\$ 9,163,855	\$ (10,378)	<b>\$ 9,153,477</b> \$	9,581,938	\$ (5,592)	\$ 9,576,346				

<sup>(1)</sup> The consolidated balance sheets have been presented on a non-classified basis for purposes of this reconciliation.

 $<sup>^{(2)}\,</sup>$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

# Reconciliation of Consolidated Statements of Income (Loss) to First Capital's Proportionate Interest

The following table provides a reconciliation of First Capital's consolidated statements of income (loss) for the three months ended September 30, 2023 and 2022, as presented in its unaudited interim condensed consolidated financial statements, to its proportionate interest.

Three months ended September 30				2023			2022
	Consolidated Statements of Income (Loss)	Adjustment t proportionat interes	e	Proportionate interest (1)	Consolidated Statements of Income (Loss)	Adjustment to proportionate interest	Proportionate interest (1)
Property rental revenue	\$ 168,883	\$ 5,362	\$	174,245 \$	171,914	\$ 6,534 \$	178,448
Property operating costs	61,945	3,037		64,982	64,695	4,239	68,934
Net operating income	106,938	2,325		109,263	107,219	2,295	109,514
Other income and expenses							
Interest and other income	9,088	410		9,498	4,685	241	4,926
Interest expense	(39,203)	(1,008	)	(40,211)	(37,540)	(1,242)	(38,782)
Corporate expenses	(11,714)	54		(11,660)	(12,829)	74	(12,755)
Abandoned transaction (costs) recovery	(12)	_		(12)	2,945	_	2,945
Amortization expense	(730)	(73	)	(803)	(1,610)	(293)	(1,903)
Share of profit from joint ventures	955	(955	)	_	603	(603)	_
Other gains (losses) and (expenses)	(1,063)	(325	)	(1,388)	(3,749)	(34)	(3,783)
(Increase) decrease in value of unit-based compensation	2,247	_		2,247	294	_	294
(Increase) decrease in value of Exchangeable Units	80	_		80	(8)	_	(8)
Increase (decrease) in value of investment properties, net	(434,057)	1,233		(432,824)	(271,048)	(638)	(271,686)
	(474,409)	(664	)	(475,073)	(318,257)	(2,495)	(320,752)
Income (loss) before income taxes	(367,471)	1,661		(365,810)	(211,038)	(200)	(211,238)
Deferred income tax expense (recovery)	(38,281)	17		(38,264)	(6,606)	90	(6,516)
Net income (loss)	\$ (329,190)	\$ 1,644	\$	(327,546) \$	(204,432)	\$ (290) \$	(204,722)
Net income (loss) attributable to:							
Unitholders	\$ (327,546)	\$ <b>—</b>	\$	(327,546) \$	(204,722)	\$ <b>-</b> \$	(204,722)
Non-controlling interest	(1,644)	1,644		_	290	(290)	_
	\$ (329,190)	\$ 1,644	\$	(327,546) \$	(204,432)	\$ (290) \$	(204,722)
Net income (loss) per unit attributable to Unitholders:							
Basic	\$ (1.54)			Ç	(0.95)		
Diluted	\$ (1.53)			ç	(0.95)		

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

#### MANAGEMENT'S DISCUSSION AND ANALYSIS - continued

The following table provides a reconciliation of First Capital's consolidated statements of income (loss) for the nine months ended September 30, 2023 and 2022, as presented in its unaudited interim condensed consolidated financial statements, to its proportionate interest.

Nine months ended September 30				2023				2022
	Consolidated Statements of Income (Loss)	Adjustment for proportionate interest	ı	Proportionate interest (1)	Consolidated Statements of Income (Loss)	Adjustment for proportionate interest	Propo	ortionate terest (1)
Property rental revenue	\$ 516,797	\$ 16,014	\$	532,811	\$ 516,996	\$ 14,956	5 53	31,952
Property operating costs	200,296	10,563		210,859	202,656	11,079	21	13,735
Net operating income	316,501	5,451		321,952	314,340	3,877	31	18,217
Other income and expenses								
Interest and other income	18,457	1,030		19,487	14,395	788	1	15,183
Interest expense	(115,097)	(3,093)		(118,190)	(111,409)	(1,884)	(11	13,293)
Corporate expenses	(42,948)	170		(42,778)	(33,403)	216	(3	33,187)
Abandoned transaction (costs) recovery	(18)	_		(18)	2,892	_		2,892
Amortization expense	(3,310)	(1,784)		(5,094)	(4,351)	(1,913)		(6,264)
Share of profit from joint ventures	3,095	(3,095)		_	188	(188)		_
Other gains (losses) and (expenses)	(1,949)	(379)		(2,328)	(15,011)	(237)	(1	15,248)
(Increase) decrease in value of unit-based compensation	8,157	_		8,157	9,636	_		9,636
(Increase) decrease in value of Exchangeable Units	211	_		211	423	_		423
Increase (decrease) in value of hotel property	3,646	_		3,646	_	_		_
Increase (decrease) in value of investment properties, net	(546,982)	2,973		(544,009)	(378,645)	(645)	(37	79,290)
	(676,738)	(4,178)		(680,916)	(515,285)	(3,863)	(51	19,148)
Income (loss) before income taxes	(360,237)	1,273		(358,964)	(200,945)	14	(20	00,931)
Deferred income tax expense (recovery)	(51,124)	17		(51,107)	1,348	90		1,438
Net income (loss)	\$ (309,113)	\$ 1,256	\$	(307,857)	\$ (202,293)	\$ (76) \$	(20	02,369)
Net income (loss) attributable to:								
Unitholders	\$ (307,857)	\$ _	\$	(307,857)	\$ (202,369)	\$ - 9	(20	02,369)
Non-controlling interest	(1,256)	1,256		_	76	(76)		_
	\$ (309,113)	\$ 1,256	\$	(307,857)	\$ (202,293)	\$ (76) \$	(20	02,369)
Net income (loss) per unit attributable to Unitholders:								
Basic	\$ (1.45)				\$ (0.93)			
Diluted	\$ (1.44)	 			\$ (0.92)	 		

 $<sup>^{\</sup>rm (1)}$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

# FFO, AFFO and ACFO

# **Funds from Operations**

A reconciliation from net income (loss) attributable to Unitholders to FFO can be found in the table below:

	Three	months ende	ed Se	ptember 30	Nin	e months ende	ed Se	ptember 30
		2023		2022		2023		2022
Net income (loss) attributable to Unitholders	\$	(327,546)	\$	(204,722)	\$	(307,857)	\$	(202,369)
Add (deduct):								
(Increase) decrease in value of investment properties (1)		432,824		271,686		544,009		379,290
(Increase) decrease in value of hotel property (1)		_		_		(3,646)		_
Adjustment for equity accounted joint ventures (2)		73		293		1,784		1,913
Adjustment for capitalized interest related to equity accounted joint ventures (2)		931		768		2,649		2,193
Incremental leasing costs (3)		1,738		1,852		5,566		4,862
Amortization expense (4)		2		121		190		376
Transaction costs (5)		_		_		_		572
Distributions on Exchangeable Units (6)		13		8		39		29
Increase (decrease) in value of Exchangeable Units (6)		(80)		8		(211)		(423)
Increase (decrease) in value of unit-based compensation (7)		(2,247)		(294)		(8,157)		(9,636)
Investment property selling costs (1)		1,171		3,371		2,675		4,365
Deferred income taxes (recovery) (1)		(38,264)		(6,516)		(51,107)		1,438
FFO <sup>(8)</sup>	\$	68,615	\$	66,575	\$	185,934	\$	182,610

<sup>(1)</sup> At FCR's proportionate interest.

#### The components of FFO at proportionate interest are as follows:

	Т	hree	months ende	d Se	ptember 30	Nine months ended September 30					
	% change		2023		2022	% change		2023		2022	
Net operating income		\$	109,263	\$	109,514		\$	321,952	\$	318,217	
Interest and other income			9,498		4,926			19,487		15,183	
Interest expense (1)(2)			(39,267)		(38,006)			(115,502)		(111,071)	
Corporate expenses (3)			(9,922)		(10,903)			(37,212)		(28,325)	
Abandoned transaction (costs) recovery			(12)		2,945			(18)		2,892	
Amortization expense (4)			(728)		(1,489)			(3,120)		(3,975)	
Other gains (losses) and (expenses) (5)			(217)		(412)			347		(10,311)	
FFO <sup>(6)</sup>	3.1%	\$	68,615	\$	66,575	1.8%	\$	185,934	\$	182,610	
FFO per diluted unit	4.2%	\$	0.32	\$	0.31	4.1%	\$	0.87	\$	0.83	
Weighted average number of units – diluted (in thousands)	(1.0%)		213,952		216,008	(2.2%)		214,407		219,195	

<sup>(1)</sup> Includes an adjustment to capitalize interest related to FCR's equity accounted joint ventures in accordance with the recommendations of REALPAC.

<sup>(2)</sup> Adjustment related to FCR's equity accounted joint ventures in accordance with the recommendations of REALPAC.

<sup>(3)</sup> Adjustment to capitalize incremental leasing costs in accordance with the recommendations of REALPAC.

<sup>(4)</sup> Adjustment to exclude hotel property amortization in accordance with the recommendations of REALPAC.

<sup>(5)</sup> Adjustment to exclude transaction costs incurred as part of a business combination in accordance with the recommendations of REALPAC.

<sup>(6)</sup> Adjustment to exclude distributions and fair value adjustments on Exchangeable Units in accordance with the recommendations of REALPAC.

<sup>(7)</sup> Adjustment to exclude fair value adjustments on unit-based compensation plans in accordance with the recommendations of REALPAC.

 $<sup>\,^{(8)}\,</sup>$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

<sup>(2)</sup> Adjustment to exclude distributions on Exchangeable Units in accordance with the recommendations of REALPAC.

<sup>(3)</sup> Includes an adjustment to capitalize incremental leasing costs in accordance with the recommendations of REALPAC.

<sup>(4)</sup> Excludes certain amortization expense in accordance with the recommendations of REALPAC.

<sup>(5)</sup> At FCR's proportionate interest, adjusted to exclude investment property selling costs in accordance with the recommendations of REALPAC.

 $<sup>^{\</sup>rm (6)}\,$  Refer to the "Non-IFRS Financial Measures" section of this MD&A.

For the three and nine months ended September 30, 2023, FFO increased \$2.0 million and \$3.3 million, or \$0.01 and \$0.04 per diluted unit, respectively, over the same prior year periods. The increase for the three months ended September 30, 2023 was primarily driven by a year-over-year increase in interest and other income, totaling \$4.6 million (\$0.02 per unit) which includes \$3.8 million recognized as part of a legal settlement. Partially offsetting this income was approximately \$0.9 million of restructuring costs included in corporate expenses. The comparative third quarter 2022 results included a purchase deposit taken into income of approximately \$3.0 million (\$0.01 per unit) included as a recovery in abandoned transaction costs.

The increase for the nine months ended September 30, 2023 was primarily driven by a year-over-year increase in NOI, totaling \$3.7 million (\$0.02 per unit) which includes \$2.7 million lower bad debt expense. In addition, unit repurchases through First Capital's NCIB resulted in a lower weighted average unit count, thus driving a further increase of approximately \$0.02 in FFO per unit.

#### **Adjusted Funds from Operations**

A reconciliation from FFO to AFFO can be found in the table below:

	Т	Three months ended September 30 Nine months ended Se										
	% change		2023		2022	% change		2023		2022		
FFO (1)		\$	68,615	\$	66,575		\$	185,934	\$	182,610		
Add (deduct):												
Revenue sustaining capital expenditures			(4,528)		(7,549)			(16,125)		(16,416)		
Recoverable capital expenditures			(2,948)		(3,092)			(5,861)		(7,357)		
Incremental leasing costs			(1,738)		(1,852)			(5,566)		(4,862)		
Straight-line rent adjustment			(440)		407			394		(213)		
AFFO (1)	8.2%	\$	58,961	\$	54,489	3.3%	\$	158,776	\$	153,762		
AFFO per diluted unit	9.2%	\$	0.28	\$	0.25	5.6%	\$	0.74	\$	0.70		
Weighted average number of units – diluted (in thousands)	(1.0%)		213,952		216,008	(2.2%)		214,407		219,195		

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

For the three and nine months ended September 30, 2023, AFFO increased \$4.5 million and \$5.0 million, or \$0.03 and \$0.04 per diluted unit, respectively, primarily due to higher FFO and lower capital expenditures year-over-year.

#### **Adjusted Cash Flow from Operations**

A reconciliation of cash provided by operating activities to ACFO is presented below:

	Three r	months ende	ed Sep	otember 30	Nine	months ende	d Se	otember 30
		2023		2022		2023		2022
Cash provided by operating activities	\$	41,910	\$	52,810	\$	137,651	\$	174,413
Add (deduct):								
Working capital adjustments (1)		18,621		13,443		48,388		16,486
Adjustment for equity accounted joint ventures		514		795		1,994		1,769
Revenue sustaining capital expenditures		(4,528)		(7,535)		(16,118)		(16,280)
Recoverable capital expenditures		(2,948)		(3,092)		(5,861)		(7,357)
Leasing costs on properties under development		435		462		1,392		1,215
Realized gain (loss) on sale of marketable securities		_		_		_		5,591
Non-controlling interest		1,454		66		(422)		487
ACFO (2)	\$	55,458	\$	56,949	\$	167,024	\$	176,324

<sup>(1)</sup> Working capital adjustments primarily include adjustments for prepaid as well as accrued property taxes as their levels vary considerably over the course of the year as well as certain other adjustments as specified in the most recent REALPAC guidance on ACFO issued in January 2023.

<sup>(2)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

For the three and nine months ended September 30, 2023, ACFO totaled \$55.5 million and \$167.0 million compared to \$56.9 million and \$176.3 million for the same prior year periods, respectively. The \$9.3 million decrease in ACFO for the nine months ended September 30, 2023 was primarily due to a non-recurring \$5.6 million realized gain on sale of marketable securities during the second quarter of 2022, and higher interest expense year-over-year.

#### **ACFO Payout Ratio**

First Capital's ACFO payout ratio for the four quarters ended September 30, 2023 is calculated as follows:

	Twelve months ended September 30, 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
ACFO (1)	\$ <b>226,288</b> \$	55,458 \$	72,789 \$	38,777 \$	59,264
Cash distributions paid	183,972	45,845	45,868	46,125	46,134
ACFO payout ratio (1)	81.3%				

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

First Capital's ACFO payout ratio for the four quarters ended September 30, 2022 is calculated as follows:

	Twelve months ended September 30, 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
ACFO (1)	\$ 237,420 \$	56,949 \$	76,274 \$	43,101 \$	61,096
Cash distributions paid	94,297	23,169	23,707	23,711	23,710
ACFO payout ratio (1)	39.7%				

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

First Capital considers a rolling four quarter payout ratio (cash distributions / ACFO) to be more relevant than a payout ratio in any given quarter due to seasonal fluctuations in ACFO. For the four quarters ended September 30, 2023, the ACFO payout was 81.3% (September 30, 2022 - 39.7%).

#### **Net Asset Value**

The following table provides FCR's calculation of NAV for the nine months ended September 30, 2023 and year ended December 31, 2022:

As at	Se	eptember 30, 2023	December 31, 2022
Unitholders' equity	\$	<b>3,820,718</b> \$	4,279,373
Exchangeable Units		798	1,009
Deferred tax liabilities		715,849	768,158
Net Asset Value (NAV) (1)	\$	<b>4,537,365</b> \$	5,048,540
Units outstanding (2)		212,184	213,578
NAV per unit - diluted <sup>(3)</sup>	\$	21.26 \$	23.48

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

The decrease in NAV per diluted unit from \$23.48 to \$21.26 is primarily driven by a decrease in the fair value of investment property, partially offset by retained FFO for the nine months ended September 30, 2023, an increase in the fair value of hotel property, and the impact of the NCIB.

<sup>(2)</sup> Includes Trust Units and Exchangeable Units.

<sup>(3)</sup> Adjusted for 1.7 million Deferred Units, Restricted Units and Performance Units and 5.6 million unit options outstanding with an average exercise price of \$19.79 (implied option proceeds of \$111.4 million) and the exclusion of the unit-based compensation plan liability.

#### **DISTRIBUTIONS**

Distributions on the Trust Units are declared at the discretion of the Board of Trustees. In determining the annual level or monthly amount of distributions, the Board of Trustees considers many factors including the macro economic and industry specific environment, the impact and duration of the COVID-19 environment and applicable government programs, common industry cash distribution practices, investor expectations, capital market conditions, forecasted cash flows and debt metrics, anticipated capital requirements, estimated taxable income, and the overall financial condition of the Trust.

The Trust does not use net income, as calculated in accordance with IFRS, as the basis to determine the annual distribution rate. Net income is impacted by non-cash adjustments, including fair value changes to investment properties and Exchangeable Units, and is not equivalent to taxable income and therefore is expected to vary from the distributions declared.

On January 12, 2021, First Capital announced a reduction of its monthly distribution to Unitholders from \$0.07167 per unit to \$0.036 per unit, or \$0.432 on an annualized basis. The decrease was effective for First Capital's January 2021 distribution, payable to Unitholders in February 2021. On September 15, 2022, First Capital announced the doubling of the Trust's regular monthly distribution to \$0.072 per unit commencing with the September 2022 distribution.

The following chart specifies distributions declared by First Capital:

	Three	months en	ded Se	ptember 30	Niı	eptember 30		
(in dollars)		2023		2022		2023		2022
Distributions declared per unit	\$	0.216	\$	0.144	\$	0.648	\$	0.360

# SUMMARY OF FINANCIAL RESULTS OF LONG-TERM DEBT GUARANTORS

First Capital's senior unsecured debentures are guaranteed by the wholly owned subsidiaries of the Trust, other than nominee subsidiaries and inactive subsidiaries. All such current and future wholly owned subsidiaries will provide a guarantee of the debentures. In the case of default by First Capital, the indenture trustee will, subject to the indenture, be entitled to seek redress from such wholly owned subsidiaries for the guaranteed obligations in the same manner and upon the same terms that it may seek to enforce the obligations of First Capital. These guarantees are intended to eliminate structural subordination, which arises as a consequence of a significant portion of First Capital's assets being held primarily in two significant subsidiaries.

The following tables present select consolidating summary information for First Capital for the periods identified below presented separately for (i) First Capital (denoted as FCR), as issuer; (ii) guarantor subsidiaries; (iii) non-guarantor subsidiaries; (iv) consolidation adjustments; and (v) the total consolidated amounts.

(millions of dollars)								Three	months en	ided Septem	ber 30
		2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
		FCR (1)		Guaranto	ors <sup>(2)</sup>	Non-Guaranto	rs <sup>(3)</sup> Co	nsolidation Adjus	stments (4)	Total Consolida	ated
Property rental revenue	\$	<b>70</b> \$	70 \$	100	\$ 103 <b>\$</b>	<b>–</b> \$	<b>–</b> \$	(1) \$	(1) \$	<b>169</b> \$	172
NOI (5)	\$	<b>46</b> \$	47 \$	61 9	\$ 60 <b>\$</b>	<b>-</b> \$	<b>-</b> \$	<b>-</b> \$	<b>- \$</b>	<b>107</b> \$	107
Net income (loss) attributable to Unitholders	\$	(328) \$	(205) \$	(101)	(39) \$	(2) \$	<b>–</b> \$	103 \$	39 \$	(328) \$	(205)
(millions of dollars)								Nine	months en	ided Septem	ber 30
		2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
		FCR (1)		Guaranto	ors <sup>(2)</sup>	Non-Guaranto	rs <sup>(3)</sup> Co	nsolidation Adjus	stments (4)	Total Consolida	ated
Property rental revenue	\$	<b>211</b> \$	212 \$	308	308 \$	1 \$	<b>–</b> \$	(3) \$	(3) \$	<b>517</b> \$	517
Property rental revenue NOI (5)	\$ \$	211 \$ 139 \$	212 <b>\$</b> 140 <b>\$</b>	308 S	•	1 \$ 1 \$	- \$ - \$	(3) \$ (2) \$	(3) <b>\$</b> (1) <b>\$</b>	<b>517</b> \$ <b>317</b> \$	517 314

(millions of dollars)  As at September												
		FCR (1)	Guarantors <sup>(2)</sup>	Non-Guarantors (3)	Consolidation Adjustments <sup>(4)</sup>	Total Consolidated						
Current assets	\$	853 \$	(182) \$	116	(116) \$	671						
Non-current assets	\$	(1,516) \$	11,069 \$	166	(1,226) \$	8,493						
Current liabilities	\$	1,094 \$	97 \$	1 5	(1) \$	1,191						
Non-current liabilities	\$	3,111 \$	986 \$	71 :	\$ (75) \$	4,093						

(millions of dollars)			As at Dec	ember 31, 2022		
	FCR (1)	Guarantors <sup>(2)</sup>	Non-Guarantors (3)	Consolidation Adjustments <sup>(4)</sup>	Total Consolidated	
Current assets	\$ 700 \$	(223) \$	116 \$	(120) \$	473	
Non-current assets	\$ (1,349) \$	11,456 \$	130 \$	(1,128) \$	9,109	
Current liabilities	\$ 698 \$	98 \$	<b>-</b> \$	2 \$	798	
Non-current liabilities	\$ 3,485 \$	969 \$	50 \$	(55) \$	4,449	

<sup>(1)</sup> This column represents FCR and all of its subsidiaries; FCR's subsidiaries are presented under the equity method.

# RELATED PARTY TRANSACTIONS

#### Subsidiaries of the Trust

The unaudited interim condensed consolidated financial statements include the financial statements of First Capital Real Estate Investment Trust and all of its subsidiaries, including First Capital Realty Inc., First Capital REIT Limited Partnership and First Capital Holdings Trust. First Capital Realty Inc. and First Capital Holdings Trust are the significant subsidiaries of the Trust and are wholly owned.

# **SUBSEQUENT EVENTS**

#### **Unsecured Bank Term Loan**

On October 20, 2023, First Capital secured funding of a \$150.0 million unsecured bank term loan ("term loan") due October 20, 2026 with extension options in favour of the Trust for an additional two years, to October 20, 2028. Concurrent with funding, the Trust entered into a swap to convert the 5-year term loan to a fixed rate of 5.985% per annum. The net proceeds of the offering were applied towards the repayment of the maturing Series "Q" senior unsecured debentures on October 30, 2023.

# Redemption of \$300 million of 3.90% Series Q Senior Unsecured Debentures

On October 30, 2023, upon maturity, First Capital repaid its 3.90% Series Q Senior Unsecured Debentures in the amount of \$300.0 million.

#### **Credit Facilities**

On October 31, 2023, First Capital's \$250.0 million unsecured revolving operating facility matured, and the Trust arranged a new \$100.0 million unsecured revolving operating facility maturing on April 20, 2025. On October 27, 2023 the Trust also increased its existing \$100.0 million unsecured revolving operating facility maturing on August 31, 2024 to an authorized amount of \$150.0 million and extended the maturity date by one year to August 31, 2025.

<sup>(2)</sup> This column represents the aggregate of all Guarantor subsidiaries.

<sup>(3)</sup> This column represents the aggregate of all Non-Guarantor subsidiaries.

<sup>(4)</sup> This column includes the necessary amounts to eliminate the inter-company balances between FCR, the Guarantors, and Non-Guarantors to arrive at the information for FCR on a consolidated basis.

<sup>(5)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

# QUARTERLY FINANCIAL INFORMATION

			2023				20	)22					2021
(unit counts in thousands)	Q3		Q2	Q1		Q4	Q3		Q2		Q1		Q4
Property rental revenue	\$ 168,883	\$	171,904	\$ 176,010	\$	176,100	\$ 171,914	\$	172,606	\$	172,476	\$	170,197
Net operating income (1)	\$ 106,938	\$	106,510	\$ 103,053	\$	111,159	\$ 107,219	\$	106,141	\$	100,980	\$	105,918
Net income (loss) attributable to Unitholders	\$ (327,546)	\$	(29,049)	\$ 48,738	\$	42,372	\$ (204,722)	\$	(42,102)	\$	44,455	\$	28,629
Net income (loss) per unit attributable to Unitholders:													
Basic	\$ (1.54)	\$	(0.14)	\$ 0.23	\$	0.20	\$ (0.95)	\$	(0.19)	\$	0.20	\$	0.13
Diluted	\$ (1.53)	\$	(0.14)	\$ 0.23	\$	0.20	\$ (0.95)	\$	(0.19)	\$	0.20	\$	0.13
FFO (1)	\$ 68,615	\$	63,784	\$ 53,535	\$	80,545	\$ 66,575	\$	61,241	\$	54,794	\$	60,829
FFO per diluted unit (1)	\$ 0.32	\$	0.30	\$ 0.25	\$	0.37	\$ 0.31	\$	0.28	\$	0.25	\$	0.28
Weighted average number of diluted units outstanding	213,952		214,056	215,262		215,098	216,008		220,812		220,906		220,929
Cash provided by operating activities	\$ 41,910	\$	67,022	\$ 28,719	\$	76,808	\$ 52,810	\$	62,305	\$	59,298	\$	83,575
AFFO (1)	\$ 58,961	\$	55,897	\$ 43,918	\$	72,454	\$ 54,489	\$	51,719	\$	47,554	\$	52,867
AFFO per diluted unit (1)	\$ 0.28	\$	0.26	\$ 0.20	\$	0.34	\$ 0.25	\$	0.23	\$	0.22	\$	0.24
ACFO (1)	\$ 55,458	\$	72,789	\$ 38,777	\$	59,264	\$ 56,949	\$	76,274	\$	43,101	\$	61,096
Distribution declared per unit	\$ 0.216	\$	0.216	\$ 0.216	\$	0.216	\$ 0.144	\$	0.108	\$	0.108	\$	0.108
Total assets	\$ 9,163,855	\$ !	9,596,650	\$ 9,641,604	\$	9,581,938	\$ 9,829,570	\$1	0,057,358	\$1	.0,194,026	\$1	0,109,074
Total mortgages and credit facilities	\$ 2,353,650	\$ :	2,349,517	\$ 2,343,579	\$	2,245,104	\$ 2,225,576	\$	2,212,870	\$	2,280,587	\$ 2	2,072,952
Unitholders' equity	\$ 3,820,718	\$ 4	4,194,618	\$ 4,268,128	\$ -	4,279,373	\$ 4,291,030	\$	4,542,689	\$	4,665,001	\$ 4	4,620,942
Other													
Number of neighbourhoods	143		144	145		145	145		147		148		146
GLA - at 100% (in thousands)	22,307		22,334	22,322		22,216	22,213		22,339		22,456		22,485
GLA - at ownership interest (in thousands)	19,400		19,425	19,415		19,325	19,326		19,501		19,619		19,657
Monthly average occupancy %	95.8%		96.0%	95.8%		95.6%	95.5%		95.4%		95.7%		96.0%
Total portfolio occupancy %	95.9%		95.9%	96.2%		95.8%	95.7%		95.6%		95.5%		96.1%

<sup>(1)</sup> Refer to the "Non-IFRS Financial Measures" section of this MD&A.

# CRITICAL ACCOUNTING ESTIMATES

First Capital's unaudited interim condensed consolidated financial statements for the three and nine months ended September 30, 2023 and 2022 have been prepared in accordance with IAS 34, "Interim Financial Reporting" as issued by the International Accounting Standards Board. The unaudited interim condensed consolidated financial statements have been prepared by applying the same accounting policies and methods of computation as compared with the most recent audited annual consolidated financial statements except as noted in Note 2(b) of the interim condensed consolidated financial statements.

First Capital's 2022 Annual Report contains a discussion of the significant accounting policies most affected by estimates and judgments used in the preparation of the consolidated financial statements, being the accounting policies relating to estimates of fair values of investment properties, valuation of financial instruments both for disclosure and measurement purposes, and estimating deferred tax assets and liabilities. Management determined that as at September 30, 2023, there is no change to the assessment of the significant accounting policies most affected by estimates and judgments as detailed in FCR's 2022 Annual Report.

#### **Accounting Policy Changes**

Refer to Note 2(b) of the unaudited interim condensed consolidated financial statements for the three and nine months ended September 30, 2023 for details on the impact of accounting policy changes.

The IASB has issued amendments to existing standards. These changes are not yet adopted by First Capital and could have an impact on future periods. These changes are described in detail below:

#### Interest Rate Benchmark Reform - Phase 2: Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16

The International Accounting Standards Board ("IASB") has provided relief in two phases to address accounting issues that may arise from market-wide reform of an interest rate benchmark. Entities should be aware of the potential financial reporting implications of the Canadian Dollar Offered Rate ("CDOR") transition, including but not limited to:

- (i) Accounting for modifications of CDOR based contracts, and applying, when possible, the "economically equivalent" practical expedient
- (ii) Assessing at inception of a hedge if the Canadian Overnight Repo Rate Average ("CORRA") is an eligible risk component, when it is not contractually specified in the hedged item
- (iii) Demonstrating whether CORRA is an eligible risk component of the prime rate when designating CORRA as the hedged risk in a prime-rate instrument
- (iv) Evaluating whether instruments indexed to CORRA should be disclosed as being at level 2 or level 3 in the fair value hierarchy disclosure
- (v) Providing additional disclosures, including: the nature and extent of CDOR exposures, how financial performance risks are managed, and the progress of the entity in completing the transition

Management is assessing the impact on the consolidated financial statements of First Capital. First Capital intends to use the practical expedients in future periods as they become applicable.

#### CONTROLS AND PROCEDURES

As at September 30, 2023, the Chief Executive Officer and the Chief Financial Officer of First Capital, with the assistance of other staff and Management of FCR to the extent deemed necessary, have designed FCR's disclosure controls and procedures to provide reasonable assurance that information required to be disclosed in the various reports filed or submitted by FCR under securities legislation is recorded, processed, summarized and reported accurately and have designed internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

In the design of its internal controls over financial reporting, First Capital used the 2013 framework published by the Committee of Sponsoring Organizations of the Treadway Commission.

First Capital did not make any changes in its internal controls over financial reporting during the quarter ended September 30, 2023 that have had, or are reasonably likely to have, a material effect on FCR's internal controls over financial reporting. On an ongoing basis, FCR will continue to analyze its controls and procedures for potential areas of improvement.

Management does recognize that any controls and procedures, no matter how well designed and operated, can only provide reasonable assurance and not absolute assurance of achieving the desired control objectives. In the unforeseen event that lapses in the disclosure controls and procedures or internal controls over financial reporting occur and/or mistakes happen, First Capital intends to take the necessary steps to minimize the consequences thereof.

#### RISKS AND UNCERTAINTIES

First Capital, as an owner of income-producing properties and development properties, is exposed to numerous business risks in the normal course of its business that can impact both short- and long-term performance. Income-producing and development properties are affected by general economic conditions and local market conditions such as oversupply of similar properties or a reduction in tenant demand. It is the responsibility of Management, under the supervision of the

#### MANAGEMENT'S DISCUSSION AND ANALYSIS - continued

Board of Trustees, to identify and, to the extent possible, mitigate or minimize the impact of all such business risks. The major categories of risk First Capital encounters in conducting its business and some of the actions it takes to mitigate these risks are included in its MD&A for the year ended December 31, 2022, as well as its most current Annual Information Form, which provides a detailed description of these and other risks that may affect FCR. These documents are available on SEDAR+ at www.sedarplus.ca and on FCR's website at www.fcr.ca.



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# INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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# **Interim Condensed Consolidated Balance Sheets**

As at		Septe	mber 30, 2023	Dece	mber 31, 2022
(thousands of dollars)	Note		(unaudited)		(audited)
ASSETS					
Non-current Assets					
Real Estate Investments					
Investment properties	3	\$	7,946,894	\$	8,485,361
Investment in joint ventures	4		359,441		357,122
Hotel property	5		_		45,300
Loans, mortgages and other assets	6		141,865		168,650
Total real estate investments			8,448,200		9,056,433
Other non-current assets	8		44,820		52,132
Total non-current assets			8,493,020		9,108,565
Current Assets					
Cash and cash equivalents	25(d)		193,488		32,694
Loans, mortgages and other assets	6		40,003		43,481
Residential development inventory			186,645		157,883
Amounts receivable	7		24,995		25,970
Other assets	8		44,462		25,618
			489,593		285,646
Assets classified as held for sale	3(d)		181,242		187,727
Total current assets			670,835		473,373
Total assets		\$	9,163,855	\$	9,581,938
LIABILITIES					
Non-current Liabilities					
Mortgages	10	\$	1,190,401	\$	1,095,724
Credit facilities	10		781,011		880,213
Senior unsecured debentures	11		1,298,772		1,598,989
Other liabilities	12		105,906		104,798
Deferred tax liabilities			717,080		769,388
Total non-current liabilities			4,093,170		4,449,112
Current Liabilities					, ,
Bank indebtedness	10		_		1,594
Mortgages	10		143,688		31,637
Credit facilities	10		225,657		224,401
Senior unsecured debentures	11		600,164		299,835
Exchangeable Units	13		798		1,009
Accounts payable and other liabilities	12		207,321		225,926
1 /			1,177,628		784,402
Mortgages classified as held for sale	3(d), 10		12,893		13,129
Total current liabilities	-(-)/		1,190,521		797,531
Total liabilities			5,283,691		5,246,643
EQUITY			-,,		-,,0
Unitholders' equity	14		3,820,718		4,279,373
Non-controlling interest	24		59,446		55,922
	<del>-</del> •		,		
Total equity			3,880,164		4,335,295

Refer to accompanying notes to the unaudited interim condensed consolidated financial statements.

Approved by the Board of Trustees:

Junland

lan Clarke, Adam E. Paul, Trustee Trustee

# **Interim Condensed Consolidated Statements of Income (Loss)**

(unaudited)		Thre	ee months end	ded Se	eptember 30	Ni	ne months end	ded S	eptember 30
(thousands of dollars)	Note		2023		2022		2023		2022
Property rental revenue		\$	168,883	\$	171,914	\$	516,797	\$	516,996
Property operating costs			61,945		64,695		200,296		202,656
Net operating income	16		106,938		107,219		316,501		314,340
Other income and expenses									
Interest and other income	17		9,088		4,685		18,457		14,395
Interest expense	18		(39,203)		(37,540)		(115,097)		(111,409)
Corporate expenses	19		(11,714)		(12,829)		(42,948)		(33,403)
Abandoned transaction (costs) recovery			(12)		2,945		(18)		2,892
Amortization expense			(730)		(1,610)		(3,310)		(4,351)
Share of profit (loss) from joint ventures	4		955		603		3,095		188
Other gains (losses) and (expenses)	20		(1,063)		(3,749)		(1,949)		(15,011)
(Increase) decrease in value of unit-based compensation	15		2,247		294		8,157		9,636
(Increase) decrease in value of Exchangeable Units	13		80		(8)		211		423
Increase (decrease) in value of hotel property	5		_		_		3,646		_
Increase (decrease) in value of investment properties, net	3		(434,057)		(271,048)		(546,982)		(378,645)
			(474,409)		(318,257)		(676,738)		(515,285)
Income (loss) before income taxes			(367,471)		(211,038)		(360,237)		(200,945)
Deferred income tax expense (recovery)	21		(38,281)		(6,606)		(51,124)		1,348
Net income (loss)		\$	(329,190)	\$	(204,432)	\$	(309,113)	\$	(202,293)
Net income (loss) attributable to:									
Unitholders	14	\$	(327,546)	\$	(204,722)	\$	(307,857)	\$	(202,369)
Non-controlling interest	24		(1,644)		290		(1,256)		76
		\$	(329,190)	\$	(204,432)	\$	(309,113)	\$	(202,293)

 $\label{lem:condensed} \textit{Refer to accompanying notes to the unaudited interim condensed consolidated financial statements}.$ 

# Interim Condensed Consolidated Statements of Comprehensive Income (Loss)

(unaudited)		Three months ended September 30				Nine months ended September 30			
(thousands of dollars)	Note		2023		2022		2023		2022
Net income (loss)		\$	(329,190)	\$	(204,432)	\$	(309,113)	\$	(202,293)
Other comprehensive income (loss)									
Unrealized gain (loss) on revaluation of hotel property (1)	5		_		_		10,669		_
Reclassification of net (gain) loss on revaluation of hotel property to retained earnings	5		_		_		(10,669)		_
Unrealized gain (loss) on cash flow hedges (2)			(404)		7,137		(5,122)		60,689
Reclassification of net (gains) losses on cash flow hedges to net income			984		673		2,875		2,343
			580		7,810		(2,247)		63,032
Deferred tax expense (recovery)	21		226		3,045		(876)		24,582
Other comprehensive income (loss)			354		4,765		(1,371)		38,450
Comprehensive income (loss)		\$	(328,836)	\$	(199,667)	\$	(310,484)	\$	(163,843)
Comprehensive income (loss) attributable to:									
Unitholders	14	\$	(327,192)	\$	(199,957)	\$	(309,228)	\$	(163,919)
Non-controlling interest	24		(1,644)		290		(1,256)		76
		\$	(328,836)	\$	(199,667)	\$	(310,484)	\$	(163,843)

 $<sup>^{\</sup>left(1\right)}$  Item that will not be reclassified to net income (loss).

Refer to accompanying notes to the unaudited interim condensed consolidated financial statements.

 $<sup>\</sup>ensuremath{^{(2)}}$  Items that may subsequently be reclassified to net income (loss).

# **Interim Condensed Consolidated Statements of Changes in Equity**

(unaudited) (thousands of dollars)	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Trust Units	Total Unitholders' Equity	Non- Controlling Interest	Total Equity
(thousands of donars)	Larinigs	meome (2033)	(Note 14(a))	Equity	interest	Equity
December 31, 2022	\$ 1,445,238	14,496		\$ 4,279,373	\$ 55,922	\$ 4,335,295
Changes during the period:						
Net income (loss)	(307,857)	_	_	(307,857)	(1,256)	(309,113)
Repurchase of Trust Units (Note 14(a))	(3,354)	_	(22,339)	(25,693)	_	(25,693)
Options, deferred units, restricted units, and performance units, net	_	_	5,099	5,099	_	5,099
Other comprehensive income (loss)	_	9,298	_	9,298	_	9,298
Contributions from (distributions to) non- controlling interest, net	_	_	_	_	4,780	4,780
Disposal of Hotel Property (Note 5)	8,905	(10,669)	_	(1,764)	_	(1,764)
Distributions (Note 14(b))	(137,738)	_	_	(137,738)	_	(137,738)
September 30, 2023	\$ 1,005,194	13,125	\$ 2,802,399	\$ 3,820,718	\$ 59,446	\$ 3,880,164
(unaudited) (thousands of dollars)	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Trust Units	Total Unitholders' Equity	Non- Controlling Interest	Total Equity
	. 0-		(Note 14(a))	47		1. 7
December 31, 2021	\$ 1,741,489	(18,818)	\$ 2,898,271	\$ 4,620,942	\$ 48,140	\$ 4,669,082
Changes during the period:						
Net income (loss)	(202,369)	_	_	(202,369)	76	(202,293)
Conversion of Exchangeable Units (Note 13)	_	_	617	617	_	617
Repurchase of Trust Units (Note 14(a))	(11,749)	_	(79,790)	(91,539)	_	(91,539)
Options, deferred units, restricted units, and performance units, net	_	_	3,000	3,000	_	3,000
Other comprehensive income (loss)	_	38,450	_	38,450	_	38,450
Contributions from (distributions to) non- controlling interest, net	_	_	_	_	7,292	7,292
Distributions (Note 14(b))	(78,071)	_	_	(78,071)	_	(78,071)
· · · · · · · · · · · · · · · · · · ·	\$ 1,449,300	· · · · · · · · · · · · · · · · · · ·			\$ 55,508	\$ 4,346,538

Refer to accompanying notes to the unaudited interim condensed consolidated financial statements.

# **Interim Condensed Consolidated Statements of Cash Flows**

(unaudited)	Т	hree months en	ded Septembe	30	Nin	e months end	ded Se	ptember 30
(thousands of dollars)	Note	2023	2	022		2023		2022
OPERATING ACTIVITIES								
Net income (loss)	\$	(329,190)	\$ (204,	132)	\$	(309,113)	\$	(202,293)
Adjustments for:								
(Increase) decrease in value of investment properties, net	3	434,057	271,	048		546,982		378,645
(Increase) decrease in value of hotel property	5	_		_		(3,646)		_
Interest expense	18	39,203	37,	540		115,097		111,409
Amortization expense		730	1,	510		3,310		4,351
Share of (profit) loss of joint ventures	4	(955)	(	503)		(3,095)		(188)
Cash interest paid associated with operating activities	18	(45,463)	(41,	560)		(117,763)		(116,427)
Items not affecting cash and other items	25(a)	(37,487)	(4	145)		(50,015)		11,222
Net changes in other working capital items	25(b)	(18,985)	(10,	248)		(44,106)		(12,306)
Cash provided by (used in) operating activities		41,910	52,	310		137,651		174,413
FINANCING ACTIVITIES								
Mortgage borrowings, net of financing costs	10	_		_		232,595		79,779
Mortgage principal instalment payments	10	(9,045)	(7,	905)		(26,612)		(22,972)
Mortgage repayments	10	_		_		_		(13,338)
Credit facilities, net advances (repayments)	10	5,687	22,	098		(102,877)		119,451
Repayment of senior unsecured debentures	11	_		_		_		(200,000)
Settlement of hedges		_		_		(4,990)		13,451
Repurchase of Trust Units	14(a)	(2,013)	(20,	756)		(25,693)		(91,539)
Issuance of Trust Units, net of issue costs		_		_		_		116
Payment of distributions		(45,845)	(23,	169)		(137,838)		(70,587)
Net contributions from (distributions to) non-controlling interest	24	165		_		4,780		7,292
Cash provided by (used in) financing activities		(51,051)	(29,	732)		(60,635)		(178,347)
INVESTING ACTIVITIES								
Acquisition of investment properties	3(c)	(370)	(25,	548)		(71,253)		(60,502)
Disposition of Hotel property, net of selling costs	5	_		_		102,775		_
Net proceeds from property dispositions	3(d)	105,333	74,	934		119,060		88,690
Net proceeds from sale of joint ventures	4	-		_		4,081		_
Distributions from joint ventures	4	1,214	1,	535		3,380		3,629
Contributions to joint ventures	4	(4,126)	(3,	326)		(5,678)		(11,915)
Capital expenditures on investment properties	3(a)	(34,409)	(40,	002)		(102,996)		(92,178)
Changes in investing-related prepaid expenses and other liabilities		(942)	8,	330		(19,581)		55,181
Changes in loans, mortgages and other assets	25(c)	(2,767)	(44,	534)		53,990		15,306
Cash provided by (used in) investing activities		63,933	(28,	011)		83,778		(1,789)
Net increase (decrease) in cash and cash equivalents		54,792	(4,	933)		160,794		(5,723)
Cash and cash equivalents, beginning of period		138,696	33,	909		32,694		34,699
Cash and cash equivalents, end of period	25(d) \$	193,488	\$ 28,	976	\$	193,488	\$	28,976

 $Refer\ to\ accompanying\ notes\ to\ the\ unaudited\ interim\ condensed\ consolidated\ financial\ statements.$ 

## Notes to the Interim Condensed Consolidated Financial Statements

## 1. DESCRIPTION OF THE TRUST

First Capital Real Estate Investment Trust ("First Capital", "FCR", or the "Trust") is an unincorporated, open-ended mutual fund trust governed by the laws of Ontario, Canada, and established pursuant to a declaration of trust dated October 16, 2019, as may be amended from time to time (the "Declaration of Trust"). First Capital owns, operates and develops grocery-anchored, open-air centres in neighbourhoods with the strongest demographics in Canada. The Trust is listed on the Toronto Stock Exchange ("TSX") under the symbol "FCR.UN", and its head office is located at 85 Hanna Avenue, Suite 400, Toronto, Ontario, M6K 3S3.

## 2. SIGNIFICANT ACCOUNTING POLICIES

## (a) Statement of compliance

These unaudited interim condensed consolidated financial statements have been prepared in accordance with IAS 34, "Interim Financial Reporting" as issued by the International Accounting Standards Board ("IASB"), and as such, do not include all of the disclosures that would be included in audited annual consolidated financial statements. These unaudited interim condensed consolidated financial statements should be read in conjunction with First Capital's audited annual consolidated financial statements for the years ended December 31, 2022 and 2021.

## (b) Basis of presentation

These unaudited interim condensed consolidated financial statements are prepared on a going concern basis and have been presented in Canadian dollars rounded to the nearest thousand, unless otherwise indicated. These unaudited interim condensed consolidated financial statements have been prepared by applying the same accounting policies, assessments of estimates and judgments, and methods of computation as compared with the most recent audited annual consolidated financial statements except as indicated below.

## Amendments to IAS 1, Presentation of Financial Statements - Classification of Liabilities as Current or Non-Current

Effective January 1, 2023, the IASB issued amendments to IAS 1 to clarify the requirements for classifying liabilities as current or non-current. The amendments clarify the classification of liabilities as current or non-current based on rights that are in existence at the end of the reporting period and unaffected by expectations about whether an entity will exercise its right to defer settlement of a liability. The amendments also clarify the definition of "settlement" of a liability.

The amendments had no material impact on the consolidated financial statements of First Capital.

## Amendments to IAS 8, Definition of Accounting Estimates

Effective January 1, 2023, the IASB issued amendments to IAS 8 to introduce a definition of "Accounting Estimates". The amendments clarify the distinction between changes in accounting estimates and accounting policies as well as the correction of errors. Additionally, the IASB clarifies how entities use measurement techniques and inputs to develop accounting estimates.

The amendments had no material impact on the consolidated financial statements of First Capital.

#### Amendments to IAS 1 and IFRS Practice Statement 2

Effective January 1, 2023, the IASB issued amendments to IAS 1 and IFRS Practice Statement 2 Making Materiality Judgements, in which it provides guidance and examples to help entities apply materiality judgements to accounting policy disclosures. The amendments aim to help entities provide accounting policy disclosures that are more useful by replacing the requirement for entities to disclose their "significant" accounting policies with a requirement to disclose their "material" accounting policies. In addition, the IASB has provided guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures.

The amendments had no material impact on the consolidated financial statements of First Capital.

## (c) Future Changes in Accounting Policies

## Interest Rate Benchmark Reform - Phase 2: Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16

The International Accounting Standards Board ("IASB") has provided relief in two phases to address accounting issues that may arise from market-wide reform of an interest rate benchmark. Entities should be aware of the potential financial reporting implications of the Canadian Dollar Offered Rate ("CDOR") transition, including but not limited to:

- (i) Accounting for modifications of CDOR based contracts, and applying, when possible, the "economically equivalent" practical expedient
- (ii) Assessing at inception of a hedge if the Canadian Overnight Repo Rate Average ("CORRA") is an eligible risk component, when it is not contractually specified in the hedged item
- (iii) Demonstrating whether CORRA is an eligible risk component of the prime rate when designating CORRA as the hedged risk in a prime-rate instrument
- (iv) Evaluating whether instruments indexed to CORRA should be disclosed as being at level 2 or level 3 in the fair value hierarchy disclosure
- (v) Providing additional disclosures, including: the nature and extent of CDOR exposures, how financial performance risks are managed, and the progress of the entity in completing the transition

Management is assessing the impact on the consolidated financial statements of First Capital. First Capital intends to use the practical expedients in future periods as they become applicable.

## (d) Approval of unaudited interim condensed consolidated financial statements

These unaudited interim condensed consolidated financial statements were approved by the Board of Trustees and authorized for issue on October 31, 2023.

## 3. INVESTMENT PROPERTIES

## (a) Activity

The following tables summarize the changes in First Capital's investment properties for the nine months ended September 30, 2023 and year ended December 31, 2022:

	Nine months ended September 30, 2					
		Income-Producing Properties		Properties under Construction	Density & Development Land	Total
Balance at beginning of year	\$	8,213,224	\$	89,029	\$ 325,535	\$ 8,627,788
Acquisitions		57,087		_	15,740	72,827
Capital expenditures		41,871		40,329	20,796	102,996
Developments transferred offline / online, net		(4,477)		(48,771)	53,248	_
Increase (decrease) in value of investment properties, net		(582,822)		(5,308)	41,148	(546,982)
Straight-line rent and other changes		(162)		_	_	(162)
Dispositions		(26,331)		_	(102,000)	(128,331)
Balance at end of period	\$	7,698,390	\$	75,279	\$ 354,467	\$ 8,128,136
Investment properties	\$	7,612,723	\$	75,279	\$ 258,892	\$ 7,946,894
Assets classified as held for sale		85,667		_	95,575	181,242
Total	\$	7,698,390	\$	75,279	\$ 354,467	\$ 8,128,136

			Year ended I	December 31, 2022
	Income-Producing Properties	Properties under Construction	Density & Development Land	Total
Balance at beginning of year	\$ 8,769,927 \$	16,021 \$	340,891	\$ 9,126,839
Acquisitions	33,802	_	29,996	63,798
Capital expenditures	71,912	27,583	25,513	125,008
Developments transferred offline / online, net	(21,525)	39,474	(17,949)	_
Increase (decrease) in value of investment properties, net	(403,139)	5,951	(12,528)	(409,716)
Straight-line rent and other changes	(738)	_	_	(738)
Dispositions	(237,015)	_	(40,388)	(277,403)
Balance at end of year	\$ 8,213,224 \$	89,029 \$	325,535	\$ 8,627,788
Investment properties	\$ 8,153,397 \$	89,029 \$	242,935	\$ 8,485,361
Assets classified as held for sale (1)	59,827	_	82,600	142,427
Total	\$ 8,213,224 \$	89,029 \$	325,535	\$ 8,627,788

<sup>(1)</sup> See Note 5 Hotel Property for additional assets classified as held for sale.

Investment properties with a fair value of \$2.9 billion (December 31, 2022 - \$2.3 billion) are pledged as security for \$1.5 billion (December 31, 2022 - \$1.2 billion) in mortgages and secured credit facilities.

## (b) Investment property valuation

Stabilized overall capitalization, terminal, and discount rates for investment properties valued under the Income Approach are set out in the table below:

As at	September 30, 2023	December 31, 2022
Weighted Average Total		
Overall Capitalization Rate	5.6%	5.2%
Terminal Capitalization Rate	5.7%	5.4%
Discount Rate	6.4%	5.9%

The majority of the Trust's portfolio is valued under the Income Approach using the discounted cash flow ("DCF") method. As at September 30, 2023, the weighted average valuation yields (stabilized overall capitalization, terminal capitalization, and discount rates) used in valuing those investment properties under the Income Approach increased from December 31, 2022.

During the third quarter of 2023, as part of its normal course internal valuations, the Trust made revisions to capitalization and discount rates to reflect current market conditions and rising interest rates. As a result, an overall decrease in the value of investment properties was recorded in the amount of \$434.1 million (\$432.8 million at FCR's share) for the three months ended September 30, 2023. For the nine months ended September 30, 2023, an overall decrease in the value of investment properties was recorded in the amount of \$547.0 million (\$544.0 million at FCR's share).

The sensitivity of the fair values of investment properties to stabilized overall capitalization rates as at September 30, 2023 is set out in the table below:

As at September 30, 2023	(millions of dolla	ırs)
(Decrease) Increase in stabilized overall capitalization rate	Resulting increase (decrease) in farate value of investment properties	
(1.00%)	\$ 1,7-	 42
(0.75%)	\$ 1,2	39
(0.50%)	\$ 75	85
(0.25%)	\$ 3	74
0.25%	\$ (3-	42)
0.50%	\$ (6	56)
0.75%	\$ (9	45)
1.00%	\$ (1,2	12)

Additionally, a 1% increase or decrease in stabilized net operating income ("SNOI") would result in a \$80 million increase or a \$80 million decrease, respectively, in the fair value of investment properties. SNOI is not a measure defined by IFRS. SNOI reflects stable property operations, assuming a certain level of vacancy, capital and operating expenditures required to maintain a stable occupancy rate. The average vacancy rates used in determining SNOI for non-anchor tenants generally range from 2% to 5%. A 1% increase in SNOI coupled with a 0.25% decrease in the stabilized capitalization rate would result in an increase in the fair value of investment properties of \$458 million, and a 1% decrease in SNOI coupled with a 0.25% increase in the stabilized capitalization rate would result in a decrease in the fair value of investment properties of \$418 million.

## (c) Investment properties - Acquisitions

For the three and nine months ended September 30, 2023 and 2022, First Capital acquired investment properties as follows:

	Three months ended September 30		Nine months ended	September 30
	2023	2022	2023	2022
Total purchase price, including acquisition costs	\$ <b>1,944</b> \$	25,548 <b>\$</b>	<b>72,827</b> \$	60,502
Settlement of loans receivable on acquisition	(1,574)	_	(1,574)	_
Total cash paid	\$ <b>370</b> \$	25,548 \$	<b>71,253</b> \$	60,502

#### (d) Assets classified as held for sale and dispositions

First Capital has certain assets classified as held for sale. These assets typically include a mix of properties where FCR's value-enhancing objectives have been achieved or those that are considered to be non-core to the business, and are as follows:

As at	Sep	tember 30, 2023	[	December 31, 2022
Aggregate fair value (1)	\$	181,242	\$	142,427
Mortgages secured by assets classified as held for sale	\$	12,893	\$	13,129
Weighted average effective interest rate of mortgages secured by assets classified as held for sale		2.8%		2.8%

 $<sup>^{(1)}</sup>$  See Note 5 Hotel Property for additional assets classified as held for sale.

The increase of \$38.8 million in assets classified as held for sale from December 31, 2022, primarily arose from the addition of new investment properties classified as held for sale partially offset by dispositions, in line with First Capital's Enhanced Capital Allocation and Portfolio Optimization Plan.

For the three and nine months ended September 30, 2023 and 2022, First Capital sold investment properties as follows:

	Thr	Three months ended September 30			Nine months ended September 30		
		2023	2022	2023	2022		
Total selling price	\$	<b>114,302</b> \$	83,305 \$	<b>128,331</b> \$	98,055		
Vendor take-back mortgage on sale		(7,800)	(5,000)	(7,800)	(5,000)		
Property selling costs		(1,169)	(3,371)	(1,471)	(4,365)		
Net cash proceeds (payments)	\$	<b>105,333</b> \$	74,934 \$	<b>119,060</b> \$	88,690		

## 4. INVESTMENT IN JOINT VENTURES

As at September 30, 2023, First Capital had interests in eight joint ventures that it accounts for using the equity method. First Capital's joint ventures are as follows:

			Effective Ownership	
Name of Entity	Name of Property/Business Activity	Location	September 30, 2023	December 31, 2022
Aukland and Main Developments LP	Station Place	Toronto, ON	35.4%	35.4%
College Square General Partnership	College Square	Ottawa, ON	50.0%	50.0%
Edenbridge Kingsway (Humbertown)	Humbertown Condos (Phase 1)	Toronto, ON	50.0%	50.0%
Fashion Media Group GP Ltd.	Toronto Fashion Week events	Toronto, ON	78.0%	78.0%
FC Urban Properties, LP	199 Avenue Rd.	Toronto, ON	20.0%	20.0%
Green Capital Limited Partnership	Royal Orchard	Markham, ON	50.0%	50.0%
Lakeshore Development LP	2150 Lake Shore Blvd. W.	Toronto, ON	50.0%	50.0%
Hazelton Food Services Partnership (1)	116 Yorkville Ave. (ONE restaurant)	Toronto, ON	-%	50.0%
Stackt Properties LP	Shipping Container marketplace	Toronto, ON	94.0%	94.0%

<sup>(1)</sup> During the second quarter of 2023, the Trust disposed of its 50% interest of the partnership units in the ONE Restaurant located in the Hazelton Hotel.

First Capital has determined that these investments are joint ventures as all decisions regarding their activities are made unanimously between First Capital and its partners.

The following table reconciles the changes in First Capital's interests in its equity accounted joint ventures for the nine months ended September 30, 2023 and year ended December 31, 2022:

			Danambar 31, 2022
	26	ptember 30, 2023	December 31, 2022
Balance at beginning of year	\$	357,122	\$ 349,488
Contributions to equity accounted joint ventures		5,678	12,491
Distributions from equity accounted joint ventures		(3,380)	(4,658)
Disposition of equity accounted joint venture		(3,074)	_
Share of income (loss) from equity accounted joint ventures		3,095	(199)
Balance at end of period	\$	359,441	\$ 357,122

On January 1, 2022, the Trust purchased 50% of the partnership units in the ONE Restaurant located in the Hazelton Hotel for \$2.65 million. The acquisition was accounted for as a business combination, as such, transaction costs in the amount of \$0.6 million were expensed in other gains (losses) and (expenses) during the first quarter of 2022.

On June 9, 2023, the Trust sold its 50% interest of the partnership units in the ONE Restaurant for \$5.0 million. The sale was subject to working capital and closing adjustments of \$0.9 million with the Trust receiving net proceeds of \$4.1 million. The total gain on investment of \$1.0 million was recognized in other gains (losses) and (expenses) during the second quarter of 2023.

As at September 30, 2023, there were approximately \$35.2 million of outstanding commitments and no contingent liabilities for the eight equity accounted joint ventures.

## 5. HOTEL PROPERTY

First Capital owned a 100% interest in the Hazelton Hotel ("hotel property") located in Toronto, Ontario. The hotel property is a mixed-use luxury hotel located in Yorkville Village.

The following table summarizes the changes in the net book value of the hotel property for the nine months ended September 30, 2023 and year ended December 31, 2022.

	September 30, 2023	Deceml	ber 31, 2022
Balance at beginning of year	\$ 90,600	\$	85,400
Amortization	(821	)	(1,910)
Additions	906		202
Revaluation of hotel property (1)	14,315		6,908
Disposition	(105,000	)	_
	-		90,600
Reclassification to assets classified as held for sale	_		(45,300)
Balance at end of period	\$ -	\$	45,300

<sup>(1)</sup> The revaluation gain of \$14.3 million was recognized primarily through other comprehensive income (loss) of \$10.7 million in accordance with the revaluation model accounting for the hotel. The remaining \$3.6 million revaluation gain was recognized in the consolidated statements of income (loss) to recover cumulative losses historically recorded to the consolidated statements of income (loss).

On June 9, 2023, First Capital sold it's 100% interest in the hotel property. The total sale price before closing costs was \$105.0 million. First Capital recognized a cumulative gain on the sale of the hotel property of \$8.9 million that was recognized in retained earnings in accordance with the Trust's accounting policy for the hotel. The Trust also incurred closing costs of \$1.2 million, which were expensed in 'Other gains (losses) and (expenses)' in the consolidated statements of income (loss) for the nine months ended September 30, 2023.

The following table summarizes the invested cost of the assets sold and net gain recognized in retained earnings as at the disposition date.

Sale price	\$ 105,000
Closing adjustments (1)	(1,023)
Sale price, net	\$ 103,977
Hotel Property, invested cost	(94,331)
Working capital, net (1)	(741)
Net gain on disposal of hotel property (2)	\$ 8,905
Sale price, net	\$ 103,977
Property selling costs	(1,202)
Net proceeds received	\$ 102,775

<sup>(1)</sup> Excludes cash

<sup>(2)</sup> In accordance with the revaluation model accounting for the hotel, the gain of \$8.9 million was transferred directly to retained earnings upon sale.

## 6. LOANS, MORTGAGES AND OTHER ASSETS

As at	September 30, 2023		Decemb	er 31, 2022
Non-current Non-current				
Loans and mortgages receivable classified as amortized cost (a)(b)	\$	93,292	\$	136,352
Other investments		11,193		9,595
Due from co-owners (c)		37,380		22,703
Total non-current		141,865		168,650
Current				
Loans and mortgages receivable classified as FVTPL (a)		_		1,506
Loans and mortgages receivable classified as amortized cost (a)(b)		36,927		38,641
FVTPL investments in securities (d)		3,076		3,334
Total current		40,003		43,481
Total	\$	181,868	\$	212,131

- (a) Loans and mortgages receivable are secured by interests in investment properties or shares of entities owning investment properties. As at September 30, 2023, these receivables bear interest at weighted average effective interest rates of 8.4% (December 31, 2022 6.9%) and mature between 2023 and 2027.
- (b) On September 17, 2021, the Trust's partner in 2150 Lake Shore Boulevard West subscribed to 50% of the units in the newly formed Lakeshore Development LP for \$156 million. The subscription price was satisfied through the payment of \$56 million in cash and \$100 million in loans receivable. One half of the loan, or \$50 million, was due and repaid before December 31, 2022, and the remainder was repaid on January 16, 2023. The loan was not subject to interest until December 31, 2022 and thereafter was subject to interest at the greater of prime plus 2.5% or 5%. At inception, a discount in the amount of \$6.5 million was recognized and netted against the principal amount of the loan. This discount was accreted into interest income over the interest free period of the loan.
- (c) The Trust has contributed equity to one of its co-ownerships whereas its partners made draws on the co-ownership's new credit facility to fund the co-ownership's development project. The due from co-owners in the principal amount of \$35.1 million equals the Trust's proportionate share of the co-ownership's credit facility draws. As there is no right of offset for these two financial instruments they are presented on a gross basis on the consolidated balance sheets.
- (d) From time to time, First Capital invests in publicly traded real estate and related securities. These securities are recorded at market value. Realized and unrealized gains and losses on FVTPL securities are recorded in other gains (losses) and (expenses).

## 7. AMOUNTS RECEIVABLE

As at	Septembe	er 30, 2023	Decemb	er 31, 2022
Tenant receivables (net of allowance for expected credit losses of \$7.3 million; December 31, 2022 – $$9.5$ million)	\$	24,701	\$	25,760
Corporate and other amounts receivable		294		210
Total	\$	24,995	\$	25,970

First Capital determines its allowance for expected credit losses on a tenant-by-tenant basis considering lease terms, credit risk, industry conditions, and the status of the tenant's account, among other factors.

The change in the allowance for expected credit losses is summarized below:

As at	September 30, 2023		December 31, 202	
Allowance for expected credit losses, beginning of year	\$	9,499	\$	17,213
Receivables written off during the period		(1,635)		(7,858)
Additional provision (recovery) and other adjustments recorded during the period		(544)		144
Allowance for expected credit losses, end of period	\$	7,320	\$	9,499

## 8. OTHER ASSETS

As at	Note	September 30, 2023		Decemb	er 31, 2022
Non-current Non-current					
Fixtures, equipment and computer hardware and software (net of accumulated amortization of \$24.2 million; December 31, 2022 – \$21.6 million)		\$	6,933	\$	6,615
Deferred financing costs on credit facilities (net of accumulated amortization of \$9.5 million; December 31, 2022 – \$8.6 million)			3,422		3,460
Environmental indemnity and insurance proceeds receivable	12(a)		457		663
Derivatives at fair value	23		34,008		41,394
Total non-current			44,820		52,132
Current					
Deposits and costs on investment properties under option			3,355		5,595
Prepaid expenses			26,147		14,590
Other deposits			250		250
Restricted cash			2,727		2,716
Derivatives at fair value	23		11,983		2,467
Total current			44,462		25,618
Total		\$	89,282	\$	77,750

## 9. CAPITAL MANAGEMENT

First Capital manages its capital, taking into account the long-term business objectives of the Trust, to provide stability and reduce risk while generating an acceptable return on investment to Unitholders over the long term. The Trust's capital structure currently includes Trust Units, Exchangeable Units, senior unsecured debentures, mortgages, credit facilities, bank term loans and bank indebtedness, which together provide First Capital with financing flexibility to meet its capital needs. Primary uses of capital include development activities, acquisitions, capital improvements and leasing costs. The actual level and type of future financings to fund these capital requirements will be determined based on prevailing interest rates, various costs of debt and/or equity capital, property and capital market conditions and Management's general view of the required leverage in the business.

Components of the Trust's capital are set out in the table below:

As at	Septeml	September 30, 2023		per 31, 2022
Liabilities (principal amounts outstanding)				
Bank indebtedness	\$	_	\$	1,594
Mortgages		1,350,945		1,143,856
Credit facilities		1,006,668		1,104,614
Mortgages under equity accounted joint ventures (at the Trust's interest)		91,076		91,911
Credit facilities under equity accounted joint venture (at the Trust's interest)		4,876		_
Senior unsecured debentures		1,900,000		1,900,000
		4,353,565		4,241,975
Exchangeable Units		798		1,009
Equity market capitalization (1)		2,821,253		3,589,229
Total capital employed	\$	7,175,616	\$	7,832,213
Trust Units outstanding (000's)		212,124		213,518
Closing market price	\$	13.30	\$	16.81

<sup>(1)</sup> Equity market capitalization is the market value of FCR's units outstanding at a point in time.

First Capital is subject to financial covenants in agreements governing its senior unsecured debentures and its credit facilities. In accordance with the terms of the Trust's credit agreements, all ratios are calculated with joint ventures proportionately consolidated. As at September 30, 2023, First Capital remains in compliance with all of its applicable financial covenants.

The following table summarizes a number of First Capital's key ratios:

As at	Measure/ Covenant	September	30, 2023	Decembe	r 31, 2022
Net debt to total assets (1)	≤65%		46.3%		44.0%
Unencumbered aggregate assets to unsecured debt, using 10 quarter average capitalization rate $^{\scriptscriptstyle{(1)}}$	>1.3		2.3		2.3
Unitholders' equity, using four quarter average (billions) (2)	>\$2.0B	\$	4.1	\$	4.4
Secured indebtedness to total assets (2)	≤35%		16.8%		13.6%
For the rolling four quarters ended					
Interest coverage (Adjusted EBITDA to interest expense) (2)	>1.65		2.3		2.4
Fixed charge coverage (Adjusted EBITDA to debt service) (2)	>1.50		1.9		2.1

<sup>&</sup>lt;sup>(1)</sup> Total assets excludes cash balances.

The above ratios include measures not specifically defined in IFRS. Certain calculations are required pursuant to debt covenants and are meaningful measures for this reason. Measures used in these ratios are defined below:

• Debt consists of principal amounts outstanding on credit facilities and mortgages, and the par value of senior unsecured debentures;

<sup>(2)</sup> Calculations required under the Trust's credit facility agreements or indentures governing the senior unsecured debentures.

- Net debt is calculated as Debt, as defined above, reduced by cash balances at the end of the period;
- Secured indebtedness includes mortgages and any draws under the secured facilities that are collateralized against investment property;
- Adjusted EBITDA, is calculated as net income, adding back income tax expense; interest expense; and amortization and
  excluding the increase or decrease in the fair value of investment properties, Exchangeable Units and unit-based
  compensation; other gains (losses) and (expenses); and other non-cash or non-recurring items. The Trust also adjusts
  for incremental leasing costs, which is a recognized adjustment to Funds from Operations, in accordance with the
  recommendations of the Real Property Association of Canada;
- Fixed charges include regular principal and interest payments and capitalized interest in the calculation of interest expense; and
- Unencumbered assets include the value of assets that have not been pledged as security under any credit agreement or mortgage. The unencumbered asset value ratio is calculated as unencumbered assets divided by the principal amount of the unsecured debt, which consists of the bank indebtedness, unsecured bank term loans, unsecured credit facilities, and senior unsecured debentures.

## 10. MORTGAGES AND CREDIT FACILITIES

As at	September 30, 2023		December 31, 202	
Fixed rate mortgages	\$	1,346,982	\$	1,140,490
Unsecured facilities		902,826		1,030,564
Secured facilities		103,842		74,050
Mortgages and credit facilities	\$	2,353,650	\$	2,245,104
Current	\$	369,345	\$	256,038
Mortgages classified as held for sale		12,893		13,129
Non-current		1,971,412		1,975,937
Total	\$	2,353,650	\$	2,245,104

Mortgages and secured facilities are secured by First Capital's investment properties. As at September 30, 2023, approximately \$2.9 billion (December 31, 2022 – \$2.3 billion) of investment properties out of \$8.1 billion (December 31, 2022 – \$8.6 billion) (Note 3(a)) had been pledged as security under the mortgages and the secured facilities.

As at September 30, 2023, mortgages bear coupon interest at a weighted average coupon rate of 3.7% (December 31, 2022 -3.4%) and mature in the years ranging from 2024 to 2033. The weighted average effective interest rate on all mortgages as at September 30, 2023 is 3.8% (December 31, 2022 - 3.5%).

Principal repayments of mortgages outstanding as at September 30, 2023 are as follows:

	Scheduled Amortization	Payments on Maturity	Total	Weighted Average Effective Interest Rate
2023 (remainder of the year)	\$ 9,127	\$ - :	9,127	N/A
2024	35,541	108,478	144,019	3.7%
2025	33,423	66,971	100,394	3.8%
2026	29,860	94,360	124,220	3.2%
2027	28,258	79,863	108,121	3.6%
2028 to 2033	67,908	797,156	865,064	3.9%
	\$ 204,117	\$ 1,146,828	1,350,945	3.8%
Unamortized deferred financing costs and premiums, net			(3,963)	
Total		,	1,346,982	

First Capital's credit facilities as at September 30, 2023 are summarized in the table below:

			Bank Indebtedness and			
As at September 30, 2023	Borrowing Capacity	Amounts Drawn		Available to be Drawn	Interest Rates	Maturity Date
<b>Unsecured Operating Facilities</b>						
Revolving facility maturing 2023	\$ 250,000	\$ -	\$ -	\$ 250,000	BA + 1.15% or Prime + 0.30% or SOFR + 1.26%	October 31, 2023
Revolving facility maturing 2024	100,000	_	_	100,000	BA + 1.15% or Prime + 0.30% or SOFR + 1.25%	August 31, 2024
Revolving facility maturing 2028	450,000	_	(2,421)	447,579	BA + 1.45% or Prime + 0.45% or SOFR + 1.55%	June 30, 2028
Fixed rate unsecured term loan maturing 2025 (1)(2)	100,000	(100,000)	_	_	5.00%	January 9, 2025
Floating rate unsecured term loan maturing 2025	100,000	(100,000)	_	_	BA + 1.50% or Prime + 0.50%	April 15, 2025
Floating rate unsecured term loan maturing 2025 <sup>(3)</sup>	150,000	(152,826)	_	_	BA + 1.45% or Prime + 0.45% or SOFR + 1.55%	November 29, 2025
Fixed rate unsecured term loans maturing 2024 - 2026 (2)	550,000	(550,000)	_	_	3.29%	March 28, 2024 - April 15, 2026
Secured Construction Facilities						
Maturing 2024	19,321	(14,589)	_	4,732	Prime - 0.25%	June 1, 2024
Maturing 2025	62,665	(43,117)	_	19,548	BA + 2.50% or Prime + 1.00%	October 1, 2025
Maturing 2027 (4)	171,750	(35,068)	(295)	110,173	BA + 2.30%	January 20, 2027
Secured Facilities						
Maturing 2023	6,755	(6,755)	_	_	BA + 1.20% or Prime + 0.20%	December 19, 2023
Maturing 2024	4,313	(4,313)	_	_	BA + 1.45% or Prime + 0.45%	September 27, 2024
Sub-Total	\$ 1,964,804	\$(1,006,668)	\$ (2,716)	\$ 932,032		
Secured Construction Facility						
Maturing 2025 <sup>(5)</sup>	71,450	(4,876)		66,574	BA + 2.65% or Prime + 1.00%	November 28, 2025
Total	\$ 2,036,254	\$(1,011,544)	\$ (2,716)	\$ 998,606		

<sup>(1)</sup> The Trust has the option to extend the unsecured term loan for an additional two years, to January 9, 2027.

First Capital has the ability under its unsecured credit facilities to draw funds based on Canadian bank prime rates and Canadian bankers' acceptances ("BA rates") for Canadian dollar-denominated borrowings, and secured overnight financing rates ("SOFR rates") or U.S. prime rates for U.S. dollar-denominated borrowings. Concurrently with the U.S. dollar draws, the Trust enters into cross currency swaps to exchange its U.S. dollar borrowings into Canadian dollar borrowings.

<sup>(2)</sup> These unsecured term loans are variable rate BA-based debt instruments. The Trust has entered into BA-based interest rate swaps which fix the rate of interest over their respective terms to maturity.

<sup>(3)</sup> The Trust has drawn in U.S. dollars the equivalent of CAD\$150.0 million which was revalued at CAD\$152.8 million as at September 30, 2023.

<sup>(4)</sup> The available to be drawn amount is reduced by the Trust's equity injections into the project where it has chosen not to draw on the facility and other adjustments in accordance with the facility agreement.

<sup>(5)</sup> This secured construction facility relates to one of the Trust's joint ventures that is equity accounted.

## 11. SENIOR UNSECURED DEBENTURES

As at						September 30, 2023	December 31, 2022
		Intere	Interest Rate				
Series	Maturity Date	Coupon	Effective		Principal Outstanding	Liability	Liability
Q	October 30, 2023	3.90%	3.97%		300,000	299,984	299,835
R	August 30, 2024	4.79%	4.72%		300,000	300,180	300,323
S	July 31, 2025	4.32%	4.24%		300,000	300,422	300,588
Т	May 6, 2026	3.60%	3.57%		300,000	300,307	300,386
V	January 22, 2027	3.46%	3.54%		200,000	199,502	199,397
U	July 12, 2027	3.75%	3.82%		300,000	299,259	299,124
Α	March 1, 2028	3.45%	3.54%		200,000	199,282	199,171
Weigh	ted Average or Total	3.94%	3.95%	\$	1,900,000	\$ 1,898,936	\$ 1,898,824
Curren	t			\$	600,000	\$ 600,164	\$ 299,835
Non-cu	ırrent				1,300,000	1,298,772	1,598,989
Total				\$	1,900,000	\$ 1,898,936	\$ 1,898,824

Interest on the senior unsecured debentures is payable semi-annually and principal is payable on maturity.

## 12. ACCOUNTS PAYABLE AND OTHER LIABILITIES

As at	Note	Septemb	September 30, 2023		per 31, 2022
Non-current					
Asset retirement obligations (a)		\$	1,956	\$	1,152
Ground leases payable			8,448		8,136
Unit-based compensation plans	15(c)		5,078		6,758
Deferred purchase price of investment property			1,425		1,425
Other liabilities (b)			88,999		87,327
Total non-current			105,906		104,798
Current					
Trade payables and accruals			70,583		76,291
Construction and development payables			47,699		49,117
Unit-based compensation plans	15(c)		12,553		16,964
Distributions payable	14(b)		15,273		15,373
Interest payable			21,939		28,736
Tenant deposits			39,258		39,436
Other liabilities			16		9
Total current			207,321		225,926
Total		\$	313,227	\$	330,724

- (a) First Capital has obligations for environmental remediation at certain sites within its property portfolio. FCR has also recognized a related environmental indemnity and insurance proceeds receivable totaling \$0.5 million (December 31, 2022 \$0.7 million) in other assets (Note 8).
- (b) Other liabilities includes a loan payable to one of the Trust's joint ventures in the amount of \$53.2 million in relation to mortgage proceeds received by the joint venture. The loan proceeds were concurrently advanced to the Trust and to

the joint venture's other limited partners by way of a new loan arrangement that cannot be eliminated in the consolidated financial statements under IFRS.

## 13. EXCHANGEABLE UNITS

The Exchangeable Units are non-transferable, but are exchangeable, on a one-for-one basis, into First Capital Trust Units at the option of the holder. Any Exchangeable Units outstanding on December 29, 2023 will be automatically exchanged for Trust Units. Prior to such exchange, Exchangeable Units will, in all material respects, be economically equivalent to Trust Units on a per unit basis. Distributions will be made on these Exchangeable Units in an amount equivalent to the distributions that would have been made had the units been exchanged for Trust Units. Holders of Exchangeable Units will receive special voting units that will entitle the holder to one vote at Unitholder meetings (Note 14).

The following table sets forth the particulars of First Capital's Exchangeable Units issued and outstanding:

As at	at September 30, 2				
	Number of Exchangeable Units	Value			
Balance at beginning of year	60 \$	1,009	103 \$	1,947	
Converted to Trust Units	<del>-</del>	_	(43)	(617)	
Fair value adjustment	<del>-</del>	(211)	_	(321)	
Balance at end of period	60 \$	798	60 \$	1,009	

## 14. UNITHOLDERS' EQUITY

The Declaration of Trust authorizes the issuance of an unlimited number of Trust Units and special voting units:

**Trust Units:** Each Trust Unit is transferable and represents an equal, undivided beneficial interest in the Trust and any distributions from the Trust and entitles the holder to one vote at a meeting of Unitholders. With certain restrictions, a Unitholder has the right to require First Capital to redeem its Trust Units on demand. Upon receipt of a redemption notice by First Capital, all rights to and under the Trust Units tendered for redemption shall be surrendered and the holder thereof shall be entitled to receive a price per unit as determined by a market formula and shall be paid in accordance with the conditions provided for in the Declaration of Trust.

**Special Voting Units:** Each Exchangeable Unit (Note 13) is accompanied by one special voting unit which provides the holder thereof with a right to vote on matters respecting the Trust.

#### (a) Trust Units

The following table sets forth the particulars of First Capital's Trust Units outstanding:

As at	Septer	mber 30, 2023	Decer	cember 31, 2022		
	Number of Trust Units	Value of Trust Units	Number of Trust Units	Value of Trust Units		
Balance at beginning of year	213,518 \$	2,819,639	219,541 \$	2,898,271		
Trust Units repurchased	(1,692)	(22,339)	(6,238)	(82,393)		
Exercise of options, and settlement of any restricted, performance and deferred trust units	298	5,099	172	3,144		
Conversion of Exchangeable Units	_	_	43	617		
Balance at end of period	212,124 \$	2,802,399	213,518 \$	2,819,639		

On May 16, 2023, First Capital received TSX approval for the renewal of its Normal Course Issuer Bid ("NCIB") pursuant to which it may repurchase and cancel up to 21,148,491 of its outstanding Units until May 17, 2024.

For the nine months ended September 30, 2023, the Trust acquired and cancelled 1.7 million Units (September 30, 2022 - 6.0 million) at a weighted average purchase price of \$15.19 per unit (September 30, 2022 - \$15.14), for a total cost of \$25.7 million (September 30, 2022 - \$91.5 million). The excess of the purchase price over the carrying amount of the Units purchased, representing the unit price increase over the weighted average historical issuance price, was recorded as a reduction to retained earnings of \$3.4 million (September 30, 2022 - \$11.7 million). On a cumulative basis, as of September 30, 2023, the Trust has acquired and cancelled 7.9 million Units at a weighted average purchase price of \$15.15 per unit, for a total cost of \$120.1 million.

## (b) Distributions

On January 12, 2021, First Capital announced the reduction of its monthly distribution to Unitholders from \$0.07167 per unit to \$0.036 to provide the Trust with additional retained cash flow of approximately \$95 million per annum.

On September 15, 2022, First Capital announced the doubling of the Trust's regular monthly distribution to \$0.072 per unit commencing with the September 2022 distribution.

First Capital declared monthly distributions totaling \$0.648 per Trust Unit for the nine months ended September 30, 2023 (nine months ended September 30, 2022 - \$0.360 per Trust Unit).

## 15. UNIT-BASED COMPENSATION PLANS

## (a) Unit Option Plan

The Trust previously offered a Unit Option Plan to employees and officers. Options granted under the Plan expire 10 years from the date of grant and vest over five years. Effective January 1, 2022, no further options were granted under the Unit Option Plan. As at September 30, 2023, 5.6 million unit options were outstanding (December 31, 2022 - 6.3 million).

The outstanding options as at September 30, 2023 have exercise prices ranging from \$15.53 - \$21.24 (December 31, 2022 – \$15.53 - \$21.24).

During the nine months ended September 30, 2023, \$0.3 million (nine months ended September 30, 2022 – \$0.6 million) was recorded as an expense related to stock options.

Nine months ended September 30				2022											
	Number of Trust Units Issuable (in thousands)	Weighted Average Exercise Price		Average		Average		Average		Average		Average		Number of Trust Units Issuable (in thousands)	Weighted Average Exercise Price
Outstanding at beginning of year	6,275	\$	19.76	6,337	\$ 19.75										
Exercised (a)	_		_	(7)	17.90										
Forfeited	(2)		18.87	(15)	19.34										
Expired	(643)		19.47	(15)	17.90										
Outstanding at end of period	5,630	\$	19.79	6,300	\$ 19.75										

(a) The weighted average market price at which options were exercised for the nine months ended September 30, 2023 was \$Nil (nine months ended September 30, 2022 – \$18.17).

The assumptions used to measure the fair value of the unit options under the Black-Scholes model (level 2) as at September 30, 2023 and 2022 were as follows:

As at September 30	2023	2022
Expected Trust Unit price volatility	19.41% - 30.37%	19.97% - 30.79%
Expected life of options	0.3 - 5.7 years	0.2 - 6.2 years
Expected distribution yield	6.47%	5.69%
Risk free interest rate	4.19% - 5.11%	3.26% - 4.00%

## (b) Trust Unit arrangements

First Capital's Trust Unit plans include a Trustees' Deferred Unit ("DU") plan and a Restricted Unit ("RU") plan that provides for the issuance of Restricted Units and Performance Units ("PU"). Under the DU and RU arrangements, a participant is entitled to receive one Trust Unit, or equivalent cash value for RU arrangements only, at First Capital's option, (i) in the case of a DU, upon redemption by the holder after the date that the holder ceases to be a Trustee of FCR and any of its subsidiaries (the "Retirement Date") but no later than December 15 of the first calendar year commencing after the Retirement Date, and (ii) in the case of an RU, on the third anniversary of the grant date. Under the PU arrangement, a participant is entitled to receive Nil – 2.0 Trust Units per PU granted, or equivalent cash value at First Capital's option, on the third anniversary of the grant date. Holders of units granted under each plan receive distributions in the form of additional units when First Capital declares distributions on its Trust Units.

Nine months ended September 30		2023		2022
(in thousands)	DUs	RUs / PUs	DUs	RUs / PUs
Outstanding at beginning of year	402	1,083	320	897
Granted (a) (b)	77	427	58	460
Distributions reinvested	18	53	7	22
Exercised	(78)	(287)	(7)	(284)
Forfeited	_	(21)	_	(26)
Outstanding at end of period	419	1,255	378	1,069
Expense recorded for the period	\$1,372	\$5,465	\$1,026	\$4,095

- (a) The fair value of the DUs granted during the nine months ended September 30, 2023 was \$1.1 million (nine months ended September 30, 2022 \$0.9 million), measured based on First Capital's prevailing Trust Unit price on the date of grant. The fair value of the RUs granted during the nine months ended September 30, 2023 was \$4.9 million (nine months ended September 30, 2022 \$4.7 million), measured based on First Capital's Trust Unit price on the date of grant.
- (b) The fair value of the PUs granted during the nine months ended September 30, 2023 was \$3.0 million (nine months ended September 30, 2022 \$2.5 million). The fair value is calculated using the Monte-Carlo simulation model based on the assumptions below as well as a market adjustment factor based on the total Unitholder return of First Capital's Trust Units relative to the S&P/TSX Capped REIT Index and relative to a customized index of publicly-listed peers.

Nine months ended September 30	2023	2022
Grant date	February 16, 2023	May 9, 2022
PUs granted (thousands)	154	177
Term to expiry	3 years	3 years
Weighted average volatility rate	32.5%	31.1%
Weighted average correlation	76.5%	75.3%
Weighted average total Unitholder return	6.6%	(15.6%)
Weighted average risk free interest rate	3.87%	2.66%
Fair value (thousands)	\$3,038	\$2,479

## (c) Increase (decrease) in the value of unit-based compensation

First Capital's unit-based compensation plans are accounted for as cash-settled awards. Therefore, outstanding Unit Options, Deferred Units, Restricted Units and Performance Units are recognized as a liability and carried at fair value through profit and loss. As at September 30, 2023, the carrying value of the unit-based compensation liability was \$17.6 million (December 31, 2022 – \$23.7 million)(Note 12). For the nine months ended September 30, 2023, FCR recognized a decrease in the value of the unit-based compensation plans which resulted in a revaluation gain of \$8.2 million in the consolidated statements of income (loss) due to a decrease in the Trust Unit's price since December 31, 2022.

## 16. NET OPERATING INCOME

## **Net Operating Income by Component**

First Capital's net operating income by component is presented below:

	Three	months ende	d Se	ptember 30	Nine	months ende	d Sep	otember 30
	% change	2023		2022	% change	2023		2022
Property rental revenue								
Base rent <sup>(1)</sup>	\$	107,497	\$	108,040	\$	321,178	\$	322,257
Operating cost recoveries		26,298		25,564		83,024		79,462
Realty tax recoveries		29,036		27,333		88,292		88,191
Lease termination fees		143		407		353		526
Percentage rent		798		503		2,409		1,705
Straight-line rent adjustment		424		(420)		(427)		181
Prior year operating cost and tax recovery adjustments		(96)		358		1,382		1,412
Temporary tenants, storage, parking and other (2)		4,783		10,129		20,586		23,262
Total Property rental revenue	(1.8%)	168,883		171,914	-%	516,797		516,996
Property operating costs								
Recoverable operating expenses		29,186		28,104		92,869		88,419
Recoverable realty tax expense		33,274		30,951		100,326		99,469
Prior year realty tax expense (recovery)		(12)		57		(153)		(45)
Other operating costs and adjustments (3)		(503)		5,583		7,254		14,813
Total Property operating costs		61,945		64,695		200,296		202,656
Total NOI	(0.3%) \$	106,938	\$	107,219	0.7% \$	316,501	\$	314,340
NOI margin		63.3%		62.4%		61.2%		60.8%

<sup>(1)</sup> Includes residential revenue.

Included in other operating costs and adjustments is bad debt expense (recovery) for the three and nine months ended September 30, 2023 of (\$1.2) million and (\$1.3) million, respectively (three and nine months ended September 30, 2022 – \$0.6 million and \$1.4 million, respectively).

For the three and nine months ended September 30, 2023, property operating costs include \$5.9 million and \$18.6 million, respectively, (three and nine months ended September 30, 2022 –\$6.1 million and \$17.8 million, respectively) related to employee compensation.

<sup>(2)</sup> Includes hotel property revenue.

<sup>(3)</sup> Includes residential operating costs, hotel property operating costs and bad debt expense (recovery).

## 17. INTEREST AND OTHER INCOME

	Three months ended September 30					Ni	ne months en	eptember 30	
	Note		2023		2022		2023		2022
Interest, dividend and distribution income from marketable securities and other investments	6	\$	1,568	\$	157	\$	2,982	\$	358
Interest income from loans and mortgages receivable classified as FVTPL	6		27		19		79		57
Interest income from loans and mortgages receivable at amortized cost	6		2,554		3,202		7,799		10,065
Fees and other income			4,939		1,307		7,597		3,915
Total		\$	9,088	\$	4,685	\$	18,457	\$	14,395

## **18. INTEREST EXPENSE**

		Thr	ee months en	ded S	eptember 30	N	ine months end	ded S	eptember 30
	Note		2023		2022		2023		2022
Mortgages	10	\$	14,140	\$	11,990	\$	41,519	\$	34,740
Credit facilities	10		11,707		8,042		32,725		23,565
Senior unsecured debentures	11		18,919		21,544		56,141		64,661
Distributions on Exchangeable Units (1)	13		13		8		39		29
Total interest expense			44,779		41,584		130,424		122,995
Interest capitalized to investment properties under development			(5,576)		(4,044)		(15,327)		(11,586)
Interest expense		\$	39,203	\$	37,540	\$	115,097	\$	111,409
Change in accrued interest			7,806		5,493		6,986		9,398
Coupon interest rate in excess of effective interest rate on senior unsecured debentures			403		321		1,186		940
Coupon interest rate in excess of effective interest rate on assumed mortgages			3		5		10		13
Amortization of deferred financing costs			(1,952)		(1,699)		(5,516)		(5,333)
Cash interest paid associated with operating activities		\$	45,463	\$	41,660	\$	117,763	\$	116,427

 $<sup>^{(1)}</sup>$  The distributions declared on the Exchangeable Units are accounted for as interest expense.

## 19. CORPORATE EXPENSES

	Thre	e months en	ded Se	ptember 30	Nine months ended September					
		2023		2022		2023	2022			
Salaries, wages and benefits	\$	8,587	\$	8,446	\$	<b>24,906</b> \$	22,760			
Unit-based compensation		2,351		2,161		6,947	5,330			
Other corporate costs (1)		2,570		3,996		17,108	10,722			
Total corporate expenses		13,508		14,603		48,961	38,812			
Amounts capitalized to investment properties under development		(1,794)		(1,774)		(6,013)	(5,409)			
Corporate expenses	\$	11,714	\$	12,829	\$	<b>42,948</b> \$	33,403			

<sup>(1)</sup> Includes approximately \$7 million in legal, advisory and settlement costs related to the Unitholder activism for the nine months ended September 30, 2023 (nine months ended September 30, 2022 - \$0.7 million).

## 20. OTHER GAINS (LOSSES) AND (EXPENSES)

	Three	e months en	ded Se	eptember 30	Nine months ended September				
		2023		2022		2023		2022	
Realized gain (loss) on sale of marketable securities	\$	_	\$	_	\$	_	\$	5,591	
Unrealized gain (loss) on marketable securities		_		(375)		(258)		(15,103)	
Transaction costs		_		_		_		(572)	
Gain on Investment (1)		_		_		1,007		_	
Gain (loss) on loan receivable modification		_		_		_		(566)	
Pre-selling costs of residential inventory		110		(7)		(27)		(23)	
Investment property selling costs		(1,169)		(3,371)		(2,673)		(4,365)	
Other		(4)		4		2		27	
Total	\$	(1,063)	\$	(3,749)	\$	(1,949)	\$	(15,011)	

 $<sup>^{(1)}</sup>$  On June 9, 2023, the Trust sold its 50% interest of the partnership units in the ONE Restaurant.

## 21. INCOME TAXES

The Trust qualifies for the REIT Exemption and as such the Trust itself will not be subject to income taxes provided it continues to qualify as a REIT for purposes of the Act. A REIT is not taxable and not considered to be a Specified Investment Flow-Through Trust provided it complies with certain tests and distributes all of its taxable income in a taxation year to its Unitholders. The Trust is a flow-through vehicle and accounts only for income taxes pertaining to its corporate subsidiaries. The Trust's most significant corporate subsidiary, First Capital Realty Inc., is a Mutual Fund Corporation.

The following reconciles the expected tax expense (recovery) computed at the statutory tax rate to the actual tax expense for the three and nine months ended September 30, 2023 and 2022.

	Thre	ee months end	ded S	eptember 30	Ni	ne months end	ptember 30	
		2023		2022		2023		2022
Income tax computed at the Canadian statutory rate of Nil applicable to the Trust at September 30, 2023 and 2022	\$	_	\$	_	\$	_	\$	_
Increase (decrease) in income taxes due to:								
Deferred income taxes (recoveries) applicable to corporate subsidiaries		(38,281)		(6,529)		(51,124)		1,293
Other		_		(77)		_		55
Deferred income taxes expense (recovery)	\$	(38,281)	\$	(6,606)	\$	(51,124)	\$	1,348

## 22. RISK MANAGEMENT

In the normal course of its business, First Capital is exposed to a number of risks that can affect its operating performance. Certain of these risks, and the actions taken to manage them, are as follows:

## (a) Interest rate risk

First Capital structures its financings so as to stagger the maturities of its debt, thereby mitigating its exposure to interest rate and other credit market fluctuations. A portion of FCR's mortgages, loans and credit facilities are floating rate instruments. From time to time, FCR may enter into interest rate swap contracts, bond forwards or other financial instruments to modify the interest rate profile of its outstanding debt or highly probable future debt issuances without an exchange of the underlying principal amount.

## (b) Credit risk

Credit risk arises from the possibility that tenants and/or debtors may experience financial difficulty and be unable or unwilling to fulfill their lease commitments or loan obligations. First Capital mitigates the risk of credit loss from tenants by investing in well-located properties in urban markets that attract high quality tenants, ensuring that its tenant mix is diversified, and by limiting its exposure to any one tenant. As at September 30, 2023, Loblaw Companies Limited ("Loblaw") is FCR's largest tenant and accounts for 10.6% of FCR's annualized minimum rent and has an investment grade credit rating. Other than Loblaw, no other tenant accounts for more than 10% of the annualized minimum rent. A tenant's success over the term of its lease and its ability to fulfill its lease obligations is subject to many factors. There can be no assurance that a tenant will be able to fulfill all of its existing commitments and leases up to the expiry date. First Capital mitigates the risk of credit loss from debtors by undertaking a number of activities typical in lending arrangements including obtaining registered mortgages on the real estate properties.

First Capital's leases typically have lease terms between 5 and 20 years and may include clauses to enable periodic upward revision of the rental rates, and lease contract extension at the option of the lessee.

## (c) Liquidity risk

Real estate investments are relatively illiquid. This tends to limit First Capital's ability to sell components of its portfolio promptly in response to changing economic or investment conditions. If FCR were required to quickly liquidate its assets, there is a risk that it would realize sale proceeds of less than the current value of its real estate investments.

An analysis of First Capital's contractual maturities of its material financial liabilities and other contractual commitments as at September 30, 2023 is set out below:

As at September 30, 2023	Payments due by period										
	Remain	der of 2023	20	024 to 2025	2026 to	2027		Thereafter		Total	
Scheduled mortgage principal amortization	\$	9,127	\$	68,964	\$ 58	,118	\$	67,908	\$	204,117	
Mortgage principal repayments on maturity		_		175,449	174	,223		797,156		1,146,828	
Credit facilities and bank indebtedness		6,755		689,845	310	,068		_		1,006,668	
Senior unsecured debentures		300,000		600,000	800	,000		200,000		1,900,000	
Interest obligations (1)		41,334		257,085	119	,235		90,094		507,748	
Land leases (expiring between 2023 and 2061)		173		1,347	1	,325		16,285		19,130	
Contractually committed costs to complete current development projects (2)		21,250		87,936		_		_		109,186	
Total contractual obligations	\$	378,639	\$	1,880,626	\$ 1,462	,969	\$ 1	,171,443	\$	4,893,677	

<sup>(1)</sup> Interest obligations include expected interest payments on mortgages and credit facilities as at September 30, 2023 (assuming balances remain outstanding through to maturity), and senior unsecured debentures, as well as standby credit facility fees.

First Capital manages its liquidity risk by staggering debt maturities; renegotiating expiring credit arrangements proactively; using secured and unsecured credit facilities, mortgages and unsecured debentures; and issuing equity when considered appropriate. As at September 30, 2023, there was \$0.9 billion (December 31, 2022 – \$1.0 billion) of cash advances drawn against First Capital's unsecured credit facilities.

In addition, as at September 30, 2023, First Capital had \$28.0 million (December 31, 2022 – \$27.6 million) of outstanding letters of credit issued by financial institutions primarily to support certain of FCR's contractual obligations and \$Nil (December 31, 2022 – \$1.6 million) of bank overdrafts.

## (d) Unit price risk

First Capital is exposed to Trust Unit price risk as a result of the issuance of Exchangeable Units, which are economically equivalent to and exchangeable for Trust Units, as well as the issuance of unit-based compensation. Exchangeable Units and unit-based compensation liabilities are recorded at their fair value based on market trading prices. Exchangeable

<sup>(2)</sup> Includes amounts related to equity accounted joint ventures.

Units and unit-based compensation negatively impact operating income when the Trust Unit price rises and positively impact operating income when the Trust Unit price declines.

## 23. FAIR VALUE MEASUREMENT

The fair value hierarchy of financial instruments in the unaudited interim condensed consolidated balance sheets is as follows:

As at			December 31, 2022				
		Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
Fair value of financial instruments measu	red at fair value						
Financial Assets							
FVTPL investments in securities	\$	3,076 \$	<b>–</b> \$	<b>-</b> \$	3,334 \$	<b>-</b> \$	_
Loans and mortgages receivable		_	_	_	_	_	1,506
Other investments		_	_	11,193	_	_	9,595
Derivatives at fair value – assets		_	45,991	_	_	43,861	_
Financial Liabilities							
Exchangeable Units		_	798	_	_	1,009	_
Unit-based compensation plans		_	17,631	_	_	23,722	_
Fair value of financial instruments measu	red at amortize	d cost					
Financial Assets							
Loans and mortgages receivable	\$	<b>–</b> \$	_ \$	<b>127,252</b> \$	<b>–</b> \$	<b>-</b> \$	178,178
Financial Liabilities							
Mortgages		_	1,221,207	_	_	1,046,429	_
Credit facilities		_	1,006,668	_	_	1,104,614	_
Senior unsecured debentures		_	1,785,934	_	_	1,775,836	_

First Capital enters into derivative instruments including bond forward contracts, interest rate swaps and cross currency swaps as part of its strategy for managing certain interest rate risks as well as currency risk in relation to movements in the Canadian to U.S. exchange rate. For those derivative instruments to which First Capital has applied hedge accounting, the change in fair value for the effective portion of the derivative is recorded in OCI from the date of designation. For those derivative instruments to which First Capital does not apply hedge accounting, the change in fair value is recognized in other gains (losses) and (expenses).

The fair value of derivative instruments is determined using present value forward pricing and swap calculations at interest rates that reflect current market conditions. The models also take into consideration the credit quality of counterparties, interest rate curves and forward rate curves. As at September 30, 2023, the interest rates ranged from 6.2% to 6.8% (December 31, 2022 – 3.3% to 6.2%). The fair values of First Capital's asset (liability) hedging instruments are as follows:

	Designated as Hedging Instrument	Maturity as at September 30, 2023	Septembe	r 30, 2023	Decembe	er 31, 2022
Derivative assets						
Bond forward contracts	Yes	N/A	\$	_	\$	1,903
Interest rate swaps	Yes	April 2024 - March 2027		43,165		41,394
Cross currency swaps	No	October 2023		2,826		564
Total			\$	45,991	\$	43,861

As at September 30, 2023, the \$2.1 million increase in the fair value of outstanding derivative assets compared to December 31, 2022 is primarily due to fluctuations in market rates (Canadian Bankers' Acceptance rate and Government of Canada bond rate) relative to the market rates locked-in at inception of outstanding interest rate swaps.

## 24. SUBSIDIARIES WITH NON-CONTROLLING INTEREST

As at September 30, 2023, First Capital has interests in two entities that it controls and consolidates 100% of the assets, liabilities, revenues and expenses of each entity subject to a non-controlling interest.

		Effective Ownership			
Name of Entity	Primary Investment	September 30, 2023	December 31, 2022		
Main and Main Developments LP ("MMLP")	46.875% Interest in MMUR (1)	67.0%	67.0%		
Maincore Equities Inc.	46.875% Interest in MMUR (1)	70.9%	70.9%		

 $<sup>^{(1)}</sup>$  FCR has owned a 6.25% direct interest in M+M Realty LP ("MMUR") since 2014.

First Capital controls MMLP, a subsidiary in which it holds a 67% ownership interest.

## 25. SUPPLEMENTAL CASH FLOW INFORMATION

## (a) Items not affecting cash and other items

	Three months ended September 30			ptember 30	Nine months ended September 30		
	Note		2023	2022		2023	2022
Straight-line rent adjustment	16	\$	(424) \$	420	\$	427 \$	\$ (181)
Investment property selling costs	20		1,169	3,371		2,673	4,365
Realized (gain) loss on sale of marketable securities	20		_	_		_	(5,591)
Unrealized (gain) loss on marketable securities classified as FVTPL	20		_	375		258	15,103
(Gain) loss on loan receivable modification	20		_	_		_	566
Gain on Investment	20		_	_		(1,007)	_
Unit-based compensation expense	15		2,376	2,281		7,126	5,671
Increase (decrease) in value of Exchangeable Units	13		(80)	8		(211)	(423)
Increase (decrease) in value of unit-based compensation	15		(2,247)	(294)		(8,157)	(9,636)
Deferred income taxes expense (recovery)	21		(38,281)	(6,606)		(51,124)	1,348
Total		\$	<b>(37,487)</b> \$	(445)	\$	(50,015)	\$ 11,222

## (b) Net changes in other working capital items

The net changes in other working capital assets and liabilities consists of the following:

	Thre	ee months ended Se	eptember 30	Nine months ended September 30		
		2023	2022	2023	2022	
Amounts receivable	\$	<b>1,400</b> \$	3,093	\$ (80) \$	471	
Prepaid expenses		(875)	(2,430)	(12,636)	(17,160)	
Trade payables and accruals		(10,736)	(2,033)	(149)	6,116	
Tenant security and other deposits		375	(3,455)	571	(2,089)	
Residential development inventory		(6,911)	(3,245)	(28,762)	3,730	
Other working capital changes		(2,238)	(2,178)	(3,050)	(3,374)	
Total	\$	(18,985) \$	(10,248)	\$ (44,106) \$	(12,306)	

## (c) Changes in loans, mortgages and other assets

	Thre	e months ended September 30		Nine months ended Se		eptember 30
		2023	2022		2023	2022
Advances of loans and mortgages receivable	\$	(2,025) \$	(44,539)	\$	<b>(10,558)</b> \$	(56,870)
Repayments of loans and mortgages receivable		_	5		66,146	62,780
Other investments, net		(742)	_		(1,598)	(3,670)
Proceeds from disposition of marketable securities		_	_		_	13,066
Total	\$	(2,767) \$	(44,534)	\$	<b>53,990</b> \$	15,306

## (d) Cash and cash equivalents

As at	Septen	nber 30, 2023	December 31, 2022		
Cash and cash equivalents	\$	193,488	\$	32,694	

## 26. COMMITMENTS AND CONTINGENCIES

- (a) First Capital is involved in litigation and claims which arise from time to time in the normal course of business. None of these contingencies, individually or in aggregate, would result in a liability that would have a significant adverse effect on the financial position of FCR.
- (b) First Capital is contingently liable, jointly and severally or as guarantor, for approximately \$164.3 million (December 31, 2022 \$149.9 million) to various lenders in connection with certain third-party obligations, including, without limitation, loans advanced to its joint arrangement partners secured by the partners' interest in the joint arrangements and underlying assets.
- (c) First Capital is contingently liable by way of letters of credit in the amount of \$28.0 million (December 31, 2022 \$27.6 million), issued by financial institutions on FCR's behalf in the ordinary course of business.
- (d) First Capital has obligations as lessee under long-term leases for land. Annual commitments under these ground leases are approximately \$0.7 million (December 31, 2022 \$0.9 million) with a total obligation of \$19.1 million (December 31, 2022 \$18.2 million).

## 27. RELATED PARTY TRANSACTIONS

## **Subsidiaries of the Trust**

The unaudited interim condensed consolidated financial statements include the financial statements of First Capital Real Estate Investment Trust and all of its subsidiaries, including First Capital Realty Inc., First Capital REIT Limited Partnership and First Capital Holdings Trust. First Capital Realty Inc. and First Capital Holdings Trust are the significant subsidiaries of the Trust and are wholly owned.

## 28. SUBSEQUENT EVENTS

## **Unsecured Bank Term Loan**

On October 20, 2023, First Capital secured funding of a \$150.0 million unsecured bank term loan ("term loan") due October 20, 2026 with extension options in favour of the Trust for an additional two years, to October 20, 2028. Concurrent with funding, the Trust entered into a swap to convert the 5-year term loan to a fixed rate of 5.985% per annum. The net proceeds of the offering were applied towards the repayment of the maturing Series "Q" senior unsecured debentures on October 30, 2023.

## Redemption of \$300 million of 3.90% Series Q Senior Unsecured Debentures

On October 30, 2023, upon maturity, First Capital repaid its 3.90% Series Q Senior Unsecured Debentures in the amount of \$300.0 million.

## **Credit Facilities**

On October 31, 2023, First Capital's \$250.0 million unsecured revolving operating facility matured, and the Trust arranged a new \$100.0 million unsecured revolving operating facility maturing on April 20, 2025. On October 27, 2023 the Trust also increased its existing \$100.0 million unsecured revolving operating facility maturing on August 31, 2024 to an authorized amount of \$150.0 million and extended the maturity date by one year to August 31, 2025.

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Carmine Francella

Senior Vice President, Real Estate Services

Alison Harnick

Senior Vice President, General Counsel and Corporate Secretary

Michele Walkau

Senior Vice President, Brand & Culture

#### **AUDITOR**

**Ernst & Young LLP** 

Toronto, Ontario

#### **TRUSTEES**

**Paul Douglas** 

Chair of the Board

**Leonard Abramsky** 

Trustee

**Sheila Botting** 

Trustee

Ian Clarke

Trustee

Dayna Gibbs

Trustee

Ira Gluskin

Trustee

**Annalisa King** 

Trustee

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**Richard Nesbitt** 

Trustee

Adam Paul

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