

# Management Discussion & Analysis

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**Q2 2024**

Period ended June 30<sup>th</sup>, 2024

Form 51-102F1

# MANAGEMENT'S DISCUSSION & ANALYSIS

## SCOPE OF ANALYSIS

This Management's Discussion and Analysis ("MD&A") of the financial condition and results of operations of Canadian Net Real Estate Investment Trust ("Canadian Net" or the "Trust") is intended to provide readers with an assessment of performance and summarize the results of operations and financial condition for the 6-month period ended June 30, 2024. It should be read in conjunction with the Consolidated Financial Statements for the period ended June 30, 2024 and the Consolidated Financial Statements and MD&A for the period ended June 30, 2023. The financial data contained in this MD&A has been prepared in accordance with International Financial Reporting Standards ("IFRS") and all amounts are in Canadian dollars. You can find all copies of Canadian Net's recent financial reports on Canadian Net's website [cnetreit.com](http://cnetreit.com) and on [sedar.com](http://sedar.com).

Dated August 20, 2024, this MD&A reflects all significant information available as of that date and should be read in conjunction with the Consolidated Financial Statements for the period ended June 30, 2024 and accompanying notes included in this report.

The audit committee reviewed the contents of this MD&A and the Financial Statements and the Trust's Board of Trustees has approved them.

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## CAUTION REGARDING FORWARD-LOOKING STATEMENTS

Securities laws encourage companies to present forward-looking information to provide investors with a better understanding of the Trust's future prospects and help them make informed decisions. This MD&A contains forward-looking statements about the Trust's objectives, strategies, financial position, results of operations, cash flows and operations, which are based on management's current expectations, estimates and assumptions about the markets in which it operates.

Statements based on management's current expectations contain known and unknown inherent risks and uncertainties. Forward-looking statements may include verbs such as "believe," "anticipate," "estimate," "expect," "intend" and "assess" or related expressions, used in the affirmative and negative forms. These statements represent the Trust's intentions, plans, expectations, or beliefs and are subject to risks, uncertainties and other factors, many of which are beyond the Trust's control. Actual results may vary from expectations. The reader is cautioned not to place undue reliance on any forward-looking statements.

Please note that the forward-looking statements contained in this MD&A describe our expectations as at August 20, 2024.

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## NON-IFRS FINANCIAL MEASURES

This document contains various non-IFRS financial measures, which are used to explain the financial results of the Trust. The terms explained in this section do not have any standardized IFRS meaning and as such may not be comparable to other issuers.

**Funds From Operations (FFO)** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. FFO is an industry term and its calculation is prescribed in publications of the Real Property Association of Canada (REALpac). FFO is calculated largely in accordance with the REALpac publication. FFO, as calculated by Canadian Net, is net income (determined in accordance with IFRS) exclusive of unit-based compensation, interest on the lease liability and unrealized changes in the fair value of investment properties, financial instruments, deferred income taxes and gains or losses on property dispositions. However, under REALpac guidance, only the remeasurement component of unit-based compensation should be added back to profit or loss to arrive at FFO. Unit-based compensation and unrealized changes in fair value of investment properties, deferred income taxes and gains or losses on property dispositions are excluded from net income to arrive at FFO because they are volatile and have no impact on cash and accordingly provide a more meaningful additional measure of the Trust's recurring operating performance compared to profit determined in accordance with IFRS.

The Trust considers FFO a meaningful additional measure as it adjusts for certain non-cash items that do not necessarily provide an appropriate picture of a Trust's recurring performance. It more reliably shows the impact on operations of trends in occupancy levels, rental rates, net property operating income and interest costs compared to profit determined in accordance with IFRS.

FFO is reconciled to net income and comprehensive income, which is the most directly comparable IFRS measure (refer to the *Reconciliation of Net Income to FFO* section).

**FFO per unit** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Canadian Net calculates FFO per unit as FFO divided by the weighted average number of units outstanding. Management believes that FFO per unit is a useful measure of operating performance similar to FFO.

**Adjusted Funds From Operations (AFFO)** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. It is an industry term used to help evaluate dividend or distribution capacity. AFFO is calculated largely in accordance with the REALpac publication. AFFO primarily adjusts FFO (as calculated by Canadian Net) for capital expenditures that preserve the existing rental stream and straight-line rent. Under REALpac guidance, only the remeasurement component of unit-based compensation should be added back to profit or loss to arrive at FFO and AFFO. Capital expenditures are subtracted from FFO to arrive at AFFO because they are expenditures that relate to sustaining and maintaining existing properties. These expenditures would normally be considered investing activities in the statement of cash flows. Straight line rent is also included as an adjustment to AFFO to better represent rent on a contractual and receivable basis.

The Trust considers AFFO to be a useful measure of recurring economic earnings and relevant in understanding its ability to service its debt, fund capital expenditures and provide distributions to unitholders.

AFFO is reconciled to net income and comprehensive income, which is the most directly comparable IFRS measure (refer to the *Adjusted Funds From Operations* section).

**AFFO per unit** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Canadian Net calculates AFFO per unit as AFFO divided by the weighted average number of units outstanding. The Trust believes that AFFO per unit is a useful measure of operating performance similar to AFFO.

**Net Operating Income (NOI)** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. NOI is an industry term in widespread use and is defined as total revenues less total operating expenses as shown in the consolidated statements of income and comprehensive income (property revenues less total property operating costs such as property taxes, utilities and insurance). The Trust includes NOI as a non-IFRS measure in its consolidated statement of income and comprehensive income.

The Trust considers NOI a meaningful additional measure of operating performance of property assets, prior to financing considerations.

NOI is reconciled to Rental income from investment properties, which is the most directly comparable IFRS measure (refer to the *Results of Operations* section).

**Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. EBITDA is defined as profit before net interest expense, interest on the lease liability and income tax expense because these items are non-operating in nature.

EBITDA is used in calculations that measure the Trust's ability to service debt.

EBITDA is reconciled to net income and comprehensive income, which is the most directly comparable IFRS measure (refer to the *Reconciliation of Net Income to EBITDA* section).

**Adjusted EBITDA** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Adjusted EBITDA primarily adjusts EBITDA for change in fair value of investment properties, change in fair value of investment properties in joint ventures, change in fair value of convertible debentures, and change in fair value of warrants. The purpose is to allow the Trust to demonstrate how it services its debt by excluding the impacts of fair market gains and losses, which are volatile and have no impact on cash, and certain non-recurring items.

Adjusted EBITDA is used by the Trust to monitor its ability to satisfy and service its debt and to monitor requirements imposed by the Trust's lenders. Specifically, Adjusted EBITDA is used to monitor the Canadian Net's Interest Coverage Ratio based on adjusted EBITDA and Debt Service Coverage Ratio based on adjusted EBITDA.

Adjusted EBITDA is reconciled to net income and comprehensive income, which is the most directly comparable IFRS measure (refer to *Reconciliation of Net Income to EBITDA* section).

**Adjusted Investment Properties** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Adjusted Investment Properties is defined as investment properties plus the Trust's proportionate share of developed properties and properties under development owned through joint ventures.

The Trust enters into joint arrangements via jointly controlled entities and/or through co-ownerships and accounts for its interest using the equity method of accounting. Accordingly, the Trust's share of investment properties held through these joint ventures is presented under investment in joint ventures on the balance sheet and not as part of investment properties. As such, the Trust believes that Adjusted Investment Properties is a useful measure as it provides a more accurate picture of the entire value of the Trust's portfolio.

Adjusted Investment Properties is reconciled to Investment Properties, which is the most directly comparable IFRS measure (refer to *Reconciliation of Investment Properties to Adjusted Investment Properties* section).

**Distributable Income** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Distributable income is defined as FFO adjusted for interest on the lease liability, straight-line rent, distributions from joint ventures, periodic mortgage principal repayments and repayment of long-term debt. The Trust adjusts for these items because it provides a better picture of its distribution capacity and adjusts for other items that affect cash.

The Trust believes distributable income is useful to investors because it is an important measure of the Trust's distribution capacity.

Distributable income is reconciled to FFO and Cash flow from operating activities, which is the most directly comparable IFRS measure (refer to *Reconciliation of Cash Flow Provided from Operating Activities to Distributable Income and Distributions* section).

**Distribution as % of FFO** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. It is calculated by dividing the per unit distribution of the period by the FFO per unit of the period.

It is a ratio which measures the sustainability of the Trust's distribution payout. Management believes this ratio is useful to investors since it provides transparency on performance and the overall management of the existing portfolio.

The Trust considers this non-IFRS ratio to be an important measure of the Trust's distribution capacity expressed as a percentage of FFO.

**Distribution as % of AFFO** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. It is calculated by dividing the per unit distribution of the period by the AFFO per unit of the period.

It is a ratio which measures the sustainability of the Trust's distribution payout. Management believes this ratio is useful to investors since it provides transparency on performance and the overall management of the existing portfolio.

The Trust considers this non-IFRS ratio to be an important measure of the Trust's distribution capacity expressed as a percentage of AFFO.

**The Debt Service Coverage Ratio based on Adjusted EBITDA** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. It is determined by the Trust as Adjusted EBITDA divided by the debt service requirements for the period, whereby the debt service requirements reflect principal repayments and interest expenses during the period. Payments related to prepayment penalties or payments upon discharge of a mortgage are excluded from the calculation.

The Debt Service Coverage Ratio is a useful measure and is used by the Trust's management to monitor the Trust's ability to meet annual interest and principal payments.

**The Interest Coverage Ratio based on Adjusted EBITDA** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. The Trust calculates its Interest Coverage Ratio by dividing Adjusted EBITDA by the Trust's interest obligations for the period.

It is used by management in determining the Trust's ability to service the interest requirements of its outstanding debt.

**The Debt to Total Assets Ratio** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. It is determined by the Trust as the sum of mortgages, long-term debt, current portion of mortgages and long-term debt, balance owing on credit facilities and convertible debentures divided by the total assets of the Trust.

Management uses this ratio to evaluate the leverage of the Trust and the strength of its equity position.

**The Debt to Total Assets Ratio – Excluding Convertible Debentures** is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. It is determined by the Trust as the sum of mortgages, current portion of mortgages, long-term debts, and balance owing on credit facilities divided by the total assets of the Trust.

Management uses this ratio to evaluate the leverage of the Trust and the strength of its equity position assuming all convertible debentures were converted into units of the Trust.

FFO, FFO per unit, AFFO, AFFO per unit, NOI, EBITDA, Adjusted EBITDA, Adjusted Investment Properties, Distributable Income, Distributions as % of FFO, Distributions as % of AFFO, the Debt Service Coverage Ratio based on Adjusted EBITDA, the Interest Coverage Ratio based on Adjusted EBITDA, the Debt to Total Assets Ratio and the Debt to Total Asset Ratio – Excluding Convertible Debentures are not defined by IFRS, and therefore should not be considered as alternatives to profit or net income calculated in accordance with IFRS.

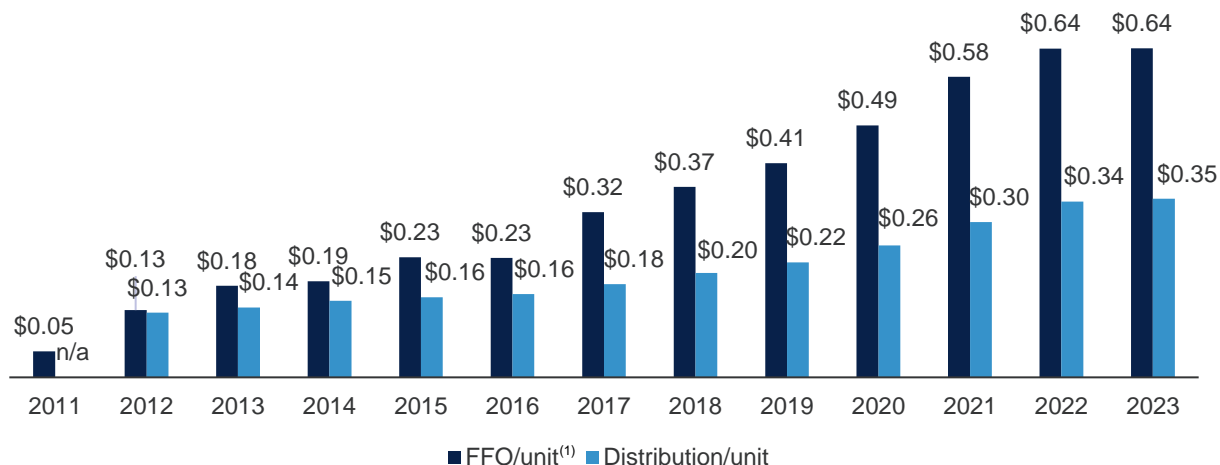


## SUMMARY OF SELECTED FINANCIAL INFORMATION

Periods ended June 30	6 months		Δ	%
	2024	2023		
<b>Financial info</b>				
Property rental income	13,133,535	12,902,683	230,852	2%
Net income (loss) and comprehensive income (loss)	(7,655,470)	10,840,881	(18,496,351)	(171%)
NOI <sup>(1)</sup>	9,613,679	9,721,362	(107,683)	(1%)
FFO <sup>(1)</sup>	6,293,681	6,542,618	(248,937)	(4%)
AFFO <sup>(1)</sup>	5,932,783	5,829,421	103,362	2%
EBITDA <sup>(1)</sup>	(4,050,096)	14,407,325	(18,457,421)	n/a
Adjusted EBITDA <sup>(1)</sup>	9,494,836	9,774,575	(279,739)	(3%)
Investment properties	258,289,479	280,075,876	(21,786,397)	(8%)
Adjusted investment properties <sup>(1)</sup>	316,875,874	331,912,328	(15,036,454)	(5%)
Total assets	293,750,859	307,898,262	(14,147,403)	(5%)
Mortgages	128,394,304	132,966,915	(4,572,611)	(3%)
Long-term debt	-	30,000	(30,000)	(100%)
Current portion of mortgages, long term-debt and convertible debentures	15,878,598	16,941,802	(1,063,204)	(6%)
Mortgages on investment properties held for sale	3,673,379	2,779,760	893,619	32%
Credit facilities	17,725,000	16,385,362	1,339,638	8%
Total convertible debentures	5,789,159	8,752,985	(2,963,826)	(34%)
Total equity	118,446,204	125,774,305	(7,328,101)	(6%)
Weighted average units o/s - basic	20,546,748	20,603,235	(56,487)	-
<b>Amounts on a per unit basis</b>				
FFO <sup>(1)</sup>	0.306	0.318	(0.011)	(4%)
AFFO <sup>(1)</sup>	0.289	0.283	0.006	2%
Distributions	0.173	0.173	-	-
<b>Financial ratios</b>				
Weighted avg. interest rate	3.88%	3.73%	0.15%	
Debt to total assets <sup>(1)</sup>	58%	58%	-	
Debt to total assets - Excluding convertible debentures <sup>(1)</sup>	55%	54%	1%	
Interest coverage ratio based on adjusted EBITDA <sup>(1)</sup>	2.5x	2.6x	(0.1x)	
Debt service coverage ratio based on adjusted EBITDA <sup>(1)</sup>	1.6x	1.6x	-	
Distributions as a % of FFO <sup>(1)</sup>	56%	54%	2%	
Distributions as a % of AFFO <sup>(1)</sup>	60%	61%	(1%)	
<b>Leasing information</b>				
Occupancy	100%	100%	-	
<b>Mix of tenancy based on NOI <sup>(1)</sup></b>				
National	89%	90%	(1%)	
Regional	9%	8%	1%	
Local	2%	2%	-	
<b>Breakdown of NOI <sup>(1)</sup> per property type</b>				
Retail	62%	61%	1%	
National service-station and c-store chains	22%	22%	-	
Quick Service Restaurants	14%	14%	-	
Other	2%	3%	(1%)	
	100%	100%	-	
Number of properties	97	100	(3)	
<b>Other</b>				
Average term to maturity – mortgages (years)	4.2	4.6	(0.4)	
Average term to maturity – leases (years)	6.5	6.7	(0.2)	
IFRS capitalization rate	6.67%	6.41%	0.26%	

(1) This is a non-IFRS financial measure with no standardized IFRS meaning and may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures".

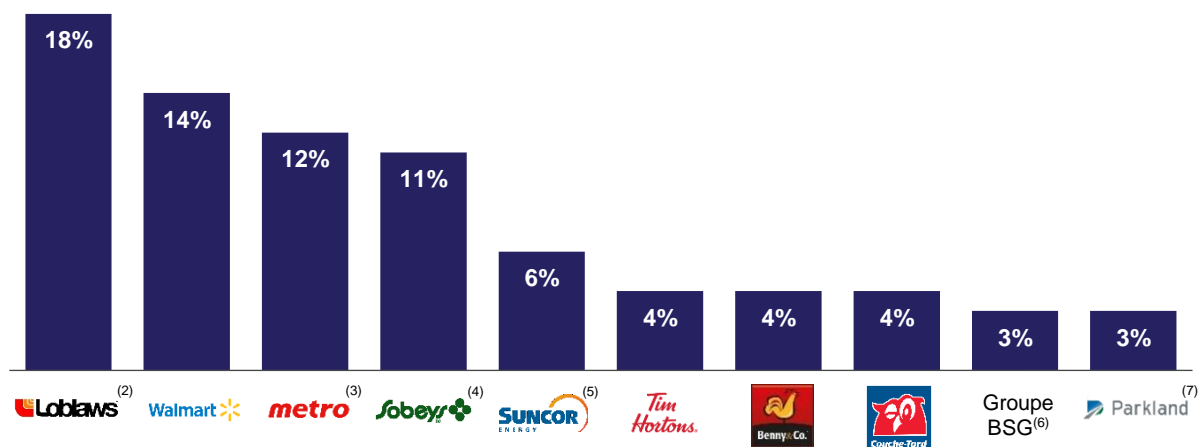
## HISTORICAL SELECTED FINANCIAL PERFORMANCE



(1) This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures".

## TENANT OVERVIEW – PERIOD ENDED JUNE 30, 2024

### TOP 10 TENANTS (79%)<sup>(1)</sup>



Notes:

- (1) Based on NOI; Includes the Trust's proportionate share of NOI from properties held through joint ventures. NOI is a non-IFRS financial measure with no standardized IFRS meaning and may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures"
- (2) Loblaws operates Pharmaprix pharmacies and the Provigo, Maxi, Independent's and Atlantic Superstore grocery banners
- (3) Metro operates grocery stores under the Metro, Super C and Food Basics banners and pharmacies under the Brunet banner
- (4) Sobey's operates IGA grocery stores, Shell service-stations and Sobey's Fast Fuel service-stations
- (5) Suncor operates Petro-Canada service-stations
- (6) Groupe BSG is a large regional service-station operator operating under various banners
- (7) Parkland Corporation operates service-stations under the Ultramar banner

## BREAKDOWN OF PROPERTIES & OPERATING SECTORS

#	Address	City/Province	Type	Ownership	Area (sf)			Status
					Land	Building	CNET %	
1	40-50 Brunet Street <sup>(1)</sup>	Mont St-Hilaire, QC	QSR, gas, c-store	100%	69 K	5,452	5,452	Income producing
2	230 St-Luc Blvd. <sup>(1)</sup>	St-Jean-sur-Richelieu, QC	Gas, c-store	100%	65 K	8,359	8,359	Income producing
3	196 Hôtel-de-Ville Blvd.	Rivière-du-Loup, QC	Gas, c-store	100%	14 K	2,400	2,400	Income producing
4	1349-1351 Road 117	Val-David, QC	QSR, gas, c-store	100%	36 K	4,748	4,748	Income producing
5	275 Barkoff Street	Trois-Rivières, QC	Gas, c-store	65%	60 K	2,400	1,560	Income producing
6	530 Barkoff Street	Trois-Rivières, QC	Gas, c-store	50%	30 K	2,641	1,321	Income producing
7	340-344 Montée du Comté	Les Coteaux, QC	QSR, gas, c-store	100%	67 K	8,071	8,071	Income producing
8	1440-50 St-Laurent East Blvd.	Louiseville, QC	QSR, gas, c-store	50%	115 K	6,132	3,066	Income producing
9	1460 St-Laurent East Blvd.	Louiseville, QC	QSR	50%	37 K	4,841	2,421	Income producing
10	490-494 De L'Atrium Blvd.	Québec City, QC	Gas, c-store	100%	34 K	6,574	6,574	Income producing
11	7335 Guillaume Couture Blvd.	Lévis, QC	QSR	100%	30 K	2,860	2,860	Income producing
12	1319 Brookdale Avenue	Cornwall, ON	QSR	100%	33 K	3,127	3,127	Income producing
13	4200 Bernard-Pilon Street	St-Mathieu de Beloeil, QC	Gas, c-store	100%	20 K	1,200	1,200	Income producing
14	1901 Raymond Blais Street	Sainte-Julie, QC	Gas, c-store	100%	27 K	1,392	1,392	Income producing
15	2000 Leonard de Vinci Street	Sainte-Julie, QC	QSR	100%	39 K	4,575	4,575	Income producing
16	2050 Leonard de Vinci Street	Sainte-Julie, QC	Gas	100%	86 K	1,255	1,255	Income producing
17	2051 Nobel Street	Sainte-Julie, QC	QSR	100%	50 K	5,975	5,975	Income producing
18	16920-16930 St-Louis Ave. <sup>(1)</sup>	St-Hyacinthe, QC	QSR, gas, c-store	100%	70 K	6,290	6,290	Income producing
19	2871-2885 Des Prairies Street	Trois-Rivières, QC	QSR, gas, c-store	100%	60 K	6,662	6,662	Income producing
20	2350 Chemin des Patriotes <sup>(1)</sup>	Richelieu, QC	QSR, gas, c-store	100%	48 K	4,851	4,851	Income producing
21	4932 Des Sources Blvd.	Pierrefonds, QC	QSR	100%	23 K	2,716	2,716	Income producing
22	314 De Montigny Street	St-Jérôme, QC	QSR	100%	24 K	2,832	2,832	Income producing
23	288 Valmont Street	Repentigny, QC	Gas, c-store	100%	22 K	2,400	2,400	Income producing
24	2439 Sainte-Sophie Blvd.	Sainte-Sophie, QC	Gas, c-store	95%	58 K	4,856	4,613	Income producing
25	2429 Sainte-Sophie Blvd.	Sainte-Sophie, QC	QSR	95%	45 K	3,710	3,525	Income producing
26	610 Saint-Joseph Blvd.	Gatineau, QC	Other	100%	13 K	3,372	3,372	Income producing
27	513 Des Laurentides Blvd.	Laval, QC	Other	100%	12 K	3,019	3,019	Income producing
28	4 North Street	Waterloo, QC	Gas, c-store	100%	14 K	2,845	2,845	Income producing
29	3355 de la Pérade Street	Quebec City, QC	Retail	100%	142 K	28,894	28,894	Income producing
30	2555 Montmorency Blvd	Quebec City, QC	Retail	100%	110 K	25,480	25,480	Income producing
31	3592 Laval Street	Lac Mégantic, QC	Gas, c-store	100%	20 K	1,777	1,777	Income producing
32	1730 Jules Verne Ave.	Cap Rouge, QC	QSR	50%	38 K	4,100	2,050	Income producing
33	235 Montée Paiement	Gatineau, QC	Retail	100%	149 K	25,706	25,706	Income producing
34	510 Bethany Ave.	Lachute, QC	QSR, gas, c-store	50%	113 K	11,910	5,955	Income producing
35	1337 Iberville Blvd.	Repentigny, QC	Retail	100%	57 K	17,050	17,050	Income producing
36	222 St-Jean-Baptiste Blvd.	Mercier, QC	QSR, gas, c-store	82.5%	70 K	9,488	7,828	Income producing
37	230 St-Jean-Baptiste Boul.	Mercier, QC	QSR	82.5%	33 K	4,165	3,436	Income producing
38	101 Hébert Street	Mont-Laurier, QC	Retail	100%	350 K	37,530	37,530	Income producing
39	290 Mgr. Langlois Blvd.	Valleyfield, QC	QSR, gas, c-store	50%	107 K	10,114	5,057	Income producing
40	20 Frontenac Ouest Blvd.	Thetford Mines, QC	QSR	100%	30 K	2,400	2,400	Income producing
41	975 Wilkinson Ave.	Dartmouth, NS	QSR, gas, c-store	50%	85 K	7,975	3,988	Income producing
42	1501 Jacques Bedard Street	Quebec City, QC	Retail	100%	152 K	24,652	24,652	Income producing
43	852 Laure Boulevard	Sept Îles, QC	QSR	100%	28 K	3,239	3,239	Income producing
44	87-91 Starrs Road	Yarmouth, NS	Gas, c-store	100%	62 K	3,335	3,335	Income producing
45	4675 Shawinigan Sud Blvd.	Shawinigan, QC	QSR, gas, c-store	50%	101 K	7,126	3,563	Income producing
46	480 Bethany Ave.	Lachute, QC	Retail	100%	492 K	75,681	75,681	Income producing



## Canadian Net Real Estate Investment Trust

#	Address	City/Province	Type	Ownership	Area (sf)			Status
					Land	Building	CNET %	
47	484 Bethany Ave.	Lachute, QC	QSR	100%	32 K	3,037	3,037	Income producing
48	2077 Laurentides Blvd.	Laval, QC	Retail	100%	31 K	9,462	9,462	Income producing
49	111-117 Desjardins Blvd.	Maniwaki, QC	Retail	100%	45 K	16,085	16,085	Income producing
50	550 Laffèche Boulevard	Baie-Comeau, QC	Retail	100%	102 K	19,676	19,676	Income producing
51	304 LaSalle Boulevard	Baie-Comeau, QC	QSR	100%	13 K	3,300	3,300	Income producing
52	35 route 201	Coteau-du-Lac, QC	QSR, gas, c-store	50%	31 K	4,500	2,250	Income producing
53	835 Lucien Chenier	Farnham, QC	QSR, gas, c-store	100%	89 K	7,000	7,000	Income producing
54	24 Miikana Way	Kenora, ON	Retail	100%	534 K	80,881	80,881	Income producing
55	1410 Principale Street	St-Etienne-des-Grés, QC	QSR, gas, c-store	75%	26 K	4,122	3,092	Income producing
56	2505 Saint-Louis Street	Gatineau, QC	Retail	100%	88 K	25,389	25,389	Income producing
57	124 Beech Hill Road	Antigonish, NS	QSR, gas, c-store	50%	176 K	4,040	2,020	Income producing
58	16670 Des Acadiens Blvd.	Bécancour, QC	QSR, gas, c-store	75%	14 K	3,600	2,700	Income producing
59	1875 Sainte-Marguerite Street	Trois-Rivières, QC	Gas, c-store	75%	19 K	2,400	1,800	Income producing
60	5100 Wilfrid Hamel Blvd.	Quebec City, QC	Gas, c-store	50%	26 K	3,077	1,539	Income producing
61	369 St-Charles Street West	Longueuil, QC	Gas, c-store	50%	15 K	2,578	1,289	Income producing
62	1305-1375 Sherbrooke Street	Magog, QC	QSR, gas, c-store	50%	38 K	8,900	4,450	Income producing
63	250 Saint-Antoine Nord Street	Lavaltrie, QC	Retail	100%	87 K	22,794	22,794	Income producing
64	524-534 Saint-Joseph Blvd.	Drummondville, QC	QSR	50%	26 K	7,684	3,842	Income producing
65	570 Saint-Joseph Blvd.	Drummondville, QC	QSR	50%	52 K	3,855	1,928	Income producing
66	491 Seigneuriale Street	Quebec City, QC	Retail	100%	103 K	21,303	21,303	Income producing
67	150 St-Alphonse Blvd.	Roberval, QC	Retail	100%	207 K	43,378	43,378	Income producing
68	15 McChesney Ave.	Kirkland Lake, ON	Retail	100%	200 K	45,157	45,157	Income producing
69	394 Westville Road	New Glasgow, NS	Retail	100%	487 K	90,800	90,800	Income producing
70	1225 Kings Street	Sydney, NS	Retail	100%	155 K	47,189	47,189	Income producing
71	476-478 Ch. Knowlton	Lac-Brome, QC	QSR, gas, c-store	100%	51 K	4,500	4,500	Income producing
72	14 Sunset Road	Pictou, NS	QSR, gas, c-store	50%	129 K	5,460	2,730	Income producing
73	7301 Laurier Boulevard	Terrebonne, QC	QSR	40%	35 K	3,885	1,554	Income producing
74	7751-7811 Roi-Rene Blvd.	Anjou, QC	QSR	40%	33 K	5,800	2,320	Under development
75	10 700 Ch. Cote-de-Liesse	Lachine, QC	Gas	100%	37 K	395	395	Income producing
76	860 rue d'Alma	Saguenay, QC	QSR	40%	40 K	3,885	1,554	Income producing
77	135 Barton Street East	Hamilton, ON	Retail	100%	153 K	37,509	37,509	Income producing
78	95-103 Water Street North	Cambridge, ON	Retail	100%	122 K	38,500	38,500	Income producing
79	107 Bridge Street	Dunnville, ON	Retail	100%	91 K	27,651	27,651	Income producing
80	199 Simcoe Avenue	Keswick, ON	Retail	100%	106 K	27,838	27,838	Income producing
81	1035 Wilfrid-Hamel Blvd.	Quebec City, QC	Retail	100%	98 K	27,400	27,400	Income producing
82	2 Saint-Martin Street	Bromont, QC	QSR	100%	6 K	5,703	5,703	Income producing
83	Rue Serge Papin	Beloeil, QC	QSR	40%	25 K	3,885	1,554	Under development
84	110 Mnt des Pionniers	Lachenaie, QC	QSR	40%	24 K	3,885	1,554	Income producing
85	160 Chem. Du Lac Millette	St-Sauveur, QC	Retail	40%	4 K	4,376	1,750	Income producing
86	3718 Harvey Blvd.	Saguenay, QC	QSR	40%	46 K	4,400	1,760	Income producing
87	10 Cambridge Street	Collingwood, ON	Retail	100%	496 K	111,118	111,118	Income producing
88	617 - 639 Duvernay Street	Verchères, QC	Retail	100%	105 K	29,904	29,904	Income producing
89	320 Albiny-Paquette Blvd.	Mont-Laurier, QC	QSR	40%	68 K	3,885	1,554	Income producing
90	2085 Mellon Blvd.	Saguenay, QC	Retail	100%	159 K	38,064	38,064	Income producing
91	2095 Mellon Blvd.	Saguenay, QC	Other	100%	33 K	4,016	4,016	Income producing
92	46 Robie St.	Truro, NS	Retail	100%	163 K	30,500	30,500	Income producing
93	45 Albert Ferland St.	Chénéville, QC	Retail	100%	213 K	29,698	29,698	Income producing
94	110 Principale St.	St-André-Avellin, QC	Retail	100%	157 K	35,991	35,991	Income producing

## Canadian Net Real Estate Investment Trust

#	Address	City/Province	Type	Ownership	Area (sf)			Status
					Land	Building	CNET %	
95	1535 St-Antoine Blvd.	St-Jérôme, QC	Gas, c-store	100%	35 K	3,500	3,500	Income producing
96	1165 Smythe St.	Fredericton, NB	Other	100%	18 K	4,400	4,400	Income producing
97	41 St-Jean-Baptiste Blvd.	Chateauguay, QC	Retail	100%	217 K	53,151	53,151	Income producing
<b>QSR: Quick Service Restaurant</b>					<b>8,598 K</b>	<b>1,445,683</b>	<b>1,371,628</b>	

(1) Property sold after June 30, 2024

## DESCRIPTION OF THE ISSUER'S BUSINESS

Canadian Net is an active Trust operating in the Canadian commercial real estate market. The Trust currently trades on the TSX Venture using the ticker symbol NET.UN. The Trust owns and rents commercial real estate properties directly, through its wholly-owned subsidiaries and joint ventures.

Prior to June 17, 2021, the Trust operated under the name of Fronsac Real Estate Investment Trust and ticker "FRO.UN".



The principal registered and head office of the Trust is located at 106 Gun Avenue, Pointe Claire, QC, H9R 3X3.

As at June 30, 2024, the Trust held 97 investment properties, 81 residing in the province of Quebec, 8 in the province of Ontario, 7 in the province of Nova Scotia and 1 in the province of New Brunswick. The properties are occupied by 4 distinct groups of tenants composed of: (1) retailers, (2) national service station and convenience store chains, (3) quick-service restaurant chains, and (4) others.

The quality of the properties in the portfolio allows Canadian Net to maintain a best-in-class occupancy level. As at June 30, 2024, the Trust's occupancy was at 100%.

The Trust management is entirely internalized, and no service agreements or asset management agreements are in force between Canadian Net and its officers and trustees. The Trust, therefore, ensures that the interests of management and of its employees are aligned with those of the unitholders.

These properties are leased to tenants on a management-free basis with triple net leases. Under this type of arrangement, the tenant is responsible for paying real estate taxes, insurance and any general maintenance required, in addition to the base rent already stipulated in the lease terms. These types of leases ensure stable recurring cash flows with an opportunity for growth.

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## MAJOR EVENT OF THE YEAR

**On May 24, 2024**, the Trust sold its property located in St-Eustache, Qc. Total consideration paid by the purchaser was \$1,775,000 and was settled in cash.

<sup>1</sup> This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures"

**OUTLOOK 2024 & SUBSEQUENT EVENTS**

On July 3, 2024, the Trust sold its property located in St-Hyacinthe, Qc. Total consideration paid by the purchaser was \$3,000,000 and was settled in cash.

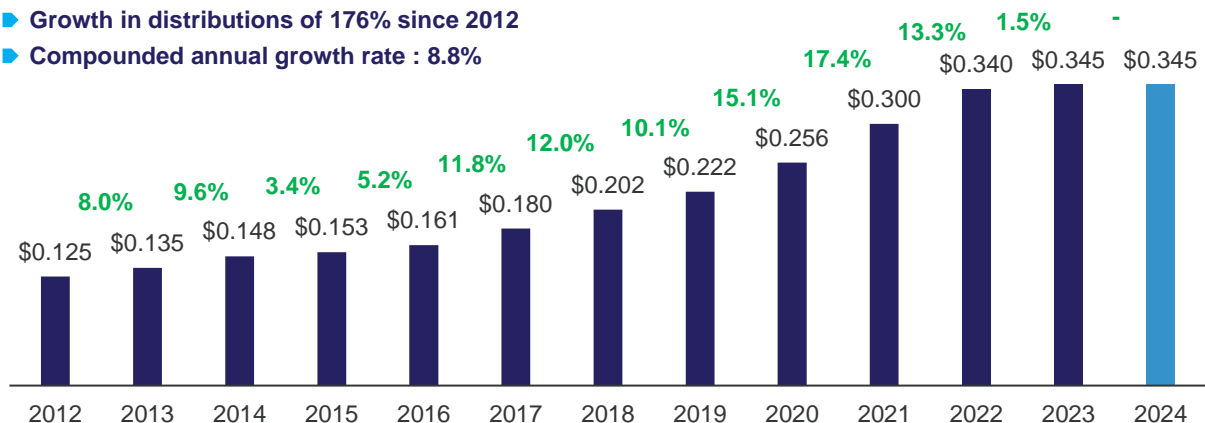
On July 12, 2024, the Trust sold three properties located in Mont St Hilaire, Qc, St-Jean-sur-Richelieu, Qc and Richelieu, Qc. Total consideration paid by the purchaser was \$8,000,000 and was settled in cash.

Canadian Net is constantly looking for acquisitions of commercial real estate properties that have triple net leases and are management-free. These types of acquisitions limit the overhead required to run the business and in turn, allow management to focus on adding value through strategic acquisitions that are accretive to the Trust's FFO and AFFO per unit<sup>1</sup>.

The Trust believes in a long-term growth strategy through acquiring properties that will increase its funds from operations per unit<sup>1</sup>, distributions per unit and as a result increase total unitholders value.

**ANNUAL CASH DISTRIBUTION PER UNIT**

- ▶ Growth in distributions of 176% since 2012
- ▶ Compounded annual growth rate : 8.8%



<sup>1</sup> This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures"

FINANCIAL HIGHLIGHTS

	2024		2023				2022	
	Q1	Q2	Q4	Q3	Q2	Q1	Q4	Q3
Rental income	6,593,938	6,539,597	7,249,338	6,398,506	6,486,300	6,416,383	7,052,983	6,369,404
Net Operating Income <sup>(1)</sup>	4,795,492	4,818,187	4,888,779	4,821,422	4,865,418	4,855,944	4,878,281	4,855,944
Net income (loss)								
to unitholders	(8,916,576)	1,261,106	4,343,997	3,036,948	6,010,921	4,829,960	(9,309,990)	(540,958)
FFO <sup>(1)</sup>	3,166,760	3,126,921	3,335,581	3,181,261	3,309,843	3,232,775	3,329,459	3,347,120
FFO per unit <sup>(1)</sup>	0.154	0.152	0.162	0.155	0.161	0.157	0.162	0.163
Value of investment properties (000's)	258,289	276,396	277,842	279,047	280,076	276,659	275,425	291,358
Adjusted investment properties (000's) <sup>(1)</sup>	316,876	329,721	331,143	330,887	331,912	329,171	326,898	338,204
Total assets (000's)	293,751	306,833	308,350	307,161	307,898	304,646	303,060	315,185
Total liabilities (000's)	175,305	177,696	178,863	180,247	182,124	182,770	184,372	185,439
Equity (000's)	118,446	129,136	129,487	126,914	125,774	121,876	118,688	129,746
Weighted avg. units o/s								
Basic (000's)	20,561	20,532	20,529	20,531	20,604	20,603	20,593	20,593

(1) This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures"

RECONCILIATION OF INVESTMENT PROPERTIES TO ADJUSTED INVESTMENT PROPERTIES

As at June 30	2024	2023	Δ
<b>Investment Properties</b>			
Developed properties	258,260,480	280,075,876	(8%)
Investment properties held for sale	10,900,842	4,825,309	126%
<b>Joint Venture Ownership<sup>(1)</sup></b>			
Developed properties	45,587,872	45,025,157	1%
Properties under development	2,126,680	1,985,986	7%
<b>Adjusted Investment Properties<sup>(2)</sup></b>	<b>316,875,874</b>	<b>331,912,328</b>	<b>(5%)</b>

(1) Represents Canadian Net's proportionate share

(2) This is a non-IFRS financial measure with no standardized IFRS meaning and may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures"

RECONCILIATION OF NET INCOME TO FFO

Periods ended June 30	3 months			6 months		
	2024	2023	Δ	2024	2023	Δ
Net income (loss) attributable to unitholders	(8,916,576)	6,010,921	(14,927,497)	(7,655,470)	10,840,881	(18,496,351)
Δ in value of investment properties	11,029,390	(2,859,847)	13,889,237	12,458,999	(3,981,665)	16,440,664
Δ in value of investment properties in joint ventures	913,157	72,969	840,188	1,110,687	(482,205)	1,592,892
Unit-based compensation	157,788	112,567	45,221	402,965	330,048	72,917
Δ fair value adjustments on derivative financial instruments	(18,253)	(31,206)	12,953	(24,754)	(168,880)	144,126
Income taxes	1,254	4,439	(3,185)	1,254	4,439	(3,185)
FFO <sup>(1)</sup>	3,166,760	3,309,843	(4%)	6,293,681	6,542,618	(4%)
FFO per unit <sup>(1)</sup>	0.154	0.161	(4%)	0.306	0.318	(4%)
Distributions	1,773,636	1,776,722	(3,086)	3,544,265	3,553,753	(9,488)
Distributions per unit	0.086	0.086	-	0.173	0.173	-
FFO per unit <sup>(1)</sup> - after distributions	0.068	0.074	(9%)	0.134	0.145	(8%)
Distributions as a % of FFO <sup>(1)</sup>	56%	54%	2%	56%	54%	2%
Weighted avg. units o/s						
Basic	20,561,060	20,603,734	(42,674)	20,546,748	20,603,235	(56,487)

(1) This is a non-IFRS financial measure with no standardized IFRS meaning and may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures"

## ADJUSTED FUNDS FROM OPERATIONS

Periods ended June 30	3 months			6 months		
	2024	2023	Δ	2024	2023	Δ
FFO <sup>(1)</sup>	3,166,760	3,309,843	(143,083)	6,293,681	6,542,618	(248,937)
Straight-line rent adjustment <sup>(2)</sup>	(59,977)	(109,943)	49,966	(96,560)	(209,937)	113,377
Maintenance/cap-ex on existing properties <sup>(3)</sup>	(256,021)	(488,297)	232,276	(264,338)	(503,260)	238,922
AFFO <sup>(1)</sup>	2,850,762	2,711,603	5%	5,932,783	5,829,421	2%
AFFO per unit <sup>(1)</sup>	0.139	0.132	5%	0.289	0.283	2%
Distributions per unit	0.086	0.086	-	0.173	0.173	-
AFFO per unit <sup>(1)</sup> - after distributions	0.052	0.045	16%	0.116	0.110	5%
Distributions as a % of AFFO <sup>(1)</sup>	62%	66%	(4%)	60%	61%	(1%)
Weighted avg. units o/s						
Basic	20,561,060	20,603,734	(42,674)	20,546,748	20,603,235	(56,487)

(1) This is a non-IFRS financial measure with no standardized IFRS meaning and may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures"

(2) Adjusted for the proportionate share of equity-accounted investments

(3) The maintenance/cap-ex on existing properties for 2024 includes a charge of \$118,890 (2023: \$489,000) that will generate additional income for the Trust

## CASH FLOW AND LIQUIDITY

Periods ended June 30	3 months			6 months		
	2024	2023	Δ	2024	2023	Δ
Cash flow from:						
Operating activities	2,321,961	2,442,644	(120,683)	4,955,763	5,936,076	(980,313)
Investing activities	1,815,356	1,116,206	699,150	2,120,399	1,527,325	593,074
Financing activities	(4,133,648)	(3,047,297)	(1,086,351)	(6,874,683)	(6,278,072)	(596,611)
Increase (decrease) in cash & cash equivalents	3,669	511,553	(507,884)	201,479	1,185,329	(983,850)
Cash & cash equivalents						
- Beginning of period	1,185,533	879,210	306,323	987,723	205,434	782,289
Cash & cash equivalents						
- End of period	1,189,202	1,390,763	(201,561)	1,189,202	1,390,763	(201,561)

The Trust's rental income revenues are used to pay down various working capital obligations. These funds are the primary source to fund mortgage/loan and other debt payments, with the residual used to fund distributions to unit holders.

For the three-month and six-month periods ended June 30, 2024, Canadian Net has decreased its cash from operating activities. These were mostly impacted by the growth in rental revenues, which was offset by higher interest rate expenses on mortgage renewals, variable rate mortgages and credit facilities, and by the timing of cash receipts related to the recoveries of operating expenses as well as payments of certain operating expenses.

Cash generated by investing activities in 2024 and 2023 can be mainly attributed to proceeds from property dispositions, distributions from joint ventures and loans receivable, partially offset by capital expenditures. For more details, please refer to Note 3 "Investment Properties", and Note 4 "Joint Arrangements" in the Financial Statements.

For the three-month and six-month periods ended June 30, 2024, there was a decrease in cash derived from financing activities since the Trust paid down capital on existing loans and repaid the May 2019 convertible debentures.

The Trust expects to be able to meet all its obligations as they become due in the short term and the long term. Canadian Net expects to have sufficient liquidity as a result of cash on hand, cash flow from operating activities, and operating facilities, the ability to refinance properties when required as well as the ability to raise equity and debt in the capital markets when deemed necessary.

**RECONCILIATION OF CASH FLOW PROVIDED FROM OPERATING ACTIVITIES TO DISTRIBUTABLE INCOME AND DISTRIBUTIONS**

Periods ended June 30	3 months			6 months		
	2024	2023	Δ	2024	2023	Δ
Cash flow provided from operating activities	2,321,961	2,442,644	(120,683)	4,955,763	5,936,076	(980,313)
Net change in non-cash asset and liability items	454,252	523,384	(69,132)	488,200	(487,611)	975,811
Income taxes	1,254	4,439	(3,185)	1,254	4,439	(3,185)
Straight line rent adjustment	59,977	109,943	(49,966)	96,560	209,937	(113,377)
Δ in accrued interest	2,000	6,000	(4,000)	(24,700)	(100)	(24,600)
Δ in value of investment properties in joint ventures	913,157	72,969	840,188	1,110,687	(482,205)	1,592,892
Share of net income (loss) from investments in joint ventures	(520,816)	346,427	(867,243)	(326,696)	1,331,200	(1,657,896)
Unit-based compensation	77,243	-	77,243	77,243	148,393	(71,150)
Accretion of the non-derivative liability component of convertible debentures	(142,268)	(195,963)	53,695	(84,630)	(117,511)	32,881
FFO <sup>(1)</sup>	3,166,760	3,309,843	(4%)	6,293,681	6,542,618	(4%)
Straight-line rent adjustment <sup>(2)</sup>	(59,977)	(109,943)	49,966	(96,560)	(209,937)	113,377
Distributions from joint ventures	515,500	160,500	355,000	526,000	633,500	(107,500)
Periodic mortgage principal repayments	(1,164,286)	(1,163,742)	(544)	(2,284,330)	(2,320,486)	36,156
Repayment of long-term debt	(15,000)	(15,000)	-	(15,000)	(15,000)	-
Distributable income <sup>(1)</sup>	2,442,997	2,181,658	12%	4,423,791	4,630,695	(4%)
Distributions to unitholders	(1,773,636)	(1,776,722)	-	(3,544,265)	(3,553,753)	-
Cash surplus after distributions	669,361	404,936	65%	879,526	1,076,942	(18%)

(1) This is a non-IFRS financial measure with no standardized IFRS meaning and may not be comparable to other issuers. Refer to the section "Non-IFRS financial measures"

(2) Adjusted for proportionate share of equity accounted investments

**RESULTS OF OPERATIONS**

Periods ended June 30	3 months			6 months		
	2024	2023	Δ	2024	2023	Δ
Rental Income	6,593,938	6,486,300	107,638	13,133,535	12,902,683	230,852
Operating expenses	(1,798,446)	(1,620,882)	(177,564)	(3,519,856)	(3,181,321)	(338,535)
Net Operating Income <sup>(1)</sup>	4,795,492	4,865,418	(69,926)	9,613,679	9,721,362	(107,683)
Share of net income (loss) from investments in joint ventures	(501,516)	387,299	(888,815)	(288,579)	1,397,691	(1,686,270)
Increase/(decrease) in fair values of investment properties	(11,029,390)	2,859,847	(13,889,237)	(12,458,999)	3,981,665	(16,440,664)
Unit-based compensation	(157,788)	(112,567)	(45,221)	(402,965)	(330,048)	(72,917)
Administrative expenses	(264,943)	(256,101)	(8,842)	(535,640)	(528,823)	(6,817)
Financial expenses	(1,758,431)	(1,732,975)	(25,456)	(3,582,966)	(3,400,966)	(182,000)
Net income (loss) attributable to unitholders	(8,916,576)	6,010,921	(14,927,497)	(7,655,470)	10,840,881	(18,496,351)
FFO <sup>(1)</sup>	3,166,760	3,309,843	(4%)	6,293,681	6,542,618	(4%)
FFO per unit <sup>(1)</sup>	0.154	0.161	(4%)	0.306	0.318	(4%)
Weighted avg. units o/s						
Basic	20,561,060	20,603,734	(42,674)	20,546,748	20,603,235	(56,487)

(1) This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures"

## RECONCILIATION OF NET INCOME TO EBITDA

Periods ended June 30	3 months			6 months		
	2024	2023	Δ	2024	2023	Δ
Net income (loss) attributable to unitholders	(8,916,576)	6,010,921	(14,927,497)	(7,655,470)	10,840,881	(18,496,351)
Net interest expense	1,775,105	1,759,544	15,561	3,604,120	3,562,005	42,115
Income taxes	1,254	4,439	(3,185)	1,254	4,439	(3,185)
EBITDA <sup>(1)</sup>	(7,140,217)	7,774,904	(14,915,121)	(4,050,096)	14,407,325	(18,457,421)
Δ in value of investment properties	11,029,390	(2,859,847)	13,889,237	12,458,999	(3,981,665)	16,440,664
Δ in value of investment properties in joint ventures	913,157	72,969	840,188	1,110,687	(482,205)	1,592,892
Δ in value of convertible debentures	(18,253)	(31,206)	12,953	(24,754)	(168,880)	144,126
Adjusted EBITDA <sup>(1)</sup>	4,784,077	4,956,820	(3%)	9,494,836	9,774,575	(3%)
Interest expense	1,903,883	1,890,945	12,938	3,825,547	3,778,818	46,729
Principal repayments	1,164,286	1,163,742	544	2,284,330	2,320,486	(36,156)
Debt service requirements	3,068,169	3,054,687	13,482	6,109,877	6,099,304	10,573
Interest coverage ratio based on adjusted EBITDA <sup>(1)</sup>	2.5x	2.6x	(0.1x)	2.5x	2.6x	(0.1x)
Debt service coverage based on adjusted EBITDA <sup>(1)</sup>	1.6x	1.6x	-	1.6x	1.6x	-

(1) This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures"

## RESULTS OF OPERATIONS FOR THE QUARTER ENDED JUNE 30, 2024

For the quarter ended June 30, 2024, the Trust had rental income of \$6,593,938 (\$6,486,300 in Q2 2023). This increase in rental income is due to the increases in base rents and recoverable additional rents of certain existing properties, partially offset partially offset by decreases in rental income from property dispositions. These rents are composed primarily of fixed monthly rents as well as variable rents based on gross sales for certain tenants.

The change in fair value of investment properties is based on the change in capitalization rates applied to each property's adjusted net operating income as well as post-acquisition adjustments (see *Significant Accounting Policies and Estimates* section for more details). As at June 30, 2024, the Trust has estimated that a 0.25% decrease in the capitalization rate applied to the overall portfolio would increase the fair value of the investment properties by approximately \$12,278,838 (\$8,340,647 in Q2 2023) while an increase of 0.25% in the capitalization rate would decrease the fair value of the investment properties by approximately \$8,311,434 (\$13,952,011 in Q2 2023). The weighted average capitalization rate used in the calculation of the fair value of investment property is 6.67% (6.41% in Q2 2023) while the range of capitalization rates used is 5.00% to 7.50% (4.75% to 7.50% in Q2 2023). The capitalization rates used in the calculation of the change in fair value of investment properties are provided by a third-party firm specializing in the appraisal of commercial properties. The adjusted rental income is adjusted to take into consideration provision for vacancies, administrative fees, structural reserves and discounts on variable income.

The Trust's operating expenses were mainly financial in nature and were almost entirely made up of interest on mortgages, line of credits, convertible debentures and change in fair value of convertible debentures, which amounted to \$1,758,431 in Q2 2024 compared to \$1,732,975. For the quarter ended June 30, 2024, the change in fair value of convertible debentures decreased financial expenses by \$18,253 compared to a decrease of \$31,206 for the same quarter in 2023. Excluding this change in fair value, net financial expenses for the quarter ended June 30, 2024 were \$1,776,684 compared to \$1,764,181 for the same quarter in 2023. This increase in financial expenses is due to higher interest charges on mortgage renewals, variable rate mortgages and credit facilities.

For the quarter ended June 30, 2024, the Trust recorded FFO<sup>1</sup> of \$3,166,760 in comparison to \$3,309,843 in Q2 2023. FFO per unit<sup>1</sup> decreased from \$0.161 to \$0.154. The decrease in FFO<sup>1</sup> is mainly derived by higher interest charges on mortgage renewals, variable rate mortgages and credit facilities, partially offset by from contractual rent step-ups.

## RESULTS OF OPERATIONS FOR THE SIX-MONTH PERIOD ENDED JUNE 30, 2024

For the period ended June 30, 2024, the Trust had rental income of \$13,133,535 (\$12,902,683 for the same period in 2023). This increase in rental income is due to the increases in base rents and recoverable additional rents of certain

<sup>1</sup> This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures"



existing properties, partially offset by decreases in rental income from property dispositions. These rents are composed primarily of fixed monthly rents as well as variable rents based on gross sales for certain tenants.

The change in fair value of investment properties is based on the change in capitalization rates applied to each property's adjusted net operating income as well as post-acquisition adjustments (see *Significant Accounting Policies and Estimates* section for more details).

The Trust's operating expenses were mainly financial in nature and were almost entirely made up of interest on mortgages, line of credits, convertible debentures and change in fair value of convertible debentures, which amounted to \$3,582,966 for the period ended June 30, 2024, compared to \$3,400,966 for the same period last year. For the 6 month period ended June 30, 2024, the change in fair value of convertible debentures decreased financial expenses by \$24,754 compared to a decrease of \$168,880 for the period in 2023. Excluding this change in fair value, net financial expenses for the period ended June 30, 2024 were \$3,607,720 compared to \$3,569,846 for the same period in 2023. This increase in financial expenses is due to higher interest charges on mortgage renewals, variable rate mortgages and credit facilities.

For the period ended June 30, 2024, the Trust recorded FFO<sup>1</sup> of \$6,293,681 in comparison to \$6,542,618 for the same period in 2023. FFO per unit<sup>1</sup> decreased from \$0.318 in 2023 to \$0.306 in 2024. The decrease in FFO<sup>1</sup> is mainly derived by higher interest charges on mortgage renewals, variable rate mortgages and credit facilities, partially offset by from contractual rent step-ups.

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## CAPITAL STRUCTURE

The real estate business requires capital in order to continue to fund acquisitions, which is a key part of growth and success. The Trust is authorized to issue an unlimited number of trust units. During the 6-month period ended June 30, 2024, the Trust issued units as follows:

**On March 20, 2024**, the Trust announced the issuance of 32,558 units of the Trust at a price of \$4.87 per unit, which equates to \$158,558, and 43,147 deferred trust units as partial compensation for the services rendered by certain employees, members of management and the board of trustees during the fiscal year ended on December 31<sup>st</sup>, 2023.

The issuance of the units and deferred trust units of Canadian Net constitutes a portion of salaries as per the Equity Incentive Plan approved by unitholders on May 25, 2022 (the "Equity Incentive Plan").

Canadian Net also announces the grant of 169,008 performance units ("Performance Units") to certain members of management under the Equity Incentive Plan. These units will vest in accordance with the criteria set forth in the Equity Incentive Plan and the achievement of performance targets, set by the board of trustees.

**On July 9, 2024**, the Trust announced that it received approval from the TSX Venture Exchange ("TSX") for the annual renewal of its normal course issuer bid ("NCIB").

For the NCIB that expired on July 31, 2024, the Trust previously received approval from the TSX to repurchase up to 1,026,425 units of Canadian Net (the "Units"). The Trust did not purchase any Units over the course of this NCIB.

Under the renewed NCIB, Canadian Net may purchase for cancellation, through the facilities of TSX Venture Exchange, other designated exchanges and/or alternative Canadian trading systems, if in the best interest of the Trust, a maximum of 1,028,053 Units, which represents approximately 5% of the units in circulation. As of July 9, 2024, the Trust had 20,561,060 Units issued and outstanding. Over the course of any 30-day period, the Trust will not purchase more than 411,221 Units in total, which represents 2% of the Units issued and outstanding at as July 9, 2024.

All purchases and settlements of said securities are to be made through the facilities of TSX Venture Exchange, other designated exchanges and/or alternative Canadian trading systems in accordance with their rules and regulations. All units redeemed by the Trust pursuant to the NCIB will be cancelled. National Bank Financial will be handling the offer on behalf of the Trust. The price paid by the Trust for the redemption of these units will be the price of the units at the time of acquisition. The renewed normal course issuer bid began on August 1, 2024 and will expire on July 31, 2025.

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<sup>1</sup> This is a non-IFRS financial measure that does not have any standardized IFRS meaning and as such may not be comparable to other issuers. Refer to section "Non-IFRS financial measures"

## TRUST UNITS

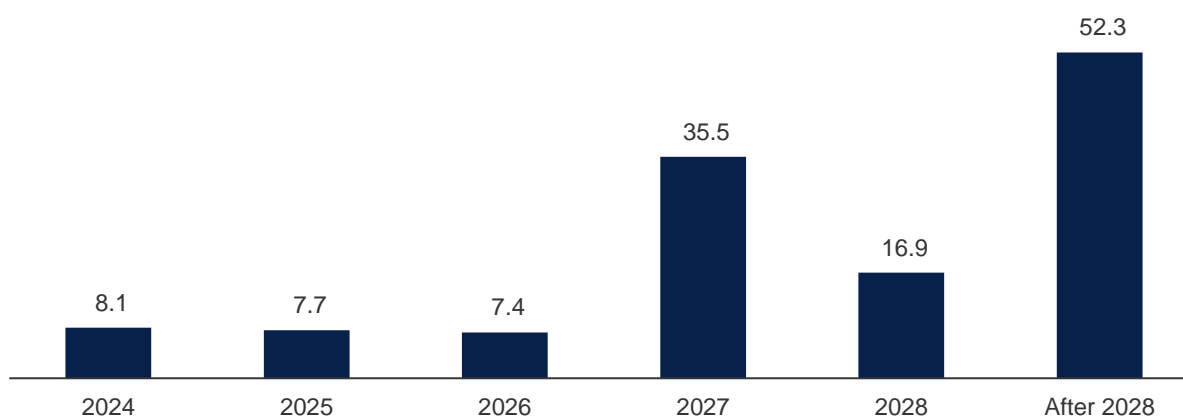
Units issued (redeemed):	# of units	
<b>Units as at December 31, 2022</b>	<b>20,592,733</b>	
January 12, 2023 (options)	10,000	
March 22, 2023 (units for services)	13,329	
May 4, 2023 (units for service)	11,840	
May 31, 2023 (units buy back)	(20,000)	
June 8, 2023 (units buy back)	(54,400)	
July 7, 2023 (units buy back)	(5,000)	
July 11, 2023 (units buy back)	(10,000)	
July 13, 2023 (units buy back)	(10,000)	
<b>Units as at December 31, 2023</b>	<b>20,528,502</b>	
March 20, 2024 (units for service)	32,558	
<b>Units as at June 30, 2024</b>	<b>20,561,060</b>	
<b>Potential dilutive impact of financial instruments as at June 30, 2024</b>		
Deferred Trust Units	88,520	Exercise price N/A
Conversion of convertible debentures (in units)	738,007	\$8.13 per unit

## Convertible debentures

As of June 30, 2024, the outstanding nominal value of convertible debentures is \$6,000,000, with a conversion price of \$8.13 per unit. During the quarter ending on June 30, 2024, the Trust repaid \$1,732,000 of convertible debentures from May 2019, which had a contractual rate of 6% and a conversion price of \$7.30. There were no conversions during the six months ending June 30, 2024.

The total number of units outstanding as at June 30, 2024 was 20,561,060.

## MORTGAGE BALANCES DUE AT MATURITY (in \$M)



Maturity	2024	2025	2026	2027	2028	After 2028
Total due (\$):	8,128,841	7,684,415	7,359,131	35,524,834	16,945,672	52,290,365
Interest rate:	3.64% - 7.95%	2.64% - 4.98%	3.70% - 6.99%	2.53% - 6.13%	2.31% - 6.37%	3.63% - 5.95%
% of total debt:	6.4%	6.0%	5.8%	27.8%	13.2%	40.9%

Debts are composed of mortgages, loans, convertible debentures and secured credit facilities, and exclude Canadian Net's interest in mortgages and loans held through joint ventures.

As at June 30, 2024, the Trust had mortgages with Canadian financial institutions with a total carrying value of \$147,916,281 (\$151,259,337 at December 31, 2023). These mortgages require the Trust to make principal payments of \$92,580,330 over the next 5 year and \$55,335,951 thereafter. The mortgages outstanding currently have an average term to maturity of 4.3 years (4.6 years at December 31, 2023). Convertible debentures in circulation as at June 30, 2024 have a carrying value of \$5,789,159 (\$7,436,529 at December 31, 2023) due to the repayment of the May 2019 convertible debentures during Q2 2024. The Trust currently has 3 secured lines of credit with authorized limits of \$13,160,000, \$6,000,000 and \$1,400,000. These lines of credit have a balance of \$17,725,000 as at June 30, 2024 (\$15,965,362 at December 31, 2023).

Management believes that Canadian Net's blend of debt and equity in its capital base provides stability and reduces risk, while generating an acceptable return on investment. This complements the long-term business strategy of the Trust, which is to grow its presence in the commercial real estate market in Canada.

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### SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

The preparation of the Trust's consolidated financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of certain assets and liabilities at the reporting date and the reported amounts of revenues and expenses during the reporting period. The significant estimates and judgments include assessing the nature of an acquisition and whether it represents a business combination or an acquisition of assets and liabilities, whether a joint arrangement structured through a separate vehicle is a joint operation or a joint venture, the assessment of the fair values of investment properties and the assessment of the unit-based compensation and derivative financial instruments where the fair value cannot be derived from active markets.

One significant judgment and key estimate that affects the reported amounts of assets at the date of the consolidated financial statements and the reported amounts of profit or loss during the period relates to property valuations. Investment properties, which are carried on the consolidated statements of financial position at fair value, are valued by the Trust. The valuation of investment properties is one of the principal estimates and uncertainties of these financial statements. The valuations are based on a number of assumptions, such as appropriate discount rates and capitalization rates and estimates of future rental income, operating expenses and capital expenditures. These investment properties are sensitive to fluctuations in capitalization and discount rates. Investment properties are appraised primarily based on adjusted cash flows obtained from existing tenants since market participants focus more on expected income. The fair value of investment properties indicated in the consolidated financial statements has been calculated internally using the direct capitalization method based on rental income. This fair value has been calculated by using a capitalization rate, provided by qualified independent professional appraisers, and applied on adjusted rental income. Rental income is adjusted to take into consideration provisions for vacancies, administrative fees, structural reserves and discounts on variable income.

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### RISKS AND UNCERTAINTIES

All property investments are subject to a degree of risk and uncertainty. Property investments are affected by various factors including general economic conditions and local market circumstances. Local business conditions such as oversupply of space or a reduction in demand for space particularly affect property investments. As at June 30, 2024 the Trust held interests in 97 properties in Quebec, Ontario, Nova Scotia and New Brunswick, across 4 market segments. The Trust is exposed to credit risk, interest rate risk and liquidity risk. In order to limit the effects of changes in interest rates on its expenses and cash flows, the Trust constantly follows the evolution of the market interest rate risk and consequently determines the composition of its debts.

#### Credit Risk

Credit risk comes primarily from the potential inability of customers to discharge their rental obligations. Canadian Net strives to obtain rent payments every month to limit this risk while minimizing its receivable balance (\$1,347,193 at June 30, 2024 compared to \$1,269,317 as at December 31, 2023). The composition of this balance mostly includes major Canadian companies with small credit risk.

The Trust has a portfolio of loans receivable from joint venture partners. These loans are secured by interest in said joint ventures and underlying assets. As at June 30, 2024, loans receivable amount to \$4,217,603 (\$4,672,603 as at December 31, 2023).

#### Interest Rate Risk

Interest rate risk affects the Trust through its loans receivable, mortgages, long-term debt, and convertible debentures. These instruments bear fixed interest rates and as such expose the Trust to fair value risk. Lines of credit with a floating interest rate expose the Trust to a cash flow risk. If market conditions warrant, the Trust may attempt to renegotiate its existing debt to take advantage of lower interest rates. The Trust has an ongoing requirement to access debt makers and there is a risk that lenders will not refinance such maturing debt on terms and conditions acceptable to the Trust or on any terms at all. Each change of 1% of the interest rates would have an impact of \$435,334 on the financial expenses for the period.

### **Liquidity Risk**

Liquidity risk is the risk of being unable to honour financial commitments by the deadlines set out under the terms of such commitments. Senior management manages the Trust's cash resources with respect to financial forecasts and anticipated cash flows.

The Trust has cash availability which allows it to control its current liquidity risks, mainly composed of accounts payable, current portion of mortgages and long-term debt.

### **Lease Roll-over Risk**

Lease roll-over risk arises from the possibility that Canadian Net may experience difficulty renewing leases as they expire or in re-leasing space vacated by tenants. Canadian Net's principal management of occupancy risk is the skewing of tenancies towards national tenants, the signing of longer-term leases and significant pre-leasing of development space.

### **Development and Acquisition Risk**

The Trust's external growth prospects will depend in large part on identifying suitable acquisition opportunities and conducting necessary due diligence. If the Trust is unable to manage its growth and integrate its acquisitions and developments effectively, its business operating results, and financial condition could be adversely affected. Developments and acquisitions may not meet operational or financial expectations due to unexpected costs or market conditions, which could impact the Trust's performance. An increase in interest rates could also adversely impact the Trust's ability to acquire and develop real estate that satisfies its investment criteria and as such, adversely impact the Trust's growth profile.

### **Environmental Risk**

Canadian Net is subject to various laws relating to the environment which deal primarily with the costs of removal and remediation of hazardous substances such as petroleum products. Environmental risk is relevant to Canadian Net's ability to sell or finance affected assets and could potentially result in liabilities for the costs of removal and remediation of hazardous substances or claims against Canadian Net. Management is not aware of any material non-compliance with environmental laws or regulations with regard to Canadian Net's portfolio, or of any material pending or threatened actions, investigations or claims against Canadian Net relating to environmental matters. Canadian Net manages environmental exposures in a proactive manner by conducting thorough due diligence before the acquisition of each property and by taking environmental insurance coverage on properties where risk could potentially arise.

### **Status of the REIT**

The Trust is required to comply with specific restrictions regarding its activities and the investments held by it in order to maintain its real estate investment trust status ("REIT"). Should the Trust cease to qualify as a REIT, the consequences could be material and adverse. As well, the Trust conducts its affairs in order to qualify as a REIT under applicable tax statutes so that it retains its status as a flowthrough vehicle for the particular year. Should the Trust not meet the conditions to qualify as a REIT in a particular year, it may be subject to tax similar to a corporation, which may have an adverse impact on it and its unitholders, on the value of the units and on its ability to undertake financings and acquisitions. This could also materially reduce its distributable cash. Management believes that it complies with the REIT rules.

### **Access to Capital**

The Trust's growth prospects depend on its ability to access capital, mainly debt and equity. Adverse market conditions could lead to a negative capital markets environment in which the Trust might not be able to issue units, debentures or any other financial instruments in order to raise capital. Access to debt, mainly through mortgages, is also crucial for financing purposes, and the unavailability of the debt market would make it harder for Canadian Net to acquire real estate assets that satisfy its investment criteria.

Market events and conditions, including disruptions that sometimes affect international and regional credit markets and other financial systems and global economic conditions, could impede the Trust's access to capital (including debt financing) or increase the cost of such capital. Failure to raise or access capital in a timely manner or under favourable terms could have a material adverse effect on the Trust's financial position and results of operations, including on its acquisition and development plan and growth strategy.

## RELATED PARTY TRANSACTIONS

The loans receivable include an amount of \$190,000 (2023: \$190,000) due from officers of the Trust. The loans were granted for a term of 5 years, and bear interest at rates between the prescribed rate and prime plus 0.75% per annum. Interest income on the loans amount to \$3,311 (Q2 2023: \$2,765) for which no amount is receivable as at June 30, 2024 (2023: \$0).

During the year ended December 31, 2023, loans receivable due from a former officer of the Trust were repaid and cancelled in exchange for 20,371 deferred units issued to the officer under the equity incentive plan. There is no interest revenue on these loans and for which no amount is receivable as at December 31, 2023.

During the year ended December 31, 2023, a former officer of the Trust exercised 10,000 options at an exercise price of \$3.80 per unit for aggregate gross proceeds of \$38,000.

All related party transactions were made on terms equivalent to those that prevail in arm's length transactions.

### Officers and Trustees Compensation

Key management personnel are those individuals having authority and responsibility for planning, directing and controlling the activities of the Trust, directly or indirectly. Key management personnel are comprised of the Trust's executive officers and Trustees and their compensation is as follows:

Period ended June 30	3 months		6 months	
	2024	2023	2024	2023
Salaries and benefits	86,519	100,461	171,750	213,623
Unit-based compensation	169,889	137,957	377,665	465,559
<b>Total</b>	<b>256,408</b>	<b>238,418</b>	<b>549,415</b>	<b>679,182</b>