

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL POSITION AND RESULTS OF OPERATIONS

### FOR THE THREE MONTHS ENDED MARCH 31, 2016 and 2015

The following management's discussion and analysis ("MD&A") of the financial position and results of operations of CHC Student Housing Corp. ("CHC" or the "Company") constitutes management's review of the factors that affected the Company's operating performance for the three month periods ended March 31, 2016 and March 31, 2015 and its financial position as at March 31, 2016. This MD&A is dated and has been prepared with information available as of May 30, 2016.

This MD&A should be read in conjunction with the Company's unaudited interim consolidated financial statements for the period ended March 31, 2016 and accompanying notes (the "Financial Statements"). The Financial Statements have been prepared in accordance with International Financial Reporting Standards ("IFRS").

The MD&A was prepared in accordance with Form 51-102F1 and was approved by CHC's Board of Directors prior to its release.

## Forward-Looking Information

Certain statements contained in this MD&A constitute forward-looking information within the meaning of securities laws. Forward-looking information may relate to the Company's future outlook and anticipated events or results and may include statements regarding the future financial position, business strategy, budgets, projected costs, capital expenditures, financial results, taxes and plans and objectives of or involving the Company. In particular, statements regarding the Company's future operating results and economic performance are forward-looking statements. In some cases, forward-looking information can be identified by terms such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "intend", "estimate", "predict", "potential", "continue" or other similar expressions concerning matters that are not historical facts. Examples of such statements include the statements with respect to the Company's strategy, objectives and intentions disclosed in the section entitled "Strategy & Outlook" and "Portfolio Overview", including: the Company's intention to complete future acquisitions and the expected benefits from any such acquisitions; and the Company's intention to implement its student-oriented operating strategy and the expected results this might provide for revenue and net operating income growth through improved occupancy, introduction of value-added leasing and operational revenue streams and increased management efficiencies.

Forward-looking information is subject to certain factors, including risks and uncertainties, which could cause actual results to differ materially from what the Company currently expects. These factors include the ability of the Company to complete future acquisitions, obtain necessary equity and debt financing and grow its business; the future operations and performance of the Company's properties including the anticipated extent of the accretion of any acquisitions and generating improved occupancy levels and rental income; the ability of the Company to reinvest to make improvements and maintenance to its properties; overall indebtedness levels, which could be impacted by the level of acquisition activity CHC is able to achieve and future financing opportunities; general economic and market conditions and factors; local real estate conditions; competition; interest rates; changes in government regulation; and reliance on key personnel. For more information on these risks and uncertainties readers should refer to the risks disclosed in the section entitled "Risks", as well as the risks disclosed in CHC's materials filed with Canadian securities regulatory authorities from time to time, including the Filing Statement of the Company dated March 21, 2014, which are available under the Company's profile on SEDAR at [www.sedar.com](http://www.sedar.com).

Forward-looking information contained in this MD&A is based on the Company's current estimates, expectations and projections, which the Company believes are reasonable as of the date hereof. Readers should not place undue importance on forward-looking information and should not rely upon this information as of any other date. While the Company may elect to, it is under no obligation and does not undertake to update this information at any particular time except as may be required by applicable securities laws.

## Company Overview

CHC is Canada's only publicly listed real estate company focusing on owning and managing student housing properties. CHC's business model is centered on three distinct strategies through which it expects to achieve its goal of becoming the leading owner of high-quality Canadian student housing real estate: (i) acquiring purpose-built student housing assets based on CHC's stringent investment criteria; (ii) opportunistically acquiring traditional multi-residential assets that management believes can be repositioned to student housing; and (iii) providing financing for purpose-built student housing development projects which will allow CHC to generate attractive financial returns while also providing it with an identified pipeline of future acquisitions. Please reference the strategic alternatives the Company is reviewing in the Strategy and Outlook section on page 3.

### *Corporate History*

The Company was incorporated under the *Business Corporations Act* (Ontario) on April 12, 2013. On November 28, 2013, the Company completed an initial public offering as a Capital Pool Company ("CPC") under the policies of the TSX Venture Exchange Inc. (the "TSXV"). The common shares of the Company were listed on the TSXV commencing on December 4, 2013. The shares of the Company trade under the symbol CHC.

As a CPC, prior to the completion of its "Qualifying Transaction" (as defined under the policies of the TSXV), the business of the Company was restricted to the identification and evaluation of potential opportunities with a view to completing a Qualifying Transaction. CHC completed its Qualifying Transaction on April 3, 2014, through the arm's length acquisition of the "Liberty Terrace" student housing property located at 335 Barrie Street, Kingston, Ontario (the "QT Property"). In connection with the closing of the transaction, the Company received final acceptance of the acquisition as the Company's Qualifying Transaction from the TSXV, and commenced trading on the TSXV as a Tier 2 Real Estate Issuer.

On October 30, 2014, CHC filed an amendment to its articles of incorporation to add retraction rights to the share conditions attaching to the common shares of the Company so that it would be able to qualify as a "mutual fund corporation" as defined in the *Income Tax Act* (Canada) and the regulations thereunder, as approved at a meeting of its shareholders held on October 9, 2014. A copy of the articles of amendment has been filed under the Company's profile on SEDAR at [www.sedar.com](http://www.sedar.com). For more information on the articles of amendment, please refer to the Company's management information circular dated September 10, 2014 prepared in connection with the above-noted shareholders meeting, which is also available under the Company's profile on SEDAR.

On February 19, 2015, CHC filed an amendment to its articles of incorporation to change its name from "CHC Realty Capital Corp." to "CHC Student Housing Corp." and to consolidate its issued and outstanding common shares on the basis of one post-consolidation share for every 85 pre-consolidation shares, both as approved at a meeting of its shareholders held on January 27, 2015. Immediately prior to the completion of the consolidation, CHC had 198,495,610 common shares issued and outstanding. After giving effect to the consolidation, CHC had 2,335,181 common shares issued and outstanding. A copy of the articles of amendment has been filed under the Company's profile on SEDAR at [www.sedar.com](http://www.sedar.com).

## Strategy & Outlook

The following section contains forward-looking information and readers are cautioned that actual results may vary.

### *Our Strategy*

CHC's business model is centered on three distinct strategies. Firstly, CHC acquires purpose-built student housing assets based on CHC's stringent investment criteria, which focus on the location, valuation and quality of the asset. In evaluating an acquisition, management considers multiple factors including age, amenities, market position, overall design and proximity to campus. Secondly, CHC opportunistically acquires traditional multi-residential assets that management believes can be repositioned to student housing. CHC's strategy here would include adding a social and community aspect

to the property that provides a collegiate atmosphere for students. Lastly, CHC intends to provide financing for purpose-built student housing development projects which will generally be completed within 12 to 36 months, and which will allow CHC to generate attractive financial returns through interest income and profit sharing while also providing it with an identified pipeline of future acquisitions through certain options and/or rights of first refusal or offer. It is through the execution of these three strategies that CHC expects to achieve its goal of becoming the leading owner of high-quality Canadian student housing real estate.

Management believes that the student housing real estate sector is benefitting from compelling underlying market fundamentals. A limited supply of high-quality, purpose-built properties combined with strong estimated enrolment growth is expected to create a supply-demand imbalance, which will benefit owners of student housing real estate and sustain occupancy at levels comparable to or greater than multi-residential real estate. Furthermore, student housing real estate often exhibits higher revenue per unit relative to multi-residential real estate, as a result of “by the bed” lease terms and optimal unit configurations which increase the number of beds per unit. CHC is also the first market consolidator focusing solely on student housing, which is a highly fragmented sector in Canada. Management believes that the above strong market dynamics make this an opportune time to invest in student housing real estate.

CHC will seek to pursue acquisitions that align with the Company’s stringent investment criteria focused on location, valuation and asset quality. However, the Company may also undertake opportunistic acquisitions under circumstances in which management believes a student housing property requiring value-add capital can be acquired at an attractive valuation and its profitability improved upon completion of repositioning efforts.

When evaluating potential acquisition opportunities, CHC focuses on: (i) markets with high student enrolment, either due to the presence of a large post-secondary institution or multiple mid-sized institutions; (ii) markets in which a majority of the student population resides off-campus due to insufficient on-campus capacity; (iii) properties that are located in close proximity to a post-secondary institution, generally within 2.0 km, or which may be farther from campus but located in a downtown area where students spend time away from campus; (iv) properties that have been recently built and have minimal annual capital expenditure requirements; (v) properties characterized by high occupancy, or with potential for value enhancement through repositioning or other value-add initiatives (for example, adding beds to acquired properties, introducing furnished apartments, implementing new marketing strategies and improving property management); and (vi) properties that can be purchased at an attractive valuation, preferably below replacement cost.

### *Outlook*

At the beginning of 2016, CHC made the decision to internalize property management of two of the Company’s properties located in London and Windsor, Ontario to stabilize the existing assets and improve profitability. As a first step, the Company internalized marketing at the beginning of January and as a result of their efforts and social media and digital marketing strategy, the properties will be 97% leased for the May leasing cycle, up 14.5% year over year.

On April 1, 2016, the Company successfully transitioned all aspects of property management at the London and Windsor properties. The Company made the decision to remove external property management to be able to better manage the properties and employees directly to produce the desired outcomes. This translates to more fiscally responsible and accountable building staff and provides CHC with greater control. A direct reporting relationship also translates into increased employee engagement and ultimately superior tenant and community relationships that will positively impact the Company’s financial statements in future periods.

CHC implemented an industry leading accounting and operations software specific to the student housing industry thereby eliminating the previous property management company’s manual processes. The new software has online leasing capabilities and communication tools that enable the Company to communicate directly with tenants for greater efficiencies in lease renewals going forward.

The property located in Kingston, Ontario is 100% occupied and the property in Trois-Rivières, Québec is 67% occupied. Any available occupancy during the summer months are leased on short-term leases to the university and businesses as conference housing, and to professional corporations taking French language courses.

As previously mentioned, the May leasing cycle is up 14.5% year over year as a result of the Company internalizing marketing and their focused social media and digital marketing strategy. The Company expects the September leasing cycle to have similar results and is already seeing positive preliminary progress with early lease renewals secured for September.

For the September leasing cycle, occupancy continues to improve over the same period in 2015 with Kingston's occupancy at 100%; Windsor at 93% versus 83%; Trois-Rivières at 70% versus 60% and London at 96% versus 85%.

The Company continues reviewing various strategic alternatives for financing the Company's operations and business plan. In the meantime, the Company is focused in the short term on operational efficiencies in order to improve its financial position and resources.

## Portfolio Overview

Since the completion of its Qualifying Transaction, CHC has been pursuing the expansion of its student housing business through additional acquisitions. At March 31, 2016, CHC owned 4 properties having 832 beds and 13,750 square feet of ancillary ground floor commercial space.

The foregoing section contains forward-looking information and readers are cautioned that actual results may vary.

### Completed Acquisitions

Address	City, Province	Fair value as of 31-Mar-16 <sup>(1)</sup>	Fair value as of 31-Dec-15 <sup>(1)</sup>	Beds	Commercial Sq. Ft.	Date Acquired
335 Barrie Street	Kingston, ON	\$2,600,000	\$2,600,000	18	1,108	April 2014
3170-3190 Donnelly Street	Windsor, ON	\$4,924,789	\$4,900,000	117	-	September 2014
1620-1720 rue du Père-Marquette	Trois-Rivières, QC	\$5,003,605	\$5,000,000	310	-	October 2014
675 Richmond Street	London, ON	<u>\$52,040,270</u>	<u>\$52,000,000</u>	<u>387</u>	<u>12,642</u>	November 2014
<b>Total</b>		<b><u>\$64,568,664</u></b>	<b><u>\$64,500,000</u></b>	<b><u>832</u></b>	<b><u>13,750</u></b>	

(1) Please reference the Fair Value section below.

#### *Kingston, Ontario*

On April 3, 2014, CHC completed the acquisition of the QT Property located in Kingston, Ontario. This acquisition represented the Company's Qualifying Transaction. The QT Property has 18 beds in 12 apartments and 1,108 sq. ft. of ancillary ground floor commercial space in one building, and is located approximately 1.0 km from Queen's University.

The purchase price for the QT Property was \$2.5 million, subject to standard adjustments, and was satisfied through the assumption of a first mortgage on the property in the amount of \$1,260,253 and the payment to the vendor of the balance of the purchase price in cash. The interest rate on the mortgage was 4.63%. On July 4, 2014, the Company refinanced the mortgage on the QT Property for a 5-year term with a fixed 4.1% interest rate. The balance of the new mortgage was \$1.55 million. The QT Property was 100% leased at March 31, 2016.

#### *Windsor, Ontario*

On September 11, 2014, CHC completed the acquisition of a property located at 3170 and 3190 Donnelly Street in Windsor Ontario (the "**Windsor Property**"). The Windsor Property has 117 beds in 87 student apartments in two buildings, and is located approximately 0.75 km from the University of Windsor. This property is a traditional apartment building tenanted primarily by students at the University of Windsor. Occupancy of the property at March 31, 2016, is 92%. CHC views this property as a repositioning opportunity. The Company has begun to market the units strictly as student accommodation and to implement its student-oriented operating strategy. Among other things, management has begun leasing by the bed, and subject to financing, furnishing units and improving amenity space. CHC's strategy, which has been very successful, also includes adding a social and community aspect to the property that provides a collegiate atmosphere. CHC continues to seek out and is working diligently to pursue strategic alternatives to further execute on these strategic priorities. The Windsor Property also has approximately 0.50 acre of excess land. Management intends to create outdoor amenity space with some of this land. The land can also serve as excess land for future development. There are no immediate plans to add additional buildings.

The purchase price of the Windsor Property was \$5.9 million, subject to standard adjustments and was satisfied through a

new fixed rate term mortgage of \$4.0 million and the payment to the vendor of the balance of the purchase price in cash. The mortgage is fixed at 3.47% for a 5-year term.

The acquisition of the Windsor Property constituted a “significant acquisition” for the Company. Accordingly, in accordance with the requirements of National Instrument 51-102, the Company filed a business acquisition report with respect to the acquisition of the Windsor Property on January 28, 2015, which is available for viewing under the Company’s profile on SEDAR at [www.sedar.com](http://www.sedar.com).

#### *Trois-Rivières, Québec*

On October 9, 2014, the Company completed the acquisition of a property located at 1620 – 1720 rue de Père- Marquette in Trois-Rivières, Québec (the “**Trois-Rivières Property**”). The Trois-Rivières Property has 310 beds in 77 student apartments in six buildings, and is located on the campus of the University of Québec at Trois-Rivières under a long-term land lease with the university. CHC views this property as a repositioning opportunity. Subject to its ongoing review and further financing, CHC believes that this property provides an opportunity for revenue and net operating income growth through improved occupancy, introduction of value-added leasing and operational revenue streams and increased management efficiencies. Since completing the acquisition CHC’s management has met with the university and has forged a relationship to become its preferred provider of student housing. The Trois-Rivières Property is the only property in the Company’s portfolio that in the normal course leases beds at terms that are less than one year. During the months of June through August the property leases beds on short-term leases, provides conference housing to university and local businesses, as well as individuals traveling through the area. In addition there is a long-standing agreement with an international French language school to house its students during the summer months, and other ongoing contracts for community and sporting events. On March 31, 2016, the occupancy of the property was 67%, which is up from the approximately 50% when the Company purchased the asset but down slightly from 70% at March 31, 2015.

During the second quarter of 2015, the Company renovated approximately 10% of the beds including common areas in anticipation of increasing rents and occupancy. During the last half of the year, these renovated beds were leased at an average increase of approximately 31% from the standard rental rates prior to being renovated.

The purchase price for the Trois-Rivières Property was \$5.5 million, subject to standard adjustments and was satisfied through a vendor mortgage of \$2.75 million and the payment to the vendor of the balance of the purchase price in cash. The mortgage was interest only monthly payments fixed at 4% per annum for a 2-year term expiring October 2016. The Company is currently in discussions with a variety of lenders regarding the upcoming debt maturity.

#### *London, Ontario*

On November 19, 2014, the Company completed the acquisition of a property located at 675 Richmond Street in London, Ontario (the “**London Property**”). The London Property has 387 beds in 187 apartments as well as 12,642 square feet of commercial space in a 17-storey apartment building and is located approximately 2.0 km from Western University. This property is a traditional apartment building tenanted primarily by students at Western University. Occupancy of the residential portion of the property at March 31, 2016, is 83.5% compared to 84.5% at March 31, 2015, and the commercial space is 100% leased. The Company continues to market the units strictly as student accommodation and to implement its student focused community and operating strategy. CHC’s strategy at this property includes both increasing revenues and adding a social and community aspect to the property to provide a collegiate atmosphere. Revenue increases will primarily come from plans to increase occupancy from the time of acquisition as well as plans to increase the number of beds at the property by 7% over the next five years as suites become available. The previous owner began renovating the London Property and completed all the common space and 85% of the units to provide a luxury student housing experience. Subject to financial resources, CHC management intends to complete these renovations on turnover; at the present time these units are leased and as a result there are no immediate capital plans to complete the renovation of these suites. The Company is adding amenity space in the under-utilized ground floor.

The purchase price for the London Property was \$55.0 million, subject to standard adjustments, and was satisfied through mortgage financing of \$46.75 million, utilization of \$1.5 million of a \$2.5 million debt facility and the payment to the vendor of the balance of the purchase price in cash. The debt financing included: (i) a first mortgage on the property in the amount of \$33.0 million bearing interest at the rate of 3 Month Banker’s Acceptance Rate plus 2.15% (currently 2.95%) per annum, maturing in November 2017 and payable with respect to interest only; (ii) an additional first mortgage on the property in the amount of \$5.5 million bearing interest at the rate of 3 Month Banker’s Acceptance Rate plus 4.75%,

maturing in November 2015 and payable with respect to interest only; (iii) a second mortgage on the property in the amount of \$8.25 million bearing interest at the rate of 12.0% per annum for the first nine months and increasing to 14.0% thereafter, maturing in June 2015 and payable with respect to interest only; and (iv) a debt facility in an amount up to \$2.5 million bearing interest at the rate of 14.0% per annum for the first nine months and increasing to 18.0% thereafter, maturing in June 2015 and payable with respect to interest only. In December 2014, the Company repaid in full the balance of the \$2.5 million debt facility. During 2015, the Company refinanced the \$8.25 million second mortgage and the \$5.5 million of the first mortgage for 13 months from maturity on October 1, 2016 at a rate of 9.5% for the first 12 months, increasing to 14% for the final month of the loan term. The Company is currently in discussions with a variety of lenders regarding the upcoming debt maturity.

The acquisition of the London Property constituted a “significant acquisition” for the Company. Accordingly, in accordance with the requirements of National Instrument 51-102, the Company filed a business acquisition report with respect to the acquisition of the London Property on February 27, 2015, which is available for viewing under the Company’s profile on SEDAR at [www.sedar.com](http://www.sedar.com).

#### *Fair Value*

The fair value of the property portfolio represents 98% of the total assets of CHC as at March 31, 2016.

	<b>Three Months Ended 31-Mar-16</b>	<b>Year Ended 31-Dec-15</b>
Balance at beginning of the period	\$64,895,000	\$68,694,530
Capital expenditures	68,664	376,636
Fair value adjustments on investment properties	-	(4,176,166)
<b>Total</b>	<b><u>\$64,963,664</u></b>	<b><u>\$64,895,000</u></b>

As at March 31, 2016, the estimated fair value of investment properties reflects a weighted average capitalization rate of 5.3% (December 31, 2015 – 5.3%). A 25 basis point change in the utilized capitalization rate would cause the estimated fair value of investment properties to change by approximately \$3 million.

The fair value loss for the year ended 2015 is attributable to underperformance of assets and capital expenditures that were not completed due to the cancelled equity offering. There is no additional fair value adjustment at March 31, 2016.

#### **Other Transaction**

<b>Address</b>	<b>City, Province</b>	<b>Purchase Price</b>	<b>Beds</b>	<b>Commercial Sq. Ft.</b>
50 Lisgar Street	Sudbury, ON	\$5,500,000	70	4,500
<b>Total</b>		<b>\$5,500,000</b>	<b>70</b>	<b>4,500</b>

#### *Sudbury, Ontario Acquisition*

On May 1, 2014, the Company entered into an assignment and assumption agreement (the “**Assignment Agreement**”) with CHC Investments, to acquire a property located at 50 Lisgar Street in Sudbury, Ontario (the “**Sudbury Property**”) from an arm’s length vendor to both CHC and CHC Investments. The Sudbury Property, constructed in 1970 and converted from an office building into a student residence in 2013, has 70 beds in 50 apartments and 4,500 sq. ft. of commercial space, and is located less than 300 meters away from Laurentian University’s School of Architecture and 4.7 km from the University’s main campus.

The purchase price for the Sudbury Property is \$5.5 million, subject to adjustments, which CHC intends to satisfy through mortgage financing and the balance in cash. The vendor has agreed to pay the Company an income guarantee on monthly gross rental income from the residential component of the property based on 95% occupancy for six months after the closing date. In addition, the vendor has agreed to pay to the Company certain amounts under a head lease for any commercial space, which is vacant on closing. The acquisition is dependent upon vendor’s receipt of an acceptable record of site condition for the property on or before December 31, 2015. The Company has paid a \$50,000 non-refundable deposit to the vendor in respect of the acquisition.

## Results of Operations

The financial performance and results of operations contained in this MD&A cover the three months period ended March 31, 2016 and 2015.

### Non-IFRS Performance Measures

CHC uses non-IFRS key performance indicators including net operating income (“NOI”), funds from operations (“FFO”), and adjusted funds from operations (“AFFO”) and AFFO per Unit. CHC believes these non-IFRS measures provide useful supplemental information to both management and investors in measuring the financial performance of CHC.

#### *Net Operating Income*

CHC defines NOI as property revenues less property operating expense. Management believes that NOI is a useful key indicator of performance on an unlevered basis as it represents a measure over which management of property operations has control. NOI is also a key input in determining the value of the portfolio.

#### *Funds From Operations*

FFO is a non-IFRS financial measure of operating performance widely used by the real estate industry, particularly by those publicly traded entities that own and operate income-producing properties. FFO should not be considered as an alternative to net income determined in accordance with IFRS. CHC calculates its FFO in accordance with the Real Property Association of Canada White Paper on FFO for IFRS issued in April 2014. The purpose of the White Paper was to provide reporting issuers and investors with greater guidance on the definition of FFO and to help promote more consistent disclosure amongst reporting issuers. The use of FFO, combined with the required IFRS presentations, has been included for the purpose of improving the understanding of the operating results of CHC.

Management believes that FFO provides an operating performance measure that, when compared period-over-period, reflects the impact on operations of trends in occupancy levels, rental rates, operating costs and realty taxes, acquisition activities and interest costs, and provides a perspective of the financial performance that is not immediately apparent from net income determined in accordance with IFRS. FFO adds back to net income items that do not arise from operating activities, such as fair value adjustments, acquisition transaction costs and deferred income taxes, if any.

FFO, however, still includes non-cash revenues related to accounting for straight-line rent and makes no deduction for the recurring capital expenditures necessary to sustain the existing earnings stream.

#### *Adjusted Funds From Operations*

AFFO is a supplemental measure widely used in the real estate industry to assess an entity’s ability to pay distributions. Management believes that AFFO is an effective measure of the cash generated from operations. However, AFFO should not be considered as an alternative to cash flows provided by operating activities determined in accordance with IFRS.

CHC calculates AFFO by adjusting FFO for non-cash income and expenses such as straight-line rent and amortization of financing transaction costs and any debt premiums or discounts, as well as providing for operating capital requirements. There is currently no standard industry-defined measure of AFFO. As such, CHC’s method of calculating AFFO may differ from that of other real estate entities and, accordingly, may not be comparable to such amounts reported by other issuers.

NOI, FFO and AFFO are not measures defined by IFRS, do not have standardized meanings prescribed by IFRS and should not be construed as alternatives to net income/loss, cash flow from operating activities or other measures of financial performance calculated in accordance with IFRS. NOI, FFO and AFFO, as computed by CHC, may differ from similar measures as reported by other companies in similar or different industries.

## Summary of Selected Financial and Operational Information

The selected financial information set out below is based on and derived from the Financial Statements.

Statement of comprehensive income (loss) data	Three Months Ended March 31	
	2016	2015
Property revenues	\$1,289,711	\$1,363,719
Property operating expenses	(\$665,305)	(\$709,732)
Net Operating Income (NOI)	\$624,406	\$653,987
General & administrative expense	(\$291,823)	(\$301,918)
Transaction costs	\$765,044	(\$120,080)
Interest income	\$30	\$427
Stock-based compensation	\$18,000	(\$432,726)
Forfeiture of deposit	-	-
Interest expense	(\$675,291)	(\$769,946)
Fair value adjustment on investment properties	=	=
<b>Net income (loss)</b>	<b><u>\$440,366</u></b>	<b><u>(\$970,256)</u></b>
Net income (loss) per share – basic and diluted	\$0.19	(\$0.42)
Funds From Operations (FFO) <sup>(1)</sup>	(\$324,678)	(\$850,176)
FFO per share	(\$0.14)	(\$0.36)
Adjusted Funds From Operations (AFFO) <sup>(1)</sup>	(\$380,789)	(\$394,353)
AFFO per share	(\$0.16)	(\$0.17)
Distributions of cash dividends	Nil	Nil
Weight average shares outstanding <sup>(2)</sup>	2,335,181	2,335,181

(1) FFO & AFFO are non-IFRS performance measures. Please refer to definition on pages 7 & 8 as well as the reconciliation from net loss on page below.

(2) After giving retroactive effect to the 85 to 1 common share consolidation that occurred on February 19, 2015.

Statement of financial position data	31-Mar-16	31-Dec-15
Cash	\$819,602	\$842,808
Investment properties	\$64,963,664	\$64,895,000
Total assets	\$66,439,571	\$66,353,022
Total current financial liabilities	\$20,368,835	\$20,641,033
Total non-current financial liabilities	\$38,133,682	\$38,155,301
Total liabilities	\$58,502,517	\$58,796,334

## FFO & AFFO Reconciliation

The following table reconciles FFO and AFFO to IFRS net income (loss) and comprehensive income (loss):

Reconciliation from net income (loss) to FFO & AFFO	Three Months Ended March 31	
	2016	2015
Net income (loss)	\$440,366	(\$970,256)
Add:		
Transaction costs	(\$765,044)	\$120,080
Fair value adjustment on investment properties	-	-
Funds From Operations (FFO)	(\$324,678)	(\$850,176)
Add (subtract):		
Stock-based compensation <sup>(1)</sup>	(\$18,000)	\$432,726
Rental guarantee	-	66,275
Amortization of financing transaction costs	\$29,227	\$94,504
Straight line rent	\$1,326	(\$1,545)
Capital expenditures	(\$68,664)	(\$136,137)
<b>Adjusted Funds From Operations</b>	<b>(\$380,789)</b>	<b>(\$394,353)</b>

(1) Compensation expense for option grants is based on the fair value of the options at the grant date and is recognized over the period from the grant date to the date the award is vested. A liability is recognized for outstanding options based upon the fair value as the Company is a mutual fund corporation and there are retraction rights to the share conditions attached to the common shares. During the period in which options are outstanding, the liability is adjusted for changes in the fair value with such adjustments being recognized as expense in the period in which they occur.

The three months ended March 31, 2015 adjustment for stock-based compensation relates to the accelerated amortization of cancelled options awarded in December 2014 and January 2015. Industry practice normally would not adjust for stock-based compensation in the calculation of AFFO. However, as the options were cancelled and the balance expensed in the fiscal first quarter in its entirety, the Company has determined that under the circumstances adjusting AFFO is reasonable. The Company will follow industry practices under normal course for stock-based compensation that is not cancelled.

FFO for the three months ended March 31, 2016 and 2015 amounted to (\$324,678) or (\$0.14) per share and (\$850,176) or (\$0.36) per share respectively. AFFO for the three months ended March 31, 2016 and 2015 was (\$380,789) or (\$0.16) per share and (\$394,353) or (\$0.17) per share respectively. The AFFO improvement is primarily driven by a reduction in capital spending due to the Company closely monitoring cash flow.

The following table reconciles IFRS cash used in operating activities to AFFO:

Reconciliation from cash used in operating activity to AFFO	Three Months Ended March 31	
	2016	2015
Cash used in operating activities	\$59,309	(\$24,505)
Add (subtract):		
Transaction costs	-	\$120,080
Changes in non-cash working capital	\$285,014	(\$112,980)
Rental guarantee	-	66,275
Depreciation	(\$3,535)	(\$899)
Interest expense on mortgages payable	(\$646,064)	(\$675,442)
Cash interest paid	\$563,179	\$369,255
Write off of deposit on property	-	-
Capital expenditures	(\$68,664)	(\$136,137)
<b>Adjusted Funds From Operations</b>	<b>(\$380,789)</b>	<b>(\$394,353)</b>

## Overall Performance

Statement of comprehensive income (loss) data	Three Months Ended March 31	
	2016	2015
Property revenues	\$1,289,711	\$1,363,719
Property operating expenses	<u>(\$665,305)</u>	<u>(\$709,732)</u>
NOI	\$624,406	\$653,987
General & administrative expense	(\$291,823)	(\$301,918)
Transaction costs	\$765,044	(\$120,080)
Interest income	\$30	\$427
Interest expense	(\$675,291)	(\$769,946)
Fair value adjustment on investment properties	-	-
Stock based compensation	\$18,000	\$432,726
Forfeiture of deposit	-	-
<b>Net income (loss) and comprehensive income (loss)</b>	<b><u>\$440,366</u></b>	<b><u>(\$970,256)</u></b>

### *Property Portfolio*

The Company currently owns 4 operating properties as outlined above in the Portfolio Overview.

### *Property Revenues*

Property revenues include all amounts earned from both residential tenants as well as commercial tenants. Residential tenant revenues include residential rents earned pursuant to lease agreements as well as ancillary revenues such as parking, laundry and other miscellaneous revenue. The commercial tenant revenues include rent earned pursuant to lease agreements and may include property taxes, operating costs and other recoveries.

Property revenues for the three months ended March 31, 2016, and 2015 were \$1,289,711 and \$1,363,719 respectively. All of the Company's residential leases are for a term of one year or less. Year to date residential leases account for approximately 95% of the Company's rental revenue. Approximately 84% of the Company's rental revenue is earned in the province of Ontario and 65% of total revenue is derived from a single property in London, Ontario. Revenue is down on a year over year basis as occupancy levels fell at the London Property due to leasing incentives expiring from the previous management company and transitioning the property from multi-family residential to student housing including eliminating month to month leases, and converting to a May and September lease cycle.

### *Property Operating Expenses*

Property expenses comprise primarily of property taxes, utilities, wages of onsite property staff, internet & telecom, repairs & maintenance and third party property management fees. Only costs relating to the commercial space are recoverable from the tenants. Monitoring and controlling property level costs is an important component of CHC's business. For the three months ended March 31, 2016 and 2015 property expenses were \$665,305 and \$709,732 respectively, a decline of 6% primarily driven by a decrease in utility costs. Management continues to focus on expenses under its direct control with further enhancements expected as a result of the internalization of property management operations at two of its properties.

Property operating expenses consist of the following:

Statement of financial position data	Three Months Ended March 31	
	2016	2015
Realty taxes	\$203,425	\$198,700
Utilities	169,257	228,688
Wages and benefits	99,149	109,574
Repairs and maintenance	68,069	64,041
Management fees	48,510	47,509
General and marketing	32,840	35,421
Insurance	31,084	29,139
Bad debt expense (recovery)	9,719	(4,170)
Other	<u>3,252</u>	<u>830</u>
<b>Property operating expenses</b>	<b><u>\$665,305</u></b>	<b><u>\$709,732</u></b>

*Net Operating Income*

NOI for the three months ended March 31, 2016 and 2015 was \$624,406 and \$653,987 respectively. The 4.5% decrease was driven primarily due to lower revenues partially offset by stricter cost controls.

*General & Administrative Expenses*

General & administrative expenses relate to head office costs and public company costs. Head office costs include rent, corporate marketing and compensation. Public company costs include audit, legal and filing costs related to the Company's listing on the TSXV.

General and administrative costs for the three months ended March 31, 2016 and 2015 were \$291,823 and \$301,918 respectively.

General and administrative expenses consist of the following:

	Three Months Ended March 31	
	2016	2015
Legal and other professional	\$47,385	\$74,815
Audit and accounting	39,550	29,300
Wages and benefits	137,916	119,957
Rent	13,402	10,625
Marketing	17,922	11,861
Other	<u>35,648</u>	<u>55,360</u>
<b>General and administrative expenses</b>	<b><u>\$291,823</u></b>	<b><u>\$301,918</u></b>

*Interest Income*

Interest income for the three months ended March 31, 2016 and 2015 of \$30 and \$427 respectively was attributable to interest earned from deposits on properties.

*Interest Expense*

The Company has four fixed rate mortgages and one floating rate mortgage as of March 31, 2016. The interest expense for the three months ended March 31, 2016 and 2015 was \$675,291 and \$769,946 respectively.

Amortization of financing transaction costs relate to each of the mortgages. The Company amortizes deferred financing

costs over the term of the mortgage. The financing transaction costs amortized in the three months ended March 31, 2016, were primarily a result of the two short-term mortgages that were entered into with respect of the London property.

	Three Months Ended March 31	
	2016	2015
Interest on mortgages payable	\$646,064	\$675,442
Amortization of financing transaction costs	\$29,227	\$94,504
	<b>\$675,291</b>	<b>\$769,946</b>

#### *Leasing Activity*

The future operating performance of CHC will be significantly impacted by occupancy rates at each of its properties and trends in rental rates. The Company will also be impacted by university enrolment rates and participation rates by the university age population. The Company leases beds in most instances for 12 months starting in May or September. If the Company does not achieve budget occupancy rates on these dates revenues will be affected until the following leasing cycle. The Company continues to actively lease each property as a student specific building for the upcoming school year.

## Liquidity & Financial Position

The foregoing section contains forward-looking information and readers are cautioned that actual results may vary.

#### *Going Concern*

The Company's ability to continue as a going concern is subject to a number of risks and uncertainties. The Company has incurred net losses and used significant cash resources in its operating activities since incorporation. It has relied upon financing to fund its operations and acquisitions, primarily through debt and private equity placements.

If the Company is otherwise unable to satisfy its current liabilities through suitable agreements for debt refinancing, equity financing or other measures, planned operations could be scaled back and a portion of the Company's assets could be sold. Additionally, the going concern assumption may no longer be appropriate for the consolidated financial statements and adjustments would be necessary to the carrying values of the assets and liabilities, the reported net loss and the classifications used in the statements of financial position.

#### *Liquidity*

CHC intends to fund capital for acquisitions through (i) cash on hand, (ii) issuance of common shares or other securities and (iii) debt financing including floating and fixed rate debt. Cash flow from operating properties represents the sources of cash to fund capital expenditures, debt service and general & administrative expenses. At March 31, 2016, the Company had cash on hand of \$819,602.

#### **Discussion of cash flows during the period**

	Three Months Ended March 31	
	2016	2015
Cash generated from/(used in) operating activities	\$59,309	(\$24,505)
Cash generated from/(used in) investing activities	(\$46,434)	(\$833,933)
Cash generated from/(used in) financing activities	(\$36,081)	(\$35,994)
<b>Cash generated from/(used in) the period</b>	<b>(\$23,206)</b>	<b>(\$894,432)</b>

#### *Cash flows generated from/used in operating activities*

For the three months ended March 31, 2016, cash flows used in operating activities related primarily to operating income generated in the period due to the concessions granted during the quarter from key vendors related to the cancelled equity

offering.

*Cash flows generated from/used in investing activities*

For the three months ended March 31, 2016, cash used in investing activities was primarily a result of capital expenditures at the properties. This includes renovations and other capital expenditures of approximately \$40,270 at the London property and \$24,789 at the Windsor property.

*Cash flows generated from/used in financing activities*

During the three months ended March 31, 2016 cash flows used in financing activities related primarily to the repayment of mortgage principal.

**Debt**

The Company's long-term debt principal repayments as at March 31, 2016 are as follows:

<b>As at March 31, 2016</b>	<b>Principal Amount</b>	<b>% of Total Principal</b>
2016	\$16,609,350	30.3%
2017	\$33,150,788	60.4%
2018	\$156,324	0.3%
2019	\$4,928,317	9.0%
Subsequent to 2019	\$ -	0.0%
	\$54,884,779	100%
Unamortized financing transaction costs	(\$145,380)	
Total	\$54,699,399	
Less: Current portion	(\$16,565,717)	
<b>Total</b>	<b>\$38,133,682</b>	

Mortgages have fixed rates that range from 3.47% to 14.0%. The variable rate mortgages are at 215 basis points and 475 basis points above the 90-day Bankers' Acceptance rate. Maturity dates range from October 2016 to October 2019. The weighted average interest rate at March 31, 2016 was 4.75% and the weighted average term to maturity was 1.5 years. Excluding the short-term debt related to the London Property the weighted average interest rate drops to 3.77% and the weighted average term to maturity increases to 2.5 years. At March 31, 2016 fixed rate and variable rate debt were \$21.9 million (40% of total debt) and \$33 million (60% of total debt) respectively.

The Company does not have any unsecured debt and is not rated by any debt rating agencies.

The Company was able to refinance the two mortgages that came due during 2015 and is actively having discussions with a variety of lenders regarding the upcoming debt maturities. This is all subject to the going concern referenced above.

## Equity

### Disclosure of Outstanding Share Data

	<b>As at March 31</b>	
	<b>2016</b>	<b>2015</b>
Total outstanding at the beginning of the period	2,335,181	2,335,181
Issued	-	-
<b>Total outstanding at the end of the period</b>	<b>2,335,181</b>	<b>2,335,181</b>

The authorized capital of the Company consists of an unlimited number of common shares without nominal or par value. As of March 31, 2016, the Company had 2,335,181 common shares issued and outstanding. The Company did not issue any common shares during the quarter.

On February 19, 2015, the Company consolidated the common shares of the Company on a basis of one post-consolidation share for every 85 pre-consolidation shares (subject to rounding down for fractional shares at the individual shareholder level). All share information in this MD&A is presented on a post-consolidation basis.

#### *Other Issued Securities*

The Company also has other securities issued and outstanding as of March 31, 2016 as outlined in the table below.

<b>Options</b>	<b>Total</b>
2013 issued – vested	48,529
Warrants	871,822
<b>Total Other Issued Securities</b>	<b><u>920,351</u></b>

The stock options are exercisable to acquire one common share of the Company at an exercise price of \$8.50 per share and expire in November 2018.

Compensation expense for option grants is based on the fair value of the options at the grant date and is recognized over the period from the grant date to the date the award is vested. A liability is recognized for outstanding options based upon the fair value as the Company is a mutual fund corporation and there are retraction rights to the share conditions attached to the common shares. During the period in which options are outstanding, the liability is adjusted for changes in the fair value with such adjustments being recognized as compensation expense in general and administrative expenses in the period in which they occur. The liability balance is reduced as options are exercised and recorded in equity.

The fair value of the financial liability related to these options is \$60,000 at March 31, 2016, and (\$18,000) has been recognized as compensation recovery at March 31, 2016.

The warrants were issued on November 19, 2014 and have a 36-month term from the date of issue. Each warrant entitles the holder to purchase one common share of the Company at a price of \$11.05.

The Company had issued and outstanding 11,764 broker warrants issued in connection with the initial public offering of the Company in November 2013, each of which was exercisable to acquire one common share of the Company at an exercise price of \$8.50 per share. These broker warrants expired on December 4, 2015.

## **Related Party Transactions**

The Company obtains certain asset management services from CHC Investments an entity owned by Mark Hansen, President and CEO of CHC and Craig Smith a director of CHC, for which no management fees have been charged. This entity also paid for some officer salaries and other expenses on behalf of the Company and \$271,737 is included in accounts payable at March 31, 2016 (2015 - \$182,689).

## **Significant Accounting Policies**

### **Critical accounting estimates and judgments**

The preparation of the consolidated financial statements requires management to make judgments and estimates and assumptions that affect the reported amounts and disclosures made in the consolidated financial statements and accompanying notes. Estimates are based upon historical experience and on various other assumptions that are reasonable under the circumstances. The result of ongoing evaluation of these estimates forms the basis for applying judgment with regards to the carrying values of assets and liabilities and the reported amounts of revenues and expenses. Actual results may differ from estimates. The Company's significant accounting policies are described in note 2 to the annual consolidated financial statements, the most significant of which is the fair value of investment properties.

### **Investment Properties**

### *Judgments*

The acquisition of a property can be, and frequently is, considered to be an acquisition of a business. This is particularly the case when the acquisition is accompanied by the assumption of in-place tenant leases, which, together with the land and building, form the primary inputs of areal estate business.

Judgment is required in determining whether the acquisition of properties represent an acquisition of discrete real estate assets or constitute a business combination in terms of IFRS 3, Business Combinations (“IFRS 3”). There are some key measurement differences (e.g., goodwill recognition for business combinations vs. no such recognition for asset acquisitions), as well as a difference in the treatment of acquisition related costs (expensed for a business combination vs. capitalized for asset acquisitions) that occur as a result of the determination. The Company accounts for acquisitions as a Business Combination in accordance with IFRS 3.

### *Estimates*

Investment properties are measured at fair value in the consolidated balance sheet at each reporting date. Fair values are determined by independent external valuations or detailed internal valuations, generally using the overall capitalization rate (“OCR”) method. Under this method, capitalization rates are applied to a stabilized NOI for each property, adjusted for market-based assumptions such as rent increases, long-term vacancy rates, repair and maintenance costs and other forecasted cash flows. Capitalization rates are based on recently closed transactions for similar properties, where available, or investment survey data, taking into account the location, size and quality of the property. The most significant assumption is the capitalization rate as it magnifies the effect of a change in stabilized NOI. An increase in the capitalization rate will result in a decrease to the fair value of an investment property and vice versa. Management monitors and assesses changes in the student housing market, which may affect the valuation parameters applied to the property.

## **Disclosure and Internal Control Over Financial Reporting**

The Company could be adversely impacted if there are deficiencies in disclosure controls and procedures or internal control over financial reporting.

The design and effectiveness of our disclosure controls and procedures and internal control over financial reporting may not prevent all errors, misstatements or misrepresentations. While management continues to review the design and effectiveness of our disclosure controls and procedures and internal control over financial reporting, the Company cannot assure the reader that the disclosure controls and procedures or internal control over financial reporting will be effective in accomplishing all control objectives all of the time.

Deficiencies, particularly material weaknesses, in internal control over financial reporting which may occur in the future could result in misstatements of our results of operations, restatements of our financial statements, a decline in our share price, or otherwise materially adversely affect our business, reputation, results of operation, financial condition or liquidity. Because the Company is a venture issuer, under National Instrument 52-109 Certification of Disclosure in Issuers’ Annual and Interim Filings, the Company’s CEO and CFO are not required to provide certain representations relating to the establishment and maintenance of disclosure controls and procedures and internal control over financial reporting, as defined in National Instrument 52-109, and in particular any representations relating to the establishment and maintenance of: (i) controls and other procedures designed to provide reasonable assurance that information required to be disclosed by the Company in its annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in securities legislation; and (ii) a process to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with the Company’s IFRS. Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implement on a cost effective basis disclosure controls and procedures and internal control over financial reporting, as defined in National Instrument 52-109, may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.

## Off Balance Sheet Arrangements

The Company had no off balance sheet arrangements for the period ended March 31, 2016.

## Subsequent Events

The Company does not have any subsequent events for the period ended March 31, 2016.

## Risks

There are certain risks inherent in an investment in the securities of CHC and in the activities of CHC, including those set out in CHC's materials filed with Canadian securities regulatory authorities from time to time, which are available under the Company's profile on SEDAR at [www.sedar.com](http://www.sedar.com). Current and prospective holders of securities of CHC should carefully consider such risk factors.

If any of the following or other risks occurs, CHC's business, prospects, financial condition, financial performance and cash flows could be materially adversely impacted. In that case, the trading price of the securities of CHC could decline and investors could lose all or part of their investment in such securities, and the future ability of CHC to make distributions to shareholders could be adversely affected. There is no assurance that risk management steps taken will avoid future loss due to the occurrence of the below described or other unforeseen risks.

If the Company is unable to satisfy its current liabilities through suitable agreements for debt refinancing, equity financing or other measures, planned operations could be scaled back and a portion of the company's asset could be sold. Additionally, the going concern assumption may no longer be appropriate for the consolidated financial statements and adjustments would be necessary to the carrying values of the assets and liabilities, the reported net loss and the classifications used in the statements of financial position.

### *Unable to Implement Objectives From Strategic Plan*

The Company may be unable to successfully implement its objectives from its strategic plan, or may fail to realize benefits, which are currently targeted to result from the implementation of that plan.

The objectives from the strategic plan are subject to known and unknown risks, uncertainties and other unpredictable factors which, in addition to those discussed in this MD&A, include: the ability of the Company to complete future acquisitions, obtain necessary equity and debt financing and grow its business; the future operations and performance of the Company's properties including the anticipated extent of the accretion of any acquisitions and generating improved occupancy levels and rental income; the ability of the Company to reinvest to make improvements and maintenance to its properties; overall indebtedness levels, which could be impacted by the level of acquisition activity CHC is able to achieve and future financing opportunities; general economic and market conditions and factors; local real estate conditions; competition; interest rates; changes in government regulation; reliance on key personnel; and other risks that may adversely affect the Company's ability to optimize its strategic plan.

### *Real Property Ownership and Tenant Risk*

All real property investments are subject to elements of risk. The value of real property and any improvements depend on the credit and financial stability of tenants and upon the vacancy rates of such properties. The Company's investment properties (hereinafter the "Properties") generate revenue through rental payments made by tenants. The ability to rent vacant suites in the Properties will be affected by many factors, including changes in general economic conditions, local conditions (such as an oversupply of space or a reduction in demand for real estate in the area), government regulations, changing demographics, competition from other available properties, and various other factors. If a significant number of tenants are unable to meet their obligations under their leases or if a significant amount of available space in the Properties becomes vacant and cannot be re-leased on economically favourable terms, the Properties may not generate revenues sufficient to meet operating expenses, including debt service and capital expenditures.

Residential tenant leases are relatively short, exposing the Company to market rental rate volatility. Upon the expiry of any lease, there can be no assurance that the lease will be renewed or the tenant will be replaced. The terms of any subsequent lease may be less favourable to the Company than those of an existing lease.

#### *Geographic Concentration*

While the Company strives to achieve geographic diversification of its Properties, changes in general economic conditions will also affect the performance of the Company's portfolio. The portfolio is currently weighted with 63% of its overall portfolio (by number of beds) in Ontario, making the Company's operations sensitive to its performance in, and any changes affecting, Ontario. On an asset concentration basis, the London Property comprises 80% of the Company's investment properties. Consequently, the market value of the London Property and the income generated from it could be negatively affected by any adverse changes in the postsecondary institutions in London, Ontario and other local and regional economic conditions. These factors may differ from those affecting post-secondary institutions or the real estate markets in other regions.

#### *Student Housing*

CHC generally attempts to lease its beds or units under 12-month leases, but in certain cases leases may be for nine month or shorter-term leases. As a result, CHC could experience reduced cash flows during the summer months at properties with lease terms shorter than 12 months. Furthermore, all of CHC's properties must be entirely re-leased each year, exposing it to increased leasing risk. In addition, CHC is subject to increased leasing risk on future acquired properties based on its lack of experience leasing those properties and unfamiliarity with their leasing cycles. Student housing properties are also typically leased during a limited leasing season that usually begins in January and ends in August of each year. CHC is therefore highly dependent on the effectiveness of its marketing and leasing efforts and personnel during this season.

Changes in university admission policies could adversely affect CHC. For example, if a post-secondary institution proximate to CHC's properties reduces its number of student admissions, the demand for beds at CHC's properties may be reduced and its occupancy rates may decline. While CHC may engage in marketing efforts to compensate for such a change in admission policy, it may not be able to affect such marketing efforts prior to the commencement of the annual lease-up period or its additional marketing efforts may not be successful.

In addition, in the event that CHC or any post-secondary institution proximate to CHC's properties experiences an unforeseen event which may result in negative publicity and media coverage and a loss of reputation, such as crimes occurring on or in the vicinity of the institution or other negative publicity regarding the safety or treatment of students, the institution may suffer reputational damage and adverse effects on enrolment, which may in turn have an adverse effect on CHC's properties.

#### *Market Growth Risk*

No new universities are being built or are expected to be built, thereby capping the target market in Canada. Some universities may not have sufficient scale or may be in geographically remote or economically depressed locations rendering them unattractive. Some colleges are seeking accreditation as universities, which can provide potential growth opportunity.

There is also a risk that certain markets may become over developed and saturated with cheaper units offered by competitors.

#### *Competition*

The real estate business is competitive. Numerous developers, managers and owners of properties compete with the Company in seeking tenants. The existence of competing developers, managers and owners and competition for the Company's tenants could have an impact on the Company's ability to lease beds in the Properties and on the rents charged.

In addition, the Company is subject to competition for suitable real property investments with individuals, corporations and institutions (both Canadian and foreign) which are presently seeking, or which may seek in the future, real property investments similar to those targeted by the Company. A number of these investors may have greater financial resources than those of the Company, or operate without the investment or operating discipline of the Company. An increase in the activity of investment funds, and an increase in interest in real property investments, may increase competition for real property investments, thereby increasing purchase prices and reducing the yield on them.

### *Liquidity of Real Estate Investments*

Real estate investments tend to be relatively illiquid, with the degree of liquidity generally fluctuating in relation to demand for, and the perceived desirability of, such investments. Such illiquidity may limit the Company's ability to promptly adjust its portfolio in response to changing economic or other conditions. If the Company were to be required to quickly liquidate its real property investments, the proceeds might be significantly less than the aggregate carrying value of the Properties or less than what could be expected to be realized under normal circumstances.

### *Government Regulation*

Certain provinces of Canada have enacted residential tenancy legislation, which imposes, among other things, rent control guidelines that limit the Company's ability to raise rental rates at the Properties. Limits on the Company's ability to raise rental rates at the Properties may adversely affect the Company's ability to increase income from the Properties.

In addition, residential tenancy legislation in certain provinces provides rights to tenants, while imposing obligations upon landlords. Residential tenancy legislation in the Provinces of Ontario and Québec in particular prescribe certain procedures, which must be followed by a landlord in order to terminate a residential tenancy. As certain proceedings may need to be brought before the respective administrative body governing residential tenancies as appointed under a province's residential tenancy legislation, it may take several months to terminate a residential lease, even where the tenant's rent is in arrears.

Further, residential tenancy legislation in certain provinces provides tenants with the right to bring certain claims to the respective administrative body seeking an order to, among other things, compel landlords to comply with health, safety, housing and maintenance standards. As a result, the Company may, in the future, incur capital expenditures, which may not be fully recoverable from tenants.

Residential tenancy legislation may be subject to further regulations or may be amended, repealed or enforced, or new legislation may be enacted, in a manner, which will materially adversely affect the ability of the Company to maintain the historical level of earnings of the Properties.

### *Significant Capital Expenditures and Expense Risk*

Certain significant expenditures, including property taxes, maintenance costs, mortgage payments, insurance costs and related charges, must be made throughout the period of ownership of real property regardless of whether a property is producing any income. If the Company is unable to meet mortgage payments on any Property, losses could be sustained as a result of the mortgagee's exercise of its rights of foreclosure or of sale.

The Company is also subject to utility and property tax risk relating to increased costs that the Company may experience as a result of higher resource prices as well as its exposure to significant increases in property taxes. There is a risk that property taxes may be raised as a result of re-valuations of municipal properties and their adherent tax rates. In some instances, enhancements to properties may result in a significant increase in property assessments following a revaluation. Additionally, utility expenses, mainly consisting of natural gas and electricity service charges, have been subject to considerable price fluctuations over the past several years. Residential leases are generally "gross" leases and the landlord is not able to pass on costs to its tenants.

In order to retain desirable rentable space and to generate adequate revenue over the long term, the Company must maintain or, in some cases, improve each property's condition to meet market demand. Maintaining a rental property in accordance with market standards over its useful life can entail costs. Such costs may include a new roof, paved areas or structural repairs. Numerous factors, including the age of the building structure, the material and substances used at the time of construction or currently unknown building code violations, could result in substantial unbudgeted costs for refurbishment or modernization. If the actual costs of maintaining or upgrading a property exceed the Company's estimates, or if hidden defects are discovered during maintenance or upgrading, which are not covered by insurance or contractual warranties, or if the Company is not permitted to raise the rents due to legal constraints, the Company will incur additional and unexpected costs. If competing properties of a similar type are built in the area where one of the Company's properties is located, or similar properties located in the vicinity of one of the Company's properties are substantially refurbished, the net operating income derived from, and the value of, such property could be reduced.

Any failure by the Company to undertake appropriate maintenance and refurbishment work in response to the factors described above could adversely affect the rental income the Company earns from such properties.

#### *Lease Rollover Risks*

Lease rollover risk arises from the possibility that the Company may experience difficulty-renewing leases as they expire or in re-leasing space vacated by tenants upon their lease expiry.

#### *Acquisition Risk and Unexpected Costs or Liabilities related to Acquisitions*

The Company's strategy includes growth through identifying suitable acquisition opportunities, pursuing such opportunities, completing acquisitions and effectively operating and leasing such properties. There can be no assurance as to the pace of growth through property acquisitions or that the Company will be able to acquire assets on an accretive basis.

Acquisitions of properties by the Company are subject to the normal commercial risks and satisfaction of closing conditions that may include, among other things, lender approval, receipt of estoppel certificates for commercial leases and obtaining title insurance. Such acquisitions may not be completed or, if completed, may not be on terms that are exactly the same as initially negotiated. Acquisitions of properties involve risks, including the failure of the acquisition to yield the results the Company expects.

From time to time the Company may agree to acquire properties and not assume any mortgages secured thereby, rather intending, on or following closing of the acquisition, to obtain new mortgages secured by such properties. Failure to obtain such new mortgages prior to completion of any such acquisition would require the Company to obtain other sources of acquisition financing and could result in an acquisition not being completed or being completed only in part. If, upon completion of such an acquisition, the terms of the new mortgages are not finalized or the lenders thereunder have not committed to provide any financing pursuant to such mortgages, there can be no assurance that such mortgages will be obtained or, if obtained, will be on expected terms.

Risks associated with acquisitions include that there may be an undisclosed or unknown liability relating to the acquired property, and the Company may not be indemnified for some or all of these liabilities. Following an acquisition, the Company may discover that it has acquired undisclosed liabilities, which may be material. The due diligence procedures performed by management are designed to address this risk. The Company performs what it believes to be an appropriate level of investigation in connection with its acquisition of properties and seeks through contract to ensure that risks lie with the appropriate party.

#### *General Insured and Uninsured Risks*

The Company carries comprehensive general liability, fire, flood, extended coverage and rental loss insurance with customary policy specifications, limits and deductibles. The Company has insurance, subject to certain policy limits, deductibles, and will continue to carry such insurance if it is economical to do so. There can be no assurance, however, that claims in excess of the insurance coverage or claims not covered by the insurance coverage will not arise or that the liability coverage will continue to be available on acceptable terms. Should an uninsured or underinsured loss occur, the Company could lose its investment in, and anticipated profits and cash flows from, one or more of the Properties, but would continue to be obligated to repay any recourse mortgage indebtedness on such Properties. Claims against the Company, regardless of their merit or eventual outcome, also may have a material adverse effect on the Company's ability to attract tenants or expand the Company's business, and will require management to devote time to matters unrelated to the operation of the business.

#### *Litigation Risks*

In the normal course of the Company's operations, it may become involved in, named as a party to or the subject of, various legal proceedings, including regulatory proceedings, tax proceedings and legal actions relating to personal injuries, property damage, property taxes, land rights, the environment and contract disputes. The outcome with respect to outstanding, pending or future proceedings cannot be predicted with certainty and may be determined adversely to the Company. Even if the Company prevails in any such legal proceeding, the proceedings could be costly and time-consuming and would divert the attention of management from the Company's business operations.

### *Reputation Risk*

Reputation risk could occur at the property level due to negligence or an Act of God leading to disastrous property damage or death.

### *Interest Rate Risk*

The Company has both fixed and floating rate mortgages. The fixed rate mortgages range in term from ten months to 4 years. The floating rate mortgages have terms of one to three years. The impact of a 50 basis point change in floating rate debt would be an increase or decrease in interest expense of \$165,000 on an annual basis. The impact of a 50 basis point change on fixed rate debt would be an increase or decrease in interest expense of \$109,404 on an annual basis. The Company does not use interest rate hedges to manage its exposure to interest rate fluctuations.

### *Access to Capital and Financial Liquidity Risk*

Liquidity risk is the risk that the Company cannot meet its financial obligations associated with financial liabilities in full. The primary source of liquidity is net operating income, which is used to finance working capital and capital expenditure requirements, and to meet the Company's financial obligations associated with financial liabilities. Additional sources of liquidity are debt and equity financing, which is used to fund additional operating and other expenses and retire debt obligations, if any, at their maturity.

The real estate industry is highly capital intensive. The Company requires access to capital to maintain the Properties, as well as to fund its growth strategy and significant capital expenditures from time to time. There can be no assurance that the Company will otherwise have access to sufficient capital or access to capital on terms favourable to the Company for future property acquisitions, financing or refinancing of properties, funding operating expenses or other purposes.

Global financial markets have experienced a sharp increase in volatility during recent years. The underlying market conditions may continue or become worse, and unexpected volatility and illiquidity in financial markets may inhibit the Company's access to long-term financing in the Canadian capital markets. As a result, it is possible that financing which the Company may require, in order to grow and expand its operations or upon the expiry of the term of financing, may not be available on favourable terms to the Company.

As at March 31, 2016, the Company had outstanding mortgage indebtedness of approximately \$54,699,399 (after adjusting for unamortized financing costs of approximately \$145,380). A portion of the cash flow generated by the Properties is devoted to servicing the Company's debt, and there can be no assurance that the Company will continue to generate sufficient cash flow from operations to meet required interest and principal payments. If the Company is unable to meet interest or principal payments, it could be required to seek renegotiation of such payments or obtain additional equity, debt or other financing. There is a risk that the Company may be unable to make or renegotiate interest or principal payments or obtain additional equity, debt or other financing.

The Company is subject to the risks associated with debt financing, including the risk that the mortgages secured by the Properties will not be able to be refinanced or that the terms of such refinancing will not be as favourable as the terms of existing indebtedness due to, for instance, higher interest rates. To the extent that the Company utilizes variable rate debt, such debt will result in fluctuations in the Company's cost of borrowing as interest rates change.

### *Credit Risk*

Credit Risk rises from the possibility that debtors may be unable to fulfill their commitments. As of the date of these financial statements the Company's debtors are the Government of Canada for Harmonized Sales Tax receivable and the Company's residents who may experience financial difficulty and be unable to meet their rental obligations.

### *Reliance on Key Personnel Risk*

The Company's ongoing success will be dependent upon key personnel, particularly Mark Hansen. If the Company's business is to expand in the future, the Company must hire additional service and administrative personnel and, in particular, individuals skilled in finance, operations and marketing. If the Company is unable to hire and retain these employees, its business and results of operations may be adversely affected. Additions of new personnel and departures of

existing personnel may disrupt the business and may result in the departure of other employees. The Company also depends on the continued service of its key personnel. The Company does not have key person life insurance covering any of its personnel.

#### *Dilution of Shares*

The number of common shares the Company is authorized to issue is unlimited. The Company may, in its sole discretion, issue additional common shares or convertible securities exchangeable into common shares from time to time subject to the rules of any applicable stock exchange on which the common shares are then listed. The issuance of any additional common shares may have a dilutive effect on the interests of holders of Shares.

#### *Volatility of the Market Price for the Company's Shares*

The market price for the Company's securities may be volatile and subject to wide fluctuations in response to numerous factors, many of which are beyond the Company's control, including the following: (i) actual or anticipated fluctuations in the Company's financial performance and future prospects; (ii) changes in the economic performance or market valuations of other issuers that investors deem comparable to the Company; (iii) addition or departure of the Company's executive officers; (iv) release or expiration of lock-up or other transfer restrictions on outstanding common shares; (v) sales or perceived sales of additional securities; (vi) significant acquisitions or business combinations, strategic partnerships, joint ventures or capital commitments by or involving the Company or its competitors; (vii) news reports relating to trends, concerns, technological or competitive developments, regulatory changes and other related issues in the Company's industry or target markets; (viii) liquidity of the Company's securities; (ix) prevailing interest rates; (x) the market price of other real estate company securities; and (xi) general economic conditions.

Financial markets have, in recent years, experienced significant price and volume fluctuations that have particularly affected the market prices of securities of issuers and that have, in many cases, been unrelated to the operating performance, underlying asset values or prospects of such issuers. Accordingly, the market price of the Company's securities may decline even if the Company's financial performance, underlying asset values, or prospects have not changed. Additionally, these factors, as well as other related factors, may cause decreases in asset values that are deemed to be other than temporary, which may result in impairment losses. As well, certain institutional investors may base their investment decisions on consideration of the Company's environmental, governance and social practices and performance against such institutions' respective investment guidelines and criteria, and failure to meet such criteria may result in a limited or no investment in the Company's securities by those institutions. There can be no assurance that continuing fluctuations in price and volume will not occur.

## **Selected Consolidated Financial Information**

The following selected financial information should be read in conjunction with "Management's Discussion and Analysis", the unaudited interim consolidated financial statements and accompanying notes for the periods ended March 31, 2016 and 2015, and the audited consolidated financial statements of the Company for the year ended 2015.

	<b>Three Months Ended</b>	
	<b>31-Mar-16</b>	<b>31-Mar-15</b>
Property revenues	\$1,289,711	\$1,363,719
Net income (loss) and comprehensive income (loss)	\$440,366	(\$970,256)
Add (deduct):		
Transaction costs	(\$765,044)	120,080
Fair value adjustment on investment properties	=	=
<b>FFO</b>	<b>(\$324,678)</b>	<b>(\$850,176)</b>
Net income (loss) per share – basic and diluted	(\$0.19)	(\$0.42)
FFO per share <sup>(1)</sup>	(\$0.14)	(\$0.36)
Weighted average shares outstanding <sup>(1)</sup>	2,335,181	2,335,181

(1) After giving retroactive effect of the 85 to 1 common share consolidation that occurred on February 19, 2015.

## **Additional Information**

Additional information relating to the Company is available under the Company's profile on SEDAR at [www.sedar.com](http://www.sedar.com). To contact CHC regarding investor relations matters directly, please contact Mark Hansen, President and CEO at 647.288.9355.