



COMMUNITY



SUPPLEMENTAL INFORMATION
for the three and nine months ended September 30, 2023

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NON-IFRS MEASURES

This supplemental information should be read in conjunction with the Management's Discussion and Analysis ("MD&A") and unaudited condensed interim consolidated financial statements and accompanying notes for the three and nine months ended September 30, 2023 of Tricon Residential Inc. ("Tricon", "us", "we" or the "Company") prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("the IASB") and consistent with the Company's audited annual consolidated financial statements for the year ended December 31, 2022.

The Company has included herein certain non-IFRS financial measures and non-IFRS ratios, including, but not limited to, "proportionate" metrics, net operating income ("NOI"), NOI margin, funds from operations ("FFO"), core funds from operations ("Core FFO"), adjusted funds from operations ("AFFO"), Core FFO per share, AFFO per share, Core FFO payout ratio, AFFO payout ratio, Adjusted EBITDAre, Assets Under Management ("AUM"), as well as certain key indicators of the performance of our businesses which are supplementary financial measures. These measures are commonly used by entities in the real estate industry as useful metrics for measuring performance. We utilize these measures in managing our business, including performance measurement and capital allocation. In addition, certain of these measures are used in measuring compliance with our debt covenants. We believe that providing these performance measures on a supplemental basis is helpful to investors and shareholders in assessing the overall performance of the Company's business. However, these measures are not recognized under and do not have any standardized meaning prescribed by IFRS as issued by the IASB, and are not necessarily comparable to similar measures presented by other publicly-traded entities. These measures should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS. Because non-IFRS financial measures, non-IFRS ratios and supplementary financial measures do not have standardized meanings prescribed under IFRS, securities regulations require that such measures be clearly defined, identified, and reconciled to their nearest IFRS measure. The definition, calculation and reconciliation of the non-IFRS financial measures and the requisite disclosure for non-IFRS ratios used in this document are provided in the "Glossary and Defined Terms" and "Reconciliations" sections.

The non-IFRS financial measures, non-IFRS ratios and supplementary financial measures presented herein should not be construed as alternatives to net income (loss) or cash flow from the Company's activities, determined in accordance with IFRS, as indicators of Tricon's financial performance. Tricon's method of calculating these measures may differ from other issuers' methods and, accordingly, these measures may not be comparable to similar measures presented by other publicly-traded entities.

FORWARD-LOOKING STATEMENTS

Certain statements in this supplemental information are considered "forward-looking information" as defined under applicable securities laws ("forward-looking statements"). This document should be read in conjunction with material contained in the Company's current consolidated financial statements along with the Company's other publicly filed documents. Words such as "may", "would", "could", "will", "anticipate", "believe", "plan", "expect", "intend", "estimate", "aim", "endeavor", "project", "continue", "target" and similar expressions identify these forward-looking statements. Statements containing forward-looking information are not historical facts but instead reflect management's expectations, intentions and beliefs concerning anticipated future events, results, circumstances, economic performance or expectations with respect to Tricon and its investments and are based on information currently available to management and on assumptions that management believes to be reasonable.

This supplemental information includes forward-looking statements pertaining to: anticipated operational and financial performance, including cash flows and future fees; the pace of future home acquisitions; and project plans, anticipated characteristics, costs and timelines. The assumptions underlying these forward-looking statements and a list of factors that may cause actual business performance to differ from current projections are discussed in this supplemental information and in the Company's Annual Information Form dated February 28, 2023 (the "AIF"), which is available on SEDAR at www.sedar.com. The continuing impact of COVID-19 on the operations, business and financial results of the Company may cause actual results to differ, possibly materially, from the results discussed in the forward-looking statements. Many of these forward-looking statements are based on current development project plans which are subject to change.

Forward-looking statements are necessarily based on estimates and assumptions that, while considered reasonable by management of the Company as of the date of this supplemental information, are inherently subject to significant business, economic and competitive uncertainties and contingencies.

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When relying on forward-looking statements to make decisions, the Company cautions readers not to place undue reliance on these statements, as forward-looking statements involve significant unknown risks and uncertainties. Forward-looking statements should not be read as guarantees of future performance or results and will not necessarily be accurate indications of whether or not the times at or by which such performance or results will be achieved. A number of factors could cause actual results to differ, possibly materially, from the results discussed in the forward-looking statements, including, but not limited to, the Company's ability to execute its growth strategies; the impact of changing conditions in the multi-family housing market; increasing competition in the single-family and multi-family housing market; the effect of fluctuations and cycles in the Canadian and U.S. real estate market; the marketability and value of the Company's portfolio; changes in the attitudes, financial condition and demand of the Company's demographic market; rising interest rates and volatility in financial markets; the potential impact of reduced supply of labor and materials on expected costs and timelines; rates of inflation and overall economic uncertainty; developments and changes in applicable laws and regulations; and the impact and aftermath of the COVID-19 pandemic on the operations, business and financial results of the Company.

Certain statements included in this document, including with respect to 2023 guidance for Core FFO per share and same home metrics, are considered to be financial outlook for purposes of applicable securities laws, and as such, the financial outlook may not be appropriate for purposes other than to understand management's current expectations relating to the future of the Company, as disclosed in this document. These forward-looking statements have been approved by management to be made as at the date of this document. Although the forward-looking statements contained in this document are based upon what management currently believes to be reasonable assumptions (including in particular the revenue growth, expense growth and portfolio growth assumptions set out herein which themselves are based on, respectively: assumed ancillary revenue growth and continuing favorable market rent growth; increased internalization of maintenance activities and improved management efficiencies accompanying portfolio growth; and the availability of homes meeting the Company's single-family rental acquisition objectives), there can be no assurance that actual results, performance or achievements will be consistent with these forward-looking statements. The forward-looking statements contained in this document are expressly qualified in their entirety by this cautionary statement.

When relying on our forward-looking statements to make decisions with respect to the Company, investors and others should carefully consider the foregoing factors and other uncertainties and potential events. The forward-looking statements in this supplemental information are made as of the date of this document and the Company does not intend to, or assume any obligation to, update or revise these forward-looking statements or information to reflect new information, events, results or circumstances or otherwise after the date on which such statements are made to reflect the occurrence of unanticipated events, except as required by law, including securities laws.

QUARTERLY HIGHLIGHTS FROM PRESS RELEASE

The Company's operational and financial highlights of the quarter include:

- Net income from continuing operations decreased by \$97.7 million year-over-year from the \$178.8 million earned in Q3 2022 (which included \$99.9 million of performance fees earned from the sale of Tricon's remaining 20% equity interest in the U.S. multi-family rental portfolio) to \$81.1 million in the current period. Correspondingly, basic earnings per share from continuing operations decreased to \$0.29 compared to \$0.65 per share in Q3 2022; and diluted earnings per share from continuing operations decreased to \$0.18 compared to \$0.49 per share in Q3 2022;
- Core funds from operations ("Core FFO") was \$42.7 million and Core FFO per share was \$0.14 in Q3 2023, a decrease of 7.9% and 6.7% year-over-year, respectively. Net Operating Income ("NOI") growth of 8.6% was offset by higher borrowing costs, the loss of Core FFO from the U.S. multi-family rental portfolio sold in Q4 2022 and lower performance fees;
- Same home NOI growth for the single-family rental portfolio in Q3 2023 was 6.0% year-over-year and same home NOI margin was 68.5%. Same home operating metrics remained consistently strong, including occupancy of 97.4%, annualized turnover of 18.8% and blended rent growth of 6.8% (comprised of new lease rent growth of 6.9% and renewal rent growth of 6.7%);
- In response to strong resident demand for rental homes across its Sun Belt markets, the Company acquired 410 homes during the quarter at an average price of \$310,000 per home (including up-front renovations) for a total acquisition cost of \$127 million, of which Tricon's proportionate share was \$102 million;
- Positive rent trends continued into the fourth quarter, with same home rent growth of 6.8% in October 2023, including 6.6% growth on new leases and 6.8% growth on renewals, while same home occupancy was 97.1% and same home turnover was at 19.4%; and
- Tricon has made significant progress in its GRESB ratings, marking a 7% increase compared to 2022 and a 29% improvement from its inaugural submission in 2021. The Company has consistently achieved a Green Star designation, reflecting a perfect score for the second consecutive year in the Management Component. Moreover, Tricon recorded a notable 15% enhancement in its Performance Component from the previous year. The advancements underscore Tricon's ongoing dedication to excellence in various facets, including leadership, policy implementation, reporting, risk management, and stakeholder engagement programs. Tricon's heightened focus on environmental and social risk assessments, along with long-term sustainability target setting, demonstrates its proactive engagement with the residents and communities it serves. Tricon also continued to outperform the GRESB average Development Benchmark through its Toronto-based multi-family portfolio, which maintained a score of 92/100 as well as a Green Star designation, ranking third out of ten in its peer group.

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2023 Guidance Update

The Company updated its guidance for the current fiscal year, including reiterating the midpoint of Core FFO per share guidance and tightening the range of expected same home metrics. The Company also updated its acquisitions guidance to reflect a smaller number of homes to be acquired in 2023 but with a similar equity contribution as previously expected. Subsequent to quarter end, the Company substantially completed the investment programs of SFR JV-2 and SFR JV-HD with lower leverage parameters, and continues to acquire homes at a moderated pace as part of its capital recycling program.

For the year ended December 31	Current 2023 Guidance	Previous 2023 Guidance	Update Drivers
Core FFO per share	\$0.55 – \$0.58	\$0.55 – \$0.58	Reiterating prior guidance to reflect tightening of same home NOI expectations, coupled with continued strength in U.S. residential development business
Same home revenue growth	6.0% – 6.5%	6.0% – 7.0%	Tightening of prior guidance range to reflect: <ul style="list-style-type: none"> • Softer rent growth on new move-ins as turnover skews towards residents with shorter tenure, partly offset by a gradual increase in rent growth on renewals • Potential for elevated property tax expense, offset by successful reduction of controllable expenses, including property management, repairs, maintenance and turnover expenses
Same home expense growth	6.0% – 6.5%	6.0% – 7.0%	
Same home NOI growth	6.0% – 6.5%	6.0% – 7.0%	
Single-family rental acquisitions (homes) ⁽¹⁾	~1,850	~2,000	Slower pace of acquisitions to allow for completion of SFR JV-2 and SFR JV-HD investment programs with lower leverage parameters, and focus on acquisitions funded by non-core dispositions as part of a capital recycling program
Single-family rental acquisitions (\$ in billions) ⁽¹⁾	~\$0.6	~\$0.7	

(1) Single-family rental acquisition costs include initial purchase price, closing costs and up-front renovation costs. These acquisition home counts and costs are presented on a consolidated basis and Tricon's share represents approximately 30%.

Note: Non-IFRS measures are presented to illustrate alternative relevant measures to assess the Company's performance. Refer to the "Non-IFRS Measures" and "Glossary and Defined Terms" sections. See also the "Forward-Looking Statements" section, as the figures presented above are considered "financial outlook" for purposes of applicable securities laws and may not be appropriate for purposes other than to understand management's current expectations relating to the future of the Company. The reader is cautioned that this information is forward-looking and actual results may vary materially from those reported. Although the Company believes that its anticipated future results, performance or achievements expressed or implied by the forward-looking statements and information are based upon reasonable assumptions and expectations (including in particular the revenue growth, expense growth and portfolio growth assumptions set out herein which themselves are based on, respectively: assumed ancillary revenue growth and continuing favorable market rent growth; increased internalization of maintenance activities and improved management efficiencies accompanying portfolio growth; and the availability of homes meeting the Company's single-family rental acquisition objectives), the reader should not place undue reliance on forward-looking statements and information. The Company reviews its key assumptions regularly and may change its outlook on a going-forward basis if necessary.

for the three and nine months ended September 30, 2023

1. CONSOLIDATED FINANCIAL STATEMENTS

1.1 Consolidated income statement

For the periods ended September 30

(in thousands of U.S. dollars, except per share amounts which are in U.S. dollars)

	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Revenue from single-family rental properties	\$ 202,571	\$ 170,769	\$ 31,802	\$ 588,537	\$ 464,692	\$ 123,845
Direct operating expenses	(67,298)	(54,464)	(12,834)	(194,407)	(150,718)	(43,689)
Net operating income from single-family rental properties	135,273	116,305	18,968	394,130	313,974	80,156
Revenue from strategic capital services	8,960	112,470	(103,510)	34,831	145,268	(110,437)
Income from equity-accounted investments in multi-family rental properties	179	169	10	529	499	30
Income from equity-accounted investments in Canadian residential developments	2,442	3,621	(1,179)	2,734	3,508	(774)
Other income	730	5,448	(4,718)	322	8,869	(8,547)
Income from investments in U.S. residential developments	10,492	5,680	4,812	23,847	12,987	10,860
Compensation expense	(20,960)	(25,859)	4,899	(63,182)	(76,848)	13,666
Performance fees expense	(163)	(4,375)	4,212	(700)	(32,056)	31,356
General and administration expense	(22,174)	(14,048)	(8,126)	(59,625)	(40,828)	(18,797)
Gain (loss) on debt modification and extinguishment	1,326	(6,816)	8,142	1,326	(6,816)	8,142
Transaction costs	(5,176)	(3,658)	(1,518)	(13,173)	(11,359)	(1,814)
Interest expense	(80,475)	(60,094)	(20,381)	(236,221)	(142,812)	(93,409)
Fair value gain on rental properties	73,261	107,166	(33,905)	208,907	802,573	(593,666)
Fair value loss on Canadian development properties	–	(1,314)	1,314	–	(440)	440
Realized and unrealized gain on derivative financial instruments	30,456	31,866	(1,410)	20,777	158,991	(138,214)
Amortization and depreciation expense	(4,522)	(3,853)	(669)	(13,067)	(10,844)	(2,223)
Realized and unrealized foreign exchange (loss) gain	(62)	623	(685)	69	662	(593)
Net change in fair value of limited partners' interests in single-family rental business	(38,819)	(42,318)	3,499	(118,543)	(246,553)	128,010
	(53,465)	(7,762)	(45,703)	(246,000)	419,533	(665,533)
Income before income taxes from continuing operations	\$ 90,768	\$ 221,013	\$ (130,245)	\$ 182,961	\$ 878,775	\$ (695,814)
Income tax expense from continuing operations	(9,643)	(42,227)	32,584	(25,667)	(155,284)	129,617
Net income from continuing operations	\$ 81,125	\$ 178,786	\$ (97,661)	\$ 157,294	\$ 723,491	\$ (566,197)
Basic earnings per share attributable to shareholders of Tricon from continuing operations	0.29	0.65	(0.36)	0.56	2.63	(2.07)
Diluted earnings per share attributable to shareholders of Tricon from continuing operations	0.18	0.49	(0.31)	0.48	1.87	(1.39)
Net (loss) income from discontinued operations	–	(2,335)	2,335	–	33,277	(33,277)
Basic earnings (loss) per share attributable to shareholders of Tricon from discontinued operations	–	(0.01)	0.01	–	0.12	(0.12)
Diluted earnings (loss) per share attributable to shareholders of Tricon from discontinued operations	–	(0.01)	0.01	–	0.11	(0.11)
Weighted average shares outstanding – basic	273,810,276	274,710,065	(899,789)	273,738,512	274,474,675	(736,163)
Weighted average shares outstanding – diluted	310,497,125	311,910,445	(1,413,320)	310,341,448	312,023,897	(1,682,449)

for the three and nine months ended September 30, 2023

1.2 Consolidated balance sheet

As at

(in thousands of U.S. dollars)

	September 30, 2023	December 31, 2022
ASSETS		
Non-current assets		
Rental properties	\$ 12,122,107	\$ 11,445,659
Equity-accounted investments in multi-family rental properties	21,078	20,769
Equity-accounted investments in Canadian residential developments	118,327	106,538
Canadian development properties	159,902	136,413
Investments in U.S. residential developments	154,814	138,369
Restricted cash	142,673	117,300
Goodwill	29,726	29,726
Deferred income tax assets	80,017	75,062
Intangible assets	5,630	7,093
Other assets	108,350	96,852
Derivative financial instruments	4,897	10,358
Total non-current assets	12,947,521	12,184,139
Current assets		
Cash	172,787	204,303
Amounts receivable	38,671	24,984
Prepaid expenses and deposits	23,348	37,520
Total current assets	234,806	266,807
Total assets	\$ 13,182,327	\$ 12,450,946
LIABILITIES		
Non-current liabilities		
Long-term debt	\$ 5,062,495	\$ 4,971,049
Due to Affiliate	260,977	256,824
Derivative financial instruments	32,097	51,158
Deferred income tax liabilities	622,104	591,713
Limited partners' interests in single-family rental business	2,275,349	1,696,872
Long-term incentive plan	25,795	25,244
Performance fees liability	40,343	39,893
Other liabilities	33,471	30,035
Total non-current liabilities	8,352,631	7,662,788
Current liabilities		
Amounts payable and accrued liabilities	205,359	138,273
Resident security deposits	83,874	79,864
Dividends payable	15,834	15,861
Current portion of long-term debt	624,962	757,135
Total current liabilities	930,029	991,133
Total liabilities	9,282,660	8,653,921
Equity		
Share capital	2,121,953	2,124,618
Contributed surplus	25,682	21,354
Cumulative translation adjustment	6,684	6,209
Retained earnings	1,741,413	1,638,068
Total shareholders' equity	3,895,732	3,790,249
Non-controlling interest	3,935	6,776
Total equity	3,899,667	3,797,025
Total liabilities and equity	\$ 13,182,327	\$ 12,450,946

for the three and nine months ended September 30, 2023

2. PROPORTIONATE FINANCIAL STATEMENTS

The tables in this section present Tricon's proportionate share of the consolidated financial results for each period presented, and Tricon's proportionate share of consolidated net assets as at each period-end date, by deducting third-party interests' share of the single-family rental business segment from each income statement line item and balance sheet line item, respectively. Net income attributable to non-controlling interests is deducted in one line to arrive at net income attributable to Tricon's shareholders, and net assets attributable to non-controlling interests is deducted in one line to arrive at net assets attributable to Tricon's shareholders.

2.1 Proportionate income statement

For the periods ended September 30 (in thousands of U.S. dollars)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Revenue from single-family rental properties	\$ 116,024	\$ 105,038	\$ 10,986	\$ 340,205	\$ 299,449	\$ 40,756
Direct operating expenses	(38,586)	(33,717)	(4,869)	(110,967)	(97,650)	(13,317)
Net operating income from single-family rental properties	77,438	71,321	6,117	229,238	201,799	27,439
Revenue from strategic capital services	8,960	112,470	(103,510)	34,831	145,268	(110,437)
Fees eliminated upon consolidation	5,352	8,191	(2,839)	16,710	25,864	(9,154)
Income from equity-accounted investments in multi-family rental properties	179	169	10	529	499	30
Income from equity-accounted investments in Canadian residential developments	2,442	3,621	(1,179)	2,734	3,508	(774)
Income from investments in U.S. residential developments	10,492	5,680	4,812	23,847	12,987	10,860
Compensation expense	(20,960)	(25,859)	4,899	(63,182)	(76,848)	13,666
Performance fees expense	(163)	(4,375)	4,212	(700)	(32,056)	31,356
General and administration expense	(16,661)	(11,260)	(5,401)	(47,487)	(32,854)	(14,633)
Interest expense	(41,642)	(30,869)	(10,773)	(113,125)	(79,968)	(33,157)
Fair value gain on rental properties	45,759	72,720	(26,961)	105,791	575,534	(469,743)
Fair value loss on Canadian development properties	–	(1,314)	1,314	–	(440)	440
Realized and unrealized gain on derivative financial instruments	28,728	28,691	37	19,530	152,526	(132,996)
Other expenses ⁽¹⁾	(9,156)	(8,173)	(983)	(25,755)	(17,044)	(8,711)
Current income tax recovery (expense)	163	29,860	(29,697)	(1,737)	28,294	(30,031)
Deferred income tax expense	(9,806)	(72,087)	62,281	(23,930)	(183,578)	159,648
Non-controlling interest	(969)	(860)	(109)	(4,844)	(2,995)	(1,849)
Net income from continuing operations attributable to Tricon's shareholders	\$ 80,156	\$ 177,926	\$ (97,770)	\$ 152,450	\$ 720,496	\$ (568,046)

(1) Other expenses for the Proportionate Income Statement includes Tricon's share of Transaction costs, Amortization and depreciation expense, Realized and unrealized foreign exchange gain (loss), Gain (loss) on debt modification and extinguishment and Other income.

for the three and nine months ended September 30, 2023

2.2 Historical proportionate income statement

For the three months ended (in thousands of U.S. dollars)	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
Revenue from single-family rental properties	\$ 116,024	\$ 113,311	\$ 110,870	\$ 107,778	\$ 105,038	\$ 99,852	\$ 94,559
Direct operating expenses	(38,586)	(36,113)	(36,268)	(34,034)	(33,717)	(32,665)	(31,268)
Net operating income from single-family rental properties	77,438	77,198	74,602	73,744	71,321	67,187	63,291
Revenue from strategic capital services	8,960	10,750	15,121	14,820	112,470	20,387	12,411
Fees eliminated upon consolidation	5,352	5,998	5,360	6,109	8,191	10,231	7,442
Income from equity-accounted investments in multi-family rental properties ⁽¹⁾	179	202	148	1,051	169	170	160
Income (loss) from equity-accounted investments in Canadian residential developments	2,442	869	(577)	7,690	3,621	(98)	(15)
Income from investments in U.S. residential developments	10,492	7,322	6,033	3,910	5,680	3,002	4,305
Compensation expense	(20,960)	(21,848)	(20,374)	(22,408)	(25,859)	(22,737)	(28,252)
Performance fees (expense) recovery	(163)	(692)	155	(3,798)	(4,375)	(15,117)	(12,564)
General and administration expense	(16,661)	(18,505)	(12,321)	(12,089)	(11,260)	(11,176)	(10,418)
Interest expense	(41,642)	(37,775)	(33,708)	(32,810)	(30,869)	(25,986)	(23,113)
Fair value gain on rental properties	45,759	58,614	1,418	5,914	72,720	287,439	215,375
Fair value (loss) gain on Canadian development properties	–	–	–	–	(1,314)	874	–
Realized and unrealized gain (loss) on derivative financial instruments ⁽²⁾	28,728	(17,706)	8,508	26,484	28,691	154,996	(31,161)
Other expenses ⁽³⁾	(9,156)	(4,742)	(11,857)	(12,798)	(8,173)	(6,339)	(2,532)
Current income tax recovery (expense)	163	(782)	(1,118)	5,665	29,860	(1,104)	(462)
Deferred income tax expense	(9,806)	(12,135)	(1,989)	(5,601)	(72,087)	(56,125)	(44,343)
Non-controlling interest	(969)	(1,433)	(2,442)	(2,544)	(860)	(1,025)	(1,110)
Net income from continuing operations attributable to Tricon's shareholders	\$ 80,156	\$ 45,335	\$ 26,959	\$ 53,339	\$ 177,926	\$ 404,579	\$ 149,014

(1) The Company classified its income from equity-accounted investments in U.S. multi-family rental properties as discontinued operations.

(2) Certain comparative figures have been adjusted to conform with the current period presentation as realized gain from interest rate caps derivative has been reclassified from Other income (expenses) to Realized and unrealized gain (loss) on derivative financial instruments.

(3) Other expenses for the Proportionate Income Statement includes Tricon's share of Transaction costs, Amortization and depreciation expense, Realized and unrealized foreign exchange gain (loss), Gain (loss) on debt modification and extinguishment and Other income.

for the three and nine months ended September 30, 2023

2.3 Historical proportionate balance sheet(in thousands of U.S. dollars,
except per share amounts which
are in U.S. dollars)

	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
Assets							
Rental properties	\$ 7,103,694	\$ 6,980,346	\$ 6,826,021	\$ 6,797,730	\$ 6,705,605	\$ 6,398,997	\$ 5,834,380
Equity-accounted investments in multi-family rental properties	21,078	21,422	20,914	20,769	19,655	20,782	21,307
Equity-accounted investments in Canadian residential developments	118,327	116,052	106,694	106,538	95,967	97,521	102,277
Canadian development properties	159,902	157,597	140,512	136,413	130,978	138,920	139,765
Investments in U.S. residential developments	154,814	145,690	139,752	138,369	134,406	127,757	138,084
Restricted cash	71,510	80,987	65,228	57,222	109,472	92,326	87,093
Goodwill, intangible and other assets	145,790	140,556	134,617	137,358	133,378	132,594	129,056
Deferred income tax assets	80,017	75,080	72,794	75,062	78,847	115,160	106,291
Cash	82,634	68,207	83,028	132,215	65,428	59,388	74,543
Other working capital items	57,524	48,602	52,436	48,638	139,418	43,615	66,376
Assets held for sale	–	–	–	–	212,788	220,663	194,175
Total assets	\$ 7,995,290	\$ 7,834,539	\$ 7,641,996	\$ 7,650,314	\$ 7,825,942	\$ 7,447,723	\$ 6,893,347
Liabilities							
Debt	\$ 2,888,768	\$ 2,825,740	\$ 2,714,499	\$ 2,706,983	\$ 2,813,433	\$ 2,610,073	\$ 2,390,641
Due to Affiliate	260,977	259,563	258,179	256,824	255,498	254,201	252,930
Other liabilities	323,774	304,001	277,851	297,769	408,370	376,830	510,412
Deferred income tax liabilities	622,104	606,716	591,950	591,713	589,592	592,699	519,163
Total liabilities	\$ 4,095,623	\$ 3,996,020	\$ 3,842,479	\$ 3,853,289	\$ 4,066,893	\$ 3,833,803	\$ 3,673,146
Non-controlling interest	3,935	4,713	3,829	6,776	5,230	5,568	6,190
Net assets attributable to Tricon's shareholders	\$ 3,895,732	\$ 3,833,806	\$ 3,795,688	\$ 3,790,249	\$ 3,753,819	\$ 3,608,352	\$ 3,214,011
Net assets per share⁽¹⁾	\$ 14.30	\$ 14.09	\$ 13.96	\$ 13.89	\$ 13.74	\$ 13.21	\$ 11.77

(1) Net assets per share is calculated as net assets attributable to shareholders divided by the common shares outstanding as at each balance sheet date.

for the three and nine months ended September 30, 2023

3. CORE FFO AND AFFO

3.1 Proportionate Core FFO and AFFO summary

For the periods ended September 30

(in thousands of U.S. dollars, except per share amounts which are in U.S. dollars, unless otherwise indicated)

	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Revenue from single-family rental properties	\$ 116,024	\$ 105,038	\$ 10,986	\$ 340,205	\$ 299,449	\$ 40,756
Direct operating expenses	(38,586)	(33,717)	(4,869)	(110,967)	(97,650)	(13,317)
Net operating income from single-family rental properties	77,438	71,321	6,117	229,238	201,799	27,439
Core FFO from fees A	14,312	20,795	(6,483)	51,541	71,266	(19,725)
Core FFO from U.S. and Canadian multi-family rental ⁽¹⁾ B	198	2,479	(2,281)	584	7,305	(6,721)
Core FFO from U.S. residential developments	10,492	5,680	4,812	23,847	12,987	10,860
Other income (expense) C	372	4,358	(3,986)	(2,195)	4,774	(6,969)
Corporate overhead D	(27,138)	(34,631)	7,493	(89,583)	(97,360)	7,777
Interest expense E	(31,829)	(23,624)	(8,205)	(85,378)	(58,783)	(26,595)
Current income tax (expense) recovery ⁽²⁾	(1,108)	25	(1,133)	(1,108)	(1,541)	433
Core funds from operations (Core FFO)⁽³⁾	\$ 42,737	\$ 46,403	\$ (3,666)	\$ 126,946	\$ 140,447	\$ (13,501)
Recurring capital expenditures F	(8,594)	(11,221)	2,627	(25,995)	(30,877)	4,882
Adjusted funds from operations (AFFO)⁽³⁾	\$ 34,143	\$ 35,182	\$ (1,039)	\$ 100,951	\$ 109,570	\$ (8,619)
Core FFO per share ⁽³⁾	\$ 0.14	\$ 0.15	\$ (0.01)	\$ 0.41	\$ 0.45	\$ (0.04)
AFFO per share ⁽³⁾	\$ 0.11	\$ 0.11	\$ –	\$ 0.33	\$ 0.35	\$ (0.02)
Core FFO payout ratio ^{(3),(4)}	37%	34%	3%	37%	34%	3%
AFFO payout ratio ^{(3),(4)}	46%	45%	1%	47%	43%	4%
Weighted average shares outstanding – diluted	310,497,125	311,910,445	(1,413,320)	310,341,448	312,023,897	(1,682,449)

(1) Effective March 31, 2021, the Company sold an 80% interest in its U.S. multi-family rental portfolio, and as a result, began recognizing only 20% of the net income from the portfolio. Subsequently, on October 18, 2022, the Company sold its remaining 20% interest in the U.S. multi-family rental portfolio.

(2) Current income tax (expense) recovery reflects cash (paid) recovered in relation to continuing operations. Taxes paid on non-recurring transactions and gains from the sale of rental properties are excluded.

(3) Non-IFRS measures; see “Non-IFRS measures” on page 1, “Glossary and Defined Terms” and “Reconciliations” sections.

(4) Core FFO and AFFO payout ratios are computed by dividing dividends declared for the period by Core FFO and AFFO, respectively.

for the three and nine months ended September 30, 2023

3.2 Proportionate Core FFO and AFFO detail

For the periods ended September 30 (in thousands of U.S. dollars)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Revenue from strategic capital services	\$ 8,960	\$ 112,470	\$ (103,510)	\$ 34,831	\$ 145,268	\$ (110,437)
Performance fees revenue from the sale of U.S. multi-family rental portfolio	–	(99,866)	99,866	–	(99,866)	99,866
Fees eliminated upon consolidation ⁽¹⁾	5,352	8,191	(2,839)	16,710	25,864	(9,154)
Core FFO from fees⁽³⁾	\$ 14,312	\$ 20,795	\$ (6,483)	\$ 51,541	\$ 71,266	\$ (19,725)
Net operating income from U.S. multi-family rental	\$ –	\$ 4,159	\$ (4,159)	\$ –	\$ 12,010	\$ (12,010)
General and administration expense from U.S. multi-family rental	–	(306)	306	–	(888)	888
Interest expense from U.S. multi-family rental	–	(1,558)	1,558	–	(4,356)	4,356
Core FFO from U.S. multi-family rental ^{(2),(3)}	–	2,295	(2,295)	–	6,766	(6,766)
Net operating income from Canadian multi-family rental	304	299	5	904	889	15
General and administration expense from Canadian multi-family rental	(6)	(12)	6	(20)	(19)	(1)
Interest expense from Canadian multi-family rental	(100)	(103)	3	(300)	(331)	31
Core FFO from Canadian multi-family rental ⁽³⁾	198	184	14	584	539	45
Core FFO from U.S. and Canadian multi-family rental⁽³⁾	\$ 198	\$ 2,479	\$ (2,281)	\$ 584	\$ 7,305	\$ (6,721)
Other expenses	\$ (9,156)	\$ (8,173)	\$ (983)	\$ (25,755)	\$ (17,044)	\$ (8,711)
Non-controlling interest	(969)	(860)	(109)	(4,844)	(2,995)	(1,849)
Transaction costs	7,551	3,575	3,976	17,521	8,915	8,606
Amortization and depreciation expense	4,359	3,853	506	12,781	10,844	1,937
(Gain) loss on debt modification and extinguishment	(1,326)	6,816	(8,142)	(1,326)	6,816	(8,142)
Other non-cash adjustments	(87)	(853)	766	(572)	(1,762)	1,190
Other income (expense)	\$ 372	\$ 4,358	\$ (3,986)	\$ (2,195)	\$ 4,774	\$ (6,969)
Compensation expense	\$ (20,960)	\$ (25,859)	\$ 4,899	\$ (63,182)	\$ (76,848)	\$ 13,666
Other performance fees and LTIP payments	(163)	(4,375)	4,212	(700)	(32,056)	31,356
Equity-based, non-cash and non-recurring compensation	4,802	7,539	(2,737)	12,019	46,333	(34,314)
Cash compensation expense	(16,321)	(22,695)	6,374	(51,863)	(62,571)	10,708
General and administration expense	(16,661)	(11,260)	(5,401)	(47,487)	(32,854)	(14,633)
Lease payments on right-of-use assets	(1,496)	(676)	(820)	(4,208)	(1,935)	(2,273)
Other Core FFO adjustments ⁽⁴⁾	7,340	–	7,340	13,975	–	13,975
General and administration expense	(10,817)	(11,936)	1,119	(37,720)	(34,789)	(2,931)
Corporate overhead	\$ (27,138)	\$ (34,631)	\$ 7,493	\$ (89,583)	\$ (97,360)	\$ 7,777
Interest expense	\$ (41,642)	\$ (30,869)	\$ (10,773)	\$ (113,125)	\$ (79,968)	\$ (33,157)
Realized gain on derivative financial instruments	2,009	–	2,009	4,271	–	4,271
Due to Affiliate	4,245	4,245	–	12,736	12,777	(41)
Amortization of deferred financing costs, discounts and lease obligations	3,559	3,000	559	10,740	8,408	2,332
Interest expense	\$ (31,829)	\$ (23,624)	\$ (8,205)	\$ (85,378)	\$ (58,783)	\$ (26,595)
Single-family rental	\$ (8,577)	\$ (10,750)	\$ 2,173	\$ (25,945)	\$ (29,334)	\$ 3,389
U.S. multi-family rental	–	(459)	459	–	(1,481)	1,481
Canadian multi-family rental	(17)	(12)	(5)	(50)	(62)	12
Recurring capital expenditures	\$ (8,594)	\$ (11,221)	\$ 2,627	\$ (25,995)	\$ (30,877)	\$ 4,882

- (1) Asset management fees, acquisition fees, leasing fees and other fees earned from the limited partners of the single-family rental joint ventures are eliminated upon the consolidation of these Investment Vehicles. The limited partners' share of these fees is reflected in limited partners' interests on the consolidated income statement.
- (2) For the period from January 1, 2021 to March 31, 2021, Core FFO from U.S. multi-family rental represents Tricon's legacy 100% ownership interest in the portfolio. For the period from April 1, 2021 to December 31, 2022, Core FFO from U.S. multi-family rental represents Tricon's remaining 20% ownership interest in the portfolio.
- (3) Non-IFRS measures are presented to illustrate alternative relevant measures to assess the Company's performance. Refer to "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.
- (4) For the three and nine months ended September 30, 2023, adjustments included professional fees related to enterprise resource planning ("ERP") system implementation, as well as SOX-related system implementation and consulting. These expenses are temporary in nature and are expected to subside in the coming months.

for the three and nine months ended September 30, 2023

3.3 Historical proportionate Core FFO and AFFO

For the three months ended

(in thousands of U.S. dollars, except per share amounts which are in U.S. dollars, unless otherwise indicated)

	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
Revenue from single-family rental properties	\$ 116,024	\$ 113,311	\$ 110,870	\$ 107,778	\$ 105,038	\$ 99,852	\$ 94,559
Direct operating expenses	(38,586)	(36,113)	(36,268)	(34,034)	(33,717)	(32,665)	(31,268)
Net operating income from single-family rental properties	77,438	77,198	74,602	73,744	71,321	67,187	63,291
Core FFO from fees	14,312	16,748	20,481	120,795	20,795	30,618	19,853
Core FFO from U.S. and Canadian multi-family rental ⁽¹⁾	198	195	191	868	2,479	2,505	2,321
Core FFO from U.S. residential developments	10,492	7,322	6,033	3,910	5,680	3,002	4,305
Other income (expense)	372	(302)	(2,265)	(2,166)	4,358	(1,510)	1,926
Corporate overhead	(27,138)	(31,612)	(30,833)	(80,619)	(34,631)	(30,751)	(31,978)
Interest expense	(31,829)	(28,614)	(24,935)	(25,356)	(23,624)	(18,938)	(16,221)
Current income tax (expense) recovery	(1,108)	1,118	(1,118)	5,665	25	(1,104)	(462)
Core funds from operations (Core FFO)⁽²⁾	\$ 42,737	\$ 42,053	\$ 42,156	\$ 96,841	\$ 46,403	\$ 51,009	\$ 43,035
Recurring capital expenditures	(8,594)	(8,293)	(9,108)	(8,147)	(11,221)	(10,279)	(9,377)
Adjusted funds from operations (AFFO)⁽²⁾	\$ 34,143	\$ 33,760	\$ 33,048	\$ 88,694	\$ 35,182	\$ 40,730	\$ 33,658
Core FFO per share ⁽²⁾	\$ 0.14	\$ 0.14	\$ 0.14	\$ 0.31	\$ 0.15	\$ 0.16	\$ 0.14
AFFO per share ⁽²⁾	\$ 0.11	\$ 0.11	\$ 0.11	\$ 0.28	\$ 0.11	\$ 0.13	\$ 0.11
Core FFO payout ratio ⁽²⁾	37%	38%	38%	16%	34%	31%	37%
AFFO payout ratio ⁽²⁾	46%	47%	48%	18%	45%	39%	47%
Weighted average shares outstanding – diluted	310,497,125	310,309,372	310,314,809	311,222,080	311,910,445	311,913,232	311,843,796

(1) For the period from April 1, 2021 to December 31, 2022, Core FFO from U.S. multi-family rental represents Tricon's remaining 20% ownership interest in the portfolio.

(2) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

for the three and nine months ended September 30, 2023

4. LEVERAGE RATIOS

4.1 Pro-rata assets

Tricon's pro-rata assets include its share of total assets of non-consolidated entities on a look-through basis, which are shown as equity-accounted investments on its proportionate balance sheet above.

(in thousands of U.S. dollars)	September 30, 2023
Pro-rata assets of consolidated entities⁽¹⁾	\$ 7,855,885
Canadian multi-family rental properties	39,253
Canadian residential developments ⁽²⁾	305,296
Pro-rata assets of non-consolidated entities	344,549
Pro-rata assets, total	\$ 8,200,434
Pro-rata assets (net of cash), total⁽³⁾	\$ 8,040,119

(1) Includes proportionate total assets presented in [Section 2.3](#) excluding equity-accounted investments in Canadian multi-family rental properties and equity-accounted investments in Canadian residential developments.

(2) Excludes right-of-use assets under ground leases of \$34,549.

(3) Reflects proportionate cash and restricted cash of \$154,144 as well as pro-rata cash and restricted cash of non-consolidated entities of \$6,171.

4.2 Pro-rata net debt to assets

(in thousands of U.S. dollars, except percentages)	September 30, 2023
Pro-rata debt of consolidated entities	\$ 2,888,768
Canadian multi-family rental properties	17,155
Canadian residential developments ⁽¹⁾	174,451
Pro-rata debt of non-consolidated entities	191,606
Pro-rata debt, total	\$ 3,080,374
Pro-rata net debt, total⁽²⁾	\$ 2,920,059
Pro-rata net debt to assets	36.3%

(1) Excludes lease obligations under ground leases of \$34,549.

(2) Reflects proportionate cash and restricted cash of \$154,144 as well as pro-rata cash and restricted cash of non-consolidated entities of \$6,171.

4.3 Pro-rata net debt to adjusted EBITDAre

(in thousands of U.S. dollars)	September 30, 2023
Pro-rata debt of consolidated entities, excluding facilities related to non-income generating assets⁽¹⁾	\$ 2,643,586
Canadian multi-family rental properties debt	17,155
Pro-rata debt of non-consolidated entities (stabilized properties)	17,155
Pro-rata debt (stabilized properties), total	\$ 2,660,741
Pro-rata net debt (stabilized properties), total⁽²⁾	\$ 2,544,715
Adjusted EBITDAre (annualized)⁽³⁾	\$ 310,832
Pro-rata net debt to Adjusted EBITDAre (annualized)	8.2x

(1) Excludes \$41,345 of development debt directly related to the consolidated Canadian development portfolio and \$203,837 of warehouse facilities related to acquisitions of vacant single-family homes, which do not fully contribute to Adjusted EBITDAre.

(2) Reflects proportionate cash and restricted cash (excluding cash held at development entities and excess cash held at single-family rental joint venture entities) of \$115,705 as well as pro-rata cash and restricted cash of non-consolidated entities for stabilized properties of \$321.

(3) Adjusted EBITDAre is a non-IFRS measure (see [Section 11.4](#) in "Reconciliations" for the calculations). Refer to the "Glossary and Defined Terms" section for details.

for the three and nine months ended September 30, 2023

5. CAPITALIZATION

5.1 Debt structure

September 30, 2023									
(in thousands of U.S. dollars)	Maturity dates	Coupon/ stated interest rates	Interest rate floor	Interest rate cap	Effective interest rates ⁽¹⁾	Extension options	Total facility	Outstanding balance	Proportionate balance
Term loan ⁽³⁾	April 2024	SOFR+2.30%	0.50% SOFR	5.09% SOFR	7.04%	6 months	\$ 302,065	\$ 302,065	\$ 302,065
Securitization debt 2017-2	January 2024	3.68%	N/A	N/A	3.68%	N/A	322,268	322,268	322,268
Warehouse credit facility 2022 ⁽⁴⁾	January 2024	SOFR+1.95%	0.15% SOFR	3.25% SOFR	5.20%	One year	100,000	76,690	76,690
Securitization debt 2018-1	May 2025	3.96%	N/A	N/A	3.96%	N/A	289,185	289,185	289,185
Securitization debt 2020-2	November 2027	1.94%	N/A	N/A	1.94%	N/A	409,636	409,636	409,636
Single-family rental wholly-owned properties borrowings							1,423,154	1,399,844	1,399,844
SFR JV-1 securitization debt 2019-1	March 2026	3.12%	N/A	N/A	3.12%	N/A	331,431	331,431	111,582
SFR JV-1 securitization debt 2020-1	July 2026	2.43%	N/A	N/A	2.43%	N/A	552,441	552,441	185,988
SFR JV-1 securitization debt 2021-1	July 2026	2.57%	N/A	N/A	2.57%	N/A	682,956	682,956	229,929
Single-family rental JV-1 properties borrowings							1,566,828	1,566,828	527,499
SFR JV-2 warehouse credit facility ⁽⁷⁾	July 2024	SOFR+1.99%	0.10% SOFR	N/A	6.98%	One year	134,456	134,456	39,426
SFR JV-2 term loan	October 2025	SOFR+2.10%	0.50% SOFR	4.55% SOFR	6.65%	Two one years	500,000	390,208	114,419
SFR JV-2 securitization debt 2022-1	April 2027	4.32%	N/A	N/A	4.32%	N/A	530,387	530,387	155,523
SFR JV-2 securitization debt 2022-2	July 2028	5.47%	N/A	N/A	5.47%	N/A	347,459	347,459	101,884
SFR JV-2 securitization debt 2023-1 ⁽⁵⁾	July 2028	5.27%	N/A	N/A	5.86%	N/A	416,430	416,430	122,108
SFR JV-2 delayed draw term loan	September 2028	5.39%	N/A	N/A	5.39%	N/A	194,480	194,480	57,027
Single-family rental JV-2 properties borrowings							2,123,212	2,013,420	590,387
SFR JV-HD warehouse credit facility	May 2024	SOFR+2.00%	0.15% SOFR	2.85% SOFR	4.85%	One year	350,000	262,816	88,481
JV-HD term loan A	March 2028	5.96%	N/A	N/A	5.96%	N/A	150,000	150,000	50,500
JV-HD term loan B	March 2028	5.96%	N/A	N/A	5.96%	N/A	150,000	150,000	50,500
Single-family rental JV-HD properties borrowings							650,000	562,816	189,481
Single-family rental properties borrowings					4.34%		5,763,194	5,542,908	2,707,211
The Shops of Summerhill mortgage	October 2025	5.58%	N/A	N/A	5.58%	N/A	15,926	15,926	15,926
Construction facility ⁽⁸⁾	June 2026	Prime+1.25%	N/A	N/A	8.23%	One year	170,118	25,488	25,488
Canadian development properties borrowings					7.21%		186,044	41,414	41,414
Corporate office mortgages	November 2024	4.25%	N/A	N/A	4.30%	N/A	12,448	12,448	12,448
Corporate credit facility ⁽⁶⁾	June 2025	SOFR+3.07%	N/A	N/A	8.42%	N/A	500,000	150,000	150,000
Corporate borrowings					8.10%		512,448	162,448	162,448
Total debt – gross								\$ 5,746,770	\$ 2,911,073
Transaction costs (net of amortization)								(47,375)	(18,579)
Debt discount (net of amortization)								(11,938)	(3,726)
Total debt					4.47%		\$ 6,461,686	\$ 5,687,457	\$ 2,888,768
Fixed-rate debt – principal value⁽²⁾					3.83%			\$ 4,405,047	\$ 2,114,504
Floating-rate debt – principal value⁽²⁾					6.56%			\$ 1,341,723	\$ 796,569

(1) The effective interest rate was determined using the ending consolidated debt balances as at September 30, 2023 and the average of the applicable reference rates for the nine months ended September 30, 2023. The effective interest rate using the average consolidated debt balances and the average of the applicable reference rates for the nine months ended September 30, 2023 was 4.51%.

(2) As at September 30, 2023, Tricon's proportionate share of gross debt was comprised of 73% fixed-rate debt and 27% floating-rate debt.

(3) On July 27, 2023, the Company amended the loan agreement to extend the maturity of the term loan by six months to April 2024 (with the option to extend for another six months to October 2024) and increased the commitment value by \$100,000 with an interest rate cap of 4.25% of SOFR. The coupon rate remains unchanged. The amendment resulted in the extinguishment of the original liability and the recognition of a gain on debt extinguishment of \$1,326 in the consolidated statements of comprehensive income. A new liability was recognized, reflecting the amended terms. The weighted average interest rate cap on this facility is 5.09% of SOFR, based on \$202,065 at 5.50% of SOFR and \$100,000 at 4.25% of SOFR.

(4) On September 22, 2023, the Company amended the loan agreement in respect of Warehouse credit facility 2022 to increase the commitment value by \$50,000 to \$100,000. The coupon rate also changed from SOFR+1.85% to SOFR+1.95%.

(5) On July 11, 2023, SFR JV-2 entered into a new securitized loan facility with a total commitment of \$416,430, a term to maturity of five years and a weighted average fixed interest rate of 5.27%. The securitization involved the issuance of five classes of fixed-rate pass-through certificates at a discount of \$12,160 to the stated face value, resulting in an effective interest rate of 5.86%. This facility is secured by a pool of 2,115 single-family rental properties. The loan proceeds were primarily used to pay down the existing short-term SFR JV-2 variable-rate debt.

(6) On September 15, 2023, the margin on the corporate facility was reduced by 3 basis points from 3.10% to 3.07%.

(7) On August 1, 2023, the interest rate cap on this facility expired and was not renewed.

(8) The extension option on this facility is subject to the lender's discretion.

for the three and nine months ended September 30, 2023

5.2 Equity capital structure

	September 30, 2023	December 31, 2022	Variance
Common shares outstanding	272,356,982	272,840,692	(483,710)
Restricted common shares	636,992	624,088	12,904
Number of basic common shares issued⁽¹⁾	272,993,974	273,464,780	(470,806)
Outstanding stock options	3,631,723	3,839,723	(208,000)
Outstanding deferred share units (DSUs)	2,372,563	2,419,824	(47,261)
Common shares underlying exchangeable preferred units	34,744,118	34,744,118	–

(1) Of the basic shares issued, Tricon's reporting insiders own or control a total of 8,006,845 outstanding common shares as at September 30, 2023. Together with 3,631,723 stock options and 2,372,563 DSUs presented above, Tricon's combined reporting insiders' ownership represents 5.0% of total outstanding common shares, DSUs and stock options.

5.3 Weighted average diluted shares

Weighted average amounts for net income, Core FFO and AFFO	Q3 2023	Q3 2022	Variance
Basic common shares outstanding	272,328,214	273,140,194	(811,980)
Shares potentially issuable from vesting/conversion of stock compensation	3,424,793	4,026,133	(601,340)
Common shares underlying exchangeable preferred units	34,744,118	34,744,118	–
Total diluted common shares	310,497,125	311,910,445	(1,413,320)

for the three and nine months ended September 30, 2023

6. SUMMARY OF OPERATIONAL PERFORMANCE

The presentation of non-IFRS measures throughout this section reflects Tricon's proportionate share of the business, unless otherwise stated.

6.1 Operational highlights by business

For the periods ended September 30

(in thousands of U.S. dollars, except percentages, units and average monthly rent amounts which are in U.S. dollars)

	Three months		Nine months	
	2023	2022	2023	2022
SINGLE-FAMILY RENTAL				
Total rental homes managed			37,478	35,545
Tricon's proportionate share of rental homes ⁽¹⁾	21,840	21,372	21,840	21,372
Average monthly rent ⁽¹⁾	\$ 1,815	\$ 1,714	\$ 1,792	\$ 1,669
Occupancy ⁽¹⁾	94.5%	94.0%	95.0%	93.9%
Total proportionate net operating income (NOI) ^{(1),(2)}	\$ 77,438	\$ 71,321	\$ 229,238	\$ 201,799
Total proportionate net operating income (NOI) growth ^{(1),(2)}	8.6%	26.0%	13.6%	24.3%
Same home net operating income (NOI) margin ^{(1),(2)}	68.5%	68.8%	68.7%	68.7%
Same home net operating income (NOI) growth ^{(1),(2)}	6.0%	N/A	6.1%	N/A
Same home occupancy ⁽¹⁾	97.4%	97.6%	97.4%	97.8%
Same home annualized turnover ⁽¹⁾	18.8%	20.0%	17.9%	18.4%
Same home average quarterly rent growth – renewal ⁽¹⁾	6.7%	6.6%	6.6%	6.4%
Same home average quarterly rent growth – new move-in ⁽¹⁾	6.9%	15.1%	8.9%	16.7%
Same home average quarterly rent growth – blended ⁽¹⁾	6.8%	8.3%	7.1%	8.4%
ADJACENT RESIDENTIAL BUSINESSES				
Canadian multi-family rental⁽³⁾				
Total units managed			500	500
Net operating income (NOI) ^{(2),(4)}	\$ 304	\$ 299	\$ 904	\$ 889
Net operating income (NOI) margin ^{(2),(4)}	60.7%	62.1%	62.2%	62.4%
Residential development				
Cash distributions from investments to Tricon excluding performance fees	\$ 5,090	\$ 6,046	14,168	31,896
STRATEGIC CAPITAL SERVICES				
Core FFO from fees ⁽²⁾	\$ 14,312	\$ 20,795	\$ 51,541	\$ 71,266
			September 30, 2023	December 31, 2022
ADJACENT RESIDENTIAL BUSINESSES				
Residential development				
Investments in residential developments ⁽⁵⁾			\$ 386,689	\$ 359,619
STRATEGIC CAPITAL SERVICES				
Third-party AUM ⁽²⁾			8,124,882	8,120,344
Total AUM ⁽²⁾			16,203,749	16,003,252

(1) Operating metrics are stated at Tricon's proportionate share of the managed portfolio and exclude limited partners' interests in the SFR JV-1, SFR JV-HD and SFR JV-2 portfolios.

(2) Non-IFRS measures are presented to illustrate alternative relevant measures to assess the Company's performance. Refer to "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

(3) Presented within equity-accounted investments in multi-family rental properties and income from equity-accounted investments in multi-family rental properties, respectively, on the Company's balance sheet and income statement. Tricon's proportionate share of the operating results and key performance metrics is presented to provide more insight into underlying property operations.

(4) Operating metrics are stated at Tricon's proportionate share of the managed portfolio and exclude limited partner's interest in The Selby.

(5) Represents Tricon's equity-accounted investments in Canadian residential developments, Canadian development properties (net of debt) and investments in U.S. residential developments.

for the three and nine months ended September 30, 2023

7. SINGLE-FAMILY RENTAL

7.1 Total portfolio and acquisition summary

	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Tricon wholly-owned rental homes	14,786	14,637	14,529	14,735	14,894	15,034	15,127
SFR JV rental homes	22,238	22,130	21,575	21,173	20,368	18,389	15,905
Total rental homes	37,024	36,767	36,104	35,908	35,262	33,423	31,032
Other homes managed ⁽¹⁾	238	157	124	110	91	71	57
Homes held for sale	216	238	297	241	192	93	57
Homes managed	37,478	37,162	36,525	36,259	35,545	33,587	31,146
Tricon's % ownership	59.0%	58.9%	59.2%	59.8%	60.6%	62.6%	65.3%
Homes acquired	410	805	409	815	1,988	2,489	1,935
Less homes disposed	(175)	(201)	(157)	(120)	(50)	(62)	(41)
Other homes managed ⁽¹⁾	81	33	14	19	20	14	15
Net homes added during the quarter	316	637	266	714	1,958	2,441	1,909
Acquisition cost per home (in U.S. dollars) ⁽²⁾	\$ 310,000	\$ 326,000	\$ 318,000	\$ 331,000	\$ 352,000	\$ 364,000	\$ 347,000
Total cost basis of homes acquired (in thousands of U.S. dollars)	\$ 127,000	\$ 263,000	\$ 130,000	\$ 270,000	\$ 700,000	\$ 906,000	\$ 671,000
Tricon's proportionate cost basis of homes acquired (in thousands of U.S. dollars)	\$ 102,000	\$ 137,000	\$ 40,000	\$ 84,000	\$ 213,000	\$ 274,000	\$ 202,000

(1) The homes are part of Tricon's build-to-rent development strategy currently being pursued within the THPAS JV-1 joint venture investment vehicle, which is not consolidated with Tricon's other SFR joint venture arrangements in this summary.

(2) The acquisition cost per home includes the initial purchase price, closing costs, and up-front renovation costs.

for the three and nine months ended September 30, 2023

7.2 Total portfolio – home characteristics by market

Geography	Rental homes	Average vintage	Average total cost per home (in U.S. dollars)	Average size (sq. feet)	Tricon % ownership
Atlanta	7,505	2000	\$ 221,000	1,789	65.4%
Charlotte	4,143	2003	241,000	1,681	55.2%
Nashville	2,058	2010	342,000	1,847	33.8%
Columbia	1,257	2002	184,000	1,585	54.0%
Raleigh	1,040	2011	306,000	1,701	34.3%
Greensboro	530	2010	308,000	1,939	34.2%
Greenville	388	2015	288,000	1,819	34.2%
Southeast United States	16,921	2003	\$ 247,000	1,753	54.6%
Phoenix	3,032	2000	\$ 268,000	1,719	77.1%
Las Vegas	1,084	2000	286,000	1,699	68.6%
Northern California	975	1970	245,000	1,308	99.7%
Reno	288	1985	240,000	1,571	89.9%
Southern California	161	1982	213,000	1,511	100.0%
Western United States	5,540	1994	\$ 264,000	1,629	80.7%
Dallas	3,076	2000	\$ 250,000	1,660	57.8%
Houston	2,088	1999	204,000	1,643	60.1%
San Antonio	1,363	2009	244,000	1,725	44.8%
Austin	256	2018	336,000	1,696	32.4%
Texas	6,783	2002	\$ 238,000	1,669	54.9%
Tampa	2,956	1995	\$ 258,000	1,648	64.7%
Jacksonville	1,574	2002	256,000	1,618	51.7%
Orlando	1,251	2000	303,000	1,638	54.1%
Southeast Florida	61	1966	233,000	1,491	100.0%
Florida	5,842	1998	\$ 267,000	1,636	59.3%
Indianapolis	1,938	2004	\$ 223,000	1,727	48.6%
Midwest United States	1,938	2004	\$ 223,000	1,727	48.6%
Total/Weighted average	37,024	2001	\$ 250,000	1,700	59.0%

for the three and nine months ended September 30, 2023

7.3 Total portfolio – acquisitions and dispositions

For the three months ended September 30, 2023				
Geography	Homes acquired	Average total cost per home (in U.S. dollars)	Total cost basis (in thousands of U.S. dollars)	Tricon's % ownership
Atlanta	101	\$ 310,000	\$ 31,000	87.5%
Charlotte	29	337,000	10,000	90.3%
Nashville	20	373,000	8,000	96.5%
Columbia	24	260,000	6,000	88.4%
Raleigh	34	298,000	10,000	62.7%
Greensboro	27	291,000	8,000	81.7%
Greenville	4	255,000	1,000	100.0%
Southeast United States	239	\$ 309,000	\$ 74,000	84.7%
Phoenix	9	\$ 478,000	\$ 4,000	47.9%
Western United States	9	\$ 478,000	\$ 4,000	47.9%
Dallas	47	\$ 297,000	\$ 14,000	95.5%
Houston	12	219,000	3,000	94.1%
San Antonio	35	308,000	11,000	43.0%
Texas	94	\$ 291,000	\$ 28,000	75.8%
Tampa	12	\$ 326,000	\$ 4,000	94.1%
Jacksonville	25	365,000	9,000	65.0%
Orlando	7	331,000	2,000	79.8%
Florida	44	\$ 349,000	\$ 15,000	75.3%
Indianapolis	24	\$ 263,000	\$ 6,000	97.1%
Midwest United States	24	\$ 263,000	\$ 6,000	97.1%
Total acquisitions	410	\$ 310,000	\$ 127,000	81.6%
<hr/>				
	Homes disposed	Average sale price per home (in U.S. dollars)	Total sale price (in thousands of U.S. dollars)	Tricon's % ownership
Total dispositions	175	\$ 360,000	\$ 63,000	97.6%

for the three and nine months ended September 30, 2023

7.4 Proportionate total portfolio – NOI summary

For the three months ended September 30

(in thousands of U.S. dollars)	2023	% of revenue	2022	% of revenue	Variance	% Variance
Rental revenue ⁽¹⁾	\$ 110,389		\$ 99,714		\$ 10,675	10.7%
Other revenue ⁽¹⁾	5,635		5,324		311	5.8%
Total revenue from rental properties	\$ 116,024	100.0%	\$ 105,038	100.0%	\$ 10,986	10.5%
Property taxes	18,897	16.3%	16,327	15.5%	2,570	15.7%
Repairs and maintenance	5,550	4.8%	5,009	4.8%	541	10.8%
Turnover	1,466	1.3%	1,029	1.0%	437	42.5%
Property management expenses	7,144	6.2%	6,680	6.4%	464	6.9%
Property insurance	1,400	1.2%	1,326	1.3%	74	5.6%
Marketing and leasing	341	0.3%	333	0.3%	8	2.4%
Homeowners' association (HOA) costs	1,940	1.7%	1,444	1.4%	496	34.3%
Other direct expenses ⁽²⁾	1,848	1.6%	1,569	1.5%	279	17.8%
Total direct operating expenses	38,586		33,717		4,869	14.4%
Net operating income (NOI)⁽³⁾	\$ 77,438		\$ 71,321		\$ 6,117	8.6%
Net operating income (NOI) margin⁽³⁾	66.7%		67.9%			

- (1) All rental and other revenue are reflected net of bad debt. The Company has reserved 100% of residents' accounts receivable balances aged more than 30 days, less the amount of residents' security deposits on hand.
- (2) Other direct expenses include property utilities, landscaping costs on vacant homes and other property operating costs associated with ancillary revenue offerings. Utility expenses including water, sewer, waste, gas and electricity, as well as landscaping costs, are borne by the resident when a home is occupied; such expenses are only incurred by Tricon when a home is vacant or is being turned.
- (3) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

For the nine months ended September 30

(in thousands of U.S. dollars)	2023	% of revenue	2022	% of revenue	Variance	% Variance
Rental revenue ⁽¹⁾	\$ 324,143		\$ 283,674		\$ 40,469	14.3%
Other revenue ⁽¹⁾	16,062		15,775		287	1.8%
Total revenue from rental properties	\$ 340,205	100.0%	\$ 299,449	100.0%	\$ 40,756	13.6%
Property taxes	55,330	16.3%	47,016	15.7%	8,314	17.7%
Repairs and maintenance	14,602	4.3%	14,985	5.0%	(383)	(2.6%)
Turnover	4,008	1.2%	3,402	1.1%	606	17.8%
Property management expenses	20,918	6.1%	19,052	6.4%	1,866	9.8%
Property insurance	4,234	1.2%	3,905	1.3%	329	8.4%
Marketing and leasing	929	0.3%	901	0.3%	28	3.1%
Homeowners' association (HOA) costs	5,497	1.6%	3,879	1.3%	1,618	41.7%
Other direct expenses ⁽²⁾	5,449	1.6%	4,510	1.5%	939	20.8%
Total direct operating expenses	110,967		97,650		13,317	13.6%
Net operating income (NOI)⁽³⁾	\$ 229,238		\$ 201,799		\$ 27,439	13.6%
Net operating income (NOI) margin⁽³⁾	67.4%		67.4%			

- (1) All rental and other revenue are reflected net of bad debt. The Company has reserved 100% of residents' accounts receivable balances aged more than 30 days, less the amount of residents' security deposits on hand.
- (2) Other direct expenses include property utilities, landscaping costs on vacant homes and other property operating costs associated with ancillary revenue offerings. Utility expenses including water, sewer, waste, gas and electricity, as well as landscaping costs, are borne by the resident when a home is occupied; such expenses are only incurred by Tricon when a home is vacant or is being turned.
- (3) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

7.5 Proportionate total portfolio – capital expenditures summary

(in thousands of U.S. dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Renovation capital expenditures	\$ 28,049	\$ 16,027	\$ 11,220	\$ 22,647	\$ 30,831	\$ 26,932	\$ 24,724
Recurring capital expenditures	8,577	8,275	9,093	8,037	10,750	9,788	8,796
Value-enhancing capital expenditures	4,491	4,285	3,450	5,685	6,705	7,009	3,751
Total capital expenditures	\$ 41,117	\$ 28,587	\$ 23,763	\$ 36,369	\$ 48,286	\$ 43,729	\$ 37,271

for the three and nine months ended September 30, 2023

7.6 Proportionate same home portfolio – quarterly operating trends

(in U.S. dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Rental homes – same home portfolio ^{(1),(2)}	21,481	21,481	21,481	21,481	21,481	21,481	21,481
Tricon's proportionate share of rental homes – same home portfolio ⁽¹⁾	15,542	15,542	15,542	15,542	15,542	15,542	15,542
Occupancy	97.4%	97.5%	97.2%	97.6%	97.6%	98.0%	97.9%
Annualized turnover rate	18.8%	18.4%	16.4%	13.0%	20.0%	18.9%	16.2%
Average monthly rent	\$ 1,758	\$ 1,733	\$ 1,707	\$ 1,682	\$ 1,658	\$ 1,624	\$ 1,589
Average quarterly rent growth – renewal ⁽³⁾	6.7%	6.6%	6.5%	6.8%	6.6%	6.3%	6.2%
Average quarterly rent growth – new move-in ⁽³⁾	6.9%	9.8%	10.3%	9.8%	15.1%	17.9%	17.5%
Average quarterly rent growth – blended ⁽³⁾	6.8%	7.4%	7.2%	7.3%	8.3%	8.4%	8.5%

- (1) "Same home" or "same home portfolio" includes homes that were stabilized 90 days prior to the first day of the prior-year comparative period as per the guidelines of the National Rental Home Council. It excludes homes that have been either sold or designated for sale or taken out of service as a result of a major renovation. This same home portfolio is defined on January 1 of each reporting year. Based on this definition, any home currently included in the same home portfolio will have satisfied the conditions described above prior to September 30, 2021, and those homes have been held in operations throughout the full periods presented in both 2022 and 2023.
- (2) The number of rental homes is presented in aggregate whereas the operating metrics reflect Tricon's proportionate share of the same home portfolio.
- (3) Represents the percentage difference between the monthly rent from an expiring lease and the monthly rent from the next lease. Average quarterly rent growth reflects the impact of rent concessions amortized over the life of the related lease and excludes any leases on a month-to-month basis or with terms shorter than six months.

7.7 Proportionate same home portfolio – quarterly NOI

(in thousands of U.S. dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Revenue from rental properties ⁽¹⁾	\$ 82,357	\$ 80,763	\$ 78,818	\$ 78,187	\$ 77,366	\$ 75,770	\$ 75,182
Direct operating expenses	25,919	25,642	24,055	23,655	24,107	23,900	23,552
Net operating income (NOI)⁽²⁾	\$ 56,438	\$ 55,121	\$ 54,763	\$ 54,532	\$ 53,259	\$ 51,870	\$ 51,630
Net operating income (NOI) margin⁽²⁾	68.5%	68.3%	69.5%	69.7%	68.8%	68.5%	68.7%

- (1) Revenue is reflected net of bad debt. The Company has reserved 100% of residents' accounts receivable balances aged more than 30 days, less the amount of residents' security deposits on hand.
- (2) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

7.8 Proportionate same home portfolio – NOI summary

For the three months ended September 30

(in thousands of U.S. dollars)	2023	% of revenue	2022	% of revenue	Variance	% Variance
Rental revenue ⁽¹⁾	\$ 78,840		\$ 73,817		\$ 5,023	6.8%
Other revenue ⁽¹⁾	3,517		3,549		(32)	(0.9%)
Total revenue from rental properties	\$ 82,357	100.0%	\$ 77,366	100.0%	\$ 4,991	6.5%
Property taxes	13,312	16.2%	12,046	15.6%	1,266	10.5%
Repairs and maintenance	3,977	4.8%	3,889	5.0%	88	2.3%
Turnover	868	1.1%	888	1.1%	(20)	(2.3%)
Property management expenses	4,318	5.2%	4,236	5.5%	82	1.9%
Property insurance	964	1.2%	905	1.2%	59	6.5%
Marketing and leasing	138	0.2%	131	0.2%	7	5.3%
Homeowners' association (HOA) costs	1,248	1.5%	997	1.3%	251	25.2%
Other direct expenses ⁽²⁾	1,094	1.3%	1,015	1.3%	79	7.8%
Total direct operating expenses	25,919		24,107		1,812	7.5%
Net operating income (NOI)⁽³⁾	\$ 56,438		\$ 53,259		\$ 3,179	6.0%
Net operating income (NOI) margin⁽³⁾	68.5%		68.8%			

- (1) All rental and other revenue are reflected net of bad debt. The Company has reserved 100% of residents' accounts receivable balances aged more than 30 days, less the amount of residents' security deposits on hand.
- (2) Other direct expenses include property utilities, landscaping costs on vacant homes, and other property operating costs associated with ancillary revenue offerings. Utility expenses including water, sewer, waste, gas and electricity, as well as landscaping costs, are borne by the resident when a home is occupied; such expenses are only incurred by Tricon when a home is vacant or is being turned.
- (3) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

for the three and nine months ended September 30, 2023

7.8 Proportionate same home portfolio – NOI summary (continued)

For the nine months ended September 30

(in thousands of U.S. dollars)	2023	% of revenue	2022	% of revenue	Variance	% Variance
Rental revenue ⁽¹⁾	\$ 232,229		\$ 217,748		\$ 14,481	6.7%
Other revenue ⁽¹⁾	9,709		10,570		(861)	(8.1%)
Total revenue from rental properties	\$ 241,938	100.0%	\$ 228,318	100.0%	\$ 13,620	6.0%
Property taxes	39,116	16.2%	35,521	15.6%	3,595	10.1%
Repairs and maintenance	10,685	4.4%	11,514	5.0%	(829)	(7.2%)
Turnover	2,541	1.1%	2,946	1.3%	(405)	(13.7%)
Property management expenses	13,080	5.4%	12,744	5.6%	336	2.6%
Property insurance	2,889	1.2%	2,635	1.2%	254	9.6%
Marketing and leasing	393	0.2%	340	0.1%	53	15.6%
Homeowners' association (HOA) costs	3,595	1.5%	2,878	1.3%	717	24.9%
Other direct expenses ⁽²⁾	3,317	1.4%	2,981	1.3%	336	11.3%
Total direct operating expenses	75,616		71,559		4,057	5.7%
Net operating income (NOI)⁽³⁾	\$ 166,322		\$ 156,759		\$ 9,563	6.1%
Net operating income (NOI) margin⁽³⁾	68.7%		68.7%			

- (1) All rental and other revenues are reflected net of bad debt. The Company has reserved 100% of residents' accounts receivable balances aged more than 30 days, less the amount of residents' security deposits on hand.
- (2) Other direct expenses include property utilities, landscaping costs on vacant homes and other property operating costs associated with ancillary revenue offerings. Utility expenses including water, sewer, waste, gas and electricity, as well as landscaping costs, are borne by the resident when a home is occupied and are not then expenses of the Company; such expenses are only borne by Tricon when a home is vacant or undergoing turnover.
- (3) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

7.9 Proportionate same home portfolio – NOI year-over-year comparison by market

Geography	Rental homes ⁽¹⁾	NOI ⁽²⁾			NOI margin ⁽²⁾		
		Q3 2023	Q3 2022	Change (%)	Q3 2023	Q3 2022	Change (%)
Atlanta	5,052	\$ 12,428	\$ 12,124	2.5%	65.6%	67.8%	(2.2%)
Charlotte	2,718	6,343	5,878	7.9%	73.8%	73.5%	0.3%
Nashville	1,006	1,684	1,544	9.1%	77.9%	76.6%	1.3%
Columbia	805	1,415	1,327	6.6%	64.2%	64.1%	0.1%
Raleigh	359	479	423	13.2%	75.7%	71.3%	4.4%
Greensboro	10	12	12	–	73.5%	72.8%	0.7%
Southeast United States	9,950	\$ 22,361	\$ 21,308	4.9%	68.7%	69.7%	(1.0%)
Phoenix	1,923	\$ 7,428	6,893	7.8%	76.4%	75.7%	0.7%
Northern California	859	4,562	4,303	6.0%	79.7%	80.3%	(0.6%)
Las Vegas	586	2,249	2,156	4.3%	74.9%	76.0%	(1.1%)
Reno	225	1,199	1,163	3.1%	82.1%	84.0%	(1.9%)
Southern California	143	694	671	3.4%	76.2%	78.1%	(1.9%)
Western United States	3,736	\$ 16,132	\$ 15,186	6.2%	77.5%	77.7%	(0.2%)
Tampa	1,776	\$ 5,309	5,042	5.3%	64.3%	64.4%	(0.1%)
Jacksonville	803	1,777	1,693	5.0%	65.1%	66.2%	(1.1%)
Orlando	475	1,481	1,318	12.4%	66.3%	63.5%	2.8%
Florida	3,054	\$ 8,567	\$ 8,053	6.4%	64.8%	64.6%	0.2%
Dallas	1,664	\$ 3,857	3,668	5.2%	59.6%	61.1%	(1.5%)
Houston	1,408	2,704	2,426	11.5%	57.5%	54.9%	2.6%
San Antonio	621	1,007	884	13.9%	60.0%	55.0%	5.0%
Texas	3,693	\$ 7,568	\$ 6,978	8.5%	58.9%	58.0%	0.9%
Indianapolis	1,048	\$ 1,810	1,734	4.4%	62.1%	62.9%	(0.8%)
Midwest United States	1,048	\$ 1,810	\$ 1,734	4.4%	62.1%	62.9%	(0.8%)
Total/Weighted average	21,481	\$ 56,438	\$ 53,259	6.0%	68.5%	68.8%	(0.3%)

- (1) The number of rental homes is presented in aggregate whereas the operating metrics reflect Tricon's proportionate share of the same home portfolio.
- (2) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

for the three and nine months ended September 30, 2023

7.10 Proportionate same home portfolio – operational year-over-year comparison by market

Geography	Rental homes ⁽¹⁾	Average monthly rent			Occupancy		
		Q3 2023	Q3 2022	Change (%)	Q3 2023	Q3 2022	Change (%)
Atlanta	5,052	\$ 1,671	\$ 1,579	5.8%	97.3%	97.8%	(0.5%)
Charlotte	2,718	1,626	1,530	6.3%	97.3%	97.9%	(0.6%)
Nashville	1,006	2,100	1,975	6.3%	97.4%	96.9%	0.5%
Columbia	805	1,553	1,451	7.0%	96.6%	97.2%	(0.6%)
Raleigh	359	1,724	1,632	5.6%	96.3%	96.1%	0.2%
Greensboro	10	1,866	1,828	2.1%	90.5%	92.3%	(1.8%)
Southeast United States	9,950	\$ 1,694	\$ 1,598	6.0%	97.2%	97.6%	(0.4%)
Phoenix	1,923	\$ 1,749	1,644	6.4%	97.7%	97.7%	–
Northern California	859	2,209	2,084	6.0%	98.4%	98.8%	(0.4%)
Las Vegas	586	1,782	1,686	5.7%	96.8%	97.7%	(0.9%)
Reno	225	2,127	2,014	5.6%	97.9%	96.7%	1.2%
Southern California	143	2,151	2,022	6.4%	98.5%	98.8%	(0.3%)
Western United States	3,736	\$ 1,898	\$ 1,788	6.2%	97.8%	97.9%	(0.1%)
Tampa	1,776	\$ 1,941	1,824	6.4%	97.0%	97.8%	(0.8%)
Jacksonville	803	1,685	1,588	6.1%	97.2%	97.3%	(0.1%)
Orlando	475	1,834	1,722	6.5%	98.1%	97.8%	0.3%
Florida	3,054	\$ 1,857	\$ 1,746	6.4%	97.2%	97.6%	(0.4%)
Dallas	1,664	\$ 1,808	1,704	6.1%	97.9%	97.3%	0.6%
Houston	1,408	1,625	1,540	5.5%	97.9%	97.2%	0.7%
San Antonio	621	1,621	1,552	4.4%	96.2%	96.0%	0.2%
Texas	3,693	\$ 1,707	\$ 1,616	5.6%	97.6%	97.1%	0.5%
Indianapolis	1,048	\$ 1,555	\$ 1,474	5.5%	96.9%	97.2%	(0.3%)
Midwest United States	1,048	\$ 1,555	\$ 1,474	5.5%	96.9%	97.2%	(0.3%)
Total/Weighted average	21,481	\$ 1,758	\$ 1,658	6.0%	97.4%	97.6%	(0.2%)

(1) The number of rental homes is presented in aggregate whereas the operating metrics reflect Tricon's proportionate share of the same home portfolio.

for the three and nine months ended September 30, 2023

7.11 Proportionate same home portfolio – operational sequential quarter comparison by market

Geography	Rental homes ⁽¹⁾	Average monthly rent			Occupancy		
		Q3 2023	Q2 2023	Change (%)	Q3 2023	Q2 2023	Change (%)
Atlanta	5,052	\$ 1,671	\$ 1,645	1.6%	97.3%	97.2%	0.1%
Charlotte	2,718	1,626	1,606	1.2%	97.3%	97.2%	0.1%
Nashville	1,006	2,100	2,071	1.4%	97.4%	97.7%	(0.3%)
Columbia	805	1,553	1,528	1.6%	96.6%	97.3%	(0.7%)
Raleigh	359	1,724	1,709	0.9%	96.3%	95.6%	0.7%
Greensboro	10	1,866	1,832	1.9%	90.5%	93.0%	(2.5%)
Southeast United States	9,950	\$ 1,694	\$ 1,670	1.4%	97.2%	97.2%	–
Phoenix	1,923	\$ 1,749	\$ 1,720	1.7%	97.7%	97.8%	(0.1%)
Northern California	859	2,209	2,188	1.0%	98.4%	97.5%	0.9%
Las Vegas	586	1,782	1,763	1.1%	96.8%	97.5%	(0.7%)
Reno	225	2,127	2,089	1.8%	97.9%	96.9%	1.0%
Southern California	143	2,151	2,118	1.6%	98.5%	96.7%	1.8%
Western United States	3,736	\$ 1,898	\$ 1,872	1.4%	97.8%	97.6%	0.2%
Tampa	1,776	\$ 1,941	\$ 1,913	1.5%	97.0%	97.4%	(0.4%)
Jacksonville	803	1,685	1,659	1.6%	97.2%	97.6%	(0.4%)
Orlando	475	1,834	1,815	1.0%	98.1%	98.3%	(0.2%)
Florida	3,054	\$ 1,857	\$ 1,831	1.4%	97.2%	97.6%	(0.4%)
Dallas	1,664	\$ 1,808	\$ 1,789	1.1%	97.9%	97.9%	–
Houston	1,408	1,625	1,604	1.3%	97.9%	98.4%	(0.5%)
San Antonio	621	1,621	1,603	1.1%	96.2%	96.8%	(0.6%)
Texas	3,693	\$ 1,707	\$ 1,687	1.2%	97.6%	97.9%	(0.3%)
Indianapolis	1,048	\$ 1,555	\$ 1,525	2.0%	96.9%	97.0%	(0.1%)
Midwest United States	1,048	\$ 1,555	\$ 1,525	2.0%	96.9%	97.0%	(0.1%)
Total/Weighted average	21,481	\$ 1,758	\$ 1,733	1.4%	97.4%	97.5%	(0.1%)

(1) The number of rental homes is presented in aggregate whereas the operating metrics reflect Tricon's proportionate share of the same home portfolio.

for the three and nine months ended September 30, 2023

7.12 Proportionate same home portfolio – lease-over-lease rent growth by market

Geography	Rent growth		
	Renewal	New move-in ⁽¹⁾	Blended
Atlanta	6.8%	7.5%	6.9%
Charlotte	6.7%	9.2%	7.5%
Nashville	6.5%	5.7%	6.3%
Columbia	6.6%	9.6%	7.5%
Raleigh	6.2%	5.3%	5.9%
Greensboro	6.0%	8.3%	6.9%
Southeast United States	6.8%	8.1%	7.0%
Phoenix	6.9%	2.6%	6.3%
Northern California	6.5%	10.8%	8.1%
Las Vegas	6.2%	11.5%	7.4%
Reno	6.7%	3.0%	6.0%
Southern California	7.0%	(1.9%)	6.2%
Western United States	6.8%	6.2%	6.6%
Tampa	6.9%	7.1%	6.9%
Jacksonville	6.8%	4.4%	6.2%
Orlando	6.7%	8.1%	6.8%
Florida	6.9%	6.2%	6.8%
Dallas	6.5%	7.7%	6.7%
Houston	6.7%	6.1%	6.6%
San Antonio	6.6%	0.3%	4.5%
Texas	6.6%	5.3%	6.3%
Indianapolis	6.6%	7.3%	6.8%
Midwest United States	6.6%	7.3%	6.8%
Total/Weighted average	6.7%	6.9%	6.8%

(1) New move-in rent growth may appear high in particular markets because of low turnover and fewer new move-ins compared to renewals during the quarter.

7.13 Proportionate same home – cost to maintain

(in thousands of U.S. dollars, except cost to maintain per home and cost to maintain per square foot)

	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Recurring operating expense							
Repairs and maintenance operating expense	\$ 3,977	\$ 3,571	\$ 3,138	\$ 3,552	\$ 3,889	\$ 3,705	\$ 3,920
Turnover operating expense	868	1,010	663	653	888	1,107	951
Resident recoveries	(239)	(229)	(59)	(295)	(398)	(544)	(444)
Total recurring operating expense, net	4,606	4,352	3,742	3,910	4,379	4,268	4,427
Recurring capital expenditures							
Repairs and maintenance capital expense	5,059	4,883	5,690	5,171	6,814	5,796	5,277
Turnover capital expense	1,691	1,667	1,370	1,442	2,066	1,441	1,391
Total recurring capital expenditures	6,750	6,550	7,060	6,613	8,880	7,237	6,668
Total cost to maintain	\$ 11,356	\$ 10,902	\$ 10,802	\$ 10,523	\$ 13,259	\$ 11,505	\$ 11,095
Annualized recurring operating expense per home	\$ 1,186	\$ 1,120	\$ 964	\$ 1,007	\$ 1,128	\$ 1,100	\$ 1,141
Annualized recurring capital expense per home	1,739	1,687	1,816	1,704	2,288	1,865	1,718
Total annualized cost to maintain per home	\$ 2,925	\$ 2,807	\$ 2,780	\$ 2,711	\$ 3,416	\$ 2,965	\$ 2,859
Total annualized cost to maintain per square foot	\$ 1.79	\$ 1.72	\$ 1.70	\$ 1.66	\$ 2.09	\$ 1.81	\$ 1.75

for the three and nine months ended September 30, 2023

8. ADJACENT RESIDENTIAL BUSINESSES

8.1 Canadian multi-family rental – quarterly operating trends

(in Canadian dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Number of properties	1	1	1	1	1	1	1
Number of units	500	500	500	500	500	500	500
Average vintage	2018	2018	2018	2018	2018	2018	2018
Occupancy	98.5%	97.8%	97.4%	98.0%	98.6%	98%	97.9%
Annualized turnover rate	30.4%	32.0%	22.4%	24.0%	39.2%	32.0%	23.2%
Average monthly rent	\$ 2,840	\$ 2,760	\$ 2,717	\$ 2,685	\$ 2,604	\$ 2,505	\$ 2,439
Average quarterly rent growth – renewal	8.5%	5.5%	5.5%	8.3%	20.3%	14.7%	11.4%
Average quarterly rent growth – new move-in	18.6%	9.9%	9.8%	18.0%	28.1%	15.4%	7.4%
Average quarterly rent growth – blended	11.2%	7.0%	6.6%	11.4%	23.0%	15.1%	9.4%

8.2 Canadian multi-family rental – proportionate NOI summary

For the periods ended September 30 (in thousands of Canadian dollars unless otherwise indicated)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Total revenue from rental properties	\$ 672	\$ 628	\$ 44	\$ 1,958	\$ 1,827	\$ 131
Total direct operating expenses	264	238	26	741	687	54
Net operating income (NOI)⁽¹⁾	\$ 408	\$ 390	\$ 18	\$ 1,217	\$ 1,140	\$ 77
Net operating income (NOI) margin⁽¹⁾	60.7%	62.1%		62.2%	62.4%	
Net operating income (NOI)^{(1),(2)}	US\$ 304	US\$ 299	US\$ 5	US\$ 904	US\$ 889	US\$ 15

(1) Non-IFRS measures; see “Non-IFRS measures” on page 1, “Glossary and Defined Terms” and “Reconciliations” sections.

(2) The weighted average USD/CAD exchange rate used to present the multi-family rental NOI was 1.3411 and 1.3462 for the three and nine months ended September 30, 2023, respectively. The weighted average USD/CAD exchange rate used to present the multi-family rental NOI was 1.3056 and 1.2828 for the three and nine months ended September 30, 2022, respectively.

for the three and nine months ended September 30, 2023

8.3 Canadian residential development – project details and projections

	September 30, 2023				December 31, 2022			
	Tricon's share of property value	Tricon's share of debt and lease obligations ⁽¹⁾	Tricon's share of net working capital and other items	Tricon's net assets ⁽²⁾	Tricon's share of property value	Tricon's share of debt and lease obligations ⁽¹⁾	Tricon's share of net working capital and other items	Tricon's net assets ⁽²⁾
Projects in pre-construction								
KT Housing Now (5207 Dundas) (A)	\$ 2,782	\$ –	\$ 170	\$ 2,952	\$ –	\$ –	\$ –	\$ –
Oak House (Block 20) (A)	14,969	(11,775)	148	3,342	14,361	(11,432)	185	3,114
Subtotal – Projects in pre-construction	\$ 17,751	\$ (11,775)	\$ 318	\$ 6,294	\$ 14,361	\$ (11,432)	\$ 185	\$ 3,114
Projects under construction								
Cherry House (Blocks 3/4/7) (A)	\$ 59,951	\$ (38,185)	\$ (4,038)	\$ 17,728	\$ 47,119	\$ (28,215)	\$ (1,569)	\$ 17,335
Birch House (Block 10) ⁽³⁾ (A)	21,199	(10,479)	181	10,901	14,037	(2,836)	(316)	10,885
The Ivy (8 Gloucester) (A)	59,049	(35,326)	(1,315)	22,408	47,075	(24,718)	(1,369)	20,988
ROQ City (Queen & Ontario) (A)	14,238	–	459	14,697	12,142	–	770	12,912
The Spoke (Symington) (A)	4,616	–	267	4,883	3,607	(2,217)	60	1,450
The James (Scrivener Square) (B)	124,253	(25,488)	(6,615)	92,150	100,827	(5,032)	(2,701)	93,094
Subtotal – Projects under construction	\$ 283,306	\$ (109,478)	\$ (11,061)	\$ 162,767	\$ 224,807	\$ (63,018)	\$ (5,125)	\$ 156,664
Projects in lease-up								
The Taylor (57 Spadina) (A)	\$ 57,908	\$ (32,286)	\$ (206)	\$ 25,416	\$ 56,687	\$ (28,910)	\$ (1,145)	\$ 26,632
Maple House (Block 8) (A)	100,118	(80,949)	(3,169)	16,000	80,636	(62,825)	(4,589)	13,222
Subtotal – Projects in lease-up	\$ 158,026	\$ (113,235)	\$ (3,375)	\$ 41,416	\$ 137,323	\$ (91,735)	\$ (5,734)	\$ 39,854
Stabilized commercial property								
The Shops of Summerhill (B)	\$ 35,649	\$ (15,857)	\$ 1,606	\$ 21,398	\$ 35,586	\$ (15,972)	\$ 2,004	\$ 21,618
Subtotal – Stabilized commercial property	\$ 35,649	\$ (15,857)	\$ 1,606	\$ 21,398	\$ 35,586	\$ (15,972)	\$ 2,004	\$ 21,618
Total	\$ 494,732	\$ (250,345)	\$ (12,512)	\$ 231,875	\$ 412,077	\$ (182,157)	\$ (8,670)	\$ 221,250
Equity-accounted investments in Canadian residential developments								
(A)	\$ 334,830	\$ (209,000)	\$ (7,503)	\$ 118,327	\$ 275,664	\$ (161,153)	\$ (7,973)	\$ 106,538
(B)	159,902	(41,345)	(5,009)	113,548	136,413	(21,004)	(697)	114,712
Total	\$ 494,732	\$ (250,345)	\$ (12,512)	\$ 231,875	\$ 412,077	\$ (182,157)	\$ (8,670)	\$ 221,250

(1) Tricon's share of debt and lease obligations of \$250,345 (December 31, 2022 – \$182,157) consists of \$215,796 of land and construction loans (net of deferred financing fees) and \$34,549 of lease obligations under ground leases (December 31, 2022 – \$148,694 and \$33,463, respectively).

(2) Represents Tricon's share of development properties and other working capital items, net of debt and lease obligations.

(3) Tricon's share of net assets of DKT B10 LP includes the purchase price paid to third-party partners for a one-third ownership interest in the partnership.

for the three and nine months ended September 30, 2023

8.3 Canadian residential development – project details and projections (continued)

	Neighborhood/ Major intersections in Toronto	Fee simple interest/ ground lease	Tricon's percentage interest	Projected units ⁽¹⁾	Estimated residential area (sq. feet) ⁽¹⁾	Estimated commercial area (sq. feet) ⁽¹⁾	Percentage completed ^{(2),(3)}
Projects in pre-construction							
KT Housing Now (5207 Dundas)	Etobicoke	Ground lease	50%	725	553,900	50,600	1%
Oak House (Block 20)	Downtown East – Distillery District	Ground lease	33%	654	466,000	248,700	2%
Subtotal – Projects in pre-construction				1,379	1,019,900	299,300	
Projects under construction							
Cherry House (Blocks 3/4/7)	Downtown East – Distillery District	Ground lease	33%	855	667,400	33,200	31%
Birch House (Block 10)	Downtown East – Distillery District	Ground lease	33%	237	156,200	–	49%
The Ivy (8 Gloucester)	Yonge & Bloor	Fee simple interest	47%	231	158,400	1,600	80%
ROQ City (Queen & Ontario)	Queen East	Fee simple interest	10%	795	581,191	164,488	11%
The James (Scrivener Square)	Rosedale	Fee simple interest	100%	120	191,000	31,000	32%
The Spoke (Symington)	The Junction	Fee simple interest	10%	398	295,440	–	6%
Subtotal – Projects under construction				2,636	2,049,631	230,288	
Projects in lease-up							
The Taylor (57 Spadina)	Entertainment District	Fee simple interest	30%	286	217,600	44,000	100%
Maple House (Block 8)	Downtown East – Distillery District	Ground lease	33%	770	567,800	3,900	85%
Subtotal – Projects in lease-up				1,056	785,400	47,900	
Total/Weighted average				37%	5,071	3,854,931	577,488

(1) Projected units and rentable area are estimated based on current project plans which are subject to change. Refer to page 1, "Forward-looking statements".

(2) All information presented here consists of forward-looking information. Refer to page 1, "Forward-looking statements".

(3) Percentage completed is calculated by taking cost to date as a percentage of projected total cost, excluding the cost of land.

(in thousands of U.S. dollars)	Projected units ⁽¹⁾	Cost to date	Projected remaining costs ^{(1),(2)}	Projected total costs ^{(1),(2)}	Tricon's unfunded equity commitment
Projects in pre-construction	1,379	\$ 15,000	\$ 742,000	\$ 757,000	\$ 15,841
Projects under construction	2,636	548,000	906,000	1,454,000	46,601
Projects in lease-up	1,056	360,000	40,000	400,000	15,034
Total/Weighted average	5,071	\$ 923,000	\$ 1,688,000	\$ 2,611,000	\$ 77,476

(1) All information presented here consists of forward-looking information. Refer to page 1, "Forward-looking statements".

(2) Projected costs are estimated based on current project plans which are subject to change.

8.4 U.S. residential development – projected distributions

The scheduled time frame for Tricon to receive the projected net distributions remaining is as follows:

(in thousands of U.S. dollars)	1 to 2 years	3 to 5 years	More than 5 years	Total
Projected distributions net of advances remaining⁽¹⁾	\$ 38,731	\$ 169,990	\$ 62,969	\$ 271,690

(1) Projected distributions net of advances remaining are estimated based on current project plans which are subject to change. Refer to page 1, "Forward-looking statements".

for the three and nine months ended September 30, 2023

9. STRATEGIC CAPITAL

9.1 Core FFO from strategic capital

For the periods ended September 30 (in thousands of U.S. dollars)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Asset management fees ⁽¹⁾	\$ 2,884	\$ 3,252	\$ (368)	\$ 8,428	\$ 9,454	\$ (1,026)
Performance fees ⁽²⁾	426	101,242	(100,816)	4,134	110,329	(106,195)
Development fees ⁽³⁾	5,082	5,055	27	21,072	17,073	3,999
Property management fees ⁽⁴⁾	568	2,921	(2,353)	1,197	8,412	(7,215)
Revenue from strategic capital services	8,960	112,470	(103,510)	34,831	145,268	(110,437)
Asset management fees ⁽⁵⁾	\$ 2,637	\$ 2,542	\$ 95	\$ 6,589	\$ 7,543	\$ (954)
Property management fees ⁽⁶⁾	2,715	5,648	(2,933)	10,121	18,320	(8,199)
Fees eliminated upon consolidation	5,352	8,190	(2,838)	16,710	25,863	(9,153)
Performance fees to be realized on sale of U.S. multi-family rental portfolio	\$ –	\$ (99,865)	\$ 99,865	\$ –	\$ (99,865)	\$ 99,865
Total FFO⁽⁷⁾ impact from fees	\$ 14,312	\$ 20,795	\$ (6,483)	\$ 51,541	\$ 71,266	\$ (19,725)

- (1) Ranges typically from 0.5–2% of committed or invested capital throughout the lives of the Investment Vehicles under management.
- (2) Calculated as approximately 20% (in most cases) of net cash flow after investors' capital has been returned, together with a pre-tax preferred return on capital of, typically, between 8% and 10%.
- (3) Calculated as 2–5% of the sales price of single-family lots, residential land parcels and commercial land within master-planned communities, and 4–5% of overall development costs of Canadian multi-family rental apartments. The details of development fees are as follows:

For the periods ended September 30 (in thousands of U.S. dollars)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
The Johnson Companies ("Johnson")	\$ 4,077	\$ 3,672	\$ 405	\$ 17,371	\$ 12,929	\$ 4,442
Tricon Development Group ("TDG")	1,005	1,383	(378)	3,701	4,144	(443)
Development fees	\$ 5,082	\$ 5,055	\$ 27	\$ 21,072	\$ 17,073	\$ 3,999

- (4) Includes 4–7.75% of rental revenue from multi-family rental properties, build-to-rent single-family homes and other ancillary fees.
- (5) Asset management fees earned from the limited partners of the single-family rental joint ventures are eliminated upon the consolidation of these Investment Vehicles; however, such fees are accounted for within Tricon's proportionate Core FFO.
- (6) Property management fees (including acquisition fees calculated at 1% of pre-renovation costs and leasing fees) earned from the limited partners of the single-family rental joint ventures are eliminated upon the consolidation of these Investment Vehicles. Such fees are accounted for within Tricon's proportionate Core FFO. The details of property management fees are as follows:

For the periods ended September 30 (in thousands of U.S. dollars)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Leasing fees	\$ 2,553	\$ 2,776	\$ (223)	\$ 8,206	\$ 7,826	\$ 380
Acquisition fees	\$ 162	\$ 2,872	\$ (2,710)	\$ 1,915	\$ 10,494	\$ (8,579)
Property management fees	\$ 2,715	\$ 5,648	\$ (2,933)	\$ 10,121	\$ 18,320	\$ (8,199)

- (7) Non-IFRS measures; see "Non-IFRS measures" on page 1, "Glossary and Defined Terms" and "Reconciliations" sections.

9.2 Estimated future performance fees

(in thousands of U.S. dollars)	1 to 2 years	3 to 5 years	More than 5 years	Total
Estimated future performance fees⁽¹⁾	\$ 26,000	\$ 126,000	\$ 36,000	\$ 188,000

- (1) Estimated future performance fees are calculated pursuant to current business plans, which involve estimating future cash flows from operations and eventual sale, less construction and development costs, to determine the quantum and timing of funding requirements and cash distributions for each Investment Vehicle. Such estimated future performance fees are discounted based on expected time horizons and risk, and presented above before the deduction of any amounts paid to employees under the LTIP and performance fee expense to unitholders of the participation arrangements. Forward-looking information; see page 1.

for the three and nine months ended September 30, 2023

9.3 Corporate overhead efficiency

For the periods ended September 30 (in thousands of U.S. dollars)	Three months			Nine months		
	2023	2022	Variance	2023	2022	Variance
Total FFO impact from fees (excluding performance fees)	\$ 13,886	\$ 19,418	\$ (5,532)	\$ 47,407	\$ 60,802	\$ (13,395)
Salaries and benefits	(13,661)	(13,065)	(596)	(42,148)	(40,934)	(1,214)
Cash-based AIP expense	(2,263)	(4,955)	2,692	(8,429)	(16,317)	7,888
General and administration expense in Core FFO ⁽¹⁾	(10,817)	(11,936)	1,119	(37,720)	(34,789)	(2,931)
Recurring gross overhead expenses	\$ (26,741)	\$ (29,956)	\$ 3,215	\$ (88,297)	\$ (92,040)	\$ 3,743
Overhead expenses, net	(12,855)	(10,538)	(2,317)	(40,890)	(31,238)	(9,652)
Total FFO impact from fees (excluding performance fees) as a percentage of recurring gross overhead expenses	52%	65%	(13%)	54%	66%	(12%)

(1) See Section 3.2.

9.4 Summary of select investment vehicles

Business segment ⁽¹⁾	Mandate	Launch year	Duration (in years) ⁽²⁾	Target number of homes/units	As at September 30, 2023			
					Total equity commitment	Tricon's share of equity commitment (% of total)	% of commitment deployed	
SINGLE-FAMILY RENTAL								
SFR JV-1 (complete)	• Resale homes	2018	8	~10,000	\$750 million	\$253 million	33%	100%
SFR JV-2	• Portfolio of existing homes	2021	7	~10,000	\$1.55 billion	\$455 million	29%	98%
Homebuilder Direct JV	• Scattered new homes • Recently completed SFR communities (no investment in development)	2021	7	~2,700	\$450 million	\$152 million	33%	90%
THPAS Holdings JV-1	• Develop dedicated single-family rental home communities	2019	7+	~2,500	\$450 million	\$50 million	11%	49% ⁽³⁾
THPAS Development JV-2	• Develop dedicated single-family rental home communities	2022	7+	~3,000	\$500 million	\$100 million	20%	11% ⁽⁴⁾
MULTI-FAMILY RENTAL								
Canadian multi-family (CPPIB JV)	• Develop and operate Class A apartment buildings in Toronto	2021	7+	2,000 – 2,800	C\$1.5 billion	C\$115.7 million	8% ⁽⁵⁾	18% ⁽⁵⁾

(1) The table above consists of select Investment Vehicles for illustrative purposes and does not reflect a complete and exhaustive list of Tricon's total investment portfolio.

(2) The Company has certain rights of first refusal for the acquisition of JV partner interests.

(3) 49% of the THPAS JV-1's total equity commitment is deployed, whereas 82% of the total equity commitment is now committed to identified projects.

(4) 11% of the THPAS Development JV-2's total equity commitment is deployed, whereas 21% of the total equity commitment is now committed to identified projects.

(5) 18% of the CPPIB JV's total equity commitment is deployed, whereas the entire equity commitment is now committed to identified projects.

for the three and nine months ended September 30, 2023

10. ASSETS UNDER MANAGEMENT (AUM)

10.1 Total AUM

(in thousands of U.S. dollars)	September 30, 2023		December 31, 2022	
	Balance	% of total AUM	Balance	% of total AUM
Third-party AUM	\$ 8,124,882	50.1%	\$ 8,120,344	50.7%
Principal AUM	8,078,867	49.9%	7,882,908	49.3%
Total AUM	\$ 16,203,749	100.0%	\$ 16,003,252	100.0%

10.2 Third-party AUM details

(in thousands of U.S. dollars)	Outstanding invested equity	Investment at fair value ⁽¹⁾ A	Unfunded equity commitment ^{(2),(3)} B	Third-party AUM as at	Percentage of third-party AUM
				September 30, 2023 A + B	
Single-family rental	\$ 1,755,925	\$ 5,018,413	\$ 74,623	\$ 5,093,036	62.7%
Multi-family rental	38,016	218,984	632	219,616	2.7%
Residential development	792,499	1,298,041	1,514,189	2,812,230	34.6%
Total	\$ 2,586,440	\$ 6,535,438	\$ 1,589,444	\$ 8,124,882	100.0%

(1) Represents third-party investors' proportionate share of the fair value of rental and development properties, except for U.S. residential developments which is calculated based on third-party investors' outstanding invested equity.

(2) Unfunded equity commitment in respect of joint ventures that are investment programs without binding commitments equals the total amount which may be invested under the program less the funded amount. There is no requirement that all committed amounts be invested.

(3) Project commitments can exceed total capitalization as a result of reinvestment rights.

10.3 Principal AUM details

(in thousands of U.S. dollars)	Investment at fair value ⁽¹⁾ A	Unfunded equity commitment ^{(2),(3)} B	Principal AUM as at	Percentage of principal AUM
			September 30, 2023 A + B	
Single-family rental	\$ 7,103,694	\$ 47,493	\$ 7,151,187	88.5%
Multi-family rental	38,670	112	38,782	0.5%
Residential development	649,603	239,295	888,898	11.0%
Total	\$ 7,791,967	\$ 286,900	\$ 8,078,867	100.0%

(1) Represents Tricon's proportionate share of the fair value of rental and development properties, except for U.S. residential developments which represents the fair value of Tricon's investment in U.S. residential developments.

(2) Unfunded equity commitment in respect of joint ventures that are investment programs without binding commitments equals the total amount which may be invested under the program less the funded amount. There is no requirement that all committed amounts be invested.

(3) Project commitments can exceed total capitalization as a result of reinvestment rights.

10.4 Asset management fee-bearing capital

(in thousands of U.S. dollars)	September 30, 2023		September 30, 2022	
	Asset management fee-bearing capital	Asset management fee %	Asset management fee-bearing capital	Asset management fee %
Rental investment vehicles ⁽¹⁾	\$ 1,998,147	0.50% to 1.00%	\$ 2,324,094	0.50% to 1.00%
Residential development investment vehicles	598,827	0.90% to 2.00%	552,575	0.90% to 2.00%
Total	\$ 2,596,974		\$ 2,876,669	

(1) Asset management fee-bearing capital for rental investment vehicles as at September 30, 2023 excludes \$418.9 million attributable to the U.S. multi-family rental portfolio which the Company sold during the fourth quarter of 2022.

for the three and nine months ended September 30, 2023

11. RECONCILIATIONS

11.1 Reconciliation of proportionate net income to consolidated financial statements

For the three months ended (in thousands of U.S. dollars)	September 30, 2023			September 30, 2022		
	Proportionate	IFRS reconciliation	Consolidated	Proportionate	IFRS reconciliation	Consolidated
Revenue from single-family rental properties	\$ 116,024	\$ 86,547	\$ 202,571	\$ 105,038	\$ 65,731	\$ 170,769
Direct operating expenses	(38,586)	(28,712)	(67,298)	(33,717)	(20,747)	(54,464)
Net operating income from single-family rental properties	77,438	57,835	135,273	71,321	44,984	116,305
Revenue from strategic capital services	8,960	–	8,960	112,470	–	112,470
Fees eliminated upon consolidation	5,352	(5,352)	–	8,191	(8,191)	–
Income from equity-accounted investments in multi-family rental properties	179	–	179	169	–	169
Income from equity-accounted investments in Canadian residential developments	2,442	–	2,442	3,621	–	3,621
Income from investments in U.S. residential developments	10,492	–	10,492	5,680	–	5,680
Compensation expense	(20,960)	–	(20,960)	(25,859)	–	(25,859)
Performance fees expense	(163)	–	(163)	(4,375)	–	(4,375)
General and administration expense	(16,661)	(5,513)	(22,174)	(11,260)	(2,788)	(14,048)
Interest expense	(41,642)	(38,833)	(80,475)	(30,869)	(29,225)	(60,094)
Fair value gain on rental properties	45,759	27,502	73,261	72,720	34,446	107,166
Fair value loss on Canadian development properties	–	–	–	(1,314)	–	(1,314)
Realized and unrealized gain on derivative financial instruments	28,728	1,728	30,456	28,691	3,175	31,866
Other (expenses) income	(9,156)	1,452	(7,704)	(8,173)	(83)	(8,256)
Net change in fair value of limited partners' interests in single-family rental business	–	(38,819)	(38,819)	–	(42,318)	(42,318)
Current income tax recovery	163	–	163	29,860	–	29,860
Deferred income tax expense	(9,806)	–	(9,806)	(72,087)	–	(72,087)
Non-controlling interest	(969)	–	(969)	(860)	–	(860)
Net income from continuing operations attributable to Tricon's shareholders	\$ 80,156	\$ –	\$ 80,156	\$ 177,926	\$ –	\$ 177,926

for the three and nine months ended September 30, 2023

11.1 Reconciliation of proportionate net income to consolidated financial statements (continued)

For the nine months ended (in thousands of U.S. dollars)	September 30, 2023			September 30, 2022		
	Proportionate	IFRS reconciliation	Consolidated	Proportionate	IFRS reconciliation	Consolidated
Revenue from single-family rental properties	\$ 340,205	\$ 248,332	\$ 588,537	\$ 299,449	\$ 165,243	\$ 464,692
Direct operating expenses	(110,967)	(83,440)	(194,407)	(97,650)	(53,068)	(150,718)
Net operating income from single-family rental properties	229,238	164,892	394,130	201,799	112,175	313,974
Revenue from strategic capital services	34,831	–	34,831	145,268	–	145,268
Fees eliminated upon consolidation	16,710	(16,710)	–	25,864	(25,864)	–
Income from equity-accounted investments in multi-family rental properties	529	–	529	499	–	499
Income from equity-accounted investments in Canadian residential developments	2,734	–	2,734	3,508	–	3,508
Income from investments in U.S. residential developments	23,847	–	23,847	12,987	–	12,987
Compensation expense	(63,182)	–	(63,182)	(76,848)	–	(76,848)
Performance fees expense	(700)	–	(700)	(32,056)	–	(32,056)
General and administration expense	(47,487)	(12,138)	(59,625)	(32,854)	(7,974)	(40,828)
Interest expense	(113,125)	(123,096)	(236,221)	(79,968)	(62,844)	(142,812)
Fair value gain on rental properties	105,791	103,116	208,907	575,534	227,039	802,573
Fair value loss on Canadian development properties	–	–	–	(440)	–	(440)
Realized and unrealized gain on derivative financial instruments	19,530	1,247	20,777	152,526	6,465	158,991
Other (expenses) income	(25,755)	1,232	(24,523)	(17,044)	(2,444)	(19,488)
Net change in fair value of limited partners' interests in single-family rental business	–	(118,543)	(118,543)	–	(246,553)	(246,553)
Current income tax (expense) recovery	(1,737)	–	(1,737)	28,294	–	28,294
Deferred income tax expense	(23,930)	–	(23,930)	(183,578)	–	(183,578)
Non-controlling interest	(4,844)	–	(4,844)	(2,995)	–	(2,995)
Net income from continuing operations attributable to Tricon's shareholders	\$ 152,450	\$ –	\$ 152,450	\$ 720,496	\$ –	\$ 720,496

for the three and nine months ended September 30, 2023

11.2 Reconciliation of net income to FFO and AFFO

For the three months ended (in thousands of U.S. dollars)	September 30, 2023			September 30, 2022		
	Proportionate	IFRS reconciliation	Consolidated	Proportionate	IFRS reconciliation	Consolidated
Net income from continuing operations attributable to Tricon's shareholders	\$ 80,156	\$ -	\$ 80,156	\$ 177,926	\$ -	\$ 177,926
Fair value gain on rental properties	(45,759)	(27,502)	(73,261)	(72,720)	(34,446)	(107,166)
Fair value loss on Canadian development properties	-	-	-	1,314	-	1,314
Unrealized (gain) loss on derivative financial instruments	(26,719)	2,161	(24,558)	(28,691)	(3,175)	(31,866)
Limited partners' share of FFO adjustments	-	25,341	25,341	-	37,621	37,621
FFO attributable to Tricon's shareholders	\$ 7,678	\$ -	\$ 7,678	\$ 77,829	\$ -	\$ 77,829
Core FFO from U.S. and Canadian multi-family rental	198	-	198	2,479	-	2,479
Income from equity-accounted investments in multi-family rental properties	(179)	-	(179)	(169)	-	(169)
Income from equity-accounted investments in Canadian residential developments	(2,442)	-	(2,442)	(3,621)	-	(3,621)
Performance fees revenue from the sale of U.S. multi-family rental portfolio	-	-	-	(99,866)	-	(99,866)
Current income tax adjustment	(1,271)	-	(1,271)	-	-	-
Deferred income tax expense	9,806	-	9,806	72,087	-	72,087
Current tax impact on sale of U.S. multi-family rental portfolio	-	-	-	(29,835)	-	(29,835)
Interest on Due to Affiliate	4,245	-	4,245	4,245	-	4,245
Amortization of deferred financing costs, discounts and lease obligations	3,559	2,796	6,355	3,000	2,058	5,058
Equity-based, non-cash and non-recurring compensation ⁽¹⁾	4,802	-	4,802	7,539	-	7,539
Other adjustments ⁽²⁾	16,341	(2,796)	13,545	12,715	(2,058)	10,657
Core FFO attributable to Tricon's shareholders	\$ 42,737	\$ -	\$ 42,737	\$ 46,403	\$ -	\$ 46,403
Recurring capital expenditures	(8,594)	-	(8,594)	(11,221)	-	(11,221)
AFFO attributable to Tricon's shareholders	\$ 34,143	\$ -	\$ 34,143	\$ 35,182	\$ -	\$ 35,182

(1) Includes non-cash performance fees expense. Performance fees expense is accrued based on changes in the unrealized carried interest liability of the underlying Investment Vehicles and is hence added back to Core FFO as a non-cash expense. Performance fees are paid and deducted in arriving at Core FFO only when the associated fee revenue has been realized.

(2) Includes the following adjustments:

For the three months ended (in thousands of U.S. dollars)	September 30, 2023			September 30, 2022		
	Proportionate	IFRS reconciliation	Consolidated	Proportionate	IFRS reconciliation	Consolidated
Transaction costs ⁽¹⁾	\$ 7,551	\$ (2,375)	\$ 5,176	\$ 3,575	\$ 83	\$ 3,658
(Gain) loss on debt modification and extinguishment	(1,326)	-	(1,326)	6,816	-	6,816
Amortization and depreciation expense	4,359	-	4,359	3,853	-	3,853
Realized and unrealized foreign exchange loss (gain)	62	-	62	(623)	-	(623)
Lease payments on right-of-use assets	(1,496)	-	(1,496)	(676)	-	(676)
Core FFO adjustments to income from investments in U.S. residential developments	-	-	-	(34)	-	(34)
Non-controlling interest's share of Core FFO adjustments	(149)	-	(149)	(196)	-	(196)
Other Core FFO adjustments ⁽²⁾	7,340	-	7,340	-	-	-
Limited partners' share of Core FFO adjustments	-	(421)	(421)	-	(2,141)	(2,141)
Total other adjustments	\$ 16,341	\$ (2,796)	\$ 13,545	\$ 12,715	\$ (2,058)	\$ 10,657

(1) For the three months ended September 30, 2023, transaction costs included professional fees and other expenses related to formation and marketing of new Joint Ventures expected to be launched in the near term, as well as transaction costs related to disposition of non-core homes.

(2) For the three months ended September 30, 2023, adjustments included professional fees related to ERP system implementation, as well as SOX-related system implementation and consulting. These expenses are temporary in nature and are expected to subside in the coming months.

for the three and nine months ended September 30, 2023

11.2 Reconciliation of net income to FFO and AFFO (continued)

For the three months ended (in thousands of U.S. dollars)	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
Net income from continuing operations attributable to Tricon's shareholders	\$ 80,156	\$ 45,335	\$ 26,959	\$ 53,339	\$ 177,926	\$ 404,579	\$ 149,014
Fair value gain on rental properties	(45,759)	(58,614)	(1,418)	(5,914)	(72,720)	(287,439)	(215,375)
Fair value loss (gain) on Canadian development properties	–	–	–	–	1,314	(874)	–
Unrealized (gain) loss on derivative financial instruments	(26,719)	18,448	(6,988)	(26,484)	(28,691)	(154,996)	31,161
FFO attributable to Tricon's shareholders	\$ 7,678	\$ 5,169	\$ 18,553	\$ 20,941	\$ 77,829	\$ (38,730)	\$ (35,200)
Core FFO from U.S. and Canadian multi-family rental	198	195	191	868	2,479	2,505	2,321
Income from equity-accounted investments in multi-family rental properties	(179)	(202)	(148)	(1,051)	(169)	(170)	(160)
(Income) loss from equity-accounted investments in Canadian residential developments	(2,442)	(869)	577	(7,690)	(3,621)	98	15
Performance fees revenue from the sale of U.S. multi-family rental portfolio	–	–	–	99,866	(99,866)	–	–
Current income tax adjustment	(1,271)	1,900	–	–	–	–	–
Performance fees payments associated with U.S. multi-family rental divestiture	–	–	–	(49,577)	–	–	–
Deferred income tax expense	9,806	12,135	1,989	5,601	72,087	56,125	44,343
Current tax impact on sale of U.S. multi-family rental portfolio	–	–	–	–	(29,835)	–	–
Interest on Due to Affiliate	4,245	4,246	4,245	4,245	4,245	4,246	4,286
Amortization of deferred financing costs, discounts and lease obligations	3,559	4,173	3,008	3,209	3,000	2,802	2,606
Equity-based, non-cash and non-recurring compensation	4,802	4,241	2,976	8,383	7,539	18,845	19,949
Other adjustments	16,341	11,065	10,765	12,046	12,715	5,288	4,875
Core FFO attributable to Tricon's shareholders	\$ 42,737	\$ 42,053	\$ 42,156	\$ 96,841	\$ 46,403	\$ 51,009	\$ 43,035
Recurring capital expenditures	(8,594)	(8,293)	(9,108)	(8,147)	(11,221)	(10,279)	(9,377)
AFFO attributable to Tricon's shareholders	\$ 34,143	\$ 33,760	\$ 33,048	\$ 88,694	\$ 35,182	\$ 40,730	\$ 33,658

for the three and nine months ended September 30, 2023

11.2 Reconciliation of net income to FFO and AFFO (continued)

For the nine months ended (in thousands of U.S. dollars)	September 30, 2023			September 30, 2022		
	Proportionate	IFRS reconciliation	Consolidated	Proportionate	IFRS reconciliation	Consolidated
Net income from continuing operations attributable to Tricon's shareholders	\$ 152,450	\$ -	\$ 152,450	\$ 720,496	\$ -	\$ 720,496
Fair value gain on rental properties	(105,791)	(103,116)	(208,907)	(575,534)	(227,039)	(802,573)
Fair value loss on Canadian development properties	-	-	-	440	-	440
Unrealized (gain) loss on derivative financial instruments	(15,259)	7,161	(8,098)	(152,526)	(6,465)	(158,991)
Limited partners' share of FFO adjustments	-	95,955	95,955	-	233,504	233,504
FFO attributable to Tricon's shareholders	\$ 31,400	\$ -	\$ 31,400	\$ (7,124)	\$ -	\$ (7,124)
Core FFO from U.S. and Canadian multi-family rental	584	-	584	7,305	-	7,305
Income from equity-accounted investments in multi-family rental properties	(529)	-	(529)	(499)	-	(499)
Income from equity-accounted investments in Canadian residential developments	(2,734)	-	(2,734)	(3,508)	-	(3,508)
Performance fees payments associated with U.S. multi-family rental divestiture	-	-	-	(99,866)	-	(99,866)
Current income tax adjustment	629	-	629	-	-	-
Deferred income tax expense	23,930	-	23,930	183,578	-	183,578
Current tax impact on sale of U.S. multi-family rental portfolio	-	-	-	(29,835)	-	(29,835)
Interest on Due to Affiliate	12,736	-	12,736	12,777	-	12,777
Amortization of deferred financing costs, discounts and lease obligations	10,740	7,103	17,843	8,408	5,295	13,703
Equity-based, non-cash and non-recurring compensation ⁽¹⁾	12,019	-	12,019	46,333	-	46,333
Other adjustments ⁽²⁾	38,171	(7,103)	31,068	22,878	(5,295)	17,583
Core FFO attributable to Tricon's shareholders	\$ 126,946	\$ -	\$ 126,946	\$ 140,447	\$ -	\$ 140,447
Recurring capital expenditures	(25,995)	-	(25,995)	(30,877)	-	(30,877)
AFFO attributable to Tricon's shareholders	\$ 100,951	\$ -	\$ 100,951	\$ 109,570	\$ -	\$ 109,570

(1) Includes performance fees expense, which is accrued based on changes in the unrealized carried interest liability of the underlying Investment Vehicles and hence is added back to Core FFO as a non-cash expense. Performance fees are paid and deducted in arriving at Core FFO only when the associated fee revenue has been realized.

(2) Includes the following adjustments:

For the nine months ended (in thousands of U.S. dollars)	September 30, 2023			September 30, 2022		
	Proportionate	IFRS reconciliation	Consolidated	Proportionate	IFRS reconciliation	Consolidated
Transaction costs ⁽¹⁾	\$ 17,521	\$ (4,348)	\$ 13,173	\$ 8,915	\$ 2,444	\$ 11,359
(Gain) loss on debt modification and extinguishment	(1,326)	-	(1,326)	6,816	-	6,816
Amortization and depreciation expense	12,781	-	12,781	10,844	-	10,844
Realized and unrealized foreign exchange gain	(69)	-	(69)	(662)	-	(662)
Lease payments on right-of-use assets	(4,208)	-	(4,208)	(1,935)	-	(1,935)
Core FFO adjustments to income from investments in U.S. residential developments	-	-	-	(484)	-	(484)
Non-controlling interest's share of Core FFO adjustments	(503)	-	(503)	(616)	-	(616)
Other Core FFO adjustments ⁽²⁾	13,975	-	13,975	-	-	-
Limited partners' share of Core FFO adjustments	-	(2,755)	(2,755)	-	(7,739)	(7,739)
Total other adjustments	\$ 38,171	\$ (7,103)	\$ 31,068	\$ 22,878	\$ (5,295)	\$ 17,583

(1) For the nine months ended September 30, 2023, transaction costs included professional fees and other expenses related to formation and marketing of new Joint Ventures expected to be launched in the near term, as well as transaction costs related to disposition of non-core homes.

(2) For the nine months ended September 30, 2023, adjustments included professional fees related to ERP system implementation, as well as SOX-related system implementation and consulting. These expenses are temporary in nature and are expected to subside in the coming months.

for the three and nine months ended September 30, 2023

11.3 Proportionate balance sheet

(in thousands of U.S. dollars, except per share amounts which are in U.S. dollars, unless otherwise indicated)	Rental portfolio A	Development portfolio B	Corporate assets and liabilities C	Tricon proportionate results D = A + B + C	IFRS reconciliation E	Consolidated results/Total D + E
Assets						
Rental properties	\$ 7,103,694	\$ –	\$ –	\$ 7,103,694	\$ 5,018,413	\$ 12,122,107
Equity-accounted investments in multi-family rental properties	21,078	–	–	21,078	–	21,078
Equity-accounted investments in Canadian residential developments	–	118,327	–	118,327	–	118,327
Canadian development properties	–	159,902	–	159,902	–	159,902
Investments in U.S. residential developments	–	154,814	–	154,814	–	154,814
Restricted cash	70,033	243	1,234	71,510	71,163	142,673
Goodwill, intangible and other assets	2,084	–	143,706	145,790	2,813	148,603
Deferred income tax assets	41,218	–	38,799	80,017	–	80,017
Cash	72,832	520	9,282	82,634	90,153	172,787
Other working capital items ⁽¹⁾	7,722	2,157	47,645	57,524	4,495	62,019
Total assets	\$ 7,318,661	\$ 435,963	\$ 240,666	\$ 7,995,290	\$ 5,187,037	\$ 13,182,327
Liabilities						
Debt	\$ 2,685,612	\$ 41,345	\$ 161,811	\$ 2,888,768	\$ 2,798,689	\$ 5,687,457
Due to Affiliate	–	–	260,977	260,977	–	260,977
Other liabilities ⁽²⁾	184,679	7,929	131,166	323,774	2,388,348	2,712,122
Deferred income tax liabilities	–	–	622,104	622,104	–	622,104
Total liabilities	\$ 2,870,291	\$ 49,274	\$ 1,176,058	\$ 4,095,623	\$ 5,187,037	\$ 9,282,660
Non-controlling interest	–	–	3,935	3,935	–	3,935
Net assets attributable to						
Tricon's shareholders	\$ 4,448,370	\$ 386,689	\$ (939,327)	\$ 3,895,732	\$ –	\$ 3,895,732
Net assets per share⁽³⁾	\$ 16.33	\$ 1.42	\$ (3.45)	\$ 14.30		
Net assets per share (CAD)⁽³⁾	\$ 22.08	\$ 1.92	\$ (4.67)	\$ 19.33		

(1) Other working capital items include amounts receivable and prepaid expenses and deposits.

(2) Other liabilities include long-term incentive plan, performance fees liability, derivative financial instruments, other liabilities, limited partners' interests, dividends payable, resident security deposits and amounts payable and accrued liabilities.

(3) As at September 30, 2023, common shares outstanding were 272,356,982 and the USD/CAD exchange rate was 1.3520.

for the three and nine months ended September 30, 2023

11.4 Reconciliation of net income to adjusted EBITDAre

(in thousands of U.S. dollars)	Total proportionate results	IFRS reconciliation	Consolidated results/Total
For the three months ended September 30, 2023			
Net income attributable to Tricon's shareholders from continuing operations	\$ 80,156	\$ –	\$ 80,156
Interest expense	41,642	38,833	80,475
Current income tax recovery	(163)	–	(163)
Deferred income tax expense	9,806	–	9,806
Amortization and depreciation expense	4,359	–	4,359
Fair value gain on rental properties	(45,759)	(27,502)	(73,261)
Unrealized gain on derivative financial instruments	(26,719)	2,161	(24,558)
Look-through EBITDAre adjustments from non-consolidated affiliates	(2,398)	–	(2,398)
EBITDAre, consolidated	\$ 60,924	\$ 13,492	\$ 74,416
Equity-based, non-cash and non-recurring compensation	4,802	–	4,802
Other adjustments ⁽¹⁾	12,131	(2,375)	9,756
Limited partners' share of EBITDAre adjustments	–	(11,117)	(11,117)
Non-controlling interest's share of EBITDAre adjustments	(149)	–	(149)
Adjusted EBITDAre	\$ 77,708	\$ –	\$ 77,708
Adjusted EBITDAre (annualized)			\$ 310,832

(1) Includes the following adjustments:

(in thousands of U.S. dollars)	Proportionate	IFRS reconciliation	Consolidated
Transaction costs	\$ 7,551	\$ (2,375)	\$ 5,176
Realized and unrealized foreign exchange loss	62	–	62
Lease payments on right-of-use assets	(1,496)	–	(1,496)
Gain on debt modification and extinguishment	(1,326)	–	(1,326)
Other EBITDAre adjustments*	7,340	–	7,340
Total other adjustments	\$ 12,131	\$ (2,375)	\$ 9,756

*Includes professional fees related to ERP system implementation, as well as SOX-related system implementation and consulting. These expenses are temporary in nature and are expected to subside in the coming months.

11.5 Reconciliation of quarterly proportionate same home NOI

(in thousands of U.S. dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
NOI, proportionate same home portfolio	\$ 56,438	\$ 55,121	\$ 54,763	\$ 54,532	\$ 53,259	\$ 51,870	\$ 51,630
NOI, proportionate non-same home portfolio	21,000	22,077	19,839	19,212	18,062	15,317	11,661
NOI, proportionate total portfolio	\$ 77,438	\$ 77,198	\$ 74,602	\$ 73,744	\$ 71,321	\$ 67,187	\$ 63,291
Limited partners' share of NOI ⁽¹⁾	57,835	55,257	51,800	48,778	44,984	37,209	29,982
NOI from single-family rental properties per financial statements	\$ 135,273	\$ 132,455	\$ 126,402	\$ 122,522	\$ 116,305	\$ 104,396	\$ 93,273

(1) Represents the limited partners' interest in the NOI from SFR JV-1, SFR JV-2 and SFR JV-HD.

for the three and nine months ended September 30, 2023

11.6 Reconciliation of proportionate same home capital expenditures to consolidated portfolio capital expenditures by period

(in thousands of U.S. dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Recurring capital expenditures, proportionate same home portfolio ⁽¹⁾	\$ 6,750	\$ 6,550	\$ 7,060	\$ 6,613	\$ 8,880	\$ 7,237	\$ 6,668
Recurring capital expenditures, proportionate non-same home portfolio	1,827	1,725	2,033	1,424	1,870	2,551	2,128
Recurring capital expenditures, proportionate total portfolio ^A	\$ 8,577	\$ 8,275	\$ 9,093	\$ 8,037	\$ 10,750	\$ 9,788	\$ 8,796
Renovation, value-enhancing and disposition capital expenditures, proportionate total portfolio	34,096	23,415	18,291	30,295	40,868	33,941	28,475
Total capital expenditures, proportionate total portfolio	\$ 42,673	\$ 31,690	\$ 27,384	\$ 38,332	\$ 51,618	\$ 43,729	\$ 37,271
Limited partners' share of capital expenditures ⁽²⁾	7,926	11,831	19,157	29,741	48,990	34,782	41,997
Total capital expenditures by period	\$ 50,599	\$ 43,521	\$ 46,541	\$ 68,073	\$ 100,608	\$ 78,511	\$ 79,268

(1) The lower recurring capital expenditures in Q3 2023 compared to Q3 2022 was attributable to management's focused effort on cost containment. The Company refined and managed work scopes and undertook a higher number of work orders in-house, both of which contributed to the overall reduction.

(2) Represents the limited partners' interest of the capital expenditures in SFR JV-1, SFR JV-2 and SFR JV-HD.

11.7 Reconciliation of single-family rental total portfolio recurring capital expenditures to recurring capital expenditures in AFFO

(in thousands of U.S. dollars)	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
Recurring capital expenditures, single-family rental proportionate total portfolio ^A	\$ 8,577	\$ 8,275	\$ 9,093	\$ 8,037	\$ 10,750	\$ 9,788	\$ 8,796
Recurring capital expenditures from adjacent residential businesses	17	18	15	110	471	491	581
Recurring capital expenditures in AFFO	\$ 8,594	\$ 8,293	\$ 9,108	\$ 8,147	\$ 11,221	\$ 10,279	\$ 9,377

for the three and nine months ended September 30, 2023

11.8 Reconciliation of quarterly consolidated capital expenditures to consolidated single-family rental properties

(in thousands of U.S. dollars)	September 30, 2023	December 31, 2022
Opening balance	\$ 11,445,659	\$ 7,978,396
Acquisitions	482,047	2,362,185
Total capital expenditures by period		
Q1	46,541	79,268
Q2	43,521	78,511
Q3	50,599	100,608
Q4	–	68,073
Total capital expenditures	140,661	326,460
Fair value adjustments	208,907	858,987
Dispositions	(155,167)	(80,369)
Single-family rental properties balance per financial statements, end of period	\$ 12,122,107	\$ 11,445,659

11.9 Reconciliation of pro-rata debt and assets of non-consolidated entities to consolidated balance sheet

(in thousands of U.S. dollars)	September 30, 2023
Equity-accounted investments in Canadian multi-family rental properties	
Tricon's pro-rata share of assets	\$ 39,253
Tricon's pro-rata share of debt	(17,155)
Tricon's pro-rata share of working capital and other	(1,020)
Equity-accounted investments in Canadian multi-family rental properties	\$ 21,078
Equity-accounted investments in Canadian residential developments	
Tricon's pro-rata share of assets ⁽¹⁾	\$ 305,296
Tricon's pro-rata share of debt ⁽¹⁾	(174,451)
Tricon's pro-rata share of working capital and other	(12,518)
Equity-accounted investments in Canadian residential developments	\$ 118,327

(1) Excludes right-of-use assets and lease obligations under ground leases of \$34,549.

for the three and nine months ended September 30, 2023

GLOSSARY AND DEFINED TERMS

Adjusted EBITDAre is a metric that management believes to be helpful in evaluating the Company's operating performance across and within the real estate industry. Further, management considers it to be a more accurate reflection of the Company's leverage ratio, especially as it adjusts for and negates non-recurring and non-cash items. The Company's definition of EBITDAre reflects all adjustments that are specified by the National Association of Real Estate Investment Trusts ("NAREIT"). In addition to the adjustments prescribed by NAREIT, Tricon excludes fair value gains that arise as a result of reporting under IFRS, consistent with its FFO calculation methodology described below.

EBITDAre represents net income from continuing operations, excluding the impact of interest expense, income tax expense, amortization and depreciation expense, fair value changes on rental properties, fair value changes on derivative financial instruments and adjustments to reflect the entity's share of EBITDAre of unconsolidated entities. Adjusted EBITDAre is a normalized figure and is defined as EBITDAre before stock-based compensation, unrealized and realized foreign exchange gains and losses, transaction costs and other non-recurring items, and reflects only Tricon's share of results from consolidated entities (by removing non-controlling interests' and limited partners' share of reconciling items).

The Company also discloses its Net Debt to Adjusted EBITDAre ratio to assist investors in accounting for the Company's unconsolidated joint ventures and equity-accounted investments, in both debt and Adjusted EBITDAre, by calculating pro-rata leverage on a look-through basis (excluding debt directly related to the Canadian development portfolio as well as warehouse and subscription facilities related to acquisitions of vacant single-family homes, which do not fully contribute to Adjusted EBITDAre).

Annualized turnover rate during the period represents the number of resident move-outs divided by the weighted average number of rental units (excluding units held for sale) in the period, annualized for a twelve-month period. Management believes the annualized turnover rate impacts occupancy and therefore revenue, as well as the cost to maintain the rental portfolios.

Assets Under Management ("AUM") includes balance sheet capital invested in the Company's principal investments and capital managed on behalf of third-party investors and is a helpful measure in evaluating the Company's ability to grow and manage strategic capital. AUM is calculated as follows:

ASSETS UNDER MANAGEMENT	
Principal Assets Under Management	
Single-family rental, multi-family rental and Canadian residential developments	Fair value of rental and development properties plus unfunded commitment
U.S. residential developments	Fair value of invested capital plus unfunded commitment
Third-Party Assets Under Management	
Single-family rental, multi-family rental and Canadian residential developments	Fair value of rental and development properties plus unfunded commitment
U.S. residential developments	
For-sale housing	Outstanding invested equity and unfunded commitment
Build-to-rent	Outstanding invested equity and project-level funded debt plus unfunded commitment

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Average monthly rent represents average monthly rental income per unit for occupied units and reflects the impact of rent concessions amortized over the life of the related leases. Tricon believes average monthly rent reflects pricing trends which impact rental revenue over time.

Average rent growth during the period represents the percentage difference between the monthly rent from an expiring lease and the monthly rent from the next lease and reflects the impact of rent concessions amortized over the life of the related lease. Leases are either renewal leases, where a current resident chooses to stay for a subsequent lease term, or a new lease, where a previous resident moves out and a new resident signs a lease to occupy the same unit. Average rent growth drives average monthly rent and management finds it is useful to evaluate changes in rental revenue across periods.

Cost to maintain is defined as the annualized repairs and maintenance expense, turnover expense net of applicable resident recoveries and recurring capital expenditures per home in service. The metric provides insight into the costs needed to maintain a property's current condition and is indicative of a portfolio's operational efficiency.

Disposition capital expenditures represent expenditures related to the preparation of a home for disposition.

Fee-bearing capital represents committed, invested or the fair value of third-party capital upon which the Company earns asset management fee revenue, as provided under the governing documents of each Investment Vehicle.

Funds from operations ("FFO"), core funds from operations ("Core FFO") and adjusted funds from operations ("AFFO") are metrics that management believes to be helpful in evaluating the Company's operating performance, considering the recent expansion of its residential rental portfolio. These are metrics commonly used by securities analysts, investors and other interested parties in the evaluation of real estate entities, particularly those that own and operate income-producing properties. Management believes that providing these performance measures on a supplemental basis is helpful to investors in assessing the overall performance of the Company's business.

- FFO represents net income excluding the impact of fair value adjustments and amortization of intangibles arising from business combinations. The Company's definition of FFO reflects all adjustments that are specified by the National Association of Real Estate Investment Trusts ("NAREIT"). In addition to the adjustments prescribed by NAREIT, Tricon excludes any fair value gains that arise as a result of reporting under IFRS, except for fair value gains arising from Tricon's U.S. residential developments business which are intended to act as a proxy for cash generation.
- Core FFO presents FFO as a normalized figure, adjusting for transaction costs, convertible debentures interest, interest on Due to Affiliate, fees eliminated upon consolidation, non-recurring and non-cash items.
- AFFO represents Core FFO less recurring capital expenditures.

Tricon's method of calculating FFO, Core FFO and AFFO is substantially in accordance with NAREIT's recommendations, but may differ from other issuers' methods and, accordingly, may not be comparable to FFO, Core FFO and AFFO reported by other issuers.

Core funds from operations, specifically for U.S. residential developments, presents net income as a normalized figure, adjusting for transaction costs and non-recurring and non-cash items, and is a metric that management believes to be helpful in evaluating Tricon's residential development business and comparing its performance to industry peers.

Core FFO and AFFO per share amounts are calculated based on the weighted average common shares outstanding in the period, assuming the conversion of all potentially dilutive shares (including convertible debt and exchangeable preferred units) to show the full dilutive impact to shareholders.

Core FFO and AFFO payout ratios are calculated by dividing dividends declared for the period by Core FFO and AFFO, respectively, which are indicative of the Company's ability to fund dividend payments using cash from operations.

Net debt represents the Company's total current and long-term debt per its consolidated financial statements, less its cash and restricted cash. Management believes it is a helpful liquidity measure to reflect the Company's ability to meet all of its obligations simultaneously if they were due immediately.

Net operating income ("NOI") represents total revenue from rental properties, less direct operating expenses and property management expenses. NOI excludes non-property specific and indirect overhead expenses, interest expense and non-core income or expenses such as gains or losses on the disposition of rental properties. Tricon believes NOI is a helpful metric to evaluate the performance of its rental business and compare it to industry peers.

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Net operating income (“NOI”) margin represents net operating income as a percentage of total revenue from rental properties.

Occupancy represents the total number of days that units were occupied during the measurement period, divided by the total number of days that the units were owned during the measurement period (excluding units held for sale). Management believes occupancy is a main driver of rental revenues and that comparing occupancy across different periods is helpful in evaluating changes in rental revenues.

Pro-rata net assets represents the Company’s proportionate share of total consolidated assets as well as assets of non-consolidated entities on a look-through basis (which are shown as equity-accounted investments on its proportionate balance sheet), less its cash and restricted cash.

Pro-rata net debt represents the Company’s total current and long-term debt per its consolidated financial statements, less its cash and restricted cash (excluding debt directly related to the Canadian development portfolio as well as warehouse and subscription facilities related to acquisitions of vacant single-family homes, which do not fully contribute to Adjusted EBITDAre).

Renovation capital expenditures are incurred in order to prepare the property for rental use in accordance with Tricon’s standards and are either incurred shortly after acquisition on vacant homes or deferred until the resident moves out if homes are occupied when acquired.

Recurring capital expenditures represent ongoing costs associated with maintaining and preserving the quality of a property after it has been renovated.

“Same home” or **“same home portfolio”** includes homes that were stabilized 90 days prior to the first day of the prior-year comparative period as per the guidelines of the National Rental Home Council. It excludes homes that have been either sold or designated for sale or taken out of service as a result of a major renovation. This same home portfolio is defined on January 1 of each reporting year. Based on this definition, any home currently included in the same home portfolio will have satisfied the conditions described above prior to September 30, 2021, and those homes have been held in operations throughout the full periods presented in both 2022 and 2023.

Value-enhancing capital expenditures are defined as capital expenditures that go beyond merely maintaining the quality of a property and are instead incurred for the purpose of increasing expected future returns.

