

### Dream Unlimited Corp.

**Investor Presentation** 



September 2022



#### **Presentation Overview**

		Page
Section 1	Dream Overview	4
Section 2	Our Businesses	11
-	1 - Asset Management	12
-	2 - Recurring Income	15
-	3 - Development	18
Section 3	Impact Highlights	22
Section 4	Financial & Portfolio Highlights	33
Appendix 1	Non-GAAP Measures and Other Disclosures	38
Appendix 2	Net Asset Value Calculations	45



Founded in 1994 with a vision to revolutionize the way people live and work, Dream has been responsible for some of the country's most iconic and transformative projects. We invest with purpose, embrace innovation, and deliver strong returns while positively impacting the communities around us.

#### Investment Highlights



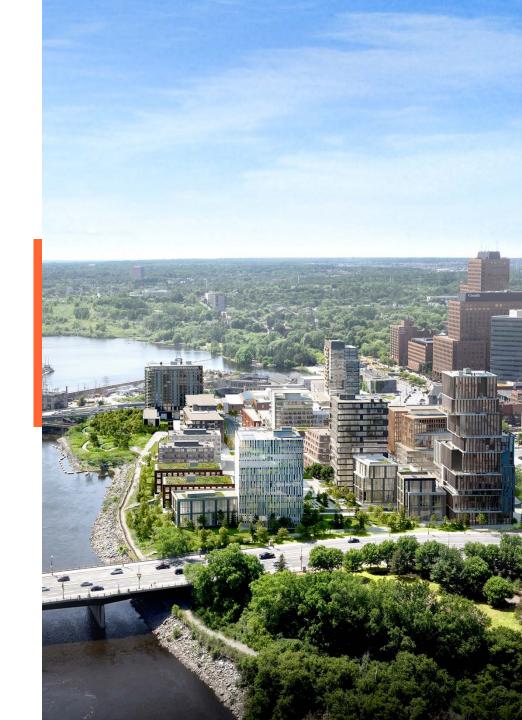
Note 1 – As at June 30, 2022.

Note 2 - As At December 31, 2021.

Note 3 - Refer to Appendix 1 for further details on this specified financial measure. Dream's book equity per share as of December 31, 2021 was \$33.20.

# Dream Overview

Portfolio Overview



#### $\Delta$ Dream Unlimited Corp.

#### 1. Asset Management Business – \$12.4B AUM

Public Investment Vehicles

Private Investment Vehicles

Dream U.S. Dream dream Ö dream 🖌 Dream U.S. dreamil dream 🖬 AUM AUM Impact office REIT industrial REIT Industrial impact trust residential REIT Multi-family \$2.3B \$10.1B Fund Fund TSX: MPCT.UN TSX: D.UN <sup>3</sup> TSX: DIR.UN TSX: DRR.U

#### 2. Recurring Income Owned Assets - \$1.7B AUM

\$56.1M recurring income asset cash flow<sup>1</sup> **37%** interest in D.UN<sup>2</sup> **30%** interest in MPCT.UN<sup>2</sup>

Includes stabilized assets of
Toronto's Distillery District &
Arapahoe Basin ski hill



#### 3. Development Business - \$3.1B AUM

Urban Development - Toronto & Ottawa

#### **23.0M sf** platform-wide GFA



Western Canada Community Development



Note 1 – Refer to Appendix 1 for further details on this specified financial measure. As at December 31, 2021.

Note 2 - Publicly traded entity ownership shown as of August 9, 2022.

Note 3 - DRM provided advice, development, and a shared service platform to D.UN; however, it is internally managed.

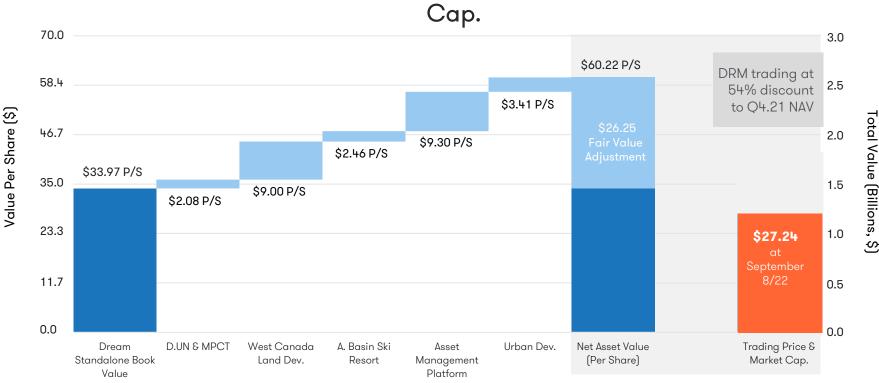


Dream Unlimited Corp.

#### 25+ Years of Real Estate Experience – Total AUM

\$20B ]	For over 25 years, we have demonstrated the ability and compelling opportunities. Our active manageme value, and recognize the right time	nt strategies enak	ole us to grow, un	
\$18B -	2003 Launched Dream Office REIT, to invest in Canadian office real estate.			
\$16B -	2012 Launched Dream Industrial REIT to capitalize on Canada's increasingly attractive Canadian industrial market.			\$17B
\$14B - \$12B -	2014 Dream Hard Asset Alternatives, now Dream Impact Trust, launched to capitalize on alternative real estate opportunities.		dlt	
215R -	2019			
\$10B -	Dream Global REIT, which had one of the most successful Canadian IPOs, acquired by Blackstone for \$6.2 billion; Dream Industrial pivots to European market.	I.		
\$8B -	2021			
	Successful formation of private asset management business			
\$6B - \$4B -	2022 Formation of DRR and a private industrial development fund in partnership with a global sovereign wealth fund.	.111	ш	
\$2B - \$0B				
φου ~	19° 299' 299' 299' 209' 209' 209' 209' 209'	10 201° 2012 2013 20	" 20 <sup>16</sup> 20 <sup>10</sup> 20 <sup>11</sup> 20	1° 2019 2020 2021 2022

6



Conservative Fair Value Adjustment over Book Value – NAV<sup>1</sup> vs Market Cap.

Dream's balance sheet has a significant amount of unlocked value with certain assets off balance sheet or held at cost. As of December 31, 2021, our standalone net asset value per share<sup>1</sup> of \$60.22 represents a 121% premium over our current trading price. Our book equity per share was \$33.20 as of the same date.

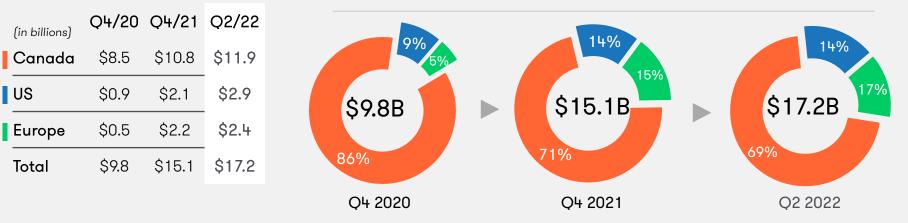
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**Our North American Investments** 



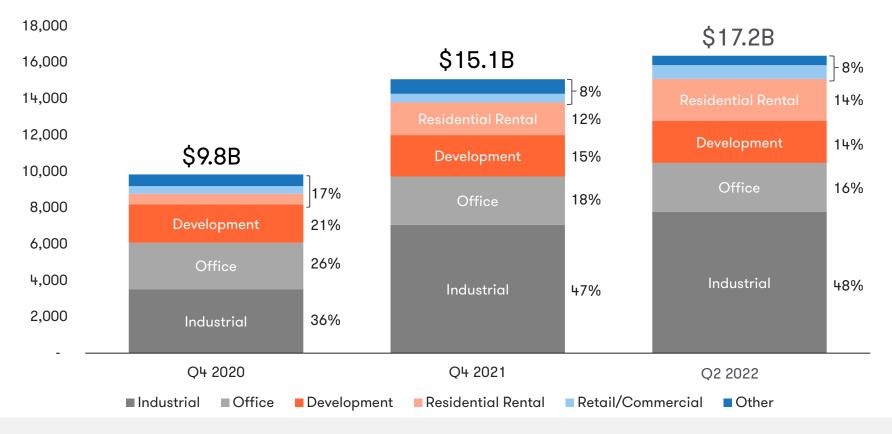


AUM<sup>1</sup> by Region



Note 1 - Refer to Appendix 1 for further details on this specified financial measure.

#### AUM<sup>1</sup> by Asset Class (\$B)



At Dream we continue to actively focus on diversifying our assets under management. Recently we've done this by increasing our exposure to residential rentals and industrial assets to 62%, a 100% increase since 2019.



#### 2021 - 2022 Public Capital Raise Figures (CAD)

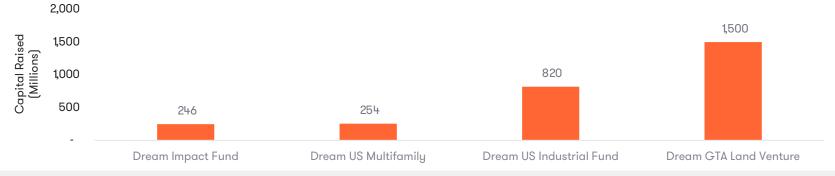
#### \$2.7 billion

of equity and debt was raised by Dream Industrial REIT in 2021, and Q1 and Q2 2022

#### \$125.1 million

of gross proceeds generated by the Dream Residential REIT IPO<sup>2</sup>

#### 2021 to Aug 2022 - Private Capital Raise Figures<sup>1</sup> (CAD)



Over the last 16 months, Dream has raised over \$2.96 billion CAD in debt and equity in the public markets.

# Our Business







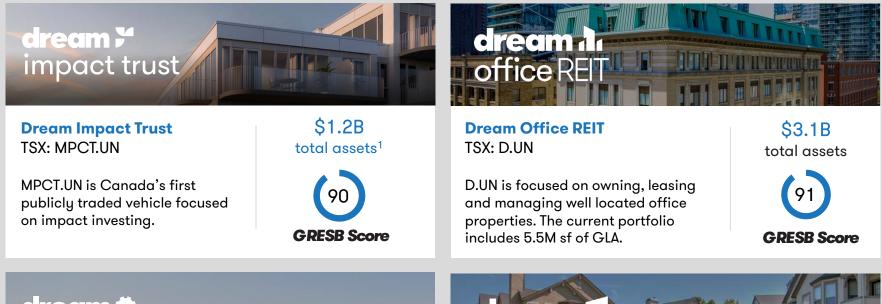
## 1. Asset Management

Dream has established a successful asset management platform, inclusive of \$17 billion of assets under management across four TSXlisted Trusts, our private funds and numerous partnerships.



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#### 1A Asset Management - Publicly Traded Entities





**Dream Industrial REIT** TSX: DIR.UN

DIR.UN owns and operates 257 properties across Canada, U.S. and Europe. The current portfolio includes 46M sf of GLA. \$6.4B total assets

99.1% portfolio occupancy



**Dream Residential REIT** TSX: DRR.U

DRR.U owns and operates 16 gardenstyle multi-residential properties across the united states. 3,432 total units (13)

96% portfolio occupancy

Note 1 - Total assets on a proportionate consolidation basis. Refer to Appendix 1 - Reconciliation of Non-GAAP terms - Dream Impact Trust.



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#### 1B Asset Management – Private Investment Vehicles



Dream Impact Fund is one of the world's first real estate impact funds, focused exclusively on investments that generate measurable social, environmental and financial returns.

\$322M total assets

~\$246M of capital raised\* As at August 31, 2022.



The Dream U.S. Industrial Fund invests in highquality core, core+, valueadd and development industrial assets across the U.S.

US \$1.1B total assets

98.3% portfolio occupancy Dream partnered with a leading global investment manager to establish a U.S. multi-family asset management platform with institutional

Dream

U.S. Multi-family

US \$555M total assets

investors.

**3,289** garden-style units



Dream created a venture capital fund with a strategic partner to invest in technology companies that are rethinking how real estate is designed, built, and managed.

#### 13 investments

We have partnered with Alate to drive innovation in real estate. Our investments include:



(14)



## 2. Recurring Income Owned Assets

Dream's recurring income owned assets provide stable cash flows and financial flexibility that allow us to execute on other business lines across the Company.



#### **Recurring Income Owned Assets - Overview**

Dream manages a robust portfolio of exceptional income generating assets. These are assets that yield strong returns while also enhancing communities and adding value to cities across North America.



\$56M 2021 recurring income asset cash flows<sup>3</sup>

37% interest in D.UN<sup>1</sup> 30% interest in MPCT.UN<sup>1</sup>

8,440 multi-family units<sup>2</sup> 7.2M sf commercial & retail GLA<sup>2</sup>

Over the next four years, we expect to add an additional 5,200 residential rental units comprising 4.6 million sf of GFA to our recurring income portfolio.

Note 1 - Publicly traded entity ownership shown as of August 9, 2022.

Note 2 - Dream platform-wide metrics.

Note 3 - Refer to Appendix 1 for further details on this specified financial measure.



(16)



#### Recurring Income Owned Assets - Highlights



#### Arapahoe Basin, Colorado

- Operates with 54% Renewable Electricity
- Targeting to be carbon neutral by 2025
- 145 runs spread across Arapahoe Basin's extensive skiable terrain

\$10.7M adjusted EBITDA<sup>1</sup> in 2021

1,428 acres



#### Distillery District, Toronto

- 13 acres comprised of over 40 heritage buildings
- ~ 800,000 annual visitors to the Winter Village
- ~ 90% GLA occupied by local tenants

88.9% occupancy





## 3. Development

Our focus on quality makes Dream an attractive investment. As our developments flourish, land and property values increase — with exceptional returns for purchasers and shareholders.

#### **Dream's Development Projects**

Urban Development – Toronto & Ottawa



World-class development opportunities in planning and construction phases across Toronto & Ottawa comprised of condominium, purpose-built rental and mixed-use developments

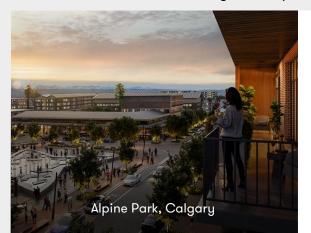
~3.7 million sf of GLA in retail or commercial properties

#### ~21,200

condominium or purpose-built rental units (at the project level)

19

#### Western Canada Community Development



World-class development comprised of land, housing, multi-family and commercial assets within our master-planned communities in Saskatchewan and Alberta

Dream currently owns ~9,000 acres of lands across Western Canada



#### Urban Development Highlight: Zibi

Zibi is a world class sustainable community and redevelopment project on 34 acres of land along the Ottawa River in Gatineau and Ottawa.



2550

Canada's largest net-zero carbon community 2016 grand prize winner – ISOCARP Award of Excellence for Planning and Design

The \$1.5 billion development on the Ottawa River bridges two provinces and three cultures. Planned in consultation with Indigenous communities, it's a beacon of community-building and modern urban design.

4+ million square feet of total density 2,000 residential units 2 million square feet of commercial space





#### ₫≏





#### Western Canada Community Development Highlights

Providence (Incl. Alpine Park), Calgary

**1,600 acres** development total size 400 acres commercial space

13,000

lots & multi-family units

Nested in the idyllic West Calgary with incredible views and easy access to the Rocky Mountains, Alpine Park is connected to the city by the newly expanded Ring Road which has frontage on two kilometers of our development with three major interchanges that reduce travel time to anywhere in the city.

#### Holmwood (Incl. Brighton), Saskatoon

2,800 acres development total size 500 acres commercial space 28,000

lots & multi-family units

The Holmwood development includes the Brighton neighbourhood with over 40% market share of singlefamily occupancies in Saskatoon. Holmwood is quickly transforming the city's east end. 21

# lmpact Highlights

At Dream, we have always embraced impact investing and sustainability. Our mission is to create positive environmental and social results, alongside strong financial returns.







#### Impact Investing is What We Do - Select Highlights of our Track Record

#### History

Dream has been an active impact investor since the early 2000's including the launch of a \$1+ billion fund exclusively focused on renewable energy. The Dream platform currently manages \$3.2B of impact assets. Some of our impact developments include:



# Distillery District, Toronto



#### 2018 - 2020

- Formed Alate Partners & Dream Impact Trust
- Dream selected to deliver 700+ affordable housing units in a mixed-income community (West Don Lands)

#### 2021

- Dream published inaugural Impact Report
- Dream formed private Impact Fund
- Dream unveiled new social procurement strategy, setting targets to make supply chain more diverse & inclusive by 2025

#### 2022

• Published our Net Zero Action plan to reach net zero GHG emission by 2035 – fifteen years ahead of the Paris Agreement.

Dream has a track record of impact-oriented investing and is well positioned to provide investors with access to double-bottom line investment opportunities and irreplaceable projects. View our net zero action plan <u>here</u>.



#### Our Impact Pillars and Key Performance Indicators

Environmental Sustainability & Resilience



**\$6 billion +** Of Net zero Development

**5,198** baseline tonnes per year of GHG emissions<sup>1</sup>

#### **20%**

GHG reduction for income properties by 2025<sup>1,2,3</sup>

#### 40%+

GHG reduction target for income properties<sup>1,2,4</sup> included in the CIB Financing Program

#### Attainable & Affordable Housing



**2,618** affordable units completed or under development<sup>5</sup>

> **43%** discount to market rent on affordable units<sup>5</sup>

**~\$40 million** annual rents savings for households on affordable units<sup>5</sup>

#### Inclusive Communities



**\$25 million** pledged for the creation of the Dream Community Foundation

#### **20%**

value of all contracts to be awarded to local, independent or socially responsible businesses

#### **20%**

of annual jobs created through capital and operating spending to be filled by equity-seeking groups

Note 1 - All reduction targets are compared to an established and normalized baseline year, which is 2019 or equivalent baseline year based on best practices.

Note 2 - Calculations of reductions is based on International Performance Measurement and Verification Protocol (IPMVP) standards.

Note 3 - Properties under development or redevelopment may be excluded.

Note 4 - Select income properties have been included in Dream's financing program alongside the Canadian Infrastructure Bank.

Note 5 - All figures are at 100% project level, as at December 31, 2021. These are forecasted figures and are subject to change.



#### We Uphold High Impact Standards & Engagement



Dream Office and Dream Impact participated in the **Global Real Estate Sustainable Benchmark (GRESB)** real estate assessment for the first time and achieved a score of 91 and 90, respectively – two of the highest first year scores in the global benchmark.



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Dream Unlimited, Dream Impact and Dream Office are committed to **net zero GHG emissions** (operational and development) by 2035.

Joined the **Net Zero Asset Managers Initiative,** which represents asset managers around the world aligned with net zero GHG emissions targets of 2050 or sooner.



Signed onto the **United Nation's Principles for Responsible Investment.** 

Official supporters of the **Task Force on Climate-Related Financial Disclosures.** 





#### Driving Impact Through Innovation

Rental Construction Financing Initiative (RCFi) Financing



- The RCFI financing program is a \$25.75 billion CMHC direct lending program to create new affordable housing units in Canada.
- Dream has closed ~\$1 billion in financing under this program, bringing forth affordable and sustainable purpose-built units - aligning with our impact verticals.

Creation & Preservation of Affordable & Sustainable Units - Financing Pilot Program

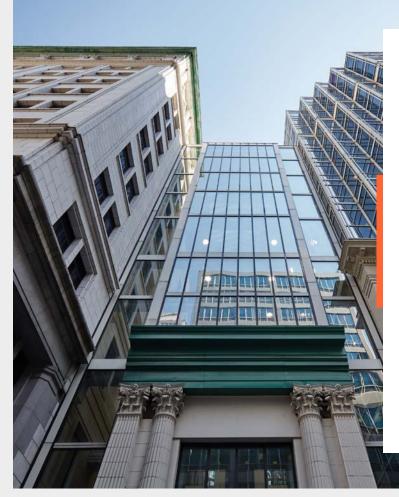


• Dream has partnered with a governmental institution to create an attractive financing solution to address affordability, energy efficiency, and accessibility.



#### Driving Impact Through Innovation

Canada Infrastructure Bank



 Aligned with Dream's impact mandate & vision to achieve net zero-emission by 2035, on December 1, 2021 CIB & Dream announced its partnership on the first decarbonizing retrofit loan to an asset manager and income property owner in Canada. 27

- On May 12, 2022 Canada Infrastructure Bank officially launched the decarbonization and modernization of the 19-building portfolio.
- Buildings under this initiative have an average age of ~60 years, creating ~1,500 jobs culminating in future proofed, smart, healthy, and resilient buildings for the 15,000 employees who work in these spaces.



#### Our Current Impact Actions: LeBreton Library Parcel Development



LeBreton is a planned 2-tower impact development in Ottawa, Canada. The project is being constructed through the partnership of Dream and the Multifaith Housing Initiative of Ottawa (MHI), a local non-profit, which will achieve incredible impact and strong financial returns.

#### 4 Principles Guiding the Development:

Affordability at the heart of an inclusive community Design excellence in city building & architecture

Holistic sustainability Delivering the promise of the Master Concept Plan 601 residential rental units

41% affordable

31%

of residential units **accessible** & barrier free amenities and public realm Net Zero Community

#### Social Procurement

#### \$20 million 60,000 hrs

of project contracts to **diverse vendors** 

employment for equity seeking groups

50%

of the value of development and construction contracts awarded **to local businesses**  100%

of the art to be commissioned and displayed will be from equity seeking groups

#### 28

#### Our Current Impact Actions: Quayside

Dream and its partner were recently selected to develop the 12-acre Quayside waterfront site which is planned to include 5 towers, featuring 4,300 residential units, and a large mass timber building. The site is also adjacent to our 1,300-unit Victory Silos site.





#### Exemplary low-carbon development and innovations, making Quayside the first allelectric, zero-carbon community at this scale.

Quayside aims to be a landmark cultural destination and multi-use arts venue offering extensive community engagement.

The Quayside development plans include **visionary world-class architecture** that will raise the bar on design across the entire neighborhood and create a visually striking focal point on Toronto's waterfront.

800+ affordable housing units

#### 2 acres

of forested green space







#### Dream Community Foundation

- As the charitable arm of Dream, the Dream Community Foundation will support our impact pillars with a specific focus on building inclusive communities.
- The Foundation will offer and support the creation of affordable housing and invest in programs and services that create a sense of belonging for tenants.
- The Foundation benefits from a \$25 million commitment from the Cooper family.
- Working in partnership with the Dream Group of Companies<sup>1</sup> and local community organizations, the Foundation will support initiatives that fall under the following themes:
  - Affordable Living,
  - > Health & Wellness,
  - Education & Skills, and;
  - Culture & Belonging.





#### Our Current Impact Actions: Social Procurement Policy

Social procurement is the use of our spending power to create economic benefits for under-served, or vulnerable groups and local, independent, or socially responsible businesses.

#### Our Goal:

We seek to leverage the money we spend in developing and managing our real estate to create business opportunities and jobs for both equity-seeking groups and local or independent businesses.

#### Business Opportunities - KPIs

Value of contracts awarded to:

- businesses that are majority owned or managed by an equity seeking group
- Local independent, and/or socially responsible businesses

Target: 20% of the annual value of all contracts by 2025 (equity-seeking groups) Target: 20% of the annual value of all contracts by 2025 (local/socially responsible businesses)

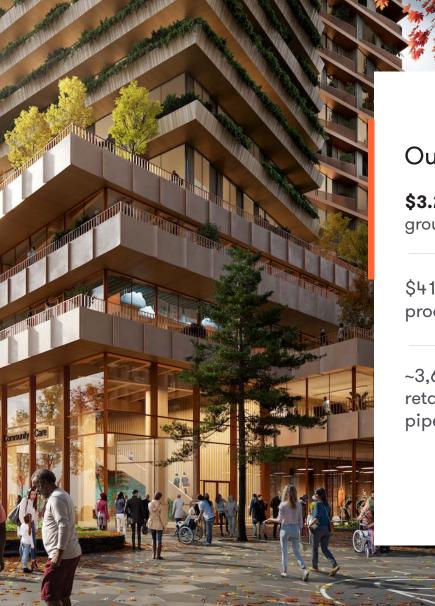


#### **Employment & Training Opportunities - KPIs**

- Jobs created though capital and operating spending that are filled by individuals from an equity seeking group
- Apprentice hours worked by individuals from equity seeking groups

Target: 20% of annual jobs by 2025Target: 30% of apprentice jobs by 2025





#### **Our Current Impact Actions Measured**

**\$3.2 billion** of impact assets managed across the Dream group portfolio

\$418 million of income development assets to begin producing recurring income by 2025.

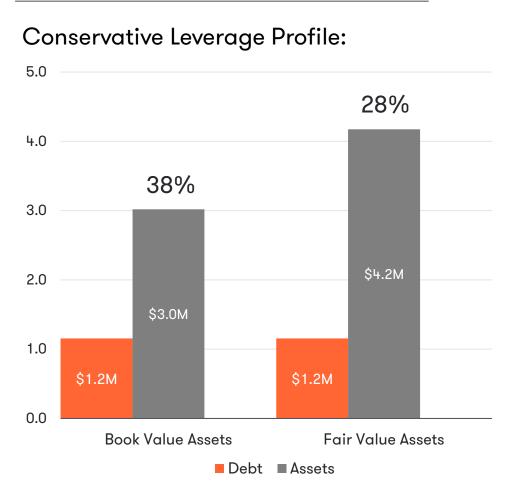
~3,600 residential units and 0.3 million square feet of retail and commercial GLA in our five-year development pipeline.

# Financial & Portfolio Highlights





#### **2021 Financial Snapshot**



#### **Conservative Leverage Profile**

Standalone leverage<sup>2</sup>: 38%

Standalone leverage after fair value adjustments<sup>3</sup>: 28%

Ample liquidity<sup>1</sup> of \$276M

## \$74M Return of Capital to shareholders in 2021:

Shares repurchased: \$61M

Dividends paid: \$13M

In 2021, our dividend increased 42% from \$0.28/share to \$0.40/ share.

Note 1 – Refer to Appendix 1 for further details on this specified financial measure.

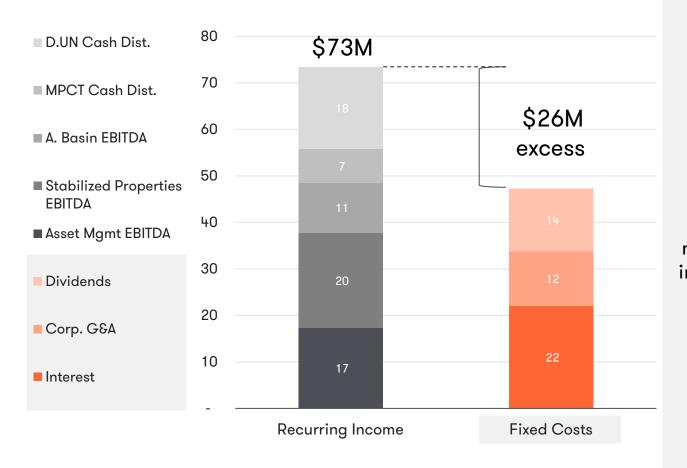
Note 2 – Dream's consolidated leverage as of December 31, 2021 was 37%.

Note 3 – Standalone leverage after fair value adjustments reflects \$1.124 billion in market value adjustments per Appendix 1.



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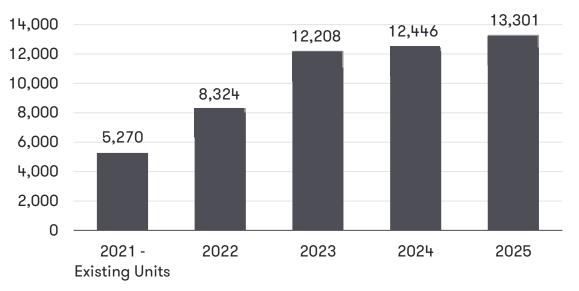
#### 2021 Recurring Income<sup>1</sup> vs Fixed Costs<sup>1</sup> (\$M)



Recurring income is an important element of our business, as it provides consistent cash flows that more than cover our ongoing interest, fixed operating costs and quarterly dividends.

(35)

#### Total Residential Units (Including Target Acquisitions)



■ Units in Pipeline

	2022	2023	2024	2025
New residential units	536	3,406	929	1,924
Total residential GFA	507,000	1,731,000	656,000	1,612,000
Commercial and retail GLA	354,000	280,000	70,000	82,000

\*2022 includes the acquisition of a portfolio of 2,760 residential rental units in the U.S. expected to close in mid-2022.

Over the next 4 years, Dream expects to add ~**6,800** residential rental units to our platform, creating a strong portfolio totaling **over 10,000** rental units.



#### Forward-Looking Information

This presentation may contain forward-looking information within the meaning of applicable securities legislation, including, but not limited to, statements regarding our objectives and strategies to achieve those objectives; our beliefs, plans, estimates, projections and intentions, and similar statements concerning anticipated future events, future growth, expected net proceeds from sales or transactions, results of operations, performance, business prospects and opportunities, acquisitions or divestitures, tenant base, future maintenance and development plans and costs, capital investments, financing, the availability of financing sources, income taxes, vacancy and leasing assumptions, litigation and the real estate industry in general; as well as specific statements in respect of our development plans and proposals for current and future projects, including projected sizes, density, GLA, timelines, units at completion and uses, including the projects that we expect to be completed and added to our recurring income segment over the next four years; the Dream group platform's and Dream group of companies' development pipeline; expectations regarding the \$1.5 billion GTA industrial development fund and completion of a \$110 million raise for Dream Impact Fund; the contribution to earnings resulting from secured commitments in Dream's projects in Saskatchewan and Alberta; expectations regarding Dream Industrial REIT's project planning and development pipeline; our development pipeline and expectations regarding certain developments and projects, including Camary Commons, Lakeshore East and Quayside, Forma Condos, Brightwater, and our projects in Alberta and Saskatchewan; the performance of our Western Canada land and housing and rental segments' performance; our objectives regarding decarbonization and reduction of greenhouse gas emissions, affordable housing, and other sustainability objectives set out in our Impact Report; our expectation and capacity to create value through our business; our belief that our a

Forward-looking information is based on a number of assumptions and is subject to a number of risks and uncertainties, many of which are beyond Dream's control, which could cause actual results to differ materially from those that are disclosed in or implied by such forward-looking information. These assumptions include, but are not limited to: the nature of development lands held and the development potential of such lands, that inflation will remain relatively low, our ability to bring new developments to market, anticipated positive general economic and business conditions, including low unemployment and interest rates, positive net migration, oil and gas commodity prices, our business strategy, including geographic focus, anticipated sales volumes, performance of our underlying business segments and conditions in the Western Canada land and housing markets. Risks and uncertainties include, but are not limited to, general and local economic and business conditions, inflation or stagflation, the impact of the COVID-19 pandemic on the Company and uncertainties surrounding the COVID-19 pandemic, including government measures to contain the COVID-19 pandemic employment levels, risks associated with unexpected or ongoing geopolitical events, including disputes between nations, terrorism or other acts of violence, international sanctions and the disruption of movement of goods and services across jurisdictions, regulatory risks, mortgage and interest rates and regulations, environmental risks, 10, 2022. Dream does not undertake to update any such forward-looking information whether as a result of new information, future events or otherwise, except as required by law. Additional information about these assumptions and risks and uncertainties is disclosed in filings with securities regulators filed on SEDAR (www.sedar.com).

#### Non-IFRS Measures

Dream's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). In this presentation, as a complement to results provided in accordance with IFRS, Dream discloses and discusses certain non-IFRS financial measures, including assets under management, and debt to total assets ratio, as well as other measures discussed elsewhere in this presentation. These non-IFRS measures are not defined by IFRS, do not have a standardized meaning and may not be comparable with similar measures presented by other issuers. Dream has presented such non-IFRS measures as Management believes they are relevant measures of our underlying operating performance and debt management. Non-IFRS measures should not be considered as alternatives to comparable metrics determined in accordance with IFRS as indicators of Dream's performance, liquidity, cash flow and profitability. For a full description of these measures and, where applicable, a reconciliation to the most directly comparable measure calculated in accordance with IFRS, please refer to Appendix 1 within this presentation.

## Appendix 1:

Non-GAAP Measures and Other Disclosures





#### **Non-GAAP Financial Measures**

"Dream standalone net asset value (NAV)" represents shareholders' equity per the consolidated statement of financial position, adjusted for the consolidation of Dream Impact Trust and market value adjustments on certain assets (excluding taxes). Excluded from the Dream standalone NAV calculation are any market value adjustments with respect to liabilities as well as commitments/contracts that are not otherwise recorded as liabilities on the Company's consolidated statements of financial position. This non-IFRS measure is an important measure used by the Company as an indicator of the intrinsic value of the Company.

"Dream standalone net asset value (NAV) per share" represents Dream standalone NAV divided by the number of shares outstanding as at the end of the period. This non-IFRS measure is an important measure used by the Company as an indicator of the intrinsic value of the Company. A reconciliation of Dream standalone NAV to shareholders' equity is below.

									AS at D	ete	111001 31, 2021
											Dream
	Consolidated	Less: Dream	Less: Consolidation and			Market value <sup>(1)</sup>			Dream	st	andalone NAV
	Dream	Impact Trust <sup>(1)</sup>	fair value adjustments <sup>(1)</sup>	Dream standalone <sup>(1</sup>	)	adjustments	Note	stan	dalone NAV <sup>(1)</sup>		pershare
Other financial assets	\$ 158,624	\$ 60,912	\$ (96,226)	\$ 193,938	\$	54,846	i	\$	248,784	\$	5.81
Condominium inventory	288,215	-	38,208	250,007		51,013	ii		301,020		7.03
Land inventory	469,608	-	-	469,608		385,500	iii		855,108		19.96
<b>Recreational properties</b>	65,077	-	-	65,077		105,514	iv		170,591		3.98
Equity accounted investments	859,025	333,604	(147,813)	673,234		129,108	v		802,342		18.73
Intangible asset	-	-	(43,000)	43,000		398,150	vi		441,150		10.30
Cash and other net assets	(418,336)	142,415	(321,166)	(239,585	)	-			(239,585)		(5.59)
Total	\$ 1,422,213	\$ 536,931	\$ (569,997)	\$ 1,455,279	\$	1,124,131		\$	2,579,410	\$	60.22
								Shares	outstanding		42,836

Notes:

i. Adjustment to reflect the Company's 18.2 million units in Dream Impact Trust at the Trust's book equity per unit of \$8.25 as of December 31, 2021, compared to Dream's carrying value of \$5.24 per unit and the Trust's trading price of \$6.15 per unit.

ii. Adjustment to reflect the fair value of the Company's 50% interest in 31A Parliament at the Distillery District at a blended fair value of \$200 per sf at zoned mixed-use density of 731,000 sf (at project level).

iii. Adjustment to reflect land held for development at an average value of \$80,000 per acre and land under development at a 1.4x multiple to represent projected land margins.

iv. Adjustment to reflect Arapahoe Basin at 13.0x trailing 12 months adjusted EBITDA<sup>1</sup>.

v. Adjustment to reflect our 50% interest in Canary Commons (based on expected profit) and Canary Block 13 (based on fair value of \$250 per sf) at fair value, as well as the Company's 17.6 million units in Dream Office REIT at the REIT's book equity per share of \$31.49 as of December 31, 2021, compared to Dream's carrying value of \$29.55 per unit and the REIT's trading price of \$24.63 per unit.

vi. Adjustment to reflect the value of our asset management platform at 15.0x expected 2022 net margin.

As at December 31 2021

Other financial assets

Land inventory

Condominium inventory

Consolidated

\$

Dream

248.506

484.838

177,229 \$

				As at D	ecember 31, 2020
				Dream	Dream
Less: Consolidation and		Market value <sup>(2)</sup>		standalone	standalone NAV
fair value adjustments <sup>(2)</sup>	Dream standalone <sup>(2)</sup>	adjustments	Note	NAV <sup>(2)</sup>	per share <sup>(2)</sup>

48,884

52,546

393.517

\$

i

ii

iii

246,757 \$

283.862

878.355

197,873 \$

231.316

484.838

							Share	s outstanding	45,012
Total	\$ 1,391,646 \$	539,877 \$	(435,983) \$	1,287,752 \$	1,134,500		\$	2,422,252 <b>\$</b>	53.81
Cash and other net assets	(342,139)	241,825	(256,129)	(327,835)	-	vii		(327,835)	(7.28)
Intangible asset	-	-	(43,000)	43,000	398,150	vi		441,150	9.80
Equity accounted investments	762,652	224,390	(59,738)	598,000	134,969	v		732,969	16.28
<b>Recreational properties</b>	60,560	-	-	60,560	106,434	iv		166,994	3.71

(94,306) \$

17.190

Notes:

Adjustment to reflect the Company's 17.1 million units in Dream Impact Trust at the Trust's book equity per unit of \$8.33 as of December 31, 2020, compared to Dream's i. carrying value of \$5.48 per unit and the Trust's trading price of \$6.03 per unit.

Adjustment to reflect the fair value of the Company's 50% interest in 31A Parliament at the Distillery District at a blended fair value of \$200 per sf at zoned mixed-use density ii. of 731,000 sf (at project level).

Adjustment to reflect land held for development at an average value of \$80,000 per acre and land under development at a 1.4x multiple to represent projected land margins. iii.

Adjustment to reflect Arapahoe Basin at 13.0x 2021 adjusted EBITDA<sup>1</sup> given the impact of the COVID pandemic on our 2020 operations. iv.

Less: Dream

73,662 \$

\_

Impact Trust<sup>(2)</sup>

Adjustment to reflect our 50% interest in Canary Commons (based on expected profit) and Canary Block 13 (based on fair value of \$250 per sf) at fair value, as well as the v. Company's 17.6 million units in Dream Office REIT at the REIT's book equity per share of \$28.69 as of December 31, 2020, compared to Dream's carrying value of \$27.02 per unit and the REIT's trading price of \$19.80 per unit.

Adjustment to reflect the value of our asset management platform at 15.0x expected 2022 net margin. vi.

5.48

6.31

19.51

"Adjusted EBITDA" represents net income for the period adjusted for interest expense on debt; amortization and depreciation; share of earnings from equity accounted investments; and net current and deferred income tax expense (recovery). This non-GAAP measure is an important measure used by the Company in evaluating the performance of divisions within our recurring income segment.

				For the three mont	hs ended June 30, 2022
	Asset management	Stabilized properties	Arapahoe Basin	Dream Impact Trust & consolidation and fair value adjustments <sup>(1)</sup>	Total recurring income
Net earnings	\$ 21,204 \$	3,792	\$ 6,814	\$ (384)	\$ 31,426
Less: Interest expense	(39)	<mark>(</mark> 3,738)	_	(908)	(4,685)
Less: Taxes	-	_	-	_	_
Less: Depreciation and amortization	_	(224)	(993)	—	(1,217)
Less: Share of earnings from equity accounted investments	12,406	708	1,133	298	14,545
Adjusted EBITDA	\$ 8,837 \$	7,046	\$ 6,674	\$ 226	\$ 22,783

#### For the three months ended June 30, 2021

41

	Asset management	Stabilized properties	Arapahoe Basin	Dream Impact Trust & consolidation and fair value adjustments <sup>(1)</sup>	Total recurring income
Net earnings	\$ 18,445 \$	8,283 \$	1,170 \$	(1,656) \$	26,242
Less: Interest expense	(15)	(1,387)	(31)	(896)	(2,329)
Less: Taxes	_	_	_	_	_
Less: Depreciation and amortization	_	(315)	(973)	_	(1,288)
Less: Share of earnings from equity accounted investments	11,462	5,141	(7)	(70)	16,526
Adjusted EBITDA	\$ 6,998 \$	4,844 \$	2,181 \$	(690) \$	13,333



#### Dream Unlimited Corp. Building Better Communities

"**Consolidation and fair value adjustments**" represents certain IFRS adjustments required to reconcile Dream standalone and Dream Impact Trust results to the consolidated results as at and for the years ended December 31, 2021 and 2020. Consolidation and fair value adjustments relate to business combination adjustments on acquisition of Dream Impact Trust on January 1, 2018 and related amortization, elimination of intercompany balances including the investment in Dream Impact Trust units, adjustments for co-owned projects, fair value adjustments to the Dream Impact Trust units held by other unitholders, and deferred income taxes.

"Dream standalone" represents the results of Dream, excluding the impact of Dream Impact Trust's consolidated results. Refer to the "Segmented Assets and Liabilities" and "Segmented Statement of Earnings" sections of our MD&A for the year ended December 31, 2021 for a reconciliation of Dream excluding Dream Impact Trust results to the consolidated financial statements. This non-GAAP measure is an important measure used by the Company to evaluate earnings against historical periods, including results prior to the acquisition of control of Dream Impact Trust.

#### **Supplementary and Other Financial Measures**

"Assets under management ("AUM")" is the respective carrying value of gross assets managed by the Company on behalf of its clients, investors or partners under asset management agreements, development management agreements and/or management services agreements at 100% of the client's total assets. All other investments are reflected at the Company's proportionate share of the investment's total assets without duplication. Assets under management is a measure of success against the competition and consists of growth or decline due to asset appreciation, changes in fair market value, acquisitions and dispositions, operations gains and losses, and inflows and outflows of capital.

"Available liquidity" represents Dream's standalone corporate cash and debt facilities to cover the Company's capital requirements including acquisitions. This financial measure is used by the Company to forecast and plan to hold adequate amounts of available liquidity to allow for the Company to settle obligations as they come due.

	August 5, 2022	June 30, 2022	December 31, 2021
Dream standalone corporate level cash	\$ _	\$ 440	\$ 2,135
Operating line availability	131,773	110,706	163,498
Margin loan availability	114,653	110,000	110,000
Available liquidity	\$ 246,426	\$ 221,146	\$ 275,633

42

"Recurring income cash flows in excess of fixed costs" represents the difference between our cash flows generated from our recurring income businesses and our fixed operating costs as calculated below. This supplementary measure is an important measure used by the Company in evaluating our cash flows and liquidity.

43

(in thousands)	For the year ended December	r 31, 2021
Sources of recurring income:		Note
Asset management adjusted EBITDA	\$17,290	1
Stabilized properties adjusted EBITDA	20,473	1
Arapahoe Basin adjusted EBITDA	10,729	1
Cash distributions - MPCT	7,291	2
Cash distributions – D.UN	17,644	3
Fixed costs:		
Interest expense – Dream standalone	(21,995)	1
General & administrative expenses - Dream standalone	(11,784)	1
Dividends	(17,134)	4
Recurring income cash flows in excess of fixed costs	\$22,513	

Note 1 - Refer to Appendix 1 for further details on these specified financial measures.

- Note 2 Calculated based on 18,227,472 MPCT units held as of December 31, 2021 at \$0.40 per unit annually.
- Note 3 Calculated based on 17,643,825 D.UN units held as of December 31, 2021 at \$1.00 per unit annually.
- Note 4 Calculated based on 42,836,031 Subordinate Voting Shares and Class B shares outstanding as of December 31, 2021 at \$0.40 per share annually.



"Recurring income asset cash flows" represents the cash flows generated from our recurring income as calculated below. This supplementary measure is an important measure used by the Company in evaluating our cash flows.

(in thousands)	For the year ended December 31, 20	31,2021	
Sources of recurring income:	Not	te	
Stabilized properties adjusted EBITDA	\$20,473 1		
Arapahoe Basin adjusted EBITDA	10,729 1		
Cash distributions - MPCT	7,291 2	,	
Cash distributions – D.UN	17,644 3	ł	
Recurring income asset cash flows	\$56,137		

Note 1 - Refer to Appendix 1 for further details on these specified financial measures.

Note 2 - Calculated based on 18,227,472 MPCT units held as of December 31, 2021 at \$0.40 per unit annually.

Note 3 - Calculated based on 17,643,825 D.UN units held as of December 31, 2021 at \$1.00 per unit annually.

(44)

# Appendix 2:

## Net Asset Value Calculations







## NAV Summary (FMV increment over book value)

Asset	Dream Standalone Book Value (\$000's)		Add: Fair Market Value Adjustments (\$000's)	Dream Stand Asset Value	Note Reference	
Other financial assets	\$	193,938	\$54,846	\$	248,784	1
Condominium inventory		250,007	51,013		301,020	2
Land inventory		469,608	385,500		855,108	3
Recreational properties		65,077	105,514		170,591	4
Equity accounted investments (EAI)		673,234	129,108		802,342	5
Intangible asset		43,000	398,150		441,150	6
Cash and other net assets		(239,585)	-		(239,585)	
Total Shareholder's Equity	\$	1,455,279	\$1,124,131		\$2,579,410	
Total Shareholder's Equity per Share		\$33.97	\$26.24		\$60.22	
Market Price					\$40.81	
Discount to NAV					-33%	

#### Notes

1. Refer to MPCT Financial Assets calculation below

2. Refer to 31A Parliament calculation in UD Lands below

**3.** Refer to Western Canada Lands calculation below

4. Refer to Arapahoe Basin calculation below

**6.** Refer to Asset Management calculation in section below

46

5. EAI is comprised of investments in Dream Office (see Financial Assets,

below), Canary Commons, and Canary Block 13 (UD Lands, below)



## Fair Value Adjustment – Financial Assets

Stand Alone Book Value	Dream Impact Trust \$95.6 M	Dream Office REIT \$521.4 M	dream impact trust	<b>drear</b> office
Total Units Owned	18.2 M	17.6 M		
/alue per Unit	\$8.25	\$31.49		
air Market Value (FMV)	\$150.4 M	\$555.6 M		
IV Adjustment	\$54.8 M	\$34.2 M		
MV Adjustment per Share	\$1.28	\$0.80		
otal FMV Adjustment	\$89.0 M			
otal FMV Adj. per Share	\$2.08			

As at Q4/21 our financial assets holdings included 18.2M units of Dream Impact Trust (representing a ~28% ownership interest), and 17.6M units of Dream Office REIT (representing a ~33% ownership interest). We use Dream Impact Trust's book equity per share to value our ownership of Dream Impact Trust while we use Dream Office REIT's NAV per share to value our ownership in the Dream Office REIT. We believe this most accurately reflects the respective values of both entities.

## 2 Fair Value Adjustment Urban Development Lands

	Canary Commons <sup>1</sup>	Canary Block 13	31A Parliament
Book Value		\$17.3 M	\$22.1 M
Total Density <sup>2</sup>		289,000 sf	365,500 sf
Land Value		\$250 psf	\$200 psf
Fair Market Value	\$40.0 M	\$72.3 M	\$73.1 M
Fair Market Value (FMV) Adjustment	\$40.0 M	\$54.9 M	\$51.0 M
FMV Adj. per Share	\$0.93	\$1.28	\$1.19
Total FMV Adjustment		\$145.9 M	
Total FMV Adjustment p	\$3.41		



FMV based on expected profit to be realized within next 6 months upon unit occupancies
Total density is presented at DRM share, which is 50% for both Canary Block 13 and 31A
Parliament

31A Parliament in the Distillery District, Toronto, ON

Urban Development NAV is comprised of Canary Commons, Canary Block 13, and 31A Parliament, all sites centrally-located in the east end of downtown Toronto. Canary Commons is a 401-unit development with remaining occupancies expected within the next 6 months. Canary Block 13 and 31A Parliament are both future development sites. At completion, Block 13 will comprise 682 residential units while 31A Parliament will have 515 residential units and 342,000 sf of commercial GLA.

(48)



## 3

## NAV Fair Value Adjustment Western Canada

	Land Held for Development	Land Under Development
Book Value	\$355.4 M	\$109.8 M
Fair Market Value (FMV)	8,712 acres	Book Value x 1.4X
	x \$80,000/acre1	(profit on land developed)
	\$697.0M	\$153.7M
FMV Adjustment	\$341.6 M	\$43.9 M
FMV Adj. per Share	\$7.97	\$1.03
Total FMV Adjustment		\$385.5 M
Total FMV Adjustment per Share		\$9.00



Brighton, Saskatoon

Dream owns ~9,000 acres of land in Saskatoon and Regina, Saskatchewan and Calgary and Edmonton, Alberta. Dream develops next-generation master-planned communities, including thriving retail, inclusive public spaces, single-family homes, and multi-family rentals.

(49)







### Fair Value Adjustment – Arapahoe Basin

Book Value	\$33.9 M
Adjusted EBITDA	\$10.7 M
EBITDA Multiple	13.0 x
Fair Market Value (FMV)	\$139.4 M
FMV Adjustment	\$105.5 M
FMV Adj. per Share	\$2.46



Arapahoe Basin, Colorado

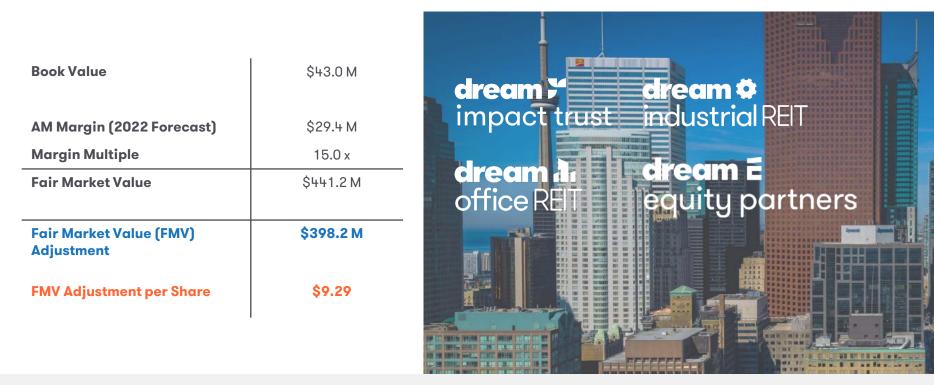
Arapahoe Basin is a ski hill located in Colorado and is wholly owned by Dream. Its ski operations run from October to June, one of the longest seasons in Colorado (conditions dependent). The resort has a summit elevation of over 13,000 feet.



### (51

## 5

## Fair Value Adjustment – Asset Management



Our asset management business represents a source of high-quality, stable recurring income. In 2021 we completed \$3 billion in acquisitions between Dream Industrial REIT and Dream Impact Trust, and ended the year with \$15.1 billion in total AUM between our public REITs, Dream Impact Trust, and private funds. We apply a 15x multiple to our forecasted 2022 asset management margin. **Deb Starkman** Chief Financial Officer T: 416.365.4124 E: dstarkman@dream.ca

**Kimberly Lefever** Director, Investor Relations T: 416.365.6339 E: klefever@dream.ca



