

**dream** 

# Supplemental Information

Q2 2024

*All numbers are as at June 30, 2024 unless otherwise stated. All currency is in Canadian dollars unless otherwise stated.*

# Letter from the Chief Responsible Officer



**Michael Cooper**

Founder & Chief  
Responsible Officer

As a whole, our Company is performing very well as we continue to focus on growing our residential rental portfolio, expanding our asset management business and building on our strong start to the year in Western Canada.

Our residential rental portfolio includes over 2,700 units in the Greater Toronto Area, National Capital region and Western Canada, which is 95% occupied as of quarter end, excluding developments in initial lease up. We continue to lease up our recently completed residential rentals, including Maple House at Canary Landing (68% occupied as of August 12, 2024), Aalto II at Zibi (69% occupied) and The Teal and Brighton Towns on Delainey in Saskatoon (100% of available units occupied), all of which will be added to our portfolio of stabilized properties and continue to grow that business. We also began construction at Dream LeBreton in Ottawa, which will contribute another 608 units to our portfolio on completion in 2027 and is financed with a government affiliated construction loan.

Our asset management business had a strong quarter, as we crystallized \$16 million in carried interest on the Dream US Industrial Fund in June.

We are actively pursuing several new opportunities to grow our platform that we hope can contribute to income in the next 12 months. Since the end of 2022, our fee earning assets under management have grown by \$7.5 billion and assets under management are up 44%.

Our Western Canada business continues to perform well, generating \$66 million in revenue and \$31 million in net margin this quarter, largely driven by the sale of two land parcels in Edmonton. We have secured an additional \$185 million in revenue for the second half of 2024 and 2025. Along with the income properties we are building in Brighton and Alpine Park, we believe there is significant value attributable to these holdings.

We have maintained ample liquidity of \$281 million as of quarter end and expect our liquidity to increase in excess of \$100 million when the sale of Arapahoe Basin closes.

Thank you for your continued support and interest in Dream.

# Performance Highlights

**\$25 billion**  
assets under management<sup>2</sup>

**\$11.6 million**  
Q2 NOI<sup>5</sup> from stabilized  
assets

**\$29.58**  
book value per share<sup>4</sup>

This quarter we generated standalone funds from operations<sup>3</sup> (“FFO”) of \$0.55 per share, up from \$0.12 in the second quarter of 2023. We generated FFO<sup>3</sup> of \$32.5 million (\$0.77 per share) for the quarter from our recurring income and development businesses, well in excess of our fixed costs<sup>8</sup> of \$15.5 million.

## *Recurring income:*

- In the second quarter, revenue and net operating income<sup>5</sup> for our portfolio of stabilized properties was \$28.2 million and \$11.6 million on a standalone basis, up by \$3.3 million and \$3.6 million, respectively, driven by the stabilization of three retail properties in Western Canada, higher occupancy at the Distillery District and improved yields and cost savings at Arapahoe Basin.
- We continue to lease up our recently completed residential rentals, including Maple House at Canary Landing (68% occupied as of August 12, 2024), Aalto II at Zibi (69% occupied) and The Teal and Brighton Towns on Delainey in Saskatoon (100% of available units occupied). Our stabilized residential rentals maintained strong occupancy of 95% as of quarter-end.
- Included in asset management revenue and net margin for the quarter was \$15.7 million in carried interest earned as the manager of Dream US Industrial Fund, a US \$1.1 billion private fund that invests in high-quality core, core+, value-add and development industrial assets across the US.

## *Development:*

- In the second quarter, our Western Canada development segment generated revenue and net margin of \$65.9 million and \$30.9 million, an increase of \$54.7 million and \$31.3 million over 2023, primarily driven by two parcel sales in Edmonton (previously reflected in Q1 2024 FFO) and an increase in lot sales.
- This quarter we sold 80 lots, 146 acres and 28 houses in Western Canada. As of June 30, 2024, we had approximately \$244.4 million in land commitments for 2024 and 2025 (including YTD activity), up by \$88 million from year-end.

## *Return to Shareholders:*

- In the second quarter, we returned \$9.2 million to our shareholders through \$6.3 million in dividends and \$2.9 million share buybacks.



## Development

\$2.9 billion AUM<sup>2</sup>



**Western Canada**  
~8,800 acres

## Recurring Income Assets

\$3.6 billion AUM<sup>2</sup>



**Stabilized Assets:**  
Distillery District  
Arapahoe Basin  
Multi-family rentals

## Asset Management

\$18.9 billion AUM<sup>2</sup>



**4 Public Funds &  
4 Private Funds**

# Our Land Bank

We have 8,800 acres of land available for development in Western Canada

Our most valuable land positions include **2,761** acres at **Holmwood** in Saskatoon and **1,555** acres at **Providence** in Calgary.

**3,071 acres**

Saskatoon, SK

**3,259 acres**

Regina, SK

**1,753 acres**

Calgary, AB

**707 acres**

Edmonton, AB

**\$5.94**

division book value per share<sup>4</sup>

**\$27.4M**

division YTD FFO<sup>3</sup>

# 2024 and 2025 Sales Under Commitment



	Lot Commitments	Acre Commitments	Total Committed Revenue	Revenue Recognized to Date
<b>2024</b>	578	235	\$192.7M	\$59.2M
<b>2025</b>	40	37	\$51.7M	N/A
<b>Total</b>	<b>618</b>	<b>272</b>	<b>\$244.4M</b>	<b>\$59.2M</b>

# Holmwood (Saskatoon) Rental Pipeline

We have nearly 400 residential rental units in our development pipeline expected to occupy over the next 3 years as they are completed in sequence



	Product Type	Occupancy/ stabilization period	Total rental units at completion	In-place committed occupancy*
<b>The Wren (Brighton Village Rental I)</b>	Apartment & Townhomes	Q3 2021	136	100%
<b>Underhill Road (Block 135)</b>	Single Family	Q4 2023	21	100%
<b>The Teal (Brighton Village Rental II)</b>	Apartment	Q3 2024	120	84%
<b>Brighton Towns on Delainey (Block 124)</b>	Townhomes	2024-25	95	28%
<b>Cowessess Road (Block 166)</b>	Single Family	2024-25	42	n/a
<b>Block JK Townhome Rentals</b>	Townhomes	2024-25	15	n/a
<b>Brighton Village Rentals III</b>	Apartment	2026	125	n/a
<b>Total units</b>			<b>554</b>	

\* As of June 30, 2024.

# Division Overview

## Multi-family Rental (Market and Affordable)



Located in core urban areas including the GTA and National Capital Region, in addition to mid-rise apartments in Western Canada and a portfolio of U.S. garden-style housing.

Dream has \$216 million of apartments with \$137 million under development and a sizable pipeline supporting the creation of a larger purpose-built rental

*Brighton Rentals, Saskatoon*

## Retail/Commercial Properties



Retail/commercial/office GLA across North America, including the Distillery District in Toronto.

Dream has 7.0 million sq ft of recurring retail and commercial with 3.9 million sq ft under development and will continue to add properties as our communities grow and require more retail.

*Brighton Marketplace, Saskatoon*

## Arapahoe Basin



Our 1,428 acre ski area located in Colorado, with one of the longest ski seasons in North America.

Arapahoe Basin has been sold to Alterra Mountain Company subject to regulatory approvals.

*Arapahoe Basin, Colorado*

**\$7.55**

division book value per share<sup>4</sup>

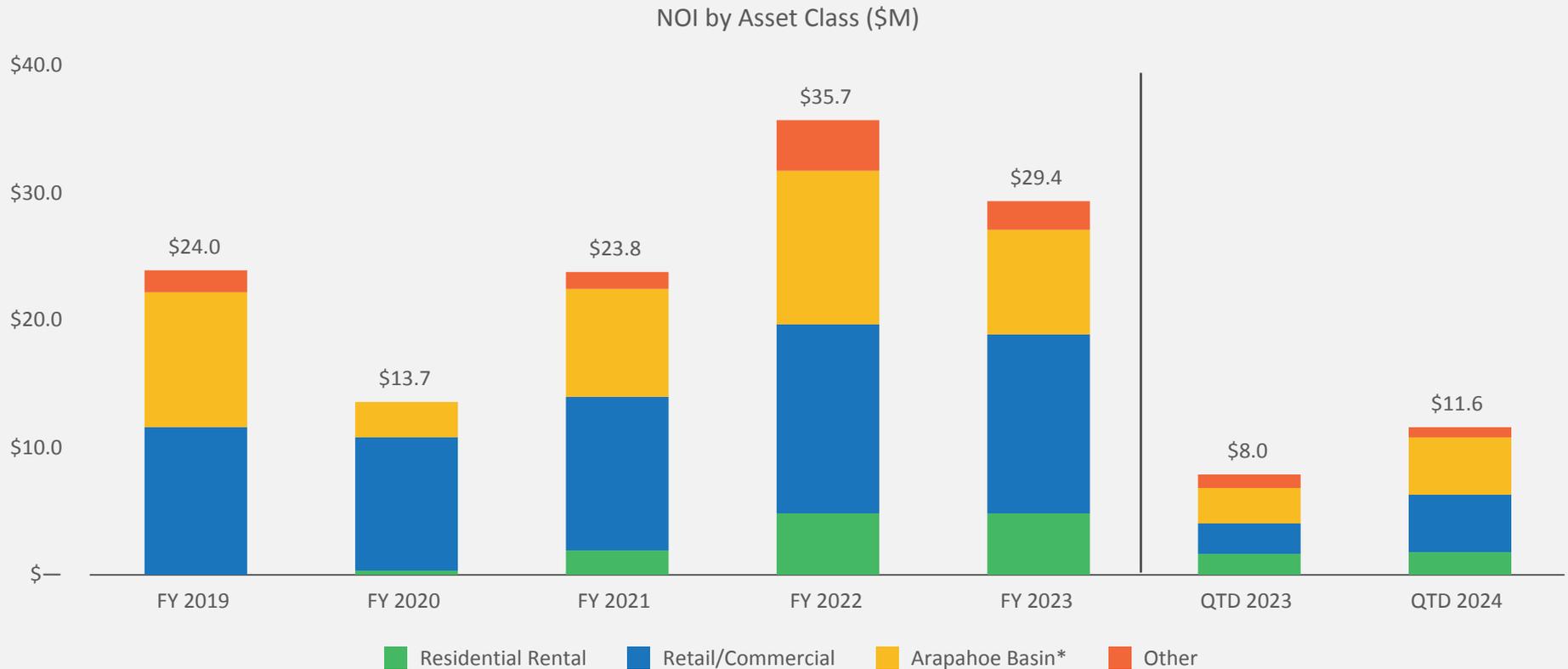
**\$19.7M**

division YTD FFO<sup>3</sup>

# Increasing NOI from Income & Recreational Properties<sup>5</sup>

Dream has income properties of \$844 million and growing, which will continue to become a larger part of the Company's assets and income.

The increase in NOI<sup>5</sup> as well as increased diversification of income producing assets both by asset class and geography illustrates our transition to holding these assets once built.



\* Arapahoe Basin is subject to a sale agreement.

NOI presented on a standalone basis. Refer to the "Non-GAAP Measures and Other Disclosures" section in the appendix for further details.

# Division Overview - Publicly Traded Vehicles



## Dream Impact Trust

TSX: MPCT.UN

MPCT.UN is Canada's first publicly traded vehicle focused on impact investing.

\$1.6 billion  
total portfolio assets\*

Five Star  
GRESB Score



## Dream Office REIT

TSX: D.UN

D.UN is focused on owning, leasing and managing well located office properties. The current portfolio includes 5.1M sf of GLA.

\$2.7 billion  
total assets

Five Star  
GRESB Score



## Dream Industrial REIT

### Dream Industrial REIT

TSX: DIR.UN

DIR.UN owns and operates 339 properties across Canada, U.S. and Europe. The current portfolio includes 71.9M sf of GLA.

\$8.0 billion  
total assets

95.0%  
portfolio  
occupancy



## Dream Residential REIT

### Dream Residential REIT

TSX: DRR.U, DRR.UN

DRR.U owns and operates 15 garden-style multi-residential properties across the U.S.

3,300  
total units

94.0%  
portfolio  
occupancy

# Division Overview - Private Vehicles



## Dream Impact Fund

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.

**\$642 million**

total assets

**\$246 million**

of capital raised



## Dream U.S. Industrial Fund

Dream U.S. Industrial Fund invests in high-quality core, core+, value-add and development industrial assets across the U.S.

**US \$1.1 billion**

total assets

**94.6%**

portfolio occupancy



## Dream U.S. Multi-family

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

**US \$504 million**

total assets

**2,844**

garden-style units



## Dream Summit Industrial JV

Dream Industrial REIT partnered with GIC, a global sovereign wealth fund, in 2023 to acquire Summit Industrial REIT in an all-cash transaction.

**\$6.6 billion**

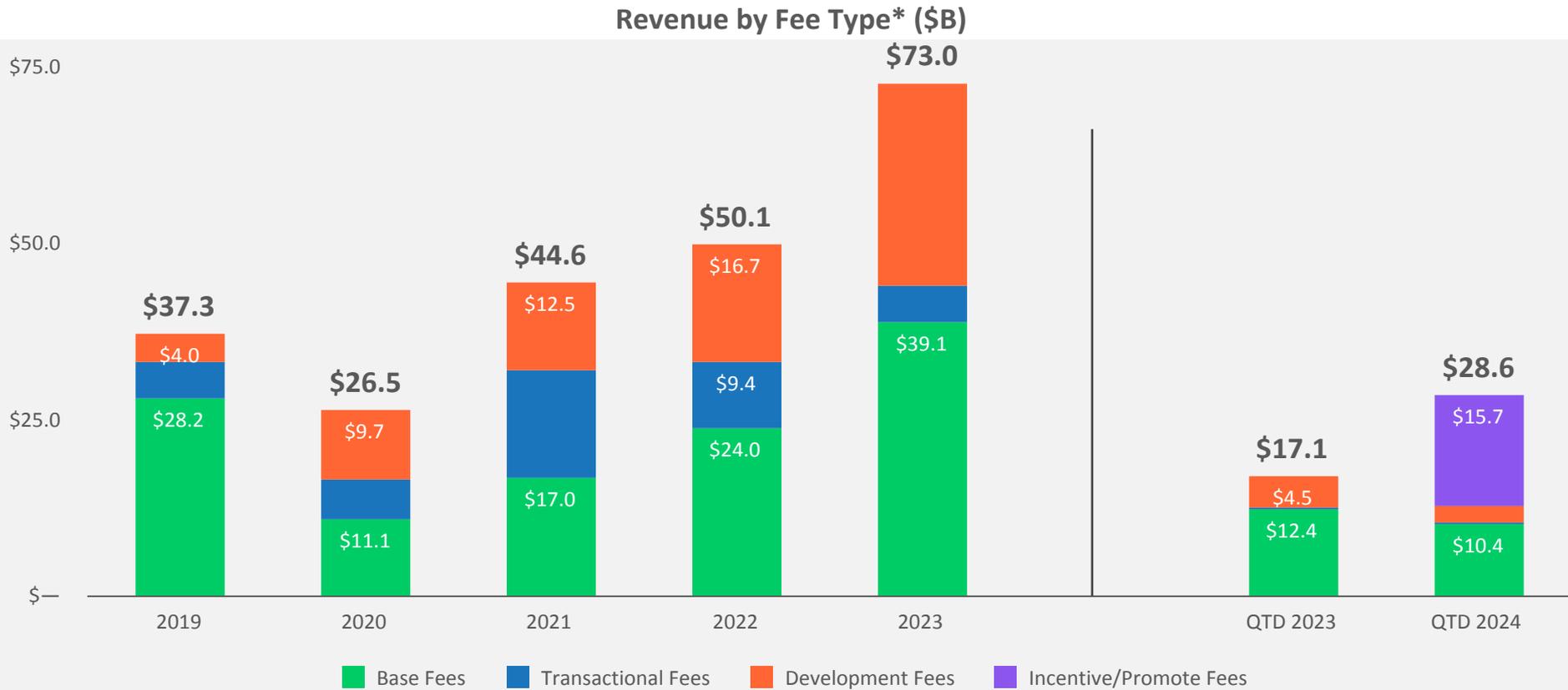
total assets

Dream partnered with a global sovereign wealth fund to establish a land venture for the development of industrial assets in southern Ontario.

**\$1.5 billion**

total development costs

# Asset Management Revenue by Fee Type



\* 2019 and 2020 excludes one-time fees related to the disposition of Dream Global REIT.  
 Note: all figures presented on a standalone basis.

# Dream Group Holdings



Dream Impact Fund

Dream Office REIT

Dream Impact Trust

Dream Residential REIT

Units owned	5.8M	5.9M	6.4M	2.3M
% ownership	38.4%	31.3%	35.8%	11.9%

# June 30, 2024 Balance Sheet - Standalone

Assets	Standalone by Division						
		Income & Recreational Properties	Asset Management	Dream Group Unit Holdings	Urban Development	Western Canada Development	Corporate & Other
Investment Properties	753.9	753.9	—	—	—	—	—
<i>Stabilized</i>	542.4	542.4	—	—	—	—	—
<i>Under development</i>	211.5	211.5	—	—	—	—	—
Recreational Properties	39.6	39.6	—	—	—	—	—
Land	465.5	—	—	—	—	465.5	—
Housing	53.3	—	—	—	—	53.3	—
Condominiums	329.2	—	—	—	329.2	—	—
Intangible Asset	43.0	—	43.0	—	—	—	—
Dream Group Holdings	441.9	—	—	441.9	—	—	—
Other Assets**	624.5	50.6	—	—	—	—	573.9
<b>Total Assets</b>	<b>2,750.9</b>	<b>844.1</b>	<b>43.0</b>	<b>441.9</b>	<b>329.2</b>	<b>518.8</b>	<b>573.9</b>
<b>Liabilities &amp; Shareholders' Equity</b>							
Debt	1,067.8	513.2	—	56.0	230.1	268.5	—
<i>Mortgage + term debt</i>	405.2	394.8	—	—	10.4	—	—
<i>Construction loan</i>	202.5	116.1	—	—	54.1	32.3	—
<i>Land loan</i>	167.9	2.3	—	—	165.6	—	—
<i>Operating line</i>	68.1	—	—	—	—	68.1	—
<i>Corporate facility</i>	224.1	—	—	56.0	—	168.1	—
Other Liabilities**	436.2	12.5	—	—	—	—	423.7
Total Liabilities	1,504.0	525.7	—	56.0	230.1	268.5	423.7
Shareholder's Equity	1,246.9	318.4	43.0	385.9	99.1	250.3	150.2
<b>Total Liabilities &amp; Shareholder's Equity</b>	<b>2,750.9</b>	<b>844.1</b>	<b>43.0</b>	<b>441.9</b>	<b>329.2</b>	<b>518.8</b>	<b>573.9</b>
<b>Book value per share<sup>4,***</sup></b>	<b>\$29.58</b>	<b>\$7.55</b>	<b>\$1.02</b>	<b>\$9.15</b>	<b>\$2.35</b>	<b>\$5.94</b>	<b>\$3.56</b>

Total Shares Outstanding as of June 30, 2024

42.0 million

**\$22.58**

Current Share Price\*

\* Share price as of August 12, 2024.

\*\* Includes working capital, capital assets, deferred tax liabilities and certain equity accounted investments.

\*\*\*Book value reflects our investments in certain assets at cost/IFRS rather than adjusting to fair value. Please refer to our September 6, 2023 investor day presentation posted at www.dream.ca for our view of NAV as of that date.

# Composition of FFO<sup>3</sup>

	Quarter-to-date							
	June 30, 2024		June 30, 2023					
Asset Management	\$	19,828	\$	9,404	\$	25,871	\$	16,696
Dream Group Unit Holdings		5,357		5,509		10,849		14,266
Stabilized Assets - GTA/Ottawa		176		1,310		(563)		(1,091)
Stabilized Assets - Western Canada		1,251		1,073		1,815		1,292
Arapahoe Basin		4,219		2,293		18,452		14,108
<b>Subtotal - Recurring Income</b>		<b>30,831</b>		<b>19,589</b>		<b>56,424</b>		<b>45,271</b>
Development - GTA/Ottawa		151		(2,630)		(731)		(4,417)
Development - Western Canada		1,483		(1,961)		27,357		(5,776)
<b>Subtotal - Development</b>		<b>1,634</b>		<b>(4,591)</b>		<b>26,626</b>		<b>(10,193)</b>
Corporate & Other		(9,156)		(9,819)		(18,221)		(18,371)
<b>Dream standalone FFO</b>		<b>23,309</b>		<b>5,179</b>		<b>64,829</b>		<b>16,707</b>
Shares outstanding, weighted average		42,151,148		42,801,680		42,152,205		42,738,729
<b>Dream standalone FFO per share</b>	\$	<b>0.55</b>	\$	0.12	\$	<b>1.54</b>	\$	0.39



Appendix:

# Non-GAAP Measures and Other Disclosures

## Disclaimers - Specified Financial Measures and Other Disclosures - Dream

Throughout this presentation, there are references to certain non-GAAP financial measures and ratios and supplementary financial measures in respect of Dream, including: assets under management, fee earning assets under management, net operating income, net asset value and net asset value per share<sup>1</sup> as well as other measures discussed elsewhere in this presentation, which management believes are relevant in assessing the economics of the business of Dream. These performance and other measures are not financial measures under GAAP and may not be comparable to similar measures disclosed by other issuers. However, we believe that they are informative and provide further insight as supplementary measures of financial performance, financial position or cash flow, or our objectives and policies, as applicable. Certain additional disclosures such as the composition, usefulness and changes, and reconciliations, as applicable, of the non-GAAP financial measures and ratios and supplementary financial measures included in this presentation have been incorporated by reference from the management's discussion and analysis of Dream for the three and six months ended June 30, 2024, dated August 13, 2024 ("MD&A") under the section "Non-GAAP Measures and Other Disclosures", which is available on SEDAR+ ([www.sedarplus.com](http://www.sedarplus.com)) under Dream's profile.

### Non-GAAP Ratios and Financial Measures

**"Dream Impact Trust & Consolidation and fair value adjustments"** represent certain IFRS adjustments required to reconcile Dream standalone and Dream Impact Trust results to the consolidated results as at June 30, 2024 and December 31, 2023. Management believes Dream Impact Trust & Consolidation and fair value adjustments provides investors useful information in order to reconcile it to the Dream Impact Trust financial statements.

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 and adjustments to reflect Dream's direct ownership of our partnerships. Refer to the "Segmented Assets and Liabilities" and "Segmented Statement of Earnings" sections of the Annual MD&A for a reconciliation of Dream standalone to the results to the consolidated financial statements. The most direct comparable financial measure to Dream standalone is consolidated Dream. 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.

**"Dream standalone adjustments"** represents certain adjustments required to reflect the Company's direct interest in net assets and earnings of our partnerships. Management believes Dream standalone adjustments provides investors useful information in order to view Dream's statement of financial position and statement of earnings in a presentation that reflects the Company's interest in net assets and earnings from our direct interest in those partnerships. The adjustments included in the calculation of Dream standalone adjustments have been listed below.

1. Proportionately consolidates all material equity accounted investments held directly by Dream with the exception of our ownership in Dream Impact Trust, Dream Office REIT and Dream Residential REIT;
2. Adjusts for the full consolidation of our interest in Dream Impact Fund to Dream Group Holdings;
3. Adjusts for the defeased portion of Distillery District mortgage debt and eliminates the associated bond portfolio;
4. Adjusts the corporate debt facility to Dream Group Holdings (25%) and Western Canada Development (75%) based on the collateral pledged.

**"Dream standalone FFO"** and **"Dream adjusted standalone FFO"** are non-GAAP financial measures that we consider key measures of our financial performance on a pre-tax basis. Dream standalone FFO is calculated as the sum of FFO for all of our divisions, excluding Dream Impact Trust and consolidation adjustments, and Dream adjusted standalone FFO is calculated as Dream standalone FFO (a non-GAAP financial measure) adjusted to proportionately consolidate all equity accounted investments with the exception of our ownership in Dream Impact Trust, Dream Office REIT and Dream Residential REIT at Dream's standalone ownership interest and adjusts for the defeased portion of Distillery District mortgage debt and eliminates the associated bond portfolio. We use Dream standalone FFO and Dream adjusted standalone FFO to assess operating results and the performance of our businesses on a divisional basis. Dream standalone FFO is a component of Dream standalone FFO per unit, a non-GAAP ratio, and Dream adjusted standalone FFO is a component of Dream adjusted standalone FFO per unit, a non-GAAP ratio.

We use FFO to assess our performance as an asset manager and separately as an investor in our divisions on a pre-tax basis. FFO includes the fees that we earn from managing capital as well as our share of revenues earned and costs incurred within our operations, which include interest expense and other costs. Specifically, FFO includes the impact of contracts that we enter into to generate revenue, including asset management agreements, contracts that our operating businesses enter into such as leases, operational results at our recreational properties and sales of inventory. FFO also includes the impact of changes in borrowings or the cost of borrowings as well as other costs incurred to operate our business.

We exclude depreciation and amortization from FFO as we believe that the value of most of our assets typically increases over time, provided we make the necessary maintenance expenditures, the timing and magnitude of which may differ from the amount of depreciation recorded in any given period. In addition, the depreciated cost base of our assets is reflected in the ultimate realized disposition gain or loss on disposal. As noted above, unrealized fair value changes are excluded from FFO until the period in which the asset is sold. We also exclude income tax expense from FFO as management reviews divisional performance on a pre-tax basis given the diversified nature of our business.

FFO is a commonly used measure of performance of real estate operations; however, it does not represent net income or cash flows generated from operating activities, as defined by IFRS, and it is not necessarily indicative of cash available for the Company's needs. Our definition of FFO differs from the definition used by other organizations, as well as the definition of FFO used by the Real Property Association of Canada ("REALPAC"). We do not use FFO as a measure of cash generated from our operations.

Dream standalone FFO and Dream adjusted standalone FFO are not financial measures under IFRS and may not be comparable to similar measures disclosed by other issuers. Refer to the "Funds From Operations" section of the Annual MD&A and the Interim MD&A for a reconciliation of these non-GAAP measures to net income, in each case the most directly comparable financial measure and for further details on the components of Dream standalone FFO and Dream adjusted standalone FFO.

## FFO by division:

FFO by division: <i>(in thousands of dollars, except per share and outstanding share amounts)</i>	For the three months ended June 30,		For the six months ended June 30,	
	2024	2023	2024	2023
Asset management <sup>(i)</sup>	\$ 19,828	\$ 9,404	\$ 25,871	\$ 16,696
Dream group unit holdings <sup>(ii)</sup>	5,357	5,509	10,849	14,266
Stabilized assets - GTA/Ottawa	176	1,310	(563)	(1,091)
Stabilized assets - Western Canada	1,251	1,073	1,815	1,292
Arapahoe Basin	4,219	2,293	18,452	14,108
Development - GTA/Ottawa	151	(2,630)	(731)	(4,417)
Development - Western Canada	1,483	(1,961)	27,357	(5,776)
Corporate & other	(9,156)	(9,819)	(18,221)	(18,371)
<b>Dream standalone FFO</b>	<b>\$ 23,309</b>	<b>\$ 5,179</b>	<b>\$ 64,829</b>	<b>\$ 16,707</b>
Shares outstanding, weighted average	42,151,148	42,801,680	42,152,205	42,738,729
Dream standalone FFO per share	\$ 0.55	\$ 0.12	\$ 1.54	\$ 0.39

<sup>(i)</sup> Asset management includes our asset and development management contracts with the Dream group of companies and management fees from our private asset management business, along with associated costs. Included in asset management for the three and six months ended June 30, 2024 are asset management fees from Dream Impact Trust received in the form of units of \$302 and \$792, respectively (three and six months ended June 30, 2023 - \$762 and \$2,141, respectively). These fees are received in the form of units effective April 1, 2019. Had the asset management fees been paid in cash, rather than in units, the fees earned for the three and six months ended June 30, 2024 were \$3,593 and \$7,210, respectively (three and six months ended June 30, 2023 - \$3,369 and \$6,664, respectively).

<sup>(ii)</sup> Dream group unit holdings includes our proportionate share of funds from operations from our 31.3% effective interest in Dream Office REIT and 11.9% effective interest in Dream Residential REIT, along with distributions from our 35.8% interest in Dream Impact Trust. Included in Dream group unit holdings for the three and six months ended June 30, 2024 are distributions from Dream Impact Trust received in the form of units of \$nil and \$653, respectively (three and six months ended June 30, 2023 - \$877 and \$2,530, respectively).

<i>(in thousands of dollars)</i>	For the three months ended June 30,		For the six months ended June 30,	
	2024	2023	2024	2023
Dream consolidated net income (loss)	\$ 64,195	\$ (74,253)	\$ 73,729	\$ (39,652)
Add/(deduct) financial statement components not included in FFO:				
Fair value changes in investment properties	11,692	9,028	9,146	6,035
Fair value changes in financial instruments	—	(308)	—	(401)
Share of earnings (loss) from Dream Office REIT and Dream Residential REIT	(4,991)	108,584	(6,375)	107,268
Fair value changes in equity accounted investments	(6,193)	1,530	4,521	1,438
Adjustments related to Dream Impact Trust units	(13,378)	(36,047)	(30,694)	(77,455)
Adjustments related to Impact Fund units	(6,431)	(266)	(5,263)	156
Depreciation and amortization	(125)	2,116	1,787	4,029
Income tax recovery	(4,654)	(13,702)	(2,091)	(6,653)
Share of Dream Office REIT FFO	4,792	6,394	9,066	11,015
Share of Dream Residential REIT FFO	\$ 565	539	\$ 1,130	\$ 1,101
<b>Dream consolidated FFO</b>	<b>\$ 45,472</b>	<b>\$ 3,615</b>	<b>\$ 54,956</b>	<b>\$ 6,881</b>
Less: Dream Impact Trust & consolidation adjustments <sup>(iii)</sup> & other adjustments	\$ 22,163	\$ (1,564)	\$ (9,873)	\$ (9,826)
<b>Dream Adjusted Standalone FFO</b>	<b>\$ 23,309</b>	<b>\$ 5,179</b>	<b>\$ 64,829</b>	<b>\$ 16,707</b>

<sup>(iii)</sup> Included within consolidation adjustments in the three and six months ended June 30, 2024 is income of \$362 and \$821, respectively attributable to non-controlling interest (three and six months ended June 30, 2023 - \$368 and \$439, respectively in losses).

**“Net operating income”** represents revenue, less (i) direct operating costs and (ii) selling, marketing, depreciation and other indirect costs, but including: (iii) depreciation; and (iv) general and administrative expenses. The most directly comparable financial measure to net operating revenue is net margin. This non-GAAP measure is an important measure used by management to assess the profitability of the Company's recurring income segment. Net operating income for the recurring income segment for the three and six months ended June 30, 2024 and 2023 is calculated and reconciled to net margin as follows:

	For the three months ended June 30,		For the six months ended June 30,	
	2024	2023	2024	2023
Net margin	\$ 37,060	\$ 18,508	\$ 62,022	\$ 41,435
Add: Depreciation	120	1,537	1,616	3,007
Add: General and administrative expenses	409	837	1,136	1,699
Net operating income	\$ 37,589	\$ 20,882	\$ 64,774	\$ 46,141

**“Net operating income for investment and recreational properties”** represents revenue, less (i) direct operating costs. The most directly comparable financial measure to net operating income for investment and recreational properties is gross margin. This non-GAAP measure is an important measure used by management to assess the profitability of the Company's recurring income segment. Net operating income for investment and recreational properties for the three months ended June 30, 2024 and 2023 and the comparative periods are calculated and reconciled to gross margin as follows:

	For the year ended December 31,					For the three months ended June 30,	
	2019	2020	2021	2022	2023	2024	2023
Net operating income	\$ 347,833	\$ 27,222	\$ 40,415	\$ 63,574	\$ 84,802	\$ 37,589	\$ 20,882
Less: asset management net operating income	300,365	9,118	17,594	19,211	37,212	20,204	8,143
Add: equity accounted investment and recreational properties net operating income	632	1,594	3,734	3,381	2,547	1,032	128
Less: Non-controlling interest	—	—	2,100	9,826	14,403	3,361	3,879
Less: Dream Impact Trust & Consolidation and fair value adjustments	24,149	5,971	659	2,200	6,337	3,496	985
<b>Net operating income for investment and recreational properties</b>	<b>\$ 23,951</b>	<b>\$ 13,727</b>	<b>\$ 23,796</b>	<b>\$ 35,718</b>	<b>\$ 29,397</b>	<b>\$ 11,560</b>	<b>\$ 8,003</b>

### 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.

Assets under management may also be classified by asset class i.e. office, residential, industrial, development. Certain asset classes are held by multiple Dream entities.

**"Available liquidity"** represents Dream's standalone corporate and wholly-owned project-level cash and revolving debt facilities, including the operating line – Western Canada and margin loan, to cover the Company's capital requirements including acquisitions and working capital. 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.

**"Fee earning assets under management"** represents assets under management that are managed under contractual arrangements that entitle the Company to earn asset management revenue calculated as the total of: (i) 100% of the purchase price of client properties, assets and/or indirect investments subject to asset management agreements; (ii) 100% of the carrying value of gross assets of the underlying development project subject to development management agreements; and (iii) 100% of the carrying value of specific Dream Office REIT redevelopment properties subject to a development management addendum under the shared services agreement with Dream Office REIT, without duplication.

**"Gross margin %"** is an important measure of operating earnings in each business segment of Dream and represents gross margin as a percentage of revenue. Gross margin represents revenue, less direct operating costs, excluding selling, marketing, depreciation and other operating costs.

**"Net margin %"** is an important measure of operating earnings in each business segment of Dream and represents net margin as a percentage of revenue.

## Segmented Assets and Liabilities

As at June 30, 2024

	Recurring Income	Development	Corporate & other	Consolidated Dream	Less: Dream Impact Trust <sup>(1)</sup>	Less: Consolidation & fair value adjustments <sup>(*)</sup> and Dream standalone adjustments <sup>(*)</sup>	Dream Standalone
<b>Assets</b>							
Cash and cash equivalents	\$ 40,514	\$ 33,800	\$ 24,995	\$ 99,309	\$ 10,045	\$ 11,056	\$ 78,208
Accounts receivable	46,928	201,905	5,037	253,870	3,064	(100,092)	350,898
Other financial assets <sup>(**)</sup>	46,490	43,870	12,985	103,345	13,237	44,161	45,947
Housing inventory	—	53,286	—	53,286	—	—	53,286
Condominium inventory	—	278,826	—	278,826	—	(50,376)	329,202
Land inventory	—	465,542	—	465,542	—	—	465,542
Investment properties	1,513,761	256,135	—	1,769,896	277,227	738,806	753,863
Recreational properties	39,648	—	—	39,648	—	—	39,648
Equity accounted investments	409,180	284,413	—	693,593	386,614	265,549	41,430
Capital and other operating assets	3,782	36,382	13,749	53,913	3,073	(6,592)	57,432
Intangible asset	—	—	—	—	—	(43,000)	43,000
Assets held for sale	50,556	—	—	50,556	—	—	50,556
Dream Group Holdings	—	—	—	—	—	(441,908)	441,908
<b>Total Assets</b>	<b>\$ 2,150,859</b>	<b>\$ 1,654,159</b>	<b>\$ 56,766</b>	<b>\$ 3,861,784</b>	<b>\$ 693,260</b>	<b>\$ 417,604</b>	<b>2,750,920</b>
<b>Liabilities</b>							
Accounts payable and other liabilities	\$ 32,729	\$ 176,422	\$ 12,702	\$ 221,853	\$ 7,134	\$ (58,684)	\$ 273,403
Income and other taxes payable <sup>(***)</sup>	—	—	11,661	11,661	—	(15,754)	27,415
Provision for real estate development costs	—	59,227	—	59,227	—	(587)	59,814
Debt	1,113,750	460,750	298,929	1,873,429	278,176	527,434	1,067,819
Dream Impact Trust units <sup>(***)</sup>	—	—	39,903	39,903	—	39,903	—
Dream Impact Fund units <sup>(***)</sup>	—	—	108,142	108,142	—	108,142	—
Deferred income taxes <sup>(***)</sup>	—	—	84,899	84,899	(13,535)	35,447	62,987
Liabilities associated with assets held for sale	12,534	—	—	12,534	—	—	12,534
<b>Total Liabilities</b>	<b>\$ 1,159,013</b>	<b>\$ 696,399</b>	<b>\$ 556,236</b>	<b>2,411,648</b>	<b>\$ 271,775</b>	<b>\$ 635,901</b>	<b>\$ 1,503,972</b>
<b>Total equity</b>	<b>\$ 991,846</b>	<b>\$ 957,760</b>	<b>\$ (499,470)</b>	<b>1,450,136</b>	<b>\$ 421,485</b>	<b>\$ (218,297)</b>	<b>\$ 1,246,948</b>

\* Refer to the "Non-GAAP Ratios and Financial Measures" section of the Appendix to this presentation entitled "Non-GAAP Measures and Other Disclosures" for the definition of Dream Impact Trust and consolidation and fair value adjustments, Dream standalone adjustments and Dream Standalone", which are non-GAAP financial measures.

\*\* Other financial assets on a Dream standalone basis includes the Company's investment in Dream Impact Trust of \$106.5 million, which is eliminated on a consolidated basis.

\*\*\* Certain liabilities are included in Corporate and other as balances are reviewed on a consolidated basis.

For the three months ended June 30, 2024

	Recurring Income	Development	Corporate and other	Consolidated Dream	Less: Dream Impact Trust <sup>(1)</sup>	Less: Consolidation & fair value adjustments <sup>(2)</sup> and Dream standalone adjustments <sup>(*)</sup>	Dream Standalone
Revenue	\$ 69,651	\$ 108,621	\$ —	\$ 178,272	\$ 6,061	\$ 26,719	\$ 145,492
Direct operating costs	(32,062)	(74,098)	—	(106,160)	(2,459)	(28,999)	(74,702)
Gross margin	\$ 37,589	\$ 34,523	\$ —	\$ 72,112	\$ 3,602	\$ (2,280)	\$ 70,790
Selling, marketing, depreciation and other operating costs	(529)	(10,541)	—	(11,070)	—	(5,744)	(5,326)
Net margin	\$ 37,060	\$ 23,982	\$ —	\$ 61,042	\$ 3,602	\$ (8,024)	\$ 65,464
Fair value changes in investment properties	(11,230)	(462)	—	(11,692)	63	(10,585)	(1,170)
Investment and other income	381	2,614	3,359	6,354	3,168	1,626	1,560
Interest expense	(11,034)	(3,486)	(5,315)	(19,835)	(4,137)	(4,286)	(11,412)
Share of earnings from equity accounted investments	4,747	5,029	—	9,776	(8,541)	13,067	5,250
Net segment earnings (loss)	\$ 19,924	\$ 27,677	\$ (1,956)	\$ 45,645	\$ (5,845)	\$ (8,202)	\$ 59,692
General and administrative expenses <sup>(**)</sup>	—	—	(5,913)	(5,913)	(1,333)	845	(5,425)
Adjustments related to Dream Impact Trust units <sup>(**)</sup>	—	—	13,378	13,378	—	13,378	—
Adjustments related to Dream Impact Fund units <sup>(**)</sup>	—	—	6,431	6,431	—	6,431	—
Income tax (expense) recovery <sup>(**)</sup>	—	—	4,654	4,654	2,422	980	1,252
Net earnings (loss) <sup>(***)</sup>	\$ 19,924	\$ 27,677	\$ 16,594	\$ 64,195	\$ (4,756)	\$ 13,432	\$ 55,519

For the six months ended June 30, 2024

	Recurring Income	Development	Corporate and other	Consolidated Dream	Less: Dream Impact Trust <sup>(1)</sup>	Less: Consolidation & fair value adjustments <sup>(2)</sup> and Dream standalone adjustments <sup>(*)</sup>	Dream Standalone
Revenue	\$ 131,188	\$ 205,335	\$ —	\$ 336,523	\$ 10,726	\$ 85,303	\$ 240,494
Direct operating costs	(66,414)	(166,288)	—	(232,702)	(4,941)	(87,148)	(140,613)
Gross margin	\$ 64,774	\$ 39,047	\$ —	\$ 103,821	\$ 5,785	\$ (1,845)	\$ 99,881
Selling, marketing, depreciation and other operating costs	(2,752)	(20,863)	—	(23,615)	—	(4,835)	(18,780)
Net margin	\$ 62,022	\$ 18,184	\$ —	\$ 80,206	\$ 5,785	\$ (6,680)	\$ 81,101
Fair value changes in investment properties	(15,739)	6,593	—	(9,146)	(2,790)	(9,077)	2,721
Investment and other income	678	3,449	3,116	7,243	5,734	(1,465)	2,974
Interest expense	(21,699)	(5,382)	(9,818)	(36,899)	(8,337)	(8,241)	(20,321)
Share of earnings from equity accounted investments	6,544	27	—	6,571	(12,266)	14,210	4,627
Net segment earnings (loss)	\$ 31,806	\$ 22,871	\$ (6,702)	\$ 47,975	\$ (11,874)	\$ (11,253)	\$ 71,102
General and administrative expenses <sup>(**)</sup>	—	—	(12,294)	(12,294)	(2,916)	2,020	(11,398)
Adjustments related to Dream Impact Trust units <sup>(**)</sup>	—	—	30,694	30,694	—	30,694	—
Adjustments related to Dream Impact Fund units <sup>(**)</sup>	—	—	5,263	5,263	—	5,263	—
Income tax (expense) recovery <sup>(**)</sup>	—	—	2,091	2,091	4,612	1,098	(3,619)
Net earnings (loss) <sup>(***)</sup>	\$ 31,806	\$ 22,871	\$ 19,052	\$ 73,729	\$ (10,178)	\$ 27,822	\$ 56,085

\* Refer to the "Non-GAAP Measures and Other Disclosures" section of this MD&A for the definition of Dream Impact Trust and consolidation and fair value adjustments, Dream standalone adjustments and Dream Standalone, which are non-GAAP financial measures.

\*\* Certain liabilities are included in Corporate and other as balances are reviewed on a consolidated basis.

\*\*\* Dream standalone net earnings for the three and six months ended June 30, 2024 is \$362 and \$821, attributable to non-controlling interest (three and six months ended June 30, 2023 - \$368 and \$439).

## Disclaimers

### Forward Looking Information

Certain information herein contains or incorporates statements that constitute 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, including sizes, density and timelines; our pipeline of multi-family properties; the sale of Arapahoe Basin; and the expected growth of our income properties segment. Forward-looking statements generally can be identified by words such as "objective", "may", "will", "would", "expect", "intend", "estimate", "anticipate", "believe", "should", "could", "likely", "plan", "forecast", "project", "continue", "target", "outlook" or similar expressions suggesting future outcomes or events.

All forward-looking information in this presentation speaks as of the date of this presentation. None of the Dream Entities undertakes or assumes any obligation to update any such forward-looking information, whether as a result of new information, future events or otherwise, except as required by applicable securities law. Additional information about these assumptions and risks and uncertainties is contained in each of Dream's, Dream Office REIT's, Dream Industrial REIT's, Dream Impact's, and Dream Residential REIT's filings with securities regulators, including each Dream Entity's latest annual information form and management discussion and analysis ("MD&A"), which are available on SEDAR+ at [www.sedarplus.com](http://www.sedarplus.com) under each of the Dream Entities' profiles. These filings are also available at Dream Unlimited Corp.'s, Dream Office REIT's, Dream Industrial REIT's, Dream Impact's and Dream Residential REIT's respective websites at [www.dream.ca](http://www.dream.ca), [www.dreamofficereit.ca](http://www.dreamofficereit.ca), [www.dreamindustrialreit.ca](http://www.dreamindustrialreit.ca), [www.dreamimpacttrust.ca](http://www.dreamimpacttrust.ca), and [www.dreamresidentialreit.ca](http://www.dreamresidentialreit.ca).

## Endnotes

1. "Net asset value", "NAV", "Net Asset Value per Share" and "NAV per share" represent non-GAAP measures. For Dream Unlimited Corp.'s ("Dream") definition of NAV and NAV per share, please refer to the slide titled 'Disclaimers - Specified Financial Measures and Other Disclosures – Dream ". NAV and NAV per share are not standardized financial measures under GAAP and may not be comparable to similar measures disclosed by other issuers.
2. "Assets Under Management" or "AUM" represents a non-GAAP measure. For Dream's definition of AUM, please refer to the slide titled 'Disclaimers - Specified Financial Measures and Other Disclosures - Dream". AUM is not a standardized financial measure under GAAP and may not be comparable to similar measures disclosed by other issuers.
3. "Funds from operations" or "FFO" represents a non-GAAP measure. For Dream's definition of FFO, please refer to the slide titled 'Disclaimers - Specified Financial Measures and Other Disclosures – Dream ". FFO is not a standardized financial measure under GAAP and may not be comparable to similar measures disclosed by other issuers.
4. "Book value" and "Book value per share" represents shareholders' equity per the adjusted standalone balance sheet and equity per the adjusted standalone balance sheet divided by the number of shares outstanding at the end of the period, respectively. These non-IFRS measures are important measures used by the Company as an indicator of the intrinsic value of the Company.
5. "Net Operating Income" or "NOI" represents a non-GAAP measure. For Dream's definition of NOI, please refer to the slide titled 'Disclaimers - Specified Financial Measures and Other Disclosures - Dream". NOI is not a standardized financial measure under GAAP and may not be comparable to similar measures disclosed by other issuers.
6. "Direct ownership" refers to Dream Unlimited Corp.'s ownership interest in the noted entities based on units held as of June 30, 2024.
7. "Effective DRM ownership" refers to Dream's indirect interest in each asset based on Dream's direct holdings in the asset in addition to its proportionate share of interest through other Dream vehicles.
8. "Fixed costs" represents the total FFO from Corporate & Other and includes dividends paid to Dream's shareholders.