ANNUAL REPORT 2021

STORAGEVAULT
CANADA SELF STORAGE CENTRES

VENTURE

50

2022

About StorageVault Canada Inc.

StorageVault is Canada's largest storage provider and is dedicated to safeguarding the belongings of Canadian families and businesses. Owning and operating 230 locations and over 10.7 million square feet of space. StorageVault is represented regionally under the following brands: Access Storage, Sentinel Storage, Depotium Mini-Entrepôt and Cubeit Portable Storage. StorageVault also provides last mile storage and logistics solutions through FlexSpace Logistics and professional records management services, such as document and media storage, imaging and shredding services through RecordXpress.

To learn more about us, please visit www.storagevaultcanada.com.

Corporate Information

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LETTER TO OUR SHAREHOLDERS

Dear Fellow Shareholders,

2021 was an exceptional year for our business, exceeding all expectations, budgets and stretch goals by a wide margin. We achieved 20.1% same store NOI growth, 46.3% AFFO growth, and acquired $270 million of strategic properties.

We were recognized for the 5th time, as one of the 50 fastest growing companies on the TSXV and received approval to move to the TSX, which happened on January 26, 2022 We continue to be recognized as one of the most gender diverse companies in Canada. We continue to support over 150 community organizations and charities across our great country and are very proud to be the Official Storage Partner for Team Canada – we have the space to store all those medals!

Operations

Our results were unprecedented in the real estate industry, achieving 46.3% AFFO, 33.4% NOI and 34.2% revenue growth. The continued demand for last mile solutions and space for essential business customers combined with home office use, change in life circumstances, the fallout from Covid impacts and the resurgence of immigration have pushed demand up while supply chain and entitlement delays have constrained supply. This has resulted in high occupancy levels and tremendous efficiency from our revenue management system.

Platform Strength and Innovation

We continue to improve our operating platform to meet the strong demand for our services – these changes include improving our virtual systems to offer no-contact "self-serve" rental processes to accommodate societies shift in behavior.

We launched FlexSpace Logistics, a technology platform that focuses on providing end to end solutions for business clients with storage, logistics, and inventory management offerings. Services are provided across Canada through SVI's existing portfolio of businesses and our extensive network of partners, allowing us to offer everything from warehousing and storage to last mile delivery to records management. A true one-stop shop for businesses, especially small – medium sized companies who were previously underserved in the space.

Acquisitions and Expansion

We acquired over $270 million of strategic self storage assets, eclipsing the $230 million in 2020, resulting in 230 stores owned and managed across the country (the next largest is 68 stores). Our pipeline continues to be robust and we expect to close in excess of $100 million of acquisitions in 2022, with $45 million already closed. We are confident that the $500 million of acquisitions over the past two years will improve efficiency, synergy and pricing power many years into the future, further extending our lead as the largest, most prominent storage provider in Canada.

In addition to our acquisitions, we have plans to complete 25,000 to 50,000 square feet of expansion in the next 12 months, with another 425,000 rentable square feet of expansion projects currently in the entitlement and permitting stages.

ESG

StorageVault continues its focus on community and the sustainability of our country by supporting over 150 organizations focusing on children, health, education, sport and quality of life.

We continue to invest in roof top solar, solar walls, motion sensor LED lighting, low-flow plumbing fixtures, in-floor radiant heat, LED replacement programs for acquired stores and paperless back office practices in an ongoing effort to improve our environment.

We are proud to be recognized as leaders in gender diversity and equality and continue to promote a culture of continuous improvement, diversity of thought, skills development, personal wellness and safety.

We are excited for 2022 with hopes of seeing an end to Covid and having another very successful year. We remain focused on growing cash flow, increasing shareholder value and supporting our people and communities by executing on our strategies and being disciplined purchasers and operators of great assets across Canada.

We appreciate your continued support.

Steven Scott
Chief Executive Officer
February 23, 2022

SHOP STORE™

OUR BOARD MEMBERS

JAY LYNNE FLEMING

In 1999, Ms. Fleming founded Storage For Your Life which was sold to the Corporation in September 2015. She currently serves the Corporation as a director and as a member of the Audit Committee, the Governance, Nominating and Compensation Committee and the Acquisition Committee. Ms. Fleming is the President and CEO of CVL Investments Ltd., and is an active volunteer member of the Building & Land Committee of Mulgrave School, West Vancouver. Ms. Fleming completed her Business Certificate with Capilano University in 1991.

BEN HARRIS

Mr. Harris has more than 20 years of real estate investment and management experience. Mr. Harris is the founder and CEO of Pinedale Capital Partners, a privately-held investment management firm focused on the acquisition, development and operation of industrial properties across the United States. Mr. Harris is a graduate of Dalhousie University and the University of Kings College in Canada where he received joint science degrees in Economics. Mr. Harris also serves on the board of Rippowam Cisqua School in Bedford, New York and serves on the board of Sonida Senior Living (NYSE:SNDA).

IQBAL KHAN - CFO

Chief Financial Officer of the Corporation. Mr. Khan is a Principal and Chief Financial Officer of The Access Group of Companies focusing on the ownership, acquisition and development of storage, industrial, multi-residential and commercial real estate in Canada, and prior to the internalization into the Corporation, President of RecordXpress, a records management company. Mr. Khan is the Chief Executive Officer and a director of Parkit Enterprise Inc. (TSX-V: PKT). He is the Chairperson of the Canadian Self Storage Association Tax Committee.

STEVEN SCOTT - CEO

Chair and Chief Executive Officer of the Corporation. Mr. Scott is currently a director and Audit Committee Chair of Park Lawn Corporation (TSX: PLC). Mr. Scott is also a director and Chair of Parkit Enterprise Inc. (TSX-V: PKT). Mr. Scott is a Principal and Chief Executive Officer of The Access Group of Companies focusing on the ownership, acquisition and development of stoage, industrial, multi-residential and commercial real estate in Canada. Mr. Scott is also a Director and Treasurer of the Canadian Self Storage Association.

AL SIMPSON

In 2007, Mr. Simpson co-founded the Corporation and was President and Chief Executive Officer until April 2015. He now serves the Corporation as a director and Acquisition Committee Chair. In 2000, Mr. Simpson co-founded Hospitality Network Canada now operating as HealthHub Patient Engagement Solutions Inc. and was President and Chief Executive Officer until 2005 and Chair from 2011 to 2017. Recently, Mr. Simpson co-founded Living Sky Sports and Entertainment Inc. in 2020. Mr. Simpson holds a PgD Business Administration from Edinburgh Business School. Mr. Simpson also serves on the Saskatchewan Government House Board of Trustees.

"We remain focused on growing cash flow, increasing shareholder value and supporting our people and communities by executing on our strategies and being disciplined purchasers and operators of great assets across Canada."

2021 HIGHLIGHTS

+186 STORES

Q4/2014	Q4/2015*	Q4/2016	Q4/2017	Q4/2018	Q4/2019	Q4/2020	Q4/2021**
10 STORES	**29 STORES**	**49 STORES**	**90 STORES**	**105 STORES**	**151 STORES**	**167 STORES**	**196 STORES**

* New Management

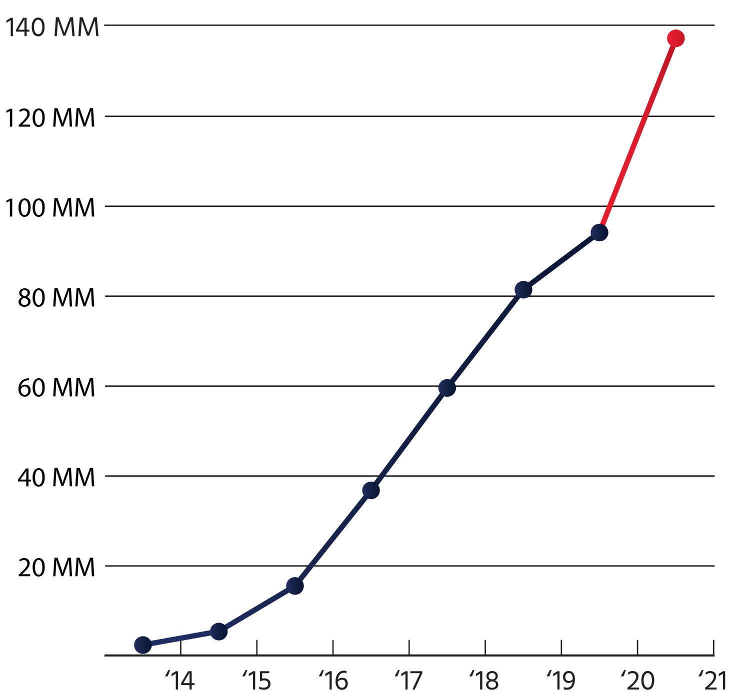
** SVI Owned

+34% REVENUE

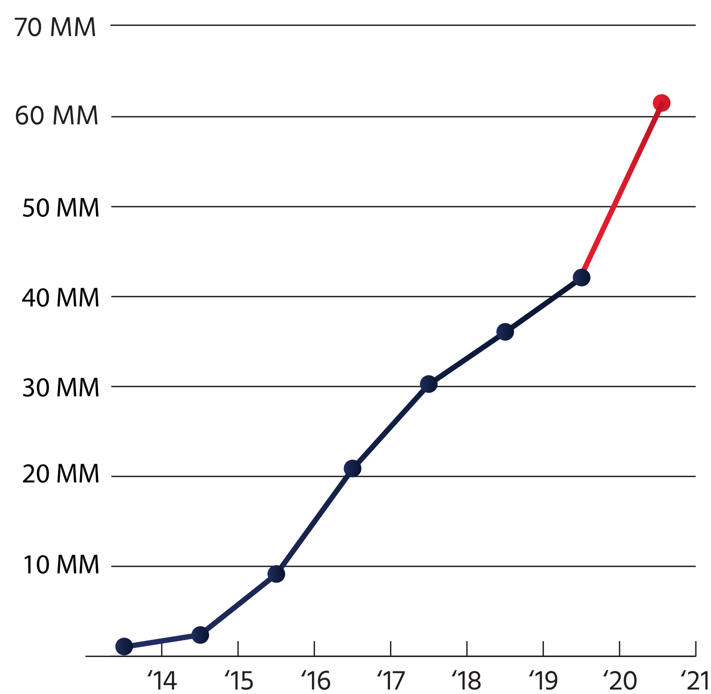
+33% NOI

+46% AFFO

NOI



AFFO



STORAGEVAULT CANADA SELF STORAGE CENTRES

WE GREW TO OVER **10.7 MILLION SQFT** OF RENTABLE SPACE IN **96,000** STORAGE UNITS

$270.2 MILLION IN ACQUISITIONS RESULTING IN **29 STORES** BEING **ADDED** IN 2021

REVENUE GROWTH OF **34%** TO **$208.7 MILLION** FROM $155.5 MILLION

NOI GROWTH OF **33%** TO **$139.0 MILLION** FROM $104.2 MILLION

EXPECTING **$100+ MILLION** IN **ACQUISITIONS**

1,470% 7 YEAR TOTAL **SHAREHOLDER RETURN**

OUR NATIONAL FOOTPRINT

230+ locations owned and managed across Canada and growing!

SHOP STORE™

OUR BRANDS

ACCESS STORAGE

DEPOTIUM MINI ENTREPÔT

SENTINEL STORAGE

cubeit

PUPS CONTAINERS

RECORDXPRESS DOCUMENT STORAGE RETRIEVAL SERVICES A Division of Storagevault Canada Inc.

STORAGEVAULT CONTAINERS

FlexSpace Logistics

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Environmental integrity, social responsibility and adherence to strong governance practices are core values at StorageVault. We continue to focus on reducing the already extremely low environmental impact of our stores, improving our engagement with colleagues and shareholders, supporting the communities in which we operate, and maintaining sound corporate governance practices.

ENVIRONMENTAL

It is our responsibility to be leaders in the communities in which we live and work, to minimize our impact while actively seeking opportunities to protect the environment and encourage sustainable operating practices. We continuously explore opportunities to improve the environmental efficiency in our buildings and operations given the importance to our company, our shareholders, our customers, and our communities.

Of all the real estate asset classes, self storage has the lowest environmental impact in the areas of energy consumption, water consumption and waste production. While the self storage industry has an inherently light environmental footprint, we proactively strive to be even better.

Strategically, we offer a mix of square footage that is non-climate controlled and climate controlled, with non-climate controlled space having minimal environmental affect. For our properties that offer climate controlled storage, we regulate inside temperatures at moderate levels to safeguard contents while minimizing energy required for heating or cooling. Operationally, water usage is very low, and minimal daily client activity contributes to limiting our carbon footprint within our communities.

At the end of 2021, StorageVault operated 28 stores with solar panels installed and will continue to expand solar panel installations across our portfolio. Our solar panel installations utilize available roof space to generate electricity for consumption while providing a solid financial return, demonstrating that sustainability efforts not only benefit the environment and community, but also our shareholders.

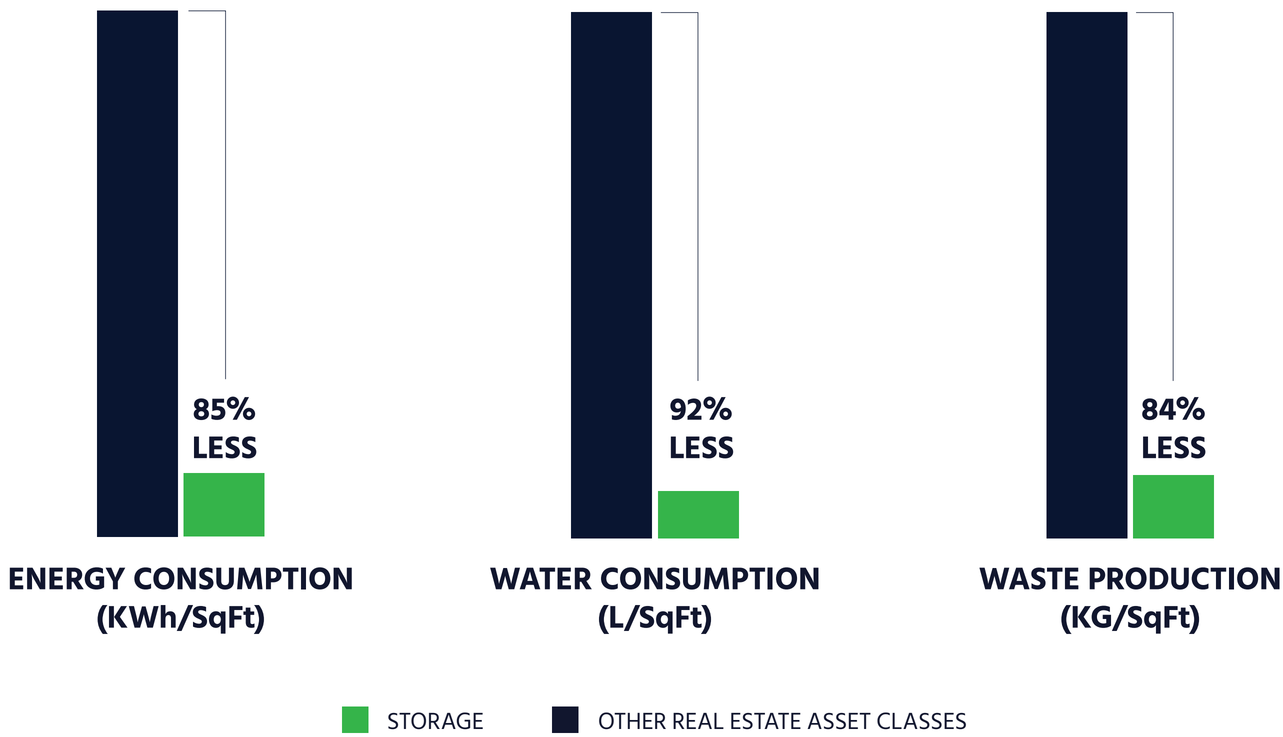
Below are highlights of some of the environmental practices that we have adopted in an effort to reduce our overall environmental footprint:

Energy Consumption

- motion controlled lighting by zone, allowing for usage only where and when required
- LED lighting (internal and external) for all new buildings and light fixture replacements
- solar power generation
- modern, energy efficient HVAC systems
- automated and self adjusting internal thermostat temperature controls
- all new roofs installed are reflective “cool” roofs that help minimize energy consumption

STORAGEVAULT CANADA SELF STORAGE CENTRES

LOW ENVIROMENTAL IMPACT RELATIVE TO OTHER ASSET CLASSES



Source: Urban Land Institute, Greenprint Performance Report, Volume 11
Other property types include multifamily, office, industrial, retail, and hotels

Water Consumption

- given low occupant levels at our properties, on average, one washroom per property
- energy efficient plumbing systems and appliances
- low-water irrigation systems
- landscaping using native and drought-tolerant species
- water run-off controls
- storm water retention

Waste Production

- sale of recycled packaging materials
- waste recycling program at our stores and corporate offices
- reduced paper usage through more efficient technology options including paperless rental agreements
- e-waste reduction and electronic recycling program for decommissioned computer equipment by either donating refurbished equipment to local charities or recycling equipment that cannot be repurposed

Building Design and Construction Practices

- energy efficient glazing
- use of SolarWall systems or insulated metal panels used in construction of new or retrofitted buildings
- replacing standard exterior storage doors with energy efficient doors
- insulated foundation walls to help maintain and keep the foundation slab warm
- all proposed acquisitions are subject to environmental site assessments prior to closing

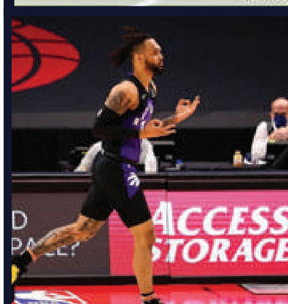
SOCIAL

At StorageVault, we respect the role and impact we have in our host communities. We are proud to employ a diverse team of 700 colleagues, who represent both our communities and our customer bases, and who help support the over 100 communities we are in across Canada. Diversity is in our DNA and is the foundation of our strength and stability. We are proud that our culture of continuous improvement has led to a high number of promotions within our organization. As colleagues, we believe that taking care of each other leads to a greater level of care for our stores, customers and communities. We do so by focusing on engagement, advancement, wellness and safety.

Being a community based business, we believe in giving back in the places where we live and work by supporting local, grass-roots initiatives as well as national organizations. In 2021, StorageVault continued our annual support of over 150 local, provincial and national organizations. Our dedicated Corporate Partnerships team's mission is to align with organizations across the country to support important initiatives that matter to our communities. We are committed to engaging with our communities in a way that allows us to make meaningful and lasting contributions.

OFFICIAL STORAGE PARTNER OF
THE CANADIAN OLYMPIC COMMITTEE

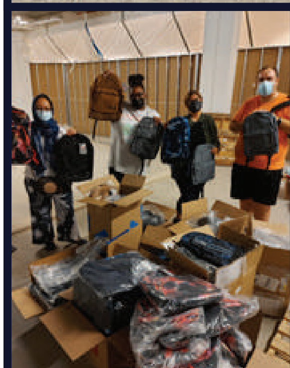


Sports

Sports have the power to connect us in all areas of community. It is our desire to support communities across Canada, so that they are healthy and strong. StorageVault is proud to be the official Self Storage Partner for Team Canada. It is with great pride and patriotism that we support our athletes and communities from coast to coast. From young hopefuls in grassroots organizations to Olympians striving for gold, we proudly support their journey to excellence.





Community Support

Our partnership family consists of more than 150 partners nationally. We work closely with our partners to foster relationships to better assist and understand the needs within communities across Canada - from food security, to flood relief, to healthcare or sponsoring programs for vulnerable youth. We align with like-minded organizations, to work together in support of healthy and resilient communities.

GOVERNANCE

The Board and Management of StorageVault are committed to maintaining the highest standards of governance to ensure long-term value for our shareholders, mitigate and manage risk and proactively protect the best interests of all our stakeholders.

As part of StorageVault's recent graduation to the TSX, we were subject to an audit, scrutiny and testing to ensure that our corporate policies, practices and accounting standards met the TSX's stringent compliance requirements. Our corporate policies and standards promote the long-term interests of our shareholders, strengthen management accountability and help maintain public trust in StorageVault.

Our Board and Management recognize the importance of equality, diversity and good corporate governance and is dedicated to maintaining the highest governance standards through the following:

- Independent Director led Audit, Acquisition and Governance, Nominating and Compensation Committees
- Diverse Management team and Board, along with a comprehensive Diversity Policy
- 40% Board Diversity (gender and race)
- Acquisition Committee Mandate to review, approve and recommend transactions to the Board
- Annual review and vote to approve executive compensation
- Annual election by shareholders of Directors, CEO and CFO at AGM
- Whistleblower Policy
- Insider Trading and Reporting Policy
- Disclosure and Confidentiality Policy
- Regular review and updates of all Corporate Governance principles and policies
- Code of Business Conduct & Ethics which is signed by all employees
- Majority Voting Policy (to be implemented at Annual General Meeting)

StorageVault continues to be recognized as a leader in gender diversification and equality. We are proud to organically have this balance within our organization and continue to promote a culture of continuous improvement, diversity of thought, development of skills, personal wellness and safety.

Our approach to governance and the continuous execution of sound ESG principles places StorageVault in a strong position to deliver sustainable returns to our fellow shareholders while supporting our many stakeholders.

StorageVault Canada Inc.
Consolidated Financial Statements

For the Years Ended December 31, 2021 and 2020

To the Shareholders of StorageVault Canada Inc.:

Opinion

We have audited the consolidated financial statements of StorageVault Canada Inc. (the "Corporation"), which comprise the consolidated statements of financial position as at December 31, 2021 and December 31, 2020, and the consolidated statements of income (loss) and other comprehensive income (loss), changes in equity and cash flows for the years then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Corporation as at December 31, 2021 and December 31, 2020, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards.

Basis for Opinion

We conducted our audits in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Corporation in accordance with the ethical requirements that are relevant to our audits of the consolidated financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

Management is responsible for the other information. The other information comprises:

- Management's Discussion and Analysis
- The information, other than the consolidated financial statements and our auditor's report thereon, in the Annual Report.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audits of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audits or otherwise appears to be materially misstated.

We obtained Management's Discussion and Analysis prior to the date of this auditor's report. If, based on the work we have performed on this other information, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

The Annual Report is expected to be made available to us after the date of the auditor's report. If, based on the work we will perform on this other information, we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Corporation's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Corporation or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Corporation's financial reporting process.

Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Corporation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Corporation to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audits and significant audit findings, including any significant deficiencies in internal control that we identify during our audits.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

The engagement partner on the audit resulting in this independent auditor's report is Scott Laluk.

Calgary, Alberta

MNP LLP

February 23, 2022

Chartered Professional Accountants

MNP

StorageVault Canada Inc.
Consolidated Statements of Financial Position
As at December 31

		2021		2020
Assets				
Real estate and equipment, net (Note 5)	$	1,680,464,788	$	1,439,920,819
Goodwill and intangible assets, net (Note 6)		113,922,750		113,925,773
Cash and short term deposits		25,143,600		25,527,533
Prepaid expenses and other current assets		6,381,806		3,446,585
Unrealized fair value of derivative assets (Note 9)		6,142,747		-
Accounts receivable		4,100,518		4,559,229
	$	1,836,156,209	$	1,587,379,939
Liabilities and Shareholders' Equity				
Debt (Note 7)	$	1,332,474,745	$	1,179,739,132
Hybrid debentures (Note 8)		127,551,885		71,765,725
Lease liability (Note 15)		77,094,742		44,035,050
Deferred tax liability (Note 11)		45,377,007		53,200,017
Accounts payable and accrued liabilities		18,507,714		18,635,766
Unearned revenue		12,943,600		9,829,082
		1,613,949,693		1,377,204,772
Shareholders' Equity				
Share capital (Note 9)		406,565,894		365,886,912
Dividends paid (Note 9)		(20,510,231)		(16,439,355)
Contributed surplus (Note 9)		26,418,718		15,130,383
Deficit		(190,267,865)		(154,402,773)
		222,206,516		210,175,167
	$	1,836,156,209	$	1,587,379,939

Commitments and Contingencies (Note 15)
Subsequent Events (Note 16)

The accompanying notes are an integral part of these consolidated financial statements.

Approved on behalf of the Board:

"signed" Steven Scott — Director

"signed" Iqbal Khan — Director

StorageVault Canada Inc.
Consolidated Statements of Changes in Equity
For the Years Ended December 31

	2021	2020
Share Capital		
Balance, beginning of the year	$ 365,886,912	$ 355,585,663
Common shares issued, net of issuance costs (Note 9)	44,632,340	14,239,478
Common shares repurchased (Note 9)	(3,953,358)	(3,938,229)
Balance, end of the year	406,565,894	365,886,912
Dividends Paid		
Balance, beginning of the year	(16,439,355)	(12,529,361)
Dividends paid during the period (Note 9)	(4,070,876)	(3,909,994)
Balance, end of the year	(20,510,231)	(16,439,355)
Contributed Surplus		
Balance, beginning of the year	15,130,383	8,812,227
Stock based compensation (Note 9)	11,288,335	6,318,156
Balance, end of the year	26,418,718	15,130,383
Deficit		
Balance, beginning of the year	(154,402,773)	(121,120,551)
Net loss and comprehensive loss	(35,865,092)	(33,282,222)
Balance, end of the year	$ (190,267,865)	$ (154,402,773)

The accompanying notes are an integral part of these consolidated financial statements.

StorageVault Canada Inc.
Consolidated Statements of Income (Loss) & Comprehensive Income (Loss)
For the Years Ended December 31

	2021	2020
Revenue		
Storage and related services	$ 206,625,933	$ 153,394,776
Management fees	2,034,745	2,069,146
	208,660,678	155,463,922
Expenses		
Operating costs	69,660,346	51,250,858
Acquisition and integration costs	8,027,373	7,402,034
Selling, general and administrative	17,817,594	15,550,356
Stock based compensation (Note 9)	11,288,335	6,318,156
Depreciation and amortization (Notes 5,6)	93,189,387	82,558,426
Interest (Notes 7,15)	58,508,492	45,820,583
Unrealized gain on derivative financial instruments (Note 9)	(6,142,747)	-
Unrealized gain on interest rate swap contracts (Note 7)	-	(9,291,210)
	252,348,780	199,609,203
Net loss and comprehensive loss before tax	(43,688,102)	(44,145,281)
Deferred tax recovery (Note 11)	7,823,010	10,863,059
Net loss and comprehensive loss after tax	$ (35,865,092)	$ (33,282,222)
Net loss per common share		
Basic	$ (0.097)	$ (0.092)
Diluted	$ (0.097)	$ (0.092)
Weighted average number of common shares outstanding		
Basic	370,267,629	363,469,712
Diluted	370,267,629	363,469,712

The accompanying notes are an integral part of these consolidated financial statements.

StorageVault Canada Inc.
Consolidated Statements of Cash Flows
For the Years Ended December 31

	2021	2020
Cash provided by (used for) the following activities:		
Operating activities		
Net loss and comprehensive loss after tax	$ (35,865,092)	$ (33,282,222)
Adjustment for non-cash items:		
Deferred tax recovery (Note 11)	(7,823,010)	(10,863,059)
Depreciation, amortization (Notes 5,6)	93,189,387	82,558,426
Amortization of deferred financing costs	2,136,717	1,647,618
Accretion of lease liabilities (Note 15)	2,218,901	1,418,221
Stock based compensation (Note 9)	11,288,335	6,318,156
Unrealized gain on derivative financial instruments (Note 9)	(6,142,747)	-
Unrealized gain on interest rate swap contracts (Note 7)	-	(9,291,210)
Loss on disposal of real estate and equipment (Note 5)	39,062	9,726
Cash flow from operations before non-cash working capital balances	59,041,553	38,515,656
Net change in non-cash working capital balances		
Accounts receivable	(2,070,809)	(3,895,199)
Prepaid expenses and other current assets	(2,935,221)	(460,780)
Accounts payable and accrued liabilities	(125,760)	6,176,874
Unearned revenue	3,114,518	2,803,728
Cash flows from operating activities	57,024,281	43,140,279
Financing activities		
Common shares issued, net of issuance costs (Note 9)	-	876,498
Dividends paid (Note 9)	(2,390,708)	(2,363,053)
Payments of lease obligation (Note 15)	(4,311,912)	(2,569,755)
Debt issuance costs	(2,194,140)	(1,318,507)
Cash advances from long term debt (Note 7)	309,110,285	226,104,998
Cash repayment of long term debt (Note 7)	(152,953,282)	(123,419,291)
Proceeds from debenture issuance, net of issuance costs (Note 8)	54,943,494	71,475,823
Repurchase of common shares (Note 9)	(3,953,358)	(3,938,229)
Cash flows from financing activities	198,250,379	164,848,484
Investing activities		
Cash additions to real estate and equipment (Note 5)	(29,011,528)	(27,317,977)
Cash paid in business combinations (Note 4)	(226,667,000)	(179,663,240)
Proceeds on disposal of real estate and equipment (Note 5)	19,935	59,801
Cash flows from investing activities	(255,658,593)	(206,921,416)
(Decrease) increase in cash and short term deposits	(383,933)	1,067,347
Cash and short term deposits balance, beginning of year	25,527,533	24,460,186
Cash and short term deposits balance, end of year	$ 25,143,600	$ 25,527,533

The accompanying notes are an integral part of these consolidated financial statements.

1. Description of Business

The consolidated financial statements of StorageVault Canada Inc. and its subsidiaries (the "Corporation") as at and for the year ended December 31, 2021, were authorized for issuance by the Board of Directors of the Corporation on February 23, 2022. The Corporation is incorporated under the Business Corporations Act of Alberta and is domiciled in Canada. Its shares are publicly traded on the Toronto Stock Exchange ("Exchange"). The address of its registered office is 1000 – 250 2nd Street SW, Calgary, AB, T2P 0C1.

The Corporation's primary business is owning, managing and renting self storage and portable storage space to individual and commercial customers. The Corporation also stores, shreds, and manages documents and records for customers.

2. Basis of Presentation

These consolidated financial statements and the notes thereto present the Corporation's financial results of operations and financial position under International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") as at January 1, 2021.

The consolidated financial statements have been prepared under the historical cost method, except for the revaluation of certain financial assets and financial liabilities to fair value. The consolidated financial statements were prepared on a going concern basis, and are presented in Canadian dollars, which is the Corporation's functional currency.

3. Accounting Policies

Basis of Consolidation
The consolidated financial statements include the accounts of StorageVault Canada Inc. and its wholly owned subsidiary Spyhill Ltd., both of which are headquartered in Toronto, Ontario. On January 1, 2020, the Corporation completed a vertical amalgamation with its wholly owned subsidiary, Sentinel Self-Storage Corporation. Additionally, on January 1, 2021, the Corporation completed a vertical amalgamation with its wholly owned subsidiary, Spyhill Ltd. to form StorageVault Canada Inc. The financial statements for the consolidated entities are prepared for the same reporting period as StorageVault Canada Inc. using consistent accounting policies. All intercompany transactions and balances have been eliminated in the preparation of these consolidated financial statements.

Revenue Recognition
Revenue from the rendering of services and sale of goods is recognized at the fair value of consideration received or receivable after the deduction of any trade discounts and excluding sales taxes.

The Corporation's revenue comprises the renting of storage units to customers, information and records management, managing storage facilities on behalf of third parties and sale of merchandise, including locks, boxes, packing supplies and equipment.

Revenue earned from the renting of storage units is accounted for under IFRS 16 – Leases. Storage units are rented to customers pursuant to rental agreements which provide for weekly or monthly rental terms with non-refundable rental payments. The rental agreements may be terminated by the customer without further obligation or cost upon vacating the storage unit. Revenue from rental agreements is recognized over the rental term pursuant to the rental agreement. Non-refundable customer deposits, which are received to hold a unit for rent at a future date, are deferred and recognized as revenue upon commencement of the rental agreement. Receipts of rental fees for future periods are deferred and recognized as revenue when each respective monthly period commences.

Note 3 – Continued

The Corporation earns a management fee based on a percentage of gross revenues of the operations for managing storage facilities for third parties. Revenue is recognized over time when the services are rendered.

Revenue for other storage related services is recognized in the month the respective services are provided. Receipts of fees for other storage related services for future periods are deferred and recognized as revenue when each respective monthly period commences. A provision is made for expected credit losses.

Revenue from the sale of merchandise, including locks, boxes, packing supplies and equipment, is recognized at the point in time when the merchandise is delivered to the customer.

Business Combinations
All business combinations are accounted for by applying the acquisition method. Upon acquisition, the assets (including intangible assets), liabilities and contingent liabilities acquired are measured at their fair value. The Corporation recognizes intangible assets as part of business combinations at fair value at the date of acquisition. The determination of these fair values is based upon management's judgment and includes assumptions on the timing and amount of future cash flows generated by the assets acquired and the selection of an appropriate discount rate. Acquisition and integration costs are recognized in profit or loss as incurred.

Goodwill represents the excess of the identifiable cost of an acquisition over the fair value of the Corporation's share of the net assets acquired at the date of acquisition. If the identifiable cost of acquisition is less than the fair value of the Corporation's share of the net assets acquired (i.e. a discount on acquisition) the difference is credited to the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) in the period of acquisition. At the acquisition date, goodwill acquired is recognized as an asset and allocated to each cash-generating unit ("CGU") expected to benefit from the business combination's synergies, and to the lowest level at which management monitors the goodwill.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, the Corporation reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted retrospectively during the measurement period, or additional assets or liabilities are recognized, to reflect new information obtained about facts and circumstances that existed as of the acquisition date that, if known, would have affected the amounts recognized as of that date. The measurement period is the period from the date of acquisition to the date the Corporation obtains complete information about facts and circumstances that existed as of the acquisition date, up to a maximum of one year.

Cash and Short Term Deposits
Cash and short term deposits on the Consolidated Statements of Financial Position are comprised of cash at bank and on hand, and short term, highly liquid deposits with an original maturity of three months or less. For the purpose of the Consolidated Statements of Cash Flows, cash and short term deposits are defined as above, net of outstanding bank overdrafts, except where no right of set-off exists.

Real Estate and Equipment
Real estate and equipment are stated at historical cost less accumulated depreciation and any impairment in value. Historical cost includes expenditures that are directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Corporation and the cost of the item can be measured reliably. The carrying amount of a replaced part is derecognized. All

Note 3 – Continued

other repairs and maintenance are charged to the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) during the financial period in which they are incurred.

Once an asset is available for use in the location and condition intended by management, it is depreciated to its residual value using the appropriate depreciation rate set forth by management. Land is not depreciated.

Depreciation is calculated using the declining balance method to depreciate the cost of real estate and equipment to their residual values over their estimated useful lives, as follows:

Land, Yards, Buildings & Improvements -	Buildings	4%
	Leasehold improvements	20%
	Business operating equipment	10%
	Fences and parking lots	8%
Storage Containers -	Storage containers	10%
Vehicles -	Vehicles	30% to 40%
	Truck decks and cranes	20%
Office and Computer Equipment -	Furniture and equipment	20%
	Computer equipment	45%

The residual value and useful lives of real estate and equipment are reviewed, and adjusted if appropriate, at each Consolidated Statement of Financial Position date. An asset's carrying value is written down to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount. These impairment losses are recognized in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss). Following the recognition of an impairment loss, the depreciation charge applicable to the asset is adjusted prospectively in order to systematically allocate the revised carrying amount, net of any residual value, over the remaining useful life.

Goodwill and Intangible Assets
Goodwill represents the excess of the cost of an acquisition over the fair value of the identifiable assets and liabilities acquired at the date of acquisition. Goodwill is carried at cost less accumulated impairment losses.

Finite life intangible assets are carried at cost less accumulated amortization and accumulated impairment losses. Amortization begins when an asset is available for use and is calculated on a straight-line basis to allocate the cost of assets over their estimated useful lives as follows: Tenant Relationships – 22 to 180 months, Websites – 3 years, Trademarks – 10 years.

Indefinite life intangible assets, consisting of management contracts, are carried at cost and are not amortized. The useful lives of indefinite life intangible assets are reviewed at each Consolidated Statements of Financial Position date.

Goodwill and indefinite life intangibles are reviewed for impairment annually by assessing the recoverable amount of each CGU to which it relates. The recoverable amount is the higher of fair value less costs of disposal, and value in use. When the recoverable amount of the CGU is less than the carrying amount, an impairment loss is recognized. Any impairment is recognized immediately in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss). Any impairment recognized on goodwill is not subsequently reversed.

Note 3 – Continued

Income Taxes
Income tax is comprised of current tax and deferred tax. Income tax is recognized in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity.

Current tax is the tax expected to be payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognized using the liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognized on the initial recognition of assets or liabilities in a transaction that is not a business combination. In addition, deferred tax is not recognized for taxable temporary differences arising on the initial recognition of goodwill. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different taxable entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

A deferred tax asset is recognized to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Stock Based Compensation
The fair value of stock options issued to directors, officers and consultants under the Corporation's stock option plan is estimated at the date of issue using the Black-Scholes option pricing model and charged to the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) and contributed surplus. Each tranche in an award is considered a separate award with its own vesting period and grant date fair value. On the exercise of options, the cash consideration received and the fair value of the option previously credited to contributed surplus are credited to share capital.

The fair value of options issued to advisors in conjunction with financing transactions is estimated at the date of issue using the fair value of the goods and services received first, if determinable, then by the Black-Scholes option pricing model, and charged to share capital and contributed surplus over the vesting period. On the exercise of agent options, the cash consideration received and the fair value of the option previously credited to contributed surplus are credited to share capital.

When stock options are cancelled, it is treated as if the stock options had vested on the date of cancellation and any expense not yet recognized for the award is recognized immediately. However, if a new option is substituted for the cancelled option and is designated as a replacement option on the date that it is granted, the cancelled and the new options are treated as if they were a modification of the original option.

Option pricing models require the input of highly subjective assumptions, including the expected price volatility. Changes in these assumptions can materially affect the fair value estimate, therefore, the existing models do not necessarily provide a reliable single measure of the fair value of the Corporation's share purchase options. Forfeitures are estimated for each reporting period and adjusted as required to reflect actual forfeitures that have occurred in the period.

Note 3 – Continued

Income (Loss) per Share
Basic income (loss) per common share is computed by dividing the net income (loss) by the weighted average number of common shares outstanding during the period. Diluted net income (loss) per share is calculated by dividing the net earnings by the weighted average number of shares outstanding as adjusted for the potential dilution that would occur if outstanding stock options, subordinated debentures, preferred shares or other potentially dilutive financial instruments were exercised or converted to common shares. The weighted average number of diluted shares is calculated in accordance with the treasury stock method. The treasury stock method assumes that the proceeds received from the exercise of all potentially dilutive instruments are used to repurchase common shares at the average market price.

Share Capital
Ordinary shares are classified as equity. Incremental costs directly attributable to the issuance of shares are shown in equity as a deduction from the proceeds received.

Segment Reporting
An operating segment is a component of the Corporation that engages in business activities from which it may earn revenues and incur expenses. All operating segments' operating results are reviewed regularly by the Corporation's CEO and/or CFO in order to make decisions regarding the allocation of resources to the segment. Segment results include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

Financial Instruments
a) Financial assets - Pursuant to IFRS 9, the classification of financial assets is based on the Corporation's assessment of its business model for holding financial assets. The classification categories are as follows:
   - Financial assets measured at amortized cost: assets that are held within a business model whose objective is to hold assets to collect contractual cash flows and its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. The Corporation classifies the following financial assets as measured at amortized cost: cash and short term deposits, and accounts receivable.
   - Financial assets at fair value through other comprehensive income: assets that are held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets, and its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. The Corporation has no financial assets classified in this category.
   - Financial assets at fair value through profit or loss: assets that do not meet the criteria for amortized cost or fair value through other comprehensive income. The Corporation classifies its total return swaps as financial assets at fair value through profit or loss.

Financial assets measured at amortized cost are measured at cost using the effective interest method. When assessing impairment of financial assets measured at amortized cost, the Corporation applied the simplified approach and has calculated expected credit losses based on lifetime expected credit losses. Under the simplified method the Corporation uses a provision matrix to calculate expected credit losses for accounts receivable which is based on the Corporation's historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment. Loss allowances for financial assets measured at amortized cost are deducted from the gross carrying amounts of the assets and the loss is recognized in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss). When a trade receivable is uncollectible, it is written off against the allowance for expected credit losses.

Note 3 – Continued

Financial assets are derecognized when the contractual rights to the cash flows from the financial asset expire or when the contractual rights to those assets are transferred.

b) Financial liabilities - The classification of financial liabilities is determined by the Corporation at initial recognition. The classification categories are as follows:
   - Financial liabilities measured at amortized cost: financial liabilities initially measured at fair value less directly attributable transaction costs are subsequently measured at amortized cost using the effective interest method. Interest expense is recognized in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss). The Corporation classifies the following financial liabilities as measured at amortized cost: certain debt facilities, and accounts payable and accrued liabilities.
   - Financial liabilities measured at fair value through profit or loss: financial liabilities measured at fair value with changes in fair value and interest expense recognized in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss). The Corporation classifies the following financial liabilities as measured at fair value: certain debt facilities and interest rate swaps.

Financial liabilities are derecognized when the obligation is discharged, cancelled or expired.

Hybrid Debentures
When a contract contains an embedded derivative, the economic and risk characteristics of both the embedded derivative and host contract are analyzed to understand whether or not they are closely related and to decide whether the embedded derivative should be accounted for separately from the host contract.

The embedded features in the financial instrument issued by the Corporation are identified at inception. Each feature is evaluated separately and classified either as part of the host liability, as a separate embedded liability or as an equity instrument in accordance with the substance of the contractual arrangement.

Significant Accounting Estimates and Judgments
The preparation of the consolidated financial statements requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income, and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year include, but are not necessarily limited to:

- Real estate and equipment - The Corporation determines the carrying value of its real estate and equipment based on policies that incorporate estimates, assumptions, and judgments relative to the useful lives and residual values of the assets.
- Impairment of non-financial assets - Impairment exists when the carrying value of an asset or CGU exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use. The fair value less costs of disposal calculation is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for the disposal of the asset. The value in use calculation is based on a discounted cash flow model. The estimated future cash flows are derived from management estimates, budgets,

Note 3 – Continued

and past performance, and do not include activities to which the Corporation is not yet committed or significant future investments that will enhance the asset's performance in the CGU being tested. The recoverable amount is sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash flows and the growth rate used for extrapolation purposes.

- Purchase price allocations - Estimates are made in determining the fair value of assets and liabilities, including the valuation of separately identifiable intangibles acquired as part of a business combination. These estimates may be further based on management's best assessment of the related inputs used in valuation models, such as future cash flows and discount rates.
- Income taxes - Income taxes are subject to measurement uncertainty due to the possibility of changes in tax legislation or changes in the characterization of income sources.
- Stock based compensation - Compensation costs accrued for stock based compensation plans are subject to the estimation of the ultimate payout using pricing models such as the Black-Scholes model which is based on significant assumptions such as volatility, dividend yield and expected term.

Management judgments that may affect reported amounts of assets and liabilities, income and expenses include but are not necessarily limited to:

- For the purpose of assessing impairment of tangible and intangible assets, assets are grouped at the lowest level of separately identified cash inflows which make up the CGU. Determination of what constitutes a CGU is subject to management's judgment. Management has identified each location as a separate CGU. The asset composition of the CGU can directly impact the recoverability of the assets included within the CGU.
- The determination of which entities require consolidation is subject to management's judgment regarding levels of control, assumptions of risk and other factors that may ultimately include or exclude an entity from the classification of a subsidiary or other entity requiring consolidation. For the purpose of recording asset acquisitions, management must exercise judgment to determine if the acquisition meets the definition of a business. Such determinations may affect the recorded amounts of specific assets and liabilities, goodwill and/or transaction costs.
- Management has applied judgment in assessing that the management contracts acquired have an indefinite useful life because the Corporation purchased a complete system to operationally manage its own business and that of other self storage businesses. The Corporation has acquired substantial know-how and expertise in managing stores owned by third parties, including long term relationships, of which the Corporation will have the benefit for an indefinite period of time. The management contracts have therefore been deemed to have an indefinite useful life.

4. Acquisitions

During the year ended December 31, 2021, the Corporation completed the below transactions that met the definition of a business under IFRS 3 - Business Combinations. These acquisitions have been accounted for using the acquisition method with the results of the operations being included in the consolidated financial statements of the Corporation since the dates of acquisition. Details of the acquisitions are:

First Quarter Acquisitions:

During the first quarter, the Corporation completed the acquisition of eight self storage locations for $44,100,000 (subject to customary adjustments). These acquisitions consisted of both arm's length and non - arm's length transactions. The purchases were paid for by advances from debt, the issuance of common shares and cash on hand.

A summary of the acquisitions are as follows:

	Two Self Storage Locations	One Self Storage Location	Four Self Storage Locations	One Self Storage Location	Total
Acquisition date:	March 10, 2021	March 15, 2021	March 19, 2021	March 31, 2021	
Land, Yards, Buildings & Improvements	$ 9,731,176	$ 5,921,525	$ 21,434,527	$ 2,004,297	$ 39,091,525
Tenant Relationships	1,518,824	778,475	2,315,473	395,703	5,008,475
Net assets acquired	11,250,000	6,700,000	23,750,000	2,400,000	44,100,000
Consideration paid for the net assets acquired was obtained from the following:					
Issuance of common shares	1,125,000	1,700,000	8,000,000	-	10,825,000
Cash	4,125,000	5,000,000	-	900,000	10,025,000
Debt	6,000,000	-	15,750,000	1,500,000	23,250,000
	11,250,000	6,700,000	23,750,000	2,400,000	44,100,000
Selected information for the acquisitions, since their acquisition dates:					
Revenue	1,038,371	934,833	1,709,410	274,522	3,957,136
Operating costs	414,620	188,641	735,031	83,415	1,421,707
	623,751	746,192	974,379	191,107	2,535,429
Amortization	862,555	475,073	1,474,168	156,639	2,968,435
Interest	159,445	-	456,490	38,848	654,783
Net income (loss)	$ (398,249)	$ 271,119	$ (956,279)	$ (4,380)	$ (1,087,789)

Note 4 – Continued

Second Quarter Acquisitions:

During the second quarter, the Corporation completed the acquisition of seven self storage locations for $79,750,000 (subject to customary adjustments). These acquisitions consisted of both arm's length and non - arm's length transactions. The purchases were paid for by advances from debt, the issuance of common shares and cash on hand.

A summary of the acquisitions are as follows:

	One Self Storage Location	Four Self Storage Locations	Two Self Storage Locations	Total
Acquisition date:	April 16, 2021	May 27, 2021	June 11, 2021	
Land, Yards, Buildings & Improvements	$ 24,920,016	$ 28,395,264	$ 17,687,727	$ 71,003,007
Tenant Relationships	2,829,984	3,604,736	2,312,273	8,746,993
Net assets acquired	27,750,000	32,000,000	20,000,000	79,750,000
Consideration paid for the net assets acquired was obtained from the following:				
Issuance of common shares	4,000,000	-	3,000,000	7,000,000
Cash	5,750,000	30,980,000	3,156,000	39,886,000
Debt	18,000,000	1,020,000	13,844,000	32,864,000
	27,750,000	32,000,000	20,000,000	79,750,000
Selected information for the acquisitions, since their acquisition dates:				
Revenue	605,775	1,645,082	967,096	3,217,953
Operating costs	241,166	822,541	285,215	1,348,922
	364,609	822,541	681,881	1,869,031
Amortization	1,477,889	1,420,058	974,944	3,872,891
Interest	469,938	425,205	240,026	1,135,169
Net income (loss)	$ (1,583,218)	$ (1,022,722)	$ (533,089)	$ (3,139,029)

Note 4 – Continued

Third Quarter Acquisitions:

During the third quarter, the Corporation completed the acquisition of four self storage locations for $16,822,000 (subject to customary adjustments). These acquisitions consisted of both arm's length and non - arm's length transactions. The purchases were paid for by the issuance of common shares and cash on hand.

A summary of the acquisitions are as follows:

	One Self Storage Location	One Self Storage Location	One Self Storage Location	One Self Storage Location	Total
Acquisition date:	July 8, 2021	July 27, 2021	August 17, 2021	August 19, 2021	
Land, Yards, Buildings & Improvements	$ 3,082,741	$ 3,095,474	$ 1,477,255	$ 6,089,674	$ 13,745,144
Tenant Relationships	1,067,259	904,526	222,745	882,326	3,076,856
Net assets acquired	4,150,000	4,000,000	1,700,000	6,972,000	16,822,000
Consideration paid for the net assets acquired was obtained from the following:					
Issuance of common shares	650,000	1,500,000	-	3,600,000	5,750,000
Cash	3,500,000	2,500,000	1,700,000	3,372,000	11,072,000
	4,150,000	4,000,000	1,700,000	6,972,000	16,822,000
Selected information for the acquisitions, since their acquisition dates:					
Revenue	473,004	391,369	73,082	216,076	1,153,531
Operating costs	302,782	86,597	46,663	73,627	509,669
	170,222	304,772	26,419	142,449	643,862
Amortization	378,443	298,163	42,144	130,206	848,956
Interest	75,045	25,155	-	-	100,200
Net income (loss)	$ (283,266)	$ (18,546)	$ (15,725)	$ 12,243	$ (305,294)

Note 4 – Continued

Fourth Quarter Acquisitions:

During the fourth quarter, the Corporation completed the acquisition of ten self storage locations for $129,570,000 (subject to customary adjustments). These acquisitions consisted of both arm's length and non - arm's length transactions. The purchases were paid for by advances from debt, the issuance of common shares, and cash on hand.

A summary of the acquisitions are as follows:

	One Self Storage Location	One Self Storage Location	One Self Storage Location	Four Self Storage Locations
Acquisition date:	October 5, 2021	October 14, 2021	November 1, 2021	November 5, 2021
Land, Yards, Buildings & Improvements	$ 524,831	$ 14,771,518	$ 8,876,748	$ 37,183,006
Tenant Relationships	45,169	1,728,482	623,252	7,316,994
Net assets acquired	570,000	16,500,000	9,500,000	44,500,000
Consideration paid for the net assets acquired was obtained from the following:				
Issuance of common shares	-	-	-	10,000,000
Cash	570,000	16,500,000	9,500,000	-
Debt	-	-	-	34,500,000
	570,000	16,500,000	9,500,000	44,500,000
Selected information for the acquisitions, since their acquisition dates:				
Revenue	13,245	222,165	72,961	394,225
Operating costs	14,488	80,254	39,487	88,869
	(1,243)	141,911	33,474	305,356
Amortization	11,082	254,594	123,210	1,056,347
Interest	-	-	-	238,812
Net income (loss)	$ (12,325)	$ (112,683)	$ (89,736)	$ (989,803)

	One Self Storage Location	One Self Storage Location	One Self Storage Location	Total
Acquisition date:	November 5, 2021	November 30, 2021	December 15, 2021	
Land, Yards, Buildings & Improvements	$ 24,961,392	$ 4,912,777	$ 21,868,673	$ 113,098,945
Tenant Relationships	2,538,608	587,223	3,631,327	16,471,055
Net assets acquired	27,500,000	5,500,000	25,500,000	129,570,000
Consideration paid for the net assets acquired was obtained from the following:				
Issuance of common shares	10,000,000	-	-	20,000,000
Cash	1,300,000	5,500,000	25,500,000	58,870,000
Debt	16,200,000	-	-	50,700,000
	27,500,000	5,500,000	25,500,000	129,570,000
Selected information for the acquisitions, since their acquisition dates:				
Revenue	325,187	48,468	155,045	1,231,296
Operating costs	81,724	16,143	17,052	338,017
	243,463	32,325	137,993	893,279
Amortization	293,231	30,567	146,523	1,915,554
Interest	76,660	-	-	315,472
Net income (loss)	$ (126,428)	$ 1,758	$ (8,530)	$ (1,337,747)

5. Real Estate and Equipment

	Land, Yards, Buildings & Improvements	Storage Containers	Intangible Tenant Relationships	Vehicles	Office & Computer Equipment	Total
COST						
December 31, 2019	$ 1,289,863,841	$ 18,756,734	$ 132,086,216	$ 4,961,588	$ 3,936,868	$ 1,449,605,247
Additions	44,086,450	9,260	-	754,346	2,065,964	46,916,020
Disposals	(66,205)	-	-	-	(19,065)	(85,270)
Business acquisitions	215,180,660	-	14,264,340	-	-	229,445,000
December 31, 2020	1,549,064,746	18,765,994	146,350,556	5,715,934	5,983,767	1,725,880,997
Additions	58,959,840	905,498	-	625,814	3,032,943	63,524,095
Disposals	(6,420)	-	-	(256,190)	(7,533)	(270,143)
Business acquisitions	236,938,621	-	33,303,379	-	-	270,242,000
December 31, 2021	$ 1,844,956,787	$ 19,671,492	$ 179,653,935	$ 6,085,558	$ 9,009,177	$ 2,059,376,949
ACCUMULATED DEPRECIATION						
December 31, 2019	$ 118,013,224	$ 6,691,649	$ 73,287,411	$ 3,811,403	$ 1,613,809	$ 203,417,496
Depreciation	53,055,758	1,184,273	27,036,038	401,605	880,752	82,558,426
Disposals	(12,937)	-	-	-	(2,807)	(15,744)
December 31, 2020	171,056,045	7,875,922	100,323,449	4,213,008	2,491,754	285,960,178
Depreciation	65,776,211	1,100,702	24,512,435	560,282	1,213,332	93,162,962
Disposals	(86)	-	-	(210,151)	(742)	(210,979)
December 31, 2021	$ 236,832,170	$ 8,976,624	$ 124,835,884	$ 4,563,139	$ 3,704,344	$ 378,912,161
NET BOOK VALUE						
December 31, 2020	1,378,008,701	10,890,072	46,027,107	1,502,926	3,492,013	**1,439,920,819**
December 31, 2021	1,608,124,617	10,694,868	54,818,051	1,522,419	5,304,833	**1,680,464,788**

Included in Land, Yards, Buildings & Improvements is Land at a value of $549,001,859 (December 31, 2020 - $493,879,256).

Included in Land, Yards, Buildings & Improvements is $28,730,915 (December 31, 2020 - $29,840,095) of construction in process that is not being depreciated.

Included in Land, Yards, Buildings & Improvements are right-of-use assets at a value of $73,478,491 (December 31, 2020 - $41,641,031), net of accumulated depreciation of $5,872,467 (December 31, 2020 - $2,557,224). The continuity of the right-of-use assets is as follows:

	Self Storage Properties
Balance, December 31, 2019	$23,772,865
Additions	19,515,019
Depreciation charge for the year	(1,646,853)
Balance, December 31, 2020	$41,641,031
Additions	35,152,703
Depreciation charge for the year	(3,315,243)
Balance, December 31, 2021	$73,478,491

6. Goodwill and Intangible Assets

	Goodwill	Management Contracts	Trademarks	Website	Total
COST					
December 31, 2019	$ 97,527,924	$ 16,300,000	$ -	$ -	$ 113,827,924
Additions	-	-	31,478	66,371	97,849
December 31, 2020	97,527,924	16,300,000	31,478	66,371	113,925,773
Additions	-	-	23,402	-	23,402
December 31, 2021	$ 97,527,924	$ 16,300,000	$ 54,880	$ 66,371	$ 113,949,175
ACCUMULATED AMORTIZATION					
December 31, 2019	$ -	$ -	$ -	$ -	$ -
Amortization	-	-	-	-	-
December 31, 2020	-	-	-	-	-
Amortization	-	-	4,302	22,123	26,425
December 31, 2021	$ -	$ -	$ 4,302	$ 22,123	$ 26,425
NET BOOK VALUE					
December 31, 2020	97,527,924	16,300,000	31,478	66,371	**113,925,773**
December 31, 2021	97,527,924	16,300,000	50,578	44,248	**113,922,750**

At December 31, 2021, the Corporation performed its annual impairment test on goodwill and its indefinite life intangible assets. Goodwill is allocated to the group of CGUs that benefited from the synergies of the business combination on which the goodwill arose. The Corporation used the fair value less costs of disposal method to determine the recoverable amount of the CGUs. Based on the impairment test performed, the Corporation concluded that no impairment exists on its goodwill and indefinite life intangible assets.

Information regarding each impairment test is as follows:

Manitoba and Saskatchewan group of CGUs

- The cash flow projection includes specific estimates based on the expected life of the properties, with a net operating income growth rate of 2% which is consistent with management's knowledge of the local market and is lower than the CGUs recent historical growth rate.
- Cash flows were discounted at a pre-tax rate of 5.33% based on management's judgement in this geographic region.

Kamloops, BC group of CGUs

- The cash flow projection includes specific estimates based on the expected life of the properties, with a net operating income growth rate of 4%. The Corporation has seven stores in the region and is able to distribute costs and operate more efficiently.
- Cash flows were discounted at a pre-tax rate of 6.78% based on management's experience in this geographic region and the fact that the properties are on leased land.

London, ON group of CGUs

- The cash flow projection includes specific estimates based on the expected life of the property, with a net operating income growth rate of 2% which is consistent with management's knowledge of the local market.

Note 6 – Continued

- Cash flows were discounted at a pre-tax rate of 5.00% based on management's experience in this geographic region.

Sentinel Self-Storage group of CGUs

- The cash flow projection includes specific estimates based on the expected life of the properties, with a net operating income growth rate of 3.75%.
- Given the location of the stores in this portfolio, over 20 stores in major markets and highly desirable locations in Canada, management believes that this growth rate is sustainable, and is consistent with the CGUs historical growth rate.
- Cash flows were discounted at a pre-tax rate of 4.18% based on management's experience and the superior quality and location of these properties.

Portable Storage group of CGUs

- The cash flow projection includes specific estimates based on the expected life of storage containers, with a net operating income growth rate of 7% based on management's experience and the exclusive marketing channels the Corporation has for this product type.
- Cash flows were discounted at a pre-tax rate of 6.64% based on management's experience in these markets.

Real Storage group of CGUs

- The cash flow projection includes specific estimates based on the expected life of the properties, with a net operating income growth rate of 5% during the first three years and 4% thereafter.
- Given the location of the stores in this portfolio and with the Corporation already operating in many of the 27 markets in which these stores are located, management believes that this growth rate is sustainable.
- Cash flows were discounted at a pre-tax rate of 4.48% based on management's experience and location of these properties.

Management Division CGU

- The cash flow projection includes specific estimates for five years with a terminal growth rate of 4%, which management feels would be representative of the future indefinite cash flows from these assets.
- Cash flows were discounted at a pre-tax rate of 20% based on what management deemed appropriate for the nature of this type of revenue stream.

RecordXpress Division CGU

- The cash flow projection includes specific estimates for five years with a growth rate of 4%, which management feels would be representative of the future cash flows from these assets.
- Cash flows were discounted at a pre-tax rate of 6.90% based on management's experience in the records management business.

The most sensitive inputs to the value in use model used for these groups of CGUs are the growth rate and the discount rate:

- A 1% increase or decrease in the growth rate would not result in an impairment of these groups of CGUs.
- A 1% increase or decrease in the discount rate would not result in an impairment of these groups of CGUs.

Note 6 – Continued

	December 31, 2021		December 31, 2020	
Group of CGUs	Goodwill	Carrying Value	Goodwill	Carrying Value
Manitoba and Saskatchewan	$ 2,621,716	$ 24,248,580	$ 2,621,716	$ 25,027,398
Kamloops, BC	76,470	6,295,157	76,470	6,488,583
London, ON	142,807	1,377,977	142,807	2,051,728
Sentinel Self-Storage	52,442,159	371,507,906	52,442,159	385,512,531
Portable Storage	2,578,968	13,528,056	2,578,968	13,418,541
Real Storage	33,622,150	235,478,729	33,622,150	248,962,861
Management Division	3,364,706	19,364,705	3,364,706	19,364,705
RecordXpress Division	2,678,948	8,953,332	2,678,948	7,948,404
	$ 97,527,924	$ 680,754,442	$ 97,527,924	$ 708,774,751

7. Debt

	December 31, 2021			December 31, 2020		
	Rate Range	Weighted Average	Balance	Rate Range	Weighted Average	Balance
Mortgages						
At amortized cost - Fixed/Variable	2.84% to 5.50%	3.99%	446,691,023	3.18% to 4.99%	4.19%	382,219,232
	Maturity: Jan 2022 to Apr 2028			*Maturity: Apr 2021 to Apr 2028*		
At FVTPL - Variable			455,173,279			394,261,163
- Interest rate swap			9,873,937			31,912,305
		3.82%	465,047,216		3.93%	426,173,468
	Maturity: Jan 2024 to Dec 2030			*Maturity: Jan 2024 to Dec 2030*		
		3.91%	911,738,239		4.05%	808,392,700
Lines of Credit and Promissory Notes						
At amortized cost - Variable		3.53%	86,909,468		3.54%	61,413,656
	Maturity: May 2024 to Dec 2024			*Maturity: Dec 2022 to May 2024*		
At amortized cost - Fixed		3.95%	38,536,200		4.25%	13,750,069
	Maturity: Apr 2022 to Dec 2023			*Maturity: Jan 2021 to Dec 2023*		
At FVTPL - Variable			296,048,729			280,244,148
- Interest rate swap			3,951,271			19,755,852
		3.94%	300,000,000		3.97%	300,000,000
	Maturity: Feb 2025			*Maturity: Apr 2022*		
		3.86%	425,445,668		3.84%	375,163,725
Deferred financing costs, net of accretion of $7,008,470 (Dec 31, 2020 - $4,871,753)			(4,709,162)			(3,817,293)
		3.89%	1,332,474,745		3.98%	1,179,739,132

Note 7 – Continued

Reconciliation of Debt

The following table reconciles the changes in cash flows from financing activities for the Corporation's debt:

	December 31, 2021	December 31, 2020
Debt, beginning of period	$ 1,179,739,132	$ 1,053,079,602
Advances from debt	309,110,285	264,041,758
Repayment of debt	(152,953,282)	(123,419,291)
Amounts offset against accounts receivable	(2,529,521)	(4,710,939)
Change in fair value of debt measured at FVTPL	37,842,949	(51,668,157)
Change in fair value of interest rate swaps	(37,842,949)	42,376,947
Total cash flow from debt financing activities	153,627,482	126,620,318
Change in deferred financing costs	(891,869)	39,212
Debt, end of period	$ 1,332,474,745	$ 1,179,739,132

The bank prime rate at December 31, 2021 was 2.45% (December 31, 2020 – 2.45%).

Mortgages are secured by a first mortgage charge on the real estate and equipment of the Corporation, general security agreements covering all assets of the Corporation, general assignment of rents and leases, and assignments of insurance coverage over all assets of the Corporation. The Corporation must maintain certain financial ratios to comply with the facilities. These covenants include debt service coverage ratios, a fixed charge coverage ratio, a tangible net worth ratio, and a loan to value ratio. As of December 31, 2021, the Corporation is in compliance with all covenants.

The deferred financing costs consist of fees and costs incurred to obtain the related mortgage financing, less accumulated amortization.

Principal repayments on mortgages and lines of credit in each of the next five years are estimated as follows:

Year 1	$	650,808,808 (includes lines of credit of $386.9 million)
Year 2	$	61,303,321
Year 3	$	220,833,105
Year 4	$	24,739,091
Year 5	$	31,941,589
Thereafter	$	347,557,993

The Corporation entered into interest rate swap contracts in order to fix the interest rate on $765 million of debt at a weighted average rate of 3.87%. The swaps mature between January 2024 and December 2030.

8. Hybrid Debentures

2020 Hybrid Debentures

On July 20, 2020, $75 million of unsecured senior hybrid debentures were issued at a price of $1,000 per debenture with a term of sixty-six months, due January 31, 2026. These debentures bear a fixed interest rate of 5.75% per annum, payable semi-annually in arrears on January 31 and July 31 of each year, commencing January 31, 2021. The intended use of the net proceeds of the debentures is to pay down the credit facility and fund anticipated capital expenditures.

On and after January 31, 2024 and prior to January 31, 2025, the debentures will be redeemable in whole or in part from time to time at the Corporation's option at a redemption price equal to 102.875% of the principal amount of the debentures redeemed plus accrued and unpaid interest, if any, up to but excluding the date set for redemption. On and after January 31, 2025 and prior to the maturity date, the debentures will be redeemable, in whole or in part, from time to time at the Corporation's option at par plus accrued and unpaid interest, if any, up to but excluding the date set for redemption.

On redemption or at maturity on January 31, 2026, the Corporation may elect to, in whole or part, convert the debentures into freely tradable common shares. In such event, payment will be satisfied by delivering for each $1,000 due, that number of freely tradable shares obtained by dividing $1,000 by 95% of the current market price on the date fixed for redemption or maturity, as the case may be. Any accrued and unpaid interest will be paid in cash.

The debentures were recorded as a financial instrument. The debentures were recorded at a fair value of $75 million net of deferred financing costs of $3.5 million. Each embedded feature was evaluated separately and it was determined that the economic and risk characteristics are closely related to the host contract and therefore were not accounted for as separate financial instruments.

2021 Hybrid Debentures

On July 19, 2021, $57.5 million of unsecured senior hybrid debentures were issued at a price of $1,000 per debenture with a term of sixty-six months, due September 30, 2026. These debentures bear a fixed interest rate of 5.5% per annum, payable semi-annually in arrears on March 31 and September 30 of each year, commencing September 30, 2021. The intended use of the net proceeds of the debentures is to fund potential future opportunities and for general corporate purposes.

On and after September 30, 2024 and prior to September 30, 2025, the debentures will be redeemable in whole or in part from time to time at the Corporation's option at a redemption price equal to 102.750% of the principal amount of the debentures redeemed plus accrued and unpaid interest, if any, up to but excluding the date set for redemption. On and after September 30, 2025 and prior to the maturity date, the debentures will be redeemable, in whole or in part, from time to time at the Corporation's option at par plus accrued and unpaid interest, if any, up to but excluding the date set for redemption.

On redemption or at maturity on September 30, 2026, the Corporation may elect to, in whole or part, convert the debentures into freely tradable common shares. In such event, payment will be satisfied by delivering for each $1,000 due, that number of freely tradable shares obtained by dividing $1,000 by 95% of the current market price on the date fixed for redemption or maturity, as the case may be. Any accrued and unpaid interest will be paid in cash.

The debentures were recorded as a financial instrument. The debentures were recorded at a fair value of $57.5 million net of deferred financing costs of $2.5 million. Each embedded feature was evaluated separately and it was determined that the economic and risk characteristics are closely related to the host contract and therefore were not accounted for as separate financial instruments.

Note 8 – Continued

The debentures are subsequently measured at amortized cost using the effective interest method over the life of the debenture. The balance of the hybrid debentures are:

	December 31, 2021	December 31, 2020
Opening balance	$ 71,765,725	$ -
Additions during period	57,500,000	75,000,000
Issuance costs	(2,556,506)	(3,524,177)
Accretion during period	842,666	289,902
Ending balance	$ 127,551,885	$ 71,765,725

9. Share Capital

Authorized: Unlimited number of common, voting shares of no par value.
Authorized: Unlimited number of preferred non-voting shares issuable in series at an issuance price of $1 per share.

Common shares issued:

	Number of Shares	Amount
Balance, December 31, 2019	362,805,055	$ 355,585,663
Issued on acquisitions	3,419,287	11,845,000
Dividend reinvestment plan	481,306	1,518,011
Share option redemption	782,800	901,588
Share issuance costs	-	(25,121)
Common shares repurchased	(1,233,622)	(3,938,229)
Balance, December 31, 2020	366,254,826	365,886,912
Issued on acquisitions	8,810,925	43,575,000
Dividend reinvestment plan	363,507	1,637,248
Share option redemption	-	(548,300)
Share issuance costs	-	(31,608)
Common shares repurchased	(792,815)	(3,953,358)
Balance, December 31, 2021	374,636,443	$ 406,565,894

Dividend Reinvestment Plan

Represents common shares issued under the Corporation's dividend reinvestment plan ("DRIP") for holders of common shares approved on April 18, 2016. Under the terms of the DRIP, eligible registered holders of a minimum of 10,000 Common Shares (the "Shareholders") may elect to automatically reinvest their cash dividends, payable in respect to the common shares, to acquire additional common shares, which will be issued from treasury or purchased on the open market. The Corporation may initially issue up to 5,000,000 common shares under the DRIP, which may be increased upon Board of Directors approval, acceptance of the increase by the Exchange, and upon public disclosure of the increase.

Note 9 – Continued

Contributed surplus:

	December 31, 2021	December 31, 2020
Opening balance	$ 15,130,383	$ 8,812,227
Stock based compensation	11,288,335	6,318,156
Ending balance	$ 26,418,718	$ 15,130,383

Stock Options

The Board of Directors of the Corporation may from time to time, at its discretion, and in accordance with the Exchange requirements, grant to directors, officers, employees and technical consultants of the Corporation, non-transferable options to purchase common shares provided that: i) the number of common shares reserved for issuance will not exceed 10% of the issued and outstanding common shares; ii) the options are exercisable for a period of up to 10 years from the date of grant; iii) the number of common shares reserved for issuance to any individual director or officer will not exceed 5% of the issued and outstanding common shares; and iv) the number of common shares reserved for issuance to all technical consultants, if any, will not exceed 2% of the issued and outstanding shares. The exercise price for purchasing these shares cannot be less than the minimum exercise price as provided by Exchange rules.

The following table summarizes information about stock options outstanding and exercisable as at:

	December 31, 2021		December 31, 2020	
	Options	Weighted Average Exercise Price	Options	Weighted Average Exercise Price
Opening	23,639,650	$2.47	18,442,450	$1.92
Exercised/Expired	(155,000)	1.80	(802,800)	1.22
Granted	6,835,000	6.31	6,000,000	3.98
Closing and Exercisable	30,319,650	$3.34	23,639,650	$2.47

The fair value of options granted was estimated on the date of the grant, as determined by using the Black-Scholes option pricing model with the following assumptions:

	2021	2020
Dividend Yield	0.01%	0.01%
Risk-Free Interest Rate	1.15%	0.39%
Expected Life of Options	4 Years	4 Years
Expected Volatility of the Corporation's Common Shares	29.44%	30.90%

Note 9 – Continued

Stock options exercisable and outstanding are as follows:

Exercise Price		Vesting Date	Expiry Date	December 31, 2021	December 31, 2020
$	0.33	Jun. 19, 2014	Jun. 19, 2024	140,000	140,000
$	0.41	Apr. 28, 2015	Apr. 28, 2025	1,560,650	1,660,650
$	0.50	Sep. 14, 2015	Sep. 14, 2025	1,550,000	1,550,000
$	1.36	Dec. 21, 2016	Dec. 21, 2026	2,785,000	2,785,000
$	1.78	Mar. 16, 2017	Mar. 16, 2027	2,810,000	2,810,000
$	2.52	May 4, 2018	May 4, 2028	2,825,000	2,825,000
$	2.90	May 28, 2019	May 28, 2029	5,854,000	5,869,000
$	3.98	Dec. 15, 2020	Dec. 15, 2030	5,975,000	6,000,000
$	6.31	Dec. 20, 2021	Dec. 20, 2031	6,820,000	-
Options exercisable and outstanding				30,319,650	23,639,650

Equity Incentive Plan
Under the Corporation's Equity Incentive Plan passed on May 30, 2018 (the "Plan"), directors, employees and consultants are eligible to receive awards, in the form of Restricted Share Units ("RSUs"), Deferred Share Units ("DSUs") and Named Executive Officer Restricted Share Units ("Neo RSUs"), as and when granted by the Board, at its sole discretion. The maximum number of awards that may be issued under the Plan is 17,545,677. The maximum number of shares that may be reserved for issuance under the Plan, together with any of the Corporation's other share-based compensation arrangements, may not exceed 10% of the issued shares of the Corporation.

The RSUs and DSUs that are granted vest in equal annual amounts over three years. The Neo RSUs vest three years after the date of grant. RSUs, DSUs and Neo RSUs are entitled to be credited with dividend equivalents in the form of additional RSUs, DSUs and Neo RSUs, respectively.

With certain exceptions, the Plan provides that (i) the maximum number of awards that may be granted to any one participant together with any other share-based compensation arrangements, in any 12 month period, may not exceed 5% of the issued shares, and, in the case of any consultant, may not exceed 2% of the issued shares; and (ii) the total value of all securities that may be issued to any non-employee director under all of the Corporation's security based compensation arrangements may not exceed $150,000 per annum.

The Corporation entered into Total Return Swaps ("TRS") as economic hedges of the Corporation's DSUs and RSUs. Under the terms of the TRS, a bank has the right to purchase the Corporation's shares in the marketplace as a hedge against the returns in the TRS. At December 31, 2021, 1,533,556 TRS were outstanding at a value of $6,142,747.

At December 31, 2021, 100% of the combined DSU and RSU exposures were economically hedged. Hedge accounting is not applied for the DSU/RSU hedging program.

During the year, the Corporation issued 282,906 common shares at a value of $1,131,624 (December 31, 2020 – 333,275 common shares at a value of $1,256,598) under the Plan. A total of 857,161 common shares at a value of $3,282,260 were outstanding at December 31, 2021 (December 31, 2020 – 574,255 common shares at a value of $2,150,636).

Dividends
A cash dividend of $0.002720 per common share was declared on March 15, 2021, and paid to shareholders of record on March 31, 2021.

Note 9 – Continued

A cash dividend of $0.002734 per common share was declared on June 15, 2021, and paid to shareholders of record on June 30, 2021.

A cash dividend of $0.002748 per common share was declared on September 15, 2021, and paid to shareholders of record on September 30, 2021.

A cash dividend of $0.002761 per common share was declared on December 15, 2021, and paid to shareholders of record on December 31, 2021.

10. Financial Risk Management and Fair Value

The Corporation is required to disclose certain information concerning its financial instruments. The fair values of the Corporation's cash and short term deposits, accounts receivable and, accounts payable and accrued liabilities approximate their carrying amount due to the relatively short periods to maturity of these financial instruments. The fair value of the Corporation's debt obligations is estimated based on discounted future cash flows using discount rates that reflect current market conditions for instruments with similar terms and risks. Such fair value estimates are not necessarily indicative of the amounts the Corporation might pay or receive in actual market transactions.

IFRS establishes a three tier fair value hierarchy to reflect the significance of the inputs used in measuring the fair value of the Corporation's financial instruments. The three levels are:

Level 1 – This level includes assets and liabilities measured at fair market value based on unadjusted quoted prices for identical assets and liabilities in active markets that the Corporation can access on the measurement date.
Level 2 – This level includes measurements based on directly or indirectly observable inputs other than quoted prices included in Level 1. Financial instruments in this category are measured using valuation models or other standard valuation techniques that rely on observable market inputs.
Level 3 – The measurements used in this level rest on inputs that are unobservable, unavailable, or whose observable inputs do not justify the largest part of the fair value instrument.

The fair value of financial instruments was as follows:

		December 31, 2021		December 31, 2020	
	Fair Value Hierarchy	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Financial instruments:					
Debt - at amortized cost	Level 2	(567,427,529)	(569,622,751)	(453,565,664)	(474,372,525)
Debt - at FVTPL	Level 2	(751,222,008)	(751,222,008)	(674,505,311)	(674,505,311)
Interest rate swaps	Level 2	(13,825,208)	(13,825,208)	(51,668,157)	(51,668,157)
Derivative assets - at FVTPL	Level 2	6,142,747	6,142,747	-	-

Financial instruments may expose the Corporation to a number of financial risks including interest rate risk, credit risk and environmental risk.

a) Interest rate risk – Interest rate risk arises from changes in market interest rates that may affect the fair value of future cash flows from the Corporation's financial assets or liabilities. Interest rate risk may be partially mitigated by holding both fixed and floating rate debt, or by staggering the maturities of fixed rate debt. The Corporation is exposed to interest rate risk primarily relating to

Note 10 – Continued

its long term debt. The Corporation will manage interest rate risk by utilizing fixed interest rates on its mortgages where possible, entering into interest rate swap contracts, staggering maturities over a number of years to mitigate exposure to any single year, and by attempting to ensure access to diverse sources of funding. There is interest rate risk associated with variable rate mortgages and lines of credit as interest expense is impacted by changes in the prime rate. The impact on the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) if interest rates on variable rate debt had been 1% higher or lower for the year ended December 31, 2021 would have been approximately $1,950,536 (December 31, 2020 - $747,821).

b) Credit risk – Credit risk arises from the possibility that customers may experience financial difficulty and be unable to fulfill their financial obligations to the Corporation. The risk of incurring bad debts often arises if storage customers relocate and cannot be found to enforce payment, or if storage customers abandon their possessions. The extent of bad debts can be mitigated by quickly following up on any unpaid amounts shortly after the due date, enforcing late fees, denying access to any customers with delinquent accounts, and ultimately seizing the possessions of the customer. Additionally, the Corporation typically rents to numerous customers, each of which constitutes significantly less than 5% of the Corporation's monthly revenue. This diversification in the customer base reduces credit risk from any given tenant.

The Corporation has approximately $492,000 of receivables from related parties at December 31, 2021. Management believes there is low credit risk associated with these related party balances due to the nature of the relationships and the historical loss rates.

Change in the Corporation's allowance for expected credit losses is as follows:

Balance December 31, 2019	$ 349,626
Charges or adjustments during the year	63,865
Balance December 31, 2020	413,491
Charges or adjustments during the year	321,905
Balance December 31, 2021	$ 735,396

The creation and release of the allowance for expected credit losses has been included in operating costs in the Consolidated Statements of Income (Loss) and Comprehensive Income (Loss). Amounts charged to the allowance account are generally written off when there is no expectation of recovering additional cash.

c) Liquidity risk – Liquidity risk is the risk that the Corporation will be unable to meet its financial obligations as they fall due. The Corporation manages liquidity risk through cash flow forecasting and regular monitoring of cash requirements including anticipated investing and financing activities. Typically, the Corporation ensures that it has sufficient cash or liquid investments available to meet expected operating expenses for a period of 30 days, excluding the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters. For the foreseeable future, the Corporation anticipates that cash flows from operations, working capital, and other sources of financing will be sufficient to meet its operating requirements, debt repayment obligations and will provide sufficient funding for anticipated capital expenditures. It is the Corporation's intention to renew any debt coming due in the next fiscal year. The maturities of long term financial liabilities are summarized in Note 7.

Note 10 – Continued

d) Environmental risk – Environmental risk is inherent in the ownership of property. Various municipal, provincial and federal regulations can result in penalties or potential liability for remediation should hazardous materials enter the environment. The presence of hazardous substances could also impair the Corporation's ability to finance or sell the property, or it may expose the Corporation to civil lawsuits. To mitigate such risk, the Corporation will procure recent or updated environmental reports for all acquisitions. It also prohibits the storage of hazardous substances as a condition of the rental contract signed by customers.

Unless otherwise noted, it is management's opinion that the Corporation is not exposed to significant currency risk.

11. Income Tax

	2021	2020
Loss before taxes	**(43,688,102)**	(44,145,281)
Combined federal and provincial statutory income tax rate	**26.50%**	26.50%
Income tax recovery calculated at statutory rate	**(11,577,348)**	(11,698,499)
Non-deductible items	**2,997,960**	1,681,173
Change in tax rate and other items	**756,378**	(845,733)
Income tax expense (recovery)	**(7,823,010)**	(10,863,059)

Movements in deferred tax assets (liabilities) related to temporary differences during the year are as follows:

	December 31, 2020	Recognized in earnings	**December 31, 2021**
Property, plant and equipment	(104,540,329)	(17,199,230)	**(121,739,559)**
Goodwill and intangible assets	3,505,358	4,502,868	**8,008,226**
Long term debt	(1,830,112)	(675,187)	**(2,505,299)**
Unrealized fair value of derivatives	-	(1,593,557)	**(1,593,557)**
Lease liability	11,441,871	8,558,116	**19,999,987**
Deferred tax assets not recognized	1,854,915	364,839	**2,219,754**
Non-capital loss carry forwards	36,368,280	13,865,161	**50,233,441**
Deferred tax asset (liability)	(53,200,017)	7,823,010	**(45,377,007)**

12. Related Party Transactions

The Corporation holds a Master Franchise from Canadian PUPS Franchises Inc. (CPFI) which provides the Corporation with the exclusive Canadian franchise rights for the development and operation of portable storage throughout Canada. CPFI is a corporation related to Steven Scott and Iqbal Khan who are directors of the Corporation. The Corporation pays a monthly royalty of 3.5% on the gross sales. During the year ended December 31, 2021, the Corporation paid $382,592 (December 31, 2020 - $289,218) for royalties and $1,014,360 (December 31, 2020 - $nil) for storage containers and other equipment under the Master Franchise Agreement.

Included in accounts payable and accrued liabilities, relating to the previously noted transactions, at December 31, 2021 was $33,087 (December 31, 2020 - $25,231) payable to CPFI.

The Corporation has management agreements with Access Self Storage Inc. and related companies ("Access Group"). These companies are related to Steven Scott and Iqbal Khan who are directors of the Corporation. The Corporation invoices the Access Group for management fees as well as additional services it provides as part of the management agreements. The Access Group will also invoice the Corporation for construction, maintenance and other services related to its day-to-day operations.

During the year ended December 31, 2021, the Corporation received $6,856,964 (December 31, 2020 - $5,877,719) in payments and reimbursements related to the management agreements. During the year ended December 31, 2021, the Corporation also incurred $24,658,103 (December 31, 2020 - $20,491,351) in expenditures related to construction, maintenance and other services related to its day-to-day operations.

Included in accounts payable and accrued liabilities as at December 31, 2021 was $1,503,979 (December 31, 2020 - $2,665,248) payable to the Access Group. Included in accounts receivable as at December 31, 2021 was $491,942 (December 31, 2020 - $349,185) receivable from the Access Group.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Corporation, directly and indirectly, and include directors. The remuneration of key management personnel for employment services rendered are as follows:

	December 31, 2021	December 31, 2020
Wages, management fees, bonuses and directors fees	$ 612,497	$ 629,644
Stock based compensation	5,469,478	3,404,873
	$ 6,081,975	$ 4,034,517

13. Capital Risk Management

The Corporation's objectives when managing capital are to safeguard the Corporation's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders. The Corporation defines capital as shareholders' equity excluding contributed surplus and long term debt. The Corporation manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Corporation may attempt to issue new shares, issue new debt, acquire or dispose of assets, and adjust the amount of cash and short term deposits. The Board of Directors does not establish a quantitative return on capital criteria, but rather promotes year over year sustainable growth.

The Corporation reviews and assesses its capital structure on an ongoing basis. The Corporation determines the appropriate mortgage debt to be placed on properties at the time a particular property is acquired or when an existing mortgage financing matures. Consideration is given to various factors including, but not limited to:

Note 13 – Continued

interest rates, financing costs, the term of the mortgage and the strength of cash flow arising from the underlying asset. Mortgage debt is usually only secured by the underlying asset. The Corporation monitors its capital using a debt to fair value ratio.

Except for the debt covenants described in Note 7, the Corporation is not subject to any externally imposed capital requirements.

14. Segmented Information

The Corporation operates three reportable business segments. Each segment is a component of the Corporation for which separate discrete financial information is available for evaluation by the chief decision makers of the Corporation.

- Self Storage – involves the customer leasing space at the Corporation's property for short or long term storage. Self storage also includes customers utilizing space for inventory storage for last mile delivery, small commercial operations, and vehicles.
- Portable Storage – involves delivering a portable storage unit to the customer. The customer can opt to keep the portable storage unit at their location, or have it moved to another location for further storage.
- Management Division – involves revenues generated from the management of stores owned by third parties.

The Corporation evaluates performance and allocates resources based on earnings before interest, taxes, depreciation and amortization, and stock based compensation. Corporate costs are not allocated to the segments and are shown separately.

	Self Storage	Portable Storage	Management Division	Corporate	Total
Revenue	$196,105,888	$ 10,520,045	$ 2,034,745	$ -	$208,660,678
Operating costs	62,465,194	7,195,152	-	-	69,660,346
Net operating income	133,640,694	3,324,893	2,034,745	-	139,000,332
Acquisition and integration	-	-	-	8,027,373	8,027,373
Selling, general and admin.	-	-	-	17,817,594	17,817,594
Stock based compensation	-	-	-	11,288,335	11,288,335
Depreciation and amortization	90,646,506	1,558,229	-	984,652	93,189,387
Interest	58,508,492	-	-	-	58,508,492
Unrealized gain on derivative financial instruments	-	-	-	(6,142,747)	(6,142,747)
Deferred tax recovery	-	-	-	(7,823,010)	(7,823,010)
Net income (loss)	$ (15,514,304)	$ 1,766,664	$ 2,034,745	$ (24,152,197)	$ (35,865,092)
Additions:					
Real estate and equipment	331,877,816	1,418,431	-	469,848	333,766,095

Note 14 – Continued

For the Year Ended December 31, 2020

	Self Storage	Portable Storage	Management Division	Corporate	Total
Revenue	$145,591,137	$ 7,803,639	$ 2,069,146	$ -	$155,463,922
Operating costs	45,926,537	5,324,321	-	-	51,250,858
Net operating income	99,664,600	2,479,318	2,069,146	-	104,213,064
Acquisition and integration	-	-	-	7,402,034	7,402,034
Selling, general and admin.	-	-	-	15,550,356	15,550,356
Stock based compensation	-	-	-	6,318,156	6,318,156
Depreciation and amortization	79,493,782	1,632,364	631,285	800,995	82,558,426
Interest	45,820,583	-	-	-	45,820,583
Unrealized gain on swaps	-	-	-	(9,291,210)	(9,291,210)
Deferred tax recovery	-	-	-	(10,863,059)	(10,863,059)
Net income (loss)	$ (25,649,765)	$ 846,954	$ 1,437,861	$ (9,917,272)	$ (33,282,222)
Additions:					
Real estate and equipment	273,929,664	232,806	-	2,198,550	276,361,020

	Self Storage	Portable Storage	Management Division	Corporate	Total
As at December 31, 2020	$ 1,529,514,473	$ 16,019,542	$ 17,492,262	$ 24,353,662	$ 1,587,379,939
As at December 31, 2021	$ 1,771,591,274	$ 16,145,932	$ 17,844,756	$ 30,574,247	$ 1,836,156,209

15. Commitments and Contingencies

Lease Liabilities

The Corporation leases buildings and land in Kamloops, BC, Montreal, QC, Sudbury, ON, Toronto, ON, Kitchener, ON, Ottawa, ON, Etobicoke, ON, Whitby, ON and Winnipeg, MB. The leases expire between 2023 and 2057, with the leases expiring in 2023 and 2027 having up to 15 years and 20 years of renewals, respectively, which are expected to be exercised by the Corporation.

The lease liabilities are measured at the present value of the lease payments that are not paid at the balance sheet date. Lease payments are apportioned between interest expense and a reduction of the lease liability using the Corporation's incremental borrowing rate to achieve a constant rate of interest on the remaining balances of the liability.

For the year ended December 31, 2021, the Corporation recognized $2,054,942 (December 31, 2020 - $1,418,221) in interest expense related to its lease liabilities.

Note 15 – Continued

A reconciliation of the lease liabilities associated with self storage properties from the date of adoption of IFRS 16 to December 31, 2021 is as follows:

	December 31, 2021	December 31, 2020
Balance, beginning of year	$ 44,035,050	$ 25,491,060
Additions	35,152,703	19,695,524
Cash Payments	(4,311,912)	(2,569,755)
Interest	2,054,942	1,418,221
Capitalized Interest	163,959	-
Balance, end of year	$ 77,094,742	$ 44,035,050

Contingency
The Corporation has no legal contingency provisions at December 31, 2021 or December 31, 2020.

16. Subsequent Events

On January 24, 2022, the Corporation announced the acquisition of one location in the Greater Toronto Area for an aggregate purchase price of $45 million.

On January 26, 2022, the Corporation's common shares, its 5.75% senior unsecured hybrid debentures and its 5.50% senior unsecured hybrid debentures were listed and commenced trading on the Toronto Stock Exchange (the "TSX") under the symbols SVI, SVI.DB and SVI.DB.B, respectively.

On February 23, 2022, the Corporation approved an increase to the quarterly dividend for Q1 2022 by 0.5% to $0.002775 per common share.

17. COVID-19 Pandemic

In March 2020, the World Health Organization declared a global pandemic related to COVID-19. As a result, and for the future benefit of the Corporation, we modified our operating platform to continue to meet the strong demand for our services. These changes included improving our virtual systems to offer a no-contact rental process, installation of plexiglass partitions and limiting the number of customers in our offices to one at a time. Our teams are fully employed, and customers are able to safely store and access their valuables. We continue to be extremely proud of our team for continuing to adapt to new processes and for being committed to providing exceptional customer and community service.

As fiscal 2021 progressed, we experienced a significant increase in leads and rentals which has resulted in higher occupancies and rental rates across the portfolio. These positive trends resulted in the Corporation achieving strong revenue growth. While customers may be further impacted, including through unemployment, the Corporation has experienced no meaningful increases in accounts receivable.

Since the start of COVID-19, the Corporation continued to execute on our strategies to attract customers through search engine marketing, improving our online presence, virtual community connection programs and the development of a national platform and initiatives to fulfill last mile storage needs. These efforts have allowed us to attract customers who are leveraging our national footprint to offer a complete storage, inventory management and mobilization solution through our self and portable storage and records management infrastructures

StorageVault Canada Inc.

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Vancouver, BC

Ben Harris
Bedford, NY

Iqbal Khan
Toronto, ON

Steven Scott
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StorageVault Canada Inc.
(the "Corporation")

Form 51-102F1
Management's Discussion and Analysis
For the Three Months and Fiscal Year Ended December 31, 2021

The following Management's Discussion and Analysis ("MD&A") provides a review of corporate and market developments, results of operations and the financial position of StorageVault Canada Inc. ("SVI" or "the Corporation") for the three months and fiscal year ended December 31, 2021. This MD&A should be read in conjunction with the audited fiscal 2021 consolidated financial statements and accompanying notes contained therein, which have been prepared in Canadian dollars and in accordance with International Financial Reporting Standards ("IFRS"). This MD&A is based on information available to Management as of February 23, 2022.

FORWARD LOOKING STATEMENTS

This MD&A contains forward-looking information. All statements, other than statements of historical fact, included in this MD&A, may be forward-looking information. Generally, forward-looking information may be identified by the use of forward-looking terminology such as "plans", "expects" or "does not expect", "proposed", "is expected", "budgets", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases, or by the use of words or phrases which state that certain actions, events or results may, could, would, or might occur or be achieved. In particular, forward-looking information included in this MD&A includes statements with respect to: the Corporation's outlook as to the market for self storage and portable storage; economic conditions; the availability of credit; the expectation of cash flows; the Corporation's strategic objectives, growth strategies, goals and plans; potential sources of financing including issuing additional common shares as a source of financing, generally, and as a source of financing for potential acquisitions; future expansion of existing SVI Stores; the size of potential future acquisitions the Corporation may make in 2022; the annualized net operating income (NOI), a non-IFRS measure, and annualized funds from operations (FFO), a non-IFRS measure, assumes acquisitions that occurred in fiscal 2021 were purchased on January 1, 2021; and the general outlook for the Corporation. This forward-looking information is contained in "Nature of Business", "Business and General Corporate Strategy", "Outlook", "Financial Results Overview" and "Working Capital, Long Term Debt and Share Capital" and other sections of this MD&A.

Forward-looking information is subject to known risks, such as the COVID-19 pandemic, and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of the Corporation to be materially different from those expressed or implied by such forward-looking information. Certain of such risks are discussed in the "Risks and Uncertainties" section of this MD&A.

Although the Corporation has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors that cause actions, events or results to be not as anticipated, estimated or intended. There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information. The factors identified above are not intended to represent a complete list of the factors that could affect the Corporation.

The forward-looking information in this MD&A should not be relied upon as representing the Corporation's views as of any date subsequent to the date of this MD&A. Such forward-looking information is based on a number of assumptions which may prove to be incorrect, including, but not limited to: the ability of the Corporation to obtain sufficient or necessary financing, satisfy conditions under previously announced acquisition agreements, or satisfy any requirements of the TSX with respect to these acquisitions and any related private placement; the level of activity in the storage business and the economy generally; consumer interest in the Corporation's services and products; competition and SVI's competitive advantages; trends in the storage industry, including, increased growth in self storage, portable storage and management segments; the availability of attractive and financially competitive asset acquisitions in the future; the revenue from acquisitions completed in fiscal 2021 being extrapolated to the entire period for 2021 and being consistent with, and reproducible as, revenue in future periods; and anticipated and unanticipated costs. A description of additional assumptions used to develop such forward-looking information and a description of additional risk factors that may cause actual results to differ materially from forward-looking information can be found in the Corporation's disclosure documents on the SEDAR website at www.sedar.com. The Corporation undertakes no obligation to publicly update or review any forward-looking information, except in accordance with applicable securities laws. Historical results of operations and trends that may be inferred from this MD&A may not necessarily indicate future results from operations.

The amount of potential future acquisitions by the Corporation in fiscal 2022 and revenue and NOI growth for 2022 may be considered a financial outlook, as defined by applicable securities legislation, contained in this MD&A and the accompanying news release. Such information and any other financial outlooks or future-oriented financial information has been approved by management of the Corporation as of the date hereof. Such financial outlook or future-oriented financial information is provided for the purpose of presenting information about management's current expectations and goals relating to the future business of the Corporation. Readers are cautioned that reliance on such information may not be appropriate for other purposes.

Additional information relating to StorageVault Canada Inc. can be found at www.sedar.com.

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GLOSSARY OF TERMS

The following abbreviated terms are used in the Management Discussion & Analysis and have the following respective meanings:

"AFFO" means FFO plus acquisition and integration costs. Acquisition and integration costs are one time in nature to the specific assets purchased in the current period or pending and are expensed under IFRS; AFFO is a non-IFRS measure – see Accounting Policies Non-IFRS Measures;

"Existing Self Storage" means stores that the Corporation has owned or leased since the beginning of the previous fiscal year; Existing Self Storage is a non-IFRS measure – see Accounting Policies Non-IFRS Measures;

"FFO" means net income (loss) excluding gains or losses from the sale of depreciable real estate, plus depreciation and amortization, stock based compensation expenses, unrealized gains or losses on interest rate swaps, unrealized gains or losses on derivative financial instruments and deferred income taxes; and after adjustments for equity accounted entities and non-controlling interests;

"IFRS" means International Financial Reporting Standards;

"MD & A" means this Management's Discussion and Analysis disclosure document;

"New Self Storage" means stores that have not been owned or leased continuously since the beginning of the previous fiscal year; New Self Storage is a non-IFRS measure – see Accounting Policies Non-IFRS Measures;

"NOI" means net operating income, calculated as revenue from storage and related services less related property operating costs; NOI is a non-IFRS measure – see Accounting Policies Non-IFRS Measures;

"Non-IFRS Measures" means operating and performance metrics that are not always calculated with reference to IFRS, but are used commonly in the storage industry to measure operating results for assets owned or leased;

"Q1, Q2, Q3 or Q4" means a three month fiscal quarter of the Company, ending on March 31, June 30, September 30 and December 31 respectively;

"Revenue Management" means the operating principle of achieving optimal revenue through a combination of rental rate increases on existing customers (increases the existing revenue base and rent per square foot) and dynamic pricing of available inventory;

"Store" means self storage property or location or facility or site;

"Subsequent Events" means material transactions that have occurred from January 1, 2022 to February 23, 2022;

"SVI" means StorageVault Canada Inc.;

"The Company" or **"The Corporation"** or **"We"** or **"Our"** or "**StorageVault**" means StorageVault Canada Inc.

NATURE OF OUR BUSINESS

Business Overview

The Corporation's primary business is owning, managing and renting self storage and portable storage space to individuals and commercial customers. The Corporation also stores, shreds, and manages documents and records for its customers. As of January 26, 2022, the common shares of the Company are publicly traded on the TSX, prior to that on the TSX Venture Exchange, under the symbol 'SVI'.

As of December 31, 2021, SVI owned 196 stores and 4,527 portable storage units across Canada, for a total of 10,772,252 square feet of rentable storage space in 96,047 rental units. The stores operate under the Access Storage, Depotium Mini-Entrepots, Sentinel Storage and Storage For Your Life brands. Our portable storage business operates under the Cubeit and PUPS brands. Our records management business operates under the RecordXpress brand.

In addition to our owned stores, SVI manages 34 stores that are owned by third parties for a management fee, bringing the total number of stores owned and managed to 230.

We are able to leverage our national storage presence to offer last-mile storage solutions, such as personal protective equipment handling for health care organizations across the country. Through our portable storage and records management businesses, we offer mobilization solutions to move items from our locations directly to the end user.

SVI's objective is to own and manage storage assets in Canada's top markets. The Corporation will focus on acquiring storage assets with strong existing cash flows, in strategic markets, preferably with excess capacity and land allowing for future development and expansion of our self, portable and information and records management storage businesses. Financing for this growth is intended to come from a combination of free cash flow from operations, mortgage financing and the issuance of debt or equity securities.

The Storage Landscape

The significant growth in demand for storage space in Canada over the past decade has largely been driven by the following factors: population growth, change of circumstances, smaller living areas and workspaces, business incubation, e-commerce, last-mile solutions, lack of warehouse space, immigration, downsizing, renovations, moving, death, divorce, insurance, etc. We expect these trends to continue in 2022 and beyond.

Market Size

The Canadian storage market is estimated to be 90 million square feet across 3,000 stores, with the top 10 operators owning less than 15% of these stores; by comparison, the US market is estimated at over 2.7 billion square feet across 51,000 plus stores. This translates into approximately 8.3 square feet per capita in the US versus 2.5 square feet per capita in Canada, suggesting that Canada is an under-stored nation.

The market fragmentation of the Canadian storage industry combined with the low square foot per capita provides significant consolidation, expansion and development opportunities. Our existing platform, relationships, reputation and knowledge of the storage industry allows us to identify and take advantage of accretive and strategic acquisition opportunities.

Pricing and Occupancy

A store's rental rates and level of occupancy are dependent upon factors such as lead generation, population density and growth, the local economy, pricing, customer service and curb appeal. We believe in managing our inventory (units) through pricing. Since our rentals are either weekly or monthly, we are able to react to market demand and inflationary pressures quickly. Our objective is to maximize revenue by increasing rent per square foot first, and maximizing occupancy second.

Competition
New development in a market impacts the occupancy and the ability to raise rates at existing stores until the market absorbs the new space. New entrants tend to offer significant move-in specials to achieve rapid occupancy gains. Once the new space has leased up, promotions are reduced or eliminated and the focus switches to maximizing revenue through price increases. This can result in short term fluctuations in occupancy and revenue per square foot at existing stores.

Seasonality
The storage business is subject to seasonality. There is naturally more activity in the warmer months and less activity in the colder months. As a result, occupancies and revenue per square foot tend to be highest in Q2 and Q3 and lowest in Q1 and Q4. This trend is consistent with what is experienced in the Northern US. This seasonality is more significant in the portable storage business as all of our portable units are non-climate controlled. Also, operating costs tend to be higher during the winter months in Canada due to heating and snow removal costs resulting in lower NOI margins in Q1 and Q4 versus Q2 and Q3.

BUSINESS AND GENERAL CORPORATE STRATEGY

SVI owns and manages storage locations offering both self storage and portable storage for rent on a weekly or monthly basis, for personal and commercial use. We are focused on owning and operating locations in the top markets in Canada with a plan to have multiple stores, where possible, in each market we operate.

Growth Strategies
Our growth strategy is described in the following six segments: acquisitions, organic growth through improved performance of existing stores, expansion of our existing stores to meet pent up demand, and expansion of our portable storage, records management and FlexSpace Logistics business segments.

Acquisitions
The combination of our corporate platform, our track record of closing transactions, our industry relationships and our storage experience provides SVI with a unique advantage in the Canadian marketplace. This advantage allows us to identify accretive and strategic purchasing opportunities at attractive prices that provide synergies in operations, marketing and revenue maximization.

We intend to be a disciplined purchaser, with a focus on Canada's top markets. As there is more competition to acquire existing stores, especially from US purchasers, we may find it difficult to acquire assets that meet our criteria.

Organic Growth
Scale is important and the increased size of SVI provides a significant advantage in negotiating better rates on: marketing, insurance, software, office supplies, resale retail products, merchant services, technical support and long distance transport of portable units. These economies of scale translate into improved margins and better results.

Efficiencies are also gained through cross promotion and marketing of the self storage and portable storage platforms, and our records management services due to our national footprint, and offering different but complementary product choices at various price points to our customers.

The most significant evolution in the storage industry has been in the area of revenue management. Revenue management is the principle of achieving optimal revenue through a combination of rental rate increases on existing customers (increases the existing revenue base and rent per square foot) and dynamic pricing of available inventory so that we are selling the right space, to the right customer, at the right time, for the right price. With a focus on providing the best value to the customer and on revenue management, stores are able to achieve significant top and bottom line growth, even when occupancies are stable.

Existing Store Expansion

There is over 1,500,000 square feet of development potential on excess land currently owned and operated by SVI. When market conditions are suitable and high occupancies and leads indicate pent up demand, we expect to expand a number of our existing locations. In 2021, we completed 10,000 square feet of expansion and currently have plans to complete another 25,000 to 50,000 square feet of expansion in the next 12 months. In addition, we have another 425,000 rentable square feet of expansions projects in the entitlement and permitting stage.

Expansion of Portable Storage Business

The portable storage business continues to complement our overall business, providing additional synergies and efficiencies to our platform. While margins in portable storage are not as high as they are in self storage, they are still very attractive, and with the larger geographic and operating footprint achieved through our growth strategy, we believe margins will continue to improve.

Expansion of Information and Records Management Business

The records management business is a complementary vertical in the storage space, much like portable storage, and fills up excess space, delivering strong "sticky" cash flows. RecordXpress is one of the largest records management companies in Canada and is the only Canadian owned company that can provide a national platform. This is a significant competitive advantage as government organizations, such as hospitals and charities, do not want their confidential information in foreign hands.

Expansion of FlexSpace Logistics Business

The FlexSpace Logistics business is a technology platform that focuses on providing end to end solutions for business clients with our storage, logistics, and inventory management offerings. Services are provided across Canada through SVI's existing portfolio of businesses and our extensive network of partners, allowing us to offer everything from warehousing and storage to last mile delivery to records management. A true one-stop shop for businesses, especially small – medium sized companies who were previously underserved in the space.

Financing Strategy

We anticipate funding the capital requirements of our growth strategy through excess operating cash flow, utilization of suitable leverage and from the issuance of equity and debt securities.

Financing With Secured Debt and Lines of Credit

The Corporation will partially fund the purchase of storage assets with debt. A number of factors are considered when evaluating the level of debt in our capital structure, as well as the amount of debt that will be fixed or variable rate. In making financing decisions, the factors that we consider include, but are not limited to, interest rate, amortization period, covenants and restrictions, security requirements, prepayment rights and costs, overall debt level, maturity date in relation to existing debt, overall percentage of fixed and variable rate debt and expected store performance.

Issuance of Common Shares

The Corporation will, from time to time, issue common shares to the public or to vendors to fund the purchase of storage assets or pay down debt. SVI will consider issuances of additional common shares for cash proceeds or as consideration in the purchase of storage assets in the upcoming fiscal year if accretive to shareholders. Future issuances will be dependent upon financing needs, acquisitions and expansion, equity market conditions at the time and transaction pricing.

OUTLOOK

The Corporation's update and outlook for the COVID-19 pandemic, acquisitions, share capital, results from operations and subsequent events are:

The COVID-19 Pandemic

Since the commencement of the pandemic and for the future benefit of the Corporation, we modified our operating platform to continue to meet the strong demand for our services – these changes included improving our virtual systems to offer no-contact "self-serve" rental processes, installation of plexiglass partitions and limiting the number of customers in our offices to one at a time. Our teams have been continuously employed and clients are able to safely store and access their valuables. We are proud of our team for continuing to adapt to new processes and for committing to provide exceptional client and community service.

In fiscal 2021, we experienced a significant increase in leads and rentals which has resulted in higher occupancies and rental rates across our portfolio. These positive trends resulted in the Corporation achieving strong same store revenue and NOI growth. While clients may be further impacted, including through unemployment, the Corporation has experienced no meaningful increases in accounts receivable.

Since the start of the COVID-19 pandemic, the Corporation has continued to execute on our strategies to attract clients through search engine marketing, improving our online presence, virtual community connection programs and the development of a national platform and initiatives to fulfill last mile storage needs. These efforts have allowed us to attract clients who are leveraging our national footprint to offer a complete storage, inventory management and mobilization solution through our self storage, portable storage, records management and FlexSpace Logistics infrastructures.

As at December 31, 2021, we continue to generate significant cash flows from our operations, with $25.1 million in cash on hand. Our balance sheet, along with our strong relationships with our lenders, provides us with sufficient borrowing capacity, refinancing and liquidity options to take advantage of acquisition opportunities that meet our requirements, evidenced by the $270.2 million in acquisitions completed in fiscal 2021.

Acquisitions

In 2022, we expect to acquire in excess of $100 million of assets.

Historically we have been successful in meeting our acquisition targets; however, as there is uncertainty in the Canadian economy, and more competition to acquire existing stores, especially from foreign purchasers, we may not be able to find acquisitions that meet our criteria.

Share Capital

The Corporation will, from time to time, issue common shares to the public or to vendors to fund the purchase of storage assets. Future issuances will be dependent upon financing needs, acquisition opportunities, expansion plans, equity market conditions and transaction pricing.

Results from Operations

We expect growth in revenue and NOI in 2022 as we continue to streamline and integrate operations, implement our revenue management system and continue to control costs on the over $1.8 billion of assets purchased in the past six years. We also expect significant contributions from the acquisitions made in late fiscal 2020 as well as those we have completed in fiscal 2021.

The Corporation may use discounts in select markets to match competitive forces and retain its customer base as a result of competitors trying to jump-start their lease up periods by offering significant discounts to new customers. This can result in short term fluctuations in occupancy and rent per square foot at existing stores. The effect on overall revenues is not expected to be significant, but it may be enough to slow the rate of growth in revenues experienced in past years.

Subsequent Events

The following items have been announced by the Corporation:

- On January 24, 2022, announced the acquisition of one store in Toronto, Ontario for $45 million. The acquisition was paid by the issuance of 3,356,560 common shares of SVI at an aggregate purchase price of $22 million, with the remainder of the purchase price being paid with funds on hand or consisting of debt of the store being acquired. The acquisition is a related party acquisition.
- On January 26, 2022 StorageVault's common shares, its 5.75% senior unsecured hybrid debentures and its 5.50% senior unsecured hybrid debentures were listed and commenced trading on the Toronto Stock Exchange (the "TSX"), under the symbols SVI, SVI.DB and SVI.DB.B, respectively
- On February 23, 2022, approved the increase to the quarterly dividend for Q1 2022 by 0.5% to $0.002775 per common share.

DESCRIPTION OF OUR OPERATIONS

As at December 31, 2021, the Corporation owned the following self storage and portable storage operations:

Location	Acres	Number of Stores	Units	Rentable Square Feet
British Columbia	45	18	9,627	932,960
Alberta	139	40	20,544	2,333,851
Saskatchewan	33	11	2,715	356,554
Manitoba	36	12	4,846	490,057
Ontario	324	90	42,760	5,070,527
Quebec	37	20	9,373	887,201
Nova Scotia	16	5	1,655	179,454
Portable Storage Units			4,527	521,648
Total	**630**	**196**	**96,047**	**10,772,252**

Management is focused on increasing value and increasing NOI as follows:

Revenue Management

In today's competitive climate, revenue per square foot is the greatest driver in increasing NOI and creating value. Our management platform has intelligent software, supported by dedicated personnel, that understands the nuances of each local market. Our in-depth knowledge of our customer base and the competition allows us to implement strategic rate increases and optimize proven promotions to attract clientele that will become long-term customers, repeat renters and strong referral sources.

Professional Management

The management team at SVI has extensive experience in all aspects of the storage industry including:

- delivering superior results
- management of over 230 storage locations throughout Canada
- acquisition, development and management of over 15 million square feet of storage space
- over 200 years of combined experience in the storage industry by senior management

Marketing

We implement specific marketing plans for the different localities, stages and seasons of our business with emphasis on maximizing return on investment for every dollar spent. Our strategies to attract customers include strong search engine marketing, user friendly online presence and no-contact "self serve" rental processes, community connection programs and development of large national accounts to fulfill their last-mile storage needs. We conduct specific store and market analysis to determine how, when and where to focus our marketing dollars with the goal of efficiently and consistently increasing the value of our stores.

Costco Supplier

Our storage business is the exclusive supplier to Costco Wholesale Canada Ltd. (Costco) members across Canada. This relationship provides exclusive access to Costco's vast membership base as a marketing channel.

Reservation Centre

Our management platform includes a Reservation Centre (call centre) that provides call management services designed to increase reservations and move-ins, increase productivity at the store level and improve our corporate image through professionalism, consistency of messaging and willingness to resolve issues. Our Reservation Centre agents have training in the storage business and understand the need to introduce and greet professionally, establish rapport with customers, build trust, listen, ask the right questions, ask for the business and close the sale. The overall result is an increased close rate leading to improved financial performance.

Technology and Software

SVI stores utilize modern and intelligent software, technology and security systems. We work with vendors and developers, who have knowledge of the storage business, to take advantage of developing trends, including: (i) exception reports that allow management to monitor key performance and indicators ensuring that management's time is more effectively spent preventing and resolving issues than identifying them; and (ii) web-based software reporting that allows authorized individuals to view specific store information in real time. The user can choose to see daily rental rates achieved and the number of customers moving-in or moving-out. This tool allows us to adjust quickly to opportunities and threats in each marketplace.

Economies of Scale

The size and scope of our management platform, combined with the growing size of our own operations, translates into higher gross margins through the centralization of many functions such as revenue management, property management, employee compensation and benefits programs, as well as the development and documentation of standardized operating procedures and best practices.

FINANCIAL RESULTS OVERVIEW

In fiscal 2021, SVI acquired 29 stores for $270.2 million. In fiscal 2020, SVI acquired 16 stores and one piece of vacant land for $232.7 million. The timing of these acquisitions affects the comparative results.

Selected Financial Information

	Three Months Ended December 31 (unaudited)				Fiscal (audited)			
			Change				Change	
	2021	2020	$	%	2021	2020	$	%
Storage revenue and related services	$ **56,364,795**	$ 41,592,792	$ 14,772,003	*35.5%*	$ **206,625,933**	$ 153,394,776	$ 53,231,157	*34.7%*
Management fees	**480,494**	557,497	(77,003)	*-13.8%*	**2,034,745**	2,069,146	(34,401)	*-1.7%*
	56,845,289	42,150,289	14,695,000	*34.9%*	**208,660,678**	155,463,922	53,196,756	*34.2%*
Operating costs	**19,026,111**	13,798,341	5,227,770	*37.9%*	**69,660,346**	51,250,858	18,409,488	*35.9%*
Net operating income [1]	**37,819,178**	28,351,948	9,467,230	*33.4%*	**139,000,332**	104,213,064	34,787,268	*33.4%*
Less:								
Acquisition and integration costs	**2,700,306**	5,039,927	(2,339,621)	*-46.4%*	**8,027,373**	7,402,034	625,339	*8.4%*
Selling, general and administrative	**4,859,670**	4,542,505	317,165	*7.0%*	**17,817,594**	15,550,356	2,267,238	*14.6%*
Interest	**15,623,975**	12,500,650	3,123,325	*25.0%*	**58,508,492**	45,820,583	12,687,909	*27.7%*
Stock based compensation	**10,750,687**	6,318,156	4,432,531	*70.2%*	**11,288,335**	6,318,156	4,970,179	*78.7%*
Unrealized (gain) loss on derivative financial instruments	**(6,142,747)**	-	(6,142,747)	-	**(6,142,747)**	-	(6,142,747)	-
Unrealized (gain) loss on interest rate swap contracts	**-**	(9,291,210)	9,291,210	*-100.0%*	**-**	(9,291,210)	9,291,210	*-100.0%*
Depreciation and amortization	**24,521,938**	21,100,449	3,421,489	*16.2%*	**93,189,387**	82,558,426	10,630,961	*12.9%*
	52,313,829	40,210,477	12,103,352	*30.1%*	**182,688,434**	148,358,345	34,330,089	*23.1%*
Net income (loss) before taxes	**(14,494,651)**	(11,858,529)	(2,636,122)	*22.2%*	**(43,688,102)**	(44,145,281)	457,179	*-1.0%*
Deferred tax recovery	**1,489,191**	1,870,681	(381,490)	*-20.4%*	**7,823,010**	10,863,059	(3,040,049)	*-28.0%*
Net income (loss)	$ **(13,005,460)**	$ (9,987,848)	$ (3,017,612)	*30.2%*	$ **(35,865,092)**	$ (33,282,222)	$ (2,582,870)	*7.8%*
Weighted average number of common shares outstanding								
Basic	**373,567,193**	364,460,666	9,106,527	*2.5%*	**370,267,629**	363,469,712	6,797,917	*1.9%*
Diluted	**373,567,193**	364,460,666	9,106,527	*2.5%*	**370,267,629**	363,469,712	6,797,917	*1.9%*
Net income (loss) per common share								
Basic	$ **(0.035)**	$ (0.027)			$ **(0.097)**	$ (0.092)		
Diluted	$ **(0.035)**	$ (0.027)			$ **(0.097)**	$ (0.092)		

[1] Non-IFRS Measure.

<u>Storage revenue and related services</u>

For the three months ended December 31, 2021, the Corporation had revenues of $56.4 million (December 31, 2020 - $41.6 million), an increase of 35.5% for the quarter and contributing to a $53.2 million or 34.7% increase for the fiscal year. This increase is attributable to incremental revenue from organic revenue growth and from the stores acquired in the current and prior fiscal year. For additional information, see "Segmented, Existing and New Self Storage and Portable Storage Results."

<u>Management fees</u>

For the three months ended December 31, 2021, management fees have changed by 13.8% over the same prior year periods. The change is a result of the Corporation acquiring managed stores, reducing the number of stores in our third party management platform.

Operating costs

Operating costs for the three months ended December 31, 2021 were $19.0 million (December 31, 2020 - $13.8 million). The increase relates to stores acquired in 2021 and 2020 and increases in advertising, property taxes and wages (mainly incentives earned by our store teams).

Net income (loss)

Our net loss of $13.0 million for the three months ended December 31, 2021 results from non-cash items of $24.5 million of depreciation and amortization and $10.8 million in stock based compensation, and which is offset by the recovery of $1.5 million of deferred tax.

Net operating income

For the three months ended December 31, 2021, the Corporation had net operating income (NOI), a non-IFRS measure, of $37.8 million (December 31, 2020 - $28.4 million), an increase of 33.4% for quarter and contributing to a $34.8 million or 33.4% increase for the fiscal year. The increase was due to increased occupancy, increased rates through our revenue management systems, controlling costs, NOI from assets purchased in throughout fiscal 2021 and 2020 and from streamlining and integration of operations.

Acquisition and integration costs

Acquisition and integration costs include costs and professional fees incurred to identify, qualify, close and integrate the assets purchased and pending, as well as transactions that we elected not to pursue. SVI closed $270.2 million of acquisitions in fiscal 2021, following closing $232.7 million in acquisitions in fiscal 2020 and $372.7 million in fiscal 2019.

Selling, general and administrative

Selling, general and administrative expenses include all expenses not related to the stores including corporate office overhead and payroll, operations platform innovation and professional fees. These costs have increased as a result of increased activity associated with the growth and anticipated future growth of the business.

Interest

Interest expense increased as the total amount of debt outstanding increased with the current and prior year acquisitions. As at December 31, 2021, our debt was $1.3 billion compared to $1.2 billion at December 31, 2020.

Depreciation and amortization

The increase in depreciation and amortization expense is primarily due to depreciating the additional assets acquired throughout fiscal 2021 and full year of depreciation for assets acquired in fiscal 2020.

Funds from Operations (FFO) and Adjusted Funds from Operations (AFFO)

FFO and AFFO are non-IFRS measures. They allow management and investors to evaluate the financial results of an entity without taking into consideration the impact of non-cash items and non-recurring acquisition and integration costs on the Consolidated Statement of Income (Loss) and Comprehensive Income (Loss). Net income (loss) assumes that the values of our assets diminish over time through depreciation and amortization, irrespective of the value of our real estate assets in the open market. Other non-cash and non-recurring capital items include stock based compensation costs, deferred income tax expenses (recoveries), unrealized gain or loss on interest rate swap contracts, unrealized gain or loss on derivative financial instruments and acquisition and integration costs, if any. Acquisition and integration costs, adjusted for in our AFFO, are one time in nature to the specific assets purchased or pending. While the specific acquisition and integration costs may vary from period to period, given that the Corporation is planning to continue to complete acquisitions as part of its growth strategy, these costs will continue to be included as an adjustment in determining AFFO (i.e. the amount of the costs are "non-recurring" but the actual adjustment for these types of costs is "recurring").

FFO for the three months and fiscal year ended December 31, 2021 was $14.6 million and $54.6 million versus $6.3 million and $35.4 million, respectively for the same period in 2020, a 133.5% and 54.2% increase. These increases are the result of contributions from strong operational performance and from assets purchased.

AFFO for the three months and fiscal year ended December 31, 2021 was $17.3 million and $62.7 million versus $11.3 million and $42.8 million, respectively for the same period in 2020, a 53.3% and 46.3% increase. These increases are the result of contributions from strong operational performance and from assets purchased.

Both the FFO and AFFO are muted by the operational and interest expenses related to the $114.6 million in new build and lease-up stores and raw land acquisitions completed in Q4 2020. In fiscal 2021, these acquisitions reduced our FFO and AFFO by $0.7 million. The Corporation expects to be cash flow positive and realize the benefits of these acquisitions commencing in fiscal 2022 and at stabilization that these assets will add approximately $3.0 million in incremental FFO and AFFO.

The FFO and AFFO for the three months and fiscal year ended December 31, 2021 and 2020 are:

	(unaudited) Three Months Ended December 31				*(audited)* Fiscal			
	2021	2020	Change $	Change %	2021	2020	Change $	Change %
Net income (loss)	$ **(13,005,460)**	$ (9,987,848)	$ (3,017,612)	30.2%	$ **(35,865,092)**	$ (33,282,222)	$ (2,582,870)	7.8%
Adjustments:								
Stock based compensation	**10,750,687**	6,318,156	4,432,531	70.2%	**11,288,335**	6,318,156	4,970,179	78.7%
Unrealized (gain) loss on derivative financial instruments	**(6,142,747)**	-	(6,142,747)	-	**(6,142,747)**	-	(6,142,747)	-
Unrealized (gain) loss on interest rate swap contracts	**-**	(9,291,210)	9,291,210	-100.0%	**-**	(9,291,210)	9,291,210	-100.0%
Deferred tax recovery	**(1,489,191)**	(1,870,681)	381,490	-20.4%	**(7,823,010)**	(10,863,059)	3,040,049	-28.0%
Depreciation and amortization	**24,521,938**	21,100,449	3,421,489	16.2%	**93,189,387**	82,558,426	10,630,961	12.9%
	27,640,687	16,256,714	11,383,973	70.0%	**90,511,965**	68,722,313	21,789,652	31.7%
FFO [1]	$ **14,635,227**	$ 6,268,866	$ 8,366,361	133.5%	$ **54,646,873**	$ 35,440,091	$ 19,206,782	54.2%
Adjustments:								
Acquisition and integration costs	**2,700,306**	5,039,927	(2,339,621)	-46.4%	**8,027,373**	7,402,034	625,339	8.4%
AFFO [1]	$ **17,335,533**	$ 11,308,793	$ 6,026,740	53.3%	$ **62,674,246**	$ 42,842,125	$ 19,832,121	46.3%

[1] Non-IFRS Measure.

Annualized Net Operating Income and Funds from Operations

The Company completed the purchase of 29 stores in fiscal 2021 and the revenues and operating expenses from each acquisition are reflected in the statements from the date of acquisition forward for these stores. In order to understand a full year of operations with the acquired assets, utilizing historical data, we have prepared an annualized NOI, FFO and AFFO (all non-IFRS measures) statement annualizing the revenues and expenses as if the stores purchased in fiscal 2021, were purchased as of January 1, 2021 and owned for the entire 12-month period.

The results of this annualized statement show that NOI, FFO and AFFO would be higher by $7.8 million, $6.2 million and $6.2 million, respectively. NOI would have been $146.8 million, FFO would be $60.9 million and the AFFO would be $68.9 million. This annualization continues to be muted by the $114.6 million in new build and lease-up stores and raw land acquisitions made in Q4 2020. The Corporation expects that at stabilization, these assets will add approximately $3 million in incremental NOI.

	For the Year Ended December 31, 2021			
	Actual	Annualized Results	*Incremental*	Notes
Storage revenue and related services	$ 206,625,933	**$ 218,440,345**	*$ 11,814,412*	*1*
Management fees	2,034,745	**2,034,745**	-	
	208,660,678	**220,475,090**	*11,814,412*	
Property operating costs	69,660,346	**73,707,896**	*4,047,550*	*1*
Net operating income	139,000,332	**146,767,194**	*7,766,862*	
Adjustments:				
Acquisition and integration costs	8,027,373	**8,027,373**	-	*2*
Selling, general and administrative	17,817,594	**18,408,315**	*590,721*	*3*
Interest	58,508,492	**59,441,515**	*933,023*	*4*
	84,353,459	**85,877,203**	*1,523,744*	
Funds from Operations	54,646,873	**60,889,991**	*6,243,118*	
Adjustment:				
Acquisition and integration costs	8,027,373	**8,027,373**	-	*2*
Adjusted Funds from Operations	$ 62,674,246	**$ 68,917,364**	*$ 6,243,118*	

Note 1 – the results from all stores acquired in fiscal 2021, have been adjusted as if the purchase occurred on January 1, 2021. For revenues, we assumed achieved occupancies and rent per square foot were repeated from the period prior to acquisition. Information regarding expenses incurred during 2021 and prior to acquisition, has been sourced from due diligence materials received during the acquisition process to determine a full year of operating costs.

Note 2 – these costs are one time in nature and do not change based on acquisition date.

Note 3 – based on existing scale and management infrastructure.

Note 4 – annualized amount determined based on interest rate and debt outstanding at December 31, 2021.

Segmented, Existing and New Self Storage and Portable Storage Results

The Corporation operates three reportable business segments - self storage, portable storage and management fees. Self storage involves customers renting space at the Corporation's property for short or long term storage. Portable storage involves delivering a storage unit to the customer. The customer can choose to keep the portable storage unit at their location or have it moved to one of our locations. Management fees are revenues generated from the management of stores owned by third parties.

Revenue, operating costs and net operating income

	(unaudited) Three Months Ended December 31				(audited) Fiscal			
	2021	2020	Change $	Change %	2021	2020	Change $	Change %
Revenue								
Existing Self Storage [1]	**$ 41,980,296**	$ 35,913,162	$ 6,067,134	16.9%	**$ 161,105,286**	$ 136,076,029	$ 25,029,257	18.4%
New Self Storage [1]	**11,617,246**	3,483,753	8,133,493	233.5%	**35,000,602**	9,515,108	25,485,494	267.8%
Total Self Storage	**53,597,542**	39,396,915	14,200,627	36.0%	**196,105,888**	145,591,137	50,514,751	34.7%
Portable Storage	**2,767,253**	2,195,877	571,376	26.0%	**10,520,045**	7,803,639	2,716,406	34.8%
Management Fees	**480,494**	557,497	(77,003)	-13.8%	**2,034,745**	2,069,146	(34,401)	-1.7%
Combined	**56,845,289**	42,150,289	14,695,000	34.9%	**208,660,678**	155,463,922	53,196,756	34.2%
Operating Costs								
Existing Self Storage	**12,307,024**	10,666,469	1,640,555	15.4%	**47,299,126**	41,372,352	5,926,774	14.3%
New Self Storage	**4,810,360**	1,578,355	3,232,005	204.8%	**15,166,068**	4,554,185	10,611,883	233.0%
Total Self Storage	**17,117,384**	12,244,824	4,872,560	39.8%	**62,465,194**	45,926,537	16,538,657	36.0%
Portable Storage	**1,908,727**	1,553,517	355,210	22.9%	**7,195,152**	5,324,321	1,870,831	35.1%
Combined	**19,026,111**	13,798,341	5,227,770	37.9%	**69,660,346**	51,250,858	18,409,488	35.9%
Net Operating Income [1]								
Existing Self Storage	**29,673,272**	25,246,693	4,426,579	17.5%	**113,806,160**	94,703,677	19,102,483	20.2%
New Self Storage	**6,806,886**	1,905,398	4,901,488	257.2%	**19,834,534**	4,960,923	14,873,611	299.8%
Total Self Storage	**36,480,158**	27,152,091	9,328,067	34.4%	**133,640,694**	99,664,600	33,976,094	34.1%
Portable Storage	**858,526**	642,360	216,166	33.7%	**3,324,893**	2,479,318	845,575	34.1%
Management Fees	**480,494**	557,497	(77,003)	-13.8%	**2,034,745**	2,069,146	(34,401)	-1.7%
Combined	**$ 37,819,178**	$ 28,351,948	$ 9,467,230	33.4%	**$ 139,000,332**	$ 104,213,064	$ 34,787,268	33.4%

[1] Non -IFRS Measure.

Existing Self Storage

For the three months ended December 31, 2021, revenue and NOI increased by 16.9% and 17.5%, respectively, over the same prior year period, resulting in a full year revenue and NOI growth of 18.4% and 20.2%. In the midst of COVID-19, the Corporation achieved 4.8% revenue and 5.0% NOI growth for fiscal 2020, strong results compared to our peers. Revenue and NOI increases are a result from the strength of our business, continued execution of our revenue management program and increased occupancy. For operating costs, we continue to control costs through operational efficiencies, however we experienced increases in advertising, property taxes and wages (mainly incentives earned by our store teams).

New Self Storage

Increase is a result of acquiring stores in 2021 and throughout 2020 resulting in revenue, operating costs and NOI growth as we commenced reporting results.

Portable Storage

Increase in revenue and NOI was generally due to occupancy increases, resulting in full year NOI growth of 34.1%.

Quarterly net operating income

The Corporation's quarterly results are affected by the timing of acquisitions, both in the current year and prior year. SVI also incurs non-recurring initial expenses when a new location is acquired. These costs may include labor, severance, training, travel, advertising and or office expenses.

The storage business is subject to seasonality. There is naturally more activity in the warmer months and less activity in the colder months. Operating costs are higher during the winter months due to heating and snow removal costs resulting in lower NOI margins in Q1 and Q4, versus Q2 and Q3. This is consistent with results experienced in the Northern US.

	Fiscal 2021 ('000)					Fiscal 2020 ('000)				
	Q4	**Q3**	**Q2**	**Q1**	**Total**	Q4	Q3	Q2	Q1	Total
NOI [1]										
Existing Self Storage	$ 29,673	$ 31,276	$ 29,022	$ 23,835	**$ 113,806**	$ 25,247	$ 24,958	$ 23,182	$ 21,316	$ 94,704
New Self Storage	6,807	5,825	4,622	2,581	**19,835**	1,905	1,120	1,047	889	4,961
Total Self Storage	36,480	37,101	33,644	26,416	**133,641**	27,152	26,078	24,229	22,205	99,665
Portable Storage	859	1,169	844	454	**3,325**	642	853	575	410	2,479
Management Fees	480	536	529	490	**2,035**	557	585	488	439	2,069
	$ 37,819	$ 38,805	$ 35,017	$ 27,359	**$ 139,000**	$ 28,352	$ 27,516	$ 25,292	$ 23,054	$ 104,214

[1] Non-IFRS Measure

Existing Self Storage

The increase in Q4 2021 over Q4 2020 was driven from continued execution of our revenue management program, occupancy increases and controlling costs through operational efficiencies.

New Self Storage

SVI has acquired 29 stores fiscal 2021 and 16 stores in 2020. These additions have resulted in NOI growth quarter over quarter as we commenced reporting results.

Portable Storage

Increase in revenue and NOI was generally due to occupancy increases and cost savings.

Summary of Quarterly Results (unaudited)

Period	Revenue	Net Income / (Loss)	Net Income / (Loss) per share	Fully diluted Net Income / (Loss) per share	Total Assets	Total Liabilities	Dividends
2021 – Q4	$56,845,289	($13,005,460)	($0.035)	($0.035)	$1,836,156,209	$1,613,949,693	$1,034,371
2021 – Q3	$56,854,002	($4,286,770)	($0.012)	($0.012)	$1,710,707,686	$1,503,314,182	$1,021,120
2021 – Q2	$51,701,291	($7,172,789)	($0.019)	($0.019)	$1,693,800,047	$1,487,413,665	$1,012,517
2021 – Q1	$43,260,095	($11,400,073)	($0.031)	($0.031)	$1,610,798,998	$1,403,279,361	$1,002,868
Total 2021	**$208,660,678**	**($35,865,092)**	N/A	N/A	N/A	N/A	**$4,070,876**
2020 - Q4	$42,150,289	($9,987,848)	($0.027)	($0.027)	$1,587,379,939	$1,377,204,772	$991,452
2020 - Q3	$40,053,371	($6,276,846)	($0.017)	($0.017)	$1,354,801,560	$1,149,197,801	$978,240
2020 - Q2	$37,425,908	($8,651,142)	($0.024)	($0.024)	$1,369,097,150	$1,155,700,318	$973,985
2020 - Q1	$35,834,354	($8,366,386)	($0.023)	($0.023)	$1,371,022,824	$1,151,432,603	$966,317
Total 2020	**$155,463,922**	**($33,282,222)**	N/A	N/A	N/A	N/A	**$3,909,994**
2019 - Q4	$37,174,365	($11,563,878)	($0.032)	($0.032)	$1,392,865,962	$1,162,117,984	$961,654
2019 - Q3	$37,310,765	($9,399,776)	($0.026)	($0.026)	$1,377,237,690	$1,134,721,033	$958,230
2019 - Q2	$34,255,855	($16,310,988)	($0.045)	($0.045)	$1,385,491,977	$1,132,963,923	$952,321
2019 - Q1	$26,222,055	($8,843,827)	($0.025)	($0.025)	$1,044,914,091	$794,584,280	$930,288
Total 2019	**$134,963,040**	**($46,118,469)**	N/A	N/A	N/A	N/A	**$3,802,493**
2018 - Q4	$26,562,429	($843,810)	($0.002)	($0.002)	$1,022,791,417	$761,864,860	$925,235
2018 - Q3	$25,733,852	($6,355,654)	($0.018)	($0.018)	$990,262,630	$731,939,098	$920,981
2018 - Q2	$23,173,856	($9,158,368)	($0.026)	($0.026)	$959,256,102	$694,025,713	$920,562
2018 - Q1	$20,913,462	($7,793,463)	($0.022)	($0.022)	$922,656,903	$661,214,665	$889,786
Total 2018	**$96,383,599**	**($24,151,295)**	N/A	N/A	N/A	N/A	**$3,656,564**
2017 - Q4	$20,744,110	$15,343,505	$0.044	$0.044	$895,496,381	$627,421,264	$880,328
2017 - Q3 [1]	$18,453,960	($15,402,377)	($0.046)	($0.046)	$839,525,204	$585,777,091	$879,376
2017 - Q2	$12,557,306	($2,995,895)	($0.010)	($0.010)	$400,216,946	$237,005,503	$765,016
2017 - Q1 [1]	$10,133,138	($10,797,865)	($0.037)	($0.037)	$404,743,767	$238,025,850	$749,946
Total 2017	**$61,888,514**	**($13,852,632)**	N/A	N/A	N/A	N/A	**$3,274,666**
2016 - Q4	$8,900,182	($18,657,288)	($0.070)	($0.070)	$342,803,581	$187,115,587	$724,931
2016 - Q3	$7,307,070	($537,379)	($0.022)	($0.022)	$253,955,856	$131,931,530	$630,309
2016 - Q2	$6,320,322	($663,764)	($0.004)	($0.004)	$179,885,223	$118,343,352	$440,398
2016 - Q1	$5,296,970	($1,331,005)	($0.008)	($0.008)	$176,728,097	$114,010,014	-
Total 2016	**$27,824,544**	**($21,189,436)**	N/A	N/A	N/A	N/A	**$1,795,638**
2015 - Q4	$4,795,266	($2,702,281)	($0.026)	($0.026)	$171,486,477	$112,922,559	-
2015 - Q3	$3,137,527	($821,330)	($0.012)	($0.012)	$108,865,822	$85,594,955	-
2015 - Q2	$2,111,281	($677,127)	($0.012)	($0.012)	$54,449,748	$25,372,609	-
2015 - Q1	$1,096,513	($374,472)	($0.010)	($0.010)	$27,910,360	$25,033,929	-
Total 2015	**$11,140,587**	**($4,575,210)**	N/A	N/A	N/A	N/A	-

Note 1:
The Corporation reversed $12,420,000 of goodwill impairment taken in Q1 2017 and Q3 2017.

The Q1 2017 goodwill impairment that was recorded was $5,361,176, and as a result, Q1 2017 previously reported net loss of $10,797,865, would have been $5,436,689 without such goodwill impairment. The Q3 2017 goodwill impairment that was recorded was $7,058,823, and as a result, Q3 2017 reported net loss of $15,402,377 would have been $8,343,553 without such goodwill impairment.

The previously reported Total Assets for Q1 2017 of $404,743,767 would have been $410,104,943. The previously reported Total Assets for Q2 2017 of $400,216,946 would have been $405,578,122. The previously reported Total Assets for Q3 2017 of $839,525,204 would have been $851,945,204.

WORKING CAPITAL, DEBT AND SHARE CAPITAL

Working Capital

Cash provided by operating activities was $59.0 million for the fiscal year ended December 31, 2021, compared to $38.5 million for the same prior year period. The increase arises from increased rates through our revenue management systems, increased occupancy, controlling costs and continued streamlining and integration of operations and despite higher acquisition and integrations costs.

As at December 31, 2021, the Corporation had $25.1 million of cash compared to $25.5 million at December 31, 2020. Despite cash being used to pay down debt and fund acquisitions and expansions, the Corporation continues to maintain a strong cash balance. The Corporation expects its cash flow from operations to continue to increase as the full benefit of stores purchased in 2020 and 2021 are realized and we continue to execute our operational plans. In addition, the Corporation will borrow against existing assets to fund acquisitions and its expansion plans.

Debt

As at December 31, 2021 and December 31, 2020, the Corporation held the following debt:

	December 31, 2021			December 31, 2020		
	Rate Range	Weighted Average	Balance	Rate Range	Weighted Average	Balance
Mortgages						
At amortized cost - Fixed/Variable	2.84% to 5.50%	3.99%	**446,691,023**	3.18% to 4.99%	4.19%	382,219,232
	Maturity: Jan 2022 to Apr 2028			*Maturity: Apr 2021 to Apr 2028*		
At FVTPL - Variable			**455,173,279**			394,261,163
- Interest rate swap			**9,873,937**			31,912,305
		3.82%	**465,047,216**		3.93%	426,173,468
	Maturity: Jan 2024 to Dec 2030			*Maturity: Jan 2024 to Dec 2030*		
		3.91%	**911,738,239**		4.05%	808,392,700
Lines of Credit and Promissory Notes						
At amortized cost - Variable		3.53%	**86,909,468**		3.54%	61,413,656
	Maturity: May 2024 to Dec 2024			*Maturity: Dec 2022 to May 2024*		
At amortized cost - Fixed		3.95%	**38,536,200**		4.25%	13,750,069
	Maturity: Apr 2022 to Dec 2023			*Maturity: Jan 2021 to Dec 2023*		
At FVTPL - Variable			**296,048,729**			280,244,148
- Interest rate swap			**3,951,271**			19,755,852
		3.94%	**300,000,000**		3.97%	300,000,000
	Maturity: Feb 2025			*Maturity: Apr 2022*		
		3.86%	**425,445,668**		3.84%	375,163,725
Deferred financing costs, net of accretion of $7,008,470 (Dec 31, 2020 - $4,871,753)			**(4,709,162)**			(3,817,293)
		3.89%	**1,332,474,745**		3.98%	1,179,739,132

STORAGEVAULT CANADA SELF STORAGE CENTRES

Reconciliation of Debt

The following table reconciles the changes in cash flows from financing activities for the Corporation's debt:

	December 31, 2021	December 31, 2020
Debt, beginning of period	$ 1,179,739,132	$ 1,053,079,602
Advances from debt	309,110,285	264,041,758
Repayment of debt	(152,953,282)	(123,419,291)
Amounts offset against accounts receivable	(2,529,521)	(4,710,939)
Change in fair value of debt measured at FVTPL	37,842,949	(51,668,157)
Change in fair value of interest rate swaps	(37,842,949)	42,376,947
Total cash flow from debt financing activities	153,627,482	126,620,318
Change in deferred financing costs	(891,869)	39,212
Debt, end of period	$ 1,332,474,745	$ 1,179,739,132

The bank prime rate at December 31, 2021 was 2.45% (December 31, 2020 - 2.45%). The weighted average cost of debt at December 31, 2021 is 3.89% (December 31, 2020 - 3.98%). The Corporation's variable interest rate exposure is limited as it has significant fixed interest rate debt.

The weighted years to maturity, excluding lines of credit, at December 31, 2021 is 4.09 years (December 31, 2020 – 4.93 years).

Mortgages are secured by a first mortgage charge on the real estate and equipment of the Corporation, general security agreements, assignment of rents and leases and assignments of insurance coverages. The Corporation must maintain certain financial ratios to comply with the facilities. These covenants include debt service coverage ratios, a tangible net worth ratio, and a loan to value ratio. As of December 31, 2021 and December 31, 2020, the Corporation is in compliance with all covenants.

The deferred financing costs are made up of fees and costs incurred to obtain the related mortgage financing, less accumulated amortization into income of these costs.

Principal repayments on debt and lines of credit in each of the next five years are estimated as follows:

Year 1	$	650,808,808 (includes lines of credit of $386.9 million)
Year 2	$	61,303,321
Year 3	$	220,833,105
Year 4	$	24,739,091
Year 5	$	31,941,589
Thereafter	$	347,357,993

Of the repayments shown in Year 1, $15.8 million are required under our amortizing term debt mortgages, $248.1 million relates to loans due in the upcoming twelve months that are expected to be refinanced, and $386.9 million relates to our lines of credit. Our lines of credit are covenant based (debt service coverage ratios, tangible net worth ratios, and loan to value ratios) and do not require repayment as long as the covenants are met. As of December 31, 2021 and December 31, 2020, the Corporation is in compliance with all covenants.

The Corporation terms out assets on our lines of credit when deemed appropriate, which includes determination that the Corporation has been able to implement its operating systems to increase the value of the assets and that the Corporation has an appropriate mix of assets supporting our lines of credit. The Corporation's detailed debt maturity profile as at December 31, 2021 is:

Contractual Mortgage Maturities and Interest Rates

Year of Debt Maturity	Mortgages Payable	Weighted Average Interest Rate	Lines of Credit	Weighted Average Interest Rate	Total Debt	Weighted Average Interest Rate
2022	$ 213,561,160	4.33%	$ 34,536,200	4.00%	$ 248,097,360	4.29%
2023	42,545,744	4.46%	4,000,000	3.50%	46,545,744	4.38%
2024	210,542,015	3.25%	86,909,468	3.53%	297,451,483	3.33%
2025	14,330,758	3.59%	300,000,000	3.94%	314,330,758	3.59%
2026	21,371,272	3.49%	-	0.00%	21,371,272	3.49%
Thereafter	409,387,290	4.00%	-	0.00%	409,387,290	4.00%
	$ 911,738,239	3.91%	$ 425,445,668	3.86%	1,337,183,907	3.89%
Deferred financing costs net of accretion					(4,709,162)	
Balance					$ 1,332,474,745	

The Corporation entered into interest rate swap contracts in order to fix the interest rate on $765.0 million of debt at a weighted average rate of 3.87%. The swaps mature between January 2024 and December 2030.

Hybrid Debentures

2020 Hybrid Debentures
On July 20, 2020, $75 million of unsecured senior hybrid debentures were issued at a price of $1,000 per debenture with a term of sixty-six months, due January 31, 2026. These debentures bear a fixed interest rate of 5.75% per annum, payable semi-annually in arrears on January 31 and July 31 of each year, commencing January 31, 2021. The intended use of the net proceeds of the debentures is to pay down the credit facility and fund anticipated capital expenditures.

On and after January 31, 2024 and prior to January 31, 2025, the debentures will be redeemable in whole or in part from time to time at the Corporation's option at a redemption price equal to 102.875% of the principal amount of the debentures redeemed plus accrued and unpaid interest, if any, up to but excluding the date set for redemption. On and after January 31, 2025 and prior to the maturity date, the debentures will be redeemable, in whole or in part, from time to time at the Corporation's option at par plus accrued and unpaid interest, if any, up to but excluding the date set for redemption.

On redemption or at maturity on January 31, 2026, the Corporation may elect to, in whole or part, convert the debentures into freely tradable common shares. In such event, payment will be satisfied by delivering for each $1,000 due, that number of freely tradable shares obtained by dividing $1,000 by 95% of the current market price on the date fixed for redemption or maturity, as the case may be. Any accrued and unpaid interest will be paid in cash.

The debentures were recorded as a financial instrument. The debentures were recorded at a fair value of $75 million net of deferred financing costs of $3.5 million. Each embedded feature was evaluated separately and it was determined that the economic and risk characteristics are closely related to the host contract and therefore were not accounted for as separate financial instruments.

2021 Hybrid Debentures

On July 19, 2021, $57.5 million of unsecured senior hybrid debentures were issued at a price of $1,000 per debenture with a term of sixty-six months, due September 30, 2026. These debentures bear a fixed interest rate of 5.5% per annum, payable semi-annually in arrears on March 31 and September 30 of each year, commencing September 30, 2021. The intended use of the net proceeds of the debentures is to fund potential future opportunities and for general corporate purposes.

On and after September 30, 2024 and prior to September 30, 2025, the debentures will be redeemable in whole or in part from time to time at the Corporation's option at a redemption price equal to 102.750% of the principal amount of the debentures redeemed plus accrued and unpaid interest, if any, up to but excluding the date set for redemption. On and after September 30, 2025 and prior to the maturity date, the debentures will be redeemable, in whole or in part, from time to time at the Corporation's option at par plus accrued and unpaid interest, if any, up to but excluding the date set for redemption.

On redemption or at maturity on September 30, 2026, the Corporation may elect to, in whole or part, convert the debentures into freely tradable common shares. In such event, payment will be satisfied by delivering for each $1,000 due, that number of freely tradable shares obtained by dividing $1,000 by 95% of the current market price on the date fixed for redemption or maturity, as the case may be. Any accrued and unpaid interest will be paid in cash.

The debentures were recorded as a financial instrument. The debentures were recorded at a fair value of $57.5 million net of deferred financing costs of $2.5 million. Each embedded feature was evaluated separately and it was determined that the economic and risk characteristics are closely related to the host contract and therefore were not accounted for as separate financial instruments..

The debentures are subsequently measured at amortized cost using the effective interest method over the life of the debenture. The balance of the hybrid debentures is:

	December 31, 2021	December 31, 2020
Opening balance	$ 71,765,725	$ -
Additions during period	57,500,000	75,000,000
Issuance costs	(2,556,506)	(3,524,177)
Accretion during period	842,666	289,902
Ending balance	$ 127,551,885	$ 71,765,725

Share Capital

The common shares issued are:

	Number of Shares	Amount
Balance, December 31, 2019	362,805,055	$ 355,585,663
Issued on acquisitions	3,419,287	11,845,000
Dividend reinvestment plan	481,306	1,518,011
Share option redemption	782,800	901,588
Share issuance costs	-	(25,121)
Common shares repurchased	(1,233,622)	(3,938,229)
Balance, December 31, 2020	366,254,826	365,886,912
Issued on acquisitions	8,810,925	43,575,000
Dividend reinvestment plan	363,507	1,637,248
Share option redemption	-	(548,300)
Share issuance costs	-	(31,608)
Common shares repurchased	(792,815)	(3,953,358)
Balance, December 31, 2021	374,636,443	$ 406,565,894

Dividend Reinvestment Plan

Represents common shares issued under the Corporation's dividend reinvestment plan ("DRIP") for holders of common shares approved on April 18, 2016. Under the terms of the DRIP, eligible registered holders of a minimum of 10,000 Common Shares (the "Shareholders") may elect to automatically reinvest their cash dividends, payable in respect to the common shares, to acquire additional common shares, which will be issued from treasury or purchased on the open market. The Corporation may initially issue up to 5,000,000 common shares under the DRIP, which may be increased upon Board of Directors approval, acceptance of the increase by the Exchange, and upon public disclosure of the increase.

Stock Options

A total of 30,319,650 options were outstanding as at December 31, 2021 (December 31, 2020 – 23,639,650). Of the outstanding amount, 30,319,650 options were exercisable (December 31, 2020 – 23,639,650). The details are as follows:

Exercise Price	Vesting Date	Expiry Date	**December 31, 2021**	December 31, 2020
$ 0.33	Jun. 19, 2014	Jun. 19, 2024	**140,000**	140,000
$ 0.41	Apr. 28, 2015	Apr. 28, 2025	**1,560,650**	1,660,650
$ 0.50	Sep. 14, 2015	Sep. 14, 2025	**1,550,000**	1,550,000
$ 1.36	Dec. 21, 2016	Dec. 21, 2026	**2,785,000**	2,785,000
$ 1.78	Mar. 16, 2017	Mar. 16, 2027	**2,810,000**	2,810,000
$ 2.52	May 4, 2018	May 4, 2028	**2,825,000**	2,825,000
$ 2.90	May 28, 2019	May 28, 2029	**5,854,000**	5,869,000
$ 3.98	Dec. 15, 2020	Dec. 15, 2030	**5,975,000**	6,000,000
$ 6.31	Dec. 20, 2021	Dec. 20, 2031	**6,820,000**	-
Options exercisable and outstanding			**30,319,650**	23,639,650

The Board of Directors of the Corporation may from time to time, at its discretion, and in accordance with the Exchange requirements, grant to directors, officers, employees and consultants of the Corporation, non-transferable options to purchase common shares.

Equity Incentive Plan
Under the Corporation's Equity Incentive Plan passed on May 30, 2018 (the "Plan"), directors, employees and consultants are eligible to receive awards, in the form of Restricted Share Units ("RSU's"), Deferred Share Units ("DSU's") and Named Executive Officer Restricted Share Units ("Neo RSU's"), as and when granted by the Board, at its sole discretion. The maximum number of awards that may be issued under the Plan is 17,545,677. The maximum number of shares that may be reserved for issuance under the Plan, together with any of the Corporation's other share-based compensation arrangements, may not exceed 10% of the issued shares of the Corporation.

The RSU's and DSU's that are granted vest in equal annual amounts over three years. The Neo RSU's vest three years after the date of grant. RSU's, DSU's and Neo RSU's are entitled to be credited with dividend equivalents in the form of additional RSU's, DSU's and Neo RSU's, respectively.

With certain exceptions, the Plan provides that (i) the maximum number of awards that may be granted to any one participant together with any other share-based compensation arrangements, in any 12 month period, may not exceed 5% of the issued shares, and, in the case of any consultant, may not exceed 2% of the issued shares; and (ii) the total value of all securities that may be issued to any non-employee director under all of the Corporation's security based compensation arrangements may not exceed $150,000 per annum.

The Corporation entered into Total Return Swaps ("TRS") as economic hedges of the Corporation's DSUs and RSUs. Under the terms of the TRS, a bank has the right to purchase the Corporation's shares in the marketplace as a hedge against the returns in the TRS. At December 31, 2021, 1,533,556 TRS units were outstanding at a value of $6,142,747.

At December 31, 2021, 100% of the combined DSU and RSU exposures were economically hedged (December 31, 2020 - 100%). Hedge accounting is not applied for the DSU/RSU hedging program.

During the year, the Corporation issued 282,906 common shares at a value of $1,131,624 (December 31, 2020 – 333,275 common shares at a value of $1,256,598) under the Plan. A total of 857,161 common shares at a value of $3,282,260 were outstanding at December 31, 2021 (December 31, 2020 – 574,255 common shares at a value of $2,150,636).

CONTRACTUAL OBLIGATIONS AND OFF-BALANCE SHEET ARRANGEMENTS

Lease Liabilities
The Corporation leases buildings and land in Kamloops, BC, Montreal, QC, Sudbury, ON, Toronto, ON, Kitchener, ON, Ottawa, ON, Etobicoke, ON, Whitby, ON and Winnipeg, MB. The leases expire between 2023 and 2057, with the leases expiring in 2023 and 2027 having up to 15 years and 20 years of renewals, respectively, which are expected to be exercised by the Corporation.

The lease liabilities are measured at the present value of the lease payments that are not paid at the balance sheet date. Lease payments are apportioned between interest expense and a reduction of the lease liability using the Corporation's incremental borrowing rate to achieve a constant rate of interest on the remaining balances of the liability.

For the year ended December 31, 2021, the Corporation recognized $2,054,942 (December 31, 2020 - $1,418,221) in interest expense related to its lease liabilities.

A reconciliation of the lease liabilities associated with self storage properties from the date of adoption of IFRS 16 to December 31, 2021 is as follows:

	2021	2020
Balance, beginning of year	$ 44,035,050	$ 25,491,060
Additions	35,152,703	19,695,524
Cash Payments	(4,311,912)	(2,569,755)
Interest	2,054,942	1,418,221
Capitalized Interest	163,959	-
Balance, end of year	$ 77,094,742	$ 44,035,050

Contingency
The Corporation has no legal contingency provisions at December 31, 2021 or December 31, 2020.

Off-Balance Sheet Arrangements
The Corporation is not party to any industry contracts or arrangements other than those disclosed in the consolidated financial statements.

RELATED PARTY TRANSACTIONS

The Corporation holds a Master Franchise from Canadian PUPS Franchises Inc. (CPFI) which provides the Corporation with the exclusive Canadian franchise rights for the development and operation of portable storage throughout Canada. CPFI is a corporation related to Steven Scott and Iqbal Khan who are directors of the Corporation. The Corporation pays a monthly royalty of 3.5% on the gross sales. During the year ended December 31, 2021, the Corporation paid $382,592 (December 31, 2020 - $289,218) for royalties and $1,014,360 (December 31, 2020 - $nil) for storage containers and other equipment under the Master Franchise Agreement.

Included in accounts payable and accrued liabilities, relating to the previously noted transactions, at December 31, 2021 was $33,087 (December 31, 2020 - $25,231) payable to CPFI.

The Corporation has management agreements with Access Self Storage Inc. and related companies ("Access Group"). These companies are related to Steven Scott and Iqbal Khan who are directors of the Corporation. The Corporation invoices the Access Group for management fees as well as additional services it provides as part of the management agreements. The Access Group will also invoice the Corporation for construction, maintenance and other services related to its day-to-day operations.

During the year ended December 31, 2021, the Corporation received $6,856,964 (December 31, 2020 - $5,877,719) in payments and reimbursements related to the management agreements. During the year ended December 31, 2021, the Corporation also incurred $24,658,103 (December 31, 2020 - $20,491,351) in expenditures related to construction, maintenance and other services related to its day-to-day operations.

Included in accounts payable and accrued liabilities as at December 31, 2021 was $1,503,979 (December 31, 2020 - $2,665,248) payable to the Access Group. Included in accounts receivable as at December 31, 2021 was $491,942 (December 31, 2020 - $349,185) receivable from the Access Group.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Corporation, directly and indirectly, and include directors. The remuneration of key management personnel for employment services rendered are as follows:

	December 31, 2021	December 31, 2020
Wages, management fees, bonuses and directors fees	$ 612,497	$ 629,644
Stock based compensation	5,469,478	3,404,873
	$ 6,081,975	$ 4,034,517

ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG)

Environmental integrity, social responsibility and adherence to strong governance practices are core values at StorageVault and we continue to focus on reducing the already extremely low environmental impact of our stores, improving our engagement with colleagues and shareholders, supporting the communities in which we operate, and maintaining sound corporate governance practices.

Environmental

It is our responsibility to be leaders in the communities in which we live and work, to minimize our impact while actively seeking opportunities to protect the environment and encourage sustainable operating practices. We continuously explore opportunities to improve the environmental efficiency in our buildings and operations given the importance to our company, our shareholders, our customers, and our communities.

Of all the real estate asset classes, self storage has the lowest environmental impact in the areas of energy consumption, water consumption and waste production. While the self storage industry has an inherently light environmental footprint, we proactively strive to be even better.

Strategically, we offer a mix of square footage that is non-climate controlled and climate controlled, with non-climate controlled space having minimal environmental affect. For our properties that offer climate controlled storage, we regulate inside temperatures at moderate levels to safeguard contents while minimizing energy required for heating or cooling. Operationally, water usage is very low, and minimal daily client activity contributes to limiting our carbon footprint within our communities.

At the end of 2021, StorageVault operated 28 stores with solar panels installed and will continue to expand solar panel installations across our portfolio. Our solar panel installations utilize available roof space to generate electricity for consumption while providing a solid financial return, demonstrating that sustainability efforts not only benefit the environment and community, but also our shareholders.

Below are highlights of some of the environmental practices that we have adopted in an effort to reduce our overall environmental footprint:

<u>Energy Consumption</u>

- motion controlled lighting by zone, allowing for usage only where and when required
- LED lighting (internal and external) for all new buildings and light fixture replacements
- solar power generation
- modern energy efficient HVAC systems
- automated and self adjusting internal thermostat temperature controls
- all new roofs installed are reflective "cool" roofs that help minimize energy consumption

<u>Water Consumption</u>

- given low occupant levels at our properties, on average, one washroom per property
- energy efficient plumbing systems and appliances
- low-water irrigation systems
- landscaping using native and drought-tolerant species
- water run-off controls
- storm water retention

<u>Waste Production</u>

- sale of recycled packaging materials
- waste recycling program at our stores and corporate offices
- reduced paper usage through more efficient technology options including paperless rental agreements
- e-waste reduction and electronic recycling program for decommissioned computer equipment by either donating refurbished equipment to local charities or recycling equipment that cannot be repurposed

Building Design and Construction Practices

- energy efficient glazing
- use of SolarWall systems or insulated metal panels used in construction of new or retrofitted buildings
- replacing standard exterior storage doors with energy efficient doors
- insulated foundation walls to help maintain and keep the foundation slab warm
- all proposed acquisitions are subject to environmental site assessments prior to the closing

Social

At StorageVault, we respect the role and impact we have in our host communities. We are proud to employ a diverse team of over 700 colleagues, who represent both our communities and our customer bases, and who help support the over 100 communities we are in across Canada. Diversity is in our DNA and is the foundation of our strength and stability. We are proud that our culture of continuous improvement has led to a high number of promotions within our organization. As colleagues, we believe that taking care of each other leads to a greater level of care for our stores, customers and communities. We do so by focusing on engagement, advancement, wellness and safety.

Being a community based business, we believe in giving back in the places where we live and work by supporting local, grass-roots initiatives as well as national organizations. In 2021, StorageVault continued to support over 150 local, provincial and national organizations. Our dedicated Corporate Partnerships team's mission is to align with organizations across the country to support important initiatives that matter to our communities. We are committed to engaging with our communities in a way that allows us to make meaningful and lasting contributions.

Governance

The Board and Management of StorageVault are committed to maintaining the highest standards of governance to ensure long-term value for our shareholders, mitigate and manage risk and proactively protect the best interests of all our stakeholders.

As part of StorageVault's recent graduation to the TSX, we were subject to a strict audit, scrutiny and testing to ensure that our corporate policies, practices and accounting standards met the TSX's stringent compliance requirements. Our corporate policies and standards promote the long-term interests of our shareholders, strengthen management accountability and help maintain public trust in StorageVault.

Our Board and Management recognize the importance of equality, diversity and good corporate governance and is dedicated to maintaining the highest governance standards through the following:

- Independent Director led Audit, Acquisition and Governance, Nominating and Compensation Committees
- Diverse Management team and Board and along with a comprehensive Diversity Policy
- 40% Board Diversity (gender and race)
- Acquisition Committee Mandate to review, approve and recommend transactions to the Board
- Annual review and vote to approve executive compensation
- Annual election by shareholders of Directors, CEO and CFO at AGM
- Whistleblower Policy
- Insider Trading and Reporting Policy
- Disclosure and Confidentiality Policy
- Regular review and updates of all Corporate Governance principles and policies
- Code of Business Conduct & Ethics which is signed by all employees
- Majority Voting Policy (to be implemented at Annual General Meeting)

StorageVault continues to be recognized as a leader in gender diversification and equality. We are proud to organically have this balance within our organization and continue to promote a culture of continuous improvement, diversity of thought, development of skills, personal wellness and safety.

Our approach to governance and the continuous execution of sound ESG principles places StorageVault in a strong position to deliver sustainable returns to our fellow shareholders while supporting our many stakeholders.

ACQUISITION COMMITTEE AND ACQUISITION COMMITTEE MANDATE

The Corporation may, from time to time, purchase assets from parties related to the Corporation, and in particular, assets or shares owned or controlled by management of the Corporation or Access Self Storage Inc. (Access) or any of its subsidiaries or affiliates. To govern such potential related party transactions, the Corporation has established an Acquisition Committee and an Acquisition Committee Mandate.

The Acquisition Committee is comprised of six voting members, four members being independently appointed and independent of management and two of which are appointed by Access. Acquisition Committee members who are deemed to be in a conflict of interest position with respect to related party transactions are required to abstain from voting on such related party transactions.

The mandate of the Corporation's Acquisition Committee is to review, evaluate, and approve the terms of proposed acquisitions in the context of the current strategic direction of the Corporation. In particular, and with respect to related party property acquisitions, the Acquisition Committee has the authority to appoint appraisers, environmental consultants, and professional advisors to evaluate and report to the Acquisition Committee on the suitability of such transactions. Thereafter, the Acquisition Committee provides its recommendation as to whether the Board of Directors should approve an acquisition.

The Board of Directors of the Corporation must accept the recommendations that the Acquisition Committee makes with respect to any related party transaction, and in particular, an acquisition involving assets or shares of Access or any of its subsidiaries or affiliates.

ACCOUNTING POLICIES

The Corporation's significant accounting policies are summarized in Note 3 to the December 31, 2021 annual audited consolidated financial statements. There has been no change in significant accounting policies from the Corporation's audited consolidated annual financial statements from December 31, 2020. In addition, there has been no change in the Company's financial instrument risks.

Non-IFRS Financial Measures

Management uses both IFRS and Non-IFRS Measures to assess the Corporation's operating performance. In this MD&A, management uses the following terms and ratios which do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures presented by other companies:

i. Net Operating Income ("NOI") – NOI is defined as storage and related services less operating costs. NOI does not include interest expense or income, depreciation and amortization, selling, general and administrative costs, acquisition and integration costs, stock based compensation costs or taxes. NOI assists management in assessing profitability and valuation from principal business activities.

ii. Funds from Operations ("FFO") – FFO is defined as net income (loss) excluding gains or losses from the sale of depreciable real estate, plus depreciation and amortization, unrealized gains or losses from interest rate swaps, stock based compensation expenses, and deferred income taxes; and after adjustments for equity accounted entities and non-controlling interests. FFO should not be viewed as an alternative to cash from operating activities, net income, or other measures calculated in accordance with IFRS. The Corporation believes that FFO can be a beneficial measure, when combined with primary IFRS measures, to assist in the evaluation of the Corporation's ability to generate cash and evaluate its return on investments as it excludes the effects of real estate amortization and gains and losses from the sale of real estate, all of which are based on historical cost accounting and which may be of limited significance in evaluating current performance.

iii. Adjusted Funds from Operations ("AFFO") – AFFO is defined as FFO plus acquisition and integration costs. Acquisition and integration costs are one time in nature to the specific assets purchased in the current period or pending and are expensed under IFRS.

iv. Existing Self Storage and New Self Storage performance – "Existing Self Storage" are stores that the Corporation has owned or leased since the beginning of the previous fiscal year. "New Self Storage" are stores that have not been owned or leased continuously since the beginning of the previous fiscal year. We believe the use of this metric combined with primary IFRS measures is beneficial in understanding the full operating performance of our operations during a growth period. Comparative figures for the New Self Storage and Existing Self Storage categories may differ from amounts reported in previous MD&A reports.

Recent and Future Accounting Pronouncements

The IASB and the International Financial Reporting Interpretations Committee have issued a number of new or revised standards or interpretations that will become effective for future periods and have a potential implication for the Corporation. There have been no pronouncements in addition to those disclosed in the December 31, 2021 annual audited consolidated financial statements.

Disclosure Controls and Procedures

Pursuant to National Instrument 52-109, which requires certification of disclosure in an issuer's annual and interim filings, the Chief Executive Officer and the Chief Financial Officer have evaluated the effectiveness of the Corporation's internal disclosure controls and procedures for the three months and fiscal year ended December 31, 2021, including the design of internal controls over financial reporting, to provide reasonable assurance regarding the reliability of financial reporting in accordance with IFRS. These officers have concluded that the Corporation's disclosure controls and procedures are designed effectively to ensure that information required to be disclosed in reports that are filed or submitted under Canadian securities legislation are recorded, processed and reported within the time specified in those rules.

There have been no changes in the Corporation's internal controls over financial reporting that have materially affected or are reasonably likely to affect the Corporation's internal controls over financial reporting for the three months and fiscal year ended December 31, 2021.

RISKS AND UNCERTAINTIES

As our primary business consists of owning and operating storage real estate, we are exposed to risks related to such ownership and operations that can adversely impact our business and financial position. The following is a brief overview of some of the potential risks and the potential impacts these risks and uncertainties may have on the operations of the Corporation:

Real Estate Industry

Real estate investments are subject to varying degrees of risk depending on the nature of each property. Such investments are affected by general economic conditions, local real estate markets, supply and demand for rental space, competition from others with similar developments, the perceived "attractiveness" of a given property and various other factors.

Liquidity Risk

Liquidity risk is the risk that the Corporation will be unable to meet its financial obligations as they fall due. The Corporation manages liquidity risk through cash flow forecasting and regular monitoring of cash requirements including anticipated investing and financing activities. Typically, the Corporation ensures that it has sufficient cash or liquid investments available to meet expected operating expenses for a period of 30 days, excluding the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters. For the foreseeable future, the Corporation anticipates that cash flows from operations, working capital, and other sources of financing will be sufficient to meet its operating requirements, debt repayment obligations and will provide sufficient funding for anticipated capital expenditures.

Refinancing Risk
There is no certainty that financing will be available upon the maturity of any existing mortgage at terms that are as favorable as the expiring mortgage, or at all. If the Corporation is unable to refinance an existing indebtedness on favorable terms, the Corporation may need to dispose of one or more properties on disadvantageous terms. Prevailing interest rates, limited availability of credit or other factors at the time of refinancing could increase interest expense and ultimately decrease the return to investors.

Interest Rate Risk
Interest rate risk arises from changes in market interest rates that may affect the fair value of future cash flows from the Corporation's financial assets or liabilities. Interest rate risk may be partially mitigated by holding both fixed and floating rate debt, or by staggering the maturities of fixed rate debt. The Corporation is exposed to interest rate risk primarily relating to its long term debt. The Corporation will manage interest rate risk by utilizing fixed interest rates on its mortgages where possible, entering into floating-to-fixed interest rate swaps, staggering maturities over a number of years to mitigate exposure to any single year, and by attempting to ensure access to diverse sources of funding.

Economic Conditions
Even though storage is less susceptible to changes in the local economy, as storage space is often needed during times of both growth and recession, downturns in a local economy could negatively affect our revenues and NOI. A significant portion of storage customers use storage during periods of moving from one residence to another or when a residence is being renovated. In times of economic downturn, the level of activity in housing sales and housing renovation could decrease, thereby decreasing storage rental demand.

Contagious Diseases
The COVID-19 pandemic or any future outbreak of other highly infectious or contagious diseases, may impact demand for our storage space and ancillary products and services, which can result in potential decreases in occupancy, rental rates and administrative fees, and increases in expenses, which could adversely affect our results.

Environmental Risk
Environmental risk is inherent in the ownership of property. Various municipal, provincial and federal regulations can result in penalties or potential liability for remediation, to the extent that hazardous materials enter the environment. The presence of hazardous substances could also impair the Corporation's ability to finance or sell the property, and might expose the Corporation to civil lawsuits. To mitigate such risk, the Corporation procures recent or updated environmental reports for all acquisitions to ascertain the risk, if any, that exist at a property. It also prohibits the storage of hazardous substances as a condition of the user agreement signed by customers.

Credit Risk
Credit risk arises from the possibility that customers may experience financial difficulty and be unable to fulfill their financial obligations to the Corporation. The risk of incurring bad debts often arises if storage customers relocate and cannot be found to enforce payment, or if storage customers abandon their possessions. The extent of bad debts can be mitigated by quickly following up on any unpaid amounts shortly after the due date, enforcing late fees, denying access to any customers with delinquent accounts, and ultimately seizing the possessions of the customer. Additionally, the Corporation typically rents to numerous customers, each of which constitutes significantly less than 5% of the Corporation's monthly revenue. This diversification in the customer base reduces credit risk from any given customer.

Other Self Storage Operators or Storage Alternatives
The Corporation competes with other individuals, corporations and institutions which currently own, or are anticipating owning a similar property in a given region. Competitive forces could have a negative effect on occupancy levels, rental rates or operating costs such as marketing.

Acquisition of Future Locations
Competition also exists when the Corporation attempts to grow through acquisitions of storage locations. An increase in the availability of investment funds in the general market, and a subsequent increase in demand for

storage locations would have a tendency to increase the price for future acquisitions of storage locations and reduce the yields thereon.

Anticipated Results from New Acquisitions

The realization of anticipated results and value from acquisitions can be jeopardized from unexpected circumstances in integrating stores into our existing operations, from situations we did not detect during our due diligence, or from increased property tax following reassessment of newly acquired locations.

Increase in Operating Costs

Our operating margins can be negatively impacted from increases in operating costs such as property tax, staffing costs, insurance premiums, repairs and maintenances costs, utility costs and others due to various factors such as the need for governments to raise funds, natural disasters, and energy prices.

Climate and Natural Disasters

The storage industry in Canada can be cyclical. Due to the climate, demand for storage is generally weaker in winter months with an increase in operating costs resulting in potentially lower NOI during Q1 and Q4.

Natural disasters, such as floods, earthquakes or severe winter storms may result in damage and business interruption losses that are greater than the aggregate limits of our insurance coverage. We maintain a comprehensive insurance policy to cover such events, however some insurance coverage may be or become unavailable or cost prohibitive.

Litigation

Legal claims may arise from the ordinary course of our business. Resolution of these claims would divert resources from the Corporation such as cash to pay expenses and damages and the diversion of management's time and attention from the Corporation's business. The impact and results from litigation cannot be predicted with certainty and can have a material adverse effect on the business.

Use and Dependency on Information Technology Systems

Our business is heavily dependent on the use of information technology, with the majority of our new customers communicating and transacting with us electronically or over the phone. Commerce over the internet and the nature of our business requires us to retain private information about our customers. Significant aspects of these systems are centrally managed, such as our financial information and some are managed by third party vendors. These systems may be subject to telecommunication failures, cyber-attacks, computer worms and viruses and other disruptive security breaches, all of which could materially impact our operations, resulting in additional costs and or in legal action either by government agencies or private individuals.

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