

# SIR CORP.

# MANAGEMENT'S DISCUSSION AND ANALYSIS

FOR THE 12-WEEK AND 24-WEEK PERIODS ENDED FEBRUARY 13, 2022

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# SIR CORP. MANAGEMENT'S DISCUSSION AND ANALYSIS FOR THE 12-WEEK AND 24-WEEK PERIODS ENDED FEBRUARY 13, 2022

# Q2 2022 Executive Summary

SIR Corp.'s ("SIR's") second quarter of Fiscal 2022 was from November 22, 2021 to February 13, 2022 inclusive. The following is a summary of operational and financial results for SIR's 12-week and 24-week periods ended February 13, 2022 ("Q2 2022" and "YTD 2022", respectively):

# Coronavirus ("COVID-19") Pandemic:

- Since the date of SIR's last financial report, which was filed on December 23, 2021, the COVID-19 pandemic has continued to significantly impact the operations of the company.
- The state of the restaurant and bar industry had been trending positively due to increased vaccination rates and the implementation of mandatory vaccine certificates (or passports). However, as a result of rising COVID-19 infections with the emergence of new COVID-19 variants (Delta and Omicron), provincial governments imposed heightened operating restrictions, followed by indoor and outdoor patio dining closures, at the end of December 2021. The new mandated restrictions remained in effect for the majority of Q2 2022, in all provinces where SIR restaurants operate, and had a negative impact on SIR's sales.
- For more details regarding the operating restrictions that have impacted SIR since the onset of the pandemic up until the start of Q2 2022, please refer to SIR Royalty Income Fund's (the "Fund") and SIR's prior interim filings, which can be found on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a> under the Fund's profile.

#### Ontario

• Effective December 19, 2021, in response to the Omicron variant, the province of Ontario, where SIR operates 44 restaurants, implemented the following restrictions: i) 50% capacity limits for bars and restaurants, ii) restaurants required to close at 11 p.m. and the sale of alcohol restricted after 10 p.m., iii) maximum table capacity of 10 patrons, and iv) guests must remain seated at all times. Effective January 5, 2022, Ontario implemented heightened restrictions until January 31, 2022 including: i) closure of indoor dining at restaurants, bars and other food or drink establishments, ii) restriction on the sale of alcohol after 10 p.m., iii) outdoor dining with restrictions and iv) permission for takeout, drive-through and delivery. Effective January 31, 2022, Ontario began gradually easing these restrictions. As of January 31, 2022, restaurants, bars and other food and drink establishments, without dance facilities, were permitted to operate at 50% capacity (with proof of vaccination in place).

# Quebec

• Effective December 26, 2021, in response to the Omicron variant, the province of Quebec, where SIR operates four restaurants, implemented the following restrictions: i) indoor dining capacity restricted at 50% for restaurants and bars, ii) operations limited between the hours of 5 a.m. and 10 p.m. and iii) a maximum of six patrons per table. Effective December 31, 2021, new restrictions were announced with closures of indoor dining spaces and bars, except for takeout and delivery, and a curfew until January 17, 2022. Effective January 31, 2022, Quebec allowed restaurants to reopen at 50% capacity with tables of up to four people. Alcohol service was restricted until 11 p.m. and restaurants were required to close by midnight.

### Nova Scotia

• Effective December 17, 2021, in response to the Omicron variant, the province of Nova Scotia, where SIR operates two restaurants, implemented the following restrictions: i) 50% capacity limits for bars and restaurants, ii) restaurants required to close at 11 p.m., iii) physical distancing between tables (two metres), iv) maximum table capacity of 10 patrons, and v) patrons remain seated and remove their masks for eating and/or drinking only; all other mask requirements for indoor public places remained.

# Newfoundland

• Effective December 20, 2021, in response to the Omicron variant, the province of Newfoundland, where SIR operates one restaurant, implemented 50% capacity limits for bars and restaurants with physical distancing measures remaining in effect. Effective January 4, 2022, Newfoundland implemented a maximum guest capacity of six people per table. Effective February 7, 2022, Newfoundland moved to an Alert Level 3 which increased table sizes to 10 people from the previous six for restaurants. Bars were allowed to operate at 50% capacity. Masking and physical distancing remained in effect.

- SIR was deemed eligible for both of the Canada Emergency Rent Subsidy ("CERS") and the Canada Emergency Wage Subsidy ("CEWS") programs. Both programs ended on October 23, 2021. CEWS was replaced by two programs: the Canada Recovery Hiring Program ("CRHP") and the Tourism and Hospitality Recovery program ("THRP"), both of which commenced on October 24, 2021 and have been extended to May 7, 2022. On December 17, 2021, Bill C-2 was enacted and approved, resulting in the extension of the THRP and CHRP. SIR recognized additional government assistance through the extended CRHP of \$0.6 million (increase in the subsidy rate from 20% to 50% of eligible expenditures) as at December 17, 2021. On December 22, 2021, the federal government announced its intention to temporarily expand eligibility for key support programs under Bill C-2. The announcement indicated that for claim periods between December 19, 2021 and February 12, 2022: i) the current-month revenue decline threshold requirement would be reduced to 25% (from 40%), ii) eligible employers would then receive wage and rent subsidies from 25% up to a maximum of 75%, depending on their degree of revenue loss, and iii) the 12-month revenue decline test would not be required in order to access this support.
- On December 22, 2021 in response to the Omicron variant, the Ontario government announced the new Ontario Business Costs Rebate Program to support businesses that are most affected by public health measures. Through this program, eligible businesses, within Ontario, will receive a rebate equivalent to 50% of the property tax and energy costs incurred while subject to capacity limits. This rebate will be retroactive to December 19, 2021 on all eligible expenses incurred.
- On November 2, 2021, the Ontario government announced its plans to increase the general minimum wage effective January 1, 2022. As of January 1, 2022, general minimum wage in Ontario has increased by 4.5% from \$14.35 to \$15.00 per hour. The minimum wage for liquor services rose by 19.5% from \$12.55 to \$15.00 per hour.
- Effective May 1, 2021, the province of Quebec increased the minimum wage for general servers by 3.05% from \$13.10 to \$13.50 per hour. Liquor servers also saw an increase of 3.35% from \$10.45 to \$10.80 per hour.
- Effective April 1, 2021, the province of Nova Scotia instituted a minimum wage increase of 3.19% from \$12.55 to \$12.95. Effective April 1, 2021, the province of Newfoundland increased their minimum wage by 2.88% from \$12.15 to \$12.50 for all servers. Effective October 1, 2021, Newfoundland further increased the minimum wage by 2% from \$12.50 to \$12.75.
- During Q2 2022, SIR recognized government assistance through the combination of the CEWS and/or CRHP programs of \$5.8 million (12-week period ended February 14, 2021 ("Q2 2021") the CEWS program of \$4.0 million), the CERS program of \$2.0 million (Q2 2021 \$1.7 million) and other subsidies of \$0.2 million (Q2 2021 \$0.3 million). Of these amounts, \$7.6 million (Q2 2021 \$3.7 million), was recognized as a reduction to costs of corporate restaurant operations and \$0.4 million (Q2 2021 \$2.3 million), was recognized as a reduction to corporate costs.
- SIR's insurer has denied any business interruption claims due to COVID-19 related operating restrictions or closures. However, SIR continues to pursue a Business Interruption claim due to Civil Authority orders against its insurer by way of Notice of Application in the Ontario Superior Court which was heard on May 19, 2021, June 2, 2021, November 25, 2021 and December 8, 2021. The courts shall render a decision within six months of the last hearing on December 8, 2021. This claim includes a rider provision to SIR's property policy which is in favor of the Fund and covers income reduction for lost royalties for a maximum of 180 days. There can be no assurance this action will be successful.

# Amendments to SIR's Credit Agreement, payment of royalties and interest on the SIR Loan

For more details regarding the summary statements on covenant breaches and credit amendments that have occurred since the onset of the pandemic up until the latest amendments on May 31, 2021, please refer to the Fund's and SIR's prior interim filings, which can be found on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a> under the Fund's profile.

- On May 31, 2021, SIR entered into its latest amending agreement (the "Eighth Amending Agreement") to its Credit Agreement, which among other things, extended the maturity date of the credit facilities as well as certain waivers to July 6, 2022. SIR has resumed current royalty payments to the Partnership and to the Fund for interest on the SIR Loan in accordance with the Credit Agreement and the approval of SIR's Lender.
- On May 31, 2021, the Fund and the Partnership entered into an acknowledgement consent agreement with the Lender, and the Fund, the Partnership, and SIR entered into a waiver and extension agreement. The expiration date of certain deferrals in these agreements was extended to July 6, 2022.
- As at February 13, 2022, the Partnership continued to defer the collection of royalties and the Fund continues to
  defer the collection of interest on the SIR Loan as part of the conditions required by SIR's senior lender to grant SIR
  a series of waiver and amending agreements under its Credit Agreement, until July 6, 2022, in order to provide SIR

with financial support during the pandemic. However, effective September 15, 2021, having met the conditions stipulated by SIR's senior lender (refer to SEDAR for details of the "Eighth Amending Agreement"), SIR has begun its repayment of deferred royalties and interest on the SIR Loan. Pursuant to the eighth amendment under SIR's Credit Agreement, these amounts will be repaid over 10 monthly installments of \$0.5 million and \$0.4 million, respectively. As at YTD 2022, SIR paid \$2.7 million (Q2 2021 - nil) of deferred royalties owing to the Partnership and \$1.8 million (Q2 2021 - nil) of deferred interest on the SIR Loan owing to the Fund. Effective February 13, 2022, \$2.6 million of the deferred royalties remained outstanding to the Partnership and \$1.8 million of the deferred interest on the SIR Loan remained owing to the Fund. Subsequent to Q2 2022, as at March 31, 2022, the scheduled deferral payments have been made by SIR on February 15, 2022 and March 15, 2022, respectively.

• Accordingly, given the uncertainty surrounding the pandemic, the risk of future government mandated shutdowns and/or capacity restrictions and the related adverse impact to SIR, SIR's ability to continue as a going concern for the next 12 to 18 months involves significant judgement. See going concern disclosure in Note 1 to SIR's condensed interim financial statements for the 12-week and 24 week periods ended February 13, 2022, as well as page 6 of this Management Discussion & Analysis ("MD&A"). Management of SIR is currently addressing its financial requirements and the details of certain financial and non-financial covenants within the Credit Agreement with the Lender. There can be no assurance that borrowings will be available to SIR, or available on acceptable terms, in an amount sufficient to fund SIR's needs. SIR's ability to meet its obligations for the next 12 to 18 months depends on many factors which are further described, among other things, in the Liquidity and Capital Resources section on page 17.

# Consolidated revenue and Same Store Sales(1) ("SSS"):

- As previously noted, restaurant closures and/or limited capacity operating restrictions due to COVID-19 began to impact SIR's operations, starting on March 16, 2020, during SIR's Fiscal 2020 third quarter ("Q3 2020"). In the 12-week period ended November 21, 2021 ("Q1 2022"), the rollout of vaccine certificates in conjunction with the easing of operating restrictions, supported the recovery of SIR's revenue, compared to prior periods during the pandemic when there were greater operating restrictions and/or restaurant closures. However, during the third week of December 2021 heightened restrictions, followed by further indoor and patio dining closures, until mid-February 2022, slowed the growth of SSS<sup>(1)</sup> for Q2 2022 and YTD 2022.
- Food and beverage revenue from corporate restaurant operations for Q2 2022 totaled \$31.6 million, an increase of 146.4%, or \$18.8 million, compared to Q2 2021. Food and beverage revenue from corporate restaurant operations for YTD 2022 was \$77.2 million, compared to \$41.6 million for the 24-week period ended February 14, 2021 ("YTD 2021").
- Consolidated SSS<sup>(1)</sup> increased by 152.2% and 91.4% for Q2 2022 and YTD 2022, respectively.
- SIR's flagship Concept Restaurant brand, Jack Astor's®, which generated approximately 73.0% of Pooled Revenue in Q2 2022, had SSS<sup>(1)</sup> increases of 127.6% and 76.9% for Q2 2022 and YTD 2022, respectively.
- Scaddabush Italian Kitchen & Bar® ("Scaddabush") had SSS<sup>(1)</sup> increases of 162.9% and 101.3% for Q2 2022 and YTD 2022, respectively.
- Canyon Creek® had SSS<sup>(1)</sup> increases of 100.0% and 542.7% for Q2 2022 and YTD 2022, respectively.
- The Signature Restaurants had SSS<sup>(1)</sup> increases of 23725.0% and 637.9% for Q2 2022 and YTD 2022, respectively.
- Please refer to page 12 for a discussion on the factors that impacted SSS<sup>(1)</sup> in Q2 2022 and YTD 2022, respectively.

# Investment in new and existing restaurants and closed restaurants

SIR's Management is committed to maximizing the performance of all of its restaurants. SIR believes that investing in restaurant renovations is a key performance-enhancing initiative.

During Fiscal 2021, SIR did not undertake any restaurant renovations due to the impact of the pandemic on its cash flows and financial liquidity. During this time however, SIR made significant investments and/or incurred significant additional expenses to enhance guest and team member safety as well as taking steps to maximize its business opportunities and seating capacity under pandemic-related business restrictions. This spending included, but was not limited to, extended patios and

<sup>(1)</sup> Same store sales ("SSS"), same store sales growth ("SSSG"), Adjusted Net Earnings (Loss), Earnings before interest, tax, depreciation, and amortization ("EBITDA"), and Adjusted EBITDA are non-GAAP financial measures and do not have standardized meanings prescribed by International Financial Reporting Standards ("IFRS"). For additional information regarding these financial measures, including full details on how these financial measures are calculated, see the "Description of Non-IFRS Measures" section of this MD&A (page 24).

associated furniture, plexiglass barriers, revisions to dining room seating configurations, personal protective equipment for personnel, contact tracing and other guest safety measures.

During YTD 2022, SIR completed one restaurant renovation:

• The Jack Astor's restaurant at the Square One shopping centre in Mississauga, Ontario was closed for nine days to complete a renovation. The upgrades served to implement an engaging and immersive guest-facing experience for younger patrons. Subsequent to Q2 2022, this location was closed for an additional two days for further updates.

SIR began offering Renegade Chicken takeout and delivery services again on a trial basis as of January 27, 2022. The trial is expected to continue until March 31, 2022, at SIR's option. The services were initially offered out of 21 Jack Astor's® locations in Ontario, with two additional Jack Astor's locations added to the trial as of February 16, 2022. SIR has agreed to pay an amount equal to 6% of the revenues earned to the SIR Royalty Limited Partnership (the "Partnership"). Subsequent to Q2 2022, SIR intends to extend the current trial of Renegade Chicken, to operate out of up to 8 Jack Astor's locations until August 28, 2022, in exchange for continuing to pay 6% of the revenues arising therefrom to the Partnership. The Trustees of the Partnership are supportive of the continuation of the trial. The Renegade Chicken brand offers a variety of fried chicken sandwiches, fingers and wings, paired with freshly cut in-house fries, and is capitalizing on the emergence of fried chicken growth brands in the fast casual dining space.

The pandemic has drastically altered SIR's operating environment and put a great deal of stress on its business. As a result, during Fiscal 2021, SIR permanently closed six restaurants, including:

- Effective January 8, 2021, SIR permanently closed the Canyon Creek locations at the Square One shopping centre in Mississauga, Ontario and in Scarborough, Ontario.
- Effective February 9, 2021, SIR permanently closed three restaurants located at the corner of Yonge and Gerrard in downtown Toronto. The three restaurants closed included a Scaddabush, a Reds and a Duke's. The Scaddabush and Reds locations were part of the Royalty Pool, but the Duke's was not.
- Effective March 31, 2021, SIR permanently closed the Canyon Creek location in Vaughan, Ontario.

# Net Earnings (Loss) and Comprehensive Income (Loss), Adjusted Net Earnings (Loss)<sup>(1)</sup>, EBITDA<sup>(1)</sup>, and Adjusted EBITDA<sup>(1)</sup>

- Net earnings (loss) and comprehensive income (loss) was \$1.6 million for Q2 2022, compared to (\$8.4) million for Q2 2021. Net earnings (loss) and comprehensive income (loss) was (\$49.2) million for YTD 2022, compared to (\$14.0) million for YTD 2022.
- Adjusted Net Earnings (Loss)<sup>(1)</sup> were \$1.1 million in Q2 2022, compared to an Adjusted Net Earnings (Loss)<sup>(1)</sup> of \$2.5 million in Q2 2021. Adjusted Net Earnings (Loss)<sup>(1)</sup> was \$1.6 million in YTD 2022, compared to (\$3.1) million in YTD 2021.
- EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup> were \$8.1 million and \$4.7 million in Q2 2022, respectively, compared to \$9.7 million and (\$0.8) million in Q2 2021, respectively.
- EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup> were \$15.5 million and \$8.7 million in YTD 2022, respectively, compared to \$12.3 million and \$1.9 million in YTD 2021, respectively.

# Going concern assumption

The condensed interim consolidated financial statements of SIR have been prepared using International Financial Reporting Standards as issued by the International Accounting Standards Board (IFRS) applicable to a going concern, which contemplates the realization of assets and the settlement of liabilities during the normal course of operations for the foreseeable future. In the preparation of financial statements, SIR's management is required to identify when events or conditions indicate that significant doubt may exist about SIR's ability to continue as a going concern. Significant doubt about SIR's ability to continue as a going concern would exist when relevant conditions and events indicate that SIR will not be able to meet its obligations as they become due for a period of at least, but not limited to, twelve months from the end of the reporting period. When SIR identifies conditions or events that raise potential for significant doubt about its ability to continue as a going concern, SIR considers whether its plans that are intended to mitigate those relevant conditions or events will alleviate the potential significant doubt.

Given the uncertainty surrounding the pandemic and the risk of future government mandated shutdowns and the related adverse impact to SIR, SIR's ability to continue as a going concern for the next 12 to 18 months involves significant judgement. Management of SIR is currently addressing its financial requirements and the details of certain financial and non-financial covenants within the Credit Agreement with its Lender. Refer to the Liquidity and Capital Resources section on

page 17 for more details. There can be no assurance that borrowings will be available to SIR, or available on acceptable terms, in an amount sufficient to fund SIR's needs.

SIR's ability to meet its obligations for the next 12 to 18 months also depends on, among other factors:

- the speed at which SIR is able to return to full operating capacity in the near future,
- Canadian economic conditions affecting bars and restaurants that are able to fully re-open,
- the ability for SIR to obtain the necessary financing through a renewal of its Credit Agreement which expires on July 6, 2022,
- the availability of credit under SIR's current Credit Agreement or other financing sources,
- SIR's eligibility for continued government assistance, including the now superseded Canada Emergency Wage Subsidy ("CEWS") and the Canada Emergency Rent Subsidy ("CERS") and the newly proposed and extended Canada Recovery Hiring Program ("CRHP") including the additional stream of the support via the Tourism and Hospitality Recovery Program ("THRP") and the COVID-19 Energy Assistance Program ("CEAP"),
- business interruption insurance coverage, and SIR's ability to negotiate longer term extended credit terms from its suppliers, including negotiating deferrals of rent obligations over the terms of its leases, and
- the type and impact of continued government mandated pandemic-related operating regulations.

The potential for future reduced services and/or restaurant closures will continue to create the risk of material declines to sales at SIR restaurants. These circumstances indicate the existence of a material uncertainty that may cast doubt on SIR's ability to continue as a going concern. The condensed interim consolidated financial statements do not include any adjustments to the amounts and classification of assets and liabilities that may be necessary should SIR be unable to continue as a going concern. Such adjustments could be material.

# **Overview**

SIR is a private company amalgamated under the Business Corporations Act of Ontario. As at February 13, 2022, SIR owned 52 Concept and Signature Restaurants in Canada (in Ontario, Quebec, Nova Scotia, and Newfoundland). The Concept Restaurants include Jack Astor's, Canyon Creek and Scaddabush. The Signature group of restaurants include Reds<sup>®</sup> Wine Tavern, Reds<sup>®</sup> Square One, and the Loose Moose<sup>®</sup>. SIR also owns one Duke's Refresher<sup>®</sup> & Bar ("Duke's Refresher") in downtown Toronto and one seasonal restaurant, Abbey's Bakehouse<sup>®</sup>, which are not part of Royalty Pooled Restaurants. SIR owns 100% of all its Canadian restaurants. As at February 13, 2022, 50 SIR Restaurants were included in Royalty Pooled Restaurants.

The COVID-19 pandemic has drastically altered SIR's operating environment and put a great deal of stress on many businesses, including SIR. As a result, during Fiscal 2021, SIR permanently closed six restaurants. For more details on the closed restaurants, please refer to page 5.

On September 26, 2019, SIR opened a new Duke's Refresher in the St. Lawrence Market neighborhood of downtown Toronto. SIR believes that Duke's Refresher has multi-unit growth potential and has advised the Fund that Duke's Refresher should be considered as a potential New Concept Restaurant brand. As such, the earliest that any Duke's Refresher would be added to the Royalty pool would be the Adjustment Date following the earlier of: (i) the date that four Duke's Refresher restaurants are open for business at the same time, and (ii) 90 days following the end of the fiscal year in which revenues from all Duke's Refresher restaurants in Canada first exceed \$12.0 million (the "Trigger Event"). As neither of these events have occurred, this restaurant was not added to the Royalty Pool on January 1, 2022. The Duke's Refresher brand is currently being managed and developed by SIR's Signature group. Accordingly, the Duke's Refresher in downtown Toronto is classified as a Signature restaurant for SIR reporting purposes.

On October 1, 2004, the Fund filed a final prospectus for a public offering of Units of the Fund (the "Offering") and the Offering closed on October 12, 2004. The net proceeds of the Offering of \$51.2 million were used by the Fund to acquire the SIR Loan and indirectly, through the SIR Holdings Trust (the "Trust"), the SIR Rights owned or licensed by SIR or its subsidiaries and used in connection with the operation of SIR's restaurants in Canada. In 2004, the Partnership granted SIR a 99-year license to use the SIR Rights in most of Canada in consideration for a Royalty, payable by SIR to the Partnership, equal to 6% of the revenue of the Royalty Pooled Restaurants. The Partnership also issued its own securities to SIR in return for the SIR Rights acquired.

SIR's fiscal year is comprised of 52 or 53-week periods ending on the last Sunday in August. Fiscal quarters of SIR consist of sequential accounting periods of 12, 12, 12 and 16 (or 17) weeks, respectively. The fiscal years for 2022 and 2021 consist of 52 weeks.

# Seasonality

The full-service restaurant sector of the Canadian foodservice industry, in which SIR operates, experiences seasonal fluctuations in revenues. Favourable summer weather generally results in increased revenues during SIR's fourth quarter (ending on the last Sunday in August) when patios can be open. Certain holidays and observances also affect dining patterns both favourably and unfavourably.

# Selected Consolidated Historical Financial Information

The following tables set out selected financial information of SIR for the 12-week and 24-week periods ended February 13, 2022 and February 14, 2021, respectively. The unaudited interim consolidated financial statements of SIR are prepared in accordance with IFRS and are presented in Canadian dollars. This information should be read in conjunction with the annual audited consolidated financial statements of SIR, including the notes thereto.

Statements of Operations and Comprehensive Income (Loss)	12-Week Period Ended February 13,	12-Week Period Ended February 14,	24-Week Period Ended February 13,	24-Week Period Ended February 14,
	2022	2021	2022	2021
		`	ls of dollars) dited)	
Corporate restaurant operations:	(			
Revenue	31,656	12,866	77,342	41,641
Cost of corporate restaurant operations	25,891	16,393	66,039	45,822
Earnings (loss) from corporate restaurant operations	5,765	(3,527)	11,303	(4,181)
Net earnings (loss) and comprehensive income (loss)	1,627	(8,394)	(49,171)	(14,043)
Adjusted Net Earnings (Loss) <sup>(1)</sup>	1,135	2,511	1,646	(3,138)

Statement of Financial Position	February 13, 2022	August 29, 2021
	(in thousands	s of dollars)
Total assets	128,221	135,899
Total non-current liabilities	173,604	135,118

# Adjusted Net Earnings (Loss)<sup>(1)</sup>, EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup>

Adjusted Net Earnings (Loss)<sup>(1)</sup>, EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup> are financial measures that do not have standardized meanings prescribed by IFRS. They are used by SIR to supplement its reporting of net earnings (loss) and net cash flow. Adjusted Net Earnings (Loss)<sup>(1)</sup> consist of net earnings (loss) excluding the change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership. EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup> consist of net earnings (loss) excluding certain non-cash expenses and other expenses that SIR considers not to be of an operating nature. SIR believes that Adjusted Net Earnings (Loss)<sup>(1)</sup>, EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup> are useful measures of the core business' contribution to cash flow from operations and uses these measures as a supplemental measure of SIR's performance. Similarly, SIR believes that certain investors may also find these non-GAAP financial measures to be useful for their independent evaluation of SIR's performance.

The following table reconciles net earnings (loss) and comprehensive income (loss) for the 12-week and 24-week periods ended February 13, 2022 and February 14, 2021, respectively, to Adjusted Net Earnings (Loss)<sup>(1)</sup>:

	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021	
	(in thousands of dollars) (unaudited)				
Net earnings (loss) and comprehensive income (loss) for the period	1,627	(8,394)	(49,171)	(14,043)	
Change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership	(492)	10,905	50,817	10,905	
Adjusted Net Earnings (Loss) <sup>(1)</sup>	1,135	2,511	1,646	(3,138)	

The following table reconciles net earnings (loss) and comprehensive income (loss) for the 12-week and 24-week periods ended February 13, 2022 and February 14, 2021 to  $EBITDA^{(1)}$  and Adjusted  $EBITDA^{(1)}$ :

	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021
		(in thousands (unaud		
Net income (loss) and comprehensive income (loss) for the period	1,627	(8,394)	(49,171)	(14,043)
Add (deduct):				
Provision for income taxes	-	6	-	6
Interest expense	499	507	871	906
Interest on lease obligations	1,172	1,336	2,380	2,713
Interest on loan payable to SIR Royalty Income Fund	684	693	1,411	1,397
Depreciation and amortization	4,622	4,629	9,236	10,454
Change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership	(492)	10,905	50,817	10,905
EBITDA <sup>(1)</sup>	8,112	9,682	15,544	12,338
	(12)	(10.206)	(00)	(0.441)
Interest and other income – net	(13)	(10,286) 599	(89)	(8,441)
Impairment of non-financial assets	-		-	2,261
Loss on disposal of property and equipment  Cash rent	(2.422)	(217)	(6.826)	35
	(3,432)	(816)	(6,826)	(4,263)
Adjusted EBITDA <sup>(1)</sup>	4,669	(794)	8,651	1,930
Income (loss) from Class A & B GP Units of the Partnership <sup>(2)</sup>				
(Not included in EBITDA <sup>(1)</sup> and Adjusted EBITDA <sup>(1)</sup> above)	426	(173)	890	83
6% Royalty obligations under License and Royalty Agreement <sup>(3)</sup>	1,872	735	4,578	2,399

<sup>(2)</sup> Includes the special conversion distribution paid to Class B GP Unitholders or the special conversion refund to Class A GP Unitholders declared in December of each year, if any.

<sup>(3)</sup> See the SIR Royalty Income Fund section of this document for the Royalty calculation. Pooled Revenue includes revenue from all restaurants included in Royalty Pooled Restaurants. On January 1st of each year, New Additional Restaurants are added and New Closed Restaurants are removed from Royalty Pooled Restaurants. Royalty obligations equal 6% of Pooled Revenue plus any Make-Whole Payments.

# **Results of Operations**

Reconciliation of Revenue from Consolidated Financial Statements to Pooled Revenue	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021 (in thousands	24-Week Period Ended February 13, 2022 of dollars)	24-Week Period Ended February 14, 2021			
		(unaud	ited)				
Food and beverage revenue reported in consolidated financial statements	31,590	12,820	77,223	41,584			
Less: Revenue from corporate restaurant operations excluded from the Royalty pool	(390)	(406)	(923)	(1,431)			
Revenue for Restaurants in Royalty pool (Pooled Revenue)	31,200	12,414	76,300	40,153			
Reconciliation of Revenue from Consolidated Financial Statements to Same Store Sales <sup>(1)</sup>	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021			
	(in thousands of dollars)						
		(unaud	ited)				
Food and beverage revenue reported in consolidated financial statements	31,590	12,820	77,223	41,584			
Less: Revenue from corporate restaurant operations excluded from Same Store Sales <sup>(1)</sup>	-	(293)	-	(1,230)			
Same Store Sales <sup>(1)</sup>	31,590	12,527	77,223	40,354			

Same Store Sales <sup>(1)</sup> by Segment	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	% Fav./ (Unfav.)	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021	% Fav./ (Unfav.)	
	(in thousands of dollars) (unaudited)						
Jack Astor's	22,885	10,057	127.6%	56,636	32,024	76.9%	
Scaddabush	6,472	2,462	162.9%	15,297	7,598	101.3%	
Canyon Creek	327	-	100.0%	752	117	542.7%	
Signature Restaurants	1,906	8	23725.0%	4,538	615	637.9%	
Same Store Sales <sup>(1)</sup>	31,590	12,527	152.2%	77,223	40,354	91.4%	

# Summary of Quarterly Results

Statement of Operations	2 <sup>nd</sup> Quarter Ended February 13,	1st Quarter Ended November 21,	4 <sup>th</sup> Quarter Ended August 29,	3 <sup>rd</sup> Quarter Ended May 9,	2 <sup>nd</sup> Quarter Ended February 14,	1 <sup>st</sup> Quarter Ended November 22,	4 <sup>th</sup> Quarter Ended August 30,	3 <sup>rd</sup> Quarter Ended May 3,
	2022 (12 weeks)	2021 (12 weeks)	2021 (16 weeks)	2021 (12 weeks)	2021 (12 weeks)	2020 (12 weeks)	2020 (17 weeks)	2020 (12 weeks)
•	(12 weeks)	(12 wccks)	(10 wccks)		ls of dollars)	(12 wccks)	(17 weeks)	(12 wccks)
				(unau	dited)			
<b>Corporate Restaurant Operations</b>								
Revenue	31,656	45,686	50,113	16,260	12,866	28,775	34,451	27,941
Cost of corporate restaurant operations	25,891	40,148	48,001	9,308	16,393	29,429	31,978	40,333
Earnings (Loss) from corporate restaurant operations	5,765	5,538	2,112	6,993	3,527	(654)	2,473	(12,392)
Net earnings (loss) and comprehensive income (loss)	1,627	(50,798)	(28,392)	(19,353)	(8,394)	(5,649)	(1,081)	38,943
Adjusted Net Earnings (Loss) <sup>(1)</sup>	1,135	511	6,965	(4,970)	2,511	(5,649)	(2,308)	(17,017)

The following table reconciles net earnings (loss) and comprehensive income (loss) for the quarters to Adjusted Net Earnings  $(Loss)^{(1)}$ :

	2 <sup>nd</sup> Quarter Ended February 13, 2022 (12 weeks)	1st Quarter Ended November 21, 2021 (12 weeks)	4 <sup>th</sup> Quarter Ended August 29, 2021 (16 weeks)	3 <sup>rd</sup> Quarter Ended May 9, 2021 (12 weeks)	2 <sup>nd</sup> Quarter Ended February 14, 2021 (12 weeks)	1 <sup>st</sup> Quarter Ended November 22, 2020 (12 weeks)	4 <sup>th</sup> Quarter Ended August 30, 2020 (17 weeks)	3 <sup>rd</sup> Quarter Ended May 3, 2020 (12 weeks)
Net earnings (loss) and comprehensive earnings (loss) Change in amortized cost of the Ordinary LP Units and Class A LP	1,627	(50,798)	(28,392)	(19,353)	(8,394)	(5,649)	(1,081)	38,943
Units of the Partnership	(492)	51,309	35,357	14,383	10,905	-	(1,227)	(55,960)
Adjusted Net Earnings (Loss) <sup>(1)</sup>	1,135	511	6,965	(4,970)	2,511	(5,649)	(2,308)	(17,017)

#### Selected Consolidated Statement of Cash Flows Information:

-	2 <sup>nd</sup> Quarter Ended February 13, 2022 (12 weeks)	1st Quarter Ended November 21, 2021 (12 weeks)	4 <sup>th</sup> Quarter Ended August 29, 2021 (16 weeks)	3 <sup>rd</sup> Quarter Ended May 9, 2021 (12 weeks)	2 <sup>nd</sup> Quarter Ended February 14, 2021 (12 weeks)	1st Quarter Ended November 22, 2020 (12 weeks)	4 <sup>th</sup> Quarter Ended August 30, 2020 (17 weeks)	3 <sup>rd</sup> Quarter Ended May 3, 2020 (12 weeks)
Cash (used in) provided by operations	(4,741)	2,853	19,076	8,136	527	5,314	4,410	(2,284)
Cash used in investing activities	(1,196)	(801)	(602)	(81)	(142)	(280)	(91)	(208)
Cash (used in) provided by financing activities	5,368	(9,391)	(9,435)	(12,873)	2,232	(3,883)	(3,169)	931
(Decrease) increase in cash and cash equivalents during the period	(569)	(7,339)	9,039	(4,818)	2,617	1,151	1,150	(1,561)
Cash and cash equivalents – Beginning of period	2,268	9,606	567	5,385	2,768	1,617	467	2,028
Cash and cash equivalents – End of period	1,699	2,267	9,606	567	5,385	2,768	1,617	467

#### Revenue

There are a number of references to different revenue groupings used in the condensed interim consolidated financial statements, the notes to the condensed interim consolidated financial statements and this MD&A. The following definitions are provided for greater clarification of these groupings:

- i. Revenue (per the SIR condensed interim consolidated statements of operations and comprehensive loss) this is the total consolidated revenue of all SIR restaurants for the period, as well as Abbey's Bakehouse. For the 12-week and 24-week periods ended February 13, 2022, revenue was \$31.6 million and \$77.2 million, respectively.
- ii. Same Store Sales<sup>(1)</sup> ("SSS") this is a sub-set of revenue used for tracking comparable year-over-year sales. For Q2 2022 and Q2 2021, SSS<sup>(1)</sup> includes all SIR restaurants, except for those restaurants that were not open for the entire comparable periods in Fiscal 2022 and Fiscal 2021, and Abbey's Bakehouse as it is not a SIR restaurant. SIR restaurants that have been impacted due to COVID-19 related restrictions beginning in Fiscal 2020, but have not been permanently closed, are included in the calculation of SSS<sup>(1)</sup> performance. The SSS<sup>(1)</sup> performance does not include: the Jack Astor's in Calgary, the Canyon Creek locations in Burlington, Scarborough, and Vaughan, Ontario, and the former Reds Midtown Tavern, Scaddabush and Dukes Refresher locations at Yonge and Gerrard in downtown Toronto, as their sales are excluded from the calculation of SSS<sup>(1)</sup> similar to any permanently closed locations. For the 12-week and 24-week periods ended February 13, 2022, SSS<sup>(1)</sup> were \$31.6 million and \$77.2 million, respectively.
- iii. Pooled Revenue this is the revenue subject to the License and Royalty Agreement this includes revenue from all Royalty Pooled Restaurants. The Royalty Pooled Restaurants are adjusted on January 1st of each year for New Additional Restaurants and New Closed Restaurants. As at February 13, 2022, there were 50 Royalty Pooled Restaurants. For the 12-week and 24-week periods ended February 13, 2022, Pooled Revenue was \$31.2 million and \$76.3 million, respectively. The applicable Royalty payable to the Partnership on the Pooled Revenue for this period was \$1.9 million and \$4.6 million, respectively.

# Same Store Sales(1)

SIR reported an overall SSS<sup>(1)</sup> increase of 152.2% and 91.4% for Q2 2022 and YTD 2022, respectively. SSS<sup>(1)</sup> are typically impacted by changes in guest traffic and average cheque amount. Current year-over-year increases in revenue and SSS<sup>(1)</sup> are primarily attributable to SIR's recent recovery from the pandemic due to the implementation of vaccine certificates and easing of restrictions in Q1 2022 and in Q2 2022 until the new round of restrictions at the end of December 2021. The other factors noted below relate primarily to the periods prior to COVID-19 related business restrictions.

Prior to the pandemic, that materially impacted sales at SIR restaurants beginning in mid-March 2020, SIR identified

shifts in consumer behavior related to spending at full-service restaurants, especially in Ontario, that SIR believes impacted SSS<sup>(1)</sup> performance. SIR believes that price increases at most Ontario restaurants related to the minimum wage increase on January 1, 2018 contributed to a decline in full-service restaurant visits compared to the same periods in prior years. On January 1, 2022, the minimum wage in Ontario was further increased from \$14.35 to \$15.00 per hour for the general minimum wage and \$12.55 to \$15.00 per hour for liquor services. SIR also believes that new stricter legislation for impaired driving contributed to lower alcoholic beverage sales in full-service restaurants.

SIR believes that the rapid growth of delivery services in commercial foodservice has negatively impacted the volume of guest visits to full-service restaurants. In addition, due to the nature of take-out and delivery orders, guests who choose these options were previously unable to order alcoholic beverages, which had contributed to a decline in beverage sales at SIR restaurants. Government regulations designed to support restaurants during the pandemic permitted sales of alcohol with take-out and delivery orders effective March 26, 2020. The Ontario government has announced its intention to allow bars and restaurants in the province to offer alcohol with take-out and delivery orders on a permanent basis.

Despite recent changes in consumer behavior, SIR noted that in the early part of 2020, up to the onset of the pandemic, previously declining guest counts had started to flatten.

Prior to the pandemic, take-out and delivery sales comprised approximately 5% of SIR's food and beverage revenue. Through the development of new product and service offerings, SIR's take-out and delivery sales have grown significantly, but this growth has only partially offset the negative impact on SIR's food and beverage revenue due to capacity restrictions resulting from the pandemic.

Jack Astor's, SIR's flagship Concept Restaurant brand, which contributed approximately 73% of Q2 2022 Pooled Revenue, had SSS<sup>(1)</sup> increases of 127.6% and 76.9% for Q2 2022 and YTD 2022, respectively.

Scaddabush SSS<sup>(1)</sup> performance for Q2 2022 and YTD 2022 includes nine Scaddabush locations (Mississauga, Richmond Hill, Scarborough, Burlington, Oakville and Vaughan, and two locations in Etobicoke, Ontario, as well as the Front Street location in downtown Toronto). Scaddabush had SSS<sup>(1)</sup> increase of 162.9% and 101.3% for Q2 2022 and YTD 2022, respectively.

Canyon Creek had SSS<sup>(1)</sup> increase of 100.0% and 542.7% for Q2 2022 and YTD 2022, respectively. During fiscal 2021, SIR permanently closed three Canyon Creek locations and now operates one remaining location near the Toronto Pearson International Airport in Etobicoke, Ontario. SIR's management continues to evaluate options related to the outlook for this Canyon Creek location to improve performance.

The Signature Restaurants had SSS<sup>1)</sup> increases of 23725.0% and 637.9% for Q2 2022 and YTD 2022, respectively.

# Cost of Corporate Restaurant Operations

Costs of corporate restaurant operations as a percentage of revenue were 81.8% and 85.4% for Q2 2022 and YTD 2022 respectively compared to 127.4% and 110% for Q2 2021 and YTD 2021, respectively. Lower costs as a percentage of revenue for YTD 2022 were primarily attributable to the easing of pandemic-related operating restrictions and restaurant reopenings up until the new round of restrictions at the end of December 2021, resulting in an increase in revenues compared to the corresponding periods a year ago.

### Corporate Costs

Corporate costs were \$2.3 million and \$5.1 million for Q2 2022 and YTD 2022, respectively, compared to \$1.7 million and \$2.4 million for Q2 2021 and YTD 2021 respectively. As operating restrictions are eased and indoor dining continues without closures, leasing costs are being normalized through reduced government subsidies and limited (if any) further landlord abatements or rent deferrals. Increased corporate costs in Q2 2022 also reflect additional head office support personnel and a reduction in subsidies under the CRHP program compared to Q2 2021.

#### Interest Expense

Interest expense for Q2 2022 and YTD 2022 was \$0.5 million and \$0.9 million, respectively, compared to \$0.5 million and \$0.9 million for Q2 2021 and YTD 2021, respectively.

# SIR Loan, Fund's Interest in the Partnership & Change in Amortized Cost of Ordinary LP and Class A LP Units

On October 12, 2004, the Fund completed its initial public offering and used the proceeds to acquire the SIR Loan and invest in the Ordinary LP Units of the Partnership. The Fund has also acquired Class A LP Units upon SIR's conversion of its Class A GP Units into Fund units (see the Liquidity and Capital Resources section). In accordance with IFRS, SIR has consolidated the Partnership. The Ordinary LP Units and Class A LP Units of the Partnership, which are held by the Fund, require SIR to pay distributions to the Fund when declared by the board of directors of SIR GP Inc. SIR GP Inc. is controlled by the Fund and, accordingly, SIR is unable to control the declaration of these distributions. As a result, the Ordinary LP Units and Class A LP Units of the Partnership have been classified as a financial liability in the consolidated statements of

financial position. The Ordinary LP Units and Class A LP Units were initially recorded at fair value and subsequently at amortized cost, which requires updating the carrying amount of the financial liability to reflect actual and revised estimates in cash flows. The changes in the estimated cash flows are derived from changes in the value of the underlying Fund units adjusted for taxes and the SIR Loan.

Changes in amortized cost are recognized in the condensed interim consolidated statements of operations and comprehensive loss. The change in the amortized cost is a non-cash transaction and accordingly, has no impact on cash flows. For Q2 2022 and YTD 2022, the change in amortized cost resulted in an expense of \$50.8 million and is due to an increase in the underlying Fund unit price compared to the end of Fiscal 2021. For Q2 2021 and YTD 2021, the change in amortized cost resulted in an expense of \$10.9 million and was due to an increase in the underlying Fund unit price compared to the end of Fiscal 2020.

Interest on the SIR Loan totaled \$0.7 million and \$1.4 million for Q2 2022 and YTD 2022, respectively, compared to \$0.7 million and \$1.4 million for Q2 2021 and YTD 2021, respectively.

# EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup>

EBITDA<sup>(1)</sup> totaled \$8.1 million and \$15.5 million for Q2 2022 and YTD 2022, respectively compared to \$9.7 million and \$12.3 million for Q2 2021 and YTD 2021, respectively. The increase was primarily driven by significantly higher sales as a result of the easing of pandemic-related operating restrictions and efficiencies in food, beverage, labour and corporate costs

Adjusted EBITDA (loss)<sup>(1)</sup> totaled \$4.7 million and \$8.7 million for Q2 2022 and YTD 2022, respectively, compared to (\$0.8) million and \$1.9 million for Q2 2021 and YTD 2021, respectively. (See Selected Consolidated Historical Financial Information – Reconciliation of net earnings (loss) and comprehensive income (loss) for the period to EBITDA<sup>(1)</sup> and Adjusted EBITDA<sup>(1)</sup>).

# SIR Royalty Income Fund

The following is a summary of the accounting implications of the SIR Loan and the Fund's interest in the Partnership:

# (a) SIR Loan

The \$40.0 million SIR Loan is payable to the Fund, bears interest at 7.5% per annum, and is due October 12, 2044. On July 6, 2015, SIR, the Fund and the Partnership entered into an Interlender Agreement to subordinate and postpone their claims against SIR in favour of the lender. The Fund and the Partnership have not guaranteed the current credit facility (see Liquidity and Capital Resources section).

The debt is "permitted indebtedness" within the meaning of the agreements between the Fund, the Partnership and SIR, and as a result the Fund and the Partnership have, as contemplated in the existing agreements, subordinated and postponed their claims against SIR to the claims of the lender. This subordination, which includes a subordination of the Partnership's rights under the License and Royalty Agreement between the Partnership and SIR whereby the Partnership licenses to SIR the right to use the trademarks and related intellectual property in return for Royalty payments based on revenues, has been effected pursuant to the terms of the Intercreditor Agreement.

Under the Intercreditor Agreement, absent any default or event of default under the Credit Agreement, ordinary payments to the Fund and the Partnership can continue and the Partnership can exercise any and all of its rights to preserve the trademarks and related intellectual property governed by the License and Royalty Agreement. However, if a default or an event of default were to occur, the Fund and the Partnership agree not to take actions on their security until the lender has been repaid in full. However, payments by SIR, to the Fund and the Partnership, will be permitted for such amounts as are required to fund their monthly operating expenses, up to an annual limit. In addition, the Fund, the Partnership and SIR will have the right, acting cooperatively, to reduce payments of Royalties and/or interest on the SIR Loan by up to 50% without triggering a cross default under the Credit Agreement, for a period of up to nine consecutive months. SIR and each obligor provided an undertaking to cooperate and explore all options with the Fund to maximize value to the Fund's unitholders and SIR and its shareholders in exchange for the Subordinating Parties not demanding repayment or enforcing security as a result of any such Related Party Obligation Default. The Intercreditor Agreement also contains various other typical covenants of the Fund and the Partnership.

Interest expense on the SIR Loan was charged to the condensed interim consolidated statements of operations and comprehensive loss in the amount of \$0.7 million and \$1.4 million for Q2 2022 and YTD 2022, respectively and \$0.7 million and \$1.4 million for Q2 2021 and YTD 2021, respectively.

SIR has the right to require the Fund to, indirectly, purchase their Class C GP Units and assume a portion of the SIR Loan as consideration for the acquisition of the Class C GP Units.

SIR's Lender approved the resumption of current royalty payments and interest on the SIR Loan on July 7, 2021 and a framework to enable SIR to catch up on deferred royalty and deferred interest payments by July 6, 2022. Refer to the "Amendments to SIR's Credit Agreement, payment of royalties and interest on the SIR Loan" section for more details on page 4 and the Liquidity and Capital Resources section on page 17 for details of the aforementioned conditions.

# (b) Ordinary LP Units and Class A LP Units of SIR Royalty Limited Partnership

	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021
		(in thousands	s of dollars)	
		(unaud	lited)	
Balance – Beginning of the period	60,098	-	60,098	-
Change in amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership	(492)	10,905	50,817	10,905
Distributions paid to Ordinary LP and Class A LP unitholders	(2,415)	-	(3,813)	<u>-</u>
Balance – End of period	57,191	10,905	107,102	10,905
Less: Current portion of Ordinary LP Units and Class A LP Units of the Partnership	(9,307)	-	(9,307)	-
Ordinary LP Units and Class A LP Units of the Partnership	47,884	10,905	97,795	10,905

The following is a summary of the results of the operations of the Partnership:

Pooled Revenue <sup>(4)</sup>	31,200	12,417	76,300	40,153
_				
Partnership royalty income <sup>(5)</sup>	1,872	735	4,578	2,399
Other Income	5	5	13	11
Partnership expenses (income)	132	(25)	43	(79)
Net earnings of the Partnership	2,009	715	4,634	2,331
SIR's residual interest in the earnings of the Partnership:				
Income from Class A & B GP Units of the Partnership	(426)	173	(890)	(83)
Income from Class C GP Units of the Partnership	(680)	(679)	(1,371)	(1,371)
	(1,106)	(506)	(2,261)	(1,454)
Fund's interest in the earnings of the				
Partnership	903	209	2,373	877

On October 12, 2004, the Partnership issued Ordinary LP and GP Units to the Fund for cash consideration of \$11.2 million. The Fund has also acquired Class A LP Units upon SIR's conversion of its Class A GP Units into Fund units. The holders of the Ordinary LP Units and Class A LP Units are entitled to receive their pro rata share of all residual distributions

<sup>(4)</sup> Includes revenue from the SIR Restaurants subject to the License and Royalty Agreement. The Partnership owns the SIR Rights formerly owned or licensed by SIR or its subsidiaries and used in connection with the operation of the majority of SIR's restaurants in Canada.

<sup>(5)</sup> Partnership royalty income is 6% of Pooled Revenue in accordance with the License and Royalty Agreement, plus a Make-Whole Payment for closed restaurants, if applicable.

of the Partnership. The distributions are declared by the board of directors of SIR GP Inc., which is controlled by the Fund. Accordingly, the Ordinary LP Units and Class A LP Units of the Partnership have been classified as a financial liability in the consolidated statements of financial position. The Ordinary LP Units and Class A LP Units of the Partnership are accounted for at amortized cost, with changes in the carrying value recorded in the condensed interim consolidated statements of operations and comprehensive loss.

SIR, as the holder of the Class A GP Units, is entitled to receive their pro rata share of all residual distributions of the Partnership and the Class A GP Units are exchangeable into units of the Fund.

In 2004, the Partnership granted SIR a 99-year license to use the SIR Rights in most of Canada in consideration for a Royalty, payable by SIR to the Partnership, equal to 6% of the revenue of the Royalty Pooled Restaurants (the "License and Royalty Agreement").

Under the terms of the License and Royalty Agreement, SIR is no longer required to pay any Make-Whole Payments in respect of a permanently closed restaurant following October 12, 2019. On January 1 of each year (the "Adjustment Date"), the restaurants subject to the License and Royalty Agreement are adjusted for new SIR Restaurants opened for at least 60 days preceding such Adjustment Date. At each Adjustment Date, SIR will be entitled to convert its Class B GP Units to Class A GP Units based on the formula defined in the Partnership Agreement. Additional Class B GP Units may be converted to Class A GP Units in respect of these new SIR Restaurants if actual revenues of the new SIR Restaurants exceeded 80% of the initial estimated revenues and the formula defined in the Partnership Agreement. Conversely, converted Class A GP Units will be returned by SIR if the actual revenues of the new SIR Restaurants are less than 80% of the initial estimated revenues. In December of each year, an additional distribution will be payable to the Class B GP unitholders based on actual revenues of the new SIR Restaurants exceeding 80% of the initial estimated revenues or there will be a reduction in the distributions to the Class A GP unitholders if revenues are less than 80% of the initial estimated revenues.

On January 1, 2022, no new SIR restaurants were added (January 1, 2021 – one new SIR restaurant was added) to the Royalty Pooled Restaurants in accordance with the Partnership Agreement. There was a Second Incremental Adjustment done for the one new SIR restaurant added to the Royalty Pooled Restaurants on January 1, 2021 (January 1, 2020 – one). As consideration for this adjustment, SIR converted Class B GP Units into Class A GP Units based on the formula based on the formula defined in the Partnership Agreement. In addition, there was a reconversion of Class A GP units into Class B GP units for the permanent closure of five (January 1, 2021 – one) SIR restaurants during 2021. The net effect of these adjustments to the Royalty Pooled Restaurants was that SIR returned 679,934 Class A GP units for 679,934 Class B GP units (January 1, 2021 – SIR converted 153,201 Class B GP units into 153,201 Class A GP units) on January 1, 2022 resulting in a \$nil impact to the SIR Rights value as the Class A and B GP Units have a \$nil value (January 1, 2021 – \$nil).

In addition, the revenues of the one (January 1, 2020 – one) new SIR Restaurant added to the Royalty Pooled Restaurants on January 1, 2021 were greater than 80% of the Initial Adjustment's estimated revenue (January 1, 2020 – revenue of one SIR Restaurant was less than 80% of the Initial Adjustment's estimated revenue) and, as a result, a special conversion distribution of \$0.1 million was declared on the Class B GP Units in December 2021 and paid in January 2022 (distributions of Class A GP Units were reduced by a special conversion refund of \$0.009 million in December 2020 and paid in January 2021).

SIR's residual interest in the Partnership is 13.36% as at February 13, 2022 (August 29, 2021 – 19.05%).

(c) Amounts due to the Fund – (see Transactions with the SIR Royalty Income Fund in the Transactions with Related Parties section)

# Liquidity and Capital Resources

Selected Consolidated Statement of Cash Flows Information	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021	
	(in thousands of dollars)				
	(unaudited)				
Cash (used in) provided by operations	(4,741)	527	(1,869)	5,841	
Cash used in investing activities	(1,196)	(142)	(1,997)	(422)	
Cash (used in) provided by financing activities	5,368	2,232	(4,041)	(1,651)	
Decrease (Increase) in cash and cash equivalents during the period	(569)	2,617	(7,907)	3,768	
Cash and cash equivalents – Beginning of period	2,268	2,768	9,606	1,617	
Cash and cash equivalents - End of period	1,699	5,385	1,699	5,385	

Cash provided by operations decreased by \$5.3 million and \$7.7 million in Q2 2022 and YTD 2022, respectively. For Q2 2022, the decrease is primarily attributable to an unfavourable variance in the net change in working capital of \$0.8 million, an increase in distributions to Ordinary LP and Class LP unitholders of \$2.4 million, a decrease in the impairment of non-financial assets of \$0.5 million, \$11.3 million of unfavourable change in amortized cost of Ordinary LP and Class A LP units, a decrease in interest on lease obligations of \$0.2 million and a reduction of \$0.1 million on the impairment of loans. These were offset by a \$10.0 million favourable change in net earnings for the period. For YTD 2022, the decrease is a result of \$5.0 million unfavourable change in working capital, a \$3.8 million increase in distributions paid to Ordinary LP and Class A LP unitholders, a decrease in interest on lease obligations of \$0.3 million, a reduction of impairments related to non-financial assets of \$0.5 million, a decrease in impairment of loans and advances of \$1.7 million, a decrease in amortization of \$1.2 million and a decrease in net earnings for the period of \$35.0 million. These changes were offset by a \$39.9 million favourable change in the amortized cost of Ordinary LP and Class A LP units.

Cash used in investing activities increased by \$1.3 million and \$2.4 million in Q2 2022 and YTD 2022, respectively. For Q2 2022, the increase was a result of \$1.0 million of purchases of property and equipment and other assets, a decrease in the repayment of loans and advances of \$0.2 million and an increase in advances to shareholder of \$0.1 million. For YTD 2022, the increase is due to \$1.4 million in property and equipment and other asset purchases, a reduction of loan repayments of 0.2 million and an increase in advances to shareholder of \$0.1 million. During Q1 2022, investing activities included capital expenditures of \$0.4 million related to a renovation of a Jack Astor's location near the Square One shopping centre in Mississauga, Ontario, while the remaining purchases are maintenance related items for continued operations.

Cash provided by financing activities increased by \$3.1 million in Q2 2022 and decreased by \$2.3 million for YTD 2022. For Q2 2022, the increase is a result of a \$1.9 million increase in lease obligation payments, an increase of \$1.5 million in interest paid, a \$0.6 million increase in principal repayments of long-term debt and a \$6.5 million decrease in proceeds related to the issuance of long-term debt. These items were offset by an increase in bank indebtedness of \$13.5 million and a decrease in financing fee payments of \$0.1 million. For YTD 2022, the decrease is due to a \$3.2 million increase in lease obligation payments, a \$3.6 million increase in interest paid and a decrease in proceeds related to the issuance of long-term debt of \$14.0 million. These were offset by a \$17.2 million increase in bank indebtedness and a \$1.1 million decrease in the principal repayments of long-term debt.

No new restaurants were added (January 1, 2021 – one new SIR restaurant was added) to the Royalty Pooled Restaurants effective January 1, 2022. The amount of Class A GP Units were adjusted for the Second Incremental Adjustment for the one New Additional Restaurant that was added to the Royalty Pooled Restaurants on January 1, 2021 and was reduced by an adjustment for the permanent closures of five SIR restaurants in 2021. Under the terms if the Exchange Agreement, SIR has the right to convert some or all of the Class A GP Units into Fund Units on a one-for-one basis. After the net adjustments to the Royalty Pooled Restaurants on January 1, 2022, SIR held 1,291,618 Class A GP Units.

As at February 13, 2022, SIR had current assets of \$21.3 million (August 29, 2021 – \$21.8 million) and current liabilities of \$126.8 million (August 29, 2021 – \$123.8 million) resulting in a working capital deficit of \$105.5 million (August 29, 2021 – \$102.0 million). Revenues in the restaurant business are largely paid by cash and credit cards whereas most suppliers offer credit terms for payment. Therefore, restaurants are able to pay their suppliers from the cash received on revenues in the following months, as the supplier payables are due. Cash balances are typically used to construct new

restaurants or re-invest in existing restaurants to grow the business. As a result, SIR, like many other restaurant businesses, would anticipate having a negative working capital balance in the foreseeable future. The reclassification of both the carrying value of the credit facilities under the Credit Agreement and the carrying value of the loan payable to the Fund to current liabilities has resulted in a significant increase in current liabilities. SIR's available working capital has been impacted by the pandemic. For more information, please refer to note 1, Going Concern Assumption, in both of SIR's condensed interim consolidated financial statements for the 24-week period ended February 13, 2022 and consolidated financial statements for the 52-week period ended August 29, 2021.

SIR has a credit agreement ("Credit Agreement") with a Schedule I Canadian chartered bank (the "Lender"). The Credit Agreement is "permitted indebtedness" within the meaning of the agreements between the Fund, the Partnership, and SIR, and as a result the Fund and the Partnership have, as contemplated in the existing agreements, subordinated and postponed their claims against SIR to the claims of the Lender. This subordination, which includes a subordination of the Partnership's rights under the License and Royalty Agreement between the Partnership and SIR whereby the Partnership licenses to SIR the right to use trademarks and related intellectual property in return for royalty payments based on revenues, has been effected pursuant to the terms of the Intercreditor Agreement.

The Credit Agreement between SIR and the Lender, as amended on December 8, 2017, July 6, 2018, April 1, 2020, June 30, 2020, September 30, 2020, December 21, 2020, March 31, 2021 and May 31, 2021 provides for a maximum principal amount of \$48.6 million consisting of:

- a \$20.0 million revolving term credit facility (Credit Facility 1),
- a \$16.1 million revolving term loan (Credit Facility 2),
- a \$6.25 million guaranteed facility with Export Development Canada ("EDC") through the guaranteed Business Credit Availability Program ("BCAP") ("EDC-Guaranteed Facility"), and
- a \$6.25 million Business Development Bank of Canada ("BDC") guaranteed Highly Affected Sectors Credit Availability Program ("HASCAP") facility (the "BDC-Guaranteed Facility").

SIR and the Lender have also entered into a purchase card agreement providing credit of up to an additional \$1.5 million.

Credit Facility 1 is for general corporate and operating purposes, bearing interest at the prime rate plus 3.25% and/or the bankers' acceptance rate plus 4.25%, principal repaid in one bullet repayment on July 6, 2022. A standby fee of 0.85% is charged on the undrawn balance of Credit Facility 1.

Credit Facility 2 bears interest at the prime rate plus 3.25% and/or the bankers' acceptance rate plus 4.25%. Each advance under Credit Facility 2 is repayable in equal quarterly instalments based on a seven year amortization, with the remaining outstanding principal balance due on July 6, 2022.

During Q2 2022, SIR drew \$13.5 million on Credit Facility 1. As at February 13, 2022, the Company has drawn \$28.6 million on Credit Facility 1 and Credit Facility 2, net of cash excluding the cash balance of the Partnership (August 29, 2021 - \$9.9 million).

The EDC-Guaranteed Facility is a 364-day revolving term credit facility and can be extended at the Lender's sole discretion by a further 12 months. As at February 13, 2022, the Company has drawn \$6.25 million on this facility.

The BDC-Guaranteed Facility is a 10-year term credit facility, with a one year principal payment moratorium, bearing a fixed rate interest of 4%. As at February 13, 2022, the Company has drawn \$6.25 million on this facility.

Starting in April of 2020, the Fund and the Partnership granted SIR deferrals of interest on a loan owing by SIR to the Fund (the "SIR Loan") and royalty payments owing by SIR to the Partnership through a series of short-term deferral agreements, the latest of which is set to expire on July 6, 2022. These deferral agreements were conditions required by SIR's senior lender for a series of waiver and amending agreements that it granted to SIR. In the absence of these waiver and amending agreements from SIR's senior lender, as a result of the impact of COVID-19 on SIR's sales and financial results, SIR would have breached a number of financial and non-financial covenants and events of default under its credit agreement. The Fund and the Partnership have security interests over the assets of SIR, but these security interests are subordinated and postponed to those of SIR's senior lender. The ongoing cooperation and support of SIR's senior lender has been necessary and will in SIR's view continue to be necessary in order for SIR to retain sufficient liquidity to operate. The Partnership's and the Fund's cooperation in the form of deferrals on royalties and on interest on the SIR Loan, as well as waivers of certain covenants and events of default, have been requirements for SIR to obtain the needed funding, waivers and deferrals that have been granted to it by its senior lender. Failure to obtain them would have materially and adversely affected SIR, the Fund and the Partnership. The long-term viability of SIR is in the best interests of the Fund and the Partnership. Additionally, the waiver and extension agreements approved by the Fund and the Partnership on June 30, 2020 enabled SIR to add \$6.25 million in much needed liquidity through the addition of the EDC-Guaranteed Facility, to which the Fund and Partnership are also subordinated. Further, the waiver and extension agreements approved by the Fund and the Partnership on March 31, 2021 enabled SIR to add \$6.25 million in much needed liquidity through the addition of the BDC-Guaranteed Facility, to

which the Fund and Partnership are also subordinated. Accordingly, each of the deferral agreements was approved by the independent Trustees of the Fund. The deferral agreements and related documents have also been filed on SEDAR.

The Third, Fourth, Fifth, Sixth, Seventh and Eighth Amending Agreements are filed on SEDAR.

Under the Intercreditor Agreement, absent any default or event of default under the Credit Agreement, ordinary payments to the Fund and the Partnership can continue and the Partnership can exercise any and all of its rights to preserve the trademarks and related intellectual property governed by the License and Royalty Agreement. However, if a default or an event of default were to occur, the Fund and the Partnership agree not to take actions on their security until the Lender has been repaid in full. However, payments by SIR, to the Fund and the Partnership, will be permitted for such amounts as are required to fund their monthly operating expenses, up to an annual limit. In addition, the Fund, the Partnership and SIR will have the right, acting cooperatively, to reduce payments of Royalties and/or interest on the SIR Loan by up to 50% without triggering a cross default under the Credit Agreement, for a period of up to nine consecutive months. SIR and each Obligor provided an undertaking to cooperate and explore all options with the Fund to maximize value to the Fund's unitholders and SIR and its shareholders in exchange for the Subordinating Parties not demanding repayment or enforcing security as a result of any such Related Party Obligation Default. The Intercreditor Agreement also contains various other typical covenants of the Fund and the Partnership. For greater certainty, the preemptive deferral arrangements described above, were not used in the deferral agreements between SIR, the Fund and the Partnership deferring royalty payments and interest payments on the SIR loan between April 1, 2020 and July 6, 2022, described above as those breaches could not be avoided by a simple preemptive deferral by the Partnership and the Fund.

In the absence of the Eighth Amending Agreement and the related deferral agreements from the Fund and Partnership, as at February 13, 2022, SIR would have been in breach of the covenants in the SIR Loan Agreement and the financial covenants in its Credit Agreement, as a result of the impact of the pandemic on its operations. The current amendment and extension executed on May 31, 2021 (all Amending Agreements are filed on SEDAR) extends all waivers until July 6, 2022; however, there can be no certainty that the Company will not continue to be in breach of the covenants subsequent to July 6, 2022. As a result, the carrying value of the loan payable to the Fund and SIR's credit facilities were reclassified to current liabilities.

Prior to the pandemic, SIR was a viable going concern and was in compliance with financial and non-financial covenants as outlined in its Credit Agreement and SIR Loan Agreement.

Compliance with the covenants included in SIR's amended Credit Agreement is monitored by management on a quarterly basis. As at February 13, 2022, SIR was in compliance of these amended covenants.

Given the uncertainty surrounding the pandemic, specifically related to ever-changing variants of the COVID-19 virus, and the risk of increasing government mandated restrictions and/or closures, SIR's ability to continue as a going concern for the next 12 to 18 months involves significant judgement and is dependent on its ability to obtain necessary financing through a renewal of its Credit Agreement, the availability of credit under the current Credit Agreement, or other financing sources, and government assistance to aid businesses. Management is currently addressing its financial requirements and the details of certain financial and non-financial covenants within the Credit Agreement with the Lender. There can be no assurance that borrowings will be available to SIR, or available on acceptable terms, in an amount sufficient to fund SIR's needs.

As at February 13, 2022, SIR's liquidity was comprised of \$1.0 million cash on hand and \$7.5 million available to borrow under its credit facility (August 29, 2021 - \$8.3 million and \$20.0 million).

SIR's ability to meet its obligations for the next 12 to 18 months also depends on the risk of any future restrictions and/or closures of dine-in operations due to new variants of the COVID-19 virus at certain of its restaurants, the length of any potential future closures, the speed at which SIR is able to return to full operating capacity in the near future, Canadian economic conditions affecting bars and restaurants that are able to fully re-open, the ability for SIR to obtain the necessary financing through a renewal of its Credit Agreement which expires on July 6, 2022, the availability of credit under SIR's Credit Agreement or other financing sources, SIR's ability to receive continued government assistance and SIR's ability to negotiate longer term extended credit terms from its suppliers, including negotiating deferrals of rent obligations over the terms of its leases (if needed). SIR's insurer has denied any business interruption claims due to COVID-19 closures. However, SIR continues to pursue its claim through legal avenues. There can be no assurance this action will be successful.

These circumstances indicate the existence of a material uncertainty that may cast doubt on SIR's ability to continue as a going concern. The condensed interim consolidated financial statements do not include any adjustments to the amounts and classification of assets and liabilities that may be necessary should SIR be unable to continue as a going concern. Such adjustments could be material.

SIR currently holds 1.3 million Class A GP Units, representing a 13.36% residual interest in the Partnership. The Class A GP Units are exchangeable into units of the Fund on a one for one basis, and, as at February 13, 2022, have a market value of approximately \$16.7 million.

Under the Credit Agreement and without prior consent from the Lender, SIR may convert Class A GP Units into Fund Units and promptly sell such units for the purposes of financing construction projects for new and existing restaurants, provided in any year the sale of the units does not exceed the lower of \$7.0 million and 0.4 million units.

# **Contractual Obligations**

In 2004, the Partnership granted SIR a 99-year license to use the SIR Rights in most of Canada in consideration for a Royalty, payable by SIR to the Partnership, equal to 6% of the revenue of the restaurants included in Royalty Pooled Restaurants. Payment of the Royalty is secured by the Partnership General Security Agreement. On July 6, 2015, SIR, the Fund and the Partnership amended the agreement to subordinate and postpone their claims against SIR in favour of the senior lender. The Partnership and the Fund have not guaranteed the Credit Agreement (Please refer to SIR Royalty Income Fund section).

The security interest for all amounts payable by SIR to the Partnership under the License and Royalty Agreement, as set out in the Partnership General Security Agreement, is substantially the same as, and ranks equally with, the security interest granted by SIR to the Fund in respect of the SIR Loan. SIR consolidates the Partnership, and this transaction between SIR and the Partnership is eliminated in SIR's condensed interim consolidated financial statements, however the obligation for payments remains.

On January 1 of each year (the "Adjustment Date"), the restaurants subject to the License and Royalty Agreement are adjusted for new SIR restaurants opened for at least 60 days preceding such Adjustment Date. At each Adjustment Date, SIR will be entitled to convert its Class B GP Units to Class A GP Units based on a formula defined in the Partnership Agreement.

Under the terms of the License and Royalty Agreement, SIR is not required to pay any Make-Whole Payment in respect of a closed restaurant as of October 12, 2019, the 15th anniversary of the closing date of the Fund's Initial Public Offering.

During Fiscal 2020, SIR permanently closed the Jack Astor's restaurant in Calgary, Alberta. No Make-Whole Payment was made in respect of this closed restaurant. This restaurant ceased to be part of Royalty Pooled Restaurants effective January 1, 2021.

SIR and its subsidiaries have entered into operating leases relating to its head office and restaurant locations with minimum annual payments. It is anticipated that some covenants of certain leases may be breached in light of restaurant closures as a result of legislated closures due to the pandemic, absent successful negotiations with its landlords, other development, or government relief measures.

The pandemic has drastically altered SIR's operating environment and put a great deal of stress on many businesses, including SIR. As a result, during Fiscal 2021, SIR has permanently closed six restaurants, (five of which were included within the Royalty Pool). These restaurants ceased to be part of Royalty Pooled Restaurants effective January 1, 2022. For more details on the closed restaurants, please refer to page 5.

# Off-Balance Sheet Arrangements

With the adoption of IFRS 16, operating leases relating to SIR's head office and restaurant locations with minimum annual payments are no longer considered off-balance sheet arrangements. SIR did not have any material off-balance sheet arrangements as at February 13, 2022, nor did it have any subsequent to Q2 2022.

# Transactions with Related Parties

SIR has entered into related party transactions with shareholders and directors or companies controlled by shareholders and directors of SIR. The transactions are in the normal course of business and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

Transactions with Related Parties	12-Week Period Ended February 13, 2022	12-Week Period Ended February 14, 2021	24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021
	(in thousands of dollars) (unaudited)			
Property and equipment	_		_	
Fixtures purchased from a shareholder of SIR  Equipment purchased from a company owned by a director and shareholder of SIR, together with a member of executive	5	-	5	-
management of SIR	19	-	52	-

Included in trade and other receivables and payables are the following amounts due from and to related parties:

	As at February 13, 2022	As at August 29, 2021		
	(in thousands	(in thousands of dollars)		
Amounts due from related parties Amounts due from U.S. S.I.R. L.L.C. and its subsidiary	158	100		
Amounts due to related parties  Amounts due to companies owned by a shareholder				
or director of SIR	154	189		

- SIR recognized interest income on those loans and advances of \$nil for the 12-week period ended February 13, 2022 (12-week period ended February 14, 2021 \$0.007 million). As at February 13, 2022, SIR has loans and advances (adjusted for a provision and advances) of \$0.2 million owing from U.S. S.I.R. L.L.C. (August 29, 2021 \$0.1 million).
- SIR advanced \$0.01 million to a company owned by a shareholder and director, together with a member of executive management of SIR, during the 52-week period ended August 27, 2017. This advance is non-interest bearing and is payable on demand. SIR purchased fixtures from this company for \$0.02 million and \$0.05 million during Q2 2022 and YTD 2022, respectively (Q2 2021 and YTD 2021 \$\text{nil} and \$\text{nil}\$).
- During the 52-week period ended August 25, 2019, SIR advanced \$0.2 million to a shareholder and director. This advance bears interest at prime plus 2.25%. SIR has made repayments of \$0.01 million and \$0.04 million during Q2 2022 and YTD 2022, respectively (Q2 2021 and YTD 2021 \$nil and \$nil). SIR recognized interest income on this loan of \$0.003 million and \$0.005 million during Q2 2022 and YTD 2022, respectively (Q2 2021 and YTD 2021 \$nil and \$nil).

# Transactions with the SIR Royalty Income Fund

Advances receivable from the Fund and its subsidiaries as at February 13, 2022 were \$2.0 million (August 29, 2021 – \$2.3 million). Advances receivable are non-interest bearing and due on demand.

Effective July 7, 2021, SIR has resumed current royalty payments to the Partnership and to the Fund for interest on the SIR Loan in accordance with the Credit Agreement and the approval of SIR's Lender. For more details on the resumption of current and the repayment of previously deferred royalty and interest payments, please refer to the "Amendments to SIR's Credit Agreement, payment of royalties and interest on the SIR Loan" section on page 4.

The Partnership recognized an impairment loss on the advances receivable from the Trust, GP and Fund based on management's assessment of the company-specific risks. A rate of 40% was applied to the advances receivable and a provision of \$1.6 million was recognized at February 13, 2022 (August 29, 2021 – \$1.6 million).

During Q2 2022 and YTD 2022, distributions of \$0.9 million and \$2.4 million, respectively, were declared to the Fund by the Partnership, compared to losses declared of (\$0.7) million and (\$0.02) million for Q2 2021 and YTD 2021, respectively. The Fund, indirectly through the Trust, is entitled to receive a pro rata share of all residual distributions. Distributions previously declared, but unpaid as at February 13, 2022 were \$2.6 million (August 29, 2021 – \$4.1 million).

Interest expense on the SIR Loan totaled \$0.7 million and \$1.4 million for Q2 2022 and YTD 2022, respectively, and \$0.7 million and \$1.4 million for Q2 2021 and YTD 2021, respectively. Interest payable on the SIR Loan as at February 13, 2022 was \$1.8 million (August 29, 2021 – \$3.1 million).

SIR, through the Partnership, has entered into an arrangement with the Fund and the Trust whereby the Partnership will provide or arrange for the provision of services required in the administration of the Fund and the Trust. The Partnership has arranged for these services to be provided by SIR GP Inc., in its capacity as the managing general partner of the Partnership. The Partnership provided these services to the Fund and the Trust for consideration of \$0.006 million and \$0.012 million for Q2 2022 and YTD 2022, respectively (\$0.006 million and \$0.012 million for Q2 2021 and YTD 2021, respectively), which was the amount of consideration agreed to by the related parties.

# Critical Accounting Estimates and Judgments

Management believes that there have been no substantial changes in the nature of critical accounting estimates since the year ended August 29, 2021. The reader will find this information in the annual MD&A for the year ended August 29, 2021.

# Changes in Accounting Policies, Including Recently Issued Accounting Pronouncements

### Recently adopted accounting pronouncements

# Amendments to IAS 1, Presentation of Financial Statements, and IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors

This standard has been amended to clarify the definition of 'material'. The definition of material was revised with three new aspects to the definition. The existing definition focused on omitting or misstating information, whereas the new definition makes reference to obscuring information in addition to omitting or misstating. The new definition of material also specifies that information is material if it could reasonably be expected to influence the decisions of users. Previously the definition referred to 'could influence'. The third revision to the definition of material clarifies that the users of the financial statements refers to 'primary users'. The amendment is effective for annual periods beginning on or after January 1, 2020. The amendment did not have a material impact on the consolidated financial statements.

#### **Amendments to IFRS 3, Business Combinations**

These amendments provide guidance to assist entities in determining whether they have acquired a business or a group of assets by amending the defined terms, the application guidance, and the illustrative examples found in IFRS 3. The amendments are effective for annual periods beginning on or after January 1, 2020. The amendment did not have a material impact on the consolidated financial statements.

# Amendments to IFRS 16, Leases, COVID-19-Related Rent Concessions

In May 2020, the IASB issued an amendment to provide lessees with an exemption from assessing whether a COVID-19-related rent concession is a lease modification. The mandatory effective date was for annual periods beginning on or after June 1, 2020. SIR has received certain rent concessions related to COVID-19 and has applied the amendment which resulted in no lease modifications.

# Amendments to IFRS 9, Financial Instruments, IAS 39, Financial Instruments: Recognition and Measurement, and IFRS 7, Financial Instruments: Disclosures

In August 2020, the IASB issued amendments that address issues arising from the implementation of interest rate benchmark reform, including the replacement of one benchmark with an alternative one. The mandatory effective date would be annual periods beginning on or after January 1, 2021, with early adoption permitted. The amendment did not have a material impact on the consolidated financial statements.

# Recently issued accounting pronouncements

# IAS 1, Presentation of Financial Statements, and IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors

This standard has been amended to clarify the classification of liabilities as current or non-current, depending on the rights that exist at the end of the reporting period. This amendment is effective for annual periods beginning on or after January 1, 2022. The Company has not yet assessed the impact of the amendment on the consolidated financial statements.

# IAS 16, Property, Plant and Equipment

This standard has been amended to prohibit an entity from deducting from the cost of an item of property, plant and equipment any proceeds received from selling items produced while the entity is preparing the asset for its intended use, clarify that an entity is "testing whether the asset is functioning properly" when it assesses the technical and physical

performance of the asset and require certain related disclosures. The amendments are effective for annual periods beginning on or after January 1, 2022. The Company has not yet assessed the impact of the amendments on the consolidated financial statements.

# IAS 37, Provisions

This standard has been amended to clarify that, before a separate provision for an onerous contract is established, an entity recognizes an impairment loss that has occurred on assets used in fulfilling the contract, rather than on assets dedicated to that contract and to clarify the meaning of costs to fulfil a contract. The amendments are effective for annual periods beginning on or after January 1, 2022. The Company has not yet assessed the impact of the amendments on the consolidated financial statements.

# IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors

In February 2021, the IASB issued amendments to IAS 8 to introduce a new definition of accounting estimates to clarify the distinction between changes in accounting policies and changes in accounting estimates and the correction of errors. This amendment is effective for annual periods beginning on or after January 1, 2023. The Company has not yet assessed the impact of the amendment on the consolidated financial statements.

# IAS 12, Deferred Tax related to Assets and Liabilities arising from a Single Transaction.

In May 2021, the IASB issued amendments to IAS 12 that require an entity to recognize deferred tax on certain transactions such as leases and decommissioning obligations that give rise to equal amounts of taxable and deductible temporary differences on initial recognition. This amendment is effective for annual periods beginning on or after January 1, 2023. The Company has not yet assessed the impact of the amendment on the consolidated financial statements.

# Disaggregated revenue

Under IFRS 15, SIR must disaggregate revenue from contracts with customers. SIR has determined that a disaggregation of revenue using Concept and Signature restaurants is adequate for its circumstances. Food and beverage revenue is determined as follows:

Food and beverage revenue by Concept	12-Week Period Ended Period Ended February 13, 2022 February 14, 2021		24-Week Period Ended February 13, 2022	24-Week Period Ended February 14, 2021	
Jack Astor's	22,885	10.057	56,636	32,024	
Scaddabush	6,472	2,638	15,297	8,153	
	327		752	8,133	
Canyon Creek		-			
Signature Restaurants	1,906	125	4,538	1,290	
	31,590	12,820	77,223	41,584	

# Financial Instruments

Management believes that there have been no substantial changes in the nature of critical accounting estimates since the year ended August 29, 2021. The reader will find this information in the annual MD&A for the year ended August 29, 2021.

#### Risks and Uncertainties

The performance of SIR is dependent on many factors. The restaurant industry generally, and in particular, the casual and fine dining segment of this industry, is intensely competitive with respect to price, service, location, food quality and qualified staff. Increases in minimum wage rates and other labour legislation may affect the growth and profitability of SIR, as a significant portion of its restaurant employees are paid at wage rates related to minimum wage. SIR Restaurants are subject to laws that prohibit or limit smoking in enclosed workplaces and/or certain outdoor public places, such as restaurant patios. There are many well-established competitors with greater financial and other resources than SIR. Competitors include national and regional chains, as well as individually owned restaurants. Recently, competition has increased in the mid-price, full-service, casual and fine dining sectors in which many of the SIR Restaurants operate. Some of SIR's competitors have been in existence for a substantially longer period than SIR and may be better established in the markets where SIR Restaurants are or may be located.

In addition, factors such as business and economic conditions, changes in foreign exchange, availability of credit, inflation, increased food, labour and benefits costs, taxes, government regulations (including those governing alcoholic beverages and cannabis legislation), weather, seasonality, public safety issues and the availability and quality of food, services and products sold in the restaurants, and growth in off-premise traffic due to an increase in delivery and takeout orders affect the restaurant industry in general and therefore SIR. Annual Information Form for further discussion on risks and uncertainties related to the Fund and SIR.

SIR also faces risks and uncertainties related to the pandemic as outlined in the Outlook section below.

The Fund's distributions are subject to change based on a number of factors, including the cash reserves of the Fund, the Trust and the Partnership. The Trustees will continue their practice of regularly reviewing the Fund's distribution levels.

# **Outlook**

The recent easing of restaurant and bar operating restrictions by provincial governments across Canada is supporting improved sales performance at SIR restaurants. However, the potential risk of future restaurant closures and/or operating restrictions, could adversely impact future sales at SIR restaurants.

Ontario

Effective February 17, 2022, in the province of Ontario, restaurants, bars and other food and drink establishments, without dance facilities, were allowed to operate at full capacity (vaccination certificates to remain in effect). Effective March 1, 2022, the government of Ontario lifted capacity limits at all indoor public settings and vaccination certificate requirements. Mask mandates were lifted on March 21, 2022.

Quebec

Effective February 28, 2022, in the province of Quebec, bars were allowed to operate at 50% capacity with last call for alcohol at midnight and a closing time of 1 a.m. Effective March 12, 2022, restaurants and bars were allowed to operate at full capacity and vaccination requirements were lifted. Masking is expected to remain in place until mid-April 2022.

Nova Scotia

Effective February 14, 2022, the province of Nova Scotia, allowed restaurants and bars to operate at 75% capacity with public health measures like social distancing and masking remaining in place. Restaurants and bars were required to close by 1 a.m. Takeout, delivery and drive-thru allowed beyond 1 a.m. Effective February 28, 2022, the province lifted its vaccination requirements with all other measures remaining in place for restaurants and bars. Effective March 21, 2022, all COVID-19 related restrictions were lifted.

Newfoundland

Effective February 14, 2022, the province of Newfoundland ended the use of the Alert Level systems. Effective March 14, 2022, the province lifted all COVID-19 related restrictions and measures.

Despite governments lifting most COVID-19 related mandates, the potential risk of future restaurant closures and/or increased capacity restrictions due to the pandemic continues to exist and may further impact future sales at SIR restaurants. As a result, these ongoing government and public health recommendations and restrictions could create material uncertainties that may cast doubt on SIR's ability to continue as a going concern.

On February 9, 2022, SIR announced that it is converting its Canyon Creek location at the Fallsview Casino Resort in Niagara Falls, Ontario, into a new Reds®. The new Reds Fallsview is expected to open on March 31, 2022. This former Canyon Creek location was a Royalty Pooled Restaurant, but it had not been in operation since the onset of the pandemic in mid-March 2020. In accordance with the License and Royalty Agreement between SIR and the Partnership, this former Canyon Creek location will be treated as a permanently closed restaurant and the new Reds Fallsview will become a new Royalty Pooled Restaurant effective January 1, 2023.

SIR's ability to meet their obligations for the next 12 to 18 months depends on, among other factors, the speed at which SIR is able to return to full operating capacity in the near future, Canadian economic conditions affecting bars and restaurants, SIR's ability (if needed) to negotiate longer term extended credit terms from its suppliers, including negotiating deferrals of rent obligations over the terms of its leases and SIR's ability to negotiate a further extension to its current credit agreement with its senior lender which is scheduled to mature on July 6, 2022. Please refer to the Going Concern section on page 6 of this MD&A.

SIR's insurer has denied any business interruption claims due to COVID-19 related operating restrictions or closures. However, SIR continues to pursue a Business Interruption claim due to Civil Authority orders against its insurer by way of Notice of Application in the Ontario Superior Court which was heard on May 19, 2021, June 2, 2021, November 25, 2021, and December 8, 2021. The courts shall render a decision within six-months of the last hearing on December 8, 2021. This

claim includes a rider provision to SIR's property policy which is in favour of the Fund and covers income reduction for lost royalties for a maximum of 180 days. There can be no assurance this action will be successful.

# Description of non-IFRS measures

Management believes that disclosing certain non-IFRS financial measures provides a useful supplemental measure to evaluate SIR's performance. By considering these measures in combination with the most closely comparable IFRS measure, management believes that investors are provided with additional and more useful information about SIR than investors would have if they simply considered IFRS measures alone.

The non-IFRS financial measures do not have standardized meanings prescribed by IFRS. SIR's method of calculating these non-IFRS financial measures may differ from that of other issuers and, accordingly, may not be comparable to measures used by other issuers.

# Same Store Sales and Same Store Sales Growth

SIR believes that SSS and SSSG are useful measures and provide investors with an indication of the change in year-over-year sales. SIR's method of calculating SSS and SSSG may differ from those of other issuers and, accordingly, SSS and SSSG may not be comparable to measures used by other issuers. SSSG is the percentage increase in SSS over the prior comparable period. SSS includes revenue from all SIR Restaurants except for those locations that were not open for the entire comparable periods in fiscal 2022 and fiscal 2021 and Abbey's Bakehouse as it is not a SIR Restaurant. When a SIR Restaurant is closed, the revenue for the closed restaurant is excluded from the calculation of SSS and SSSG for both the quarter in which the restaurant is closed and the current year-to-date. Please refer to the reconciliation of consolidated revenue to SSS on page 10 and to the definition of SSS in the Revenue section on page 12.

# Adjusted Net Earnings (Loss)

Adjusted Net Earnings (Loss) is calculated by removing the change in amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership from the net earnings (loss) for the period. Adjusted Net Earnings (Loss) is a non-GAAP financial measure and does not have a standardized meaning prescribed by IFRS. Management believes that in addition to net earnings (loss), Adjusted Net Earnings (Loss) is a useful supplemental measure to evaluate SIR's performance. Changes in the amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership is a non-cash transaction and varies with changes in the market price of the Fund units. The exclusion of the change in amortized cost of the Ordinary LP Units and Class A LP Units of the Partnership eliminates this non-cash impact. Management cautions investors that Adjusted Net Earnings (Loss) should not replace net earnings or loss or cash flows from operating, investing and financing activities (as determined in accordance with IFRS), as an indicator of SIR's performance. SIR's method of calculating Adjusted Net Earnings (Loss) may differ from the methods used by other issuers. Please refer to the reconciliations of net earnings (loss) for the period to Adjusted Net Earnings (Loss) on page 8 of this document.

# EBITDA and Adjusted EBITDA

References to EBITDA are to the net earnings (loss) for the period before provision for (recovery of) income taxes, interest expense, interest on lease obligations, interest on loan payable to SIR Royalty Income Fund, depreciation and amortization, and change in amortized cost of Ordinary LP Units and Class A LP Units of the Partnership.

References to Adjusted EBITDA are to SIR's EBITDA plus or minus interest (income) and other expense (income) – net, goodwill impairment, impairment of non-financial assets, loss on disposal of property and equipment, cash rent payments, and pre-opening costs. Pre-opening costs are added back to EBITDA because management views these costs as investments in new restaurants and not as on-going costs of operations.

Management believes that, in addition to net earnings or loss, EBITDA and Adjusted EBITDA are useful supplemental measures in evaluating SIR's performance, as these are useful estimates of the core business' contribution to cash flow from operations and approximate the funds generated by SIR which are available to meet its financing obligations and capital expenditure requirements. Management interprets trends in EBITDA and Adjusted EBITDA as indicators of relative operating performance. EBITDA and Adjusted EBITDA are non-GAAP financial measures and do not have standardized meanings prescribed by IFRS. Management cautions investors that EBITDA and Adjusted EBITDA should not replace net earnings or loss or cash flows from operating, investing and financing activities (as determined in accordance with IFRS), as an indicator of SIR's performance. SIR's method of calculating EBITDA and Adjusted EBITDA may differ from the methods used by other issuers. Therefore, SIR's EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Please refer to the reconciliation of net earnings (loss) and comprehensive loss for the period to EBITDA and Adjusted EBITDA on page 8 of this document.

# Forward Looking Information

Certain statements contained in this report, or incorporated herein by reference, including the information set forth as to the future financial or operating performance of the Fund or SIR, that are not current or historical factual statements may constitute forward-looking information within the meaning of applicable securities laws ("forward-looking statements"). Statements concerning the objectives, goals, strategies, intentions, plans, beliefs, expectations and estimates, and the business, operations, financial performance and condition of the Fund, the SIR Holdings Trust (the "Trust"), the Partnership, SIR, the SIR Restaurants or industry results, are forward-looking statements. The words "may", "will", "should", "would", 'could", "expect", "believe", "plan", "anticipate", "intend", "estimate" and other similar terminology and the negative of such expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Fund, the Trust, the Partnership, SIR, the SIR Restaurants or industry results, to differ materially from the anticipated results, performance, achievements or developments expressed or implied by such forward-looking statements. These statements reflect Management's current expectations, estimates and projections regarding future events and operating performance and speak only as of the date of this document. Readers should not place undue importance on forward-looking statements and should not rely upon this information as of any other date. Risks related to forward-looking statements include, among other things, challenges presented by a number of factors, including: the impact of the COVID-19 pandemic; market conditions at the time of this filing; competition; changes in demographic trends; weather; changing consumer preferences and discretionary spending patterns; changes in consumer confidence; changes in national and local business and economic conditions; pandemics or other material outbreaks of disease or safety issues affecting humans or animals or food products; the ability to maintain staffing levels; the impact of inflation, including on input prices and wages; the impact of the crisis in the Ukraine; changes in tariffs and international trade; changes in foreign exchange and interest rates; changes in availability of credit; legal proceedings and challenges to intellectual property rights; dependence of the Fund on the financial condition of SIR; legislation and governmental regulation, including the cost and/or availability of labour as it relates to changes in minimum wage rates or other changes to labour legislation and forced closures of or other limits placed on restaurants and bars; laws affecting the sale and use of alcohol (including availability and enforcement); changes in cannabis laws; changes in environmental laws; privacy matters; accounting policies and practices; changes in tax laws; and the results of operations and financial condition of SIR. The foregoing list of factors is not exhaustive. Many of these issues can affect the Fund's or SIR's actual results and could cause their actual results to differ materially from those expressed or implied in any forward-looking statements made by, or on behalf of, the Fund or SIR. There can be no assurance that SIR will remain compliant in the future with all of its financial covenants under the Credit Agreement and imposed by the lender. Given these uncertainties, readers are cautioned that forward-looking statements are not guarantees of future performance and should not place undue reliance on them. The Fund and SIR expressly disclaim any obligation or undertaking to publicly disclose or release any updates or revisions to any forward-looking statements. Forward-looking statements are based on Management's current plans, estimates, projections, beliefs and opinions, and the Fund and SIR do not undertake any obligation to update forward-looking statements should assumptions related to these plans, estimates, projections, beliefs and opinions change, except as expressly required by applicable securities laws. This Management's Discussion and Analysis is provided as of March 30, 2022.

In formulating the forward-looking statements contained herein, SIR Management has assumed that it will be successful in dealing with the effects of the COVID-19 pandemic and that business and economic conditions affecting SIR's restaurants and the Fund will return to normalcy within the short to medium term. For more information concerning the Fund's risks and uncertainties, please refer to the Fund's Annual Information Form dated March 22, 2022 for the period ended December 31, 2021, which is available under the Fund's profile at www.sedar.com.

All of the forward-looking statements made herein are qualified by these cautionary statements and other cautionary statements or factors contained herein, and there can be no assurance that the actual results or developments will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Fund or SIR. See 'Risk Factors' in the Fund's Annual Information Form dated March 22, 2022 for the period ended December 31, 2021.

Additional information related to the Fund, the Partnership, and SIR can be found at <a href="www.sedar.com">www.sedar.com</a> under SIR Royalty Income Fund and on SIR's website at <a href="www.sircorp.com">www.sircorp.com</a>