

**Q2 2017** TSX: SOT.UN

## **DEAR FELLOW UNITHOLDERS**

"One of my major objectives is to build a long-term enterprise, to build shareholder value over time."

- N. Robert Hammer

Slate Office REIT was very active in the second quarter of 2017, completing a number of strategic transactions that bolstered the REIT's position as a best in class owner and operator of office properties. These transactions strengthened the REIT's balance sheet, improved a number of key operating metrics and, most importantly, were consistent with our strategy of creating value for unitholders through disciplined investing and prudent capital allocation.

#### **Financial Results**

Our same property net operating income ("NOI") increased \$0.1 million to \$14.3 million over the first quarter of 2017, while same store net asset value ("NAV") increased by \$10.6 million. These are key barometers for our asset management efforts and our leasing success across the portfolio.

Adjusted funds from operations ("AFFO") payout ratio was affected by the timing of the equity raise versus the closing of the acquisitions. Going forward and upon full deployment of the equity capital that was raised, we expect the payout ratio to be in line with previous quarters.

#### **Equity Raise and Acquisitions**

We successfully completed the previously announced equity raise of \$120.0 million via subscription receipts and a further \$10.0 million via private placement. The proceeds were primarily used to acquire four office properties- West Metro Corporate Centre and 401-405 The West Mall in Etobicoke, ON, and 250 King and 460 Two Nations in Fredericton, NB, for a total purchase price of \$260.0 million, before adjustments.

Collectively these acquisitions will increase AFFO, contribute positively to the REIT's occupancy, weighted average lease term and credit quality and are fully aligned with our overall acquisition strategy. Furthermore, upon completion of these transactions the Greater Toronto Area ("GTA") is home to the REIT's largest concentration of assets, at 47%.

## **Leasing Success**

On the operations side, we completed a total of 145,957 square feet of leasing, comprised of 92,484 square feet of renewals and 53,473 square feet of new lease deals at combined leasing spreads of 3.9% above expiring or building in-place rents. The portfolio occupancy increased to 84.4% compared to 84.0% at Q1 2017 from the newly acquired GTA properties.

Subsequent to quarter end, the REIT completed a 58,178 square foot lease with Volta Labs at Maritime Centre in Halifax. The Volta Labs lease brings the total releasing of the former Bell Aliant space to 136,022 square feet which is 70% of the total.

## **Financing and Re-financing Proceeds**

During the quarter, we completed the renewal of the \$105.0 million term loan due June 30, 2017. The facility was increased to \$120.0 million with the inclusion of 250 King and 460 Two Nations in Fredericton, NB which were provided as additional security for the loan.

Subsequent to quarter end, we completed an up-financing and extension of the West Metro Corporate Centre property for a term of 4 years and an additional \$20.0 million in proceeds. The proceeds were used to reduce the REIT's credit facilities and increase the REIT's liquidity.

#### Outlook

We are very pleased with REIT's initiatives and results for the second quarter of 2017. We were able to raise a significant amount of both equity and debt capital, which enabled the REIT to execute on its core strategies of growing net operating income, NAV and creating unitholder value. Given the REIT's current pipeline of on-strategy investment opportunities, we expect to deploy the balance of this capital in the near term. At the conclusion

of the second quarter of 2017, Slate Office REIT has a larger, more diversified portfolio, increased occupancy, longer weighted average lease term and enhanced tenant credit quality.

We thank our unitholders for their continued support.

Sincerely,

Scott Antoniak Chief Executive Officer August 3, 2017



# **Management's Discussion and Analysis**

TSX: SOT.UN

June 30, 2017

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## FORWARD LOOKING STATEMENTS

Certain information in this Management's Discussion and Analysis ("MD&A") constitutes "forward-looking statements" within the meaning of applicable securities legislation. These statements reflect Management's expectations regarding objectives, plans, goals, strategies, future growth, results of operations, performance and business prospects and opportunities of the REIT including expectations for the current financial year, and include, but are not limited to, statements with respect to Management's beliefs, plans, estimates and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Statements that contain words such as "could", "should", "can", "anticipate", "expect", "does not expect", "believe", "plan", budget", "schedule", "estimate", "intend", "project", "will", "may", "might", "continue" and similar expressions or statements relating to matters that are not historical facts constitute forward-looking statements.

These forward-looking statements are not guarantees of future events or performance and, by their nature, are based on the REIT's current estimates and assumptions, which are subject to significant risks and uncertainties. The REIT believes that these statements are made based on reasonable assumptions; however, there is no assurance that the events or circumstances reflected in these forward-looking statements will occur or be achieved. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements including, but not limited to the risks that are more fully discussed under the "Risk Factors" section of the annual information form of the REIT for the year ended December 31, 2016 ("Annual Information Form"). Factors that could cause actual results to differ materially from those contemplated or implied by forward-looking statements include, but are not limited to: risks incidental to ownership and operation of real estate properties including local real estate conditions; financial risks related to obtaining available equity and debt financing at reasonable costs and interest rate fluctuations; operational risks including timely leasing of vacant space and re-leasing of occupied space on expiration of current leases on terms at current or anticipated rental rates; tenant defaults and bankruptcies; uncertainties of acquisition activities including availability of suitable property acquisitions and integration of acquisitions; competition including development of properties in close proximity to the REIT's properties; loss of key management and employees; potential environmental liabilities; catastrophic events, such as earthquakes and hurricanes; governmental, taxation and other regulatory risks and litigation risks.

Forward-looking statements included in this MD&A are made as of August 3, 2017 and accordingly are subject to change after such date. The REIT does not undertake to update any forward-looking statements that are included in this MD&A, whether as a result of new information, future events or otherwise, except as expressly required by applicable securities laws. Certain statements included in this MD&A may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this MD&A. Investors are cautioned against placing undue reliance on forward-looking statements.

## FINANCIAL AND INFORMATIONAL HIGHLIGHTS

Interest coverage ratio (times)

Net debt to adjusted EBITDA ratio (times)

	June 30, 2017		March 31, 2017	[	December 31, 2016	S	eptember 30, 2016		June 30, 2016
Summary of Portfolio Information									
Number of properties	38		35		35		35		34
Gross leasable area ("GLA")	6,116,085		4,990,052		4,990,052		4,990,052		4,727,414
Total assets	\$ 1,302,622	\$	1,164,104	\$	1,025,522	\$	1,020,671	\$	926,179
Total debt	\$ 752,312	\$	621,896	\$	604,953	\$	603,671	\$	564,882
Occupancy	84.4%	6	84.0%	, D	86.4%		86.3%		85.8%
								e m	nonths ended
	June 30, 2017		March 31, 2017		December 31, 2016	S	eptember 30, 2016		June 30, 2016
Summary of Financial Information									
Revenue	\$ 36,230	\$	32,318	\$	35,094	\$	31,330	\$	28,197
Net operating income ("NOI")	17,131		14,175		15,065		14,446		12,760
Net income and comprehensive income	3,482		8,442		14,571		2,984		15,244
Funds from operations ("FFO")	11,405		9,495		10,650		9,989		9,078
Core-FFO	11,949		10,030		11,177		10,507		9,588
Adjusted FFO ("AFFO")	10,694		8,842		9,737		9,004		8,192
Per Unit Financial Information									
Weighted average diluted number of trust units (000s)	57,103		46,101		46,071		41,449		35,674
FFO per unit	\$ 0.20	\$	0.21	\$	0.23	\$	0.24	\$	0.25
Core-FFO per unit	0.21		0.22		0.24		0.25		0.27
AFFO per unit	0.19		0.19		0.21		0.22		0.23
Distributions per unit	\$ 0.1875	\$	0.1875	\$	0.1875	\$	0.1875	\$	0.1875
FFO pay-out ratio	102.2%	, 0	91.0%	)	81.0%		78.7%	)	76.1%
AFFO pay-out ratio	108.9%	0	97.7%	)	88.6%		87.3%	)	84.4%
	June 30, 2017		March 31, 2017		December 31, 2016	S	eptember 30, 2016		June 30, 2016
Financial Data									
Weighted average debt interest rate	3.2%	0	3.3%	)	3.3%		3.3%	)	3.3%

3.1x

10.7x

3.0x

10.4x

3.2x

9.4x

3.2x

9.8x

3.3x

10.2x

## **PART I - OVERVIEW**

#### INTRODUCTION

This Management's Discussion and Analysis ("MD&A") of the financial position and results of operations of Slate Office REIT (TSX: SOT.UN) (the "REIT") is intended to provide readers with an assessment of performance and summarize the financial position and results of operations of the REIT for the three and six month periods ended June 30, 2017. The presentation of the REIT's financial results, including the related comparative information, contained in this MD&A are based on the REIT's condensed consolidated interim financial statements (the "consolidated financial statements") as at June 30, 2017 and for the three and six month periods ended June 30, 2017 and 2016. This MD&A should be read in conjunction with those consolidated financial statements. All dollar amounts are in thousands of Canadian dollars, unless otherwise noted.

The information contained in this MD&A is based on information available to the REIT and is dated as of August 3, 2017, which is also the date the Board of Trustees, upon the recommendation of its Audit Committee, approved the contents of this MD&A.

## **SLATE OFFICE REIT PROFILE**

The REIT is an unincorporated open-ended real estate investment trust constituted in accordance with the laws of the Province of Ontario pursuant to an amended and restated Declaration of Trust dated as of December 17, 2014, as amended on March 16, 2015, May 25, 2015 and March 21, 2016. On June 30, 2017, the REIT owned interests in 38 properties comprised of 34 office properties and 4 non-office properties totaling 6.0 million and 0.1 million square feet, respectively, of GLA. The properties are located in geographically diversified markets in Canada.

The REIT is externally managed and operated by Slate Management Corporation ("SMC"), a subsidiary of Slate Asset Management L.P., (collectively, "Slate" or the "Manager"). Slate has an experienced and dedicated team of real estate professionals with a proven track record of success in real estate investment and management. Management's interests are aligned with the unitholders of the REIT through its sponsorship and as a significant unitholder of the REIT. Slate assumed management responsibilities for the REIT with the vision of creating a pure-play office REIT focused on "non-core" real estate assets. This vision was premised on the belief that the Canadian office market was changing and a pure-play office REIT would provide a vehicle to capitalize on future opportunities. Slate is the largest unitholder in the REIT, with an 11.2% interest, and accordingly, is highly motivated to increase the value of the REIT on a per unit basis and provide reliable growing returns to the REIT's unitholders.

Additional information on the REIT, including its annual information form, is available on SEDAR at www.sedar.com and on the REIT's website at www.slateofficereit.com.

#### **NON-IFRS MEASURES**

We disclose a number of financial measures in this MD&A that are not measures used under IFRS, including net operating income, same property net operating income, funds from operations, core funds from operations, adjusted funds from operations, adjusted funds from operations pay-out ratio, adjusted EBITDA, net debt to adjusted EBITDA ratio, interest coverage ratio, and debt service coverage ratio, in addition to certain of these measures on a per unit basis. We utilize these measures for a variety of reasons, including measuring performance, managing the business, capital allocation and the assessment of risk. Descriptions of why these non-IFRS measures are useful to investors and how Management uses each measure are included in this MD&A. We believe that providing these performance measures on a supplemental basis to our IFRS results is helpful to investors in assessing the overall performance of our business in a manner similar to Management. These financial measures should not be considered as a substitute for similar financial measures calculated in accordance with IFRS. We caution readers that these non-IFRS financial measures may differ from the calculations disclosed by other businesses, and as a result, may not be comparable to similar measures presented by others. Reconciliations of these non-IFRS measures to the most directly comparable financial measures calculated and presented in accordance with IFRS are included within this MD&A.

#### **STRATEGY**

Our strategy is to own an institutional quality portfolio of non-core assets in major office markets, where millions of people come to work every day. We believe that non-core assets provide superior risk-adjusted returns relative to conventional Class A office towers pursued by many other large investors. This non-core office product comprises approximately two-thirds of Canadian office inventory that is often overlooked by large institutional investors. Accordingly, these assets can frequently be purchased at a significant discount to peak and replacement value while retaining stable operating fundamentals that together allow superior risk-adjusted returns, relative to core assets. The REIT's portfolio of office properties provides diversification, enhancing our ability to continue to provide steady and reliable distributions to unitholders, while also providing the opportunity to grow net asset value on a per unit basis.

While our primary goals are to provide steady and reliable distributions to unitholders and to grow net asset value on a per unit basis, we are focused on the following areas to achieve the REIT's objectives through 2017 and 2018:

- Proactive property and asset management that results in NOI growth while minimizing property and portfolio vacancy exposure;
- Prudent and disciplined management of capital outlays that will maintain and increase the attractiveness of the REIT's portfolio and achieve increased rents;
- · Continue to increase the REIT's financial strength and flexibility through robust balance sheet management;
- Maintain a conservative AFFO pay-out ratio taking into account the REIT's investment requirements in accretive capital and leasing investments
  to continue to provide steady and reliable distributions to unitholders; and

 Continue to selectively dispose of non-strategic assets and recycle capital to appropriately manage leverage and acquire office properties on an opportunistic basis.

Overall, we believe that the REIT has positioned its portfolio, capital structure and distribution strategy to effectively grow in the current economic environment and to capitalize on opportunities in the future.

#### **RISKS AND UNCERTAINTIES**

The REIT's business is subject to a number of risks and uncertainties which are described in its most recently filed Annual Information Form for the year ended December 31, 2016, available on SEDAR at <a href="www.sedar.com">www.sedar.com</a>. Additional risks and uncertainties not presently known to the REIT or that the REIT currently considers immaterial also may impair its business and operations and cause the price of the REIT's units to decline in value. If any of the noted risks actually occur, the REIT's business may be harmed and the financial condition and results of operations may suffer significantly. In that event, the trading price of the units could decline, and unitholders may lose all or part of their investment.

#### SIGNIFICANT HIGHLIGHTS

The following are the significant highlights for the quarter ended June 30, 2017:

#### **Financial Results**

- Same property NOI was \$14.3 million, representing an increase of \$0.1 million over the first guarter of 2017.
- AFFO was \$10.7 million representing an increase of \$2.5 million over the same period in 2016. Similarly, Core-FFO was \$11.9 million, which is \$2.4 million more than the same period in 2016. These increases are attributable to the NOI contribution from acquisitions offset by higher interest expense from debt required to finance acquisitions.
- The AFFO payout ratio was adversely impacted by the equity offering which was completed at the end of March, in advance of the closing of
  the acquisitions. The NOI contributions from the acquisition properties were not fully realized during the quarter as the acquisition closed midquarter.
- AFFO payout ratio is expected to improve in the third quarter as the full impact of the acquisition will be reflected in operating results.

#### **Leasing Success**

- The REIT completed a total of 145,957 square feet of leasing, comprised of 92,484 square feet of renewals and 53,473 square feet of new lease deals.
- Leasing spreads in the quarter were 3.9% above expiring or building in-place rents renewals were 8.3% above expiring rents while new deals
  were 3.7% below in-place building rent. Overall, in-place occupancy for the portfolio increased to 84.4% compared to 84.0% at Q1 2017. The
  weighted average lease term remained consistent at 5.7 years.
- Subsequent to quarter end, the REIT completed a new 5-year lease deal with Volta Labs at the Maritime Centre for 58,178 square feet. This new tenant will occupy a significant portion of the space previously occupied by Bell Aliant.

## **Equity Raise and Acquisitions**

• The REIT completed the acquisition of four office properties, West Metro Corporate Centre and 401-405 The West Mall in Etobicoke, ON, and 250 King and 460 Two Nations in Fredericton, NB, for a total of \$260.0 million, before adjustments. In connection with these acquisitions, the REIT issued 14,820,000 subscription receipts at an issuance price of \$8.10 per unit, for gross proceeds of \$120.0 million. A private placement was also completed for 1,234,568 units at a price of \$8.10 for gross proceeds of \$10.0 million, for combined proceeds of \$130.0 million. The REIT assumed an existing mortgage on West Metro Corporate Centre with a principal balance of \$75.5 million and an interest rate equal to the Canadian Dealer Offered Rate ("CDOR") plus 1.85% maturing on May 1, 2018 and assumed another existing mortgage on 401-405 The West Mall with a principal balance of \$68.3 million and a fixed interest rate of 3.0%, maturing October 1, 2020.

#### Disposition

On May 12, 2017, the REIT sold a vacant industrial building located at 7001 96th Street in Grande Prairie, AB ("Grande Prairie"), for proceeds
of \$4.4 million. The sale of Grande Prairie is part of the REIT's plan to dispose of non-strategic assets and recycle capital appropriately to
manage leverage.

## **Financing and Re-financing Proceeds**

- During the quarter, the REIT completed a renewal of a \$105.0 million term loan due June 30, 2017. The renewal provided for the extension to
  June 30, 2019 and an increase in the amount to \$120.0 million. The additional \$15.0 million of financing was provided in respect of 250 King
  and 460 Two Nations in Fredericton, NB which were provided as additional security for the loan. The loan-to-value ratio achieved for these two
  assets were in excess of the management's underwriting expectations for financing on acquisition.
- Subsequent to quarter end, the REIT completed an up-financing and extension of its recently acquired West Metro Corporate Centre property.
   The new financing has a term of 4 years and provided an additional \$20.0 million in proceeds, which were used to reduce the REIT's credit facilities and increase the REIT's liquidity.

#### **OUTLOOK**

The following are some of the more significant items that Management expects will impact the REIT during the remainder of 2017 and 2018:

## **Deployment of Capital**

The acquisition pipeline continues to be robust and the REIT is being disciplined in underwriting new opportunities. In the near-term, management expects to deploy the remaining equity raise proceeds (\$9.0 million) as well as the proceeds from the 250 King and 460 Two Nations financing (\$15.0 million) and the West Metro Corporate Centre refinancing (\$20.0 million). A potential acquisition (or acquisitions) using available liquidity is expected to be highly accretive to AFFO.

## Leasing Upside

- Renewal spreads are expected to continue to be strong as the current in-place rent is an estimated 8.9% below market.
- Significant progress is being made on addressing the transitional vacancy at the Maritime Centre and the Sheridan Exchange (formerly the Promontory) and the expiry of the head lease at Fortis Place.
  - At Maritime Centre, Bell Aliant vacated 193,861 square feet on April 30, 2017 and Management has been working with existing subtenants and new tenants to drive occupancy and rent growth. At the end of the second quarter 2017, 96,128 square feet of former Bell Aliant space was leased and subsequent to quarter end, the REIT completed a new 5-year lease deal with Volta Labs for 58,178 square feet, of which 18,284 square feet was already being leased by Volta. Overall, releasing of the Bell Aliant space has been done at an average rent that is 49% above the expiring Bell Aliant rental rate. The Maritime Centre presents an exceptional opportunity to grow same property NOI through meaningful rent increases.
  - The Sheridan Exchange had a 48,902 square foot vacancy as of January 1, 2017 and the 48,203 square foot head lease at Fortis
    Place is expiring July 1, 2017. Both properties have seen an increase in tenant demand with 8,400 square feet being leased at the
    Sheridan Exchange and 5,702 square feet of new leasing was completed at Fortis Place. The pipeline for additional tenants is strong.

## **Development Progress**

- The REIT completed the redevelopment of 2251 Speakman Drive and turned over the property to SNC-Lavalin Nuclear in July 2016. At that
  time the REIT reclassified the property from redevelopment to income-producing and reclassified 2285 Speakman Drive from income-producing
  to redevelopment. Completion of 2285 Speakman Drive is expected in late-2017 and at that time, SNC-Lavalin will vacate 2599 Speakman
  Drive. There is keen interest from tenants for 2599 Speakman and any leasing completed will provide incremental NOI for the REIT.
- The redevelopment of 114 Garry Street in Winnipeg, MB will be complete in the third quarter of 2017, which de-risks and stabilizes the asset that was leased in 2014 for 25 years to the Province of Manitoba.

## PART II - LEASING AND PROPERTY PORTFOLIO

#### **LEASING**

The REIT's asset management team had a successful quarter in continuing to renew and extend leases. In aggregate, 145,957 square feet of leasing was completed, comprising 92,484 square feet of lease renewals and 53,473 square feet of new lease deals. Leasing spreads in the quarter were 3.9% above expiring or building in-place rents with lease renewals at 8.3% above expiring rents and new deals at 3.7% below building in-place rent. Overall, in-place occupancy at June 30, 2017 increased to 84.4% compared to 84.0% as of March 31, 2017, while the weighted average lease term has remained consistent quarter over guarter at 5.7 years.

Looking forward to the remainder of 2017, 5.3% of the portfolio GLA is maturing and Management expects normal course renewals. The REIT has completed new lease deals that are not reflected yet in the reported in-place occupancy as the leases commence subsequent to June 30, 2017. Most notably, the REIT has already completed 62,355 square feet of new lease deals in the portfolio that commence in Q3 2017 and will positively contribute to occupancy in the next guarterly results.

The additions to NOI from acquisitions were offset by same-property NOI changes due to maturing leases. Bell Aliant's lease matured at Brunswick Square occupying 41,389 square feet and MMM Group Limited's ("MMM") lease matured at the Sheridan Exchange creating 48,902 square feet of transitional vacancy in the second quarter of 2017. In addition, Bell Aliant vacated 193,861 square feet at Maritime Centre in Halifax, NS on April 30, 2017. Including the Volta Labs lease, subsequent to quarter end, Management has leased 155,891 square feet of these vacancies at the three properties.

The REIT is focused on the remaining 2017 and 2018 leasing expiries as well as a number of significant proposals in the markets in which we operate. Overall, Management expects to continue a trend of positive rental spreads, increased occupancy, improved tenant quality and longer weighted-average lease term. The goal is to continue to drive organic growth in the portfolio and focus on creating meaningful per unit net asset value accretion.

#### **OCCUPANCY**

The following is a continuity of the change in the in-place occupancy of the REIT's properties from March 31, 2017 to June 30, 2017:

	Thr	ee months end	ed June 30, 2017	Three months ended March 31, 2017			
	GLA	Occupancy (square feet)	Occupancy (%)	GLA	Occupancy (square feet)	Occupancy (%)	
Occupancy, beginning of period	4,990,052	4,192,499	84.0%	4,990,052	4,309,464	86.4%	
Acquisitions	1,159,313	1,053,323	90.9%	_	_	_	
Dispositions	(33,280)	_	_	_	_	_	
Change in same property occupancy	_	(84,678)	_	_	(116,965)	_	
Occupancy, end of period	6,116,085	5,161,144	84.4%	4,990,052	4,192,499	84.0%	
Redevelopment properties	280,459	63,646	22.7%	280,459	63,646	22.7%	
Occupancy, excluding redevelopments	5,835,626	5,097,498	87.4%	4,709,593	4,128,853	87.7%	

The REIT's objective is to maintain high levels of occupancy throughout the portfolio. At June 30, 2017, the REIT's occupancy, excluding redevelopment office properties, was 87.4%, which has declined by 30 bps from the portfolio's occupancy excluding redevelopment at March 31, 2017. The in-place occupancy of the REIT's total portfolio including redevelopment assets was 84.4% at the end of the quarter compared to 84.0% at March 31, 2017, an increase of 40 basis points. The increase in occupancy is a result of the properties acquired in the current quarter, which have a weighted average occupancy of 90.9%, offset by transitional vacancies at Brunswick Square, Maritime Centre and the Sheridan Exchange.

## **LEASE MATURITIES**

The REIT generally enters into leases with an initial term to maturity between 2 and 10 years. The weighted average remaining term to maturity at June 30, 2017 was 5.7 years, not including tenants on month-to-month leases. Management considers the current average duration of rents to be indicative of the stability of the portfolio's cash flow generation abilities and diversified maturity risk.

The following table summarizes the composition of the remaining term to maturity of the REIT's leases by region:

			June 30, 2017			March 31, 2017
	Weighted average years to maturity (1)	GLA	% of GLA	Weighted average years to maturity (1)	GLA	% of GLA
Atlantic	6.1	2,165,088	35.4%	5.9	2,132,811	42.7%
Ontario	4.9	2,433,084	39.8%	4.4	1,496,716	30.0%
Western	7.9	562,972	9.2%	8.6	562,972	11.3%
	5.7	5,161,144	84.4%	5.7	4,192,499	84.0%
Vacant (2)		954,941	15.6%		797,553	16.0%
Total		6,116,085	100.0%		4,990,052	100.0%

<sup>(1)</sup> The calculation of weighted average term to maturity does not include month-to-month tenants.

The following is a profile of the maturities of the REIT's leases without including the impact of tenant extension options at June 30, 2017:

			Weighted average in-place rent (per square
	GLA	% of portfolio	foot) <sup>(1)</sup>
Month-to-month	130,341	2.1% \$	16.05
Remainder of 2017	323,371	5.3%	15.44
2018	664,976	10.9%	15.00
2019	436,936	7.1%	16.45
2020	682,627	11.2%	16.52
2021	243,674	4.0%	18.78
2022	992,461	16.2%	14.32
2023 and later	1,686,758	27.6%	18.49
Vacant	954,941	15.6%	_
Total/weighted average	6,116,085	100.0% \$	16.57

<sup>(1)</sup> Future weighted average in-place rents include contractual step-ups, which in certain leases, have not yet been realized by the REIT.

## **IN-PLACE AND MARKET RENTS**

During the three month period ended June 30, 2017, the REIT completed 145,957 square feet of leasing comprised of both new deals and renewals. The following table summarizes the REIT's leasing activity during the three month period ended June 30, 2017:

	GLA	Number of leases	Weighted age expiring (per square foot)	Weighted ge new rent quare foot)	Increase (decrease) in rent
Renewed leases	92,484	13	\$ 12.54	\$ 13.57	8.3 %
New leases	53,473	17	14.90	14.34	(3.7)%
Total / weighted average	145,957	30	\$ 13.40	\$ 13.85	3.9 %
Less: leases not renewed / vacated	(123,837)	6			
Net total	22,120				

During the quarter, on a weighted average basis, renewed leases were completed at a 8.3% increase to expiring rents and new leases were completed at a 3.7% discount to in-place building rents. The renewal rental rate spread is consistent with Management's expectations for the portfolio. Most notably, Irving Oil renewed their lease at Brunswick Square for 67,420 square feet.

The weighted-average in-place rent of the REIT's portfolio at June 30, 2017 is \$14.67 per square foot. Management estimates the current weighted average market rate to be \$15.98 per square foot for the markets in which the REIT's properties are located, or \$1.31 per square foot higher than the REIT's current in-place rental rates. This estimate of current market rent is based on Management's estimates, third party valuations and leasing data obtained from actual new and renewed leasing activity. While there are no assurances that maturing leases will be renewed at rates in excess of current in-place rents, or at all, Management compares in-place to market rents to determine the future revenue capacity of the REIT's current portfolio and roll-over revenue risk.

<sup>(2)</sup> Does not include committed leases commencing after June 30, 2017.

The following is a summary of the REIT's new and renewal leasing activity for the past five quarters:

		Renewals			New leases	
Quarter	GLA	Number of leases	Change from previous quarter	GLA	Number of leases	Change from previous quarter
Q2 2016	154,375	16	10.2 %	33,000	7	(13.2)%
Q3 2016	257,551	11	(3.0)%	77,680	13	(2.1)%
Q4 2016	33,000	15	5.3 %	26,834	10	4.2 %
Q1 2017	45,893	8	8.1 %	192,757	11	37.9 %
Q2 2017	92,484	13	8.3 %	53,473	17	(3.7)%

#### **TENANT PROFILE**

Management's strategy includes ensuring that the REIT's tenants are diversified and of high credit quality. A higher quality tenant base increases the durability of the REIT's income through economic cycles, which directly relates to their continued ability to meet their lease obligations to the REIT and continue to retain their workforce, which directly impacts their need for office space.

The following are the REIT's top 10 largest tenants at June 30, 2017, which together represent 46.1% of base rental receipts:

Tenant	Credit rating <sup>(1)</sup>	GLA (square feet)	Number of properties	% of base rental receipts	Weighted average lease term (years)
Bell Canada Enterprises (2)	BBB	323,875	7	10.8%	3.5
SNC-Lavalin Group Inc. (3)	BBB	573,157	2	9.8%	5.9
Government of Canada	AAA	334,117	8	7.8%	5.5
Province of New Brunswick	AA	257,718	4	4.7%	4.7
Johnson Insurance (4)	Α	154,018	1	3.1%	10.0
Medavie Blue Cross	Unrated	192,745	2	3.0%	10.7
Bank of Nova Scotia	AA	95,057	5	2.0%	3.6
Province of Nova Scotia	AA	129,759	1	1.9%	1.6
Province of Manitoba	AA	90,136	2	1.5%	21.7
Concentrix Technologies	Unrated	103,179	1	1.5%	4.5
Total		2,253,761		46.1%	6.3

<sup>(1)</sup> Source: DBRS, Moody's

#### **PROPERTY PROFILE**

The REIT's property portfolio at June 30, 2017, comprises wholly-owned interests in thirty-four office properties, two industrial properties, two retail properties and one hotel. The portfolio comprises 6.1 million square feet of GLA. Of the REIT's property portfolio, three of its office properties are currently classified as redevelopment. For a listing of all of the REIT's properties see PART VI of this MD&A.

## **Acquisitions**

During the quarter, the REIT acquired three office properties, West Metro Corporate Centre in Etobicoke, ON and 250 King and 460 Two Nations in Fredericton, NB, for an aggregate purchase price of \$154.8 million, net of adjustments. The West Metro Corporate Centre is a 616,364 square foot Class A office complex, consisting of three office buildings with strong location and high visibility located in Etobicoke, ON. The West Metro Corporate Centre has investment grade tenants and will contribute strong operating results to the REIT's portfolio.

250 King and 460 Two Nations are two Class B office building consisting of 80,162 and 50,945 square feet, respectively, located in Fredericton, NB. Both buildings are single tenanted and 100% occupied by the Province of New Brunswick.

The REIT also acquired a suburban office complex, Commerce West, located at 401-405 The West Mall in Etobicoke, ON for an aggregate purchase price of \$89.7 million, net of adjustments. Commerce West is a 411,842 square foot office complex with occupancy at the end of June 30, 2017 of 84.7%.

<sup>(2)</sup> Bell Canada now includes MTS, as acquisition closed March 17, 2017.

<sup>(3)</sup> Includes 338,983 square feet of SNC-Lavalin Nuclear Inc.

<sup>(4)</sup> Johnson Insurance will take occupancy Dec 1, 2020.

	West Metro Centre	250 King Street	460 Two Nations	Commerce West	Total
REIT's interest	100%	100%	100%	100%	
Number of properties	1	1	1	1	
Acquisition date	April 25, 2017	April 25, 2017	April 25, 2017	May 25, 2017	
Purchase price (1)	\$ 135,613 \$	9,750	\$ 9,465	\$ 89,660	\$ 244,488
Transaction costs	7,428	198	190	4,492	12,308
Properties	143,041	9,948	9,655	94,152	256,796
Working capital	(729)	(154)	(15)	(309)	(1,207)
Debt assumed (2)	(75,256)	_	_	(68,384)	(143,640)
Total investment	\$ 67,056 \$	9,794	\$ 9,640	\$ 25,459	\$ 111,949

<sup>(1)</sup> Net of adjustments from the vendor related to tenant improvements and other.

Consideration was comprised of cash for all acquisitions in 2017 and \$10.0 million of financing from the private placement.

## **Acquisition pipeline**

The REIT currently has a significant pipeline of active opportunities in the cities in which we operate. While the number of opportunities is high we will continue to be disciplined in our underwriting and pricing. We will not sacrifice long term value creation for short-term income.

In pursuing acquisition properties, we have a bias towards opportunities with the following two characteristics:

- Meaningful discount to replacement cost: A property purchased well below replacement cost provides opportunity for investment in leasing or
  asset repositioning, with favourable economic returns to the REIT in excess of new build. We also believe that price per square foot, if at a
  meaningful discount to replacement cost, provides prudent downside protection while retaining significant opportunity to attract tenants on a
  competitive basis, especially when competing against new build.
- Opportunity for value creation: We are focused on opportunities that will create value for unitholders. We are less focused on immediate accretion (i.e. the next quarter) and more focused on finding acquisitions that allow for significant equity creation over the medium term. Properties are attractive to us if they are located in a stable market, in good physical condition and have opportunities to drive value by moving existing rents to market rates and/or increase occupancy through focused leasing or repositioning.

Non-core office properties will often satisfy these two characteristics. In contrast to core assets, which often trade in excess of replacement cost with optimized tenanting, we believe that the risk-return profile of non-core assets remains attractive, and we will continue to seek the best opportunities.

Currently, we are primarily focused on opportunities in markets where we have a presence and that reinforces our focus on suburban nodes of primary markets and attractive opportunities in secondary or tertiary cities. We would be interested in expanding to markets we currently are not in, however, we would either need to be able to do so with appropriate scale or where Slate has historical operating expertise.

## **Dispositions**

During the quarter, the REIT disposed of a vacant industrial building located at 7001 96th Street in Grande Prairie, AB ("Grande Prairie"), for proceeds of \$4.4 million. As Grande Prairie was vacant, its sale will positively contribute to NOI, due to the required holding costs during ownership. The sale of Grande Prairie is part of our strategy to dispose of non-strategic assets and recycle capital appropriately to manage leverage.

	7001-96th Street
Disposition date	May 12, 2017
Location	Grand Prairie, AB
Sale price	\$ 4,400
Working capital	(41)
Disposition costs	(133)
Net proceeds	\$ 4,226

<sup>(2)</sup> Includes the impact of the mark-to-market adjustment and financing costs.

## **Redevelopment Properties**

The REIT has classified the following properties as redevelopment during the quarter ended June 30, 2017:

Property Address	Property Name	City, Province	Year Built / Renovated / Expanded	Ownership Interest	Square feet of GLA	Occupancy
2285 Speakman Drive		Mississauga, ON	1981	100%	126,270	_
Various	Water Street Properties	St. John's, NL	Various	100%	71,541	54.4%
139 Water Street	Fortis Building	St. John's, NL	1968 / 1994	100%	82,648	29.9%

In St. John's, NL, the Water Street Properties and the Fortis Building form a contiguous group of properties well located at the northeast end of downtown with prime views of the St. John's Harbour and the Narrows. Fortis Building was formerly occupied by Fortis Corporation which has moved its head-office to the REIT's Fortis Place property. The Fortis Building and Water Street Properties are owned by the REIT at a cost base of \$122 per square foot and have the potential for redevelopment as a regional head-office, possibly for an energy industry user. The REIT's low cost base would allow for significant capital to be allocated towards a redevelopment of the Water Street Properties and Fortis Building with competitive economics against other properties and new construction, which we estimate to be between \$450 and \$550 per square foot in St. John's. The short-term strategy for these assets is to drive cash flow through short-term leases that allow flexibility for building redevelopment or tenant relocation.

2285 Speakman Drive is one of three properties owned by the REIT in Mississauga's Sheridan Business Park. The REIT entered into a 10-year lease with SNC-Lavalin Nuclear whereby the REIT is constructing a campus style office complex comprised of 2285 and 2251 Speakman Drive, which upon completion will include highly functional, contemporary facilities with modern amenities. Sheridan Business Park offers excellent accessibility to major arterial roadways including Erin Mills Parkway, Winston Churchill Boulevard, and highways including the Queen Elizabeth Expressway, 401, 403 and 407 ETR. In addition, being on the Mississauga-Oakville border means Sheridan Business Park is serviced at various locations by the routes of two transit commissions with connections to GO Transit and the TTC subway.

At the time of the REIT's entering into the lease with SNC-Lavalin Nuclear in September 2015, SNC-Lavalin Nuclear occupied 2285 and 2599 Speakman Drive. In July 2016, the REIT completed its redevelopment of 2251 Speakman Drive and delivered the space to SNC-Lavalin Nuclear, and accordingly reclassified 2251 Speakman Drive from redevelopment to income producing property. The next phase of the redevelopment requires the REIT to undertake a modernization of 2285 Speakman Drive, which was reclassified to redevelopment property in the third quarter of 2016. Construction commenced in the first quarter of 2017 and is expected to be complete in the later half of 2017. Upon completion of the redevelopment of 2285 Speakman Drive, SNC-Lavalin Nuclear will move from its existing premises at 2599 Speakman Drive, leaving that property vacant, at which point in time the REIT expects to reclassify 2599 Speakman Drive to redevelopment and 2285 Speakman Drive to income producing property. The REIT is continuing to engage in preliminary discussions with prospective tenants regarding the redevelopment and leasing of 2599 Speakman Drive.

#### IFRS fair value

The REIT's property portfolio at June 30, 2017 had an estimated IFRS fair value of \$1.2 billion, with a weighted average going-in capitalization rate of 6.16%. It is important to highlight that this capitalization rate reflects the current economics of the REIT's properties, including its 84.4% in-place occupancy which includes its redevelopment assets and current in-place rents of \$14.67 per square foot, which Management estimates to be on average \$1.31 per square foot below market rents of \$15.98. Overall, the average estimated IFRS value per square foot of the REIT's portfolio is \$200 with an average cost to the REIT of \$182 per square foot. Management believes that this average value per square foot is significantly lower than replacement cost, which Management estimates to be on average between \$250 and \$350 per square foot, depending on the property. In certain markets, such as St. John's, NL, the cost to construct is significantly higher.

The following table presents a summary of the discount, terminal capitalization and going-in capitalization rates for the fair value of the REIT's properties at June 30, 2017 and December 31, 2016:

	Jı	December 31, 2016				
	Discount rate					
Minimum	6.25%	5.75%	4.21%	6.75%	6.25%	4.16%
Maximum	11.00%	9.00%	12.09%	11.00%	9.00%	11.92%
Weighted average	7.41%	6.92%	6.16%	7.55%	7.05%	6.37%

<sup>(1)</sup> Represents the going-in capitalization rate on the REIT's properties based on Management's estimate of twelve-month forward NOI. The figures presented are inclusive of both those properties where the direct capitalization approach has been used as well as those properties where the primary valuation methodology was the discounted cash flow approach.

While the weighted average capitalization rate is 6.16%, which represents the going-in capitalization rate on the REIT's properties based on Management's estimate of twelve-month forward NOI, the minimum and maximum capitalization rates are 4.21% and 12.09%, respectively. The lower end of the range represents a property with a single tenant under a long term lease located in the Greater Toronto Area ("GTA"), while the upper end of the range represents a retail property located in Northwest Territories. Both of these properties have an estimated fair value of below \$5.5 million, individually.

Various properties within the REIT's portfolio are either vacant, or significantly below normalized occupancy, and certain of which are expected to be so for all or a portion of the next twelve-month period. These properties include the REIT's redevelopment properties and one vacant Alberta industrial property. After removing the NOI contribution of these properties from the REIT's calculation of its going-in capitalization rate of 6.16%, the rate would be adjusted to 6.28%.

The fair value of properties are measured individually without consideration to their aggregate value on a portfolio basis. No consideration is given to diversification benefits related to single property tenant risk and geography, the value of assembling a portfolio or to the utilization of a common management platform, amongst other benefits. As a result, the fair value of the REIT's properties taken in aggregate may differ from the fair value of properties measured individually in the REIT's consolidated statements of financial position.

#### **Property continuity**

A continuity of the REIT's property interests is summarized below:

	Three months er	nded June 30,	Six months ended June 3			
	2017	2016	2017	2016		
Balance, beginning of period	\$ 959,249 \$	741,681 \$	946,939 \$	729,089		
Acquisitions	256,796	86,786	256,796	86,786		
Capital expenditures	7,199	9,828	11,708	15,927		
Direct leasing costs	6,543	2,467	13,856	6,665		
Dispositions	(4,400)	(4,275)	(4,400)	(4,275)		
Depreciation of hotel asset	(191)	(143)	(380)	(279)		
Change in fair value	(2,389)	6,470	(2,162)	8,408		
Straight line rent and other changes	266	443	716	936		
Balance, end of period	\$ 1,223,073 \$	843,257 \$	1,223,073 \$	843,257		

Capital expenditures are incurred by the REIT for maintaining or improving its office properties. Certain leases provide the ability to recover all or a portion of these costs from tenants over time. Direct leasing costs generally include tenant improvement construction costs related to new and renewal leasing.

The change in carrying value of the REIT's properties during the three and six month periods ended June 30, 2017 is primarily the result of acquisition activity in the quarter. The REIT acquired four office properties in the quarter, the West Metro Corporate Centre and 401-405 The West Mall in Etobicoke, ON, and 250 King and 460 Two Nations in Fredericton, NB for combined purchase price of \$244.5 million, net of adjustments. Capital and direct leasing spend, as well as positive leasing activity throughout the portfolio, have also contributed to the increase in value. The REIT received third party appraisals on the REIT's Atlantic portfolio which were in excess of management's prior estimates which positively contributed to the change in fair value in the current quarter. Only minor modifications to cash flows, discount and capitalization rates were made at certain other properties.

## PART III - RESULTS OF OPERATIONS

#### SUMMARY OF RESULTS OF OPERATIONS

The following is a summary of the results of operations for the three and six month periods ended June 30, 2017 and 2016:

	,	Three months er	nded June 30,	Six months er	ded June 30,
		2017	2016	2017	2016
Rental revenue	\$	36,230 \$	28,197 \$	68,548 \$	55,766
Property operating expenses		(18,833)	(14,994)	(36,526)	(30,296)
Finance income on finance lease receivable		981	1,015	1,971	2,037
Interest income		24	15	41	30
Interest and finance costs		(6,883)	(4,430)	(12,093)	(8,633)
General and administrative		(1,279)	(922)	(2,428)	(1,962)
Change in fair value of properties		(2,389)	6,470	(2,162)	8,408
Change in fair value of financial instruments		(3,266)	(247)	(2,404)	(1,058)
Disposition costs		(133)	(206)	(133)	(206)
Depreciation of hotel asset		(191)	(143)	(380)	(279)
Net income before Class B LP units	\$	4,261 \$	14,755 \$	14,434 \$	23,807
Change in fair value of Class B LP units		212	1,480	(528)	(2,960)
Distributions to Class B LP unitholders		(991)	(991)	(1,982)	(1,982)
Net income and comprehensive income	\$	3,482 \$	15,244 \$	11,924 \$	18,865

#### **NET INCOME BEFORE CLASS B LP UNITS**

Net income before Class B LP units is an additional IFRS measure that represents the change in net income, before the impact of fair value adjustments to Class B LP units and distributions to Class B LP unitholders recorded in net income. Management uses and believes that this metric is valuable to users to evaluate net income prior to all residual equity holders, as the Class B LP units are exchangeable into REIT units and are in all material respects economically equivalent to REIT units.

Net income before Class B LP units for the three month period ended June 30, 2017 was \$4.3 million compared to \$14.8 million for the same period in 2016. NOI increased from acquisition activity in the current quarter as well as certain acquisitions from the latter half of 2016, offset by higher interest expense as a result of additional borrowings to finance acquisitions. Interest and finance costs for the three month period ended June 30, 2017 were \$6.9 million compared to \$4.4 million for the same period in 2016. The change in fair value of financial instruments was a decrease of \$3.3 million for the three month period ended June 30, 2017 compared to a decrease of \$0.2 million during the same period in 2016. The decrease is primarily due to the revaluation of subscription receipts issued in connection with the issuance of trust units to finance the acquisitions of West Metro Corporate Centre, 250 King Street and 460 Two Nations and subsequently Commerce West.

The change in net income before Class B LP units for the six month period ended June 30, 2017 when compared to the same period in 2016 decreased by \$9.4 million. Net property income increased by \$6.6 million as a result of portfolio growth attributable to acquisition activity, but offset by higher interest expense of \$3.5 million, a decreased in the change in fair value of properties of \$10.6 million and larger decline in change in fair value of financial instruments \$1.3 million.

#### **NET INCOME**

For the three month period ended June 30, 2017, net income was \$3.5 million, a decrease of \$11.8 million compared to the same period in 2016. This decrease is due to lower net income before Class B LP units, as well as a smaller change in fair value of the Class B LP units for the three month period ended June 30, 2017 of \$0.2 million compared to \$1.5 million for the same period in 2016. The change in fair value of Class B LP units is directly correlated with the change in the unit price of the REIT's units during each respective period. Class B LP units are recorded as a liability by the REIT.

The change in net income for the six month period ended June 30, 2017 was a decline of \$6.9 million which is due to lower net income before Class B LP units.

Distributions to Class B LP unitholder have remained consistent across both comparable periods.

## **NET OPERATING INCOME**

Net operating income is a non-IFRS measure and is defined by the REIT as rental revenue, excluding non-cash straight-line rent and leasing costs amortized to revenue, less property operating costs. Rental revenue for purposes of measuring NOI excludes revenue recorded as a result of determining rent on a straight-line basis and the amortization of leasing costs in revenue for IFRS, which Management believes better reflects the

cash generation activity of the REIT's properties. NOI is an important measure of the income generated from the REIT's properties and is used by the REIT in evaluating the performance of its properties.

The following is a calculation of NOI for the three and six month periods ended June 30, 2017 and 2016:

	Three months er	nded June 30,	Six months ended June 30,		
	2017	2016	2017	2016	
Revenue	\$ 36,230 \$	28,197 \$	68,548 \$	55,766	
Property operating expenses	(18,833)	(14,994)	(36,526)	(30,296)	
Straight-line rents and other changes	(266)	(443)	(716)	(936)	
Net operating income	\$ 17,131 \$	12,760 \$	31,306 \$	24,534	

The increase in NOI of \$4.4 million for the three month period ended June 30, 2017 and \$6.8 million for the six month period ended June 30, 2017 compared to the same periods in 2016 was the result of portfolio growth. On April 25, 2017, the REIT completed the acquisition the West Metro Corporate Centre, in Etobicoke, ON and 250 King Street and 460 Two Nations in Fredericton, NB. These acquisition have positively contributed to NOI with a combined occupancy rate of 94.0%. On May 25, 2017, the REIT completed an additional acquisition of a suburban office complex, Commerce West, located at 401-405 The West Mall in Etobicoke, ON. The impact of these acquisitions is only partially reflected in this quarters operating results as they were acquired mid-quarter. The full impact of the acquisitions will be reflected in operating results going forward.

In 2016, the REIT completed the acquisition of the remaining interest in the St. John's Places through two partial interest acquisitions. The first being the acquisition of an additional 19% ownership in June 2016 and the second a further 51% in September 2016, increasing ownership to 100% at the end of 2016. The REIT also completed the acquisition of the Gateway Complex at the end of the second quarter 2016 and 365 Hargrave St. in September 2016. These acquisitions have both positively contributed to NOI in the current quarter with no corresponding contributions in the comparative quarter.

The additions to NOI from acquisitions were offset by same-property NOI changes due to maturing leases. Bell Aliant's lease matured at Brunswick Square occupying 41,389 square feet and MMM lease matured at the Sheridan Exchange creating 48,902 square feet of transitional vacancy in the second quarter of 2017. In addition, Bell Aliant vacated 193,861 square feet at Maritime Centre in Halifax, NS on April 30, 2017. As at the end of the quarter, management had leased 155,891 square feet of these vacancies and has continued this momentum into the third quarter.

#### **SAME-PROPERTY NOI**

Same-property NOI is a non-IFRS measure and is defined by the REIT as rental revenue, excluding non-cash straight-line rent, less property operating costs for those properties owned by the REIT for all of the current period and the relevant comparative period. Other than on a year-over-year basis, same property NOI excludes the earnings attributable to the REIT's hotel asset due to the seasonality of that asset. Same-property NOI is an important measure of the income generated from the REIT's properties period-over-period, but without consideration of acquisition and disposition activity, and is used by the REIT in evaluating the performance of its properties. The REIT seeks to increase or maintain same-property NOI through high-occupancy, increasing rents on renewal to market rents and by signing leases with embedded rent increases throughout the term of the lease.

Management compares same-property NOI for the current quarter to the immediately preceding quarter and to the same quarter in the preceding year.

The same-property NOI comparison to the three month period ended March 31, 2017, excludes the REIT's recently acquired West Metro Corporate Centre, 250 King Street, 460 Two Nations and Commerce West. The comparison also excludes the REIT's Grande Prairie property which was an industrial asset disposed of in the quarter. This analysis also excludes the impact of the REIT's hotel asset due to seasonality.

The following is a summary of the same-property NOI for the current quarter compared to the preceding quarter:

	T	hree months ended
	June 30, 2017	March 31, 2017
Number of properties	 35	35
GLA	4,990,052	4,990,052
Revenue	\$ 31,126	\$ 32,318
Property operating expenses	(16,121)	(17,693)
Straight-line rents and other changes	(208)	(450)
Same-property NOI (including hotel asset)	14,797	14,175
NOI attributable to hotel asset	(455)	106
Same-property NOI (excluding hotel asset)	14,342	14,281
Quarter-over-quarter change - \$	\$ 61	
Quarter-over-quarter change - %	0.4%	

Same-property NOI, excluding the REIT's hotel asset, for the three month period ended June 30, 2017 compared to the most recently completed quarter, increased by \$0.1 million or 0.4%. Same-property NOI has increased slightly over the previous quarter due to positive leasing activity as the REIT completed same store leasing of 130,318 square feet at a 2.3% premium to in-place rents. Most notably, Irving Oil renewed their lease at Brunswick Square for 67,420 square feet.

The same-property NOI comparison to the three month period ended June 30, 2016 excludes the REIT's newly acquired West Metro Corporate Centre, 250 King Street, 460 Two Nations and Commerce West. The analysis also excludes the 2016 acquisitions of the Gateway Complex and 365 Hargrave St. which were acquired on June 30, 2016 and September 8, 2016, respectively, as well as Grande Prairie, which is an industrial asset sold in the current quarter. The REIT's interest in the St. John's Places is included at 30% as this was the REIT's ownership consistently throughout both comparative periods. However, the operations of the REIT's hotel asset are included when comparing to the prior year as the seasonal variations are consistent.

The following is a summary of the same-property NOI for the current quarter compared to the same quarter in the prior year:

	Th	ree months ended
	June 30, 2017	June 30, 2016
Number of properties	32	32
GLA	4,387,242	4,387,242
Revenue	\$ 26,423 \$	28,010
Operating expenses	(14,255)	(14,876)
Straight-line rents and other changes	(189)	(444)
Same-property NOI (including hotel asset)	11,979	12,690
Year-over-year change - \$	\$ (711)	
Year-over-year change - %	(5.6)%	

Same-property NOI for the three month period ended June 30, 2017 compared to the same period in 2016 has decreased by \$0.7 million million or 5.6%. The decline in same property is as a result of transitional vacancies, most noteably, Bell Aliant's lease maturity at Brunswick Square in St. John, NB, and Maritime Centre in Halifax, NS which occupied 41,389 square feet and 193,861 square feet, respectively. These vacancies were known at the time of acquisition of the Fortis Portfolio. As well, MMM vacated 48,902 square feet of space at the Sheridan Exchange in Mississauga, ON. These transitional vacancies have been offset by positive leasing throughout the portfolio, most noteably, a 154,018 square foot lease with Johnson Insurance in St. John's, NL. Johnson Insurance is a sub-tenant of Bell Aliant until 2010. The new lease has secured Johnson Insurance in the building for an additional 10 years, through to 2030.

## **FUNDS FROM OPERATIONS**

#### **Funds from operations**

Funds from operations ("FFO") is a non-IFRS measures for evaluating real estate operating performance. The REIT calculates FFO in accordance with the definition provided by the Real Property Association of Canada ("RealPAC") in its White Paper on Funds From Operations, as revised in February 2017.

## Core-FFO

Core-FFO makes certain adjustments to the REIT's calculation of FFO to recognize the REIT's share of lease payments received for its Data Centre asset, which for IFRS purposes is accounted for as a finance lease. Core-FFO also removes the impact of mortgage discharge fees (if any).

## **Reconciliation of FFO and Core-FFO**

Management believes that FFO and Core-FFO are important measures of the operating performance and are used by the REIT in evaluating the combined performance of its operations including the impact of its capital structure and are useful for investors to evaluate the performance of the REIT.

The following is a reconciliation of FFO and Core-FFO for the three and six month periods ended June 30, 2017 and 2016 from net income and comprehensive income:

	'	Three months en	ded June 30,	Six months en	ded June 30,
		2017	2016	2017	2016
Net income and comprehensive income	\$	3,482 \$	15,244 \$	11,924 \$	18,865
Add (deduct):					
Leasing costs amortized to revenue		239	197	461	308
Change in fair value of properties		2,389	(6,470)	2,162	(8,408)
Change in fair value of financial instruments		3,266	247	2,404	1,058
Disposition costs		133	206	133	206
Depreciation of hotel asset		191	143	380	279
Change in fair value of Class B LP units		(212)	(1,480)	528	2,960
Distributions to Class B unitholders		991	991	1,982	1,982
Subscription receipts equivalent amount (1)		926	_	926	_
FFO	\$	11,405 \$	9,078 \$	20,900 \$	17,250
Finance income on finance lease receivable		(981)	(1,015)	(1,971)	(2,037)
Finance lease payments received		1,525	1,525	3,050	3,050
Core-FFO	\$	11,949 \$	9,588 \$	21,979 \$	18,263
Weighted average number of units outstanding (2)		57,103	35,674	52,834	35,503
FFO per unit (diluted)	\$	0.20 \$	0.25 \$	0.40 \$	0.49
Core-FFO per unit (diluted)	\$	0.21 \$	0.27 \$	0.42 \$	0.51

<sup>(1)</sup> On April 25, 2017 each subscription receipt issued by the REIT on March 15, 2017 was exchanged for one unit and a cash distribution equivalent payment of \$0.0625 (being equal to the aggregate amount of distributions paid by the REIT per unit for which record dates occurred between March 15, 2017 and April 25, 2017). The cash distribution equivalent payment of \$0.9 million has been recorded in interest and finance costs.

For the three month period ended June 30, 2017, FFO was \$11.4 million or \$0.20 per unit compared to FFO for the three month period ended June 30, 2016, which was \$9.1 million or \$0.25 per unit, representing an increase of \$2.3 million and a decrease of \$0.05 per unit. During the six month period ended June 30, 2017, FFO increased by \$3.7 million and decreased by \$0.09 per unit. The increase in FFO is a result of increased NOI from acquisitions, most noteably, the acquisition of the West Metro Corporate Centre, in Etobicoke, ON and 250 King Street and 460 Two Nations in Fredericton, NB on April 25, 2017. On May 25, 2017, the REIT completed an additional acquisition of a suburban office complex, located at 401-405 The West Mall in Etobicoke, ON. The average occupancy of these acquisition properties is 90.9%. The impact of these acquisitions is only partially reflected in this quarters operating results as they were acquired mid-quarter. The REIT completed an equity offering on March 15, 2017 to finance a portion of these acquisitions. FFO per unit is lower in the current period as a result of the equity offering completed in advance of the acquisitions closing, resulting in less then a full quarter of NOI realized from acquisitions however, the REIT provided a full quarter of distributions on the new units issued. The full impact on operating results of the acquisition will be reflected in NOI going forward.

Core-FFO for the three and six month periods ended June 30, 2017 was \$11.9 million and \$22.0 million, respectively, compared to \$9.6 million and \$18.3 million for the same periods in 2016. Core-FFO per unit has declined in each comparable periods by \$0.06 and \$0.09, respectively. The increases in Core-FFO on a dollar basis and the decreases on a per unit basis are a result of the changes described for FFO.

## **ADJUSTED FUNDS FROM OPERATIONS**

Adjusted FFO ("AFFO") is a non-IFRS measure that is widely used by the real estate industry and investors to measure the cash generated from operations, after debt service and certain capital and leasing costs and also after reversing the impact of non-cash interest and revenue amounts. It is also a meaningful measure used to evaluate the cash available for distribution to unitholders.

In calculating AFFO, the REIT makes adjustments to FFO for certain items including: guaranteed income supplements; amortization of deferred transaction costs; de-recognition and amortization of mark-to-market adjustments on mortgages refinanced or discharged; adjustments for interest rate subsidies received; recognition of the REIT's share of lease payments received for its Data Centre asset, which for IFRS purposes is accounted for as a finance lease; amortization of straight-line rent; and normalized direct leasing and capital costs. Guaranteed income supplements relate to income sources to the REIT that are not recognized in NOI. The income sources are from free rent adjustments on the acquisition of the suburban office portfolio in December 2014 and headlease payments receivable at Fortis Place in St. John's, NL. The income supplement from headlease payments ceased in June 2017, while the free rent income supplement continues through to 2020.

The method applied by the REIT to calculate AFFO may differ from methods applied by other issuers in the real estate industry and differs from the definition of AFFO as defined by RealPAC's in its White Paper, as issued in February 2017. The REIT's calculation of AFFO differs from RealPAC's February 2017 White Paper as the REIT makes the following adjustments to arrive at reported AFFO: guaranteed income supplements; amortization of deferred transaction costs; de-recognition and amortization of mark-to-market adjustments on mortgages refinanced or discharged; recognition of

<sup>(2)</sup> Represents the diluted weighted average number of units outstanding and includes the weighted average of all REIT units, DUP units and Class B LP units.

the REIT's share of lease payments received for its Data Centre asset, which for IFRS purposes is accounted for as a finance lease; adjustments for interest rate subsidies received and normalized direct leasing and capital costs. Accordingly, the REIT's determination of AFFO is calculated differently than other REIT's who calculate AFFO as defined by RealPAC's in its White Paper, as issued in February 2017, and other issuers who make adjustments to the definition.

A reconciliation of Core-FFO to AFFO for the three and six month periods ended June 30, 2017 as compared to the same periods in the prior year is as follows:

	Three months ended June 30,			Six months en	ded June 30,
		2017	2016	2017	2016
Core-FFO	\$	11,949 \$	9,588 \$	21,979 \$	18,263
Add (deduct):					
Guaranteed income supplements (1)		634	356	1,268	594
Amortization of deferred transaction costs		382	273	713	504
Amortization of debt mark-to-market adjustments		(134)	(65)	(260)	(40)
Interest rate subsidy		108	_	216	_
Amortization of straight-line rent		(505)	(640)	(1,177)	(1,245)
Normalized direct leasing and capital costs		(1,740)	(1,320)	(3,203)	(2,547)
AFFO	\$	10,694 \$	8,192 \$	19,536 \$	15,529
Weighted average number of units outstanding (2)		57,103	35,674	52,834	35,503
AFFO per unit (diluted)	\$	0.19 \$	0.23 \$	0.37 \$	0.44

<sup>(1)</sup> Guaranteed income supplements relate to free rent periods and vacancies from acquired properties. The income supplement from vacancies expire in mid-2017 while the free rent supplements will continue through to 2020.

For the three month period ended June 30, 2017, AFFO was \$10.7 million or \$0.19 per unit, whereas AFFO for the three month period ended June 30, 2016 was \$8.2 million or \$0.23 per unit, representing an increase of \$2.5 million while AFFO per unit decreased by \$0.04. During the six month period ended June 30, 2017 AFFO increased by \$4.0 million to \$19.5 million from \$15.5 million and decreased by \$0.07 per unit to \$0.37 from \$0.44. AFFO has increased from the additional contribution to NOI from the completion of the acquisition of the West Metro Corporate Centre, in Etobicoke, ON and 250 King Street and 460 Two Nations in Fredericton, NB on April 25, 2017. Additionally, on May 25, 2017, the REIT completed an the acquisition of a suburban office complex, located at 401-405 The West Mall in Etobicoke, ON. The average occupancy of these acquisition properties is 90.9%, and have contributed positively to operating results during the quarter. The impact of these acquisitions is only partially reflected in this quarter's operating results as they were acquired mid-quarter. The REIT completed an equity offering on March 15, 2017 to finance a portion of these acquisitions. AFFO per unit has decreased from the comparable period as a result of the equity offering completed in advance of the acquisitions closing, resulting in less then a full quarter of NOI realized from acquisitions however, the REIT provided a full quarter of distributions on the new units issued. The full impact on operating results of the acquisition will be reflected in NOI going forward.

<sup>(2)</sup> Represents the diluted weighted average number of units outstanding and includes the weighted average of all REIT units, DUP units and Class B LP units.

## Reconciliation of FFO, Core-FFO and AFFO

A reconciliation of net income to FFO, Core-FFO and AFFO for the three and six month periods ended June 30, 2017 as compared to the same periods in the prior year is as follows:

	Three months end	ded June 30,	Six months en	nded June 30,
	2017	2016	2017	2016
Net income and comprehensive income	\$ 3,482 \$	15,244 \$	11,924 \$	18,865
Add (deduct):				
Leasing costs amortized to revenue	239	197	461	308
Change in fair value of properties	2,389	(6,470)	2,162	(8,408)
Change in fair value of financial instruments	3,266	247	2,404	1,058
Disposition costs	133	206	133	206
Depreciation of hotel asset	191	143	380	279
Change in fair value of Class B LP units	(212)	(1,480)	528	2,960
Distributions to Class B unitholders	991	991	1,982	1,982
Subscription receipts equivalent amount	926	_	926	_
FFO .	11,405	9,078	20,900	17,250
Finance income on finance lease receivable	(981)	(1,015)	(1,971)	(2,037)
Finance lease payments received	1,525	1,525	3,050	3,050
Core-FFO	11,949	9,588	21,979	18,263
Guaranteed income supplements (1)	634	356	1,268	594
Amortization of deferred transaction costs	382	273	713	504
Amortization of debt mark-to-market adjustments	(134)	(65)	(260)	(40)
Interest rate subsidy	108	_	216	_
Amortization of straight-line rent	(505)	(640)	(1,177)	(1,245)
Normalized direct leasing and capital costs	(1,740)	(1,320)	(3,203)	(2,547)
AFFO	\$ 10,694 \$	8,192 \$	19,536 \$	15,529

<sup>(1)</sup> Guaranteed income supplements relate to free rent periods and vacancies from acquired properties. The income supplement from vacancies expire in mid-2017 while the free rent supplements will continue through to 2020.

The following is FFO and AFFO expressed on a per unit basis for the three and six month periods ended June 30, 2017 as compared to the same periods in the prior year:

	Three months end	led June 30,	Six months ended June 30,		
	2017	2016	2017	2016	
FFO per unit (diluted)	\$ 0.20 \$	0.25 \$	0.40 \$	0.49	
Core FFO per unit (diluted)	0.21	0.27	0.42	0.51	
AFFO per unit (diluted)	\$ 0.19 \$	0.23 \$	0.37 \$	0.44	

The following table reconciles AFFO from cash flow from operating activities for the three and six month periods ended June 30, 2017 and 2016:

	Three months en	ded June 30,	Six months en	ded June 30,
	2017	2016	2017	2016
Cash flow from operating activities	\$ 8,161 \$	(2,222) \$	16,007 \$	8,869
Add (deduct):				
Working capital items	937	9,671	1,128	5,412
Principal repayments on finance lease receivable	544	510	1,079	1,013
Distributions paid to Class B LP unitholders	991	991	1,982	1,982
Subscription receipts equivalent amount	926	_	926	_
Disposition costs	133	206	133	206
Guaranteed income supplement	634	356	1,268	594
Interest rate subsidy	108	_	216	_
Normalized direct leasing and capital costs	(1,740)	(1,320)	(3,203)	(2,547)
AFFO	\$ 10,694 \$	8,192 \$	19,536 \$	15,529

The following table reconciles AFFO from NOI for the three and six month periods ended June 30, 2017 and 2016:

	Three months en	Six months en	ided June 30,	
	2017	2016	2017	2016
Net operating income	\$ 17,131 \$	12,760 \$	31,306 \$	24,534
Add (deduct):				
General and administrative	(1,279)	(922)	(2,428)	(1,962)
Finance lease payments received	1,525	1,525	3,050	3,050
Cash interest	(5,685)	(4,207)	(10,673)	(8,140)
Interest rate subsidy	108	_	216	_
Guaranteed income supplement	634	356	1,268	594
Normalized direct leasing and capital costs	(1,740)	(1,320)	(3,203)	(2,547)
AFFO	\$ 10,694 \$	8,192 \$	19,536 \$	15,529

## **DISTRIBUTIONS**

During the year, the REIT paid monthly distributions equal to \$0.0625 per unit, quarterly distributions of \$0.1875 per unit, or \$0.75 per unit on an annualized basis. Distributions paid to unitholders are paid at the same rate to holders of the REIT's Class B LP units and are paid on or about the 15th day of the month following declaration.

The following table summarizes distributions made during the three month period ended June 30, 2017 and 2016 to unitholders of the REIT and Class B LP unitholders:

	Three months ended June 30, 2017						Three	months ende	d Ju	une 30, 2016	
				Class B			Class B				
		Trust units		LP units		Total		Trust units	LP units		Total
Distributions declared	\$	10,660	\$	991	\$	11,651	\$	5,921 \$	991	\$	6,912
Distributions reinvested in trust units		251		_		251		112	_		112
Distributions made in cash	\$	10,409	\$	991	\$	11,400	\$	5,809 \$	991	\$	6,800

The following table summarizes distributions made during the six month period ended June 30, 2017 and 2016 to unitholders of the REIT and Class B LP unitholders:

Six months ended June 30, 2017 Six months ended June 30, 201											ne 30, 2016		
				Class B					Class B				
		Trust units		LP units		Total		Trust units		LP units		Total	
Distributions declared	\$	18,305	\$	1,982	\$	20,287	\$	11,553	\$	1,982	\$	13,535	
Distributions reinvested in trust units		461		_		461		447		_		447	
Distributions made in cash	\$	17,844	\$	1,982	\$	19,826	\$	11,106	\$	1,982	\$	13,088	

The REIT has a distribution reinvestment plan ("DRIP"), where eligible unitholders, which include holders of Class B LP units, that elect to participate in the DRIP will have their cash distributions used to purchase trust units of the REIT. The distributions declared during the three and six month periods ended June 30, 2017 resulted in 28,770 and 65,517 trust units issued/issuable under the DRIP, respectively. For the June 2017 distribution, approximately 2.4% of the trust units outstanding subscribed to the REIT's DRIP. To the extent unitholders participate in the DRIP additional cash will be retained by the REIT.

## Taxation of distributions

The REIT qualifies as a "mutual fund trust" under the Income Tax Act of Canada. For taxable Canadian resident REIT unitholders, the REIT's distributions are treated as follows for tax purposes over the three most recent years:

Taxation year	Return of capital	Capital gains	Other income
2016 per \$ of distribution	90.2%	3.8%	6.0%
2015 per \$ of distribution	1.8%	79.8%	18.4%
2014 per \$ of distribution	100.0%	_	_

The level of capital gains in 2015 are a result of the disposition strategy the REIT executed to dispose of non-office properties in order to reposition as a pure play office REIT.

## **AFFO PAYOUT RATIO**

The AFFO payout ratio is a non-IFRS measure that provides a representation of the distributions made by the REIT to unitholders compared to AFFO generated by the REIT. Management uses this measure to evaluate the REIT's ability to sustain its distributions. The AFFO payout ratio is calculated by dividing aggregate distributions made in respect of units of the REIT and Class B LP units by AFFO during the period of measurement.

One of the REIT's key objectives is to maintain a conservative AFFO payout ratio to continue to provide steady and reliable distributions to unitholders. As a result, the REIT is focused on maintaining a policy that provides a high level of certainty that the distribution will be maintained or increased over time.

For the three and six month periods ended June 30, 2017, the AFFO payout ratio was 108.9% and 103.8%, respectively, compared to a payout ratio of 84.4% and 87.2% for the same periods in 2016. The increase in the AFFO pay-out ratio in the current year is the result of overall portfolio growth from acquisition activities offset by higher distributions declared from the issuance of units. The REIT completed an equity offering in March 2017, in advance of acquisitions closing on April 25, 2017 and May 25, 2017. This quarter's results include a partial quarter of NOI contribution from acquisitions and a full quarter of distributions from the offering. The AFFO payout ratio will decline in the remaining quarters of 2017 as a result of realizing a full quarter of operating results from recent acquisitions and deploying the excess capital from the March 2017 equity raise into an acquisition.

The table below illustrates the REIT's cash flow capacity, based on AFFO, in comparison to its cash distributions:

		Three months en	ded June 30,	Six months ended June 30				
		2017	2016	2017	2016			
AFFO	\$	10,694 \$	8,192 \$	19,536 \$	15,529			
REIT unit and Class B LP distributions declared		11,651	6,912	20,287	13,535			
Excess/ (shortfall) of AFFO over distributions declared	,	(957)	1,280	(751)	1,994			
Cash retained from DRIP		251	112	461	447			
Excess of AFFO over cash distributions	\$	(706) \$	1,392 \$	(290) \$	2,441			
AFFO payout ratio		108.9%	84.4%	103.8%	87.2%			
AFFO payout ratio after DRIP (1)		106.6%	83.0%	101.5%	84.3%			

<sup>(1)</sup> Impact after DRIP represents actual DRIP levels during the period.

The shortfall of AFFO over distributions declared during the three and six month periods ended June 30, 2017 was funded through excess cash from operations and from availability on the REIT's revolving credit and operating facilities.

#### SEGMENTED INFORMATION

The REIT has net operating income from three geographic locations. The following is the REIT's NOI by geographic region for the three month period ended June 30, 2017 and 2016:

			Three mont	ths ended June 30,
		2017	_	2016
	NOI	Percentage (%)	NOI	Percentage (%)
Atlantic	\$ 8,239	48.1% \$	6,952	54.5%
Ontario	7,324	42.8%	4,551	35.7%
Western	1,568	9.1%	1,257	9.8%
	\$ 17,131	100.0% \$	12,760	100.0%

The following is the REIT's NOI by geographic region for the six month period ended June 30, 2017 and 2016:

			Six mon	ths ended June 30,
	 _	2017		2016
	NOI	Percentage (%)	NOI	Percentage (%)
Atlantic	\$ 15,077	48.2% \$	13,036	53.1%
Ontario	13,160	42.0%	8,887	36.2%
Western	3,069	9.8%	2,611	10.6%
	\$ 31,306	100.0% \$	24,534	100.0%

#### **Atlantic**

	Three months er	nded June 30,	Six months er	nths ended June 30,	
	2017	2016	2017	2016	
# of properties	13	11	13	11	
Owned GLA (000s of square feet)	2,583	2,190	2,583	2,190	
Occupancy rate (%) (period-end)	83.8%	87.4%	83.8%	87.4%	
Revenue	\$ 18,790 \$	16,372 \$	36,873 \$	32,037	
Property operating expenses	(10,376)	(9,200)	(21,388)	(18,680)	
Straight-line rent and other changes	(175)	(220)	(408)	(321)	
NOI	\$ 8,239 \$	6,952 \$	15,077 \$	13,036	

NOI for the Atlantic properties has increased by \$1.3 million for the three month period ended June 30, 2017 and \$2.0 million for the six month period ended June 30, 2017, compared to the same periods in 2016. The increase in NOI in the current quarter is a result of the REIT's acquisition activity. On April 25, 2017, the REIT acquired two fully occupied office buildings in Fredericton, NB, located at 250 King Street and 460 Two Nations. Both of these newly acquired buildings are occupied by government tenants, one of which is under a long-term lease. The full impact of these acquisitions on NOI will be realized in Q3 2017, as the buildings were acquired mid-quarter. In 2016, The REIT acquired the remaining interest in St. John's Places assets in 2016. As at June 30, 2016, the REIT owned 49% of St. John's Places which was acquired on June 15, 2016 and a further 51% was acquired on September 8, 2016 to increase total ownership to 100% at the end of 2016. The additional ownership of St. John's Places assets has positively contributed to NOI in the current quarter with no comparative contribution in 2016.

These increases to NOI from acquisition activity have been offset by maturing leases, specifically, Bell Aliant's lease maturity at Brunswick Square in St. John, NB, and Maritime Centre in Halifax, NS which occupied 41,389 square feet and 193,861 square feet, respectively. To date 153,288 square feet of vacated space has been re-leased at 32.0% premium to previously in place rents.

#### Ontario

	Three months en	ded June 30,	Six months en	ded June 30,
	2017	2016	2017	2016
# of properties	14	12	14	12
Owned GLA (000s of square feet)	2,890	1,862	2,890	1,862
Occupancy rate (%) (period-end)	84.2%	83.7%	84.2%	83.7%
Revenue	\$ 14,347 \$	9,057 \$	25,470 \$	18,104
Property operating expenses	(6,985)	(4,419)	(12,159)	(8,878)
Straight-line rent and other changes	(38)	(87)	(151)	(339)
NOI	\$ 7,324 \$	4,551 \$	13,160 \$	8,887

NOI for the three month period ended June 30, 2017 was \$7.3 million compared to NOI of \$4.6 million for the three month period ended June 30, 2016, representing an increase of \$2.8 million. The increase in NOI for the six month period ended June 30, 2017 was \$4.3 million. The increase in NOI in the period over period comparison is resulting from the acquisitions of the West Metro Centre and Commerce West on April 25, 2017 and May 25, 2017, respectively, both located in Etobicoke, ON. These properties have positively contributed to NOI in the quarter, the full impact of which will be realized in Q3 2017. The REIT also acquired the Gateway Complex in June 2016, which contributes approximately \$1.0 million per quarter to NOI.

Additionally, positive leasing at the REIT's Ontario properties has contributed to the increase in NOI in the current quarter. These positive contributions to NOI are offset by maturing leases, specifically at the Sheridan Exchange in Mississauga, ON, where a tenant occupying 48,902 square feet has vacated in the first quarter of 2017.

#### Western

	Three months en	ded June 30,	Six months ended June 30,				
	2017	2016	2017	2016			
# of properties	11	11	11	11			
Owned GLA (000s of square feet)	643	605	643	605			
Occupancy rate (%) (period-end)	87.6%	84.2%	87.6%	84.2%			
Revenue	\$ 3,093 \$	2,768 \$	6,205 \$	5,625			
Property operating expenses	(1,472)	(1,375)	(2,979)	(2,738)			
Straight-line rent and other changes	(53)	(136)	(157)	(276)			
NOI	\$ 1,568 \$	1,257 \$	3,069 \$	2,611			
NOI from Data Centre	1,525	1,525	3,050	3,484			
NOI including Data Centre	\$ 3,093 \$	2,782 \$	6,119 \$	6,095			

NOI for the three month period ended June 30, 2017 was \$3.1 million including the income from the Data Centre, which is in-line with NOI for the comparable period. Similarly, NOI for the six month period ended June 30, 2017 was 0.4% higher then in the same period in 2016. Changes to NOI are attributable to same property leasing activity as well as the disposition of Grande Prairie, in Alberta, which was a vacant building, contributing negatively to NOI. The Data Centre is accounted for as a finance lease and corresponding interest income is recorded below net operating income and principal repayments reduce the balance of the lease receivable.

## **REVENUE**

Revenue from properties includes rent from tenants under lease agreements, straight-line rental income, percentage rents, property taxes and operating cost recoveries and other incidental income. The following is a summary of the components of revenue:

	Three months er	Six months ended June 30,				
	2017	2016	2017	2016		
Property base rent	\$ 20,251 \$	15,159 \$	38,391 \$	30,243		
Operating cost and tax recoveries	13,203	10,305	25,419	20,840		
Hotel	2,510	2,290	4,022	3,747		
Straight-line adjustments and other	266	443	716	936		
	\$ 36,230 \$	28,197 \$	68,548 \$	55,766		

For the three month period ended June 30, 2017, revenue from properties was \$36.2 million compared to \$28.2 million for the same period in 2016. The increase in revenue for the six month period ended June 30, 2017 was \$12.8 million and is resulting from of overall portfolio growth from acquisition activity. On April 25, 2017, the REIT completed the acquisition the West Metro Corporate Centre, in Etobicoke, ON and 250 King Street and 460 Two Nations in Fredericton, NB. These acquisition have positively contributed to revenue for approximately two months of the quarter. On May 25, 2017, the REIT completed an additional acquisition of a suburban office complex, located at 401-405 The West Mall in Etobicoke, ON which has positively contributed to revenue for the month of June. The full impact of these acquisitions will be fully reflected in revenue for the third quarter of 2017. In 2016, the REIT acquired the Gateway Complex located in Markham, ON in June 2016, 365 Hargrave St., in Winnipeg, ON in September 2016, as well as the additional ownership acquired in the St. John's Places from 49% June 15, 2016 to 100% at the end of the 2016. The 2016 acquisitions had full period of contributions in 2017, increasing revenue.

These positive contributions to NOI from acquisition activity were offset by changes in same-property rental revenue due to transitional vacancy, most notably, at the Sheridan Exchange in Mississauga, ON (48,902 square feet), Brunswick Square in St. John, NB (41,389 square feet) and Maritime Centre, in Halifax, NS (193,861 square feet).

## PROPERTY OPERATING RECOVERIES AND EXPENSES

Property operating expenses consist of property taxes, property management fees and other expenses such as common area costs, utilities, and insurance. The majority of the REIT's property operating expenses are recoverable from tenants in accordance with the terms of the tenants' lease agreements. Operating cost recoveries are included in revenue from properties and amounted to \$13.2 million for the three month period ended June 30, 2017 compared to \$10.3 million for the same period in 2016, while recoveries for the six month period ended June 30, 2017 and 2016 were \$25.4 million and \$20.8 million, respectively. Property operating recoveries and expenses have increased in-line with increase in property base rent, mainly attributable to acquisition activity offset by transitional vacancies.

#### **GENERAL AND ADMINISTRATIVE**

General and administration expenses are primarily comprised of asset management fees, professional fees, trustee fees, and other amounts. For the three month period ended June 30, 2017, general and administrative expenses have increased by \$0.4 million when compared to the same period in 2016. The increase in expenses is as a result of higher asset management fees of \$0.3 million, while other professional fees and other amounts have remained consistent period over period. General and administrative expenses have increase by \$0.5 million for the six month period

ended June 30, 2017 when compared to the same period in 2016. The increase is also attributable to higher asset management fees of \$0.4 million for that period. The increase in asset management fees is directly correlated with the increase in portfolio assets from acquisitions as it is calculated as a fixed percentage of gross book value.

## INTEREST AND FINANCE COSTS

Interest and finance costs are comprised of the following:

	Three months end	ded June 30,	Six months ended June 30,			
	2017	2016	2017	2016		
Mortgage interest	\$ 3,275 \$	2,200 \$	5,869 \$	4,325		
Interest on other debt	2,434	2,022	4,845	3,844		
Amortization of deferred transaction costs	382	273	713	504		
Amortization of debt mark-to-market adjustment	(134)	(65)	(260)	(40)		
Subscription receipts equivalent amount (1)	926	_	926	_		
	\$ 6,883 \$	4,430 \$	12,093 \$	8,633		

<sup>(1)</sup> On April 25, 2017 each subscription receipt issued by the REIT on March 15, 2017 was exchanged for one unit and a cash distribution equivalent payment of \$0.0625 (being equal to the aggregate amount of distributions paid by the REIT per unit for which record dates occurred between March 15, 2017 and April 25, 2017). The cash distribution equivalent payment of \$0.9 million has been recorded in interest and finance costs.

For the three month period ended June 30, 2017, interest and finance costs were \$6.9 million which has increased by \$2.5 million when compared to the same period in 2016. Interest and finance costs have increased by \$3.5 million for the six month period ended June 30, 2017. During the quarter, the REIT completed the acquisition the West Metro Corporate Centre, in Etobicoke, ON and 250 King Street and 460 Two Nations in Fredericton, NB, as well as the acquisition of a suburban office complex, located at 401-405 The West Mall in Etobicoke, ON. The REIT assumed mortgages in connection with the acquisition of the West Metro Corporate Centre and 401-405 The West Mall, which has contributed to the increase in interest costs. As well, in 2016, the REIT acquired an additional 19% of the St. John's Places assets in June 2016, and a further 51% in September 2016, as well the acquisition of the Gateway Complex in June 2016 and 365 Hargrave St. in September 2016. These assets were partially financed by debt which increased interest costs. The weighted average interest rate on the REIT's debt has remained consistent at 3.2%. The current period interest and finance costs include the subscription receipt equivalent amount made on the subscription receipts of \$0.9 million.

#### FINANCE INCOME ON FINANCE LEASE RECEIVABLE

The REIT has a 15 year lease with Manitoba Telecom Services Inc. for the Data Centre. The terms of the lease meet the requirements for classification as a finance lease because the minimum lease payments amount to at least substantially all of the fair value of the leased asset. As a result of this classification, a portion of revenue earned on the property is recorded as interest income on finance lease. Interest income recognized on the finance lease for the three and six month periods ended June 30, 2017 was \$1.0 million and \$2.0 million, respectively, which is comparable to interest income recognized for the same periods in 2016. Interest income for the comparative periods in 2016 was \$1.0 million and \$2.0 million, respectively.

The REIT makes certain non-IFRS adjustments for the contributions made by the Data Centre to its Core-FFO and AFFO to account for the difference between accounting under IFRS and the lease contributions under a cash basis. On a cash basis the Data Centre contributes approximately \$6.1 million annually from lease payments.

## **CHANGE IN FAIR VALUE OF PROPERTIES**

The change in fair value of properties was a decrease of \$8.9 million for the three month period ended June 30, 2017 and \$10.6 million for the six month period ended June 30, 2017. The quarterly changes to properties are from capital and direct leasing spend, as well as positive leasing activity throughout the portfolio. The REIT received third party appraisals on the REIT's Atlantic portfolio which were in excess of management's prior estimates which positively contributed to the change in fair value in the current quarter. Only minor modifications to cash flows, discount and capitalization rates were made at certain other properties.

## **CHANGE IN FAIR VALUE OF FINANCIAL INSTRUMENTS**

The change in fair value of financial instruments represents the change in the fair value of the REIT's interest rate swaps, interest rate cap and deferred unit liabilities on deferred units issued to Trustees and Officers of the REIT, as well, in the current quarter, a loss on the change in fair value of subscription receipts has been recognized. The change for the three and six month periods ended June 30, 2017 was a loss of \$3.0 million and \$1.3 million, respectively, compared to the same periods in 2016.

The subscription receipts issued by the REIT are settled by delivering a fixed number of the REIT's units for a fixed amount of cash. The REIT's trust units are puttable instruments and therefore the subscription receipts meet the definition of a liability under IAS 32, *Financial instruments: presentation*. The subscription receipts are designated as fair value through profit or loss. The fair value of the subscription receipts are remeasured at the end of each reporting period with changes in fair value recorded in net income and comprehensive income. The difference between the \$8.10 offered price per unit and the closing price of \$8.31 per unit on the day of conversion of the subscription receipts to units was recorded in net income and comprehensive income as a loss of \$4.0 million and \$3.1 million for the three and six month periods, respectively. These losses were offset by other small changes in fair value re-measurement of the REIT's other financial instruments.

## **INCOME TAXES**

The REIT is a mutual fund trust and real estate investment trust pursuant to the Income Tax Act (Canada). Under the Income Tax Act (Canada), so long as the REIT meets prescribed conditions relating to the nature of its assets and revenue (the "REIT Conditions"), the REIT is not liable to pay Canadian income taxes provided that its taxable income is fully distributed to unitholders during the period. Management intends to operate the REIT in a manner that enables the REIT to continue to meet the REIT Conditions and to distribute all of its taxable income to unitholders. Therefore, the REIT has not recognized any current or deferred income taxes in its consolidated financial statements.

## **QUARTERLY INFORMATION**

The following is a summary of financial and operational information for the REIT for the eight most recently completed quarters:

		Q2 2017		Q1 2017		Q4 2016		Q3 2016		Q2 2016	Q1 2016		Q4 2015		Q3 2015
Revenue	\$	36,230	\$	32,318	\$	35,094	\$	31,330	\$	28,197	\$ 27,569	\$	29,939	\$	29,133
Operating costs		(18,833)		(17,693)		(19,404)		(16,362)		(14,994)	(15,302)		(17,295)		(14,808)
Straight-line rent and other		(266)		(450)		(625)		(522)		(443)	(493)		(318)		(438)
Net operating income	\$	17,131	\$	14,175	\$	15,065	\$	14,446	\$	12,760	\$ 11,774	\$	12,326	\$	13,887
Net income and comprehensive income	\$	3,482	\$	8,442	\$	14,571	\$	2,984	\$	15,244	\$ 3,621	\$	13,201	\$	4,830
Weighted average diluted units (1)		57,103		46,101		46,071		41,449		35,674	35,334		35,519		35,567
Net income and comprehensive															
income per unit	\$	0.06	\$	0.18	\$	0.32	\$	0.07	\$	0.43	\$ 0.10	\$	0.37	\$	0.14
Distributions (2)		11,651		8,636		8,629		7,862		6,912	6,623		6,646		6,664
Distributions per unit		0.1875		0.1875		0.1875		0.1875		0.1875	0.1875		0.1875		0.1875
FFO		11,405		9,495		10,650		9,989		9,078	8,173		7,513		9,525
FFO per unit - diluted		0.20		0.21		0.23		0.24		0.25	0.23		0.21		0.27
Core-FFO		11,949		10,030		11,177		10,507		9,588	8,676		8,528		9,867
Core-FFO per unit - diluted		0.21		0.22		0.24		0.25		0.27	0.25		0.24		0.28
AFFO		10,694		8,842		9,737		9,004		8,192	7,338		7,409		8,293
AFFO per unit - diluted		0.19		0.19		0.21		0.22		0.23	0.21		0.21		0.23
AFFO payout ratio		108.9%	)	97.7%	)	88.6%		87.3%	ò	84.4%	90.3%	)	89.7%		80.4%
Properties	1	,223,073		959,249		946,939		937,160		843,257	741,681		729,089		728,053
Total assets	1	,302,622	•	1,164,104		1,025,522	1	1,020,671		926,179	817,233		812,995		813,571
Total debt		752,312		621,896		604,953		603,671		564,882	493,496		495,604		498,573
IFRS net asset value ("NAV")		509,873		389,298		387,465		383,200		333,599	291,953		289,417		283,505
Diluted units outstanding (1)		62,215		46,101		46,079		46,042		39,914	35,369		35,344		35,466
IFRS NAV per unit	\$	8.20	\$	8.44	\$	8.41	\$	8.32	\$	8.36	\$ 8.25	\$	8.19	\$	7.99
LTV ratio		57.8%	)	59.5%	,	59.1%		59.2%	, D	61.1%	60.5%	)	61.1%		61.4%
Net debt to adjusted EBITDA		10.7x		10.4x		9.4x		9.8x		10.2x	9.7x		9.4x		8.5x
Interest coverage ratio		3.1x		3.0x		3.2x		3.2x		3.3x	3.2x		3.0x		3.3x
Debt service coverage ratio		2.4x		3.9x		2.7x		2.6x		2.7x	2.7x		2.4x		2.7x
Leasing activity (square feet)		145,957		238,650		59,834		335,231		187,375	211,270		107,315		296,248
Leasing activity as a % of portfolio		2.4%	)	4.8%	)	1.2%		6.7%	ò	4.0%	4.8%	)	2.4%		5.9%
Number of properties		38		35		35		35		34	34		34		48
Office GLA		,972,771		4,813,458		4,813,458		1,813,458		4,550,820	1,243,928		4,243,928		,204,054
Total GLA	6	,116,085		4,990,052		4,990,052		1,990,052		4,727,414	1,436,293		1,436,293		,054,812
Occupancy - excluding redevelopment		87.4%		87.7%		90.2%		90.2%		89.7%	89.4%		89.7%		90.7%
Occupancy		84.4%		84.0%	)	86.4%		86.3%	·	85.8%	85.0%	)	85.4%	ı	89.2%

<sup>(1)</sup> The number of diluted units includes the REIT units, the conversion of the Class B LP units and deferred units and is shown in thousands. Weighted average diluted units is the weighted average number of diluted units outstanding during the respective quarter and diluted units outstanding is the diluted units outstanding at the end of the quarter.
(2) Includes distributions made to both unitholders of the REIT and Class B LP unitholders.

## PART IV - FINANCIAL CONDITION

#### LIQUIDITY AND CAPITAL RESOURCES

The REIT endeavors to maintain appropriate levels of financial liquidity to meet its business objectives and commitments. Primarily, the REIT utilizes revolving credit facilities to provide this financial liquidity in addition to cash on hand. The revolving credit facilities can be drawn or repaid on short notice, which reduces the need to hold cash and deposits, while also minimizing borrowing rates.

The principal liquidity needs of the REIT arise from working capital requirements, distributions to unitholders, planned funding of maintenance capital expenditures and leasing costs and future property acquisitions. Cash flows from operating the REIT's property portfolio, available funding under the REIT's credit facilities and cash on hand represent the primary sources of liquidity. Cash flows from operations are dependent upon rental occupancy levels, rental rates, the collection of rents, recoveries of operating costs and the level of operating costs.

The REIT's available liquidity is as follows:

	June 30, 2017	December 31, 2016
Cash	\$ 2,282	\$ 4,252
Undrawn operating and credit facilities	47,016	38,196
Undrawn construction facility	7,501	7,501
Liquidity	\$ 56,799	\$ 49,949

#### **DEBT STRATEGY**

The REIT's obligations with respect to debt repayments and funding requirements for future investment property acquisitions will be primarily funded from cash retained after distributions, refinancing the REIT's maturing debt, financing unencumbered properties or future issuances of trust units.

The REIT's overall borrowing objective is to obtain secured financing, with terms to maturity that are appropriate having regard to the lease maturity profiles of the underlying properties and which allows the REIT to achieve and maintain staggered debt maturities that reduce its exposure to interest rate fluctuations and re-financing risk in any particular period. The REIT also endeavors to have an appropriate amount of fixed rate debt and to extend loan terms when borrowing conditions are favourable, which is actively monitored by management.

The REIT has multiple sources of financing from it's various credit facilities which have borrowing capacity available which provide shorter term flexibility to support the REIT's multiple growth-oriented initiatives. While the REIT's credit facilities represent one element of our funding strategy, this will be coupled with the REIT's proven access to financing alternatives from multiple financial institutions at competitive rates. In addition, the REIT's increasing development pipeline and associated construction activities are funded by dedicated construction facilities provided by various banking syndicates at attractive rates for appropriate terms commensurate with each respective project.

During the quarter, the REIT completed the renewal of the REIT's outstanding \$105.0 million term loan due June 30, 2017. The terms of the renewal provide for the extension of the term loan to June 30, 2019 and an increase in amount to \$120.0 million.

Subsequent to quarter end, the REIT completed an up-financing and extension of its recently acquired West Metro property. The new financing has a term of 4 years and provided an additional \$20.0 million in financing, the proceeds of which were used to reduce the REIT's credit facilities, increasing the REIT's liquidity.

Debt held by the REIT at June 30, 2017 is as follows:

	Maturity	Coupon (4)	Properties provided as security	air value security	Maximum available	Principal	Letters of credit	Available to be drawn <sup>(5)</sup>
Mortgages (1)(2)	Various	Various	18	\$ 627,212	\$ 430,994	\$ 430,994	\$ _	\$ _
Revolving operating facility <sup>(3)</sup>	Jun. 30, 2018	BA+200 bps	8	317,797	202,875	183,200	_	19,675
Revolving credit facility (3)	Nov. 30, 2017	BA+200 bps	5	77,684	45,000	16,500	1,159	27,341
Construction facility	May 4, 2021	CDOR+300 bps	1	35,172	7,501	_	_	7,501
Term loan	Jun. 30, 2019	BA+213 bps	5	163,208	120,000	120,000	_	_
Other facility (6)	Oct. 1, 2025	4.27%	1	62,077	2,623	2,623	_	_
			38	\$ 1,283,150	\$ 808,993	\$ 753,317	\$ 1,159	\$ 54,517

<sup>(1)</sup> The weighted average remaining term to maturity of mortgages is 4.3 years with maturities ranging from 0.7 to 13.3 years.

<sup>(2)</sup> The weighted average interest rate of mortgages is 3.43% with coupons ranging from 2.65% to 4.95%.

<sup>(3)</sup> Stand-by fees incurred on the unutilized amounts on the revolving operating facility and the revolving credit facility is 0.40%, charged and paid quarterly.

<sup>(4) &</sup>quot;BA" means the one-month Bankers' Acceptances rate; "CDOR" means the Canadian Dealer Offered Rate; "bps" means basis point or 1/100th of one percent.

<sup>(5)</sup> Debt is only available to be drawn subject to certain covenants.

<sup>(6)</sup> Secured by the Data Centre, which is accounted for as a finance lease receivable and not included in the REIT's properties. The value above represents the carrying value of the finance lease receivable.

The carrying value of debt held by the REIT at June 30, 2017 is as follows:

	Principal	Mark-to- market ("MTM") adjustments and costs		Amortization of MTM adjustments and costs	Carrying amount	Current	Non-current
Mortgages	\$ 430,994	\$ 190	\$	290	\$ 431,474 \$	\$ 84,237	\$ 347,237
Revolving operating facility	183,200	(2,002)	)	1,274	182,472	182,472	_
Revolving credit facility	16,500	(655)		572	16,417	16,417	_
Term loan	120,000	(717)		73	119,356	_	119,356
Other facility	2,623	(36)	)	6	2,593	150	2,443
	\$ 753,317	\$ (3,220)	\$	2,215	\$ 752,312	\$ 283,276	\$ 469,036

The REIT used the excess proceeds from the equity offering completed on April 25, 2017, to pay down borrowings on the revolving operating facility.

#### INDEBTEDNESS RATIO

The indebtedness ratio is a non-IFRS measure calculated by the REIT. In accordance with the REIT's Declaration of Trust the REIT's indebtedness may not exceed 65% of gross book value, which is defined by the Declaration of Trust as total assets less restricted cash. The REIT's indebtedness ratio at June 30, 2017 was 57.8% which is lower by 130 basis points compared to December 31, 2016. Property acquisitions were financed with borrowings at a leverage ratio less than the REIT's pre-existing properties coupled with the impact of the REIT's equity offering in March 2017, which reduced debt, which was in part subsequently redrawn to make acquisitions and fund redevelopment projects. Subject to market conditions and the growth of the REIT, Management's medium term target is to maintain total indebtedness at approximately 55%. The success of this strategy is dependent upon debt market parameters existing at the time of borrowing, as well as the particular features and quality of the underlying assets being financed. Management believes that this objective will require at lease two years to achieve. If this strategy is unsuccessful, debt principal repayments may need to be funded by operating cash flows, additional draws under the REIT's revolving credit and operating facilities, financing of unencumbered income-producing properties or by issuances of equity or debt securities.

The REIT's indebtedness level is calculated as follows:

	Jur	ne 30, 2017	Dec	ember 31, 2016
Total assets	\$	1,302,622	\$	1,025,522
Less: restricted cash		1,405		1,404
Gross book value		1,301,217		1,024,118
Debt	\$	752,312	\$	604,953
Leverage ratio		57.8%	)	59.1%

Additional investment and operating guidelines are provided for by the Declaration of Trust. The REIT is in compliance with these guidelines.

## **ADJUSTED EBITDA**

Adjusted EBITDA is a non-IFRS measure and is used by the REIT to monitor the REIT's ability to satisfy and service its debt as well as monitor requirements imposed by the REIT's lenders. Specifically, adjusted EBITDA is used to monitor the REIT's leverage ratio, interest coverage ratio and debt service ratio, which the REIT uses to measure its debt profile and assess its ability to satisfy its obligations, including servicing its debt. Management views adjusted EBITDA as a proxy for operating cash flow prior to interest costs. Adjusted EBITDA represents earnings before interest, income taxes, depreciation, fair value gains (losses) from both financial instruments and investment properties, while also excluding nonrecurring items such as transaction costs from dispositions, acquisitions or other events and adjusting income received from the Data Centre to cash received as opposed to finance income recorded for accounting purposes. Similar adjustments are made to the REIT's share of net income or loss from its equity accounted investment when calculating adjusted EBITDA.

The following is a reconciliation from net income and comprehensive income to adjusted EBITDA for the three and six month periods ended June 30, 2017 and 2016:

	Three months en	ded June 30,	Six months en	ded June 30,
	2017	2016	2017	2016
Net income and comprehensive income	\$ 3,482 \$	15,244 \$	11,924 \$	18,865
Finance income on finance lease receivable	(981)	(1,015)	(1,971)	(2,037)
Net operating income from the Data Centre	1,525	1,525	3,050	3,050
Interest income	(24)	(15)	(41)	(30)
Interest and finance costs	6,883	4,430	12,093	8,633
Change in fair value of properties	2,389	(6,470)	2,162	(8,408)
Change in fair value of financial instruments	3,266	247	2,404	1,058
Disposition costs	133	206	133	206
Depreciation of hotel asset	191	143	380	279
Change in fair value of Class B LP units	(212)	(1,480)	528	2,960
Distributions to Class B LP unitholders	991	991	1,982	1,982
Adjusted EBITDA	\$ 17,643 \$	13,806 \$	32,644 \$	26,558

The following is a calculation of adjusted EBITDA for the three and six month periods ended June 30, 2017 and 2016:

	Three months er	nded June 30,	Six months ended June 30,		
	2017	2016	2017	2016	
Rental revenue	\$ 36,230 \$	28,197 \$	68,548 \$	55,766	
Property operating expenses	(18,833)	(14,994)	(36,526)	(30,296)	
Net operating income from the Data Centre	1,525	1,525	3,050	3,050	
General and administrative	(1,279)	(922)	(2,428)	(1,962)	
Adjusted EBITDA	\$ 17,643 \$	13,806 \$	32,644 \$	26,558	

## **INTEREST COVERAGE**

In addition to the REIT's level of indebtedness calculated in accordance with the REIT's Declaration of Trust, Management also monitors certain financial measures, which include the (i) net debt to adjusted EBITDA leverage ratio, (ii) interest coverage ratio, and (iii) the debt service coverage ratio. All of these measures are non-IFRS measures.

## Net debt to adjusted EBITDA leverage ratio

The net debt to adjusted EBITDA ratio is used to calculate the financial leverage of the REIT, specifically, its ability to meet financial obligations and to provide a measure of its balance sheet strength. The REIT calculates debt to adjusted EBITDA by dividing the aggregate amount of debt outstanding, less cash on hand, by annualized adjusted EBITDA. The net debt to adjusted EBITDA leverage ratio also indicates the number of years required for the REIT's unleveraged operating earnings (i.e. before depreciation, amortization, transaction costs, gains or losses, fair value adjustments, and taxes) to cover or repay all outstanding debts. The net debt to adjusted EBITDA ratio also takes into consideration the cash on hand to decrease debt.

The following is a calculation of net debt to adjusted EBITDA for the three and six month periods ended June 30, 2017 and 2016:

	Three months er	nded June 30,	Six months ended June 30,			
	2017	2016	2017	2016		
Debt, net	\$ 752,312 \$	564,882 \$	752,312 \$	564,882		
Adjusted EBITDA (1)	70,572	55,224	65,288	53,116		
Net debt to Adjusted EBITDA	 10.7x	10.2x	11.5x	10.6x		

<sup>(1)</sup> Adjusted EBITDA for three and six months is based on actuals annualized.

#### Interest coverage ratio

The interest coverage ratio is useful in determining the REIT's ability to service the interest requirements of its outstanding debt. The interest coverage ratio is calculated by dividing adjusted EBITDA by the REIT's interest obligations for the period. Management utilizes this ratio to measure and limit leverage.

The following is a calculation of interest coverage ratio for the three and six month periods ended June 30, 2017 and 2016:

	Three months en	Six months ended June 30,			
	2017	2016	2017	2016	
Adjusted EBITDA	\$ 17,643 \$	13,806 \$	32,644 \$	26,558	
Interest expense	5,709	4,222	10,714	8,169	
Interest coverage ratio	3.1x	3.3x	3.0x	3.3x	

#### Debt service coverage ratio

The debt service coverage ratio is determined as adjusted EBITDA divided by the debt service requirements for the period, whereby the debt service requirements reflects principal repayments and interest expensed during the period. Payments related to defeasance, prepayment penalties, or payments upon discharge of a mortgage are excluded from the calculation. The debt service coverage ratio is a useful measure and is used by the REIT's management to monitor the REIT's ability to meet annual interest and principal payments.

The following is a calculation of debt service coverage ratio for the three and six month periods ended June 30, 2017 and 2016:

	Three months en	ded June 30,	Six months en	ded June 30,
	2017	2016	2017	2016
Adjusted EBITDA	\$ 17,643 \$	13,806 \$	32,644 \$	26,558
Interest expense	5,709	4,222	10,714	8,169
Principal repayments	1,781	(964)	2,961	1,668
Debt service requirements	\$ 7,490 \$	5,186 \$	13,675 \$	9,837
Debt service coverage ratio	2.4x	2.7x	2.4x	2.7x

#### DEBT REPAYMENT SCHEDULE

The following table outlines the REIT's annual principal payments and maturity schedule, together with the weighted average annual interest rates at June 30, 2017:

	Annı	ual Principal Payments	F	Principal Repayments on Maturity <sup>(1)</sup>	Total	Percentage (%)	Weighted Average Contractual Interest Rate on Maturing Debt (%)
Remainder of 2017	\$	4,648	\$	16,500	\$ 21,148	2.8%	2.9%
2018		8,165		258,424	266,589	35.4%	2.9%
2019		7,516		130,376	137,892	18.3%	3.2%
2020		7,041		61,029	68,070	9.0%	3.0%
2021		5,383		179,918	185,301	24.6%	3.3%
Thereafter	\$	24,057	\$	50,260	\$ 74,317	9.9%	4.0%

<sup>(1)</sup> Includes payments under interest rate swaps.

Management has negotiated the renewal of the term loan maturing on June 30, 2017. The term loan will be renewed for an additional two years, at an interest rate of BA plus 213 bps and the borrowing base will increase to \$120 million.

Subsequent to quarter end, the REIT completed an up-financing and extension of its recently acquired West Metro property. The new financing has a term of 4 years and provided an additional \$20.0 million in financing, at CDOR plus 2.00%. The proceeds of new financing were used to reduce the REIT's credit facilities, increasing the REIT's liquidity.

At June 30, 2017, excluding the mortgages associated with interest rate swaps, the REIT had a floating rate mortgage and debt of \$538.8 million (December 31, 2016 – \$465.2 million). The following table presents the annualized impact of a change in floating interest rates of 25 basis points on finance costs:

	June 30, 2017	December 31, 2016
Change of 25 bps	\$ 1,347	\$ 1,163

## **COMITTMENTS AND CONTRACTUAL OBLIGATIONS**

The following is a summary of the REIT's contractual obligations over the next five years at June 30, 2017:

	Tota	l contractual cash flow	Remainder of 2017	2018-2019(1)	2020-2021	Thereafter
Accounts payable and accrued liabilities	\$	31,461	\$ 31,461	\$ <b>-</b> \$	<b>-</b> \$	_
Amortizing principal repayments on debt		56,810	4,648	15,681	12,424	24,057
Principal repayments on maturity of debt		696,507	16,500	388,800	240,947	50,260
Interest on debt <sup>(1)</sup>		71,132	11,941	32,168	17,652	9,371
Interest rate swaps(2)		3,967	697	1,332	1,233	705
Other liabilities		7,206	2,870	1,089	899	2,348
Total	\$	867,083	\$ 68,117	\$ 439,070 \$	273,155 \$	86,741

<sup>(1)</sup> Interest amounts on floating debt have been determined using floating rates at June 30, 2017.

In connection with the REIT's redevelopment of 2251 and 2285 Speakman Drive as per the SNC-Lavalin lease agreement, the REIT has committed to spend \$40.8 million of capital and redevelopment costs. At June 30, 2017, \$26.9 million of the improvements has been spent. This redevelopment project will be funded through working capital and draws from the revolving credit and operating facilities as well as the construction facility.

#### **DERIVATIVES**

The REIT has entered into interest rate derivatives to reduce the impact of interest rate risk of certain debt with floating interest rates.

The REIT currently has in place certain pay fix and receive float interest rate swaps and an interest rate cap. The swaps are derivative financial instruments that require a periodic exchange of payments with counter-parties without the exchange of the notional amount on which the payments are based. The recorded interest expense on the underlying mortgages payable reflects payments made and received under the interest rate swaps. These swaps are not designated as hedging instruments that qualify for hedge accounting under IFRS. The REIT has an interest rate cap with a \$125.0 million notional amount, a strike price of 1.90% based on one month bankers acceptances and a maturity of July 2018. The cost to the REIT was \$0.05 million. The interest rate cap is measured at its fair value.

Interest rate derivatives are measured at fair value with fair values estimated as the present value of contractual cash flows based on forward curves and an applicable discount rate.

The following are the terms and fair values of the REIT's interest rate swaps for the six month period ended June 30, 2017 and the year ended December 31, 2016:

			Notional amount			Fair value
Maturity date	Fixed interest rate	June 30, 2017	December 31, 2016	June 30, 2017	De	ecember 31, 2016
August 14, 2023	4.60% \$	20,941	\$ 21,231	\$ 1,380	\$	1,765
May 1, 2023	3.64%	30,746	22,664	403		730
				\$ 1,783	\$	2,495

The following is a reconciliation of the change in the fair value liability of derivative instruments, which include the interest rate cap and interest rate swaps:

	June 30, 2017	December 31, 2016
Balance, beginning of period	\$ 2,482	\$ 3,153
Fair value change of interest rate swaps	(712)	811
Fair value change of interest rate cap	_	_
Balance, end of period	\$ 1,770	\$ 3,964

Changes in the fair value of the interest rate swaps is dependent on changes in the underlying swap curve which impacts the future expectation of net payments to be made by the REIT over the term to maturity.

#### **FINANCIAL CONDITION**

The REIT's primary sources of capital are cash generated from operating, financing and investing activities. Management expects to meet all of the REIT's obligations through current cash and cash equivalents, cash flows from operations, the REIT's revolving credit facility, and refinancing of mortgages and equity.

<sup>(2)</sup> Interest rate swap obligations have been calculated as the difference between the pay-fixed rate and receive-float rate based on the June 30, 2017 floating rate.

The following table provides an overview of the REIT's cash flows from operating, financing and investing activities for the three month period ended June 30, 2017 and 2016:

	Six months ended June 30,		
	2017	2016	
Net change in cash related to:			
Operating	\$ 16,007 \$	8,869	
Investing	(132,208)	(61,185)	
Financing	114,231	46,530	
Decrease in cash	\$ (1,970) \$	(5,786)	

The change in cash for the six month period ended June 30, 2017 and 2016 was the result of the following factors:

- Operating cash flows for the six month period ended June 30, 2017 increased by \$7.1 million when compared to the same period in 2016. NOI
  has increased period over period from contributions from acquisition activity offset by higher interest and finance costs incurred to partially finance
  the acquisitions.
- Investing cash outflows for the six month period ended June 30, 2017 were \$132.2 million compared to cash outflows of \$61.2 million in the same period in 2016. The cash outflows in the current quarter were increased due to acquisitions with a net cash outflow of \$111.9 million. The REIT also spent \$11.7 million and \$13.9 million on capital expenditures and direct leasing costs adding value to the REIT's properties.
- Financing cash flows for the six month period ended June 30, 2017 relate to proceeds from the equity offering completed in March 2016, of \$133.2 million less issuance costs of \$5.4 million. The equity offering was completed to finance a portion of the acquisitions.

#### **EQUITY**

The REIT is authorized to issue an unlimited number of trust units. Each trust unit represents a proportionate undivided beneficial interest and voting right in the REIT and entitles the holder to an equal participation in distributions of the REIT. The trust units are redeemable at the option of the holder at any time. The trust units are traded on the TSX with a closing ask price of \$8.00 as at June 30, 2017.

The REIT is also authorized to create and issue an unlimited number of preferred units, in one or more classes comprised of unlimited series, having terms and conditions as may be determined by the Board of Trustees from time to time. There have been no preferred units created or issued.

On March 15, 2017, the REIT issued 14,820,000 subscription receipts at an issuance price of \$8.10 per unit, for gross proceeds of \$120.0 million in connection with the acquisition of three office properties, the West Metro Corporate Centre in Etobicoke, ON and 250 King and 460 Two Nations in Fredericton, NB. The REIT will also complete a private placement for 1,234,568 units at an issuance price of \$8.10 for gross proceeds of \$10.0 million when the acquisition closes. The acquisitions closed on April 25, 2017 and the subscription receipts were converted into trust units on this date.

On June 24, 2016, the REIT completed a bought deal offering of 4,531,137 units at an issuance price of \$7.85 per unit, for gross proceeds of \$35.6 million. Proceeds form the offering were initially used to repay debt, but redrawn in part to finance the acquisition of the Gateway Complex and an additional 19% ownership interest in St. John's Places. In connection with the offering, a secondary offering of 1,838,863 units of Subcore Equities Inc., a private corporation, for gross proceeds of \$14.4 million was completed. The REIT received no proceeds from the secondary offering.

On September 7, 2016, the REIT completed a bought deal offering of 6,104,500 units at an issuance price of \$8.45, for gross proceeds of \$51.6 million. Proceeds from the offering were used to finance the acquisition of 365 Hargrave St. from SMC for \$256.8 million and the acquisition of the remaining 51% of the St. John's Places, increasing the REIT's ownership to 100%. Consideration for this acquisition was \$9.5 million plus transaction costs. The remainder of the proceeds from the offering were used to pay down the REIT's revolving credit and operating facilities. In connection with the offering, a secondary offering of 795,500 units of Subcore Equities Inc. was completed for gross proceeds of \$6.7 million. The REIT received no proceeds from the secondary offering. The combined result of the two secondary offerings has reduced Subcore Equities holdings in the REIT to nil.

As at June 30, 2017, the total number of trust units outstanding was 56,863,722. As at August 3, 2017, the total number of trust units outstanding was 56,875,324.

## Normal course issuer bid

On March 2, 2017, the REIT renewed its normal course issuer bid ("NCIB"), whereby the REIT may purchase up to 3,890,593 trust units, subject to certain restrictions. The renewed NCIB expires on the earlier of March 1, 2018 and the repurchase of the maximum number of trust units.

No trust units were purchased during the six month period ended June 30, 2017.

#### Potential trust units

	June 30, 2017	December 31, 2016
Class B LP units	5,285,160	5,285,160
Deferred units	65,725	65,725
	5,350,885	5,350,885

The Class B LP units are exchangeable into trust units of the REIT on a one-for-one basis, subject to anti-dilution adjustments. Each Class B LP unit is accompanied by one special voting unit of the REIT providing the same voting rights in the REIT as the trust units of the REIT and is entitled to distributions of cash equal to the cash distributions paid to holders of trust units by the REIT. The Class B LP units are recognized in the REIT's consolidated financial statements as financial liabilities measured at fair value through profit and loss. Upon exchange into trust units of the REIT, the carrying amount of the liability representing the fair value of the Class B LP units on exchange date will be reclassified to unitholders' equity. During the six month period ended June 30, 2017, there were no Class B LP units exchanged for the REIT's trust units.

#### **DEFERRED UNIT PLAN**

Trustee deferred unit plan

Effective May 26, 2015, the REIT adopted a deferred unit plan for Trustees of the REIT (the "Trustee DUP"). Trustees who are not employees of the REIT or the Manager, Slate Asset Management L.P., or any of their subsidiaries, are eligible to participate in the Trustee DUP. Participants may elect to receive all or a portion of their annual retainer, meeting fees and additional compensation (including travel fees), in deferred units. One deferred unit, which vests immediately on the grant date, is equivalent to one trust unit. Additional deferred units accumulate at the same rate that distributions are paid on the trust units.

The deferred units may be redeemed by a participant for a period of two years after the participant ceases to be a Trustee of the REIT in whole or in part for cash or trust units. The value of the deferred units when converted to cash will be equivalent to the market value of trust units on the date of the redemption request.

As at June 30, 2017, the liability associated with the deferred units was \$0.4 million (June 30, 2016 - \$0.2 million), and the number of outstanding deferred units was 57,648 (June 30, 2016 - 27,897 units).

#### Officer deferred unit plan

On March 21, 2016, the REIT adopted a deferred unit plan for officers of the REIT (the "Officer DUP"). The Officer DUP provides officers of the REIT the opportunity to receive deferred units of the REIT. The maximum number of deferred units reserved for issuance under the Officer DUP is 1% of total units outstanding. One deferred unit, which vests immediately on the grant date, is equal to one trust unit. Any units issued under the Officer DUP will result in an equal reduction and offsetting in the asset management fee payable to SMC, based on the trading price of units on the day of issuance.

The deferred units may be redeemed by a participant after two years following the date the units were issued in whole or in part for cash or trust units. The value of the deferred units when converted to cash will be equivalent to the market value of trust units on the date of the redemption request.

If a participant ceases to be an officer of the REIT, the deferred units must be redeemed no later than two years following that date.

As at June 30, 2017, the liability associated with deferred units issued under the Officer DUP was \$0.1 million (June 30, 2016 - nil) and the number of deferred units was 8,077 (June 30, 2016 - nil).

## **RELATED PARTY TRANSACTIONS**

The REIT has a management agreement (the "Management Agreement") with SMC, a subsidiary of Slate, whereby SMC as the REIT's manager provides the REIT with the strategic, administrative, property management, leasing, acquisition and disposition, financing and construction management services necessary to manage the strategy and day-to-day operations of the REIT and its assets.

Slate directly and indirectly held the following interests in the REIT at June 30, 2017 and December 31, 2016:

	June 30, 2017	December 31, 2016
REIT units	1,687,251	1,687,251
Class B LP units	5,285,160	5,285,160
Total	6,972,411	6,972,411
Economic interest	11.2%	15.1%

Since becoming the manager of the REIT in late 2014, Slate has been the largest unitholder in the REIT. Accordingly, Slate is highly motivated to continue to grow the operations and financial position of the REIT on an accretive basis. Subsequent to closing of the equity offering on April 25, 2017, Slate's interest in the REIT is 11.2%.

The Management Agreement provides for the following fees:

Туре	Basis
Property management	3% of revenues
Asset management	0.3% of gross book value
Leasing	5% on new leases, 2% on renewals (1)
Financing	0.25% of debt financed
Construction	5.0% of costs
Acquisition	Variable (2)

<sup>(1)</sup> Leasing fees are charged to the REIT net of any third party brokerage fees paid to leasing agents retained by the REIT. No fee is charged to the REIT where such third party fees are equal to or greater than the lease fee payable to SMC.

For the three and six month periods ended June 30, 2017 and 2016 the REIT incurred the following fees under the Management Agreement:

	Three months ended June 30,			Six months ended June 30,		
		2017	2016	2017	2016	
Property management	\$	1,081 \$	795 \$	2,029 \$	1,598	
Asset management		872	622	1,640	1,236	
Leasing, financing, and construction management		1,166	1,181	3,183	1,738	
Acquisition		2,050	849	2,050	849	
	\$	5,169 \$	3,447 \$	8,902 \$	5,421	

Property administration fees are generally recoverable under the tenants' leases relating to assets or resources of the Manager that are directly attributable to the management of the REIT's properties. Property administration fees were \$1.7 million and \$3.3 million for the three and six month periods ended June 30, 2017 (June 30, 2016 – \$1.5 million and \$2.7 million). Administrative fees are recovered from most tenants by the REIT in accordance with the terms of the leases, whereas property management fees payable by the REIT to the Manager are determined in accordance with the Management Agreement.

Assets and liabilities included in the consolidated statement of financial position of the REIT related to SMC and Slate as at June 30, 2017 and December 31, 2016:

	June 30, 2017	December 31, 2016
Accounts receivable	\$ 404	\$ 469
Accounts payable and accrued liabilities	319	215
Class B LP units	42,281	41,753

On September 8, 2016, the REIT acquired 365 Hargrave St. from SMC for consideration of \$12.4 million. No acquisition fees were charged by SMC.

<sup>(2)</sup> Acquisition fees are 1.0% on the first \$100 million of acquisitions; 0.75% on the next \$100 million of acquisitions and 0.50% for acquisitions in excess of \$200 million.

#### PART V - ACCOUNTING AND CONTROL

#### CRITCIAL ACCOUNTING ESTIMATES

The REIT has identified the estimate of the fair value of its properties as a critical accounting estimate due to the significance of the estimate to the REIT's financial position and impact of changes on fair value to net income. Estimating the fair value of real property is characterized by uncertainty, both in terms of differences between different methods of valuation but also in the selection of assumptions to reflect the property being valued, certain of which are subjective. There is no assurance that Management's, or a third-party's, estimate of fair value would be realized on sale due to the specific and unique aspects of real property, including their location, liquidity, tenants and the local demand and supply of competing properties for tenants.

The REIT determines the fair value of properties based upon either the overall income capitalization rate method or the discounted cash flow method, direct comparison approach or through a combination of methods. All methods are generally accepted appraisal methodologies. If a third party appraisal is not obtained for a property, Management uses one or a combination of the overall income capitalization rate method and the discounted cash flow method. In certain circumstances the direct comparison approach is used by comparing properties to similar properties that have sold, but adjusting for differences in the nature, location and other relevant considerations of the properties. The valuation methodology used, or combination of methodologies used, is based on the applicability and reliability of the relative approaches in the context of the subject property.

The fair values of properties are measured individually without consideration to their aggregate value on a portfolio basis. No consideration is given to diversification benefits related to single property tenant risk and geography, the value of assembling a portfolio or to the utilization of a common management platform, amongst other benefits. As a result, the fair value of the REIT's properties taken in aggregate may differ from the fair value of properties measured individually in the REIT's consolidated statements of financial position.

The following is a summary of the methodologies undertaken by Management to estimate the fair value of the REIT's properties:

Overall income capitalization approach

The overall income capitalization approach evaluates a property's potential to generate cash flows and converts those cash flows into a present value. Generally, the REIT estimates a stabilized net operating income and applies a capitalization rate to that income to estimate fair value. Stabilized net operating income is determined as the property's potential gross income that could be generated at full capacity, less a vacancy and collection allowance. The capitalization rate used is derived from analysis of comparable sales data and the relative relationship of other properties' net operating incomes over their sale price. In many cases, industry surveys are available that provide indicative ranges of capitalization rates for recently sold properties or views on value, however, certain adjustments are required to adjust for the specific nature, location and quality of properties.

#### Discounted cash flow method

Under the discounted cash flow method, fair values are primarily determined by discounting the expected future cash flows, generally over a term of 10 years, including a terminal value based on the application of a capitalization rate to estimated year 11 net operating income. Capitalization and discount rates are the most significant assumptions in determining fair value. The REIT uses leasing history, market reports, tenant profiles and available appraisals, among other things, in determining the most appropriate assumptions.

## Direct comparison approach

This approach involves comparing properties similar to the property for which fair value is being estimated and making adjustments to reconcile differences in size, location, nature and the quality of the property.

A summary of the significant assumptions used in the REIT's estimate of fair value as at June 30, 2017 is included on page 10 of this MD&A. Changes in these assumptions would have a significant impact on the REIT's estimate of fair value, which can be impacted by changes in demand for properties similar to those owned by the REIT, expectations of market rents, the covenant quality of tenants and the general economic environment. Further, these changes can occur at different times and magnitudes for each of the REIT's Western, Ontario and Atlantic regions based on the investment environments in each of their respective markets.

#### **NEW ACCOUNTING POLICIES**

IAS 7, Disclosure Initiative ("IAS 7")

The amendments to IAS 7 require disclosures that enable the evaluation of changes in liabilities arising from financing activities, including both changes arising from cash and non-cash changes. The amendments applied prospectively for annual periods beginning on or after January 1, 2017 and were adopted by the REIT in the consolidated financial statements.

The following are the primary disclosures are required for changes in liabilities from financing activities: changes from financing cash flows, changes arising from obtaining or losing control of subsidiaries or other businesses, the effect of changes in foreign exchange rates and changes in fair values.

Supplemental cash flow information disclosures have been included in the REIT's consolidated financial statements.

## **FUTURE ACCOUNTING POLICIES**

The IASB has issued the following new standards that will be relevant to the REIT in preparing its consolidated financial statements in future periods:

IFRS 2, Share based payments ("IFRS 2")

The amendments to IFRS 2 Share-based Payment provide clarification on how to account for certain types of share-based payment transactions. The amendments provide requirements on the accounting for: the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments; share-based payment transactions with a net settlement feature for withholding tax obligations; and a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled. The amendments apply for annual periods beginning on or after January 1, 2018. As a practical simplification, the amendments can be applied prospectively. Retrospective, or early, application is permitted if information is available without the use of hindsight. The extent of the impact of adoption of the amendments has not yet been determined.

IFRS 9, Financial Instruments ("IFRS 9")

IFRS 9, which replaces IAS 39, *Financial Instruments: Recognition and Measurement*, establishes principles for the financial reporting of financial assets and financial liabilities that will present relevant and useful information to users of financial statements for their assessment of the amounts, timing and uncertainty of an entity's future cash flows. Under IFRS 9, financial assets are classified and measured based on the business model in which they are held and the characteristics of their cash flows. In addition, under IFRS 9 for financial liabilities measured at fair value, changes in fair value attributable to changes in credit risk will be recognized in other comprehensive income, with the remainder of the changes recognized in profit or loss. However, if this requirement creates or enlarges an accounting mismatch in profit or loss, the entire change in fair value will be recognized in profit or loss. This new standard is effective for annual periods beginning on or after January 1, 2018. Early adoption is permitted. The extent of the impact of adoption of the amendments has not yet been determined.

IFRS 15, Revenue from Contracts with Customers ("IFRS 15")

IFRS 15 provides a comprehensive framework for recognition, measurement and disclosure of revenue from contracts with customers, excluding contracts within the scope of the standard on leases, insurance contracts and financial instruments. The new standards includes a contract-based five-step analysis of transactions to determine whether, how much and when revenue is recognized. New estimates and judgmental thresholds have been introduced, which may affect the amount and/or timing of revenue recognized. IFRS 15 becomes effective for annual periods beginning on or after January 1, 2018, and is to be applied retrospectively. Early adoption is permitted. The extent of the impact of adoption of the amendments has not yet been determined.

IFRS 16, Leases ("IFRS 16")

This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than twelve months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, *Leases*, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease. The new standard is effective for annual periods beginning on or after January 1, 2019, which is when the REIT intends to adopt IFRS 16 in its financial statements. The extent of the impact of adoption of the standard has not yet been determined.

## **INCOME TAXES AND THE REIT EXEPTION**

The REIT's currently qualifies as a "mutual fund trust" as defined in the Income Tax Act (Canada) (the "Tax Act"). In accordance with the REIT's Declaration of Trust, distributions to Unitholders are declared at the discretion of the trustees. The REIT endeavours to distribute to Unitholders, in cash or trust units, in each taxation year its taxable income to such an extent that the REIT will not be liable to income tax under Part I of the Tax Act.

The Tax Act imposes a special taxation regime (the "SIFT Rules") applicable to certain publicly traded income trusts (each a "SIFT"). A SIFT includes a trust resident in Canada with publicly traded units that holds one or more "non-portfolio properties". "Non-portfolio properties" include certain investments in real properties situated in Canada and certain investments in corporations and trusts residents in Canada and in partnerships with specified connections in Canada. Under SIFT Rules, a SIFT is subject to tax in respect of certain distributions that are attributable to the SIFT's "non-portfolio earnings" (as defined in the Tax Act; generally, income (other than certain dividends) from, or capital gains realized on, "non-portfolio properties", which does not include certain investments in non-Canadian entities), at a rate substantially equivalent to the combined federal and provincial corporate tax rate on certain types of income. The SIFT Rules are not applicable to a SIFT that meets certain specified criteria relating to the nature of its revenues and investments in order to qualify as a real estate investment trust for purposes of the Tax Act (the "REIT Exception"). The REIT qualifies for the REIT Exception as of June 30, 2017.

## DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

The REIT's management, under the supervision of its Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), is responsible for establishing and maintaining disclosure controls and procedures ("DC&P") and internal controls over financial reporting ("ICFR"), as such terms are defined in National Instrument 52-109 – Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109").

DC&P are those controls and other procedures that are designed to provide reasonable assurance that all material information required to be disclosed by the REIT in annual filings, interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in the securities legislation. Furthermore, DC&P are those controls and other procedures that are designed

to ensure that material information required to be disclosed by the REIT in annual filings, interim filings or other reports filed or submitted under securities legislation is accumulated and communicated to the REIT's management, including its CEO and CFO, as appropriate to allow timely decisions regarding required disclosure.

ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS for the period ended June 30, 2017.

The REIT's CEO and CFO, along with the assistance of others, have designed disclosure controls and procedures to provide reasonable assurance that material information relating to the REIT is made known to the CEO and CFO, and have designed internal controls over financial reporting and disclosure to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS.

No changes were made in the REIT's design of ICFR during the six month period ended June 30, 2017, that have materially affected, or are reasonably likely to materially affect, the REIT's ICFR. Based on this evaluation, management has concluded that ICFR was appropriately designed in accordance with the criteria established in the 2013 COSO Framework for the period ended June 30, 2017.

In designing such controls, it should be recognized that due to inherent limitations, any controls or control systems, no matter how well designed and operated, can provide only reasonable, and not absolute, assurance that the objectives of the control system are met. As a result of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected or prevented. These inherent limitations include, without limitation, (i) the possibility that Management's assumptions and judgments may ultimately prove to be incorrect under varying conditions and circumstances; or (ii) the impact of isolated errors.

Additionally, controls may be circumvented by unauthorized acts of individuals, by collusion of two or more people, or by management override. The design of any control system is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential conditions. Projections of any evaluations of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

## **PART VI - PROPERTY TABLE**

A summary of details of the REIT's property portfolio as at June 30, 2017 is set out in the table below.

Asset Class	Property Address	Property Name	City, Province	Year Built / Renovated / Expanded	Square feet of GLA	Occupancy
Office	- Income Producing		, ,			
	1870 Albert Street	Saskatchewan Place	Regina, SK	1985	84,243	70.2%
	280 Broadway Avenue (1)		Winnipeg, MB	1957	112,642	87.4%
	114 Garry Street		Winnipeg, MB	1950 / 2016	74,248	100.0%
	895 Waverley Street		Winnipeg, MB	1991	34,364	100.0%
	1000 Waverley Street		Winnipeg, MB	1966 / 1998	58,668	91.3%
	1450 Waverley Street	MTS Data Centre	Winnipeg, MB	2015	64,000	100.0%
	4211 Yonge Street	mre Bata dema	Toronto, ON	1982	170,972	97.9%
	1189 Colonel Sam Drive		Oshawa, ON	2001	103,179	100.0%
	2655 – 2695 North Sheridan Way	The Sheridan Exchange	Mississauga, ON	1987 / 1989	159,752	68.7%
	7030, 7050, 7100 Woodbine	The offeridan Exchange	Mississauga, ON	1301 / 1303	100,702	00.7 /0
	Avenue & 55, 85 Idema Road	Woodbine Complex	Markham, ON	1984 / 2011	359,833	90.6%
	135 Queens Plate	μ.	Toronto, ON	1989 / 2012	93,581	85.9%
	1 Eva Road		Toronto, ON	1978 / 2011	91,068	80.9%
	2400 – 2430 Meadowpine		Mississauga, ON	1990	59,095	72.3%
	5395 – 5409 Eglinton Avenue West	Centennial Centre	Toronto, ON	1985	235,299	78.1%
	2251 Speakman Drive	Centennal Centre	Mississauga, ON	1965/2016	115,582	100.0%
	2599 Speakman Drive		-	1971 / 2011	111,461	86.1%
	3000 - 3100 Steeles Avenue East	Cataway Campley	Mississauga, ON Markham, ON	1982 / 1987	235,673	90.1%
	644 Main Street	Gateway Complex Blue Cross Centre	•	1988 / 2006	320,818	90.1%
			Moncton, NB	1966 / 2006		
	39 King Street (2)	Brunswick Square	Saint John, NB		507,804	73.9%
	440 King Street	King's Place	Fredericton, NB	1974 / 2001	292,022	87.2%
	1505 Barrington Street	Maritime Centre	Halifax, NS	1977 / 1985	547,014	76.1%
	100 New Gower Street	Cabot Place	St. John's, NL	1987	134,632	99.1%
	10 Factory Lane	Johnson Building	St. John's, NL	1980	188,170	100.0%
	5 Springdale Street	Fortis Place	St. John's, NL	2014	142,771	100.0%
	4 Herald Avenue	Fortis Tower	Corner Brook, NL	2014	67,203	89.5%
	140 Water Street	TD Place	St. John's, NL	1980 / 2013	97,433	90.4%
	365 Hargrave Street		Winnipeg, MB	1922/2003	71,472	90.1%
	401-405 The West Mall	Commerce West	Toronto, ON	1982 / 2009	411,842	84.7%
	185-195 The West Mall	West Metro Corporate Centre	Toronto, ON	1986 / 2006	616,364	93.0%
	250 King Street		Fredericton, NB	2000	80,162	100.0%
	460 Two Nations		Fredericton, NB	2008	50,945	100.0%
Office -	- Redevelopment					
	2285 Speakman Drive		Mississauga, ON	1981	126,270	0.0%
	Various	Water Street Properties	St. John's, NL	Various	71,541	54.4%
	139 Water Street	Fortis Building	St. John's, NL	1968 / 1994	82,648	29.9%
					5,972,771	
Industi	rial					
	35 Martin Way		Brooks, AB	2005	28,400	0.0%
	5404 36th Street SE	Doka Building	Calgary, AB	1980	36,000	100.0%
					64,400	
Retail						
	200 Manitoba 10	Flin Flon Wal-Mart	Flin Flon, MB	2002	63,439	100.0%
	307 – 311 Airport Road	Airport Road Shopping Centre	Yellowknife, NWT	2001 / 2003	15,475	100.0%
					78,914	
Total -	Total Portfolio				6,116,085	84.4%
	Excluding Office Redevelopment				5,835,626	87.4%

<sup>(1)</sup> Includes a seven-storey office building at 280 Broadway Avenue, a three-storey multi-family residential building located at 70 Smith Street and two parking lots located at 286 Broadway Avenue and 68 Smith Street; excludes occupancy from residential tenants at 70 Smith Street.
(2) Includes Delta Brunswick Hotel.

## CORPORATE INFORMATION

Slate Office REIT is an unincorporated, open-ended investment trust fund under and governed by the laws of the Province of Ontario. The REIT focuses on acquiring, owning and leasing a portfolio of diversified revenue-producing commercial real estate properties in Canada with an emphasis on office properties. The REIT has a current portfolio that spans 6.1 million square feet of GLA and consists of 39 properties located across Canada.

## **Head office**

Slate Office REIT
121 King Street West, Suite 200
Toronto, ON M5H 3T9
Tel: +1 416 644 4264
Fax: +1 416 047 0366

Fax: +1 416 947 9366 E-mail: info@slateam.com

## Stock exchange listing and symbol

The REIT's units are listed on the Toronto Stock Exchange and trade under the symbol SOT.UN

## Independent auditors

KPMG LLP

**Chartered Professional Accountants** 

Winnipeg, Canada

## Registrar and transfer agent

TSX Trust Company 200 University Avenue, Suite 300 Toronto, Ontario Tel: +1 416 361 0930

Fax: +1 416 361 0470

The REIT's website <u>www.slateofficereit.com</u> provides additional information regarding the REIT's portfolio, investment strategy, management and corporate governance. Additionally, the Investor section includes news, presentations, events, regulatory filings and stock information.

#### **Trustees**

John O'Bryan (3) Corporate Director

Pam Spackman (1)(2) Corporate Director

Al Mawani (1)(2)
President,

Exponent Capital Partners Inc.

Nora Duke <sup>(2)(3)</sup> Executive Vice-President, Corporate Service and Chief Human Resources Officer, Fortis Inc.

- (1) Compensation, Governance and Nomination Committee
- (2) Audit Committee
- (3) Investment Committee

Thomas Farley (1)(3) Corporate Director

Blair Welch (3)

Partner and Co-founder Slate Asset Management L.P.

Brady Welch

Partner and Co-founder Slate Asset Management L.P.