

MANAGEMENT'S DISCUSSION AND ANALYSIS MARCH 31, 2015 AND 2014

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL RESULTS

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## FORWARD-LOOKING INFORMATION ADVISORY

This Management's Discussion and Analysis ("MD&A") to the unitholders may contain forward-looking statements and information within the meaning of applicable securities legislation. These forward-looking statements reflect management's current beliefs and are based on assumptions and information currently available to management of Partners Real Estate Investment Trust ("Partners", "Partners REIT" or the "REIT"). In some cases, forward-looking statements can be identified by terminology such as "may", "would", "could", "will", "expect", "anticipate", "believe", "intend", "plan", "forecast", "predict", "estimate", "outlook", "potential", "continue", "should", "likely", or the negative of these terms or other comparable terminology, and are not historical fact. Although management believes that the anticipated future results, performance or achievements expressed or implied by the forward-looking statements and information are based upon reasonable assumptions and expectations, the reader should not place undue reliance on forward-looking statements and information because they involve assumptions, known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the REIT to differ materially from anticipated future results, performance or achievements expressed or implied by such forward-looking statements and information.

In making the forward-looking statements in this MD&A, the REIT has applied material assumptions including, but not limited to, the assumption that: (1) commercial real estate markets continue to remain fluid; (2) demand for vacant space at the REIT's properties remains strong enabling the REIT to generate additional rents and enhance recovery ratios; and (3) the REIT is able to refinance maturing debt at favourable interest rates. Other assumptions are discussed throughout this MD&A; in particular under Part V – Risks and Uncertainties.

Forward-looking statements include statements related to acquisitions, development and capital expenditure activities, future maintenance and leasing expenditures, financing, the availability of financing sources and income taxes.

Factors that could cause actual results, performance, or achievements to differ materially from those set forth in the forward-looking statements and information include, but are not limited to: general economic conditions, local real estate conditions, including the development of properties in close proximity to the REIT's properties, timely leasing of newly developed properties and releasing of occupied square footage upon expiration, dependence on tenants' financial condition, changes in operating costs, government regulations and taxation, the uncertainties of real estate development and acquisition activity, the ability to effectively integrate acquisitions interest rates, availability of equity and debt financing, the ability of the REIT to maintain stable cash flows and distributions and other risks and factors described from time to time in the documents filed by the REIT. The REIT undertakes no obligation to publicly update or revise any forward-looking statements or information, whether as a result of new information, future events or otherwise, except as required by law. Additional information about these risks and uncertainties and any corresponding plan to mitigate these risks, where possible, is contained in the REIT's filings with securities regulators, including the REIT's most recently filed Annual Information Form, which is available on www.sedar.com.

These forward-looking statements are made as of May 12, 2015 and disclosure of this material information is current to that date, unless otherwise noted.

## PART I - OVERVIEW & FINANCIAL HIGHLIGHTS

## **BASIS OF PRESENTATION**

Financial data included in this Management's Discussion and Analysis ("MD&A") for three months ended March 31, 2015, includes material information up to May 12, 2015. Financial data has been prepared using accounting policies in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board. All dollar references are in Canadian dollars.

This MD&A is intended to provide readers with an assessment of the performance of Partners REIT for the three months ended March 31, 2015, as well as its financial position and future prospects. The MD&A should be read in conjunction with the REIT's condensed consolidated financial statements for the three months ended March 31, 2015 and the REIT's audited consolidated financial statements for the years ended December 31, 2014 and 2013 and the notes contained therein and the REIT's most recently filed annual information form ("AIF").

In our discussion of operating performance, we define net operating income ("NOI") as gross revenues from income producing properties less operating expenses (which excludes interest expense, general and administrative expenses, amortization, income taxes, corporate transaction costs and fair value gains or losses). We define funds from operations ("FFO") as net income before fair value gains or losses, amortization of leasing commissions ("LCs"), tenant inducements ("TIs"), other corporate transactions costs, gains or losses from the sale of property, and certain other non-cash items and adjusted for any non-controlling interests in the foregoing. Adjusted funds from operations ("AFFO") is defined as FFO net of leasing commissions, tenant inducements, tenant improvements and capital expenditures that maintain the current rental operations (ie – sustaining capital expenditures), amortization of deferred financing costs (including mortgage penalties from early payout), non-cash interest accretion expense and straight-line rent. NOI is an important measure that we use to assess operating performance, and FFO is a widely-used measure in analyzing real estate. AFFO is typically a measure used to assess an entity's ability to pay distributions. We provide the components of NOI on page 19, and a reconciliation of cash flow from operations to FFO and AFFO on page 20. NOI, NOI – same property, FFO, and AFFO do not have any standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures presented by other issuers.

## **BUSINESS OVERVIEW, STRATEGIC DIRECTION AND OUTLOOK**

### **General Overview**

Partners REIT is an unincorporated, open-ended real estate investment trust. The REIT was formed pursuant to a Declaration of Trust initially dated March 27, 2007, and last amended and restated on March 23, 2015. The REIT's units are listed on the Toronto Stock Exchange (the "TSX") and trade under the symbol "PAR.UN". Prior to April 3, 2012, the REIT's units were listed on the TSX Venture Exchange under the same symbol. The REIT is also listed on the OTC exchange in the United States trading under the symbol PTSRF.

Effective November 3, 2010, the name of Charter Real Estate Investment Trust was changed to Partners Real Estate Investment Trust. All references to "Partners Real Estate Investment Trust", "Partners", "Partners REIT", the "REIT" and similar references in this MD&A refer to Charter Real Estate Investment Trust prior to the name change.

#### **Business Overview**

Partners REIT is focused on the acquisition and management of a geographically diversified portfolio of retail and mixed-use retail community and neighbourhood shopping centres. These properties are located in both primary and secondary markets throughout Canada, and are primarily mid-market assets with values up to approximately \$50 million.

Management is of the view that necessity based retail centres represent attractive investments due to their stable cash flows. The majority of rents at these types of properties are derived from national and regional retailers with multi-year leases. Management's long term plans include pursuing the acquisition of assets that are accretive on a per unit basis at attractive capitalization rates. As the portfolio develops and becomes increasingly accretive, the REIT aims to steadily implement sustainable increases to its cash distributions.

Currently, the REIT's portfolio consists of 36 properties located in British Columbia, Alberta, Manitoba, Ontario and Québec and in total, these properties comprise approximately 2.5 million square feet of GLA. As of March 31, 2015, the REIT had 19 full-time employees.

## Strategy of the REIT

Partners REIT's stated mission is to "reward its unitholders with sustainable, long-term returns by developing a retail real estate portfolio that features open-air or standalone properties located in stable primary and secondary markets which are anchored by necessity based retailers. The REIT derives value from this portfolio by prioritizing superior client service, focused leasing activities, and active asset management."

Management believes focusing primarily on necessity based retail shopping centres in these markets will provide opportunities for the REIT to obtain high quality, stable retail properties with growth potential. These centres are typically up to 250,000 square feet and anchored by discount retailers and/or supermarkets. The REIT intends to maximize the value of its centres by remerchandising, redeveloping, or renewing leases on these properties wherever possible. The REIT's goal is to own either "institutional-grade" properties or properties that offer the potential to become "institutional-grade" through redevelopment and lease renewals.

Accretive opportunities in less competitive markets: The REIT's acquisition strategy focuses on the acquisition of high quality properties in less competitive markets. Management believes that focusing upon secondary real estate markets offers the REIT the opportunity to acquire well-tenanted retail properties with strong national and regional retailers at attractive capitalization rates. By combining assets in the secondary market and primary market, management believes that the REIT will generate higher returns with lower risk than if the REIT were to focus exclusively on one or the other real estate markets.

**Targeting the mid-market:** The REIT focuses on acquiring properties or portfolios of properties valued at up to \$50 million, which allows it to minimize competition from large real estate investment trusts, corporations, pension funds and institutions. The REIT also considers larger acquisitions that do not fall into the investment parameters of larger real estate investment trusts or institutions, but still provide accretive investment opportunities.

**Stable rents via national and regional tenants:** The REIT focuses on acquiring retail properties with national and regional retail tenants. These tenants allow the REIT to develop mutually beneficial relationships. Additionally, they are most likely to fulfill the lease terms to which they have committed, and thus offer a stable source of cash flows.

**Institutional grade properties:** The REIT focuses on acquiring properties that are of institutional grade. These properties tend to generate more interest from national and regional retailers, resulting in more stable cash flows. These properties also tend to be more highly sought after, and thus offer greater value should the REIT elect to dispose of a particular asset. Finally, focusing on assets that fit this definition allows the REIT to obtain property financing at reliable market rates.

## Leasing

Lease expiries in 2015 and 2016 represent 5.3% and 14.6%, respectively, of the REIT's total GLA as of March 31, 2015. Management believes that there is sufficient demand for the majority of space, and that certain expiries should provide the REIT with a near-term opportunity to enhance the revenues generated by those properties. However, it should be noted that while the REIT did not have Target or Future Shop as a tenant in any of its centres, these changes have created retail market vacancies. This may result in some challenges in negotiating renewals or vacant lease ups with major and large format tenants who operate in the same markets.

## Financing

The REIT has \$70.6 million (23.7%) in mortgages maturing over the next two years (April 1, 2015 to March 31, 2017). These maturing mortgages have a weighted average interest rate of 4.65%. Based on current financing conditions, management expects that refinancing this portion of the REIT's debt should result in a reduction of the REIT's financing costs

## Strategic Review

On May 12, 2015 the Board of Trustees has resolved to terminate its ongoing review of strategic alternatives for the REIT, and to focus on growth and stability within its existing core business. The REIT will now devote itself to improving its net operating income via a revitalization of its existing portfolio, as well as an improvement of the REIT's balance sheet and financial position (see Part III Recent Developments – page 16).

#### FINANCIAL AND OPERATIONAL HIGHLIGHTS

The following is a summary of key financial information and data for the periods indicated (see Part II – Performance Measurement for a description of the key terms).

	Man 0	4 0045	M 04 0044
Devenues from income producing properties		1, 2015	Mar 31, 2014 15,167,896
Revenues from income producing properties	* ,-	24,120 \$	, ,
Net loss	(4,0	96,321)	(1,312,186)
Net loss per unit - basic		(0.16)	(0.05)
NOI <sup>(1)</sup>	8,4	92,707	9,559,495
NOI - same property (1)	8,4	92,707	8,976,303
FFO <sup>(1)</sup>	2,3	63,249	3,512,896
FFO per unit <sup>(1)</sup>		0.09	0.13
AFFO <sup>(1)</sup>	2,4	79,268	3,649,015
AFFO per unit <sup>(1)</sup>		0.09	0.14
Distributions <sup>(2)</sup>	1,6	66,084	3,263,213
Distributions per unit <sup>(2)</sup>		0.06	0.13
Distribution payout ratio <sup>(3)</sup>	70%	<b>6 / 67%</b>	93% / 89%
Cash distributions <sup>(4)</sup>	1,3	42,768	2,982,466
Cash distributions per unit <sup>(4)</sup>		0.05	0.11
Cash distribution payout ratio (5)	579	<b>6 / 54%</b>	85% / 82%

As at	Mar 31, 2015	Dec 31, 2014	Mar 31, 2014
Total assets	\$ 538,118,289	\$ 542,551,040 \$	595,864,465
Total debt <sup>(6)</sup>	385,979,311	381,967,023	401,783,410
Total equity	143,589,134	149,036,368	180,635,579
Weighted average units outstanding - basic	26,399,382	26,206,391	26,023,936
Debt-to-gross book value including debentures <sup>(6)</sup>	71.2%	69.9%	66.9%
Debt-to-gross book value excluding debentures <sup>(6)</sup>	55.4%	54.2%	52.7%
Interest coverage ratio <sup>(7)</sup>	1.78	1.84	2.01
Debt service coverage ratio <sup>(7)</sup>	1.20	1.24	1.34
Weighted average interest rate <sup>(8)</sup>	4.35%	4.43%	4.34%
Portfolio occupancy	94.6%	94.3%	96.4%

- (1) NOI, NOI same property, FFO and AFFO are non-IFRS financial measures widely used in the real estate industry. See "Part II Performance Measurement" for further details and advisories. Prior year balances have been reclassified to conform with current year presentation. NOI same property includes only those properties which have been owned by the REIT for a full current and prior year period.
- (2) Represents distributions to unitholders on an accrual basis. Distributions are payable as at the end of the period in which they are declared by the Board of Trustees, and are paid on or around the 15<sup>th</sup> day of the following month. Distributions per unit exclude the 5% bonus units given to participants in the Distribution Reinvestment and Optional Unit Purchase Plan.
- (3) Distribution payout ratio is a non-IFRS financial measure widely used in the real estate industry, calculated as total distributions as a percentage of FFO/AFFO. Management considers the distribution payout ratio a valuable metric to determine the sustainability of the REIT's distribution. Non-IFRS measures do not have standardized meanings and are therefore unlikely to be comparable to similar measures presented by other issuers. There is no directly comparable IFRS measure.
- (4) Represents distributions on a cash basis, and as such, excludes the non-cash distributions of units issued under the Distribution Reinvestment and Optional Unit Purchase Plan.
- (5) Cash distribution payout ratio is a non-IFRS financial measure widely used in the real estate industry, calculated as cash distributions as a percentage of FFO/AFFO. Management considers the cash distribution payout ratio a valuable metric to determine the sustainability of the REIT's distribution. Non-IFRS measures do not have standardized meanings and are therefore unlikely to be comparable to similar measures presented by other issuers. There is no directly comparable GAAP measure.
- (6) Debt-to-gross book value is a non-IFRS financial measure widely used in the real estate industry. See calculation under "Debt-to-Gross Book Value" in "Part IV Results of Operations". Management considers debt-to-gross book value to be a valuable metric in assessing the REIT's overall leverage. Non-IFRS measures do not have standardized meanings and are therefore unlikely to be comparable to similar measures presented by other issuers. There is no directly comparable IFRS measure.
- (7) Interest coverage ratio and debt service coverage ratio are non-IFRS financial measures widely used in the real estate industry, calculated on a rolling four-quarter basis. See definition under "Mortgages and Other Financing" in "Part IV Results of Operations". Management considers the interest coverage and debt service coverage ratios to be valuable metrics in assessing the REIT's ability to make contractual payments on debt. Non-IFRS measures do not have standardized meanings and are therefore unlikely to be comparable to similar measures presented by other issuers. There are no directly comparable IFRS measures.
- (8) Represents the weighted average effective interest rate for secured debt excluding debentures and credit facilities.
- (9) Certain comparative figures have been reclassified to conform with the current year's presentation.

Revenue from income producing properties for the three months ended March 31, 2015 was \$14.5 million, a \$0.6 million (4%) decrease when compared to \$15.1 million from 2014's comparable period. The decrease in the quarter was primarily as a result of the sale of three Canadian Tire properties during the third quarter of 2014.

Net loss for the three months ended March 31, 2015 was \$4.1 million, a \$2.8 million increase when compared to \$1.3 million loss for the same period in 2014. This decrease in profitability was primarily due to the loss of income from the aforementioned sale of three properties and the increase to fair value losses. These amounts were partially offset by decreases in other transactions costs.

All property NOI for the three months ended March 31, 2015 was \$8.5 million, a \$1.1 million (11%) decrease when compared to \$9.6 million from 2014's comparable period. This decline can be attributed to \$0.6 million in lost NOI from the sale of three properties, reduced revenue as a result of increased vacancy and a small increase to property management fees that occurred as a result of externalizing property management in September 2014.

Same property NOI removes the effect of the REIT's dispositions during 2014. For the three months ended March 31, 2015 same property NOI was \$8.5 million, a \$0.5 million (5%) decrease when compared to \$9.0 million for the same period in 2014. This period over period decline is as a result of increased vacancy and a small increase to property management.

FFO for the three months ended March 31, 2015 was \$2.4 million, a \$1.1 million (33%) decrease when compared to \$3.5 million from 2014's comparable period. This decline was primarily due to the same factors as the decline to the same property NOI (as discussed above).

AFFO for the three months ended March 31, 2015 was \$2.5 million, a \$1.1 million (32%) decrease when compared to \$3.6 million from the same period in 2014. This decline was primarily due to the same factors as the FFO decline, and was further compounded by a year over year increase in sustaining capital expenditures. This current quarter is the first period of implementation of the sustaining capex reserve calculation (sustaining capex is reserved at \$0.15 per foot per quarter - \$0.60 annually). The reserve resulted in first quarter sustaining capex of \$0.4 million, which is a \$0.3 million increase over 2014's comparative period.

Distributions for the three months ended March 31, 2015 were \$1.7 million (\$0.06 per unit), a decrease when compared to \$3.3 million (\$0.13 per unit) for the same period in the prior year. This \$1.6 million reduction was a direct result of the REIT's August 2014 decision to reduce its annual distribution from \$0.50/unit to \$0.25/unit (effective for the August distribution paid in September 2014).

The AFFO payout ratio for the three months ended March 31, 2015 was 67% (March 31, 2014 – 89%). Taking into account the dividend re-investment plan ("DRIP"), the AFFO cash payout ratio for the three months ended March 31, 2015 was 54% (March 31, 2014 – 82%). The current periods AFFO cash payout ratio is below industry average and it provides the REIT with cash for capital re-investment purposes.

The REIT's total assets as at March 31, 2015 were \$538.1 million, a \$4.4 million (1%) decrease when compared to \$542.5 million as at December 31, 2014. This decline was primarily as a result of \$6.1 million in fair value losses recognized on the REIT's property portfolio. This adjustment was partially offset by increases in working capital assets.

The REIT's total debt as at March 31, 2015 was \$386.0 million, a \$4.0 million (1%) increase when compared to the \$382.0 million as at December 31, 2014. This increase was the result of three refinancings that provided the REIT with \$4.1 million in net new mortgage financing, as well as a \$2.0 million draw on the REIT's \$10.0 million credit facility. These factors were partially offset by \$2.2 million in regular principal repayments on the REIT's mortgages.

Partners' debt-to-gross book value as at March 31, 2015, was 71.2%, or 55.4% when excluding the impact of the convertible debentures. These metrics stood at 69.9% and 54.2%, respectively, as at December 31, 2014. The increase reflects in part the above noted mortgage financings and the impact of \$6.1 million in fair value loss adjustments to the valuation of income producing properties.

The REIT's weighted average interest rate at March 31, 2015 was 4.35%, which is a decrease from 4.43% as at December 31, 2014. This decrease was a result of the \$5.6 million in new mortgage financings during the three months ended March 31, 2015, which had a weighted average contract interest rate of 2.88%.

Partners' interest coverage ratio as at March 31, 2015 was 1.78, a decrease from 1.84 as at December 31, 2014. The REIT's debt service coverage ratio as at March 31, 2015 was 1.20, a decrease from 1.24 as at December 31, 2014. These minor declines can be attributed to the small decrease to NOI.

Occupancy at March 31, 2015 increased to 94.6% as compared to 94.3% occupancy at December 31, 2014. This increase was primarily the result of new leases at several of the REIT's properties. Management notes despite the recent Canadian retail environment, that the 2015 leasing plans for renewals are progressing well.

Net asset value is a measure of Partners' total assets less the REIT's liabilities, and is represented on the balance sheet as unitholders' equity. As at March 31, 2015, the REIT's net asset value was \$5.43 per unit, a decrease of \$0.22 per unit when compared to \$5.65 per unit amount as at December 31, 2014. This decrease in unitholder equity is as a result of the quarters' \$4.1 million net loss and the \$1.7 million in distributions.

## **REAL ESTATE PORTFOLIO**

# **Portfolio Summary**

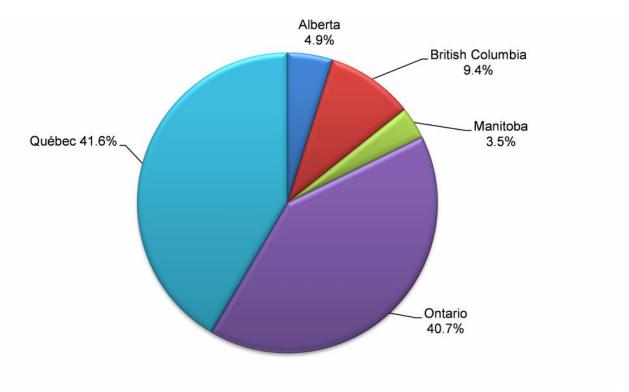
Property and location	Property type	Date built /redeveloped	Anchor and shadow anchor tenants	Retail (sq.ft.) <sup>(1)</sup>	Occupancy <sup>(2)</sup>	% of annualized base rental revenue <sup>(3)</sup>	Weighted average rent <sup>(4)</sup>
British Columbia:	Missallia						
Centuria Urban Village Kelowna, British Columbia	Mixed Use Commercial/ Residential	2007	Nesters Market, Shoppers Drug Mart	32,625	100.0%	2.0%	\$22.59
Evergreen Shopping Centre Sooke, British Columbia	Retail Strip Centre	1978/2010	Western Foods, Shoppers Drug Mart, BC Liquor	72,105	92.6%	2.8%	\$15.69
Mariner Square Shopping Centre Campbell River, British Columbia	Retail Strip Centre	2006/2007	Save-On Foods, Starbucks, London Drugs, BC Liquor	100,257	100.0%	4.7%	\$17.26
Washington Park Shopping Centre Courtenay, British Columbia	Retail Strip Centre	1992/1993	Great Canadian Superstore, TD Bank	32,603	92.9%	2.0%	\$25.06
Alberta:							
137th Ave. Edmonton, Alberta	Free Standing	2003	Shoppers Drug Mart, PartSource	15,922	100.0%	0.8%	\$17.84
Cobblestone Shopping Centre Grand Prairie, Alberta	Retail Strip Centre	2006/2007	Shoppers Drug Mart, TD Bank, Starbucks	42,980	100.0%	3.1%	\$26.40
Manning Crossing Edmonton, Alberta	Retail Strip Centre	1993 - 1996	Safeway, RBC	64,528	97.5%	4.0%	\$23.86
Manitoba:							
Shoppers Drug Mart Property Brandon, Manitoba	Free Standing	2005	Shoppers Drug Mart	16,986	100.0%	1.0%	\$21.75
Shoppers Drug Mart Property Selkirk, Manitoba	Free Standing	2005	Shoppers Drug Mart	16,685	100.0%	0.9%	\$19.00
Shoppers Drug Mart Property Steinbach, Manitoba	Free Standing	2006	Shoppers Drug Mart, Medical Practitioners	21,005	100.0%	1.2%	\$21.01
Shoppers Drug Mart Property Winnipeg (Pembina), Manitoba	Free Standing	2003	Shoppers Drug Mart	15,780	100.0%	1.2%	\$27.40
Shoppers Drug Mart Property Winnipeg (Sherbrook), Manitoba	Free Standing	2005	Shoppers Drug Mart	16,839	100.0%	1.2%	\$26.50
Ontario:							
Cornwall Square Cornwall, Ontario	Enclosed Mall	1979/1989	Sears, Shoppers Drug Mart	251,092	79.4%	6.9%	\$12.82
Crossing Bridge Square Stittsville, Ontario	Retail Strip Centre	1995	Farm Boy, McDonalds, IDA	45,913	95.2%	2.1%	\$18.11
Grand Bend Towne Centre, Grand Bend, Ontario	Retail Strip Centre	2002	Sobey's, Shoppers Drug Mart	41,605	86.8%	1.6%	\$16.62
King George Square Brantford, Ontario	Retail Strip Centre	1988	Shoppers Drug Mart, Dollarama	66,983	94.9%	3.1%	\$18.12
Place Val Est Sudbury, Ontario	Retail Strip Centre	1983/1987, 1990, 1998	Metro, LCBO, RBC, Pharmasave	110,577	90.4%	3.4%	\$12.47
Quinte Crossroads, Belleville, Ontario	Power Centre	2005 - 2007	The Brick, Home Depot Best Buy, BMO	85,200	100.0%	4.1%	\$18.04
Rona Property Exeter, Ontario	Free Standing	1996/2000	Rona	42,780	100.0%	0.4%	\$3.86
Rona Property Seaforth, Ontario	Free Standing	1962/2000	Rona	19,622	100.0%	0.1%	\$2.69
Rona Property Zurich, Ontario	Free Standing	1961/2000	Rona	24,400	100.0%	0.1%	\$1.63

Property and location	Property type	Date built /redeveloped	Anchor and shadow anchor tenants	Retail (sq.ft.) <sup>(1)</sup>	Occupancy <sup>(2)</sup>	% of annualized base rental revenue <sup>(3)</sup>	Weighted average rent <sup>(4)</sup>
St. Clair Beach Towne Centre Tecumseh, Ontario	Retail Strip Centre	2004	Shoppers Drug Mart	40,088	76.7%	1.9%	\$23.09
Thunder Centre Thunder Bay, Ontario	Power Centre	2004 - 2007	Home Outfitters, LCBO, Home Depot, Old Navy, Dollarama, Mark's	168,087	98.5%	7.6%	\$17.03
Timmins West Power Centre Timmins, Ontario	Retail Strip Centre	2007 - 2009	Michaels, Mark's	43,774	100.0%	2.0%	\$17.29
Wellington Southdale London, Ontario	Retail Strip Centre	1986, 2000, 2004, 2006	Landmark Theatres, Dollarama	86,241	97.5%	4.5%	\$20.05
Québec:							
Centre Village Shopping Centre Montréal, Québec	Enclosed Mall	1977, 1991, 2001, 2010, 2012	Loblaws, SAQ	96,257	96.4%	3.7%	\$14.76
Châteauguay Montréal, Québec	Mixed-use Strip Centre	1970/1994, 2010	Shoppers Drug Mart, Staples, Québec Government	115,209	100.0%	4.0%	\$12.86
Elgar Place Montréal, Québec	Retail Strip Centre	1969, 1989	Couche Tard	10,120	100.0%	0.4%	\$15.66
Marcel Laurin Saint Laurent, Québec	Retail Strip Centre	2011	Metro, Brunet Pharmacy	120,171	97.1%	5.5%	\$17.50
Méga Centre Montréal, Québec	Power Centre	1973/1993, 1999, 2000, 2004, 2014	Walmart, Michaels, Brault & Martineau	276,819	100.0%	8.0%	\$10.72
Place Desormeaux Longueuil, Québec	Enclosed Mall	1971/1998,2009, 2010	Walmart, Super C, Québec Government	249,518	95.7%	7.7%	\$12.04
Plaza des Seigneurs Terrebonne, Québec	Retail Strip Centre	1998	Uniprix, SAQ, Banque Nationale	20,833	100.0%	1.2%	\$20.64
Repentigny Shopping Centre Repentigny, Québec	Mixed Use Strip Centre	1988/2009	Familiprix, Dollarama, Québec Government	49,371	79.9%	1.7%	\$15.86
Saint Remi Shopping Centre Montréal, Québec	Retail Strip Centre	2009 - 2011	Sobey's, SAQ, IGA Uniprix, Tim Hortons	61,704	91.9%	2.6%	\$17.34
Shoppers Drug Mart Property Gatineau, Québec	Free Standing	2007	Shoppers Drug Mart	17,028	100.0%	1.1%	\$24.00
Sorel Shopping Centre, Montréal, Québec	Retail Strip Centre	2010 - 2012	Uniprix, SAQ	31,038	74.9%	1.4%	\$22.42
Total				2,522,745	94.6%	100%	\$15.58

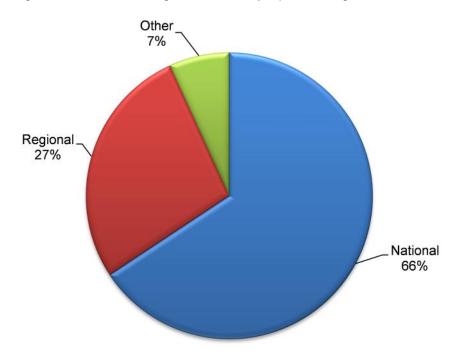
## Notes:

- (1) Includes office space in mixed-use retail properties.
- (2) Excluding storage space.
- (3) Includes square footage of all material executed leases, regardless of occupancy date, and excludes square footage of all documented material lease terminations updated through March 31, 2015.
- (4) Represents the weighted average rent for the portfolio.

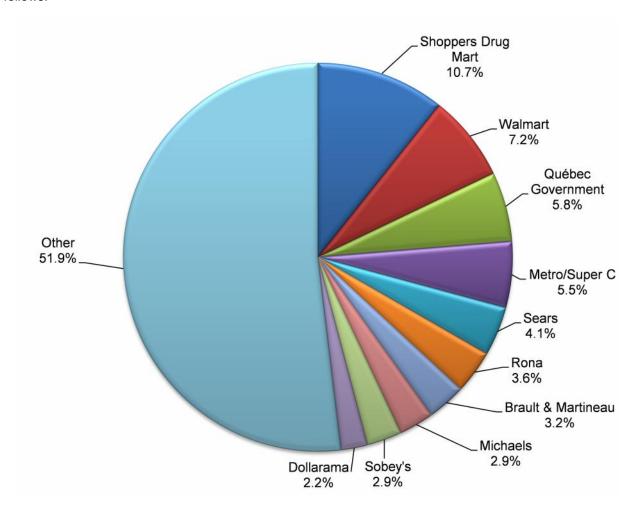
The geographic diversification of the portfolio by square footage is as follows:



The REIT has a strong mix of national and regional tenants by square footage as follows:



The tenant mix of the REIT's portfolio as at March 31, 2015, including the REIT's ten largest tenants by GLA, is as follows:



Note: Based on total leased sq. ft. excluding storage

## **Leasing Activity and Occupancy**

The weighted average term to maturity of existing leases is approximately six years. The table below shows the lease expiration schedule of the properties as a percentage of total GLA for 2015 and beyond:

	(sq.ft.)	(%)
2015 (remianing nine months)	133,857	5.3%
2016	367,370	14.6%
2017	224,500	8.9%
2018	164,780	6.5%
2019	360,661	14.3%
Thereafter	1,134,528	45.0%
Vacant	137,048	5.4%
Total	2,522,745	100.0%

The weighted average contractual net rent per square foot expiring in Partners REIT's portfolio is outlined in the following table:

Year	Retail
2015 (remaining nine months)	13.10
2016	12.45
2017	18.36
2018	18.38
2019	13.23
Thereafter	16.68
Average	\$ 15.58
Weighted average remaining lease term (years)	6.01

Lease expiries for 2015, new leasing and renewals completed by March 31, 2015 are as follows:

Three months ended	31-Mar-15	3	80-Jun-15	30-Sep-15	31-Dec-15	7	Total 2015	Т	otal 2014
Lease expiries	37,829		16,108	28,453	90,903		173,293		471,588
Base rent per square foot <sup>(1)</sup>	\$ 20.31	\$	19.85	\$ 19.82	\$ 12.16	\$	15.91	\$	9.50
Lease renewals - completed	28,083		2,812	9,145	5,066		45,106		380,076
Base rent per square foot <sup>(1)</sup>	\$ 19.91	\$	20.24	\$ 28.94	\$ 16.50	\$	21.38	\$	9.07
Leases - in progress	5,217		13,296	19,308	85,837		123,658		-
Base rent per square foot <sup>(1)</sup>	\$ 29.78	\$	19.77	\$ 15.50	\$ 11.90	\$	14.07	\$	-
Uncommitted vacancies	4,529		-	-	-		4,529		91,512
Base rent per square foot <sup>(1)</sup>	\$ 9.07	\$	-	\$ =	\$ =	\$	23.25	\$	11.95
New leasing	9,195			-	-		9,195		79,451
Base rent per square foot <sup>(1)</sup>	\$ 20.35	\$	-	\$ -	\$ -	\$	20.35	\$	15.89

<sup>(1)</sup> Weighted average

During the three months ended March 31, 2015, the REIT renewed or entered into new leases for 37,278 square feet in respect of space that was either vacant at the beginning of the quarter or expired during the quarter. The balance of leased space that expired during the quarter of 9,746 square feet, comprising seven units, is either in the process of being renewed or will require new tenant prospects. During the three months ended March 31, 2015 the REIT also renewed a total of 17,023 square feet which was set to expire during the final three quarters of 2015. The success in securing lease renewals and new leases for 2015 expiries reflects the REIT's increased focus and efforts on proactive leasing activities in recent months. Gross leasable area and occupancy of the REIT on a quarter by quarter basis over the last eight quarters was as follows:

Quarter Ended	Gross Leasable Area (sq. ft.)	Occupied (sq.ft.)	Occupancy (%)
March 31, 2015	2,522,745	2,385,697	94.6%
December 31, 2014	2,522,974	2,380,007	94.3%
September 30, 2014	2,518,523	2,418,895	96.0%
June 30, 2014	2,711,464	2,623,747	96.8%
March 31, 2014	2,716,951	2,619,958	96.4%
December 31, 2013	2,716,328	2,619,855	96.4%
September 30, 2013	2,718,913	2,612,860	96.1%
June 30, 2013	2,712,868	2,603,432	96.0%
Average	2,642,596	2,533,056	95.8%

## PART II – PERFORMANCE MEASUREMENT

The key indicators by which management measures Partners REIT's performance are as follows:

- Net operating income ("NOI");
- Funds from operations ("FFO");
- Adjusted funds from operations ("AFFO"):
- Debt service coverage ratio ("DSCR");
- · Weighted average interest rate; and
- · Occupancy levels.

We have provided the analysis of NOI, FFO, and AFFO under Part IV – Results of Operations.

## **Net Operating Income**

Net operating income ("NOI") is defined as gross revenues from income producing properties less operating costs from income producing properties. Operating expenses do not include costs associated with financing, general and administration, other corporate transaction costs, amortization, income taxes, realized and unrealized gains and losses, and the equity pick-up of an investment's net earnings. Amortization of tenant costs (an expense) are netted against revenues for IFRS purposes, but are added back in the calculation of NOI. NOI is a non-IFRS financial measure used in the real estate industry. Management considers NOI a meaningful measure of the results from operations which is useful in analyzing the performance of the REIT's property portfolio.

## **Funds from Operations**

Funds from operations ("FFO") is a non-IFRS financial measure of operating performance widely used by the real estate industry. Partners REIT bases its calculation of FFO on the recommendations of the Real Property Association of Canada ("RealPac"). The definition is meant to standardize the calculation and disclosure of FFO across real estate entities in Canada, and is modeled on the definition adopted by the National Association of Real Estate Investment Trusts ("NAREIT") in the United States. NAREIT's definition of FFO is net income (calculated in accordance with IFRS) excluding gains or losses from the sale of property and fair value increases or decreases in property values; plus depreciation and amortization; adjusted for items that are not indicative of operating performance; and after adjustments for unconsolidated partnerships and joint ventures (which is also calculated to reflect FFO on the same basis). The REIT has reconciled FFO to cash provided by operations in an equivalent manner to the RealPac definition on page 20.

Management considers FFO a meaningful measure of operating performance for financial analysts, investors and unitholders, since it eliminates the assertion that the value of real estate decreases over time and it adjusts for items included in net income (as determined under IFRS) that may not necessarily be the best determinants of operating performance.

### **Adjusted Funds from Operations**

Adjusted funds from operations ("AFFO") is a non-IFRS financial measure defined as FFO less sustaining capital expenditures (ie - leasing commissions, tenant inducements, tenant improvements and capital expenditures that maintain the current rental operations), less any straight line rental revenue that has otherwise been included in income, plus the non-cash amortization of deferred financing costs (including mortgage penalties from early payout) and interest accretion expense. Management considers certain leasing activities and sustaining capital expenditures to be fundamental to the operating activities of the REIT in order to maintain the current level of rental operations, and is not a discretionary investment. The calculation of AFFO excludes revenue enhancing capital expenditures (ie - capital expenditures and leasing costs that relate to the generation of a new rental stream, as a consequence of leasing space to a new tenant or the development of a new retail pad for property expansion purposes).

Management considers AFFO to be an effective measure of the cash generated from operations and is a measure of the REIT's ability to pay distributions.

NOI, FFO, and AFFO should not be construed as an alternative to net earnings or cash flow from operating activities determined in accordance with IFRS. Management's method of calculating these financial measures may differ from that of other issuers' and accordingly, may not be comparable to financial measures with similar captions reported by other issuers.

During the three months ended March 31, 2015, the REIT determined its sustaining capital expenditures based on a reserve, as opposed to the quarter's actual costs (previously the REIT would identify specific maintenance related capital expenditures in each quarter, resulting in significant quarter over quarter fluctuations). For 2015 the REIT is using an annualized \$0.60 per square foot amount for its estimate of the years sustaining capital expenditures. During the fourth quarter of 2015, the REIT will adjust the total sustaining capital expenditures previously reserved against the actual total for the year. Based on its assessment of the current portfolio, management believes that \$0.60 per square foot will closely approximate actual sustaining capital expenditures for 2015.

## **Debt Service Coverage Ratio**

Debt service coverage ratio ("DSCR") is a non-IFRS measure used to determine if the REIT will be able to sustain its debt based on its current cash flow. DSCR is calculated by dividing the REIT's EBITDA by the total annual interest and principal payments made on its debt portfolio. The DSCR is a tool that financial institutions use to evaluate the risk associated with the ability to recover both interest and principal payments and is a common financial covenant contained within lending agreements. As at March 31, 2015, the rolling four-quarter DSCR was 1.20 to 1, down from 1.24 to 1 at December 31, 2014.

## **Weighted Average Interest Rate**

The REIT's weighted average interest rate is a non-IFRS financial measure and includes secured debt and excludes debentures and credit facilities. This calculation is a useful measure to compare movements in interest rates period over period; and to compare the average rate to the current market rates at that point in time. As at March 31, 2015, the REIT's weighted average effective interest rate was 4.35%, a decrease from 4.43% at December 31, 2014.

## **Occupancy Levels**

Occupancy levels are presented in different manners depending on their context. They could be presented as an average portfolio occupancy rate when analyzing the overall operating performance, or as a point-in-time reference when analyzing future lease expiries, or as an assessment of the period over period performance of each property. Management considers these as useful measures in assessing the overall performance of its portfolio and essential tools to determine which properties require further investigation if performance lags. Refer to Part I – Overview & Financial Highlights under "Leasing Activity and Occupancy" for the REIT's occupancy performance.

## PART III – RECENT DEVELOPMENTS & SUBSEQUENT EVENTS

## **Changes to Asset Management**

Effective February 15, 2014, the REIT terminated its management agreement with McCowan & Associates ("McCowan") and completed the internalization of its asset management functions.

## **Changes to Property Management**

On March 31, 2014, the REIT announced its intention to fully internalize its property management in Ontario on April 30, 2014. The internalization was completed as planned. However, the internalization was in part facilitated by an employee sharing agreement (the "Employee Sharing Agreement"), between the REIT and McCowan.

On May 5, 2014, the REIT and McCowan amended the terms of the Employee Services Agreement to reflect the fact that the majority of the employees that were previously subject to such agreement were providing services separately to either McCowan or the REIT and are therefore employees of the applicable entity. Subsequent to the end of the second quarter, the REIT and McCowan mutually agreed to the termination of the Employee Services Agreement, effective August 31, 2014.

As a consequence, the REIT had insufficient leasing and operations staff to effectively carry out all the required aspects of fully internalized property management. As such, the property management internalization was modified where appropriate. Effective August 1, 2014, the REIT engaged Epic Realty Partners to manage its Alberta property portfolio. During September 2014, the REIT engaged Epic Realty to manage the Manitoba and Ontario properties and during January 2015 Epic Realty was engaged to manage the British Columbia properties.

On October 2, 2014, the REIT announced that it had retained Paul Harrs Real Estate Brokerage to handle the leasing from Ontario to British Columbia.

As at March 31, 2015, all of the REIT's properties were being managed by third party managers. Except for 11 properties in Québec, the leasing, accounting and finance functions remain directly with REIT employees. In Québec the two property managers provide property management, leasing and some accounting services.

## **Uncertified Class Action Lawsuit**

In April 2014, Partners purchased three retail centres in Ontario from Holyrood Holdings ("Holyrood") for a purchase price of approximately \$83.2 million.

In May 2014, shortly after the closing of the transaction, the REIT's Trustees were presented with information that persuaded them, after investigation and retention of independent counsel advice, that Ron McCowan, the REIT's interim Chief Executive Officer at the time (and holder of 15% of the REIT's outstanding units) had a sufficiently close business relationship with Laura Philp, Holyrood's owner, that they could be considered as acting together under applicable regulations. The REIT's Trustees would not have approved the Holyrood transaction had they known that Mr. McCowan and Ms. Philp may not have been acting at arm's length.

As a result of this development, the REIT's Trustees initiated a process to reverse the Holyrood Transaction. On October 2, 2014 the REIT and Holyrood obtained an Order from the Ontario Superior Court of Justice that rescinded the April 2014 acquisition.

On December 4, 2014, the REIT announced that it had been notified that a statement of claim dated November 28, 2014 has been issued in the Ontario Superior Court seeking certification of a class action on behalf of persons who held units of the REIT on April 1, 2014 against several parties, including a former officer and both current and former Trustees of the REIT. Partners REIT itself has not been named as a defendant in the legal proceedings which allege that the conduct of the defendants in connection with the acquisition by the REIT of three properties from Holyrood in April 2014 caused harm to the plaintiffs.

Partners has certain indemnity obligations to its Trustees and officers (current and former) with respect to this claim, subject to exceptions including where it is determined that there has been a failure to act honestly and in good faith. The REIT has insurance which it expects to be applicable in these circumstances. Given that the

REIT has not been named in the litigation, the REIT does not believe it will be material to its business and affairs.

## **New Financings**

On February 17, 2015, the REIT announced the refinancing of three free-standing properties located in Manitoba, all anchored by Shoppers Drug Mart. This refinancing increased the amount of capital available for funding improvements across the REIT's property portfolio, in addition to addressing a maturing mortgage at one of the properties. The refinancing consisted of first mortgages that amounted to an aggregate of \$5.6 million, and provided the REIT with \$4.1 million in additional liquidity to fund previously identified capital investments. These first mortgages carry an average weighted interest rate of 2.88% and an average term to maturity of 5.5 years. Further details can be obtained from the press release disseminated on February 17, 2015 entitled "Partners REIT Announces Refinancing of Three Properties."

## Sale of Properties

On September 26, 2014 the REIT sold a small portfolio of properties to CT REIT for \$34.9 million. The purchaser assumed three related mortgages for \$19.2 million and after costs the REIT received net cash consideration of \$15.5 million. The capitalization rate for this transaction was considered to be at market. Net proceeds from this transaction provided immediate liquidity for the funding of near term capital expenditures, general and administrative expenses, other transaction costs, and facilitated the repayment of a high interest rate loan. This transaction resulted in a capital gain of \$6.8 million, this capital gain is passed to unitholders through the allocation of income received from distributions.

## Strategic Review

On May 12 the Board of Trustees has resolved to terminate its ongoing review of strategic alternatives for the REIT, and to focus on growth and stability within its existing core business. The REIT will now devote itself to improving its net operating income via a revitalization of its existing portfolio, as well as an improvement of the REIT's balance sheet and financial position.

On May 6, 2014, Partners announced that its Board had struck a Special Committee to review strategic alternatives to maximize value for all unitholders. That process was effectively put on hold until October 2014 until the REIT reversed the Holyrood transaction pursuant to which it had acquired 3 shopping malls in Ontario from Holyrood Holdings. Following the rescission of the Holyrood transaction the Special Committee instructed its financial advisors to re-engage with various parties that had expressed an interest in some form of transaction with the REIT. After considering the alternatives available, that process led to confidential negotiations with a Canadian real estate investment trust. Partners REIT and this third party undertook due diligence and the negotiation of a confidential non-binding letter of intent that contemplated the merger of the two REITs on terms that the Partners REIT Board of Trustees believed could be in the best interests of the REIT. However, any such transaction would require the approval of a majority of the unitholders of Partners REIT, and so the Special Committee canvassed certain of the REIT's major unitholders for a reaction to the transaction that was under consideration. The feedback received by the Special Committee was that those unitholders considered the economic terms of the transaction to undervalue Partners REIT and that they would not support a sale or merger of the REIT at this time. Given that a major strategic transaction of this nature is not possible without the approval of a majority of unitholders, the party in discussion with the REIT elected to discontinue the process and the Special Committee recommended to the Board that the REIT's focus be on continuing to improve the operations of the REIT.

The Board of Trustees of Partners REIT has accepted the recommendation of the Special Committee, and has terminated the process of reviewing strategic alternatives.

## PART IV - RESULTS OF OPERATIONS

## STATEMENT OF OPERATIONS

The following is selected financial information from the condensed consolidated statements of comprehensive income for the three months ended March 31, 2015:

Three months ended		Mar 31, 2015		Mar 31, 2014	Change
Revenues from income producing properties	\$	14,524,120	\$	15,167,896	(4%)
Property operating expenses	•	(2,406,601)	•	(2,270,785)	6%
Realty taxes		(3,425,926)		(3,237,404)	6%
Property management fees		(372,206)		(265,324)	40%
		8,319,387		9,394,383	(11%)
Other expenses:					
Financing costs		5,109,004		5,131,531	(1%)
General and administrative expenses		1,020,454		933,506	9%
Other transaction costs		145,922		2,720,069	(95%)
		6,275,380		8,785,106	(29%)
Income before fair value gains		2,044,007		609,277	235%
Fair value losses		(6,140,328)		(1,921,463)	220%
Net loss and comprehensive loss	\$	(4,096,321)	\$	(1,312,186)	212%
Loss per unit, basic	\$	(0.16)		(0.05)	208%

#### **Net Loss and Comprehensive Loss**

Net loss for the three months ended March 31, 2015 was \$4.1 million, a \$2.8 million increase when compared to the \$1.3 million net loss during 2014's comparable period. This decrease in profitability was primarily due to the loss of net income from the September 2014 sale of three Canadian Tire properties and the \$4.2 million increase in fair value losses that together exceeded the \$2.6 million reduction to other transactions costs.

## **Financing Costs**

The REIT's financing costs are incurred on debt bearing fixed and variable rates of interest, and consist primarily of interest expense recognized in accordance with the effective interest rate method, which includes not only the REIT's contractual interest expenses, but also financing costs and market interest rate adjustments. Financing costs also include non-cash accretion expense and other incidental interest income and expenses.

For the three months ended March 31, 2015, financing costs were \$5.1 million, which was the same as the prior year's comparable period. While there was a slightly higher average debt level in 2014, the significant number of new financings in the second half of 2014 have increased the current period's amortization of deferred financing charges. For the three months ended March 31, 2015 the amortization of deferred financing costs was \$535,000, an increase over \$408,000 during the comparative prior year period.

## **General and Administrative Expenses**

General and administrative expenses increased by \$0.1 million (9%) for the three months ended March 31, 2015, when compared to the same period in 2014. This increase from the prior period is due to a non-normalized one time expenditure relating to the settlement of a lawsuit. This settlement related to an agreement entered into by former executives who were employed at the time when LAPP Global Asset Management Corp was the REIT's asset manager. Without this expenditure the current quarter's general and administrative

expenses annualise to \$3.6 million, which approximates the earlier estimate of \$3.7 million for the year ended December 31, 2015 (as disclosed in the December 31, 2014 management discussion and analysis filed March 26, 2015).

#### Other Transaction Costs

Other transaction costs of \$0.1 million for the three months ended March 31, 2015 decreased by \$2.6 million (95%) as compared to \$2.7 million for 2014's comparable period. The quarterly decrease is a consequence of significant internalization costs incurred during the prior year's first quarter.

#### **Fair Value Losses**

The first quarter's fair value loss of \$6.1 million relates primarily to two properties where there have been tenancy changes since reporting the financial results for fiscal 2014. The first write-down relates to a Québec property that has a fair value adjustment in the amount of \$2.8 million. There was a \$1.2 million adjustment as a consequence of a current period determination of a calculation error on a 2014 appraisal. The balance of \$1.6 million was as a consequence of the present value cost of a future tenant vacancy (ie – an anchor tenant not extending their lease past its June 2015 maturity date). The second write-down is at an Ontario property in the amount of \$2.9 million. This is the present value cost of the new terms for the 10 year renewal of an anchor tenant. Management feels that the 10 year renewal is at fair value and will provide long term stability at this property. The remaining \$0.4 million in fair value losses is spread across the remaining properties in the REIT's portfolio.

#### **OPERATING RESULTS**

## Net Operating Income – Same Properties and All Properties

The amortization of the cost of tenant incentives and direct leasing costs (commissions and legal) included in income producing properties are recognized as a reduction of rental income over the lease term on a straight-line basis. In order to calculate NOI as defined above in Part II, the amortization of tenant incentives and direct leasing costs are removed from revenues.

## Same Property NOI

"Same Property NOI" compares net operating income from only those properties that contributed to operations for the entire reporting period in both the current and comparative period.

Three months ended	Mar 31, 2015	Mar 31, 2014	Variance
Revenues from income producing properties	\$ 14,524,120 \$	14,538,541 \$	(14,421)
Property operating expenses	(2,406,601)	(2,224,620)	(181,981)
Realty taxes	(3,425,926)	(3,237,405)	(188,521)
Property management fees	(372,206)	(265,324)	(106,882)
	8,319,387	8,811,192	(491,805)
Amortization of tenant costs	173,320	165,111	8,209
Net operating income	\$ 8,492,707 \$	8,976,303 \$	(483,596)

NOI from same properties for the three months ended March 31, 2015 decreased by \$0.5 million (5%) over the same prior year period. The decrease in NOI compared to the same prior year period is primarily due to increased vacancy and increased property management fees as this was externalized for all non-Québec based properties during September 2014.

## **All Properties NOI**

The REIT's complete property portfolio is included in the "All Properties NOI" data below.

Three months ended	Mar 31, 2015	Mar 31, 2014	Variance
Revenues from income producing properties	\$ 14,524,120 \$	15,167,896 \$	(643,776)
Property operating expenses	(2,406,601)	(2,270,783)	(135,818)
Realty taxes	(3,425,926)	(3,237,405)	(188,521)
Property management fees	(372,206)	(265,324)	(106,882)
	8,319,387	9,394,384	(1,074,997)
Amortization of tenant costs	173,320	165,111	8,209
Net operating income	\$ 8,492,707 \$	9,559,495 \$	(1,066,788)

All property NOI for the three months ended March 31, 2015 decreased by \$1.1 million (11%) when compared to the same period in the prior year. This decrease was primarily as a result of \$0.6 million in lost NOI from the sale of three Canadian Tire properties during September 2014, along with the reduced revenue from a slight increase to vacancies and the increase to property management fees (from the externalization of the non-Québec based properties during September 2014).

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

A reconciliation of IFRS cash flow provided by operating activities to FFO and AFFO is as follows:

Three months ended	Mar 31, 2015	Mar 31, 2014 <sup>(1)</sup>	Change
Cash flow provided by operating activities	\$ (1,700,685)	\$ (145,180)	\$ (1,555,505)
Straight line rent	139,208	256,346	(117,138)
Deferred financing amortization, interest accretion	(633,227)	(510,164)	(123,063)
Interest differential	226,209	261,977	(35,768)
Change in working capital and accrued interest	4,185,822	911,409	3,274,413
Other transaction costs	145,922	2,720,069	(2,574,147)
Interest on exchangeable LP units	-	18,439	(18,439)
FFO	2,363,249	3,512,896	(1,149,647)
Straight-line rent	(139,208)	(256,346)	117,138
Deferred financing amortization, interest accretion	633,227	510,264	122,963
Sustaining capex	(378,000)	(117,799)	(260,201)
AFFO	\$ 2,479,268	\$ 3,649,015	\$ (1,169,746)
Weighted average units outstanding - basic	26,399,382	26,023,936	375,446
Weighted average exchangeable LP units	,,	148,278	(148,278)
Total weighted average units	26,399,382	26,172,214	227,168
FFO per unit	\$ 0.09	\$ 0.13	\$ (0.04)
AFFO per unit	\$ 0.09	\$ 0.14	\$ (0.05)

<sup>(1)</sup> Prior year balances have been reclassified to conform with the presentation adopted for the current year.

FFO decreased by \$1.1 million (33%) for the three months ended March 31, 2015 compared to the same period in 2014 due to a decrease in NOI driven by the sale of three properties, increased vacancy and the increase to property management fees (externalization of non–Québec properties). The resulting FFO per unit for the quarter was \$0.09 per unit.

FFO includes non-cash straight line rent in revenues and income deductions for the amortization of deferred financing costs and excludes any deduction for the cost of sustaining capital expenditures. As a consequence, AFFO is presented herein as an alternative measure of determining available cash flow. AFFO for the three months ended March 31, 2015 was \$2.5 million, a \$1.1 million decrease from \$3.6 million from 2014's comparative period. The decrease over this time relates to similar factors as with the decrease to FFO, along with a \$0.2 million increase to sustaining capital expenditures. The increase in sustaining capital reflects the REIT's new policy, effective for this quarter whereby sustaining capital expenditures are reserved based on an annualized \$0.60 per square foot, and then reconciled to actual sustaining capital expenditures in the fourth quarter.

For the three months ended March 31, 2015 the REIT's distributions of \$1.7 million combined with the \$1.7 million cash flow deficit from operations, resulted in an aggregate cash deficit of \$3.4 million. The main driver of the current quarter's cash flow from operations deficit of \$1.7 million, was a \$2.8 million semi-annual interest payment on the REIT's three series of convertible debentures (occurs semi-annually on March 31<sup>st</sup> and September 30<sup>th</sup>). The current period's distributions that were paid in excess of cash flows from operations were funded from financing activities:

- \$4.1 million in net new long-term mortgages; and,
- \$2.0 million from advances on the credit facility.

In assessing its distribution policy, the REIT considers whether certain costs are expected to recur and the impact of items that may not be included in cash from operations, where the timing of cash flows may differ from

the timing of payment of distributions. The future sustainability of the distributions will be dependent on the REIT being able to generate increased cash flow from operating activities and the continued ability to re-finance mortgages as they come due (while obtaining cash from the refinancing of these maturing mortgages at regular loan to asset value ratios for commercial retail real estate companies and REITs). Management expects distributions will be sustainable from an increase to cash flows from operating activities that are as a result of decreasing its net working capital position along with obtaining net cash from the regular refinancing of maturing mortgages. Management and the REIT's Trustees review the REIT's distribution plans on a quarterly basis, with the objective of establishing distributions that are sustainable for a reasonably foreseeable period. The \$1.7 million in distributions for the three months ended March 31, 2015 would be considered a return on capital.

#### Statement of Cash Flows

Three months ended	Mar 31, 2015	Mar 31, 2014	Change
Cash flow used in operating activities	(1,700,685)	(145,180)	(1,555,505)
Cash flow provided by financing activities	2,461,193	90,792	2,370,401
Cash flow used in investing activities	(804,661)	(316,767)	(487,894)
NET DECREASE IN CASH	(44,153)	(371,155)	327,002
CASH (BANK INDEBTEDNESS), OPENING	2,152,271	(134,868)	2,287,139
CASH (BANK INDEBTEDNESS), ENDING	\$ 2,108,118 \$	(506,023) \$	2,614,141

## **Operating Activities**

During the three months ended March 31, 2015 cash flows from operating activities were a deficit of \$1.7 million, a \$1.6 million decrease in cash flows as compared to the \$0.1 million cash deficit for 2014's comparative period. This decrease was primarily the result of a smaller cash contribution from changes in the net working capital position and the loss of income from the September 2014 sale of three Canadian Tire properties that were partially offset by lower other transaction costs.

#### **Financing Activities**

During the three months ended December 31, 2014 cash flows from financing activities were \$2.5 million, which is a \$2.4 million increase from 2014's comparative period. The current periods net cash flow from financing activities was the result of \$4.1 million in net new mortgage financings (having a weighted average interest rate of 2.88%) and a \$2.0 million draw on the credit facility, that together exceeded the \$2.2 million in regularly scheduled principal repayments and the \$1.3 million cash distributions.

## **Investing Activities**

During the three months ended December 31, 2014 cash outflows on investing activities of \$0.8 million, was an increase of \$0.5 million over the \$0.3 million used during 2014's comparative period. The increase in cash outflows on investing activities is as a result of an increase to capital expenditures during the current period.

#### FINANCIAL POSITION ANALYSIS

#### Statement of Financial Position - Total Assets

As at	Mar 31, 2015	Dec 31, 2014
Income producing properties	\$ 525,671,252	\$ 531,041,031
Other assets	4,651,855	3,650,743
Accounts receivable	5,687,064	5,706,995
Cash	2,108,118	2,152,271
Total assets	\$ 538,118,289	\$ 542,551,040

## Income producing properties

The REIT elected to use the fair value model under IFRS, and as a result, income producing properties are carried at their fair value at the reporting date. Gains or losses arising from changes in the fair value of income producing properties are included in profit and loss in the period in which they arise.

The decrease of \$5.4 million in income producing properties at March 31, 2015 over December 31, 2014 is due primarily to the \$6.1 million in fair value loss adjustments

During the first quarter of 2015, the REIT had one of its properties appraised, representing 2.7% of the total portfolio value. During the fiscal 2014, the REIT had external appraisals on 23 properties with an aggregate fair value of \$347 million, representing 65% of the portfolio (as at December 31, 2014)

It is the REIT's accounting policy that properties acquired within the year are valued at the purchase price plus closing costs and one third of the portfolio is externally appraised each fiscal year on a rotating basis.

#### Other assets

Other assets are composed of prepaid realty taxes and insurance, deferred acquisition costs, amounts held in escrow and other prepaid expenses. During the three months ended March 31, 2015, the balance of other assets has increased by \$1.0 million due to prepayments of property taxes and the annual property insurance that comes due during March of each year.

#### Accounts receivable

Accounts receivable decreased marginally during the three months ended March 31, 2015. The decrease was as a result of various collections partially offset by final billings for prior year CAM and property tax amounts.

#### **Net Asset Value**

As at		Mar 31, 2015	Dec 31, 2014	Change
Units outstanding, end of period		26,443,002	26,356,069	86,933
Unitholders' equity	\$	143,589,134	\$ 149,036,368	\$ (5,447,234)
Net asset value per unit	\$	5.43	\$ 5.65	\$ (0.22)

Net asset value is a measure of the REIT's total assets less its liabilities and is represented on the balance sheet as unitholders' equity. As at March 31, 2015, the net asset value of the REIT was \$5.43 per unit which decreased \$0.22 per unit from December 31, 2014. This decrease in unitholders' equity is a result of the REIT's \$4.1 million net loss and \$1.3 million in cash distributions recognized during the three months ended March 31, 2015.

#### Capital

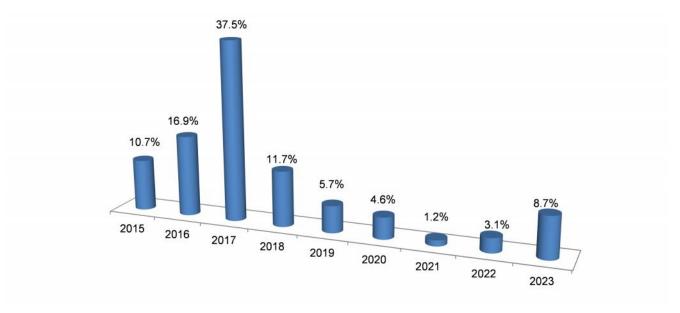
The REIT's capital consists of debt and equity capital. Real estate is a capital intensive industry and as a result, debt capital, in particular, is a very important aspect of managing the business. In addition, financial leverage is used to enhance returns from acquired real estate. Given the importance of debt capital, the REIT monitors its debt regularly for compliance with debt covenants contained in its loan agreements.

The following table shows the REIT's capital as at March 31, 2015 and December 31, 2014:

As at	Mar 31, 2015	Dec 31, 2014
Mortgages payable	\$ 298,677,342	\$ 296,747,285
Debentures	83,847,194	83,533,616
Credit facilities	1,954,034	-
Unitholders' equity	143,589,134	149,036,368
Total capital	\$ 528,067,704	\$ 529,317,269

## **Mortgages and Other Financing**

The following is a debt maturity chart for the REIT's mortgages payable and debentures as at March 31, 2015:



The primary contributors of the debt maturing from 2015 to 2018 are twenty-three mortgages totalling \$185.6 million and three series of convertible debentures for \$28.8, \$34.5 and \$23.0 million, respectively.

Over the next two years, the REIT has approximately \$70.6 million in mortgages maturing which carry an average contractual interest rate of 4.65%. Refinancing at current market rates would result in a reduction to the REIT's financing costs.

Interest coverage and debt service coverage ratios are as follows:

For the rolling four quarters ended	Mar 31, 2015	Dec 31, 2014
Interest coverage ratio <sup>(1)</sup>	1.78	1.84
Debt service coverage ratio <sup>(2)</sup>	1.20	1.24

<sup>(1)</sup> Interest coverage ratio, a non-IFRS measure, is calculated on a rolling four-quarter basis as EBITDA divided by interest expense (before amortization of financing fees included in interest expense), where EBITDA is net income before fair value gains or losses, interest expense, incentive unit option compensation expense, depreciation and amortization, other transaction costs, and bad debt expense. EBITDA is a non-IFRS financial measure of operating performance.

<sup>(2)</sup> Debt service coverage ratio, a non-IFRS measure, is calculated on a rolling four-quarter basis as EBITDA divided by debt service, where debt service is principal repayments plus interest expense (before amortization of financing fees included in interest expense).

The interest coverage and debt service coverage ratios for the rolling four quarters ended March 31, 2015 decreased in comparison to the same prior year period due to new mortgage financings, and draws on the REIT's credit facility.

## **Mortgages Payable**

The REIT's current weighted average term to maturity on mortgages payable is approximately four years, and the weighted average contractual interest rate is 4.52%. Future principal repayments on the mortgages payable are as follows for 2015 to 2019 and thereafter:

Year	Pr	incipal installment payments	Principal maturing	Total	W.A. contractual rate on debt maturing
I Gai		payments	 Tiricipai maturing	Total	on debt maturing
2015 (9 months)		6,091,214	35,215,655	41,306,869	4.87%
2016		7,775,214	28,373,931	36,149,145	4.33%
2017		5,908,874	103,586,591	109,495,465	4.90%
2018		3,389,596	18,439,813	21,829,409	4.71%
2019		3,185,890	18,590,780	21,776,670	3.61%
Thereafter		7,535,093	60,102,959	67,638,052	3.86%
Total	\$	33,885,881	\$ 264,309,729	\$ 298,195,610	4.52%

The REIT's objective in securing mortgages for its properties and managing its long-term debt is to stagger the maturities in order to mitigate the risk of short-term volatilities in the debt markets.

As at March 31, 2015 the REIT was in technical violation of two December 31, 2014 annual financial covenants on mortgages secured by properties in Ontario and Québec. The REITs mortgages do not contain cross-default provisions that would be triggered by the breach of a financial covenant. The REIT has classified these two mortgages totalling \$26.9 million as current on the statements of financial position. Management is in regular communication with these two lenders, and based on this communication the REIT does not expect early repayment on these two mortgages.

#### **Convertible Debentures**

The REIT has three outstanding series of unsecured convertible debentures, details are as follows:

Issuance Date	Expiry Date	Principal Amount	Contractual Interest rate	Fixed Conversion Price	
March 8, 2011	March 31, 2016	\$ 28,750,000	8.00%	\$	8.80
September 5, 2012	September 30, 2017	34,500,000	6.00%		10.35
March 12, 2013	March 31, 2018	23,000,000	5.50%		10.25
		\$ 86,250,000	6.53%	\$	9.81

The debentures' interest payments are payable semi-annually (March 31<sup>st</sup> and September 30<sup>th</sup>) in arrears. The debentures are convertible into units of the REIT at the option of the holder at any time on the earlier of the maturity date, or the date fixed for redemption of the debentures.

As at March 31, 2015, none of the debenture holders had converted their debentures to units of the REIT.

#### **Credit Facilities**

During the three months ended March 31, 2015 the REIT's credit facility was drawn for \$2.0 million. The remaining availability of the REIT's credit facility is as follows:

	Ma	r 31, 2015	Dec 31, 2014
Credit facility	\$ 10	0,000,000 \$	10,000,000
Line of credit outstanding	(2	2,000,000)	-
Remaining unused credit facility	\$ 8	3,000,000 \$	10,000,000

The REIT's credit facility contains a debt to equity covenant that requires the REIT to be less then 2.75 to 1. As of March 31, 2015 the REIT's debt to equity ratio was 2.748. Management closely monitors this ratio and is in regular communication with the lender on this financial covenant.

## **Financing Costs**

Financing costs represent commitment fees, funding fees and other fees paid in connection with securing mortgages, debentures and the credit facility.

The unamortized balance of financing costs related to mortgages and debentures at March 31, 2015 was \$3.8 million, which is \$0.4 million lower than the December 31, 2014 year-end balance. The decrease in the unamortized financing costs as at March 31, 2015 is due to recognition of deferred financing costs through financing expense in accordance with the effective interest method, offset by financing fees incurred on new debt. The unamortized portion of the financing costs is netted against the REIT's mortgages payable and debentures on the statements of financial position.

## **Debt-to-Gross Book Value**

The REIT monitors its debt-to-gross book value ratio, a non-IFRS ratio that has become a common industry metric reviewed by analysts, unitholders and others within the industry. The REIT does not have a specific debt-to-gross book value threshold imposed on it in its Declaration of Trust. Management believes that the REIT's financial and strategic flexibility would be improved by a reduction in its debt-to-gross book value ratio. Over time and as the opportunity arises, management intends to reduce the debt to gross book value to more approximate peer averages. At March 31, 2015 the REIT has a debt-to-gross book value ratio of 71.2% (December 31, 2014 – 69.9%), calculated as follows:

As at	Mar 31, 2015	Dec 31, 2014
Debt <sup>(1)</sup>		
Mortgage principal	298,195,610	296,262,514
Debentures, excluding fair value of convertible feature at issuance	85,783,701	85,704,509
Credit facilities	2,000,000	-
	385,979,311	381,967,023
		_
Gross Book Value of Assets		
Original cost of income producing properties	525,671,252	531,041,031
Book value of all other assets	12,447,037	11,510,009
Deferred financing fees	3,792,740	4,204,330
	541,911,029	546,755,370
Debt-to-Gross Book Value	71.2%	69.9%
Debt-to-Gross Book Value Excluding Debentures	55.4%	54.2%

<sup>(1)</sup> Debt refers to secured debt, debentures and the credit facility excluding deferred financing costs, the value of the debentures' convertible feature and unamortized above market interest rate adjustments.

## Unitholders' Equity

For the three months ended March 31, 2015, unitholders' equity decreased \$5.4 million over unitholders' equity for the year ended December 31, 2014 due to the REIT's \$4.1 million net loss and \$1.3 million of cash distributions paid to unitholders.

#### **Distributions**

The REIT's Trustees have discretion in declaring distributions and formally review the distributions on a quarterly basis. On August 14, 2014, the Trustees announced a reduction in the distribution to \$0.25 per unit on an annualized basis, from \$0.50 on an annualized basis. The Trustees believe that this lower distribution more accurately reflects the REIT's current and foreseeable liquidity requirements and will allow for greater strategic and financial flexibility going forwards. For further discussion about the REIT's distribution, see "Liquidity Requirements" below.

## Outstanding units

As of the filing date of this MD&A, the REIT has 26,443,002 (December 31, 2014 - 26,356,069) issued and outstanding units. The total aggregate principal amount of three series of convertible debentures due between 2016 and 2018 is \$86.3 million. A total of 8,844,281 units are issuable upon conversion of these debentures. The conversion prices for each series of convertible debenture is significantly higher than the current trading price of REIT units, as such it is not expected that any conversions will take place in the near future.

#### LIQUIDITY REQUIREMENTS

The REIT's main liquidity requirements arise from ongoing working capital requirements, debt servicing and repayment obligations, capital and leasing expenditures on existing properties, property acquisitions and distributions to unitholders. All of the aforementioned liquidity requirements, except for debt repayment obligations at maturity and property acquisitions, are generally funded from cash flows from operations or from drawing on the REIT's credit facility. Debt repayment obligations for mortgages and convertible debentures are generally funded from refinancing the related debt and property acquisitions are generally funded from capital raises as well as obtaining debt financing on the related property. However, between capital raises, the REIT may use its \$10.0 million credit facility to fund the equity portion of property acquisitions. For more on Liquidity Requirements – see part V – RISKS & UNCERTAINTIES – Liquidity Risk.

## **RELATED PARTY TRANSACTIONS**

Effective December 25, 2013, McCowan and Associates ("McCowan") purchased the REIT's external management contract for \$1.5 million from the REIT's former asset manager, LAPP Global Asset Management Corp. Under the management contract, McCowan was responsible to arrange for the provision of all necessary management services to the REIT by competent employees, including, as needed, by seconding employees of the former asset manager. On February 15, 2014, upon approval of the internalization plan by the Trustees, McCowan terminated the management agreement and received reimbursement by the REIT of the \$1.5 million purchase price plus management fees outstanding. Upon internalization of management, Ron McCowan (shareholder of McCowan) became interim CEO of the REIT.

On February 14, 2014 the REIT entered into an employee services agreement with McCowan which permitted certain employees of the REIT to provide specified property, facility management, administrative and support services on to McCowan. The initial term of the agreement was for one year with an option for renewal for a further one year term. The agreement required McCowan to reimburse the REIT a formula based amount using the square footage of McCowan owned properties that were receiving the services of REIT employees.

During July, 2014 the REIT and McCowan mutually agreed to the termination of the Employee Services Agreement allowing the REIT to retain only employees whose duties relate only to REIT properties.

Amounts owed from the REIT to related parties at March 31, 2015 are \$44,007 (December 31, 2014 - \$17,325). This amount has been classified in accounts payable and other liabilities, and consists of accrued Trustees' fees

and employee reimbursements. Amounts owed to the REIT from related parties at March 31, 2015 are nil (December 31, 2014 - nil).

## **QUARTERLY PERFORMANCE**

The following is a summary of the interim results for each of the last eight quarterly periods.

	Q1 2015	Q4 2014	Q3 2014	Q2 2014	Q1 2014	Q4 2013	Q3 2013	Q2 2013
Total revenues	\$ 14,524,120	\$ 14,935,452	\$ 14,507,888	\$ 15,209,785	\$ 15,167,896	\$ 14,774,322	\$ 14,533,172	\$ 14,078,122
Operating expenses	6,204,733	7,000,844	5,909,836	5,795,948	5,773,513	5,933,636	5,808,930	4,923,247
Other expenses	6,275,380	7,128,299	7,234,404	12,093,021	8,785,106	8,799,734	5,835,394	7,196,242
Fair value gains (losses)	(6,140,328)	(3,900,519)	(14,538,979)	(7,616,226)	(1,921,463)	(9,225,833)	(8,982)	443,938
Net income (loss)	(4,096,321)	(3,094,210)	(13,175,331)	(10,295,410)	(1,312,186)	(9,184,881)	2,879,866	2,402,571
Net income (loss) per unit - basic	(0.16)	(0.11)	(0.47)	(0.39)	(0.05)	(0.36)	0.11	0.09
FFO	2,344,810	1,091,535	2,458,189	2,477,042	3,512,896	2,979,975	3,162,365	3,906,056
FFO per unit - basic	0.09	0.04	0.09	0.09	0.13	0.12	0.12	0.15

## PART V - RISKS & UNCERTAINTIES

Income producing properties are inherently subject to certain risks and uncertainties due to their relative illiquidity and long term nature of the investment. Partners REIT's financial results, are therefore, dependent on the performance of its properties and by various external factors that impact the real estate industry and geographic markets in which the REIT operates. Some of the external factors that the REIT is exposed to include fluctuations in interest and inflation rates, access to debt, fulfilling legal and regulatory requirements and expansion or contraction in the economy as a whole.

Partners REIT's current business strategy is to focus on acquiring and managing a portfolio of retail and mixeduse retail community and neighbourhood centres, in both primary and secondary markets throughout Canada; and that generate stable cash flows over the long term. The quality of the REIT's current portfolio, management believes, provides the leverage the REIT needs to expand the business in new markets and acquire high performing properties. Management believes this strategy will enable the REIT's operations to achieve highly sustainable cash flows.

The following is an examination of the key factors that influence Partners REIT's operations. Further description of our risk factors is contained in the REIT's most recently filed Annual Information Form.

## INDUSTRY RISK

The REIT operates in the Canadian commercial and retail markets and is dependent on the ability to access financing. Fluctuations in real estate market values and general industry and economic circumstances affect the amount that can be borrowed and the terms and conditions under which funds are available. This may limit the REIT's ability to execute its operating and growth plans. Partners REIT manages this risk by maintaining sufficient resources to meet its obligations without undue risk to the REIT.

## INTEREST RATE AND FINANCING RISK

The REIT attempts to stagger the maturities of its debt portfolio evenly over a ten year time horizon in order to effectively manage both interest rate and liquidity risks.

The REIT has an ongoing obligation to access debt markets to refinance maturing debt as it becomes due. There is a risk that lenders will not refinance such maturing debt on terms and conditions that are acceptable to Partners REIT or on any terms at all. The REIT's strategy of staggering the maturities of its debt portfolio attempts to limit the exposure to excessive amounts of debt maturing in any one year.

There is interest rate risk associated with the REIT's credit facility since the interest rates are impacted by changes in the bank rate. There is also interest rate risk associated with the REIT's fixed interest rate and term mortgages and unsecured debentures due to the expected requirement to refinance such debts in the year of maturity. The following table outlines the impact to the REIT's annual net income if interest rates at March 31, 2015 would have been 100 basis points higher or lower, calculated on all debts maturing over the next 24 months, with all other variables held constant.

	Approxin	nate Change in Annual Interest Expense	 nate Change in Interest nse per Unit per Annum
Mortgages Payable Debentures	\$	701,011 287,500	\$ 0.027 0.011

Partners REIT's strategy to mitigate interest rate price risk for its variable rate mortgages is to enter into interest rate swap arrangements when deemed necessary. As at March 31, 2015, Partners REIT has not entered into any swap arrangements. Partners REIT does not use swaps for speculative purposes.

Management is of the opinion that all debt can be extended, renewed, or refinanced as it becomes due.

#### **CREDIT RISK**

Credit risk arises primarily from the possibility that tenants may experience financial difficulty and be unable to fulfill their lease commitments. The REIT attempts to mitigate this risk by conducting credit assessments on new lessees, and by ensuring its tenant mix is diversified and by limiting its exposure to any one tenant. The maximum credit risk exposure at March 31, 2015 relates to the carrying value of the accounts receivable balance without taking into consideration any collateral held or other credit enhancements. Collateral held on certain leases are letters of credit or security deposits from tenants.

The REIT establishes an allowance for doubtful accounts that represents the estimated loss in respect of rents receivable. The amount that comprises the allowance is determined on a tenant by tenant basis based on the specific factors related to the tenant.

For cash and cash equivalents, accounts receivable and other short term assets, Partners REIT's credit risk is limited to the carrying value on the statements of financial position. To reduce credit risk, cash and cash equivalents are only held at major financial institutions.

## LIQUIDITY RISK

Liquidity risk arises from the possibility of not having sufficient debt and equity capital available to fund future growth, refinance debts as they mature or meet the REIT's payment obligations as they arise. Furthermore, liquidity risk also arises from the REIT not being able to obtain financing or refinancing on favourable terms.

The REIT's main liquidity requirements arise from ongoing working capital requirements, debt servicing and repayment obligations, capital and leasing expenditures on existing properties, property acquisitions and distributions to unitholders. All of the aforementioned liquidity requirements, except for debt repayment obligations at maturity and property acquisitions, are generally funded from cash flows from operations or from drawing on the \$10.0 credit facility (drawn for \$2.0 million at March 31, 2015). Debt repayment obligations are generally funded from refinancing the related debt and property acquisitions are generally funded from equity raises as well as obtaining debt financing on the related property.

Within the next 12 months the REIT's first series of convertible debentures, with a principal balance of \$28.8 million bearing interest at 8.0% per annum, will mature. The REIT will need to obtain debt or equity financing to repay these debentures that mature March 31, 2016.

The REIT's financial condition and results of operations would be adversely affected if it were unable to obtain financing/refinancing, cost-effective financing/refinancing, or if it were unable to meet its other liquidity requirements from ongoing operating cash flows. The REIT attempts to mitigate its liquidity risk by:

- staggering the maturities of its debt;
- not entering into property acquisitions unless it has secured or knows that it can secure the appropriate capital (debt and equity) to fund the particular acquisitions;
- planning capital spending around the availability of cash from operations or debt/equity funding; and
- reviewing current liquidity position and forecasted cash flow in advance of approving the monthly distributions.

Except for the periodic impact to cash for the \$2.8 million in bi-annual interest payments on the three series of convertible debentures (interest payments are due March 31<sup>st</sup> and September 30<sup>th</sup>) most revenues and expenses are consistent on a month to month basis thereby assisting the management and forecasting of cash flows.

As at March 31, 2015, the REIT had \$2.1 million in cash and \$8.0 million of capacity available under its credit facility, thereby providing \$10.1 million in liquidity. Despite this liquidity, management will need to complete refinancings of maturing mortgages while also continuing to reduce other transaction costs or the REIT may be required to obtain additional financings or sell properties.

As at March 31, 2015, the REIT has \$81.8 million in current liabilities of which:

• \$10.0 million is made up of accounts payables, accruals and distribution payables. These payables are to be repaid from a combination of working capital assets and ongoing cash flows from operations;

- \$28.2 million in series I convertible debentures (face value at maturity is \$28.8 million). Management has the option to repay these at maturity from a combination of new convertible debenture issue, equity issue, subordinated financing, net cash from the sale of a property(s) or a combination thereof;
- \$35.2 million in maturing loans. To be repaid from regular mortgage refinancings.
- \$8.3 million in regularly scheduled mortgage payments. These payments are to be made from a combination of working capital assets and ongoing cash flows from operations.

The REIT's interest coverage ratio of 1.78 (1.84 at December 31, 2014) and debt service coverage ratio of 1.20 (1.24 at December 31, 2014) have both declined slightly from the prior period. Despite the decline to these ratios, there has been sufficient coverage to service the loans in the current and past reporting periods and management forecasts that there will continue to be sufficient cash being generated, to allow for the regularly scheduled payments (interest and principal) of the REIT's debt obligations.

## **ENVIRONMENTAL RISK**

Partners REIT is subject to various federal, provincial and municipal laws and regulations relating to environmental matters, which deal primarily with the costs of removal and remediation of hazardous substances. Environmental risk is relevant to the REIT's ability to sell or finance affected assets and could potentially result in liabilities for the costs of removal and remediation of hazardous substances or claims against us. Management is not aware of any material non-compliance with environmental laws or regulations at any of the REIT's properties, or of any pending or threatened actions, investigations or claims against the REIT relating to environmental matters.

Management will continue to make capital and operating expenditures that are necessary to ensure that the REIT is compliant with environmental laws and regulations. At this time, management does not believe these costs will have a material adverse impact on the REIT's business or financial results. Management understands that environmental laws and regulations are subject to change and the REIT's financial liabilities can be adversely impacted if the laws and regulations become more rigorous.

## **LEGAL AND REGULATORY RISKS**

## **Uncertified Class Action Update**

The REIT has been notified that a Statement of Claim dated November 28, 2014 has been issued in the Ontario Superior Court seeking certification of a class action on behalf of persons who held units of the REIT on April 1, 2014 against certain parties, including a former officer and both current and former Trustees of the REIT. The REIT itself has not been named as a defendant in the legal proceedings which allege that the conduct of the defendants in connection with the acquisition by the REIT of three properties from Holyrood in April 2014 caused harm to the plaintiffs. The Holyrood transaction was rescinded by the REIT and Holyrood in October 2014. The REIT has certain indemnity obligations to its Trustees and officers (current and former) with respect to this claim, subject to exceptions including where it is determined that there has been a failure to act honestly and in good faith. The REIT has insurance which it expects to be applicable in these circumstances. Given that the REIT has not been named in the litigation, the REIT does not believe it will be material to its business and affairs.

## PART VI - CRITICAL ACCOUNTING POLICIES & ESTIMATES

The REIT's critical accounting policies are those that management has determined to be the most important in portraying the REIT's financial condition and results, and which require substantive estimates and judgment.

The preparation of financial statements requires certain estimates and judgments that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The REIT's significant accounting policies are described in Note 2 to the condensed consolidated financial statements for the three months ended March 31, 2015.

## DISCLOSURE CONTROLS AND INTERNAL CONTROLS

## CONTROL ASSESSMENT

Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information is gathered and reported to senior management, including the Chief Executive Officer (CEO) and the Chief Financial Officer (CFO), on a timely basis so that appropriate decisions can be made regarding public disclosure. Management maintains appropriate information systems, procedures and controls to ensure the information that is publicly disclosed is complete, reliable and timely. This includes establishing adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

The REIT's Chief Executive Officer and the Chief Financial Officer assessed, or caused an assessment under their direct supervision, the design and operating effectiveness of the Trust's internal controls over financial reporting as at March 31, 2015 using the Committee of Sponsoring Organizations ("COSO") Internal Control – Integrated Framework (as published in 2013).

During 2014 and continuing into 2015 the REIT has been conducting an ongoing review of its corporate governance, compliance and disclosure policies.

## **LIMITATIONS OF INTERNAL CONTROLS**

All internal control systems, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the control system's objectives will be met. Given 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. The design of any system of controls is based in part on 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 potential future conditions, regardless of how remote.