

# Management's Discussion and Analysis 2024 Annual

TSX: AX.UN AX.PR.E AX.PR.I OTCQX: ARESF

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# Management's Discussion and Analysis - 2024 Annual

(in thousands of Canadian dollars, unless otherwise noted)

The following management's discussion and analysis ("MD&A") of the financial condition and results of operations of Artis Real Estate Investment Trust should be read in conjunction with the REIT's audited annual consolidation financial statements for years ended December 31, 2024 and 2023, and the notes thereto. Unless otherwise noted, all amounts in this MD&A are based on the consolidated financial statements prepared in accordance with International Financial Reporting Standards ("IFRS Accounting Standards"), as issued by the International Accounting Standards Board ("IASB"). Additionally, "Artis", and the "REIT", refers to Artis Real Estate Investment Trust and its consolidated operations. This MD&A has been prepared taking into account material transactions and events up to and including March 6, 2025. Additional information, including the REIT's most recent Annual Information Form, has been filed with applicable Canadian securities regulatory authorities and is available on Artis's website at www.artisreit.com or SEDAR+ at www.sedarplus.ca.

#### FORWARD-LOOKING DISCLAIMER

This MD&A contains certain statements which are "forward-looking statements" within the meaning of applicable securities laws. All statements other than statements of historical fact contained or incorporated by reference herein may be deemed to be forward-looking statements including, without limitation, statements regarding the timing and amount of distributions and the future financial position, business strategy, potential acquisitions and dispositions, plans and objectives of Artis. Forward-looking statements reflect management's expectations regarding future growth, results of operations, performance, prospects and opportunities of Artis. Without limiting the foregoing, the words "expects", "anticipates", "intends", "estimates", "projects", and similar expressions or variations of such words and phrases are intended to identify forward-looking statements. Readers are cautioned not to place undue reliance on forward-looking statements.

Such forward-looking statements reflect management's current beliefs and are based on information currently available to management. Artis cannot assure investors that the actual results will be consistent with any forward-looking statements and, other than as required by applicable law, Artis assumes no obligation to update or revise such forward-looking statements to reflect actual events or new circumstances. All forward-looking statements contained in this MD&A are qualified by this cautionary statement.

Forward-looking statements may involve significant risks and uncertainties. A number of factors could cause actual results to differ materially from the results expressed or implied in forward-looking statements including risks relating to the strategy, real property ownership, overall investment portfolio, geographic concentration, current economic conditions, strategic initiatives, pandemics and other public health events, debt financing, interest rate fluctuations, foreign currency, tenants, specified investment flow-through ("SIFT") rules, other tax-related factors, illiquidity, competition, reliance on key personnel, future property transactions, general uninsured losses, dependence on information technology systems, cyber security, environmental matters and climate change, land and air rights leases, public market, market price of common units, changes in legislation and investment eligibility, availability of cash flow, fluctuations in cash distributions, nature of units and legal rights attaching to units, preferred units, debentures, dilution, unitholder liability, failure to obtain additional financing, potential conflicts of interest, developments, and trustees.

In particular, any proposed acquisitions and dispositions described herein or in documents incorporated by reference herein are, in certain cases, subject to conditions that may not be satisfied and there can be no assurance that such acquisitions and dispositions will be completed. In addition, with respect to the strategic review process undertaken by the Board and Special Committee (as described herein), there can be no assurance that the REIT's chosen strategy following the completion of such strategic review process will lead to the results anticipated by the REIT, or that the REIT will be able to avail itself of opportunities to grow net asset value per unit.

The Tax Act contains the SIFT Rules, which are applicable to SIFTs and investors in SIFTs, but do not apply to trusts that satisfy the REIT Exception. As at the date of this MD&A, Artis satisfies the REIT Exception and intends to continue to satisfy the REIT Exception so that the SIFT Rules will not apply to Artis. Should this not occur, certain statements contained in this MD&A relating to the SIFT Rules and the REIT Exception relating to Artis and its holders of common units would no longer be applicable.

For more information on the risks, uncertainties and assumptions that could cause the Artis's actual results to materially differ from current expectations, refer to the section entitled "Risk Factors" of Artis's Annual Information Form for the year ended December 31, 2024 as well as Artis's other public filings, available on SEDAR+ at <a href="https://www.sedarplus.ca">www.sedarplus.ca</a>.

MD9.A Section

#### NOTICE WITH RESPECT TO NON-GAAP & SUPPLEMENTARY FINANCIAL MEASURES DISCLOSURE

In addition to reported IFRS Accounting Standards measures, certain non-GAAP and supplementary financial measures are commonly used by Canadian real estate investment trusts as an indicator of financial performance. "GAAP" means the generally accepted accounting principles described by the CPA Canada Handbook - Accounting, which are applicable as at the date on which any calculation using GAAP is to be made. Artis applies IFRS Accounting Standards, which is the section of GAAP applicable to publicly accountable enterprises.

Non-GAAP measures and ratios include Same Property Net Operating Income ("Same Property NOI"), Funds From Operations ("FFO"), Adjusted Funds from Operations ("AFFO"), FFO per Unit, AFFO per Unit, FFO Payout Ratio, AFFO Payout Ratio, Net Asset Value ("NAV"), NAV per Unit, Gross Book Value ("GBV"), Secured Debt to GBV, Total Debt to GBV, Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA"), Adjusted EBITDA Interest Coverage Ratio and Total Debt to Adjusted EBITDA.

Supplementary financial measures include percentage of unhedged variable rate mortgage debt, excess (shortfall) of cash flow from operations over distributions declared and excess (shortfall) of net income over distributions declared.

Management believes that these measures are helpful to investors because they are widely recognized measures of Artis's performance and provide a relevant basis for comparison among real estate entities.

These non-GAAP and supplementary financial measures are not defined under IFRS Accounting Standards and are not intended to represent financial performance, financial position or cash flows for the period, nor should any of these measures be viewed as an alternative to net income, cash flow from operations or other measures of financial performance calculated in accordance with IFRS Accounting Standards.

A description of the composition and a reconciliation to each of these measures to the nearest IFRS Accounting Standards measure can be found in the MD&A sections as outlined below:

IVID&A Section
Same Property NOI Analysis
FFO & AFFO
Other Financial Measures
Other Financial Measures
Other Financial Measures
Liabilities
Liquidity & Capital Resources

The above measures are not standardized financial measures under the financial reporting framework used to prepare the financial statements of Artis. Readers should be further cautioned that the above measures as calculated by Artis may not be comparable to similar measures presented by other issuers.

Non GAAR / Supplementary Financial Measure

# **BUSINESS OVERVIEW**

Artis is a diversified commercial real estate investment trust and is an unincorporated closed-end real estate investment trust, created under, and governed by, the laws of the Province of Manitoba. The REIT was created pursuant to the Declaration of Trust dated November 8, 2004, as most recently amended and restated on December 19, 2021 (the "Declaration of Trust").

Certain of the REIT's securities are listed on the Toronto Stock Exchange ("TSX"). The REIT's common units trade under the symbol AX.UN and the REIT's preferred units trade under the symbols AX.PR.E and AX.PR.I. The REIT's common units also trade in the United States ("U.S.") on the OTCQX Best Market ("OTCQX"), under the symbol ARESF.

As at March 6, 2025, there were 99,439,627 common units, 7,237,865 preferred units, 457,904 restricted units and 493,245 deferred units of Artis outstanding (refer to the Outstanding Unit Data section of this MD&A for further details).

#### VISION

Artis's vision is to become a best-in-class real estate asset management and investment platform focused on value investing.

#### **BUSINESS STRATEGY**

Artis's strategy is to generate meaningful long-term growth in net asset value per unit by strengthening its balance sheet, driving organic growth and value investing. As part of this strategy, Artis will concentrate its ownership in the highest and best risk adjusted return opportunities in an effort to maximize long-term value for unitholders.

# **Business Strategy Update**

#### Dispositions

The REIT has been unlocking value through the monetization of certain assets. During 2024, Artis sold seven office properties, seven retail properties, one industrial property, two parkades and a parcel of development land located in Canada and 14 industrial properties and three office properties located in the United States for an aggregate sale price of \$972,870. At December 31, 2024, the REIT had two industrial properties and two retail properties located in Canada under unconditional sale agreements for an aggregate sale price of \$70,230. These dispositions closed in January 2025.

The REIT will continue to evaluate the sale of a portion of its industrial, office and retail assets in an opportunistic and disciplined manner, with the goal of selling assets at or above IFRS Accounting Standards values and maximizing value on a tax-efficient basis.

## Normal Course Issuer Bid

Artis continues to view its Normal Course Issuer Bid ("NCIB") as a valuable tool to enhance unitholder value.

Under the NCIB that expired on December 18, 2024, Artis purchased 7,021,296 common units at a weighted-average price of \$7.03. The REIT renewed the NCIB effective December 19, 2024 and, under the terms of the NCIB, the REIT may purchase a maximum of 4,975,917 common units, 291,560 Series E preferred units and 421,775 Series I preferred units. As at December 31, 2024, the REIT had purchased 206,703 common units at a weighted-average price of \$7.26 under the current term. The common units were purchased at a significant discount to NAV per unit of \$13.75 at December 31, 2024.

#### Operations and Developments

Organic growth is an important element of Artis's strategy. Artis's management is focused on identifying operational efficiencies, increasing occupancy and in-place rents, and the completion of new development projects.

Occupancy at December 31, 2024, was stable at 88.2% (89.2% including commitments), compared to 90.1% at December 31, 2023. In 2024, 454,256 square feet of new leases and 740,424 square feet of renewals commenced. These renewals were negotiated at a weighted-average rental increase when compared to expiring rents of 2.6%.

# Strategic Value Investments

During 2022, Artis participated in an investor group to acquire Cominar Real Estate Investment Trust ("Cominar"). Refer to the Investment in Cominar, Equity Accounted Investments and Preferred Investments sections of this MD&A for further information.

At December 31, 2024, Artis held equity securities with an aggregate fair value of \$84,841.

# DBRS Credit Rating

The REIT's senior unsecured debentures have a Morningstar DBRS ("DBRS") rating of BBB (low) and the REIT's preferred trust units have a DBRS rating at Pfd-3 (low), both with Negative trends, as confirmed in DBRS's Rating Report dated December 24, 2024.

The successful execution of Artis's strategy requires suitable opportunities, careful timing, patience and business judgment, as well as sufficient resources to make investments and restructure them, if required. There can be no assurance that the REIT will be able to execute its strategy or to identify suitable or sufficient opportunities to monetize or maximize the value of its existing portfolio of assets or to make investments that satisfy its investment criteria at attractive prices, in either case, in a timely manner, or at all.

#### STRATEGIC REVIEW

On August 2, 2023, Artis's Board of Trustees (the "Board") established a special committee (the "Special Committee") to initiate a strategic review process to consider and evaluate alternatives that may be available to the REIT to unlock and maximize value for unitholders.

On September 11, 2023, the Board announced that the Special Committee retained BMO Nesbitt Burns Inc. to provide financial advisory services to the REIT and Special Committee in connection with the strategic review process.

On December 12, 2024, the Board announced that the strategic review process had concluded.

As part of the strategic review, the Special Committee considered external macroeconomic factors, including rising interest rates, combined with Artis's near-term debt profile. A key area of focus during this time was improving the REIT's balance sheet and enhancing liquidity. During the strategic review process, Artis sold \$1,087,956 of assets at sale prices in line with the REIT's IFRS Accounting Standards values and used the proceeds from these dispositions primarily to reduce debt. As a result, Artis has significantly improved its balance sheet and reported total debt to GBV had decreased to 39.8% at September 30, 2024, compared to 47.2% at June 30, 2023.

Further, as part of the strategic review, the Special Committee considered Artis's upcoming debt obligations. To refinance debt and improve the REIT's risk profile, Artis finalized terms on new three-year senior secured credit facilities in an aggregate amount of \$520,000 (the "Secured Credit Facilities"), which include a \$350,000 revolving credit facility and a \$170,000 non-revolving credit facility. The Secured Credit Facilities bear interest at rates which depend on the ratio of consolidated indebtedness to consolidated gross book value. At December 31, 2024, the interest rate on Canadian dollar advances was adjusted CORRA + 2.10% or prime + 1.10%, and the interest rate on US dollar advances was adjusted SOFR + 2.10% or US base rate + 1.10%. The Secured Credit Facilities replaced the REIT's previously existing senior unsecured revolving and non-revolving credit facilities. The Secured Credit Facilities can be utilized for general corporate purposes, including the acquisition or development of additional income producing properties and can be drawn in Canadian or US dollars.

Since the announcement of the strategic review, Artis has made substantial progress with its disposition strategy, strengthening its balance sheet and improving its risk profile related to upcoming debt obligations. At a macro level, the interest rate environment has improved significantly in recent months. In light of these factors, the Board believes it is in the best interests of Artis and its unitholders to continue to pursue the REIT's existing business strategy. With the REIT's near-term debt maturities satisfied, Artis is well positioned to pursue opportunities that are aligned with the REIT's long-term goal of growing net asset value per unit.

# INVESTMENT IN COMINAR

During 2022, Artis participated in an investor group to acquire Cominar. The REIT's contribution to this transaction was \$112,000 to acquire approximately 32.64% of Iris Acquisition II LP ("Iris"), an entity formed to acquire the outstanding units of Cominar, and \$100,000 of junior preferred units which carry a distribution rate of 18.0% per annum.

As at December 31, 2024, the REIT's cumulative share of losses of Iris exceeded the REIT's net investment in the common equity units and the REIT recorded an expected credit loss on preferred investments in the amount of \$31,316. In addition, the REIT did not recognize the interest income (in the form of in-kind additional units) on the preferred investment in the amount of \$7,652 for Q4-24. As at December 31, 2024, the carrying value of the junior preferred units was \$139,881, which reflects interest income received in the form of additional junior preferred units since initial investment, net of the allowance for expected credit loss.

The REIT has assessed there has been a significant increase in credit risk since initial investment and the investment in the junior preferred units is credit-impaired. Since December 2024, there have been discussions with interested parties to acquire a portion or the entire portfolio of the investment properties of Iris with a solution to settle the outstanding senior and junior preferred units of Iris and the settlement may include a discount to the senior and junior preferred units. These discussions are ongoing, and management expects that an agreement for a transaction may be reached within the next few months with terms that could result in the REIT recovering an amount in excess of the carrying value of the junior preferred units at December 31, 2024. As more information becomes available, the REIT will adjust the allowance for expected credit loss as appropriate in future reporting periods.

The REIT's estimate is dependent on the ability of Iris to execute its plans and the possible results of a transaction with the unitholders of Iris. Because these estimates are made at a specific point in time and are inherently subject to judgement and measurement uncertainty, such estimates could differ from actual results.

#### **BUSINESS ENVIRONMENT AND OUTLOOK**

Occupancy including commitments was 89.2% at December 31, 2024, compared to 90.9% at December 31, 2023. With respect to new leases and renewals that commenced during the year, 454,256 square feet of new leases and 740,424 square feet of renewals began. The renewals that commenced in 2024 were negotiated at a weighted-average increase of 2.6% over expiring rates. The fourth quarter marked the sixteenth consecutive quarter of growth in weighted-average rental rates on renewals. Year-over-year Same Property NOI growth for the year ended December 31, 2024, was 0.8%. The increase in weighted-average renewal rents and Same Property NOI growth are important indicators of the stability and growth profile of the REIT's portfolio.

During 2024, Artis sold seven office properties, seven retail properties, one industrial property, two parking lots, and a parcel of development land located in Canada and 14 industrial properties and three office properties located in the United States for an aggregate sale price of \$972,870. Subsequent to December 31, 2024, the REIT had two industrial properties and two retail properties located in Canada under unconditional sale agreements for an aggregate sale price of \$70,230.

Going forward, Artis is committed to continuing to strengthen its balance sheet and, more specifically, reducing debt and increasing liquidity through its disposition strategy. The REIT renewed the NCIB effective December 19, 2024 and, under the terms of the NCIB, the REIT may purchase a maximum of 4,975,917 common units, 291,560 Series E preferred units and 421,775 Series I preferred units. As at December 31, 2024, the REIT purchased 206,703 common units at a weighted-average price of \$7.26 under the current term. These units were purchased at a significant discount to NAV per unit of \$13.75 at December 31, 2024. Artis continues to view the NCIB as a compelling tool to enhance unitholder value and, when permitted, will continue to focus on buying back units using the NCIB so long as Artis's units continue to trade at a material discount to its NAV per unit. Further, the Board may consider additional mechanisms that are available to the REIT for returning capital to unitholders, including, subject to market and other conditions, other unit repurchases.

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE ("ESG") UPDATE

As part of Artis's vision to become a best-in-class real estate asset management and investment platform focused on value investing, the REIT is committed to ensuring that excellence in ESG practices is an integral part of its business model and is a core component of its corporate culture. As part of this commitment, Artis is dedicated to conducting its business in a sustainable manner, with a focus on continuous and measurable improvement and transparency in all areas of its ESG performance.

The REIT has established environmental, social and governance objectives that are outlined in the ESG Policy adopted on February 28, 2023. A copy of the policy is available on Artis's website at www.artisreit.com. The Governance, Nominating, and Compensation Committee oversees the REIT's ESG program and regularly reports to the Board on related ESG matters. The REIT also has an internal ESG Committee, comprised of members from various offices and departments who share a passion for ESG. The ESG Committee meets monthly and reports to the Governance, Nominating and Compensation Committee of the Board.

Ongoing ESG initiatives include, but are not limited to:

- Publishing an annual ESG Report, incorporating the principles of the Sustainability Accounting Standards Board ("SASB") Real Estate Sustainability Accounting Standard, Global Reporting Initiative ("GRI") 2021 Universal Standards and the United Nations Sustainable Development Goals;
- Disclosing climate-related risk management activities in accordance with the Task Force on Climate-Related Financial Disclosures ("TCFD");
- Ongoing review of all environmental, social and governance policies to ensure their alignment with industry best practices;
- Conducting annual employee engagement and tenant satisfaction surveys;

- Providing ongoing professional development opportunities for the Board, management and employees;
- Achieving or exceeding diversity targets related to the Board, senior leadership and the overall workforce, as defined in the Board Diversity and Renewal Policy and the Diversity, Equity and Inclusion Policy; and,
- Measuring, monitoring and improving environmental efficiency across the portfolio while working with tenants to conserve energy, water and waste in a way that will reduce the REIT's environmental footprint over the long term.

Additional information about Artis's comprehensive corporate sustainability program, including a copy of Artis's most recent ESG Report can be accessed on the REIT's website at www.artisreit.com.

# **2024 OVERVIEW**

# **SELECTED FINANCIAL INFORMATION**

				Year ended cember 31,			%	Year ended December 31,
000's, except per unit amounts		2024		2023		Change	Change	2022
Revenue	\$	300,369	\$	335,837	\$	(35,468)	(10.6)%	\$ 372,512
Net operating income		163,231		184,017		(20,786)	(11.3)%	209,980
Net loss		(47,414)		(332,068)		284,654	(85.7)%	(5,294)
Total comprehensive income (loss)		32,182		(364,399)		396,581	(108.8)%	105,537
Basic loss per common unit		(0.57)		(3.10)		2.53	(81.6)%	(0.18)
Diluted loss per common unit		(0.57)		(3.10)		2.53	(81.6)%	(0.19)
Distributions per unit:								
Common units	\$	0.60	\$	0.60	\$	_	—%	\$ 0.76
Preferred units - Series A		_		_		_	—%	1.06
Preferred units - Series E		1.80		1.48		0.32	21.6 %	1.37
Preferred units - Series I		1.75		1.67		0.08	4.8 %	1.50
FFO <sup>(1)</sup>	\$	111,417	\$	99,856	\$	11,561	11.6 %	\$ 164,791
FFO per unit - diluted <sup>(1)</sup>	•	1.05	•	0.89	•	0.16	18.0 %	1.39
FFO payout ratio (1)		57.1 %		67.4 %	·		(10.3)%	43.2 %
AFFO (1)	\$	68,461	\$	49,315	\$	19,146	38.8 %	\$ 112,552
AFFO per unit - diluted (1)	Ψ	0.65	Ψ	0.44	Ψ	0.21	47.7 %	0.95
AFFO payout ratio (1)		92.3 %		136.4 %		0.21	(44.1)%	63.2 %
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Same Property NOI growth (1)		0.8 %		7.6 %	·		(6.8)%	1.8 %
Adjusted EBITDA interest coverage ratio (1)		2.15		2.08		0.07	3.4 %	2.98

<sup>(1)</sup> Represents a non-GAAP measure or non-GAAP ratio. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section of this MD&A.

	December 31,	December 31,	%	December 31,
000's, except per unit amounts	2024	2023	Change	2022
Total assets	\$ 2,803,161	\$ 3,735,030	(24.9)%	\$ 4,553,913
Total non-current financial liabilities	636,503	1,047,231	(39.2)%	974,063
NAV per unit <sup>(1)</sup>	13.75	13.96	(1.5)%	17.38
Secured debt to GBV <sup>(1)</sup>	33.1 %	24.3 %	8.8 %	18.9 %
Total debt to GBV <sup>(1)</sup>	40.2 %	50.9 %	(10.7)%	48.5 %

<sup>(1)</sup> Represents a non-GAAP measure, non-GAAP ratio or supplementary financial measure. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section in this MD&A.

# **Financial and Operational Results**

Revenue and net operating income were primarily impacted by property dispositions throughout 2023 and 2024, partially offset by development fee income during 2024.

Artis reported portfolio occupancy of 88.2% (89.2% including commitments) at December 31, 2024, compared to 90.1% at December 31, 2023. During the year, 454,256 square feet of new leases and 740,424 square feet of lease renewals commenced. The weighted-average increase in renewal rents compared to expiring rents on renewals that began during the year was 2.6%.

Net loss was impacted by the fair value change on investment properties (loss of \$14,935 in 2024, compared to a loss of \$344,286 in 2023), the fair value change on financial instruments (gain of \$4,558 in 2024, compared to a loss of \$41,730 in 2023), interest expense (\$105,624 in 2024, compared to \$121,876 in 2023), and equity securities expenses (\$595 in 2024, compared to \$878 in 2023).

Partially offsetting the above decreases to net loss was the expected credit loss on preferred investments (\$31,316 in 2024, compared to \$nil in 2023), net loss from equity accounted investments (\$86,595 in 2024 compared to \$57,385 in 2023), distribution income from equity securities (\$6,436 in 2024, compared to \$12,365 in 2023), income tax (recovery of \$2,287 in 2024, compared to a recovery of \$5,605 in 2023), corporate expenses (\$9,138 in 2024, compared to \$6,984 in 2023), interest and other income (\$30,913 in 2024, compared to \$32,359 in 2023), and strategic review expenses (\$1,492 in 2024, compared to \$207 in 2023).

Foreign exchange had an impact on Artis's financial results, due to a higher US dollar to Canadian dollar average exchange rate of 1.3700 in 2024, compared to 1.3495 in 2023.

FFO per unit (diluted) for 2024 was \$1.05, compared to \$0.89 for 2023, while AFFO per unit (diluted) for 2024 was \$0.65, compared to \$0.44 for 2023. FFO in 2024 was primarily impacted by decreased interest and other income, decreased net operating income due to dispositions completed in 2023 and 2024 and decreased distributions from equity securities due to sales during the year, partially offset by decreased interest expense. Refer to FFO and AFFO section of this MD&A for further details.

FFO and AFFO per unit results are also impacted by the decrease in the weighted-average number of units outstanding, primarily due to units repurchased under the NCIB.

The REIT reported FFO and AFFO payout ratios of 57.1% and 92.3%, respectively, for 2024.

#### **Balance Sheet and Liquidity**

On December 11, 2024, Artis entered into a secured credit facility agreement in the aggregate amount of \$520,000 which included a \$350,000 revolving credit facility and a \$170,000 non-revolving credit facility. On December 12, 2024, the REIT drew \$85,000 on the secured revolving facility and \$170,000 on the secured non-revolving facility and used the proceeds to repay the outstanding unsecured non-revolving credit facilities in the aggregate amount of \$250,000. Artis reported total debt to GBV of 40.2% at December 31, 2024, improved from 50.9% at December 31, 2023.

In 2024, Artis utilized the NCIB to purchase 7,227,999 common units for an aggregate market price of \$50,834, and 312,200 Series E and 342,084 Series I preferred units for an aggregate market price of \$11,934.

At December 31, 2024, NAV per unit was \$13.75, compared to \$13.96 at December 31, 2023. The change is primarily due to distributions made to unitholders, interest expense, expected credit loss on preferred investments, fair value loss on investment properties and corporate expenses, partially offset by net operating income, the impact of foreign exchange, units purchased under the NCIB, interest and other income, the fair value gain on financial instruments, and distribution income from equity securities.

#### **Distributions**

In 2024, Artis declared distributions of \$75,699 to unitholders, which included distributions to preferred unitholders in the amount of \$12,990.

# PORTFOLIO ACTIVITY

	Indust	rial	Offi	ce	Ret	ail	Tot	al
	Property count	S.F. (000's)						
Portfolio properties, December 31, 2023	52	5,703	39	6,224	28	1,802	119	13,729
Acquisitions	1	674	_	84	_	_	1	758
Dispositions	(15)	(2,973)	(10)	(1,008)	(7)	(535)	(32)	(4,516)
Portfolio properties, December 31, 2024	38	3,404	29	5,300	21	1,267	88	9,971

In addition, Artis owns one commercial/residential property which comprises 395 residential units and 18,481 square feet of leasable commercial space.

# Acquisitions

On February 22, 2024, the REIT acquired the remaining 5% interest in Park 8Ninety V, an industrial property located in the Greater Houston Area, Texas, for total consideration of US\$4,004. The REIT subsequently sold this property.

On June 20, 2024, the REIT acquired the remaining 50% interest in Kincaid Building, an office property located in the Greater Vancouver Area, British Columbia, for total consideration of \$22,500. The REIT now owns 100% of the property.

# Dispositions

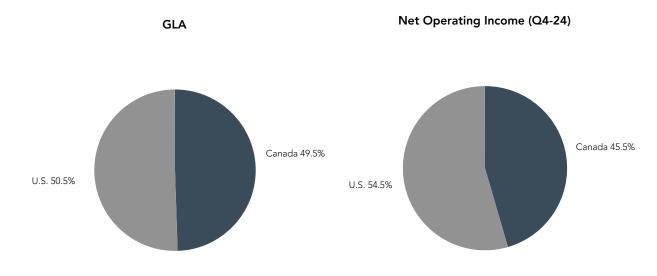
During 2024, Artis sold seven office properties, seven retail properties, one industrial property, two parking lots, and a parcel of development land located in Canada and 14 industrial properties and three office properties located in the United States for an aggregate sale price of \$972,870. The sale proceeds, net of costs of \$16,674, related debt of \$257,051 and the issuance of a note receivable of \$5,000 were \$694,145.

# **PROPERTY PORTFOLIO**

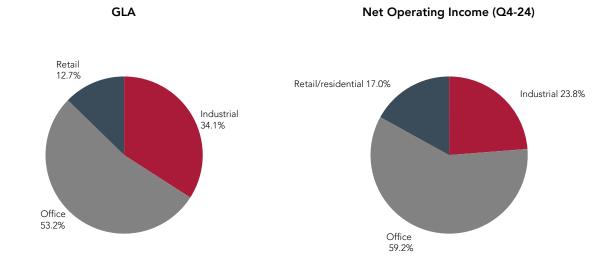
At December 31, 2024, the REIT's portfolio was comprised of 88 commercial properties totalling approximately 10.0 million square feet ("S.F.") of gross leasable area ("GLA").

In addition, Artis owns one commercial/residential property, 300 Main, and has joint ownership interest in nine investment properties, one parcel of development land and properties acquired as part of the Cominar Transaction, which have been excluded from financial and operating metrics throughout this MD&A, unless otherwise noted. Refer to the Residential Portfolio and Equity Accounted Investments sections of this MD&A for further information.

# **Diversification by Geographical Region**



# **Diversification by Asset Class**



# Portfolio by Asset Class (1)

Asset class	City	Province / State	Property count	Owned share of GLA (000's S.F.)	% of portfolio GLA	% Occupied	% Committed <sup>(2)</sup>
Canadian por	tfolio:						
Industrial	Calgary	AB	4	319	3.2 %	97.3%	97.3 %
	Greater Edmonton Area	AB	2	94	0.9 %	100.0%	100.0 %
	Greater Vancouver Area	ВС	1	73	0.7 %	100.0%	100.0 %
	Red Deer	AB	1	126	1.3 %	79.3%	79.3 %
	Saskatoon	SK	2	269	2.7 %	100.0%	100.0 %
	Winnipeg	MB	25	1,650	16.5 %	97.8%	99.7 %
Industrial tota			35	2,531	25.3 %	97.2%	98.4 %
Office	Greater Vancouver Area	ВС	1	168	1.7 %	88.3%	96.4 %
	Winnipeg	MB	4	970	9.8 %	81.2%	81.3 %
Office total	1 3		5	1,138	11.5 %	82.3%	83.6 %
Retail	Calgary	AB	2	192	1.9 %	95.1%	96.5 %
	Fort McMurray	AB	8	187	1.9 %	82.6%	84.7 %
	Grande Prairie	AB	3	187	1.9 %	74.0%	78.5 %
	Greater Edmonton Area	AB	3	331	3.3 %	96.5%	96.9 %
	Saskatoon	SK	3	219	2.2 %	97.0%	97.0 %
	Winnipeg	MB	1	27	0.3 %	94.3%	94.3 %
Retail total	1 3		20	1,143	11.5 %	90.4%	91.8 %
Total Canadia	n portfolio		60	4,812	48.3 %	92.1%	93.3 %
U.S. portfolio:							
Industrial	Greater Phoenix Area	AZ	1	99	1.0 %	100.0%	100.0 %
	Twin Cities Area	MN	1	255	2.6 %	68.5%	68.5 %
	Greater Houston Area	TX	1	519	5.2 %	100.0%	100.0 %
Industrial tota	I		3	873	8.8 %	90.8%	90.8 %
Office	Greater Phoenix Area	AZ	4	834	8.3 %	93.9%	96.2 %
	Madison	WI	14	1,735	17.4 %	76.9%	78.0 %
	Twin Cities Area	MN	6	1,593	16.0 %	84.1%	84.7 %
Office total			24	4,162	41.7 %	83.1%	84.2 %
Total U.S. por	tfolio		27	5,035	50.5 %	84.4%	85.3 %
Total Canadia	n and U.S. portfolio		87	9,847	98.8 %	88.2%	89.2 %

<sup>(1)</sup> Information is as at December 31, 2024, and excludes properties held in equity accounted investments, properties held for redevelopment and Artis's commercial/residential property (300 Main).

# **Property Held for Redevelopment**

Asset class	City	Province / State	Property Count	Owned share of GLA (000's of S.F.)	% of portfolio GLA Property	% Committed <sup>(1)</sup>
Retail	Grande Prairie	АВ	1	124	1.2 % Prairie Ridge Centre	8.3 %
Total property l	held for redevelopmer	nt	1	124	1.2 %	8.3 %

<sup>(1)</sup> Percentage committed is based on occupancy at December 31, 2024, plus commitments on vacant space.

Prairie Ridge Centre, a retail property in Grande Prairie, Alberta, was vacated by a large tenant, providing Artis with an opportunity to redevelop and reconfigure this older generation space to accommodate multiple tenants. Redevelopment work is substantially complete and efforts to lease the property are under way.

<sup>(2)</sup> Percentage committed is based on occupancy at December 31, 2024, plus commitments on vacant space.

#### Residential Portfolio

Artis's residential portfolio is comprised of one property, 300 Main, located in Winnipeg, Manitoba.

300 Main is a 580,000 square foot commercial and residential/multi-family development project in Winnipeg, Manitoba. 300 Main is connected to 330 Main, a state-of-the-art multi-tenant retail property constructed in 2020. The properties are located at the iconic intersection of Portage and Main in downtown Winnipeg, Manitoba, and span nearly one city block. The sites are located above the Shops of Winnipeg Square retail concourse and Winnipeg Square Parkade, and adjacent to 360 Main, a 30-storey Class A office tower, all of which are owned by Artis. 300 Main is a best-in-class amenity-rich apartment building with main floor commercial space.

Of the total building GLA, 18,481 square feet is commercial space. During 2022, Earls Kitchen & Bar, occupying 7,397 square feet, moved into their space on the main floor of the building. Residential tenants began moving into the building on July 1, 2023, and leasing of the remaining apartment units is currently underway.

#### PORTFOLIO OCCUPANCY

Occupancy levels impact the REIT's revenues and net operating income. Occupancy and commitments at December 31, 2024, and the previous four quarterly periods, were as follows:

# Occupancy Report by Country and Asset Class (1)

	Q4-24 % Committed <sup>(2)</sup>	Q4-24	Q3-24	Q2-24	Q1-24	Q4-23
Canada:						
Industrial	98.4 %	97.2 %	94.4 %	95.1 %	95.5 %	95.8 %
Office	83.6 %	82.3 %	82.0 %	77.8 %	80.8 %	84.1 %
Retail	91.8 %	90.4 %	90.6 %	89.8 %	91.3 %	87.3 %
Total Canada	93.3 %	92.1 %	90.3 %	88.7 %	89.9 %	89.8 %
U.S.:						
Industrial	90.8 %	90.8 %	90.8 %	97.9 %	97.2 %	99.2 %
Office	84.2 %	83.1 %	83.1 %	82.9 %	82.1 %	83.8 %
Total U.S.	85.3 %	84.4 %	84.4 %	90.0 %	89.2 %	90.3 %
Total portfolio	89.2 %	88.2 %	87.3 %	89.5 %	89.5 %	90.1 %

<sup>(1)</sup> Information is as at December 31, 2024, and excludes properties held in equity accounted investments, properties held for redevelopment, and Artis's commercial/residential property (300 Main). Refer to the Property Portfolio section of this MD&A.

# PORTFOLIO LEASING ACTIVITY AND LEASE EXPIRIES

# Renewal Summary (1)

	Q4-24	Q3-24	Q2-24	Q1-24	Q4-23
					_
Leasable area renewed (in S.F.)	204,564	146,979	100,365	288,517	261,889
Increase in weighted-average rental rate	3.3 %	2.5 %	3.1 %	2.2 %	5.8 %

<sup>(1)</sup> Based on owned share of GLA of properties and excludes properties held in equity accounted investments, properties held for redevelopment, and Artis's commercial/residential property (300 Main). Refer to the Property Portfolio section of this MD&A.

In 2024, 740,424 square feet were renewed at an increase in the weighted-average rental rate of 2.6%, compared to 1,024,276 square feet renewed at an increase in the weighted-average rental rate of 4.8% in 2023.

The percentage change on renewal activity is calculated by comparing the rental rate in place at the end of the expiring term to the rental rate in place at the commencement of the new term. In many cases, leases are negotiated or renewed such that there are contractual rent escalations over the course of the new lease term. In these cases, the average rent over the new term will be higher than the rate at commencement, which is not reflected in the above table results.

<sup>(2)</sup> Percentage committed is based on occupancy at December 31, 2024, plus commitments on vacant space.

#### Lease Maturities and Rental Rates

In-place rental rates reflect the weighted-average net annual rental rate per square foot as at December 31, 2024, for the leasable area expiring in the year indicated. In-place rents do not reflect either the average rate over the term of the lease or the rate in place in the year of expiry.

Market rents are estimates and are shown as a net annual rate per square foot. Artis reviews market rents across the portfolio on an on-going basis. These estimates are based on management's best estimate for each leasable space and may take into consideration the property manager's revenue budget, recent leasing activity, current prospects, future commitments or publicly available market information. Rates applied in future expiry years do not allow for the impact of inflation, nor do they attempt to factor in anticipated higher (or lower) than normal periods of demand or market rent inflation due to specific market conditions. Refer to the Risks and Uncertainties section of this MD&A for further information.

The following tables contain information on lease maturities and rental rates and are based on owned share of GLA of properties included in the Portfolio by Asset Class table in the Property Portfolio section of this MD&A. Monthly tenants includes holdovers and renewals where term has not been negotiated.

	Square Feet Expiring	% of GLA	Weighted-Average In-Place Rental Rate	Weighted-Average Market Rental Rate
Canadian portfolio				
Industrial:				
Current vacancy	70,476	0.7 %	N/A	N/A
Monthly tenants	_	0.0 %	N/A	N/A
2025	374,699	3.8 %	\$9.21	\$9.76
2026	467,866	4.8 %	\$8.76	\$9.35
2027	323,456	3.3 %	\$8.51	\$8.82
2028	534,427	5.5 %	\$10.82	\$9.58
2029+	760,535	7.7 %	\$13.45	\$12.58
20271	2,531,459	25.8 %	\$10.69	\$10.39
Office:	2,331,437	25.0 /0	\$10.07	Ψ10.57
	201,559	2.0 %	N/A	N/A
Current vacancy				
Monthly tenants	10,265	0.1 %	N/A	N/A
2025	188,373	1.9 %	\$15.76	\$14.33
2026	122,984	1.2 %	\$17.44	\$15.87
2027	46,862	0.5 %	\$20.24	\$18.27
2028	30,122	0.3 %	\$20.64	\$15.84
2029+	537,588	5.6 %	\$17.92	\$17.44
Retail:	1,137,753	11.6 %	\$17.62	\$16.59
	110.007	1.1 %	N/A	N/A
Current vacancy	110,096			
Monthly tenants	15,308	0.2 %	N/A	N/A
2025	181,433	1.8 %	\$21.15	\$21.99
2026	176,117	1.8 %	\$23.75	\$23.87
2027	148,946	1.5 %	\$26.18	\$25.98
2028	224,780	2.3 %	\$25.38	\$24.45
2029+	286,754	2.9 %	\$28.17	\$27.30
U.S. portfolio Industrial:	1,143,434	11.6 %	\$25.25	\$24.94
Current vacancy	80,600	0.8 %	N/A	N/A
Monthly tenants		0.0 %	N/A	N/A
2025	98,555	1.0 %	\$19.38	\$19.50
2026	_	0.0 %	N/A	N/A
2027	_	0.0 %	N/A	N/A
2028	_	0.0 %	N/A	N/A
2029+	693,841	7.0 %	\$5.15	\$5.23
	872,996	8.8 %	\$6.92	\$7.00
Office:				
Current vacancy	703,818	7.1 %	N/A	N/A
Monthly tenants	4,886	0.0 %	N/A	N/A
2025	378,328	3.8 %	\$23.09	\$20.58
2026	529,324	5.4 %	\$21.99	\$19.75
2027	347,332	3.5 %	\$18.99	\$17.98
2028	212,302	2.2 %	\$19.81	\$19.18
2029+	1,985,571	20.2 %	\$20.83	\$19.58
2027+	4,161,561	42.2 %	\$20.03	\$19.53
	4,101,301	72.2 /0	Ψ21.01	ψ17.55
Total portfolio				
Current vacancy	1,166,549	11.7 %	N/A	N/A
Monthly tenants	30,459	0.3 %	N/A	N/A
2025	1,221,388	12.3 %	\$17.12	\$16.42
2026	1,296,291	13.2 %	\$17.02	\$16.19
2027	866,596	8.8 %	\$16.38	\$15.95
2028	1,001,631	10.3 %	\$16.29	\$15.14
2029+	4,264,289	43.4 %	\$17.09	\$15.14 \$16.24
	9,847,203	100.0 %	\$16.92	\$16.10

#### LARGEST MARKETS BY NET OPERATING INCOME

Artis's real estate is diversified across four Canadian provinces and four U.S. states, and across the industrial, office, retail and residential asset classes. For the three months ended December 31, 2024, the five largest markets of the REIT's portfolio (by net operating income) were Twin Cities Area Office, Madison Office, Greater Phoenix Area Office, Winnipeg Office and Winnipeg Industrial.

#### Twin Cities Area Office Market

The Twin Cities Area Office market represents 19.7% of Q4-24 net operating income and 16.0% of the overall portfolio by GLA. Direct vacancy in the Twin Cities Area Office, as reported by CBRE, was 24.1% at December 31, 2024, compared to 23.9% at September 30, 2024. At December 31, 2024, Artis's Twin Cities Area Office portfolio was 84.1% occupied, compared to 86.5% at September 30, 2024. During 2025, 93,002 square feet will come up for renewal, which represents 0.9% of the total portfolio GLA (excluding property held for redevelopment); 37.2% was renewed or committed to new leases at December 31, 2024. Of Artis's total Twin Cities Area Office GLA, 55.9% expires in 2029 or later.

#### **Madison Office Market**

The Madison Office market represents 17.0% of Q4-24 net operating income and 17.4% of the overall portfolio by GLA. At December 31, 2024, Artis's Madison Office portfolio was 76.9% occupied, increased from 76.5% at September 30, 2024. During 2025, 173,954 square feet will come up for renewal, which represents 1.8% of the total portfolio GLA (excluding property held for redevelopment); 34.6% was renewed or committed to new leases at December 31, 2024. Of Artis's total Madison Office GLA, 40.0% expires in 2029 or later.

## **Greater Phoenix Area Office Market**

The Greater Phoenix Area Office market represents 11.0% of Q4-24 net operating income and 8.4% of the overall portfolio by GLA. The vacancy rate in the Greater Phoenix Area Office market, as reported by CBRE, was 23.0% at December 31, 2024, compared to 23.6% at September 30, 2024. At December 31, 2024, Artis's Greater Phoenix Area Office portfolio increased to 93.9% occupied, from 90.1% at September 30, 2024. During 2025, 111,372 square feet will come up for renewal, which represents 1.1% of the total portfolio GLA (excluding property held for redevelopment); 15.9% was renewed or committed to new leases at December 31, 2024. Of Artis's total Greater Phoenix Area Office GLA, 48.1% expires in 2029 or later.

# Winnipeg Office Market

The Winnipeg Office market represents 9.0% of Q4-24 net operating income and 9.8% of the overall portfolio by GLA. The vacancy rate in the Winnipeg Office market, as reported by CBRE, was 16.4% at December 31, 2024, compared to 16.3% at September 30, 2024. At December 31, 2024, Artis's Winnipeg Office portfolio increased to 81.2% occupied, from 81.1% at September 30, 2024. During 2025, 188,373 square feet will come up for renewal, which represents 1.9% of the total portfolio GLA (excluding property held for redevelopment); 35.3% was renewed or committed to new leases at December 31, 2024. Of Artis's total Winnipeg Office market GLA, 40.6% expires in 2029 or later.

# Winnipeg Industrial Market

The Winnipeg Industrial market represents 8.7% of Q4-24 net operating income and 16.5% of the overall portfolio by GLA. The availability rate in the Winnipeg Industrial market, as reported by CBRE, was 3.2% at December 31, 2024, compared to 3.1% at September 30, 2024. At December 31, 2024, Artis's Winnipeg Industrial portfolio increased to 97.8% occupied, from 95.7% at September 30, 2024. During 2025, 272,367 square feet will come up for renewal, which represents 2.8% of the total portfolio GLA (excluding property held for redevelopment); 36.4% was renewed or committed to new leases at December 31, 2024. Of Artis's total Winnipeg Industrial market GLA, 18.6% expires in 2029 or later.

# FINANCIAL & OPERATING RESULTS

# **NET OPERATING INCOME**

		hs ended mber 31,	Year ended December 31,			
	2024	2023		2024		2023
Revenue:						
Rental and other income	\$ 75,035	\$ 86,033	\$	324,077	\$	356,759
Tenant inducements amortized to revenue	(6,255)	(6,177)		(25,456)		(24,595)
Straight-line rent adjustments	(219)	509		451		2,554
Lease termination income	290	527		1,297		1,119
	68,851	80,892		300,369		335,837
Property operating and realty tax expenses	31,156	35,540		137,138		151,820
Net operating income	\$ 37,695	\$ 45,352	\$	163,231	\$	184,017

Rental and other income is primarily revenue earned from tenants related to lease agreements.

Tenant inducement costs are amortized over the term of the tenant's lease.

Rent steps and lease termination income (if it is likely the tenant will exercise the lease termination option) are accounted for by straight-lining the incremental increases and lease termination payments over the entire non-cancelable lease term, including the tenant fixturing period.

Lease termination income relates to payments received from tenants where the REIT and the tenant agreed to terminate a lease prior to the contractual expiry date. Lease termination income is common in the real estate industry, however, it is unpredictable and period-over-period changes are not indicative of trends.

Property operating expenses include costs related to interior and exterior maintenance, insurance, utilities and property management expenses. Also included in property operating expenses is bad debt expense of \$701 (Q4-24 - \$142) in 2024 compared to \$612 (Q4-23 - \$178) in 2023.

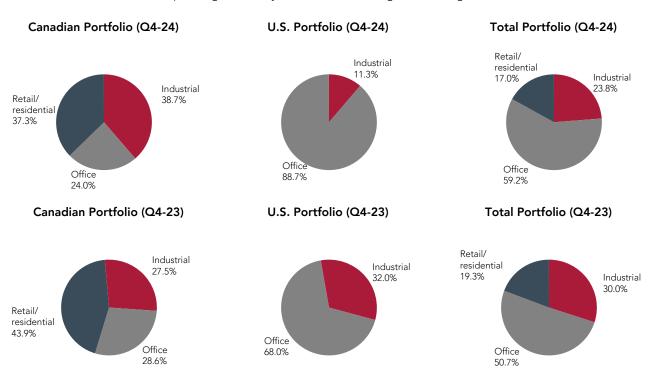
# Net Operating Income by Country and Asset Class

		Three months ended December 31,			Year end	led December 31,	
		2024	2023	Change	2024	2023	Change
Canada:							
Industrial	\$	5,757 \$	5,485	\$ 272	\$ 21,909	\$ 22,070	\$ (161)
Office	Ψ	3,567	5,716	(2,149)	16,447	•	, ,
Retail/residential		5,546	8,755	(3,209)	27,288	•	(9,449)
		14,870	19,956	(5,086)	65,644		
U.S.:							
Industrial		2,008	8,128	(6,120)	23,926	34,627	(10,701)
Office		15,804	17,276	(1,472)	62,355	67,359	(5,004)
		17,812	25,404	(7,592)	86,281	101,986	(15,705)
Total portfolio:							
Industrial		7,765	13,613	(5,848)	45,835	56,697	(10,862)
Office		19,371	22,992	(3,621)	78,802	90,578	(11,776)
Retail/residential		5,546	8,755	(3,209)	27,288	36,737	(9,449)
		32,682	45,360	(12,678)	151,925	184,012	(32,087)
REIT		5,013	(8)	5,021	11,306	5 5	11,301
Net operating income	\$	37,695 \$	45,352	\$ (7,657)	\$ 163,231	\$ 184,017	\$ (20,786)

In Q4-24, the Canadian office segment and the Canadian retail/residential segment decreased primarily due to dispositions. The Canadian retail/residential segment was partially offset by increased occupancy at 300 Main. The U.S. industrial segment decreased primarily due to dispositions and the U.S. office segment decreased primarily due to vacancy at certain properties. The REIT segment increased due to development fee income.

The U.S. portfolio was also impacted by the effect of foreign exchange.

See below for breakdown of net operating income by asset class, excluding the REIT segment.



#### SAME PROPERTY NOI ANALYSIS

Same Property NOI is a non-GAAP measure. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section of this MD&A.

Artis calculates Same Property NOI by including net operating income for investment properties that were owned for a full quarterly reporting period in both the current and comparative year, and excludes properties held for (re)development and properties that are unconditionally sold. Same Property NOI includes Artis's portfolio of investment properties and investment properties held in joint venture arrangements. Adjustments are made to this measure to exclude certain non-cash revenue items and other non-recurring revenue amounts. Lease termination income related to significant tenants has been excluded, other than the portion that covers lost revenue due to vacancy.

Management considers Same Property NOI to be a valuable measure for evaluating the operating performance of the REIT's properties due to changes in occupancy, rental rates and the recovery of property operating expenses and realty taxes.

Reconciliation to Net Operating Income

	Three months ended December 31,					%		ear ended			%	
		2024		2023	Ch	ange	Change	2024	2023	С	hange	
Net operating income Add (deduct) net operating income from:	\$	37,695	\$	45,352				\$ 163,231	\$ 184,017			
Joint venture arrangements		1,686		3,329				7,737	11,495			
Dispositions and unconditional dispositions		(1,705)		(14,959)				(20,315)	(54,602)			
(Re)development properties		88		949				(575)	1,392			
Lease termination income adjustments		24		(204)				(175)	(203)			
Other		(5,396)		(515)				(10,274)	901			
		(5,303)		(11,400)				(23,602)	(41,017)			
Straight-line rent adjustments (1)		149		(360)				(355)	(1,985)			
Tenant inducements amortized to revenue (1)		6,136		5,117				24,364	21,365			
Same Property NOI	\$	38,677	\$	38,709	\$	(32)	(0.1)%	\$ 163,638	\$ 162,380	\$	1,258	0.8 %

<sup>(1)</sup> Includes joint venture arrangements.

# Same Property NOI by Asset Class

	Tł	nree mo		ended ber 31,			%		Year ended cember 31,			%
		2024 2023			С	hange	Change	2024	2023	Change		Change
Industrial	\$	9,515	\$	9,390	\$	125	1.3 %	\$ 45,945	\$ 43,265	\$	2,680	6.2 %
Office		24,457		24,325		132	0.5 %	97,312	98,067		(755)	(0.8)%
Retail		4,705		4,994		(289)	(5.8)%	20,381	21,048		(667)	(3.2)%
Same Property NOI	\$	38,677	\$	38,709	\$	(32)	(0.1)%	\$ 163,638	\$ 162,380	\$	1,258	0.8 %

	Th	Three months ended					Year ended							
		Dec	ceml	ber 31,			%		Dec	cemb	oer 31,			%
		2024		2023	Ch	ange	Change	2	024		2023	С	hange	Change
Canada:														
Industrial	\$	7,689	\$	7,307	\$	382	5.2 %	\$ 30	),483	\$	29,600	\$	883	3.0 %
Office		4,040		3,917		123	3.1 %	18	3,276		18,774		(498)	(2.7)%
Retail		4,705		4,994		(289)	(5.8)%	20	),381		21,048		(667)	(3.2)%
Total Canada		16,434		16,218		216	1.3 %	69	9,140		69,422		(282)	(0.4)%
U.S.:														
Industrial		1,304		1,530		(226)	(14.8)%	11	1,358		10,123		1,235	12.2 %
Office		14,581		14,989		(408)	(2.7)%	57	7,679		58,756		(1,077)	(1.8)%
Total U.S.		15,885		16,519		(634)	(3.8)%	69	9,037		68,879		158	0.2 %
Total in functional currency		32,319		32,737		(418)	(1.3)%	138	3,177	1	38,301		(124)	(0.1)%
Foreign exchange		6,358		5,972		386	6.5 %	25	5,461		24,079		1,382	5.7 %
			_											
Same Property NOI	\$	38,677	\$	38,709	\$	(32)	(0.1)%	\$ 163	3,638	\$ 1	62,380	\$	1,258	0.8 %

Same Property Occupancy by Country and Asset Class

	As at Dec	ember 31,
Geographical Region	2024	2023
Canada:		
Industrial	97.4%	96.0%
Office	82.3%	80.5%
Retail	88.9%	90.4%
Total Canada	92.1%	91.4%
U.S.:		
Industrial	90.8%	100.0%
Office	82.8%	85.3%
Total U.S.	84.2%	87.8%
Total	88.0%	89.5%

# INTEREST AND OTHER INCOME

Interest and other income was \$30,913 (Q4-24 - \$851) in 2024, compared to \$32,359 (Q4-23 - \$9,052) in 2023. The change is primarily due to interest income from preferred investments in the amount of \$27,113 (Q4-24 - \$nil) in 2024, compared to \$29,900 (Q4-23 - \$8,219) in 2023, which is partially due to additional interest income in the amount of \$6,812 (Q4-24 - \$nil) in 2024, compared to \$7,179 (Q4-23 - \$1,966) in 2023, which may or may not be recurring in future periods. Refer to the Investment in Cominar and Preferred Investments section of this MD&A for further details.

#### **DISTRIBUTION INCOME FROM EQUITY SECURITIES**

Distribution income from equity securities was 6,436 (Q4-24 - 1,086) in 2024, compared to 12,365 (Q4-23 - 2,501) in 2023. Refer to Equity Securities section of this MD&A for further details.

#### **INTEREST EXPENSE**

	Ti	hree mo De	 ended ber 31,		%			Year ended cember 31,		%
		2024	2023	Change	Change	20	24	2023	Change	Change
Mortgages and other loans (1)	\$	9,971	\$ 12,313	\$ (2,342)		\$ 45,	536	\$ 41,453	\$ 4,083	
Senior unsecured debentures		2,887	2,883	4		11,	177	18,515	(7,038)	
Credit facilities (1)		4,619	14,168	(9,549)		37,	146	50,036	(12,890)	
Preferred shares <sup>(1)</sup>		46	46	_			184	184	_	
		17,523	29,410	(11,887)	(40.4)%	94,	343	110,188	(15,845)	(14.4)%
Foreign exchange		1,806	3,406	(1,600)		11,	281	11,688	(407)	
Total interest expense	\$	19,329	\$ 32,816	\$ (13,487)	(41.1)%	\$ 105,	524	\$ 121,876	\$ (16,252)	(13.3)%

<sup>(1)</sup> Amounts shown are in Canadian and US dollars.

During 2024, interest expense on mortgages and other loans was impacted by the repayment of mortgages upon disposition of investment properties and maturing mortgages, partially offset by new mortgage financing. Interest expense on senior unsecured debentures decreased due to the repayment of the Series D senior unsecured debentures on September 18, 2023. Interest expense on credit facilities decreased due to decrease to amounts drawn on the credit facilities and decreased variable interest rates.

Financing costs on mortgages and other loans, senior unsecured debentures and the credit facilities are netted against the related debt and amortized on an effective interest basis over the expected term of the debt.

At December 31, 2024, the weighted-average effective interest rate on mortgages and other loans secured by properties, was 6.95%, compared to 6.63% at December 31, 2023. The weighted-average nominal interest rate on mortgages and other loans secured by properties at December 31, 2024, was 6.32%, compared to 6.17% at December 31, 2023.

#### **CORPORATE EXPENSES**

	Th	ree mo De	 ended ber 31,			%		Year ended cember 31,			%
		2024	2023	С	hange	Change	2024	2023	C	hange	Change
Accounting, legal and consulting	\$	467	\$ 630	\$	(163)	(25.9)%	\$ 2,012	\$ 2,022	\$	(10)	(0.5)%
Public company costs		379	364		15	4.1 %	1,606	1,544		62	4.0 %
Salaries and benefits		653	642		11	1.7 %	3,061	2,927		134	4.6 %
Fair value (gain) loss on unit-based compensation		(459)	(34)		(425)	1,250.0 %	296	(1,433)		1,729	(120.7)%
Depreciation of property and equipment		319	311		8	2.6 %	1,194	1,226		(32)	(2.6)%
General and administrative		214	221		(7)	(3.2)%	969	698		271	38.8 %
Total corporate expenses	\$	1,573	\$ 2,134	\$	(561)	(26.3)%	\$ 9,138	\$ 6,984	\$	2,154	30.8 %

Corporate expenses in 2024 were \$9,138 (Q4-24 - \$1,573), or 3.0% (Q4-24 -2.3%) of total revenues compared to \$6,984 (Q4-23 - \$2,134) or 2.1% (Q4-23 - 2.6%) of total revenues in 2023.

Public company costs include public reporting costs, investor communication costs and trustee fees and expenses.

Fair value loss (gain) on unit-based compensation relates to restricted units and deferred units issued under the REIT's equity incentive plan. These units are valued at the closing price of the REIT's common units on the balance sheet date. Unit-based compensation was impacted by fluctuations in Artis's unit price during the period.

# **EQUITY SECURITIES EXPENSES**

The REIT invests in equity securities of publicly-traded Canadian real estate entities. In connection with these investments, the REIT incurred commissions, service and professional fees of \$595 (Q4-24 - \$104) in 2024, compared to \$878 (Q4-23 - \$171) in 2023.

Included in equity securities expenses are fees paid to Sandpiper Asset Management Inc. ("Sandpiper"). Refer to the Related Party Transactions section of this MD&A for further details.

#### **EXPECTED CREDIT LOSS ON PREFERRED INVESTMENTS**

Expected credit loss on preferred investments was \$31,316 (Q4-24 - \$31,316) in 2024, compared to \$nil (Q4-23 - \$nil) in 2023. Refer to Investment in Cominar and Preferred Investments section of this MD&A for further details.

#### FAIR VALUE (LOSS) GAIN ON INVESTMENT PROPERTIES

The changes in fair value on investment properties, period-over-period, are recognized as fair value gains and losses in the consolidated statement of operations. Fair values of the investment properties are determined through either the discounted cash flow method or the overall capitalization method. External valuations are performed for a selection of properties representing various geographical regions and asset classes across the REIT's portfolio. Fair value changes in individual properties result from changes in the projected income and cash flow projections of those properties, as well as from changes in capitalization rates and discount rates applied. In 2024, the fair value loss on investment properties was \$14,935 (Q4-24 - gain of \$15,954), compared to a loss of \$344,286 (Q4-23 - loss of \$119,803) in 2023. The fair value loss in 2024 was primarily due to increases in vacancy and tenant inducement allowances in select U.S. office markets, partially offset by higher than expected market rents in select industrial markets.

#### Fair Value Gain (Loss) on Investment Properties by Asset Class

	ree months ended ecember 31, 2024	Year ended December 31, 2024
Canada:		
Industrial	\$ 350 \$	934
Office	(3,346)	(12,050)
Retail/residential	(3,590)	(8,991)
	(6,586)	(20,107)
U.S.:		
Industrial	4,516	50,995
Office	18,024	(45,823)
	22,540	5,172
Total portfolio:		
Industrial	4,866	51,929
Office	14,678	(57,873)
Retail/residential	(3,590)	(8,991)
Total portfolio	\$ 15,954 \$	(14,935)

#### FAIR VALUE (LOSS) GAIN ON FINANCIAL INSTRUMENTS

Artis has entered into a number of interest rate swap contracts to effectively lock the interest rate on a portion of variable rate debt. The REIT recorded an unrealized loss on the fair value adjustment of the interest rate swaps outstanding of \$3,589 (Q4-24 - gain of \$672) in 2024, compared to an unrealized loss of \$9,865 (Q4-23 - loss of \$6,315) in 2023. The REIT anticipates holding the mortgages and related interest rate swap contracts until maturity.

Additionally, the REIT recorded a fair value gain on equity securities of \$8,147 (Q4-24 - loss of \$15,983) in 2024, compared to a loss of \$31,862 (Q4-23 - gain of \$18,227) in 2023.

# FOREIGN CURRENCY TRANSLATION (LOSS) GAIN

During 2024, Artis held certain US dollar denominated monetary assets and liabilities, including cash and a portion of its revolving term credit facilities. The foreign currency translation gain (loss) is primarily due to remeasurement of these assets and liabilities into Canadian dollars at the exchange rate in effect at the balance sheet date. The REIT recorded a foreign currency translation loss of \$5,144 (Q4-24 - loss of \$754), compared to a gain of \$6,932 (Q4-23 - gain of \$3,880) in 2023.

# **INCOME TAX RECOVERY (EXPENSE)**

The REIT currently qualifies as a mutual fund trust and a real estate investment trust for Canadian income tax purposes. Under current tax legislation, income distributed annually by the REIT to unitholders is a deduction in the calculation of its taxable income. As the REIT intends to distribute all of its taxable income to its unitholders, the REIT does not record a provision for current Canadian income taxes related to the Canadian investment properties. The REIT's investment in Iris as part of the Cominar Transaction is through a taxable subsidiary subject to current and deferred taxes.

The REIT's U.S. properties are owned by subsidiaries that are REITs for U.S. income tax purposes. These subsidiaries intend to distribute all of their U.S. taxable income to Canada and are entitled to deduct such distributions for U.S. income tax purposes. As a result, the REIT does not record a provision for current federal U.S. income taxes on the taxable income earned by these subsidiaries. These U.S. subsidiaries are subject to certain state taxes and a 21% to 30% withholding tax on distributions to Canada. Any withholding taxes paid are recorded with the related distributions.

The REIT is subject to federal and state taxation in the U.S. on the taxable income earned by its U.S. management subsidiary.

Income tax expense (recovery) comprised of:

	Three n	hs ended		ar ended				
		Dece	mber 31,			Decer	ember 31,	
	2024		2023		2024		2023	
Current income tax expense	\$ 334	\$	77	\$	790	\$	601	
Deferred income tax (recovery) expense	(36)		2,990		(3,077)		(6,206)	
Income tax expense (recovery)	\$ 298	\$	3,067	\$	(2,287)	\$	(5,605)	

The deferred tax recovery recorded in 2024 was primarily due to the REIT's share of net loss of Iris for the year. The deferred taxes are recorded at the undistributed rate of tax. Actual taxes payable are expected to be reduced due to the benefit of dividend refunds.

# OTHER COMPREHENSIVE INCOME (LOSS)

Other comprehensive income (loss) includes unrealized foreign currency translation gain of \$81,967 (Q4-24 - gains of \$55,159) in 2024, compared to losses of \$29,897 (Q4-23 - losses of \$25,770) in 2023. Foreign currency translation gains and losses relate to the REIT's net investments in its U.S. subsidiaries.

# FUNDS FROM OPERATIONS ("FFO") AND ADJUSTED FUNDS FROM OPERATIONS ("AFFO")

FFO and AFFO are non-GAAP measures. Management considers FFO and AFFO to be valuable recurring earnings measures for evaluating the REIT's operating performance. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section of this MD&A.

Artis calculates FFO and AFFO in accordance with the guidelines set out by the Real Property Association of Canada ("REALpac"), as issued in January 2022, except for the add-back of strategic review expenses in the amount of \$1,492 (Q4-24-\$234) in 2024, compared to \$207 (Q4-23 - \$28) in 2023. In addition, prior to December 31, 2024, the REIT calculated FFO and AFFO both including and excluding the impact of realized gain (loss) on equity securities for information purposes. Effective December 31, 2024, the REIT only presents the calculation including the impact of realized gain (loss) on equity securities (and excludes the unrealized gains or losses of equity securities) in its calculation of FFO and AFFO. Although the add-back of the strategic review expenses and the inclusion of the impact of realized gain (loss) on equity securities to arrive at FFO and AFFO is not in accordance with the guidelines set out by REALpac, management believes it provides a better representation of recurring operating performance, FFO and AFFO. FFO adjusts net income for items that are non-cash or not recurring in nature such as fair value gains or losses on investment properties and financial instruments, foreign currency translation gains and losses, tenant inducements amortized to revenue, transaction costs, deferred income taxes, distributions on preferred shares treated as interest expense, remeasurement component of unit-based compensation, incremental leasing costs, and preferred unit distributions. AFFO adjusts FFO by excluding straight-line rent adjustments, as well as costs incurred relating to leasing activities and property capital expenditures. FFO and AFFO include adjustments related to the REIT's equity accounted investments.

In addition, the REIT recorded an expected credit loss on the preferred units of Iris (Refer to Investment in Cominar and Preferred Investments section of this MD&A for further details) in Q4-24. The expected credit loss was added back to the calculations of FFO and AFFO due to its non-recurring and non-cash nature. Management believes this adjustment provides a better representation of recurring FFO and AFFO.

#### FFO and AFFO

	Thi			s ended ber 31,		%			ended ber 31,			%
000's, except per unit amounts		2024		2023	 Change	Change	2024		2023	(	Change	Change
Net loss	\$ (	29,423)	\$	(86,837)			\$ (47,414)	\$ (	332,068)			
Add (deduct):	Ψ (.	27,120)	Ψ	(00,007)			Ψ (17,111)	Ψ (	,002,000)			
Tenant inducements amortized to revenue		6,255		6,177			25,456		24,595			
Incremental leasing costs		596		456			2,200		2,274			
Distributions on preferred shares treated as interest expense		64		63			252		249			
Remeasurement component of unit-based compensation		(459)		(34)			296		(1,433)			
Strategic review expenses		234		28			1,492		207			
Expected credit loss on preferred investments	;	31,316		_			31,316		_			
Adjustments for equity accounted investments		17,653		4,381			92,241		66,862			
Fair value (gain) loss on investment properties	(	15,954)		119,803			14,935		344,286			
Realized gain (loss) on disposition of equity securities		709		_			6,124		(20,683)			
Fair value loss (gain) on financial instruments		15,311		(12,201)			(4,558)		41,730			
Foreign currency translation loss (gain)		754		(3,880)			5,144		(6,932)			
Deferred income tax (recovery) expense		(36)		2,990			(3,077)		(6,206)			
Preferred unit distributions		(3,211)		(3,671)			(12,990)		(13,025)			
FFO	\$ :	23,809	\$	27,275	\$ (3,466)	(12.7)%	\$ 111,417	\$	99,856	\$	11,561	11.6 %
Add (deduct):												
Amortization of recoverable capital expenditures	\$	(1,593)	\$	(1,985)			\$ (6,702)	\$	(7,403)			
Straight-line rent adjustments	•	219	•	(509)			(451)	•	(2,554)			
Non-recoverable property maintenance reserve		(350)		(400)			(1,510)		(2,200)			
Leasing costs reserve		(7,000)		(7,500)			(29,200)		(30,400)			
Adjustments for equity accounted investments		(105)		(1,463)			(5,093)		(7,984)			
AFFO	\$	14,980	\$	15,418	\$ (438)	(2.8)%	\$ 68,461	\$	49,315	\$	19,146	38.8 %

FFO in 2024 was primarily impacted by decreased interest and other income, decreased net operating income due to dispositions completed in 2023 and 2024 and decreased distributions from equity securities due to sales during the year, partially offset by decreased interest expense.

Actual capital expenditures are by nature variable. Recoverable capital expenditures are building improvement or property maintenance expenditures recovered from tenants over time. Management has deducted from AFFO the actual amortization of recoverable capital expenditures included in property operating expenses charged to tenants for the period, including joint venture arrangements. Approximately 64.3% (Q4-24 - 63.9%) is recoverable from tenants in 2024, compared to 67.7% (Q4-23 - 66.9%) in 2023. The non-recoverable property maintenance reserve reflects management's estimate of a normalized expenditure using the 2021, 2022, 2023 and 2024 actual expenditures and the 2025 annual budgeted expenditures, adjusted for the impact of dispositions. Refer to the capital expenditures disclosure under the Assets section of this MD&A for further discussion of actual expenditures for the period.

Actual leasing costs include tenant improvements, tenant allowances and commissions which are variable in nature. Leasing costs will fluctuate depending on the square footage of leases rolling over, in-place rates at expiry, tenant retention and local market conditions in a given year. Management calculates the leasing cost reserve to reflect the amortization of leasing costs over the related lease term.

# FFO and AFFO per Unit

FFO per unit and AFFO per unit are non-GAAP ratios. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section of this MD&A.

Artis calculates FFO and AFFO per unit by dividing FFO and AFFO, respectively, by the weighted-average diluted units outstanding for the period. Management considers FFO per unit and AFFO per unit to be valuable recurring earnings measures for evaluating the REIT's operating performance.

The following reconciles the weighted-average number of basic common units to diluted common units for FFO and AFFO purposes:

		nonths ended December 31,	[	Year ended December 31,
	2024	2023	2024	2023
Basic units	102,039,797	107,947,620	105,063,202	111,294,362
Add:				
Restricted units	556,575	443,082	507,404	402,558
Deferred units	465,396	322,874	429,010	281,001
Diluted units	103,061,768	108,713,576	105,999,616	111,977,921

# FFO and AFFO per Unit

	Th	ree moi		ended ber 31,						ended ber 31,			
		2024	cenn	2023	C	Change	% Change	2024	CIIII	2023	c	hange	% Change
FFO per unit:													
Basic	\$	0.23	\$	0.25	\$	(0.02)	(8.0)%	\$ 1.06	\$	0.90	\$	0.16	17.8 %
Diluted		0.23		0.25		(0.02)	(8.0)%	1.05		0.89		0.16	18.0 %
AFFO per unit:													
Basic	\$	0.15	\$	0.14	\$	0.01	7.1 %	\$ 0.65	\$	0.44	\$	0.21	47.7 %
Diluted		0.15		0.14		0.01	7.1 %	0.65		0.44		0.21	47.7 %

FFO and AFFO per unit results have been impacted by the decrease in the weighted-average number of units outstanding, primarily due to units repurchased under the NCIB.

# FFO and AFFO Payout Ratios

FFO payout ratio and AFFO payout ratios are non-GAAP ratios. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section of this MD&A.

Artis calculates FFO and AFFO payout ratios by dividing the distributions per common unit (excluding any Special Distributions) by diluted FFO per unit and diluted AFFO per unit, respectively, over the same period. Management uses the FFO and AFFO payout ratios to measure the REIT's ability to pay distributions.

	Т	hree moi	nths	ended			١	<b>'</b> ear	ended	
		Dec	em	ber 31,	%		Dec	cem	ber 31,	%
		2024		2023	Change		2024		2023	Change
State of	<b>A</b>	0.45	<b>.</b>	0.45		<b>.</b>	0.40	<b>.</b>	0.40	
Distributions per common unit	\$	0.15	\$	0.15		\$	0.60	\$	0.60	
FFO per unit - diluted		0.23		0.25			1.05		0.89	
FFO payout ratio		65.2 %		60.0 %	5.2 %		57.1 %		67.4 %	(10.3)%
Distributions per common unit	\$	0.15	\$	0.15		\$	0.60	\$	0.60	
AFFO per unit - diluted		0.15		0.14			0.65		0.44	
AFFO payout ratio		100.0 %		107.1 %	(7.1)%		92.3 %		136.4 %	(44.1)%

# **FINANCIAL POSITION**

# **ASSETS**

# Investment Properties, Investment Properties Under Development and Investment Properties Held for Sale

Artis's total investment properties are as follows:

	D	ecember 31, 2024	Dece	ember 31, 2023
Investment properties	\$	2,170,065	\$	2,494,134
Investment properties under development		_		947
Investment properties held for sale		202,813		571,760
Total	\$	2,372,878	\$	3,066,841
The change in total investment properties is a result of the following:				
Balance, December 31, 2023			\$	3,066,841
Additions:				
Acquisition				27,810
Transfer from joint venture				100,867
Capital expenditures				
Investment properties				18,153
Investment properties under development				7,414
Capitalized interest (1)				126
Leasing commissions				7,031
Straight-line rent adjustments				451
Tenant inducement additions, net of amortization				4,066
Dispositions				(950,742)
Foreign currency translation gain				105,796
Fair value loss				(14,935)
Balance, December 31, 2024			\$	2,372,878

<sup>(1)</sup> During 2024, interest was capitalized to investment properties under development at a weighted-average effective interest rate of 6.91%.

# Capital Expenditures by Type

Building improvements are capital expenditures that increase the long-term value or revenue generating potential of the property. These expenditures include costs to modernize or upgrade existing properties. Property maintenance costs are capital expenditures to repair or replace components of existing properties such as roofs, HVAC units and parking lots.

	Tŀ	ree moi Dec	 ended ber 31,		%		<mark>r</mark> ear ended cember 31	=	%
		2024	2023	Change	Change	2024	2023	Change	Change
New and (re)development expenditures	\$	1,016	\$ 2,086	\$ (1,070)		\$ 7,414	\$ 26,870	) \$ (19,456)	
Building improvements expenditures:									
Recoverable from tenants		342	1,698	(1,356)		702	2,40	(1,703)	
Non-recoverable		2,501	2,999	(498)		11,913	16,888	(4,975)	
Property maintenance expenditures:									
Recoverable from tenants		2,166	1,265	901		4,729	4,180	549	
Non-recoverable		126	780	(654)		809	1,72	(917)	
Total capital expenditures	\$	6,151	\$ 8,828	\$ (2,677)	(30.3)%	\$ 25,567	\$ 52,069	\$ (26,502)	(50.9)%

# Capital Expenditures by Asset Class

	Tł	nree mo De		ended ber 31,		%				ended ber 31,			%
		2024		2023	Change	Change		2024		2023	Ch	ange	Change
Canada:													
Industrial	\$	1,305	\$	51	\$ 1,254		\$	2,323	\$	809	\$	1,514	
Office	•	583	•	1,902	(1,319)		•	2,575	•	9,243	•	(6,668)	
Retail		916		1,231	(315)			5,387		1,548		3,839	
Residential		810		1,575	(765)			4,600		17,940	(	13,340)	
		3,614		4,759	(1,145)			14,885		29,540		14,655)	
U.S.:		•		•				•		•	•		
Industrial		_		(1,319)	1,319			81		2,090		(2,009)	
Office		2,537		5,388	(2,851)			10,601		20,439		(9,838)	
		2,537		4,069	(1,532)			10,682		22,529	(	11,847)	
Total portfolio:													
Industrial		1,305		(1,268)	2,573			2,404		2,899		(495)	
Office		3,120		7,290	(4,170)			13,176		29,682	(	16,506)	
Retail		916		1,231	(315)			5,387		1,548		3,839	
Residential		810		1,575	(765)			4,600		17,940	(	13,340)	
Total portfolio	\$	6,151	\$	8,828	\$ (2,677)	(30.3)%	\$	25,567	\$	52,069	\$ (2	26,502)	(50.9)%

In 2024, new and (re)development expenditures included \$4,600 for 300 Main and \$2,814 for Prairie Ridge.

In 2023, new and (re)development expenditures included \$17,940 for 300 Main.

# Leasing Costs by Type

Tenant inducements consist of costs incurred to improve the space that primarily benefit the tenant, as well as allowances paid to tenants. Leasing commissions are fees primarily paid to brokers.

	Т	hree mo	nths	ended				١	<b>'</b> ear	ended		
		De	cem	ber 31,			%	De	cem	ber 31,		%
		2024		2023	(	Change	Change	2024		2023	 Change	Change
Investment property leasing costs:												
Tenant inducements	\$	8,431	\$	7,171	\$	1,260		\$ 27,078	\$	35,331	\$ (8,253)	
Leasing commissions		2,097		1,042		1,055		7,031		5,277	1,754	
Investment property (re)development related leasing costs:												
Tenant inducements		23		671		(648)		2,328		1,938	390	
Leasing commissions		_		547		(547)		_		1,851	(1,851)	
Total leasing costs	\$	10,551	\$	9,431	\$	1,120	11.9 %	\$ 36,437	\$	44,397	\$ (7,960)	(17.9)%

# Leasing Costs by Asset Class

	Th	Three months ended December 31,				%	%			
		2024		2023	Change	Change	2024	2023	Change	Change
Canada:										
Industrial	\$	251	\$	116	\$ 135		\$ 1,500	\$ 3,199	\$ (1,699)	
Office		3,296		520	2,776		4,232	1,471	2,761	
Retail		908		791	117		4,356	3,095	1,261	
Residential		_		(248)	248		_	(248)	248	
		4,455		1,179	3,276		10,088	7,517	2,571	
U.S.:										
Industrial		_		1,939	(1,939)		4,066	6,945	(2,879)	
Office		6,096		6,313	(217)		22,283	29,935	(7,652)	
		6,096		8,252	(2,156)		26,349	36,880	(10,531)	
Total portfolio:										
Industrial		251		2,055	(1,804)		5,566	10,144	(4,578)	
Office		9,392		6,833	2,559		26,515	31,406	(4,891)	
Retail		908		791	117		4,356	3,095	1,261	
Residential		_		(248)	248		_	(248)	248	
Total leasing costs	\$	10,551	\$	9,431	\$ 1,120	11.9 %	\$ 36,437	\$ 44,397	\$ (7,960)	(17.9)%

#### Acquisitions

During 2024, the REIT acquired the remaining 5% interest in Park 8Ninety V, an industrial property located in the Greater Houston Area, Texas, for total consideration of US\$4,004. The REIT subsequently sold this property.

Also during 2024, the REIT acquired the remaining 50% interest in Kincaid Building, an office property located in the Greater Vancouver Area, British Columbia, for total consideration of \$22,500. The REIT now owns 100% of the property.

# Dispositions

During 2024, Artis sold seven office properties, seven retail properties, one industrial property, two parking lots, and a parcel of development land located in Canada and 14 industrial properties and three office properties located in the United States for an aggregate sale price of \$972,870. The sale proceeds, net of costs of \$16,674, related debt of \$257,051 and the issuance of a note receivable of \$5,000 were \$694,145.

# Investment properties held for sale

At December 31, 2024, the REIT had two industrial properties and two retail properties located in Canada, and one office property, one industrial property and two parcels of development land located in the U.S. with an aggregate fair value of \$202,813, classified as held for sale. These properties were actively marketed for sale or under unconditional or conditional sale agreements at December 31, 2024.

#### Foreign currency translation gain on investment properties

In 2024, the foreign currency translation gain on investment properties was \$105,796 due to the change in the period end US dollar to Canadian dollar exchange rate from 1.3226 at December 31, 2023 to 1.4389 at December 31, 2024.

#### Fair value (loss) gain on investment properties

During 2024, the REIT recorded a loss on the fair value of investment properties of \$14,935 (Q4-24 - gain of \$15,954), compared to a loss of \$344,286 (Q4-23 - loss of \$119,803) in 2023. The fair value loss in 2024 was primarily due to increase in vacancy and tenant inducement allowances in select U.S. office markets, partially offset by higher than expected market rents in select industrial markets.

Artis determines the fair value of investment properties based upon either the discounted cash flow method or the overall capitalization method. Capitalization rates are estimated using market surveys, available appraisals and market comparables. Under the overall capitalization method, year one income is stabilized and capitalized at a rate deemed appropriate for each investment property. Individual properties were valued using capitalization rates in the range of 4.00% to 9.75%.

Additional information on the average capitalization rates and ranges used for the portfolio properties, assuming all properties were valued using an overall capitalization method, are set out in the following table.

#### Capitalization Rates

	Dece	ember 31, 2024	1	Dece	ember 31, 2023	1
	Maximum	Minimum	Weighted- average	Maximum	Minimum	Weighted- average
Canadian portfolio:						
Industrial	7.50 %	4.00 %	6.55 %	9.00 %	4.25 %	6.48 %
Office	8.50 %	5.50 %	6.93 %	8.75 %	5.00 %	6.72 %
Retail	8.75 %	6.00 %	7.24 %	8.75 %	6.00 %	6.96 %
Residential	4.50 %	4.50 %	4.50 %	4.50 %	4.50 %	4.50 %
Total Canadian portfolio	8.75 %	4.00 %	6.48 %	9.00 %	4.25 %	6.46 %
U.S. portfolio:						
Industrial	7.25 %	6.00 %	6.49 %	8.00 %	5.50 %	6.16 %
Office	9.75 %	6.25 %	8.22 %	9.00 %	7.25 %	8.21 %
Total U.S. portfolio	9.75 %	6.00 %	8.01 %	9.00 %	5.50 %	7.49 %
Total portfolio:						
Industrial	7.50 %	4.00 %	6.54 %	9.00 %	4.25 %	6.32 %
Office	9.75 %	5.50 %	7.87 %	9.00 %	5.00 %	7.67 %
Retail	8.75 %	6.00 %	7.24 %	8.75 %	6.00 %	6.96 %
Residential	4.50 %	4.50 %	4.50 %	4.50 %	4.50 %	4.50 %
Total portfolio	9.75 %	4.00 %	7.09 %	9.00 %	4.25 %	6.89 %

# Preferred Investments

At December 31, 2024, the REIT had preferred investments of \$139,881, compared to \$144,084 at December 31, 2023. The change is due to an expected credit loss on preferred investments of \$31,316, partially offset by junior preferred units received in-kind for interest income in the amount of \$27,113. Refer to the Investment in Cominar section of this MD&A for further details.

# **Equity Securities**

At December 31, 2024, the REIT had investments in equity securities of \$84,841, compared to \$152,002 at December 31, 2023.

The change in equity securities is a result of the following:

Balance, December 31, 2023	\$ 152,002
Purchases	22,773
Dispositions	(98,081)
Fair value gain	8,147
Balance, December 31, 2024	\$ 84,841

#### **Notes Receivable**

On November 17, 2023, the REIT disposed of an office property and received as partial consideration a note receivable in the amount of US\$11,500. The REIT receives quarterly interest-only payments at an effective rate of 8.967% per annum. The note receivable is secured by the office property and matures in November 2028.

On December 22, 2021, the REIT disposed of an office property and received as partial consideration a note receivable in the amount of \$10,000. The REIT receives monthly interest-only payments at an effective rate of 3.086% per annum. The note receivable is secured by the office property and matures in January 2028.

On November 9, 2020, the REIT disposed of a parcel of development land and received as partial consideration a note receivable in the amount of US\$2,450. The note receivable was fully repaid in 2024.

On January 5, 2024, the REIT disposed of a retail property and received as partial consideration a note receivable in the amount of \$5,000. The note receivable was fully repaid in 2024.

The balance outstanding on all notes receivable at December 31, 2024 was \$30,113, compared to \$47,170 at December 31, 2023.

#### **Accounts Receivable**

At December 31, 2024, Artis had accounts receivable outstanding as follows:

	Dec	ember 31,	Dece	mber 31,
		2024		2023
Rents receivable	\$	4,932	\$	5,017
Deferred rents receivable		198		194
Allowance for doubtful accounts		(1,175)		(2,102)
Accrued recovery income		2,202		3,141
Other receivables and accrued income		8,236		9,710
	\$	14,393	\$	15,960

# Cash

At December 31, 2024, the REIT had \$32,789 of cash on hand, compared to \$28,940 at December 31, 2023. The balance is anticipated to be invested in investment properties, used for working capital purposes, debt repayment or other activities in accordance with the REIT's strategy. All of the REIT's cash is held in current accounts.

#### **LIABILITIES**

# Mortgages and Loans Payable

Artis finances acquisitions and development projects in part through the arrangement or assumption of mortgage financing and consequently, certain of the REIT's investment properties are pledged as security under mortgages and other loans. The weighted-average term to maturity on all mortgages and loans payable at December 31, 2024 was 1.6 years, compared to 2.1 years at December 31, 2023.

At December 31, 2024, Artis had mortgages and loans payable outstanding, as follows:

		Canada		U.S.		То	tal Portfolio
	December 31, 2024	December 31, 2023	December 31, 2024	December 31, 2023	December 31, 2024		December 31, 2023
Fixed rate mortgages	\$ 141,749	\$ 220,218	\$ 48,476	\$ 46,548	\$ 190,225	\$	266,766
Variable rate mortgages (swapped)	203,020	203,414		43,483	203,020		246,897
Variable rate mortgages	6,839	14,160	283,848	388,498	290,687		402,658
Financing costs	(1,704)	(3,230)	(578)	(1,343)	(2,282)		(4,573)
	\$ 349,904	\$ 434,562	\$ 331,746	\$ 477,186	\$ 681,650	\$	911,748

At December 31, 2024, variable rate mortgage debt (excluding swapped mortgages) as a percentage of total debt, including credit facilities and debentures was 25.5%, compared to 21.1% at December 31, 2023. Management believes that holding a percentage of variable rate debt is prudent in managing a portfolio of debt and provides the benefit of lower interest rates over the long term, while keeping the overall risk at a moderate level. All of the REIT's variable rate mortgage debt is term debt and cannot be called on demand. The REIT has the ability to refinance, or use interest rate swaps, at any given point without incurring penalties.

Mortgages and Loans Payable by Asset Class

	December 31, 2024	Dec	ember 31, 2023
Canadian portfolio:			
Industrial	\$ 78,517	\$	61,740
Office	15,591		53,599
Retail/residential	257,500		322,453
	351,608		437,792
U.S. portfolio:			
Industrial	_		156,513
Office	332,324		322,016
	332,324		478,529
Total portfolio:			
Industrial	78,517		218,253
Office	347,915		375,615
Retail/residential	257,500		322,453
Total portfolio	\$ 683,932	\$	916,321

The change in total mortgages and loans payable is a result of the following:

Balance, December 31, 2023	\$ 916,321
Add (deduct):	
Draws on construction loan	349
Assumed variable rate mortgage on acquisition of investment property	3,603
New fixed rate mortgage	24,300
Repayment of fixed rate mortgage	(1,703)
Repayment of variable rate mortgages	(18,602)
Repayment of fixed rate mortgages upon disposition of investment properties	(96,512)
Repayment of variable rate mortgages upon disposition of investment properties	(160,538)
Principal repayments	(15,499)
Foreign currency translation loss	32,213
Balance, December 31, 2024	\$ 683,932

#### Senior Unsecured Debentures

Artis has one series of senior unsecured debentures outstanding, as follows:

				Decembe	r 31, 2024	December	31, 2023
	Issued	Maturity	Interest rate			Face value	
Series E	April 29, 2022	April 29, 2025	5.600 %	199,907	200,000	199,630	200,000
				\$ 199,907	\$ 200,000	\$ 199,630	\$ 200,000

#### **Credit Facilities**

On December 11, 2024, the REIT entered into an agreement for senior secured credit facilities (ie. the Secured Credit Facilities) for an aggregate amount of \$520,000, which include the \$350,000 revolving credit facility and the \$170,000 non-revolving credit facility. The Secured Credit Facilities mature on December 10, 2027 and can be utilized for general corporate purposes, including the acquisition or development of additional income producing properties. The REIT can draw on the Secured Credit Facilities in Canadian or US dollars. The Secured Credit Facilities bear interest at rates which depend on the ratio of consolidated indebtedness to consolidated gross book value. At December 31, 2024, the interest rate on Canadian dollar advances was adjusted CORRA + 2.10% or prime + 1.10%, and the interest rate on US dollar advances was adjusted SOFR + 2.10% or US base rate + 1.10%.

The Secured Credit Facilities replaced the REIT's previously existing senior unsecured revolving credit facilities in the aggregate amount of \$680,000 and senior unsecured non-revolving credit facilities in the aggregate amount of \$250,000.

For purposes of the Secured Credit Facilities, the REIT must maintain a consolidated indebtedness to consolidated gross book value ratio of not more than 60%, a minimum consolidated EBITDA to debt service ratio of 1.40, a minimum unitholders' equity of not less than the sum of \$750,000 and 75% of net proceeds received in connection with any equity offerings made after the date of the credit facilities agreement. As at December 31, 2024, the REIT was in compliance with these requirements.

As at December 31, 2024, there was \$85,000 drawn on the revolving credit facility and \$170,000 drawn on the non-revolving credit facility (December 31, 2023, \$544,681 drawn on the unsecured revolving credit facilities and \$250,000 drawn on the unsecured non-revolving facilities).

#### **Accounts Payable & Other Liabilities**

Included in accounts payable and other liabilities was accrued distributions payable to unitholders of \$6,299, which were paid subsequent to December 31, 2024.

# **UNITHOLDERS' EQUITY**

Unitholders' equity decreased overall by \$135,357 between December 31, 2023 and December 31, 2024. The overall decrease was primarily due to net loss of \$47,414, \$109,713 of common units and \$15,834 of preferred units purchased through the NCIB, distributions made to unitholders of \$103,829, and unit buyback tax of \$1,015, partially offset by other comprehensive income of \$79,596, contributed surplus of \$62,779, and the issuance of common units of \$73.

# OTHER FINANCIAL MEASURES

The measures and ratios calculated below are non-GAAP. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section of this MD&A.

## NAV per Unit

NAV per unit is a non-GAAP measure. Artis calculates NAV per unit as its unitholders' equity, adjusted for the outstanding face value of its preferred units, divided by its total number of dilutive units outstanding.

Management considers this metric to be a valuable measure of the REIT's residual equity available to its common unitholders.

000's, except unit and per unit amounts		December 31, 2024	D	ecember 31, 2023	Change
Unitholders' equity	\$	1,580,975	\$	1,716,332	\$ (135,357)
Less face value of preferred equity		(181,594)		(197,951)	16,357
NAV attributable to common unitholders	\$	1,399,381	\$	1,518,381	\$ (119,000)
Total number of diluted units outstanding:					
Common units		100,733,768		107,950,866	(7,217,098)
Restricted units		585,230		477,077	108,153
Deferred units		465,779		323,224	142,555
		101,784,777		108,751,167	(6,966,390)
NAV per unit	\$	13.75	\$	13.96	\$ (0.21)

Unitholders' equity decreased primarily due to net loss, distributions made to unitholders, units purchased under the NCIB, partially offset by the foreign exchange gain recorded in other comprehensive income.

The face value of preferred equity decreased due to preferred units purchased under the NCIB.

The total number of dilutive units outstanding has decreased primarily due to units purchased under the NCIB.

#### Secured Debt to GBV

Secured debt to GBV is a non-GAAP measure. Artis calculates GBV based on the total consolidated assets of the REIT, adding back the amount of accumulated depreciation of property and equipment. Artis calculates secured debt to GBV by dividing total secured debt by GBV.

Management considers secured debt to GBV to be a valuable measure of the REIT's leverage.

	D	December 31, 2024		ecember 31, 2023
Total assets	\$	2,803,161	\$	3,735,030
Add: accumulated depreciation		13,080		11,786
Gross book value		2,816,241		3,746,816
Secured mortgages and loans		681,650		911,748
Secured credit facilities		250,480		
Total secured debt	\$	932,130	\$	911,748
Secured debt to GBV		33.1 %		24.3 %

# **Total Debt to GBV**

Total debt to GBV is a non-GAAP measure. Artis calculates GBV based on the total consolidated assets of the REIT, adding back the amount of accumulated depreciation of property and equipment. Artis calculates total debt to GBV by dividing total debt, which consists of mortgages and loans, the carrying value of senior unsecured debentures, credit facilities and preferred shares liability, by GBV.

Management considers total debt to GBV to be a valuable measure of the REIT's leverage. Under the terms of the REIT's Declaration of Trust, total indebtedness of the REIT is limited to 70% of GBV.

	December 31, 2024	December 31 202		
Total assets	\$ 2,803,161	\$ 3,735,03	)30	
Add: accumulated depreciation	13,080	11,78	'86	
Gross book value	2,816,241	3,746,8	316	
Secured mortgages and loans	681,650	911,74	'48	
Preferred shares liability	1,009	92	28	
Carrying value of debentures	199,907	199,63	30	
Credit facilities	250,480	794,1	64	
Total debt	\$ 1,133,046	\$ 1,906,4	ŀ70	
Total debt to GBV	40.2 %	50	0.9 %	

# Adjusted EBITDA Interest Coverage Ratio

Adjusted EBITDA interest coverage ratio is a non-GAAP measure. The REIT calculates Adjusted EBITDA as net income, adjusted for interest expense, transaction costs, income taxes, all non-cash revenue and expense items and non-recurring items. The REIT also deducts net income (loss) from equity accounted investments and adds distributions from equity accounted investments.

In Q4-24, the REIT recorded an expected credit loss on the investments in the preferred units of Iris (Refer to Investment in Cominar and Preferred Investments section of this MD&A for further details). The expected credit loss was added back to the calculation of EBITDA due to its non-recurring and non-cash nature.

Adjusted EBITDA interest coverage ratio is calculated by dividing Adjusted EBITDA by interest expense from operations (excluding amortization of financing costs and above- and below-market mortgage adjustments) and excludes the REIT's share of interest expense in equity accounted investments.

Management considers this ratio to be a valuable measure of Artis's ability to service the interest requirements on its outstanding debt.

	Three months ended December 31,				Year ended December 31,				
		2024		2023		2024		2023	
Net loss	\$	(29,423)	\$	(86,837)	\$	(47,414)	\$	(332,068)	
Add (deduct):									
Tenant inducements amortized to revenue		6,255		6,177		25,456		24,595	
Straight-line rent adjustments		219		(509)		(451)		(2,554)	
Depreciation of property and equipment		319		311		1,194		1,226	
Net loss from equity accounted investments		16,090		1,804		86,595		57,385	
Distributions from equity accounted investments		768		1,373		3,483		4,346	
Interest expense		19,329		32,816		105,624		121,876	
Strategic review expenses		234		28		1,492		207	
Expected credit loss on preferred investments		31,316		_		31,316		_	
Fair value (gain) loss on investment properties		(15,954)		119,803		14,935		344,286	
Fair value loss (gain) on financial instruments		15,311		(12,201)		(4,558)		41,730	
Foreign currency translation loss (gain)		754		(3,880)		5,144		(6,932)	
Income tax expense (recovery)		298		3,067		(2,287)		(5,605)	
Adjusted EBITDA		45,516		61,952		220,529		248,492	
Interest expense		19,329		32,816		105,624		121,876	
Add (deduct):									
Amortization of financing costs		(879)		(797)		(3,237)		(3,401)	
Amortization of above- and below-market mortgages, net				84				778	
Adjusted interest expense	\$	18,450	\$	32,103	\$	102,387	\$	119,253	
Adjusted EBITDA interest coverage ratio		2.47		1.93		2.15		2.08	

# **Total Debt to Adjusted EBITDA**

Total debt to Adjusted EBITDA is a non-GAAP measure. Artis calculates total debt to Adjusted EBITDA based on annualizing the current quarter's Adjusted EBITDA as defined above and comparing that balance to Artis's total outstanding debt. Management considers this ratio to be a valuable measure of Artis's ability to meet financial obligations.

	December 31, 2024	De	cember 31, 2023
Secured mortgages and loans	\$ 681,650	\$	911,748
Preferred shares liability	1,009		928
Carrying value of debentures	199,907		199,630
Credit facilities	250,480		794,164
Total debt	1,133,046		1,906,470
Quarterly Adjusted EBITDA	45,516		61,952
Annualized Adjusted EBITDA	182,064		247,808
Total debt to Adjusted EBITDA	6.2		7.7

# **EQUITY ACCOUNTED INVESTMENTS**

#### **INVESTMENT PROPERTIES**

The REIT has interests in the following investment properties held in equity accounted investments:

					_	Owi	nership Interest
Property	Investment Type	Property Count	Location	Asset Class	Owned Share of GLA	December 31, 2024	December 31, 2023
Park 8Ninety V	Joint venture	_	Greater Houston Area, TX	Industrial	_	—%	95 %
Corridor Park (1)	Joint venture	_	Greater Houston Area, TX	Office	_	90 %	90 %
Graham Portfolio	Joint venture	8	Various Cities, AB/BC/SK	Industrial	243,109	75 %	75 %
The Point at Inverness	Joint venture	1	Greater Denver Area, CO	Office	95,199	50 %	50 %
Park Lucero East	Associate	_	Greater Phoenix Area, AZ	Industrial	_	—%	10 %

<sup>(1)</sup> Corridor Park is a parcel of development land.

During 2024, Artis acquired the remaining 5% of Park 8Ninety V, an industrial property in the Greater Houston Area, Texas. The property was subsequently sold.

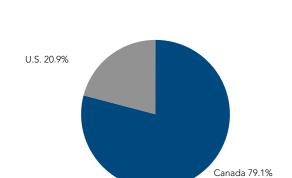
During 2024, Park Lucero East, an industrial property located in the Greater Phoenix Area, Arizona was sold. Artis had a 10% interest in this property and the REIT's share of the proceeds, net of costs and related debt was \$8,391.

# **Financial and Operating Results**

#### Net Operating Income

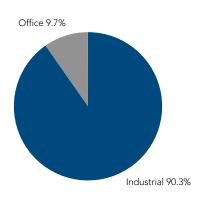
3	Three months ended December 31,			Year ended December 31,			
	2024		2023		2024		2023
Revenue	\$ 3,280	\$	5,600	\$	14,096	\$	19,160
Total operating expenses	1,593		2,271		6,156		7,656
Net operating income	\$ 1,687	\$	3,329	\$	7,940	\$	11,504

Below is a breakdown of Q4-24 net operating income by geographical region and asset class of the REIT's investment properties held under equity accounted investments at the REIT's ownership interest:



**Geographical Region** 

# **Asset Class**



# Fair Value (Loss) Gain on Investment Properties

In 2024, the fair value loss on investment properties was \$7,304 (Q4-24 - gain of \$1,914), compared to a loss of \$9,816 (Q4-23 - loss of \$22,453) in 2023.

# Other Expenses and Income, Net

In 2024, the net amount of other expenses and income, was \$1,811 (Q4-24 - \$320), compared to \$4,560 (Q4-23 - \$1,236) in 2023

#### **Financial Position**

The change in total investment properties held in equity accounted investments is a result of the following:

Balance, December 31, 2023	\$ 240,109
Additions:	
Capital expenditures	9,828
Leasing commissions	202
Dispositions	(13,825)
Straight-line rent adjustments	549
Tenant inducement additions, net of amortization	1,027
Reclassification from equity accounted investments (1)	(100,867)
Foreign currency translation gain	6,824
Fair value loss	(7,304)
Balance, December 31, 2024	\$ 136,543

<sup>(1)</sup> On February 22, 2024, the REIT increased its ownership interest in Park 8Ninety V to 100% and subsequently sold the property in Q3-24. As a result, Park 8Ninety V is no longer included in equity accounted investments.

At December 31, 2024, mortgages and loans payable at the REIT's ownership interest in investment properties held in equity accounted investments were as follows:

	December 31, 2024	December 3 202	
Fixed rate mortgage	\$ 26,839	\$ 28,0	)97
Variable rate mortgage	_	42,9	42
Financing costs	(7)	(	(87)
	\$ 26,832	\$ 70,9	<sup>2</sup> 52

The weighted-average term to maturity on mortgages and loans payable at the REIT's ownership interest in equity accounted investments was 0.6 years at December 31, 2024, compared to 0.8 years at December 31, 2023.

### OTHER INVESTMENTS

The REIT has interests in the following other investments held in equity accounted investments:

			Owi	nership Interest
Investment	Investment Type	Purpose	December 31, 2024	December 31, 2023
ICE LP	Joint venture	Investment in Iris Acquisition II LP	50.00 %	50.00 %
ICE II LP	Joint venture	Investment in the asset manager of Iris Acquisition II LP	50.00 %	50.00 %
Iris Acquisition II LP	Associate	Investment in Cominar Real Estate Investment Trust	32.29 %	32.64 %

In 2022, the REIT contributed \$112,000 to acquire common equity units in Iris Acquisition II LP ("Iris"), an entity formed to acquire the outstanding units of Cominar. The REIT's investment in 32.64% of the outstanding common equity units of Iris is determined to be an investment in an associate on the basis of the REIT's significant influence over this investment through representation on the Board of Cominar and the Board of the ultimate general partner of Iris. During the year ended December 31, 2024, Iris issued additional common equity units under its long-term incentive plan, resulting in the dilution of the REIT's interest to 32.29%.

In connection with the investment in Iris, the REIT, Sandpiper and an affiliate of Sandpiper entered into two joint ventures, ICE LP and ICE II LP. ICE LP holds 33.33% interest in the ultimate general partner of Iris and certain equity interest in Iris with profit participation rights. ICE II LP holds 33.33% interest in the asset manager of Cominar.

Under the asset management agreement, the asset manager earns a monthly fee of 1/12th of 1.75% of the net asset value of Iris. The asset management agreement has an initial term of six years with an automatic renewal of one year thereafter.

In addition, the REIT has an investment in junior preferred units of Iris in the initial amount of \$100,000. Refer to Preferred Investments section of this MD&A for further details.

The change in other investments held in equity accounted investments is a result of the following:

Balance, December 31, 2023	\$ 89,329
Net loss from Iris Acquisition II LP	(85,896)
Other comprehensive loss from Iris Acquisition II LP	(2,371)
Net income from ICE II LP	477
Contributions to ICE LP and ICE II LP	13
Distributions from ICE II LP	(987)
Balance, December 31, 2024	\$ 565

As at December 31, 2024, the REIT's cumulative share of losses of Iris exceeded the REIT's net investment in the common equity units. As a result, the loss from Iris in the amount of \$17,845 was not recognized for the year ended December 31, 2024, as the REIT has no obligation in respect of these losses.

# LIQUIDITY AND CAPITAL RESOURCES

Cash flow from operations represents the primary source of funds for distributions to unitholders and principal repayments on mortgages and loans.

### **DISTRIBUTIONS**

The Trustees determine the level of cash distributions based on the level of cash flow from operations before working capital changes, less actual and planned capital expenditures. During the period, distributions are based on estimates of full year cash flow and capital spending; thus, distributions may be adjusted as these estimates change. It is expected that normal seasonal fluctuations in working capital will be funded from cash resources.

	Three months ended				Υ	ear ended	,	Year ended
	Dec	ember 31,	December 31,		December 31,		De	cember 31,
		2024		2024		2023		2022
Cash flow from operations	\$	24,423	\$	80,140	\$	79,962	\$	140,744
Net loss		(29,423)		(47,414)		(332,068)		(5,294)
Monthly and quarterly distributions paid and payable		18,406		75,699		79,458		86,228
Special Distribution payable in cash		_		_		_		9,234
		18,406		75,699		79,458		95,462
Excess of cash flow from operations over distributions paid and payable		6,017		4,441		504		45,282
(Shortfall) of net income over distributions paid and payable		(47,829)		(123,113)		(411,526)		(100,756)

Artis's primary objective is to provide tax-efficient monthly cash distributions.

The shortfall of net income over distributions paid and payable for the three months ended December 31, 2024, the year ended December 31, 2024, year ended December 31, 2023 and year ended December 31, 2022 was primarily due to the non-cash impact of the fair value changes on investment properties (including properties held under equity accounted investments) and financial instruments. Also contributing to the shortfall of net income over distributions paid and payable for the three months ended December 31, 2024 and the year ended December 31, 2024, was the non-cash impact of the expected credit loss on preferred investments.

### **CAPITAL RESOURCES**

At December 31, 2024, Artis had \$32,789 of cash on hand. Management anticipates that the cash on hand may be invested in investment properties, used for working capital purposes, debt repayment or other activities in accordance with the REIT's business strategy.

The REIT has a secured revolving term credit facility in the amount of \$350,000, which can be utilized for general corporate and working capital purposes, short term financing of investment property acquisitions and the issuance of letters of credit. At December 31, 2024, the REIT had \$265,000 available on its revolving term credit facilities.

At December 31, 2024, the REIT had 10 unencumbered properties and two unencumbered parcels of development land, representing a fair value of \$235,097.

Artis is not in default or arrears on any of its obligations, including distributions to unitholders, interest or principal payments on debt at December 31, 2024.

The REIT's mortgage providers have various financial covenants. The REIT monitors these covenants, which are primarily debt service coverage ratios. Mortgages and loans payable with maturities within 12 months or are payable on demand as a result of a financial covenant breach are classified as current liabilities.

The REIT's management expects to meet all of its short-term obligations and capital commitments with respect to investment properties and new developments in process through funds generated from operations, from the proceeds of mortgage financing, drawing on secured credit facilities, from the issuance of new debentures or units and from cash on hand.

### **CONTRACTUAL OBLIGATIONS**

	Total	Less than 1 year	1 - 3 years	4	4 - 5 years	After 5 years
Accounts payable and other liabilities	\$ 64,155	\$ 64,155	\$ _	\$	_	\$ _
Lease liabilities	3,692	716	1,450		1,526	_
Credit facilities	255,000	_	255,000		_	_
Senior unsecured debentures	200,000	200,000	_		_	_
Mortgages and loans payable	683,932	349,122	196,444		131,706	6,660
Total contractual obligations	\$ 1,206,779	\$ 613,993	\$ 452,894	\$	133,232	\$ 6,660

As at December 31, 2024, the REIT had an extension option for a mortgage maturing in the next 12 months in the amount of \$46,747.

The REIT's schedule of mortgage maturities is as follows:

Year ended December 31,	D	ebt maturities	% of total principal		Scheduled principal repayments on -matured debt		Total annual principal repayments	Weighted- average nominal interest rate on balance due at maturity
2025	¢.	227 220	51.4 %	¢	11 704	ф	240 122	/ 05 0/
	\$	337,338		\$	•	\$	349,122	6.85 %
2026		179,914	27.5 %		6,001		185,915	5.79 %
2027		5,071	0.8 %		5,458		10,529	5.80 %
2028		105,470	16.1 %		3,965		109,435	5.88 %
2029		21,671	3.3 %		600		22,271	5.50 %
2030 & later		5,950	0.9 %		710		6,660	3.90 %
Total	\$	655,414	100.0 %	\$	28,518	\$	683,932	6.32 %

# **RISKS AND UNCERTAINTIES**

A summary of all risks applicable to the REIT are set forth in Artis's 2024 Annual Information Form. The REIT discusses specific risk factors below.

### **STRATEGY**

# Failure to Execute the Strategy

Pursuant to the strategy, Artis intends to make investments that achieve superior investment performance commensurate with reasonable risk. This goal relies on the successful execution of its investment strategies, which may be uncertain as it requires suitable opportunities, careful timing and business judgment, as well as sufficient resources to make investments and restructure them, if required, notwithstanding difficulties experienced in a particular industry. In addition, there is no assurance that Artis will be able to identify suitable or sufficient opportunities that meet its investment criteria and be able to make investments at attractive prices to supplement its growth in a timely manner, or at all. Further, Artis may be exposed to unexpected risks and costs associated with its investments, including that the costs necessary to bring an investment up to Artis's standards established for its intended market position may be higher than expected.

#### **Investment Portfolio**

In connection with the strategy, investment returns will become an increasingly important part of Artis's overall profitability as Artis's operating results will depend in part on the performance of its investment portfolio. It is expected that Artis's investment portfolio will include bond and other debt instruments, common stock, preferred stock and derivative instruments. Accordingly, fluctuations in the fixed income or equity markets could have an adverse effect on Artis's financial condition, profitability or cash flows. The return on the portfolio and the risks associated with the investments are affected by the asset mix of the portfolio companies, which can change materially depending on market conditions.

# Acquisitions, Divestitures and Strategic Initiatives

Pursuant to the strategy, Artis may periodically explore opportunities to make strategic investments in all or part of certain businesses or companies. Although Artis will undertake due diligence prior to the completion of an acquisition or investment, there can be no assurance that Artis will have adequate time or access to complete appropriate investigations or that Artis will properly ascertain or assess all of the significant risks of such investment. Furthermore, some of the risks may be outside of Artis's control and leave Artis with no ability to mitigate or control the chances that those risks will adversely impact the target company. In addition, there is no assurance that the anticipated financial or strategic objectives following an integration effort or the implementation of a strategic initiative will be achieved, which could adversely affect Artis's financial condition, profitability or cash flows. In particular, acquisitions may involve a number of special risks, including failure to retain key personnel, unanticipated events or circumstances and legal liabilities, some or all of which could have a material adverse effect on Artis's business, results of operations and financial position.

### Control or Significant Influence Risk & Minority Investments

Although Artis may endeavour to make investments that allow it to acquire control or exercise significant influence over management and the strategic direction of its portfolio entities, there can be no assurance that all investments will provide Artis with such a degree of influence or control. In addition, the exercise of control over a portfolio company imposes additional risks of liability for failure to supervise management. The exercise of control over an investment could expose the assets of Artis to claims by such businesses, its shareholders and its creditors. While Artis intends to manage its investments in a manner that will minimize the exposure to these risks, the possibility of successful claims cannot be precluded. On occasion, Artis expects that it may also make minority equity investments in businesses in which Artis does not participate in the management or otherwise control the business or affairs of such businesses. While Artis will monitor the performance of each investment and maintain an ongoing dialogue with each business management team, it will be the responsibility of the management of the business to operate the business on a day-to-day basis and Artis may not have the right or ability to control or otherwise influence such business. Accordingly, these companies may undertake activities which Artis does not believe is in their best interests.

### **Competitive Market for Investment Opportunities**

In accordance with the overall strategy and Artis's business objective and investment strategies, Artis will compete with a large number of other investors, such as private equity funds, mezzanine funds, investment banks and other equity and non-equity based public and private investment funds, and other sources of financing, including traditional financial services companies, such as commercial banks. Competitors may have a lower cost of funds and may have access to funding sources that are not available to Artis. In addition, certain competitors of Artis may have higher risk tolerances or different risk assessments, which could allow them to consider a wider variety of investments and establish more relationships and build their respective market shares. There can be no assurance that the competitive pressures faced by Artis will not have a material adverse effect on its investment activities pursuant to the strategy.

# Reputation

Artis could be negatively impacted if there is misconduct or alleged misconduct by its personnel, personnel of Sandpiper or those of the portfolio companies in which Artis invests, including historical misconduct prior to its investment. Risks associated with misconduct at portfolio companies is heightened in cases where Artis does not have legal control or exercise significant influence over an investment, or is not otherwise involved in actively managing a portfolio company. In such situations, given Artis's ownership position and affiliation with the portfolio company, it may still be negatively impacted from a reputational perspective through this association.

# Reliance on Services of Sandpiper

Some decisions with respect to the assets and investment strategy of Artis are expected to be made with reliance on the services and support of Sandpiper. Personnel and support staff of Sandpiper who provide services to Artis are not required to treat their responsibilities to Artis as their primary responsibilities or to act exclusively for Artis (other than Samir Manji, who has certain fiduciary duties and contractual obligations with respect to Artis in his capacity as CEO and a trustee). The Services Agreement does not require Sandpiper to maintain the employment of any of its personnel or to cause any particular person to provide services to Artis. There can be no assurance that any of the personnel and support staff of Sandpiper will remain in their current positions.

### REAL PROPERTY OWNERSHIP

All real property investments are subject to elements of risk. General economic and political conditions, local real estate markets, supply and demand for leased premises, competition from other available premises and various other factors affect such investments. The value of real property and any improvements thereto may also depend on the credit and financial stability of the tenants and upon vacancy rates of Artis's portfolio of income-producing properties. Artis's financial performance would be adversely affected if a significant number of tenants were to become unable to meet their obligations under their leases. Upon the expiry of any lease, there can be no assurance that the lease will be renewed on favourable terms to Artis or at all and no guarantee that the tenant can be replaced. The terms of any subsequent leases may be less favourable to Artis than the existing leases. In the event of default by a tenant, delays or limitations in enforcing rights as lessor may be experienced and substantial costs may be incurred by Artis. Furthermore, at any time, a tenant of any of Artis's property or properties may seek the protection of bankruptcy, insolvency or similar laws that could result in the rejection and termination of such tenant's lease and thereby adversely affect the financial performance of Artis.

Certain expenditures, including property taxes, maintenance costs, mortgage payments, insurance costs and related charges must be made throughout the period of ownership of real property regardless of whether the real property is producing any income. If Artis is unable to make mortgage payments on any property, losses could be sustained as a result of the mortgagee's exercise of its right of foreclosure and sale.

#### **DEVELOPMENTS**

Artis is subject to numerous risks related to development projects including development costs exceeding original estimates, construction or other unforeseen timing delays and development projects not be leased on a timely basis or at anticipated rates upon completion. These risks could impact the REIT's liquidity, financial position and future earning potential.

At December 31, 2024, there were no investment properties under development.

#### **DEBT FINANCING AND INTEREST RATE FLUCTUATIONS**

Artis will be subject to the risks associated with debt financing. There can be no assurance that Artis will be able to refinance its existing indebtedness on terms that are as or more favourable to Artis as the terms of existing indebtedness. The inability to replace financing of debt on maturity would have an adverse impact on the financial condition and results of Artis.

Management seeks to mitigate this risk in a variety of ways. First, management considers structuring the timing of the renewal of significant tenant leases on properties in relation to the time at which mortgage indebtedness on such property becomes due for refinancing. Second, management seeks to secure financing from a variety of lenders on a property by property basis. Third, mortgage terms are, where practical, structured such that the exposure in any one year to financing risks is balanced.

Artis is also subject to interest rate risk associated with the REIT's credit facilities, mortgages and debentures payable due to the expected requirement to refinance such debts in the year of maturity. The REIT minimizes the risk by restricting debt to 70% of gross book value and by carefully monitoring the amount of variable rate debt. At December 31, 2024, 27.8% of the REIT's mortgages and loans payable bear interest at fixed rates, and a further 29.7% of the REIT's mortgages and loans payable bear interest at variable rates with interest rate swaps in place. At December 31, 2024, the REIT is a party to \$748,707 of variable rate debt, including credit facilities (December 31, 2023, \$1,444,236). At December 31, 2024, the REIT had entered into interest rate swaps to hedge the interest rate risk associated with \$203,020 of variable rate debt (December 31, 2023, \$246,897). The REIT has the ability to place interest rate swaps on top of variable rate debt at any time in order to effectively fix the interest rate.

At December 31, 2024, the REIT's ratio of secured debt to GBV was 33.1%, compared to 24.3% at December 31, 2023. At December 31, 2024, the REIT's ratio of total debt to GBV was 40.2%, compared to 50.9% at December 31, 2023. Approximately 51.4% of Artis's maturing mortgage debt comes up for renewal during 2025, and 27.5% in 2026. Management is in discussion with various lenders with respect to the renewal or refinancing of the 2025 mortgage maturities.

### **FOREIGN CURRENCY**

The REIT owns properties located in the U.S., and therefore, the REIT is subject to foreign currency fluctuations that may impact its financial position and results. In order to mitigate this risk, the REIT's debt on U.S. properties and when applicable, a portion of the amounts drawn on credit facilities are held in US dollars to act as a natural hedge.

### **TENANTS**

### **Credit and Tenant Concentration**

Artis is exposed to risks relating to tenants that may be unable to pay their contracted rents. Management mitigates this risk by acquiring and owning properties across several asset classes and geographical regions. As well, management seeks to acquire properties with strong tenant covenants in place. Artis's portfolio includes 706 tenant leases with a weighted-average term to maturity of 5.1 years. Approximately 48.4% of the REIT's gross revenue is derived from national or government tenants. As indicated below, the REIT's largest tenant by gross revenue is the government (including federal, provincial or state, civic or municipal government tenants). Further information regarding the REIT's government tenants can be found below under Government Tenants by Gross Revenue. The second largest tenant by gross revenue is Bell Canada, which is Canada's leading telecommunications company.

Top 20 Tenants by Gross Revenue (1)

Tenant	Tenant location	% of total gross revenue (2)	Owned share of GLA (000's of S.F.)	% of total GLA	Weighted- average remaining lease term
Government Tenants	Canada and US	5.6 %	444	4.5 %	6.3
Bell Canada	Canada	3.9 %	115	1.2 %	5.5
Prime Therapeutics LLC	US	3.2 %	386	3.9 %	9.8
Catalent Pharma Solutions, LLC	US	2.5 %	244	2.4 %	11.6
A WIN Management, Inc.	US	2.2 %	153	1.5 %	7.9
CB Richard Ellis, Inc.	US	2.1 %	108	1.1 %	2.0
PBP, Inc.	US	1.9 %	519	5.2 %	6.9
TDS Telecommunications Corporation	US	1.9 %	127	1.3 %	5.0
Kodak Canada ULC	Canada	1.6 %	130	1.3 %	4.7
UCare Minnesota	US	1.6 %	124	1.2 %	8.6
Civeo Canada Ltd.	Canada	1.3 %	72	0.7 %	3.5
Soo Line Railroad Company	US	1.3 %	92	0.9 %	2.7
Maple Leaf Consumer Foods Inc.	Canada	1.3 %	163	1.6 %	4.5
SunGard Recovery Services Inc.	US	1.2 %	99	1.0 %	1.0
U of Wisconsin Medical Foundation	US	1.1 %	101	1.0 %	2.7
U of WI Hospitals & Clinic Authority	US	1.1 %	86	0.9 %	1.3
Bell MTS	Canada	1.1 %	76	0.8 %	2.0
Axway, Inc.	US	0.9 %	52	0.5 %	6.9
The Toronto-Dominion Bank	Canada	0.9 %	46	0.5 %	8.5
Pitblado	Canada	0.9 %	40	0.4 %	6.0
Total		37.6 %	3,177	31.9 %	6.4

The table below provides further detail regarding the REIT's federal, provincial or state, civic or municipal government tenants.

Tenant	% of total gross revenue <sup>(2)</sup>	Owned share of GLA (000's of S.F.)	% of total GLA	Weighted- average remaining lease term
Federal Government	3.6 %	243	2.4 %	4.0
Provincial or State Government	1.3 %	135	1.4 %	7.6
Civic or Municipal Government	0.7 %	66	0.7 %	12.0
Total	5.6 %	444	4.5 %	6.3
Weighted-average term to maturity (entire portfolio)				5

<sup>(1)</sup> Based on owned share of GLA of properties. Excludes properties held in equity accounted investments, properties held for redevelopment, and Artis's commercial/residential property

<sup>(2)</sup> Total gross revenue is in Canadian and US dollars.

### Lease Rollover

The value of investment properties and the stability of cash flows derived from those properties is dependent upon the level of occupancy and lease rates in those properties. Upon expiry of any lease, there is no assurance that a lease will be renewed on favourable terms, or at all; nor is there any assurance that a tenant can be replaced. A contraction in the Canadian or U.S. economy would negatively impact demand for space in industrial, office and retail properties, consequently increasing the risk that leases expiring in the near term will not be renewed.

Details of the portfolio's expiry schedule is as follows:

		Canada			Canada U.S.			
Expiry Year	Industrial	Office	Retail	Industrial	Office	Total		
						_		
2025	3.8 %	1.9 %	1.8 %	1.0 %	3.8 %	12.3 %		
2026	4.8 %	1.2 %	1.8 %	— %	5.4 %	13.2 %		
2027	3.3 %	0.5 %	1.5 %	— %	3.5 %	8.8 %		
2028	5.5 %	0.3 %	2.3 %	— %	2.2 %	10.3 %		
2029 & later	7.7 %	5.6 %	2.9 %	7.0 %	20.2 %	43.4 %		
Vacant	0.7 %	2.0 %	1.1 %	0.8 %	7.1 %	11.7 %		
Month-to-month	<b>-</b> %	0.1 %	0.2 %	—%	—%	0.3 %		
Total portfolio	25.8 %	11.6 %	11.6 %	8.8 %	42.2 %	100.0 %		

Artis's real estate is diversified across four Canadian provinces and four U.S. states, and across the industrial, office, retail and residential asset classes. By city and asset class, the five largest markets of the REIT's portfolio (by Q4-24 net operating income) are Twin Cities Area Office, Madison Office, Greater Phoenix Area Office, Winnipeg Office and Winnipeg Industrial.

# SIFT RULES AND OTHER TAX-RELATED FACTORS

The Income Tax Act (Canada) contains legislation affecting the tax treatment of a SIFT trust or partnership ("the SIFT Rules"), which are applicable to publicly traded income trusts unless the trust satisfies the REIT Exception. The REIT Exception to the SIFT Rules is comprised of a number of technical tests and the determination as to whether the REIT qualifies for the REIT Exception in any particular taxation year can only be made with certainty at the end of the taxation year. Management believes that the REIT has met the requirements of the REIT Exception in each taxation year since 2009 and that it has met the REIT Exception throughout the years ended December 31, 2024 and December 31, 2023. There can be no assurances, however, that the REIT will continue to be able to satisfy the REIT Exception in the future such that the REIT will not be subject to the tax imposed by the SIFT Rules.

If Artis is subject to the SIFT Rules, the SIFT Rules may, depending on the nature of distributions from Artis, including what portion of its distributions are income and what portion are returns of capital, have a material adverse effect on the after-tax returns of certain Unitholders.

Also, in the event that the SIFT Rules apply to Artis, they may adversely affect the marketability of the Units or Preferred Units, the amount of cash available for distributions and, among other things, there can be no assurance that Artis will be able to maintain the portion of distributions that is treated as a non-taxable return of capital.

The Tax Act contains restrictions relating to the activities and the investments permitted by a mutual fund trust. Closed-end trusts must also comply with a number of technical tests relating to its investments and income.

Management of Artis intends to ensure that Artis satisfies the conditions to qualify as a closed-end mutual fund trust by complying with the restrictions in the Tax Act as they are interpreted and applied by the Canada Revenue Agency. No assurance can be given that Artis will be able to comply with these restrictions at all times. If Artis were not to qualify as a mutual fund trust, the consequences could be material and adverse.

There can be no assurance that the Canadian federal income tax laws respecting mutual fund trusts, or the ways in which these rules are interpreted and applied by the Canada Revenue Agency, may not be changed in a manner which adversely affect Artis and/or its security holders.

Recent amendments to the Tax Act contains excessive interest and financing expenses limitation ("EIFEL") rules that applies to trusts and corporations effective January 1, 2024. The EIFEL rules limit the amount of net interest and financing expenses in certain circumstances to a fixed ratio of 30% of tax-EBITDA. Where a consolidated group is eligible and elects as a group, a higher group ratio can be used. Management believes that the EIFEL Rules did not have an adverse impact on the REIT and its subsidiaries for the year ended December 31, 2024, however, there can be no assurances in this regard for future years. If the EIFEL Rules were to apply to restrict deductions otherwise available to the REIT and/or its subsidiaries, the taxable income allocated by the REIT to Unitholders may increase, which would reduce the after-tax return for investors.

The REIT operates in the U.S. through four U.S. REITs (Artis US Holdings, Inc., Artis US Holdings II, LLC, Artis US Holdings III, LLC and Artis US Holdings IV, LLC) which are primarily capitalized by the REIT by way of common equity, debt in the form of notes owed to the REIT and preferred shares. If the Internal Revenue Service ("IRS") or a court were to determine that the notes and related interest should be treated differently for tax purposes this may adversely affect the REIT's ability to flow income from the U.S. to Canada.

### **CYBER SECURITY**

Cyber security has become an increasingly problematic issue for issuers and businesses in Canada and around the world, including for Artis and the real estate industry. Cyber attacks against large organizations are increasing in sophistication and are often focused on financial fraud, compromising sensitive data for inappropriate use or disrupting business operations. A cyber incident is considered to be any adverse event that threatens the confidentiality, integrity or availability of the organization's information resources. More specifically, a cyber incident is an intentional attack or an unintentional event that can include gaining unauthorized access to information systems to disrupt operations, corrupt data or steal confidential information.

As Artis's reliance on technology has increased, so have the risks posed to its system. Artis's primary risks that could directly result from the occurrence of a cyber incident include operational interruption, damage to its reputation, damage to its business relationships with its tenants, disclosure of confidential information regarding its tenants, employees and third parties with who Artis interacts, and may result in negative consequences, including remediation costs, loss of revenue, additional regulatory scrutiny and litigation. These developments may subject Artis's operations to increased risks, as well as increased costs, and, depending on their magnitude, could have a material adverse effect on Artis's financial position and results of operations.

The Board and management are responsible for overseeing Artis's cyber security risks. To remain resilient to these risks, Artis has implemented processes, procedures and controls to help mitigate these risks, including installing firewalls and antivirus programs on its networks, servers and computers, and staff training. However, these measures, as well as its increased awareness of a risk of a cyber incident, do not provide assurance that its efforts will be effective or that attempted security breaches or disruptions will not be successful or damaging.

# OTHER INFORMATION

### **RELATED PARTY TRANSACTIONS**

In 2024, the REIT paid employment benefits to employees and issued unit-based awards to trustees, officers and employees.

Sandpiper is a related party by virtue of being a company under joint control of the President and Chief Executive Officer of the REIT.

The REIT entered into a Space Sharing Licence Agreement with Sandpiper for use of certain office premises. The agreement has an automatic one-year extension unless terminated by either party upon written notice no later than 120 days before the end of the term or extension term.

The REIT entered into a Services Agreement with Sandpiper to provide certain services to support the REIT's strategy to acquire ownership positions in publicly-listed real estate entities. The annual fee payable to Sandpiper is 0.50% for years one to three, 0.40% for year four, and 0.30% for year five and thereafter, based on the net value of the investments made by the REIT pursuant to this agreement. The agreement was effective May 17, 2021 and continues until termination by either party upon 60-day written notice, or upon other specific circumstances.

Fees paid and accrued to Sandpiper were as follows:

	Three months ended December 31,			Year ended December 31,			
	 2024		2023		2024		2023
Space sharing licence costs	\$ 33	\$	32	\$	131	\$	127
Service fees	95		171		577		1,064
	\$ 128	\$	203	\$	708	\$	1,191

Amounts payable to Sandpiper were \$95 as at December 31, 2024 (December 31, 2023, \$171).

In connection with the investment in Iris on March 1, 2022, the REIT entered into two joint ventures, ICE LP and ICE II LP, with Sandpiper and an affiliate of Sandpiper. As at December 31, 2024, the REIT had a balance payable to ICE II LP of \$549 (December 31, 2023, \$987).

# SUBSEQUENT EVENTS

Subsequent to December 31, 2024, the following transactions took place:

- The REIT disposed of two industrial properties and two retail properties in Canada for an aggregate sale price of \$70,450.
- The REIT purchased equity securities for \$3,264 and sold investments in equity securities for proceeds of \$30,377.
- The REIT purchased through the NCIB 1,294,473 common unit at a weighted-average price of \$7.53, 24,000 Series E
  preferred units at a weighted-average price of \$20.68 and 1,900 Series I preferred units at a weighted-average price
  of \$20.96.
- The REIT repaid a net balance of \$26,000 on the revolving credit facility.
- The REIT declared a monthly cash distribution of \$0.05 per common unit for the months of January and February 2025.
- The REIT declared a quarterly cash distribution of \$0.4370625 per Series I preferred unit for the three months ended January 31, 2025.

# **OUTSTANDING UNIT DATA**

As of March 6, 2025, the balance of common units outstanding is as follows:

	Total
Units outstanding at December 31, 2024	100,733,768
Units issued on redemption of restricted units	332
Units purchased and cancelled through NCIB	(1,176,357)
Units purchased through NCIB, not cancelled at March 6, 2025	(118,116)
Units outstanding at March 6, 2025	99,439,627

As of March 6, 2025, the balance of preferred units outstanding is as follows:

	Series E	Series I	Total
Units outstanding at December 31, 2024	2,935,809	4,327,956	7,263,765
Units purchased and cancelled through NCIB	(21,300)	_	(21,300)
Units purchased through NCIB, not cancelled at March 6, 2025	(2,700)	(1,900)	(4,600)
Units outstanding at March 6, 2025	2,911,809	4,326,056	7,237,865

The balance of restricted units outstanding as of March 6, 2025 is 457,904, of which none have vested.

The balance of deferred units outstanding as of March 6, 2025 is 493,245. All of these deferred units have vested, 156,006 of which are redeemable.

# SUMMARIZED QUARTERLY INFORMATION

\$000's, except per unit amounts	Q4-24	Q3-24	Q2-24	Q1-24	Q4-23	Q3-23	Q2-23	Q1-23
Revenue	\$ 68,851	\$ 66,369	\$ 84,729	\$ 80,420	\$ 80,892	\$ 80,412	\$ 84,278	\$ 90,255
Net operating income	37,695	34,091	47,888	43,557	45,352	43,737	46,867	48,061
Net (loss) income	(29,423)	(11,635)	765	(7,121)	(86,837)	(137,516)	(84,954)	(22,761)
Total comprehensive income (loss)	25,736	(27,794)	12,298	21,942	(116,270)	(109,017)	(115,441)	(23,671)
Basic loss per common unit	(0.31)	(0.14)	(0.02)	(0.10)	(0.84)	(1.29)	(0.78)	(0.22)
Diluted loss per common unit	(0.31)	(0.14)	(0.03)	(0.10)	(0.84)	(1.29)	(0.78)	(0.23)
FFO <sup>(1)</sup>	¢ 22.000	f 22.442	£ 20.700	¢ 0/ 4/7	ф <u>07 07</u> г	ф 07 F70	ф 11 / <b>2</b> 1	ф 22 271
	\$ 23,809 0.23	\$ 32,443	\$ 28,698	\$ 26,467	\$ 27,275 0.25	\$ 27,579	\$ 11,631 0.10	\$ 33,371
FFO per unit - diluted (1)		0.31	0.27	0.24		0.25		0.29
FFO payout ratio <sup>(1)</sup>	65.2 %	48.4 %	55.6 %	62.5 %	60.0 %	60.0 %	150.0 %	51.7 %
AFFO (1)	\$ 14,980	\$ 21,840	\$ 17,063	\$ 14,578	\$ 15,418	\$ 14,718	\$ (1,236)	\$ 20,415
AFFO per unit - diluted (1)	0.15	0.21	0.16	0.13	0.14	0.13	(0.01)	0.18
AFFO payout ratio <sup>(1)</sup>	100.0 %	5 71.4 %	93.8 %	115.4 %	107.1 %	115.4 %	(1500.0)%	83.3 %
Sama Pranarty NOI (dealing) grouth (1)	(0.4)0	(0.0)0	(0.4)0/	4.0.00	0.00			0.4.0/
Same Property NOI (decline) growth (1)	(0.1)%							
Adjusted EBITDA interest coverage ratio (1)	2.47	2.37	2.05	1.92	1.93	2.10	2.04	2.28
Leasable area renewed (in square feet)	204,564	146,979	100,365	288,517	261,889	177,787	269,026	315,574
Increase in weighted-average rental rate	3.3 %	2.5 %	3.1 %	2.2 %	5.8 %	3.5 %	4.6 %	4.8 %
	2024	2024	2024	2024	2023	2023	2023	2023
	Dec 31	Sept 30	Jun 30	Mar 31	Dec 31	Sept 30	Jun 30	Mar 31
N	00	00	10/	117	110	101	100	125
Number of properties	88			117	119	121	122	135
GLA (000's of square feet)	9,971			14,237	13,727	14,014	14,042	15,600
Occupancy <sup>(2)</sup>	88.2 %	87.3 %	89.5 %	89.5 %	90.1 %	89.9 %	90.3 %	90.5 %
NAV per unit <sup>(1)</sup>	\$ 13.75	\$ 13.77	\$ 14.11	\$ 14.06	\$ 13.96	\$ 15.26	\$ 16.28	\$ 17.09
Total debt to Adjusted EBITDA (1)	6.2	5.4	7.1	8.0	7.7	8.0	7.8	8.3
Secured debt to GBV (1)	33.1 %							
Total debt to GBV <sup>(1)</sup>	40.2 %							
Tatal assats	£2.002.474	¢2.042.007	¢2 E00 147	¢2.7E0.420	¢2 725 020	¢2 074 700	¢2.002.404	¢4.4/7.50/
Total assets Total non-current financial liabilities	636,503	\$2,843,897 554,239	53,508,147			1,548,240	1,172,550	1,293,551
Total Hon-culterit illiancial liabilities	050,505	JJ4,2J7	002,124	1,131,4/4	1,047,231	1,540,240	1,1/2,330	1,2/0,001

<sup>(1)</sup> Represents a non-GAAP measure or non-GAAP ratio. Refer to the Notice with Respect to Non-GAAP & Supplementary Measures Disclosure section in this MD&A.

The quarterly financial results have been impacted by acquisition, disposition and (re)development activity, the impact of foreign exchange, lease termination income, transaction costs, and the fair value gains and losses on investment properties and financial instruments.

Per unit results are also impacted by units purchased under the NCIB.

<sup>(2)</sup> Excludes properties held for redevelopment, new developments in process, completed new developments, and properties held in equity accounted investments. Refer to the Property Portfolio section of this MD&A.

# CRITICAL ACCOUNTING ESTIMATES

Artis REIT's management believes that the policies below are those most subject to estimation and judgment by management.

### **VALUATION OF INVESTMENT PROPERTIES**

Investment properties include properties held to earn rental income and properties that are being constructed or developed for future use as investment properties. Investment properties are measured at fair value with any changes therein recognized in net income or loss for the year. Artis determines the fair value of investment properties based upon either the discounted cash flow method or the overall capitalization method. Under the discounted cash flow method, expected future cash flows for each investment property were discounted, generally over a term of approximately 10 years, using weighted-average rates of approximately 8.07% at December 31, 2024 and 7.89% at December 31, 2023. Expected future cash flows for each investment property have been based upon, but not limited to, rental income from current leases, budgeted and actual expenses, and assumptions about rental income from future leases. Under the overall capitalization method, year one income was stabilized and capped at weighted-average capitalization rates of approximately 7.09% at December 31, 2024 and 6.89% at December 31, 2023.

Investment properties under development include initial acquisition costs, other direct costs and borrowing costs during the period of development. The REIT considers practical completion to have occurred when all the activities necessary to prepare the qualifying asset for its intended use or sale are complete.

### ALLOWANCE FOR DOUBTFUL ACCOUNTS

The REIT measures loss allowance for rents receivable at the lifetime expected credit losses. In determining the expected credit losses, the REIT takes into account the expectations of future defaults and rent abatements based on payment history, tenant communications and economic conditions.

#### **VALUATION OF DEFERRED TAX ASSETS AND LIABILITIES**

The REIT has reviewed the SIFT Rules (see discussion under the Tax Risk section of this MD&A) and has assessed their interpretation and application to the REIT's assets and revenues. While there are uncertainties in the interpretation and application of the SIFT Rules, the REIT believes it has met the REIT Exception throughout the years ended December 31, 2024 and 2023.

### **VALUATION OF PREFERRED INVESTMENTS**

Investment in the junior preferred units of Iris is assessed for impairment by evaluating the expected credit loss. The REIT considers the probability-weighted amount that is determined by evaluating a range of possible outcomes, the time value of money and reasonable and supportable information that is available at the reporting date.

# CHANGES IN ACCOUNTING STANDARDS

### New or Revised Accounting Standard Adopted During the Year

The REIT has adopted amendments to IAS 1 Presentation of Financial Statements- Classification of Liabilities as Current or Non-current and Non-current Liabilities with Covenants. The amendments clarify that the classification of liabilities as current or non-current is based on rights that are in existence at the end of the reporting period, specify that classification is unaffected by expectations about whether an entity will exercise its right to defer settlement of a liability, explain that rights are in existence if covenants are complied with at the end of the reporting period, and introduce a definition of 'settlement' to make clear that settlement refers to the transfer to the counterparty of cash, equity instruments, other assets or services. The amendments further clarify that only covenants with which an entity must comply on or before the reporting date will affect a liability's classification as current or non-current and specify additional disclosures requirements. The amendments had no impact on the consolidated financial statements.

# **Future Changes in Accounting Standards**

IFRS 18 Presentation and Disclosure in Financial Statements

In April 2024, the International Accounting Standards Board issued IFRS 18, which replaces IAS 1 Presentation of Financial Statements. IFRS 18 introduces new requirements for presentation within the statement of profit or loss, including specified totals and subtotals. Furthermore, entities are required to classify all income and expenses within the statement of profit or loss into one of five categories: operating, investing, financing, income taxes and discontinued operations. It also requires disclosure of newly defined management-defined performance measures, subtotals of income and expenses, and includes new requirements for aggregation and disaggregation of financial information based on the identified 'roles' of the primary financial statements (PFS) and the notes. In addition, narrow-scope amendments have been made to IAS 7 Statement of Cash Flows and consequential amendments to several other standards.

IFRS 18, and the amendments to the other standards, is effective for reporting periods beginning on or after January 1, 2027, but earlier application is permitted and must be disclosed. IFRS 18 will apply retrospectively.

The REIT is currently working to identify the impacts of IFRS 18 (and related amendments) will have on the consolidated financial statements.

# **CONTROLS AND PROCEDURES**

# INTERNAL CONTROLS OVER FINANCIAL REPORTING

The REIT's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS Accounting Standards. Management is responsible for establishing and maintaining adequate internal controls over financial reporting.

All control systems have inherent limitations, and evaluation of a control system cannot provide absolute assurance that all control issues have been detected, including risks of misstatement due to error or fraud. Management anticipates that the REIT will be continually evolving and enhancing its systems of controls and procedures.

The Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") evaluated, or caused to be evaluated under their supervision, the effectiveness of the REIT's internal controls over financial reporting (as defined in NI 52-109). Based on this evaluation, the CEO and CFO have concluded that, as at December 31, 2024, the design of the REIT's internal control over financial reporting was effective in providing reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS Accounting Standards. No changes were made in the REIT's design of internal controls over financial reporting during the year ended December 31, 2024, that have materially affected, or are reasonably likely to materially affect, the REIT's internal controls over financial reporting.

# **DISCLOSURE CONTROLS AND PROCEDURES**

The REIT's disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed by the REIT is recorded, processed, summarized and reported within the time periods specified under Canadian securities laws, and include controls and procedures that are designed to ensure that information is accumulated and communicated to management, including the CEO and CFO, to allow timely decisions regarding required disclosure.

As of December 31, 2024, under the supervision of the CEO and CFO and with the participation of management, the effectiveness of the REIT's disclosure controls and procedures (as defined in NI 52-109) was evaluated. Based on the evaluation, the CEO and CFO have concluded that the REIT's designed disclosure controls and procedures were effective as at December 31, 2024.