



LANDING KEMASUKAN PENGUNJUNG



## INTERIM REPORT

COMINAR REAL ESTATE  
INVESTMENT TRUST

Quarter ended September 30, 2016



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# MESSAGE TO UNITHOLDERS

The highlight of the third quarter of 2016 is certainly the significant decrease in our debt ratio to 51.8%. During this quarter, we changed our plan by accelerating our debt reduction efforts further to the adjustment to our credit rating made by the rating agency that covers us.

In order to solidify our investment grade status and improve our debt ratio, we made the difficult decision and realised, earlier than what we would have wanted, an offering of units for \$200 million. This process, combined with our capital optimization program of over \$350 million, under which \$150 million is expected to be completed by the end of the year, will significantly lower our debt ratio.

We also reinstated our distribution reinvestment plan to our unitholders in order to maintain a cash payout ratio of recurring adjusted funds from operations below 100% for the next quarters.

Moreover, the pursuit of our financial strategy helped us increase the size of our unencumbered property pool, which now stands at a peak of \$3.8 billion.

At the operational level, during the quarter, we have maintained our more aggressive leasing strategy in the most affected segments and areas, which is bearing fruit. During the nine-month period ended September 30, 2016, we signed new leases for 2.9 million square feet, which is significantly higher than the total of new leases signed over the 2015 year. In addition, during this nine-month period, we covered 98% of leases maturing in 2016 through renewals and new leases.

Generally speaking, the demand for leasable space is strong in most markets in which we operate. For the nine-month period ended September 30, 2016, and taking into account the settlement of \$10 million received from Target, the net operating income of our same property portfolio shows a 0.5% increase, while it was negative during the previous quarters.

The departure of Target from Canada continues to adversely affect us, but our leasing and property management teams have made enormous efforts in re-leasing and repositioning the affected locations. As at September 30, 80% of the areas had been leased or were in advanced discussions. We expect the significant effect of these efforts to be felt in late 2017 and 2018, with the positive contribution of the new leases and the traffic that these new tenants will bring to our shopping centres.

We continue to pursue a leasing strategy which promotes occupancy rate in our most affected markets, and anticipate a progressive improvement in our occupancy rate.

We rely on our expertise in operational and financial management to implement our strategy in the best interests of our unitholders.

A handwritten signature in black ink, appearing to read 'M. Dallaire', with a stylized flourish at the end.

Michel Dallaire, Eng.  
Chief Executive Officer  
and Chairman of the Board of Trustees

November 1, 2016



# INTERIM MANAGEMENT'S DISCUSSION AND ANALYSIS

The following Interim Management's Discussion and Analysis ("MD&A") is provided to enable the reader to assess the results of operations of Cominar Real Estate Investment Trust ("Cominar," the "Trust" or the "REIT") for the quarter ended September 30, 2016, in comparison with the corresponding quarter of 2015, as well as its financial position as at that date and its outlook. Dated November 1, 2016, this MD&A reflects all significant information available as of that date and should be read in conjunction with the condensed interim consolidated financial statements and accompanying notes included in this report, as well as the consolidated financial statements, accompanying notes and MD&A appearing in Cominar's most recent Annual Report.

**Unless otherwise indicated, all amounts are in thousands of Canadian dollars, except for per unit and per square-foot amounts,** and are based on the condensed interim consolidated financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB").

## **BASIS OF PRESENTATION**

Certain financial information in this interim MD&A present the consolidated balance sheets and interim consolidated statements of comprehensive income including Cominar's proportionate share in the assets, liabilities, revenues and charges of its joint ventures, hereinafter referred to as "Cominar's proportionate share", which are non-IFRS measures. Management believes that presenting the operating and financial results of Cominar, including its proportionate share in the assets, liabilities, revenues and charges of its joint ventures, provides more useful information to current and prospective investors to assist them in understanding Cominar's financial performance. The reader is invited to refer to the section *Reconciliations to Cominar's proportionate share* for a complete reconciliation of Cominar's condensed interim consolidated financial statements prepared in accordance with IFRS to the financial information including its proportionate share in the assets, liabilities, revenues and charges of its joint ventures presented in this interim MD&A.

Additional information on Cominar, including its 2015 Annual Information Form, is available on Cominar's website at [www.cominar.com](http://www.cominar.com) and on the Canadian Securities Administrators' ("CSA") website at [www.sedar.com](http://www.sedar.com).

The Board of Trustees, under the recommendation of the Audit Committee, has approved the contents of this interim MD&A.

# HIGHLIGHTS OF THE QUARTER ENDED SEPTEMBER 30, 2016

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DECREASE IN  
DEBT RATIO TO

51.8%

INCREASE IN  
SAME PROPERTY  
NET OPERATING INCOME

0.5%

(nine-month period ended  
September 30, 2016)

INCREASE IN  
OCCUPANCY RATE TO

92.2%

(since December 31, 2015)

UNENCUMBERED  
INCOME PROPERTIES

\$3.8B

## SUBSEQUENT EVENT

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On October 13, 2016, Cominar declared a monthly distribution of \$0.1225 per unit payable on November 15, 2016.

## CAUTION REGARDING FORWARD-LOOKING STATEMENTS

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From time to time, we make written or oral forward-looking statements within the meaning of applicable Canadian securities legislation. We may make such statements in this document and in other reports filed with Canadian regulators, in reports to unitholders or in other communications. These forward-looking statements include, among other things, statements with respect to our medium-term and 2016 objectives, and strategies to achieve our objectives, as well as statements with respect to our beliefs, outlooks, plans, objectives, expectations, anticipations, estimates and intentions. The words "may," "could," "should," "would," "suspect," "outlook," "believe," "plan," "anticipate," "estimate," "expect," and "intend," and the use of the conditional tense, and words and expressions of similar import are intended to identify forward-looking statements.

By their very nature, forward-looking statements involve numerous factors and assumptions, and are subject to inherent risks and uncertainties, both general and specific, which give rise to the possibility that predictions, forecasts, projections and other forward-looking statements will not be achieved. We caution readers not to place undue reliance on these statements as a number of important factors could cause our actual results to differ materially from the expectations expressed in such forward-looking statements. These factors include financial conditions in Canada and elsewhere in the world; the effects of competition in the markets where we operate; the impact of changes in laws and regulations, including tax laws; successful execution of our strategy; our ability to complete and integrate acquisitions successfully; our ability to attract and retain key employees and executives; the financial position of clients; our ability to refinance our debts upon maturity and to lease vacant space; our ability to complete developments according to plans and to raise capital to finance growth as well as the interest rate variations.

We caution readers that the foregoing list of important factors that may affect future results is not exhaustive. When relying on our forward-looking statements to make decisions with respect to Cominar, investors and others should carefully consider the foregoing factors, as well as other factors and uncertainties. Unless otherwise stated, all forward-looking statements are valid only as at the date of this MD&A. We do not assume any obligation to update the aforementioned forward-looking statements, except as required by applicable laws.

Additional information about these factors can be found in the "Risks and Uncertainties" section of this MD&A, as well as in the "Risk Factors" section of Cominar's 2015 Annual Information Form.



## NON-IFRS FINANCIAL MEASURES

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In this MD&A, we provide guidance and report on certain non-IFRS measures, including “net operating income,” “adjusted net income,” “recurring funds from operations,” “recurring adjusted funds from operations” and “proportionate share in joint ventures adjustments,” which management uses to evaluate Cominar’s performance. Because non-IFRS measures do not have standardized meanings and may differ from similar measures presented by other entities, securities regulations require that non-IFRS measures be clearly defined and qualified, reconciled with their closest IFRS measure and given no more prominence than the latter. You may find such information in the sections dealing with each of these measures.

## PERFORMANCE INDICATORS

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Cominar measures the success of its strategy using a number of performance indicators:

- **Same property net operating income**, which provides an indication of the operating profitability of the same property portfolio, that is, Cominar’s ability to increase revenues, reduce costs, and generate organic growth;
- **Recurring funds from operations (“FFO”) per unit**, which represents a standard real estate benchmark used to measure an entity’s performance;
- **Recurring adjusted funds from operations (“AFFO”) per unit**, which, by excluding the items not affecting cash flows and the investments needed to maintain the property portfolio’s ability to generate rental income from the calculation of funds from operations, provides a meaningful measure of Cominar’s ability to generate stable cash flows;
- **Debt ratio**, which is used to assess the financial balance essential to the smooth running of an organization;
- **Interest coverage ratio**, which is used to assess Cominar’s ability to pay interest on its debt from operating revenues;
- **Occupancy rate**, which gives an indication of the economic health of the geographical regions and sectors in which Cominar owns properties;
- **Retention rate**, which helps assess client satisfaction and loyalty;
- **Growth in the average minimum rent of renewed leases**, which is a measure of organic growth and gives an indication of our capacity to increase our rental revenue;
- **Leasable area growth**, a decisive factor in Cominar’s strategy for reaching its main objectives of providing unitholders with growing cash distributions and increasing and maximizing unit value;
- **Segment and geographic diversification**, which contributes to revenue stability by spreading real estate risk.

The above-mentioned performance indicators are not IFRS financial measures. Definitions and other relevant information regarding these performance indicators are provided in the appropriate sections.

## FINANCIAL AND OPERATIONAL HIGHLIGHTS

For the periods ended September 30	Quarter			Year-to-date (nine months)			
	2016	2015	% Δ	2016	2015	% Δ	Page
<b>FINANCIAL PERFORMANCE</b>							
Operating revenues – Financial statements	217,946	217,946	—	656,632	672,126	(2.3)	16
Operating revenues – Cominar's proportionate share <sup>(1)</sup>	220,371	220,102	0.1	664,087	678,841	(2.2)	16
Net operating income <sup>(1)</sup> – Financial statements	124,569	122,854	1.4	354,308	364,713	(2.9)	17
Net operating income <sup>(1)</sup> – Cominar's proportionate share	126,055	124,057	1.6	358,564	368,420	(2.7)	17
Same property net operating income <sup>(1)</sup>	124,253	117,021	6.2	349,404	347,583	0.5	17
Net income	77,529	73,995	4.8	215,397	219,434	(1.8)	19
Adjusted net income <sup>(1)</sup>	66,805	75,097	(11.0)	204,673	221,666	(7.7)	20
Cash flows provided by operating activities	120,213	100,635	19.5	182,059	156,263	16.5	24
Recurring funds from operations <sup>(1)</sup>	68,011	75,900	(10.4)	207,701	224,071	(7.3)	21
Recurring adjusted funds from operations <sup>(1)</sup>	57,698	65,429	(11.8)	179,335	193,656	(7.4)	23
Distributions	63,513	62,959	0.9	187,300	188,097	(0.4)	24
Total assets				8,288,236	8,231,961	0.7	15
<b>PER UNIT FINANCIAL PERFORMANCE</b>							
Net income (basic)	0.46	0.44	4.5	1.27	1.31	(3.1)	19
Recurring funds from operations (FD) <sup>(1)(2)</sup>	0.40	0.45	(11.1)	1.23	1.33	(7.5)	21
Recurring adjusted funds from operations (FD) <sup>(1)(2)</sup>	0.34	0.39	(12.8)	1.06	1.15	(7.8)	23
Distributions	0.3675	0.3675		1.1025	1.1025		24
Payout ratio of recurring adjusted funds from operations <sup>(1)</sup>	108.1%	94.2%		104.0%	95.9%		23
Cash payout ratio of recurring adjusted funds from operations <sup>(1)</sup>	100.5%	63.7%		101.5%	65.3%		23
<b>FINANCING</b>							
Debt ratio <sup>(3)</sup>				51.8%	53.8%		27
Interest coverage ratio <sup>(4)</sup>				2.71:1	2.62:1		28
Weighted average interest rate on total debt				4.23%	4.16%		27
Residual weighted average term of total debt (years)				4.6	4.0		27
Senior unsecured debts-to-total-debt ratio <sup>(5)</sup>				52.4%	58.2%		28
Unencumbered income properties				3,758,270	3,827,335		28
Unencumbered assets to unsecured debt ratio <sup>(6)</sup>				1.67:1	1.49:1		28
<b>OPERATIONAL DATA</b>							
Number of investment properties				539	564		28
Leasable area (in thousands of sq. ft.)				44,843	45,261		28
Occupancy rate				92.2%	92.0%		31
Retention rate				55.2%	69.7%		31
Growth in net rent of renewed leases				1.0%	(1.7%)		31
<b>DEVELOPMENT ACTIVITIES</b>							
Properties under development – Cominar's proportionate share <sup>(1)</sup>				68,980	67,331		13

(1) Non-IFRS financial measure. See relevant section for definition and reconciliation to closest IFRS measure.

(2) Fully diluted.

(3) Total of cash and cash equivalents, bank borrowings, mortgages payable and debentures.

(4) Net operating income less Trust administrative expenses divided by finance charges.

(5) Senior unsecured debts divided by total debt.

(6) Fair value of unencumbered income properties divided by the unsecured debt.

## SELECTED QUARTERLY INFORMATION

The following table presents, in summary form, Cominar's financial information for the last eight quarters:

For the quarters ended	Sept. 30, 2016	June 30, 2016	March 31, 2016	Dec. 31, 2015	Sept. 30, 2015	June 30, 2015	March 31, 2015	Dec. 31, 2014
Operating revenues –								
Financial statements	<b>217,946</b>	217,262	221,424	217,049	217,946	224,769	229,411	217,492
Operating revenues –								
Cominar's proportionate share <sup>(5)</sup>	<b>220,371</b>	219,859	223,857	219,201	220,102	226,871	231,868	219,734
Net operating income <sup>(5)</sup> –								
Financial statements	<b>124,569</b>	116,069	113,670	122,775	122,854	122,793	119,066	125,435
Net operating income <sup>(5)</sup> –								
Cominar's proportionate share	<b>126,055</b>	117,456	115,053	123,958	124,057	124,111	120,252	126,539
Net income	<b>77,529<sup>(1)</sup></b>	69,787	68,081	53,000 <sup>(2)</sup>	73,995	74,286	71,153	45,827 <sup>(2)(4)</sup>
Adjusted net income <sup>(5)</sup>	<b>66,805</b>	69,787	68,081	77,244	75,097	75,416	71,153	77,497
Cash flows provided by								
operating activities	<b>120,213</b>	23,214	38,632	107,679	100,635	25,427	30,201	110,266
Recurring FFO <sup>(5)</sup>	<b>68,011</b>	70,855	68,835	78,169	75,900	76,188	71,983	77,429
Recurring AFFO <sup>(5)</sup>	<b>57,698</b>	61,788	59,849	67,989	65,429	65,711	62,516	68,541
Distributions	<b>63,513</b>	61,817	61,970	63,198	62,959	62,769	62,369	59,199
<b>PER UNIT</b>								
Net income (basic and diluted)	<b>0.46</b>	0.41	0.40	0.31 <sup>(2)</sup>	0.44	0.44	0.43	0.29 <sup>(2)(4)</sup>
Adjusted net income (diluted) <sup>(5)</sup>	<b>0.39</b>	0.41	0.40	0.45	0.44	0.45	0.43	0.48
Recurring FFO (FD) <sup>(3)(5)</sup>	<b>0.40</b>	0.42	0.41	0.46	0.45	0.45	0.44	0.49
Recurring AFFO (FD) <sup>(3)(5)</sup>	<b>0.34</b>	0.37	0.35	0.40	0.39	0.39	0.38	0.43
Distributions	<b>0.3675</b>	0.3675	0.3675	0.3675	0.3675	0.3675	0.3675	0.3675

(1) Includes the net proceeds of \$10.7 million from the settlement approved by the court between Target Canada ("Target") and its creditors.

(2) Includes the change in fair value of investment properties of -\$23.3 million in 2015 and of -\$34.0 million in 2014.

(3) Fully diluted

(4) Includes non-recurring transaction costs of \$5.2 million resulting from the acquisition of an investment property portfolio for a purchase price of \$1.63 billion in 2014.

(5) Non-IFRS financial measure. See relevant section for definition and reconciliation to closest IFRS measure.

## GENERAL BUSINESS OVERVIEW

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Cominar Real Estate Investment Trust is one of the largest diversified REITs in Canada and remains the largest commercial property owner and manager in the province of Quebec. As at September 30, 2016, Cominar owned and managed a high-quality portfolio of 539 properties including 134 office buildings, 169 retail buildings and 236 industrial and mixed-use buildings located in Quebec, Ontario, the Atlantic Provinces and Western Canada, representing a total leasable area of 44.8 million square feet. Cominar's properties are mostly situated in prime locations and benefit from high visibility and easy access by both our tenants and their clients.

Since its inception in 1998, Cominar has made a series of acquisitions and completed numerous construction and property development projects, increasing the value of its assets to \$8.3 billion as at September 30, 2016.

Cominar's asset and property management is internalized. Cominar is an integrated and self-managed real estate investment operation. This property management structure enables us to rapidly and efficiently respond to our clients' needs, while minimizing our operating cost.

### PROPERTIES SUMMARY AS AT SEPTEMBER 30, 2016

Segment	Number of properties	Leasable area (sq. ft.)	Occupancy rate (%)
Office	134	14,574,000	89.7
Retail	169	12,335,000	92.6
Industrial and mixed-use	236	17,934,000	93.9
<b>TOTAL</b>	<b>539</b>	<b>44,843,000</b>	<b>92.2</b>

## OBJECTIVES AND STRATEGY

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Cominar's primary objectives are to provide unitholders with stable and growing monthly cash distributions which are tax deferred, from investments in a diversified portfolio of properties, and to increase and maximize unit value through the proactive management of properties and the ongoing expansion of its real estate portfolio.

To reach its objectives, Cominar continues to manage growth, operational risks and debt in a flexible and prudent manner.

In accordance with Cominar's financial management policies on maintaining a sound and strong financial position over the long-term, Cominar developed a capital optimization strategy through asset dispositions. The net proceeds on disposition of assets shall be used to pay down debt. Cominar targets a long-term debt to gross book value ratio of assets that should generally be about 50%.



## RECONCILIATIONS TO COMINAR'S PROPORTIONATE SHARE

According to IFRS 11, joint ventures are accounted for under the equity method in Cominar's condensed interim consolidated financial statements. Management considers that presenting operating and financial results including Cominar's proportionate share of assets, liabilities, revenues and charges of its joint ventures, provides more complete information on Cominar's financial performance.

The following tables present the reconciliations between Cominar's condensed interim consolidated financial statements prepared in accordance with IFRS and condensed interim consolidated financial statements including its proportionate share of assets, liabilities, revenues and charges of its joint ventures.

As at September 30, 2016	Condensed interim consolidated financial statements	Joint ventures	Cominar's proportionate share <sup>(1)</sup>
	\$	\$	\$
<b>ASSETS</b>			
Investment properties			
Income properties	7,646,626	94,710	7,741,336
Properties under development	52,483	16,497	68,980
Land held for future development	75,081	39,731	114,812
	7,774,190	150,938	7,925,128
Income properties held for sale	149,037	—	149,037
Investments in joint ventures	84,898	(84,898)	—
Goodwill	166,971	—	166,971
Mortgage receivable	8,250	—	8,250
Accounts receivable	50,106	277	50,383
Prepaid expenses and other assets	50,584	689	51,273
Cash and cash equivalents	4,200	770	4,970
<b>Total assets</b>	<b>8,288,236</b>	<b>67,776</b>	<b>8,356,012</b>
<b>LIABILITIES</b>			
Mortgages payable	2,045,496	56,797	2,102,293
Debentures	1,970,298	—	1,970,298
Bank borrowings	280,871	9,659	290,530
Accounts payable and accrued liabilities	120,043	1,320	121,363
Deferred tax liabilities	11,607	—	11,607
Distributions payable to unitholders	22,300	—	22,300
<b>Total liabilities</b>	<b>4,450,615</b>	<b>67,776</b>	<b>4,518,391</b>
<b>UNITHOLDERS' EQUITY</b>			
Unitholders' equity	3,837,621	—	3,837,621
<b>Total liabilities and unitholders' equity</b>	<b>8,288,236</b>	<b>67,776</b>	<b>8,356,012</b>

(1) Non-IFRS financial measure.

For the quarters ended September 30			2016			2015		
	Condensed interim consolidated financial statements	Joint ventures	Cominar's proportionate share <sup>(1)</sup>			Condensed interim consolidated financial statements	Joint ventures	Cominar's proportionate share <sup>(1)</sup>
	\$	\$	\$			\$	\$	\$
Operating revenues	217,946	2,425	220,371			217,946	2,156	220,102
Operating expenses	93,377	939	94,316			95,092	953	96,045
Net operating income	124,569	1,486	126,055			122,854	1,203	124,057
Finance charges	(43,243)	(682)	(43,925)			(45,420)	(631)	(46,051)
Trust administrative expenses	(4,252)	(5)	(4,257)			(3,919)	—	(3,919)
Share of joint ventures' net income and comprehensive income	799	(799)	—			572	(572)	—
Income before income taxes	77,873	—	77,873			74,087	—	74,087
Income taxes	(344)	—	(344)			(92)	—	(92)
Net income and comprehensive income	77,529	—	77,529			73,995	—	73,995

(1) Non-IFRS financial measure.

For the nine-month periods ended September 30			2016			2015		
	Condensed interim consolidated financial statements	Joint ventures	Cominar's proportionate share <sup>(1)</sup>			Condensed interim consolidated financial statements	Joint ventures	Cominar's proportionate share <sup>(1)</sup>
	\$	\$	\$			\$	\$	\$
Operating revenues	656,632	7,455	664,087			672,126	6,715	678,841
Operating expenses	302,324	3,199	305,523			307,413	3,008	310,421
Net operating income	354,308	4,256	358,564			364,713	3,707	368,420
Finance charges	(128,163)	(1,999)	(130,162)			(134,556)	(1,881)	(136,437)
Trust administrative expenses	(12,229)	(46)	(12,275)			(12,246)	—	(12,246)
Share of joint ventures' net income and comprehensive income	2,211	(2,211)	—			1,826	(1,826)	—
Income before income taxes	216,127	—	216,127			219,737	—	219,737
Income taxes	(730)	—	(730)			(303)	—	(303)
Net income and comprehensive income	215,397	—	215,397			219,434	—	219,434

(1) Non-IFRS financial measure.

## PERFORMANCE ANALYSIS

### FINANCIAL POSITION

The following table indicates the changes in assets and liabilities as well as in unitholders' equity as at September 30, 2016, and December 31, 2015, as shown in our consolidated financial statements:

	September 30, 2016	December 31, 2015	\$ Δ	% Δ
<b>ASSETS</b>				
Investment properties				
Income properties	7,646,626	7,614,990	31,636	0.4
Properties under development	52,483	49,114	3,369	6.9
Land held for future development	75,081	71,646	3,435	4.8
	7,774,190	7,735,750	38,440	0.5
Income properties held for sale	149,037	163,733	(14,696)	(9.0)
Investments in joint ventures	84,898	74,888	10,010	13.4
Goodwill	166,971	166,971	—	—
Mortgage receivable	8,250	8,250	—	—
Accounts receivable	50,106	56,756	(6,650)	(11.7)
Prepaid expenses and other assets	50,584	14,099	36,485	258.8
Cash and cash equivalents	4,200	5,250	(1,050)	(20.0)
<b>Total assets</b>	<b>8,288,236</b>	<b>8,225,697</b>	<b>62,539</b>	<b>0.8</b>
<b>LIABILITIES</b>				
Mortgages payable	2,045,496	2,052,640	(7,144)	(0.3)
Mortgage payable related to a property held for sale	—	8,590	(8,590)	(100.0)
Debentures	1,970,298	1,995,506	(25,208)	(1.3)
Bank borrowings	280,871	381,166	(100,295)	(26.3)
Accounts payable and accrued liabilities	120,043	118,921	1,122	0.9
Deferred tax liabilities	11,607	10,877	730	6.7
Distributions payable to unitholders	22,300	—	22,300	—
<b>Total liabilities</b>	<b>4,450,615</b>	<b>4,567,700</b>	<b>(117,085)</b>	<b>(2.6)</b>
<b>UNITHOLDERS' EQUITY</b>				
Unitholders' equity	3,837,621	3,657,997	179,624	4.9
<b>Total liabilities and unitholders' equity</b>	<b>8,288,236</b>	<b>8,225,697</b>	<b>62,539</b>	<b>0.8</b>

## RESULTS OF OPERATIONS

### RESULTS OF OPERATIONS

The following table indicates the main changes in our results of operations for the periods ended September 30, 2016 and 2015, as shown in our condensed interim consolidated financial statements:

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Operating revenues	217,946	217,946	—	656,632	672,126	(2.3)
Operating expenses	93,377	95,092	(1.8)	302,324	307,413	(1.7)
Net operating income	124,569	122,854	1.4	354,308	364,713	(2.9)
Finance charges	(43,243)	(45,420)	(4.8)	(128,163)	(134,556)	(4.8)
Trust administrative expenses	(4,252)	(3,919)	8.5	(12,229)	(12,246)	(0.1)
Share of joint ventures' net income and comprehensive income	799	572	39.7	2,211	1,826	21.1
Income taxes	(344)	(92)	273.9	(730)	(303)	140.9
Net income	77,529	73,995	4.8	215,397	219,434	(1.8)

### OPERATING REVENUES

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Operating revenues – Financial statements	217,946	217,946	—	656,632	672,126	(2.3)
Operating revenues – Joint ventures	2,425	2,156	12.5	7,455	6,715	11.0
Operating revenues – Cominar's proportionate share <sup>(1)</sup>	220,371	220,102	0.1	664,087	678,841	(2.2)

(1) Non-IFRS financial measure.

During the third quarter of 2016, operating revenues according to the financial statements remained stable compared with the corresponding quarter of 2015. This stability resulted primarily from the net proceeds of \$10.7 million from the settlement of the claim against Target that offset the decrease in revenues caused by the dispositions of income properties completed in 2015 and 2016.

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Same property portfolio – Financial statements	214,789	208,367	3.1	641,702	641,256	0.1
Same property portfolio – Joint ventures	2,200	2,156	2.0	6,650	6,715	(2.4)
Same property portfolio <sup>(1)</sup> – Cominar's proportionate share <sup>(2)</sup>	216,989	210,523	3.1	648,352	647,971	0.1
Acquisitions, developments and dispositions – Financial statements	3,157	9,579	(67.0)	14,930	30,870	(51.6)
Acquisitions and developments – Joint ventures	225	—	—	805	—	—
Operating revenues – Cominar's proportionate share <sup>(2)</sup>	220,371	220,102	0.1	664,087	678,841	(2.2)

(1) The same property portfolio includes the properties owned by Cominar as at December 31, 2014, except for the properties sold in 2015 and 2016, but does not include the results of properties acquired and those under development in 2015 and 2016.

(2) Non-IFRS financial measure.

During the third quarter of 2016, operating revenues of the same property portfolio according to the financial statements increased by 3.1% from the corresponding quarter of 2015, due mainly to the settlement of the claim against Target for \$10.7 million.



## NET OPERATING INCOME

Although net operating income ("NOI") is not an IFRS financial measure, it is widely used in the real estate industry to assess operating performance. We define it as operating income before the change in fair value of investment properties, finance charges, Trust administrative expenses and income taxes. This definition may differ from that of other entities and, therefore, Cominar's NOI may not be comparable to similar measures presented by such other entities.

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Net operating income – Financial statements	124,569	122,854	1.4	354,308	364,713	(2.9)
Net operating income – Joint ventures	1,486	1,203	23.5	4,256	3,707	14.8
<b>Net operating income – Cominar's proportionate share<sup>(1)</sup></b>	<b>126,055</b>	<b>124,057</b>	<b>1.6</b>	<b>358,564</b>	<b>368,420</b>	<b>(2.7)</b>

(1) Non-IFRS financial measure.

During the third quarter of 2016, NOI according to the financial statements increased by 1.4% from the corresponding quarter of 2015. This increase resulted primarily from the net proceeds of \$10.7 million from the settlement of the claim against Target that offset the decrease in revenues caused by the dispositions of income properties completed in 2015 and 2016.

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Same property portfolio – Financial statements	123,016	115,818	6.2	345,695	343,876	0.5
Same property portfolio – Joint ventures	1,237	1,203	2.9	3,709	3,707	0.1
<b>Same property portfolio<sup>(1)</sup> – Cominar's proportionate share<sup>(2)</sup></b>	<b>124,253</b>	<b>117,021</b>	<b>6.2</b>	<b>349,404</b>	<b>347,583</b>	<b>0.5</b>
Acquisitions, developments and dispositions – Financial statements	1,553	7,036	(77.9)	8,613	20,837	(58.7)
Acquisitions and developments – Joint ventures	249	—	—	547	—	—
<b>Net operating income – Cominar's proportionate share<sup>(2)</sup></b>	<b>126,055</b>	<b>124,057</b>	<b>1.6</b>	<b>358,564</b>	<b>368,420</b>	<b>(2.7)</b>

(1) The same property portfolio includes the properties owned by Cominar as at December 31, 2014, except for the properties sold in 2015 and 2016, but does not include the results of properties acquired and those under development in 2015 and 2016.

(2) Non-IFRS financial measure.

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Operating segment						
Office	47,941	49,131	(2.4)	144,320	148,305	(2.7)
Retail	53,332	43,594	22.3	137,200	129,561	5.9
Industrial and mixed-use	22,980	24,296	(5.4)	67,884	69,717	(2.6)
<b>Same property portfolio net operating income – Cominar's proportionate share<sup>(1)</sup></b>	<b>124,253</b>	<b>117,021</b>	<b>6.2</b>	<b>349,404</b>	<b>347,583</b>	<b>0.5</b>

(1) Non-IFRS financial measure.

Same property net operating income according to the financial statements increased by 6.2% during the third quarter of 2016 from the corresponding quarter of 2015, due mainly to the proceeds of the settlement of the claim against Target for \$10.7 million.

## SEGMENT NET OPERATING INCOME

Cominar analyses its segmented results of operations taking into account the proportionate share of its joint ventures to assess the operating performance of its investment properties.

### BY OPERATING SEGMENT

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Operating segment						
Office	48,408	51,541	(6.1)	146,381	156,783	(6.6)
Retail	53,265	46,730	14.0	139,947	138,251	1.2
Industrial and mixed-use	24,382	25,786	(5.4)	72,236	73,386	(1.6)
<b>Net operating income – Cominar's proportionate share<sup>(1)</sup></b>	<b>126,055</b>	<b>124,057</b>	<b>1.6</b>	<b>358,564</b>	<b>368,420</b>	<b>(2.7)</b>

(1) Non-IFRS financial measure.

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
Operating segment				
Office	38.4%	41.5%	40.8%	42.6%
Retail	42.3%	37.7%	39.0%	37.5%
Industrial and mixed-use	19.3%	20.8%	20.2%	19.9%
	100.0%	100.0%	100.0%	100.0%

Net operating income for the office segment decreased in the third quarter of 2016 compared with the same period in 2015, due mainly to the disposition of 2 income properties on September 30, 2015, and the lower occupancy rate for this segment.

Net operating income for the retail segment increased in the third quarter of 2016 compared with the same period in 2015, due mainly to the proceeds from the settlement received from Target, which was partially offset by the dispositions of income properties completed in 2015 and 2016.

Net operating income for the industrial and mixed-use segment decreased in the third quarter of 2016 compared with the same period in 2015, due mainly to the disposition of 1 income property on September 30, 2015, and the lower occupancy rate for this segment.

Cominar management is confident that the efforts of its leasing and property management teams will contribute to improving growth in these three segments during the next quarters.

### BY GEOGRAPHIC MARKET

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Geographic market						
Québec	31,256	29,200	7.0	84,353	84,899	(0.6)
Montréal	65,020	63,533	2.3	185,276	188,903	(1.9)
Ontario <sup>(1)</sup>	17,641	19,689	(10.4)	54,987	60,166	(8.6)
Atlantic Provinces	6,897	5,147	34.0	16,327	15,773	3.5
Western Canada	5,241	6,488	(19.2)	17,621	18,679	(5.7)
<b>Net operating income – Cominar's proportionate share<sup>(2)</sup></b>	<b>126,055</b>	<b>124,057</b>	<b>1.6</b>	<b>358,564</b>	<b>368,420</b>	<b>(2.7)</b>

(1) For presentation purposes, the Gatineau area is included in the Ontario geographic market.

(2) Non-IFRS financial measure.

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
Geographic market				
Québec	24.8%	23.6%	23.5%	23.0%
Montréal	51.6%	51.2%	51.7%	51.3%
Ontario <sup>(1)</sup>	14.0%	15.9%	15.3%	16.3%
Atlantic Provinces	5.5%	4.1%	4.6%	4.3%
Western Canada	4.2%	5.2%	4.9%	5.1%
	100.0%	100.0%	100.0%	100.0%

(1) For presentation purposes, the Gatineau area is included in the Ontario geographic market.

## FINANCE CHARGES

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Interest on mortgages payable	21,588	22,346	(3.4)	65,628	67,415	(2.6)
Interest on debentures	21,998	21,714	1.3	62,558	60,286	3.8
Interest on convertible debentures	—	1,287	(100.0)	—	7,010	(100.0)
Interest on bank borrowings	2,213	1,934	14.4	7,656	6,625	15.6
Net amortization of premium and discount on debenture issuances	(201)	(198)	1.5	(598)	(587)	1.9
Amortization of deferred financing costs and other costs	914	2,151	(57.5)	2,873	5,773	(50.2)
Amortization of fair value adjustments on assumed indebtedness	(1,547)	(2,336)	(33.8)	(5,033)	(7,305)	(31.1)
Less: Capitalized interest <sup>(1)</sup>	(1,722)	(1,478)	16.6	(4,921)	(4,661)	5.6
<b>Total finance charges – Financial statements</b>	<b>43,243</b>	<b>45,420</b>	<b>(4.8)</b>	<b>128,163</b>	<b>134,556</b>	<b>(4.8)</b>
Percentage of operating revenues	19.8%	20.8%		19.5%	20.0%	
Weighted average interest rate on total debt				4.23%	4.16%	

(1) Includes capitalized interest on properties under development and on major revitalization projects for income properties that take place over a substantial period of time.

The decrease in finance charges in the third quarter was mainly due to a decrease in the average total debt for the period following the recent dispositions of income properties.

## TRUST ADMINISTRATIVE EXPENSES

During the third quarter of 2016, Trust administrative expenses stood at \$4.3 million, accounting for 2.0% of operating revenues, up \$0.4 million from the corresponding quarter of 2015.

## NET INCOME

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Net income	77,529	73,995	4.8	215,397	219,434	(1.8)
Net income per unit (basic and diluted)	0.46	0.44	4.5	1.27	1.31	(3.1)
Weighted average number of units (basic)	169,427,041	169,015,978		168,964,131	167,096,698	
Weighted average number of units (diluted)	169,945,246	169,283,904		169,409,130	167,306,074	

Net income for the third quarter of 2016 amounted to \$77.5 million, up \$3.5 million compared to net income for the corresponding period of 2015. This increase resulted from the \$1.7 million increase in net operating income previously explained, a reduction in finance charges of \$2.2 million and an increase in Trust administrative expenses of \$0.4 million.

## ADJUSTED NET INCOME

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Net income	77,529	73,995	4.8	215,397	219,434	(1.8)
Write-off of deferred financing costs <sup>(1)</sup>	—	1,102	(100.0)	—	2,232	(100.0)
Other income – non-recurring <sup>(1)</sup>	(10,724)	—	(100.0)	(10,724)	—	(100.0)
Adjusted net income	66,805	75,097	(11.0)	204,673	221,666	(7.7)
Adjusted net income per unit (diluted)	0.39	0.44	(11.4)	1.21	1.32	(8.3)
Weighted average number of units (diluted)	169,945,246	169,283,904		169,409,130	167,306,074	

(1) In 2016, net proceeds of \$10.7 million were received from the settlement of the claim against Target. In 2015, deferred financing costs of \$2.2 million were written off following the early redemptions of the Series E and Series D convertible debentures respectively on July 6, 2015 and September 8, 2015.

Adjusted net income for the quarter decreased by 11.0% from the corresponding period of 2015, due mainly to the decrease in net operating income following the dispositions of income properties completed in 2015 and 2016. Adjusted net income is not an IFRS financial measure. The calculation method used by Cominar may differ from those used by other entities. Cominar calculates an adjusted net income to eliminate the net proceeds from the settlement of the claim against Target and to eliminate the write-off of deferred financing costs that are non-monetary and that have no impact on cash flows.



## FUNDS FROM OPERATIONS

Although the concept of funds from operations ("FFO") is not an IFRS financial measure, it is widely used in the real estate investment trust industry. REALpac defines this measure as net income (calculated in accordance with IFRS), adjusted for, among other things, changes in the fair value of investment properties, deferred taxes, initial and re-leasing salary costs and transaction costs incurred upon a business combination.

FFO is not a substitute for net income or cash flows from operating activities established in accordance with IFRS when measuring Cominar's performance. While our method of calculating FFO complies with REALpac recommendations, it may differ from methods applied by other entities. This measure may not be useful for comparisons with other entities.

The fully diluted weighted average number of units outstanding for the calculation of FFO is adjusted to take into account the potential issuance of units under the long-term incentive plan and the potential conversion of convertible debentures at their conversion price, if dilutive.

The following table presents a reconciliation of net income, as determined in accordance with IFRS, and FFO:

### FUNDS FROM OPERATIONS

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
<b>Net income</b>	<b>77,529</b>	73,995	4.8	<b>215,397</b>	219,434	(1.8)
+ Deferred income taxes	<b>344</b>	92	273.9	<b>730</b>	303	140.9
+ Initial and re-leasing salary costs	<b>862</b>	711	21.2	<b>2,298</b>	2,102	9.3
<b>Funds from operations<sup>(2)</sup></b>	<b>78,735</b>	74,798	5.3	<b>218,425</b>	221,839	(1.5)
+ Write-off of deferred financing costs <sup>(1)</sup>	—	1,102	(100.0)	—	2,232	(100.0)
– Other income – non-recurring <sup>(1)</sup>	<b>(10,724)</b>	—	(100.0)	<b>(10,724)</b>	—	(100.0)
<b>Recurring funds from operations<sup>(2)</sup></b>	<b>68,011</b>	75,900	(10.4)	<b>207,701</b>	224,071	(7.3)
<b>Per unit information:</b>						
Recurring funds from operations (FD) <sup>(3)(4)</sup>	<b>0.40</b>	0.45	(11.1)	<b>1.23</b>	1.33	(7.5)
Weighted average number of units outstanding for recurring funds from operations (FD) <sup>(3)</sup>	<b>169,945,246</b>	172,907,569		<b>169,409,130</b>	174,133,229	
Payout ratio <sup>(5)</sup>	<b>91.9%</b>	81.7%		<b>89.6%</b>	82.9%	
Cash payout ratio <sup>(6)</sup>	<b>85.5%</b>	55.2%		<b>87.5%</b>	56.5%	

(1) In 2016, net proceeds of \$10.7 million were received from the settlement of the claim against Target. In 2015, \$2.2 million of deferred financing costs were written off following the announcement, on June 4, 2015, of the early repurchase of all Series E debentures effective on July 6, 2015 and Series D effective on September 8, 2015.

(2) Including Cominar's proportionate share in joint ventures.

(3) Fully diluted.

(4) The calculation of fully diluted recurring funds from operations per unit includes the elimination of interest at the effective rate on the dilutive convertible debentures in an amount of \$nil for the quarter ended September 30, 2016 [\$1.4 million in 2015] and of \$nil for the nine-month period ended September 30, 2016 [\$8.0 million in 2015].

(5) The payout ratio corresponds to the distribution per unit, divided by fully diluted recurring FFO per unit.

(6) The cash payout ratio corresponds to the cash distribution per unit, divided by fully diluted recurring FFO per unit.

Recurring FFO for the third quarter of 2016 decreased by 10.4% from the corresponding quarter of 2015, due mainly to the dispositions of income properties completed in 2015 and 2016.

Recurring FFO per unit on a fully diluted basis stood at \$0.40 for the quarter ended September 30, 2016, down 11.1% from the corresponding quarter of 2015.

### TRACK RECORD OF RECURRING FUNDS FROM OPERATIONS PER UNIT

For the nine-month periods ended September 30	2016	2015	2014	2013	2012
Recurring funds from operations per unit (FD) <sup>(1)</sup>	<b>1.23</b>	1.33	1.37	1.31	1.33

(1) Fully diluted.

The following table presents a reconciliation of the cash flows from operating activities as shown in the condensed interim consolidated financial statements with recurring funds from operations:

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
<b>Cash flows provided by operating activities as shown in the condensed interim consolidated financial statements</b>	<b>120,213</b>	100,635	<b>182,059</b>	156,263
+ Amortization	<b>536</b>	163	<b>1,883</b>	1,399
- Compensation expense related to long-term incentive plan	<b>(242)</b>	(491)	<b>(780)</b>	(1,484)
+ Recognition of leases on straight-line basis	<b>1,566</b>	1,902	<b>3,108</b>	5,617
+ Excess of proportionate share of net income and comprehensive income over distributions received from the joint ventures	<b>799</b>	572	<b>2,211</b>	1,626
+ Initial and re-leasing salary costs	<b>862</b>	711	<b>2,298</b>	2,102
+ Change in non-cash working capital items	<b>(44,999)</b>	(28,694)	<b>27,646</b>	56,316
+ Write-off of deferred financing costs <sup>(1)</sup>	—	1,102	—	2,232
- Other income – non-recurring <sup>(1)</sup>	<b>(10,724)</b>	—	<b>(10,724)</b>	—
<b>Recurring funds from operations<sup>(2)</sup></b>	<b>68,011</b>	75,900	<b>207,701</b>	224,071

(1) In 2016, net proceeds of \$10.7 million were received from the settlement of the claim against Target. In 2015, \$2.2 million of deferred financing costs were written off following the announcement, on June 4, 2015, of the early repurchase of all Series E debentures effective on July 6, 2015 and Series D effective on September 8, 2015.

(2) Including Cominar's proportionate share in joint ventures.

## ADJUSTED FUNDS FROM OPERATIONS

The concept of adjusted funds from operations ("AFFO") is a key financial measure in the real estate investment trust industry. Cominar defines this measure as FFO adjusted for certain non-cash items such as the amortization of deferred financing costs, the amortization of fair value adjustments on assumed indebtedness, the compensation expense related to the long-term incentive plan and the recognition of leases on a straight-line basis, net of investments required to maintain Cominar's ability to generate rental income from its property portfolio. AFFO is an additional indicator used to assess Cominar's financial performance and its ability to maintain and increase distributions over the long term. AFFO is not an IFRS measure and should not be substituted for net income or cash flows from operating activities established in accordance with IFRS when measuring Cominar's performance. Cominar's method of calculating AFFO may differ from the methods used by other entities, and therefore may not be appropriate for comparative analysis purposes.

In calculating AFFO, Cominar deducts a provision for leasing costs incurred on an ongoing basis in order to maintain its capacity to generate rental income. These leasing costs include, among other things, leasehold improvements and initial direct costs, which are added to the carrying amount of investment properties in accordance with IFRS. Cominar also deducts capital expenditures incurred under its program to maintain its capacity to generate rental income from its property portfolio. These expenditures, which primarily include non-recoverable major expenditures for maintenance and repairs, are typically incurred unevenly during a fiscal year. Therefore, AFFO could vary from quarter to quarter, and such variances could be material.

The fully diluted weighted average number of units outstanding for the calculation of AFFO takes into account the potential issuance of units under the long-term incentive plan, if dilutive.

The following table presents a reconciliation of FFO and AFFO:

#### ADJUSTED FUNDS FROM OPERATIONS

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Funds from operations <sup>(1)</sup>	78,735	74,798	5.3	218,425	221,839	(1.5)
- Net amortization of premium and discount on debenture issuances	(201)	(198)	1.0	(598)	(587)	1.7
+ Amortization of deferred financing costs <sup>(1)</sup>	921	1,871	(50.8)	2,895	5,387	(46.3)
- Amortization of fair value adjustments of assumed indebtedness	(1,547)	(2,336)	(33.8)	(5,033)	(7,305)	(31.1)
+ Amortization of fair value adjustment of bond investments	—	7	(100.0)	12	45	(73.0)
+ Compensation expense related to long-term incentive plan	242	491	(50.7)	780	1,484	(47.4)
- Capital expenditures – maintenance of rental income generating capacity	(2,045)	(1,800)	13.7	(5,484)	(4,724)	16.1
+ Accretion of the liability component of convertible debentures	—	299	(100.0)	—	411	(100.0)
- Provision for leasing costs	(6,100)	(5,800)	5.2	(17,700)	(17,200)	2.9
- Recognition of leases on a straight-line basis <sup>(1)</sup>	(1,583)	(1,903)	(16.8)	(3,238)	(5,694)	(43.1)
- Other income – non-recurring	(10,724)	—	(100.0)	(10,724)	—	(100.0)
<b>Recurring adjusted funds from operations<sup>(1)</sup></b>	<b>57,698</b>	<b>65,429</b>	<b>(11.8)</b>	<b>179,335</b>	<b>193,656</b>	<b>(7.4)</b>
<b>Per unit information:</b>						
Recurring adjusted funds from operations (FD) <sup>(2)(3)</sup>	0.34	0.39	(12.8)	1.06	1.15	(7.8)
Weighted average number of units outstanding for recurring adjusted funds from operations (FD) <sup>(2)</sup>	169,945,246	172,907,569		169,409,130	174,133,229	
Payout ratio <sup>(4)</sup>	108.1%	94.2%		104.0%	95.9%	
Cash payout ratio <sup>(5)</sup>	100.5%	63.7%		101.5%	65.3%	

(1) Including Cominar's proportionate share in joint ventures.

(2) Fully diluted.

(3) The calculation of fully diluted recurring adjusted funds from operations per unit includes elimination of interest on the dilutive convertible debentures in an amount of \$nil for the quarter ended September 30, 2016 [\$1.3 million in 2015] and of \$nil for the nine-month period ended September 30, 2016 [\$7.3 million in 2015].

(4) The payout ratio corresponds to the distribution per unit, divided by fully diluted recurring AFFO per unit.

(5) The cash payout ratio corresponds to the cash distribution per unit, divided by fully diluted recurring AFFO per unit.

Recurring AFFO for the third quarter of 2016, decreased by 11.8% compared with the corresponding quarter of 2015, due mainly to the dispositions of income properties completed in 2015 and 2016.

Fully diluted recurring AFFO per unit totalled \$0.34 for the quarter ended September 30, 2016, down 12.8% from the corresponding quarter of 2015.

#### TRACK RECORD OF RECURRING ADJUSTED FUNDS FROM OPERATIONS PER UNIT

For the nine-month periods ended September 30	2016	2015	2014	2013	2012
Recurring adjusted funds from operations per unit (FD) <sup>(1)</sup>	1.06	1.15	1.17	1.16	1.13

(1) Fully diluted.

The Canadian Securities Administrators ("CSA") requires Cominar to reconcile cash flows provided by operating activities as shown in the condensed interim consolidated financial statements to adjusted funds from operations (non-IFRS measures) presented in this interim management's discussion & analysis.

The following table presents this reconciliation:

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
<b>Cash flows provided by operating activities as shown in the condensed interim consolidated financial statements</b>	<b>120,213</b>	100,635	<b>182,059</b>	156,263
+ Adjustments – Investments in joint ventures <sup>(1)</sup>	<b>787</b>	291	<b>2,101</b>	1,163
– Amortization of other assets	<b>(296)</b>	(213)	<b>(861)</b>	(675)
– Provision for leasing costs	<b>(6,100)</b>	(5,800)	<b>(17,700)</b>	(17,200)
+ Initial and re-leasing salary costs	<b>862</b>	711	<b>2,298</b>	2,102
+ Change in non-cash working capital items	<b>(44,999)</b>	(28,694)	<b>27,646</b>	56,316
– Capital expenditures – maintenance of rental income generating capacity	<b>(2,045)</b>	(1,800)	<b>(5,484)</b>	(4,724)
+ Accretion of the liability component of convertible debentures	<b>–</b>	299	<b>–</b>	411
– Other income – non-recurring <sup>(2)</sup>	<b>(10,724)</b>	–	<b>(10,724)</b>	–
<b>Recurring adjusted funds from operations<sup>(1)</sup></b>	<b>57,698</b>	65,429	<b>179,335</b>	193,656

(1) Including Cominar's proportionate share in joint ventures.

(2) In 2016, net proceeds of \$10.7 million were received from the settlement of the claim against Target.

## DISTRIBUTIONS

Cominar is governed by a Contract of Trust whereby the trustees, under the discretionary power attributed to them, intend to distribute a portion of its distributable income to unitholders. Distributable income generally means net income determined in accordance with IFRS, before adjustments to fair value, transaction costs – business combinations, rental revenue derived from the recognition of leases on a straight-line basis, the provision for leasing costs, gains on disposition of investment properties and certain other items not affecting cash, if applicable.

### DISTRIBUTIONS TO UNITHOLDERS

For the periods ended September 30	Quarter			Year-to-date (nine months)		
	2016	2015	% Δ	2016	2015	% Δ
Cash distributions	<b>59,094</b>	42,587	38.8	<b>182,881</b>	128,020	42.9
Distributions reinvested under the distribution reinvestment plan <sup>(1)</sup>	<b>4,419</b>	20,372	(78.3)	<b>4,419</b>	60,077	(92.6)
Distributions to unitholders	<b>63,513</b>	62,959	0.9	<b>187,300</b>	188,097	(0.4)
Percentage of distributions reinvested	<b>7.0%</b>	32.4%		<b>2.4%</b>	31.9%	
Per unit distributions	<b>0.3675</b>	0.3675		<b>1.1025</b>	1.1025	

(1) This amount includes units to be issued under the plan upon payment of distributions.

Distributions to unitholders for the third quarter of 2016 totalled \$63.5 million, up 0.9% from the corresponding period of 2015 and \$187.3 million for the nine-month period ended September 30, 2016, down 0.4% from the corresponding period of 2015. These variations were due to a decrease in the number of units outstanding as a result of the repurchase of 3,248,232 units under the NCIB during the last quarter of 2015 and the first quarter of 2016, as well as an increase in the number of units outstanding as a result of the issuance of 12,780,000 units on September 23, 2016.

On September 14, 2016, Cominar announced the resumption of its Distribution Reinvestment Plan, suspended since January 20, 2016.

In accordance with CSA guidelines, Cominar also provides the following table to allow readers to assess sources of cash distributions and how they reconcile to net income:

For the nine-month periods ended September 30	2016	2015	2014
<b>Net income</b>	<b>215,397</b>	219,434	153,626
Cash flows provided by operating activities as shown in the condensed interim consolidated financial statements	<b>182,059</b>	156,263	118,764
Distributions to unitholders	<b>187,300</b>	188,097	144,176
Cash distributions	<b>182,881</b>	128,020	101,476
Excess (deficit) of cash flows from operating activities over cash distributions to unitholders	<b>(822)</b>	28,243	17,288

For the nine-month period ended September 30, 2016, cash flows from operating activities were insufficient to fund cash distributions to unitholders, mainly due to the seasonal nature of certain disbursements, such as realty taxes. Annually, cash flows from operations have always been sufficient to finance cash distributions to unitholders.

## LIQUIDITY AND CAPITAL RESOURCES

During the nine-month period ended September 30, 2016, Cominar generated \$182.1 million in cash flows from operating activities. Cominar foresees no difficulty in meeting its short-term obligations and its commitments, including the regular payment of its distributions, using the funds from operations, refinancing of mortgages payable, debenture or unit issuances, amounts available on its credit facility and cash and cash equivalents.

On November 27, 2014, Cominar filed a short form base shelf prospectus allowing it to issue up to \$1.5 billion in securities during the 25-month period that this prospectus remains valid. Since then, Cominar has issued \$200.0 million in senior unsecured debentures in December 2014, \$300.0 million in June 2015 and \$225.0 million in May 2016, as well as \$155.3 million in units in January 2015 and \$200.0 million in units in September 2016, leaving an available balance of \$419.0 million for future issuances.

### MORTGAGES PAYABLE

As at September 30, 2016, the nominal balance of mortgages payable was \$2,041.5 million, down \$9.8 million from \$2,051.3 million as at December 31, 2015. This decrease is explained by contracted net mortgages payable for \$219.6 million at a weighted average contractual rate of 3.43%, by the repayments of balances at maturity for \$188.6 million at a weighted average contractual rate of 5.45% and by the monthly repayments of capital for \$40.7 million. At the end of the quarter, the weighted average contractual rate was 4.37%, down 9 basis points from 4.46% as at December 31, 2015. As at September 30, 2016, the effective weighted average interest rate was 4.09%, compared to 4.05% as at December 31, 2015.

Cominar's mortgages payable contractual maturity dates are staggered over a number of years to reduce risks related to renewal. As at September 30, 2016, the residual weighted average term of mortgages payable was 5.6 years, compared to 5.4 years as at December 31, 2015.

The following table shows mortgage contractual maturity dates for the specified years:

#### CONTRACTUAL MATURITY DATES OF MORTGAGES PAYABLE

For the years ending December 31	Repayment of principal	Balances at maturity	Total	Weighted average contractual rate
2016 (period from October 1 to December 31)	14,069	24,585	38,654	3.90%
2017	55,752	177,190	232,942	4.70%
2018	45,283	443,977	489,261	4.94%
2019	37,822	4,255	42,077	6.20%
2020	39,312	82,013	121,326	4.37%
2021	38,304	89,517	127,821	5.48%
2022	36,928	56,136	93,064	4.14%
2023	32,584	254,826	287,410	4.56%
2024	23,997	181,733	205,730	4.08%
2025	16,780	29,640	46,420	3.55%
2026 and thereafter	12,374	344,437	356,811	3.52%
<b>Total</b>	<b>353,206</b>	<b>1,688,310</b>	<b>2,041,516</b>	<b>4.37%</b>

Cominar's management intends to refinance a portion of the mortgages payable maturing in 2016 and to increase, in general, the loan/value ratio of the properties used as collateral.

#### SENIOR UNSECURED DEBENTURES

The following table presents the features of Cominar's senior unsecured debentures:

	Contractual interest rate	Effective interest rate	Date of issuance	Dates of interest payments	Maturity date	Nominal value as at September 30, 2016 \$
Series 1	4.274%	4.32%	June 2012 <sup>(1)</sup>	June 15 and December 15	June 2017	250,000
Series 2	4.23%	4.37%	December 2012 <sup>(2)</sup>	June 4 and December 4	December 2019	300,000
Series 3	4.00%	4.24%	May 2013	May 2 and November 2	November 2020	100,000
Series 4	4.941%	4.81%	July 2013 <sup>(3)</sup>	July 27 and January 27	July 2020	300,000
Series 7	3.62%	3.70%	September 2014	December 21 and June 21	June 2019	300,000
Series 8	4.25%	4.34%	December 2014	June 8 and December 8	December 2021	200,000
Series 9	4.164%	4.25%	June 2015	June 1 and December 1	June 2022	300,000
Series 10	4.247%	4.34%	May 2016	May 23 and November 23	May 2023	225,000
Weighted average interest rate	4.23%	4.30%				
<b>Total</b>						<b>1,975,000</b>

(1) Re-opened in September 2012 (\$125.0 million).

(2) Re-opened in February 2013 (\$100.0 million).

(3) Re-opened in January 2014 (\$100.0 million) and March 2014 (\$100.0 million).

On May 20, 2016, Cominar issued \$225.0 million in Series 10 senior unsecured debentures bearing interest at a rate of 4.247% and maturing in May 2023.

On September 21, 2016, Cominar reimbursed at maturity its Series 6 senior unsecured debentures totalling \$250.0 million and bearing interest at a variable rate using its unsecured revolving operating and acquisition credit facility.

As at September 30, 2016, the residual weighted average term of senior unsecured debentures was 4.0 years.

## BANK BORROWINGS

As at September 30, 2016, Cominar had an unsecured revolving operating and acquisition credit facility of up to \$700.0 million maturing in August 2019. This credit facility bears interest at the prime rate plus 70 basis points or at bankers' acceptance rate plus 170 basis points. This credit facility contains certain covenants, with which Cominar was in compliance as at September 30, 2016. As at September 30, 2016, bank borrowings totalled \$280.9 million and cash available was \$419.1 million.

## DEBT SUMMARY

	As at September 30, 2016			As at December 31, 2015		
	\$	Weighted average contractual rate	Residual weighted average term	\$	Weighted average contractual rate	Residual weighted average term
Mortgages payable	2,045,496	4.37%	5.6 years	2,061,230	4.46%	5.4 years
Debentures	1,970,298	4.23%	4.0 years	1,995,506	3.95%	4.0 years
Bank borrowings	280,871	2.81%	2.9 years	381,166	2.85%	2.6 years
Total debt	4,296,665	4.23%	4.6 years	4,437,902	4.09%	4.5 years

During the nine-month period ended September 30, 2016, the weighted average interest rate on Cominar's total debt increased slightly from 4.09% as at December 31, 2015, to 4.23% as at September 30, 2016, due mainly to the issuance, in May 2016, of \$225.0 million of senior unsecured debentures bearing interest at 4.247%, the net proceeds of which were used to repay the credit facility outstanding, and to the reimbursement in September 2016 of \$250.0 million of senior unsecured debentures bearing interest at a variable rate.

## DEBT RATIO

The following table presents the changes in the debt ratio:

	September 30, 2016	December 31, 2015	September 30, 2015
Cash and cash equivalents	(4,200)	(5,250)	(4,760)
Mortgages payable	2,045,496	2,061,230	1,855,232
Debentures	1,970,298	1,995,506	2,245,243
Bank borrowings	280,871	381,166	329,800
Total net debt	4,292,465	4,432,652	4,425,515
Total assets less cash and cash equivalents	8,284,036	8,220,447	8,227,201
<b>Debt ratio<sup>(1)(2)</sup></b>	<b>51.8%</b>	<b>53.9%</b>	<b>53.8%</b>

(1) The debt ratio is equal to the total of cash and cash equivalents, bank borrowings, mortgages payable and debentures divided by total assets less cash and cash equivalents.

(2) This ratio is not defined by IFRS and may differ from similar measures presented by other entities.

In accordance with Cominar's financial management policies on maintaining a sound and strong financial position over the long-term, Cominar developed a capital optimization strategy through asset dispositions. The net proceeds on disposition of assets shall be used to pay down debt. Cominar targets a long-term debt to gross book value ratio of assets that should generally be about 50%.



## INTEREST COVERAGE RATIO

Cominar calculates its interest coverage ratio by dividing net operating income less Trust administrative expenses by finance charges. The interest coverage ratio is used to assess Cominar's ability to pay interest on its total debt from operating revenues. As at September 30, 2016, the annualized interest coverage ratio stood at 2.71:1 [2.67:1 as at December 31, 2015], evidence of its capacity to meet its interest payment obligations.

## UNENCUMBERED ASSETS AND UNSECURED DEBTS

The following table presents information on Cominar's unencumbered income properties and senior unsecured debts:

	As at September 30, 2016		As at December 31, 2015	
	Number of properties	Fair value of properties (\$)	Number of properties	Fair value of properties (\$)
Unencumbered income properties	320	3,758,270	326	3,621,513
Unencumbered assets to unsecured debt ratio <sup>(1)(2)</sup>		1.67:1		1.52:1
Senior unsecured debts-to-total-debt ratio <sup>(2)(3)</sup>		52.4%		53.6%

(1) Fair value of unencumbered income properties divided by the unsecured debt.

(2) These ratios are not defined by IFRS and may differ from similar measures presented by other entities.

(3) Senior unsecured debts divided by total debt.

As at September 30, 2016, Cominar owned unencumbered income properties whose fair value was approximately \$3.8 billion. The unencumbered assets to unsecured debt ratio stood at 1.67:1.

## OFF-BALANCE SHEET ARRANGEMENTS AND CONTRACTUAL COMMITMENTS

Cominar has no off-balance sheet arrangements that have or are likely to have a material impact on its results of operations or its financial position, including its cash position and sources of financing.

Cominar has no significant contractual commitments other than those arising from its long-term debt and payments due under emphyteutic leases on land held for income properties.

## PROPERTY PORTFOLIO

The following table presents information on the property portfolio, including Cominar's proportionate share:

	September 30, 2016	December 31, 2015
Income properties – Cominar's proportionate share <sup>(1)</sup>	7,741,336	7,706,575
Income properties held for sale	149,037	163,733
Properties under development and land held for future development – Cominar's proportionate share <sup>(1)</sup>	183,792	169,553
Number of income properties	539	566
Leasable area (sq. ft.)	44,843,000	45,352,000

(1) Non-IFRS financial measure.

## SUMMARY BY OPERATING SEGMENT

	September 30, 2016	
	Number of properties	Leasable area (sq. ft.)
Office	134	14,574,000
Retail	169	12,335,000
Industrial and mixed-use	236	17,934,000
<b>Total</b>	<b>539</b>	<b>44,843,000</b>

## SUMMARY BY GEOGRAPHIC MARKET

	September 30, 2016	
	Number of properties	Leasable area (sq. ft.)
Québec	128	10,149,000
Montréal	289	25,168,000
Ontario <sup>(1)</sup>	48	5,722,000
Atlantic Provinces	60	2,698,000
Western Canada	14	1,106,000
<b>Total</b>	<b>539</b>	<b>44,843,000</b>

(1) For presentation purposes, the Gatineau area is included in the Ontario geographic market.

## ACQUISITIONS, INVESTMENTS AND DISPOSITIONS

Over the years, Cominar has achieved much of its growth through the acquisition of companies and high-quality properties based on strict selection criteria, while maintaining an appropriate allocation among its three business segments, namely, office buildings, retail buildings and industrial and mixed-use properties, and geographic diversification of its property portfolio.

In accordance with Cominar's financial management policies on maintaining a sound and strong financial position over the long-term, Cominar developed a strategy of asset dispositions.

### TRANSFER TO INCOME PROPERTIES

During the third quarter of 2016, Cominar completed the construction of an industrial and mixed-use property that was transferred from property under development to income property. Located in Québec, this \$5.6 million property, with a leasable area of 46,000 square feet, has an occupancy rate of 100% and its capitalization rate is 8.5%.

### DISPOSITIONS OF INCOME PROPERTIES

On January 29, 2016, Cominar completed the sale of a portfolio of 10 retail properties located in Quebec and Ontario, for a total price of \$14.9 million, net of selling expenses, at a capitalization rate of 6.7%. The net sale proceeds of these properties were used to repay a portion of the credit facility as well as to repurchase units under the NCIB.

On March 31, 2016, Cominar completed the sale of a portfolio of 14 retail properties located in Quebec and Ontario, for a total price of \$55.5 million, net of selling expenses, at a capitalization rate of 7.1%. The net sale proceeds of these properties were used to repay a portion of the credit facility.

On May 2, 2016, Cominar completed the sale of a portfolio of 5 retail properties located in the Québec and Montréal areas, for a total price of \$39.3 million, net of selling expenses, at a capitalization rate of 7.0%. The net sale proceeds of these properties were used to repay a portion of the credit facility.

## INVESTMENTS IN INCOME PROPERTIES

Cominar continues to develop its income properties in the normal course of business. Investments made include additions, expansions, modernizations, modifications and upgrades to existing properties with a view to increasing or maintaining their rental income generating capacity.

During the third quarter of 2016, Cominar incurred \$23.0 million [\$23.1 million in 2015] in capital expenditures particularly to increase the rental income generating capacity of its properties or to reduce the related operating expenses. During the third quarter of 2016, Cominar also incurred \$2.0 million [\$1.8 million in 2015] in capital expenditures to maintain rental income generating capacity, consisting mainly of major expenditures for maintenance and repairs, as well as property equipment replacements, which will garner benefits for Cominar for the coming years. These expenditures do not include current repair and maintenance costs.

Finally, Cominar invests in leasehold improvements that aim to increase the value of its properties through higher lease rates, as well as in other leasing costs, mostly brokerage fees and tenant inducements. The level of investment required may vary from quarter to quarter since it closely depends on lease renewals and the signing of new leases. It also depends on increases in rental space due to newly acquired, expanded or upgraded properties, or rental space transferred from properties under development. During the third quarter of 2016, Cominar made investments of \$9.9 million in this respect [\$11.7 million in 2015].

## INCOME PROPERTIES HELD FOR SALE

Cominar has undertaken a process of selling some income properties and plans to close these transactions over the next months. Cominar's management intends to use the total net proceeds of these dispositions to pay down debt. Here is the fair value of these income properties less costs of sale by operating segment as at September 30, 2016:

	Retail \$	Industrial and mixed-use \$	Total \$
Income properties held for sale	99,538	49,499	149,037

## PROPERTIES UNDER CONSTRUCTION AND DEVELOPMENT PROJECTS

Cominar owns an office property currently under development with a leasable area of 118,000 square feet located in Laval as part of the Centropolis complex, for total estimated cost of \$31.8 million, including leasing costs and leasehold improvements. The occupancy rate of this property is currently 60 % and occupancy will continue in 2016. The capitalization rate of this property is estimated at 7.1%.

Cominar has begun a project on Louis-B.-Mayer Street, in Laval, of an industrial and mixed-use property for a single tenant that will occupy 100% of the leasable area of 130,000 square feet, with a total estimated cost of \$14.9 million. The estimated capitalization rate of the project is 8.7% and the delivery is expected in December 2016.

Cominar, at 50%, and Groupe Dallaire Inc., are in joint venture for the purpose of commercial land development located on Highway 40, one of the main arteries of Québec. This project, Espace Bouvier, will consist primarily of commercial space, the first three phases being comprised of an office building of approximately 83,000 square feet and two retail buildings totalling 85,000 square feet. The first building, a retail property of 65,000 square feet 100% leased by a single tenant, was delivered in December 2015. The second building, a retail property of 20,000 square 100% leased by a single tenant, was delivered to the tenant in May 2016. The average weighted capitalization rate of these properties is estimated at 8.8%.

Moreover, Cominar, at 75%, and Groupe Dallaire Inc., are in joint ventures for the purpose of commercial land development strategically located in Québec.

## REAL ESTATE OPERATIONS

### OCCUPANCY RATE

As at September 30, 2016, the average occupancy rate of our properties was 92.2%, compared to 91.9% as at December 31, 2015, and 92.0% as at September 30, 2015. The following table presents the occupancy rates by operating segment.

### OCCUPANCY RATE TRACK RECORD

	September 30, 2016	December 31, 2015	September 30, 2015	December 31, 2014	December 31, 2013
Operating segment (%)					
Office	89.7	90.3	91.1	93.5	93.3
Retail	92.6	90.3	89.8	94.7	94.2
Industrial and mixed-use	93.9	94.3	94.4	94.9	92.4
<b>Portfolio total</b>	<b>92.2</b>	<b>91.9</b>	<b>92.0</b>	<b>94.4</b>	<b>93.1</b>

### LEASING ACTIVITY

	Office	Retail	Industrial and mixed-use	Total
<b>Leases maturing in 2016</b>				
Number of clients	418	567	303	1,288
Leasable area (sq. ft.)	2,053,000	1,687,000	3,088,000	6,828,000
Average minimum rent (\$/sq. ft.)	17.23	19.75	6.12	12.83
<b>Renewed leases</b>				
Number of clients	219	327	189	735
Leasable area (sq. ft.)	1,014,000	1,013,000	1,745,000	3,772,000
Average minimum rent of renewed leases (\$/sq. ft.)	17.70	20.18	6.58	13.11
<b>Retention rate (%)</b>	<b>49.4</b>	<b>60.0</b>	<b>56.5</b>	<b>55.2</b>
<b>New leases</b>				
Number of clients	123	143	110	376
Leasable area (sq. ft.)	742,000	589,000	1,579,000	2,910,000
Average minimum rent (\$/sq. ft.)	15.67	14.27	5.37	9.79

In 2016, 15.2% of leasable area expired or will expire. 55.2% of these leases have already been renewed during the nine-month period ended September 30, 2016 and new leases were also signed, representing 2.9 million square feet of leasable area. Globally, over the last three quarters, 97.6% of leasable areas maturing in 2016 have already been subject to a renewal or to a new lease.

### GROWTH IN NET RENT OF RENEWED LEASES

	For the nine -month period ended September 30, 2016	For the year ended December 31, 2015
	%	%
Operating segment		
Office	1.5	(5.1)
Retail	(2.2)	(1.7)
Industrial and mixed-use	2.6	3.6
<b>Portfolio total</b>	<b>1.0</b>	<b>(1.5)</b>

Growth in net rent of renewed leases increased by 1.0% for the nine-month period ended September 30, 2016.

## LEASE MATURITIES

	2017	2018	2019	2020	2021
<b>Office</b>					
Leasable area (sq. ft.)	2,092,000	2,112,000	1,827,000	1,032,000	1,279,000
Average minimum rent (\$/sq. ft.)	17.40	18.55	17.99	18.05	17.05
% of portfolio – Office	14.4	14.5	12.5	7.1	8.8
<b>Retail</b>					
Leasable area (sq. ft.)	2,067,000	2,136,000	1,575,000	1,312,000	1,073,000
Average minimum rent (\$/sq. ft.)	18.99	16.00	18.47	22.57	22.14
% of portfolio – Retail	16.8	17.3	12.8	10.6	8.7
<b>Industrial and mixed-use</b>					
Leasable area (sq. ft.)	3,769,000	2,926,000	1,383,000	2,165,000	1,629,000
Average minimum rent (\$/sq. ft.)	6.72	6.71	7.55	6.82	6.56
% of portfolio – Industrial and mixed-use	21.0	16.3	7.7	12.1	9.1
<b>Portfolio total</b>					
Leasable area (sq. ft.)	7,928,000	7,174,000	4,785,000	4,509,000	3,981,000
Average minimum rent (\$/sq. ft.)	12.57	12.91	15.12	13.93	14.08
% of portfolio	17.7	16.0	10.7	10.1	8.9

The following table summarizes information on leases as at September 30, 2016:

	Average remaining lease term years	Average leased area per client sq. ft.	Average minimum rent/ sq. ft. \$
Office	4.5	6,900	17.51
Retail	4.3	4,200	18.71
Industrial and mixed-use	4.3	13,900	6.60
<b>Portfolio average</b>	<b>4.4</b>	<b>7,100</b>	<b>13.33</b>

Cominar has a broad, highly diversified retail client base consisting of about 6,000 clients occupying an average of approximately 7,100 square feet each. Our top three clients, Société québécoise des infrastructures, Public Works Canada and Canadian National Railway Company, account respectively for approximately 5.0%, 4.9% and 4.0% of our operating revenues from several leases with staggered maturities. The stability and quality of our cash flows from operating activities are enhanced by the fact that approximately 10.7% come from government agencies representing approximately 100 leases.

The following table presents our top ten clients by percentage of operating revenues:

Client	% of operating revenues
Société québécoise des infrastructures	5.0
Public Works Canada	4.9
Canadian National Railway Company	4.0
Scotiabank	1.1
Thales Canada	0.8
Harvest Operations Corp.	0.8
Jean Coutu Group	0.7
Shoppers Drug Mart	0.7
Desjardins Real Estate Group Inc.	0.6
Dollarama	0.6
<b>Total</b>	<b>19.2</b>

## ISSUED AND OUTSTANDING UNITS

In 2015, Cominar obtained the approval of the Toronto Stock Exchange to set up a NCIB for up to 4,000,000 units. The bid expired on September 1, 2016.

No units were repurchased during the third quarter of 2016. During the period of the NCIB, Cominar has repurchased a total of 3,248,232 units at an average price of \$14.94, for a total consideration of \$48.5 million paid cash.

On September 14, 2016, Cominar announced the resumption of its Distribution Reinvestment Plan, suspended since January 20, 2016.

On September 23, 2016, Cominar closed a public offering of 12,780,000 units at a price of \$15.65 per unit. The total net proceeds to Cominar amounted to \$191.7 million, after deducting the underwriters' fee and the expenses of the offering. The net proceeds of the offering were used to pay down the unsecured revolving operating and acquisition credit facility.

	For the nine -month period ended September 30, 2016	For the year ended December 31, 2015
Units issued and outstanding, beginning of period	170,912,647	158,689,195
+ Public offering	12,780,000	7,901,650
- Repurchase of units under NCIB	(2,717,396)	(530,836)
+ Exercise of options	—	266,200
+ Distribution reinvestment plan	—	4,582,780
+ Conversion of convertible debentures	—	3,658
+ Conversion of deferred units and restricted units	18,375	—
<b>Units issued and outstanding, end of period</b>	<b>180,993,626</b>	<b>170,912,647</b>

Additional information	November 1, 2016
Issued and outstanding units	181,284,330
Outstanding unit options	10,004,950
Deferred units and restricted units	235,997

## RELATED PARTY TRANSACTIONS

Michel Dallaire and Alain Dallaire, trustees and members of Cominar's management team, exercise indirect control over Dallaire Group Inc. and Dalcon Inc. During the third quarter of 2016, Cominar had operations with these companies, the details of which are as follows:

For the quarters ended September 30	2016 \$	2015 \$
Investment properties – Capital costs	17,490	17,761
Investment properties held by joint ventures – Capital costs	540	4,503
Share of joint ventures' net income and comprehensive income	799	572
Net rental revenue from investment properties	79	71
Interest income	70	70

Balances shown in the consolidated balance sheets are detailed as follows:

	As at September 30, 2016	As at December 31, 2015
	\$	\$
Investments in joint ventures	84,898	74,888
Mortgage receivable	8,250	8,250
Accounts receivable	1,187	701
Accounts payable	5,220	8,804

These transactions were entered into in the normal course of business and were measured at the exchange amount. By retaining the services of related companies for property construction work and leasehold improvements, Cominar achieves significant time and cost savings while providing better service to its clients.

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

The Chief Executive Officer and the Executive Vice President and Chief Financial Officer of Cominar are responsible for establishing and maintaining disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"), as defined in Canadian Securities Administrators' Multilateral Instrument 52-109.

Evaluations are performed regularly to assess the effectiveness of DC&P, including this MD&A and the condensed interim consolidated financial statements. Based on these evaluations, the Chief Executive Officer and the Executive Vice President and Chief Financial Officer concluded that the DC&P were effective as at the end of the quarter ended September 30, 2016, and that the current controls and procedures provide reasonable assurance that material information about Cominar, including its consolidated subsidiaries, is made known to them during the period in which these reports are being prepared.

Evaluations are also performed to assess the effectiveness of ICFR. Based on those evaluations, the Chief Executive Officer and the Executive Vice President and Chief Financial Officer of Cominar concluded that ICFR was effective as at the end of the quarter ended September 30, 2016, and, more specifically, that the financial reporting is reliable and that the condensed interim consolidated financial statements have been prepared for financial reporting purposes in accordance with IFRS.

No changes were made to the Trust's internal controls over financial reporting during the third quarter of 2016 that have materially affected, or are reasonably likely to materially affect, internal controls over financial reporting.

## SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

Our interim MD&A is based upon Cominar's condensed interim consolidated financial statements, which have been prepared in accordance with IFRS applicable to the preparation of interim financial statements. The accounting policies and application methods thereof have been consistently applied throughout each of the periods presented in these condensed interim consolidated financial statements and are the same as those used in the preparation of the audited annual financial statements as at December 31, 2015. The preparation and presentation of the condensed interim consolidated financial statements and any other financial information contained in this interim MD&A includes the proper selection and application of appropriate accounting principles and policies, which require management to make estimates and informed judgments. Our estimates are based upon assumptions which we believe to be reasonable, such as those often based upon past experience. They represent the basis of our judgments to establish the carrying amount of assets and liabilities. Use of other accounting policies or methods of estimation might have yielded different amounts than those presented. Actual results could differ.

### Investment properties

An investment property is an immovable property held by Cominar to earn rentals or for capital appreciation, or both, rather than for use in the production or supply of goods and services or for administrative purposes, or for sale in the ordinary course of business. Investment properties include income properties, properties under development and land held for future development.



Cominar presents its investment properties based on the fair value model. Fair value is the amount for which the property could be exchanged between knowledgeable, willing parties in an arm's length transaction. Any change in the fair value is recognized in profit or loss in the period in which it arises. The fair value of investment properties should reflect market conditions at the end of the reporting period. Fair value is time-specific as at a given date. As market conditions could change, the amount presented as fair value could be incorrect or inadequate at another date. The fair value of investment properties is based on measurements derived from management's estimates or valuations from independent appraisers, plus capital expenditures made since the most recent appraisal. Management regularly reviews appraisals of its investment properties between the appraisal dates in order to determine whether the related assumptions, such as standardized net operating income and capitalization rates, still apply. These assumptions are compared to market data issued by independent experts. When increases or decreases are required, Cominar adjusts the carrying amount of its investment properties.

The fair value of Cominar's investment properties recorded on the balance sheet in accordance with IFRS is the sum of the fair values of each investment property considered individually and does not necessarily reflect the contribution of the following elements that characterize Cominar: (i) the composition of the property portfolio diversified through its client base, geographic markets and business segments; (ii) synergies among different investment properties; and (iii) a fully integrated management approach. Therefore, the fair value of Cominar's investment properties taken as a whole could differ from that appearing on the consolidated balance sheet.

Properties under development in the construction phase are measured at cost until their fair value can be reliably determined, usually when development has been completed. The fair value of land held for future development is based on recent prices derived from comparable market transactions.

#### **Capitalization of costs**

Cominar capitalizes into investment properties the costs incurred to increase their capacity, replace certain components and make improvements after the acquisition date. Cominar also capitalizes major maintenance and repair expenses providing benefits that will last far beyond the end of the reporting period. For construction, expansion or major revitalization projects of income properties that take place over a substantial period of time, Cominar capitalizes the borrowing costs that are directly attributable to the investments in question.

Leasehold improvements, incurred directly by Cominar or through an allowance to tenants, which represent capital investments that increase the service capacity and value of properties and for which the economic advantage will extend beyond the term of the lease and will mainly benefit Cominar, as well as initial direct costs, mostly brokerage fees incurred to negotiate or prepare leases, are added to the carrying value of investment properties when incurred, and are not amortized subsequently.

Concerning properties under development and land held for future development, Cominar capitalizes all direct costs incurred for their acquisition, development and construction. Such capitalized costs also include borrowing costs that are directly attributable to the property concerned. Cominar begins capitalizing borrowing costs when it incurs expenditures for the properties in question and when it undertakes activities that are necessary to prepare these properties for their intended use. Cominar ceases capitalizing borrowing costs when the asset is ready for management's intended use.

When Cominar determines that the acquisition of an investment property is an asset acquisition, it capitalizes all costs that are directly related to the acquisition of the property, as well as all expenses incurred to carry out the transaction.

#### **Leasing costs**

Tenant inducements, mostly the payment of a monetary allowance to tenants and the granting of free occupancy periods, are added to the carrying amount of investment properties as they are incurred and are subsequently amortized against rental revenue from investment properties on a straight-line basis over the related lease term.

#### **Financial instruments**

Cominar groups its financial instruments into classes according to their nature and characteristics. Management determines such classification upon initial measurement, which is usually at the date of acquisition.

Cominar uses the following classifications for its financial instruments:

- Cash and cash equivalents, the mortgage receivable and accounts receivable are classified as "Loans and receivables." They are initially measured at fair value. Subsequently, they are measured at amortized cost using the effective interest method. For Cominar, this value generally represents cost.

- Mortgages payable, debentures, bank borrowings and accounts payable and accrued liabilities are classified as “Other financial liabilities.” They are initially measured at fair value. Subsequently, they are measured at amortized cost using the effective interest method.

### **Cash and cash equivalents**

Cash and cash equivalents consist of cash and investments that are readily convertible into a known amount of cash, that are not subject to a significant risk of change in value and that have original maturities of three months or less. Bank borrowings are considered to be financing arrangements.

### **Deferred financing costs**

Issue costs incurred to obtain term loan financing, typically through mortgages payable and debentures, are applied against the borrowings and are amortized using the effective interest rate method over the term of the related debt.

Financing costs related to the operating and acquisition credit facility are recorded as assets under prepaid expenses and other assets and are amortized on a straight-line basis over the term of the credit facility.

### **Revenue recognition**

Management has determined that all leases concluded between Cominar and its tenants are operating leases. Minimum lease payments are recognized using the straight-line method over the term of the related leases, and the excess of payments recognized over amounts payable is recorded on Cominar’s consolidated balance sheet under investment properties. Leases generally provide for the tenants’ payment of maintenance expenses for common elements, realty taxes and other operating costs, such payment being recognized as operating revenues in the period when the right to payment vests. Percentage leases are recognized when the minimum sales level has been reached pursuant to the related leases. Lease cancellation fees are recognized when they are due. Lastly, incidental income is recognized when services are rendered.

### **Long term incentive plan**

Cominar has a long term incentive plan in order to attract, retain and motivate its employees to attain Cominar’s objectives. This plan does not provide for any cash settlements.

### *Unit purchase options*

Cominar recognizes a compensation expense on units granted, based on their fair value on the date of the grant, which is calculated using an option valuation model. The compensation expense is amortized using the graded vesting method.

### *Restricted units*

Cominar recognizes a compensation expense on restricted unit options granted, based on their fair value, which corresponds to the market value of Cominar units on the date of the grant. The compensation expense is amortized on a straight-line basis over the duration of the vesting period.

### *Deferred units*

Cominar recognizes compensation expense on deferred units granted, based on their fair value, which corresponds to the market value of Cominar units on the date of the grant. The compensation expense is amortized using the graded vesting method.

### **Income taxes**

Cominar is considered a mutual fund trust for income tax purposes. Pursuant to the Contract of Trust, the trustees intend to distribute or designate all taxable income directly earned by Cominar to unitholders and to deduct such distributions and allocations from its income for tax purposes. Therefore, no provision for income taxes is required.

Cominar’s subsidiaries that are incorporated as business corporations are subject to tax on their taxable income under the *Income Tax Act* (Canada) and the taxation acts of the provinces concerned. These subsidiaries account for their taxes payable or recoverable at the current enacted tax rates and use the asset and liability method to account for deferred taxes. The net deferred tax liability represents the cumulative amount of taxes applicable to temporary differences between the reported carrying amounts and tax bases of the assets and liabilities.

### **Per unit calculations**

Basic net income per unit is calculated based on the weighted average number of units outstanding for the period. The calculation of net income per unit on a diluted basis considers the potential issuance of units in accordance with the long term incentive plan, if dilutive.

### **Segment information**

Segment information is presented in accordance with IFRS 8, "Operating segments," which requires segment information to be presented and disclosed in accordance with the information that is regularly assessed by the chief operating decision makers when they determine the performance of these segments.

## **FUTURE ACCOUNTING POLICY CHANGES**

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### **IFRS 9, "Financial Instruments"**

In July 2014, the International Accounting Standards Board ("IASB") published its final version of IFRS 9, which will replace IAS 39, "Financial Instruments: Recognition and Measurement" and modifications to IFRS 7, "Financial Instruments: Disclosures," in order to add disclosure requirements regarding the transition to IFRS 9. The new standard includes guidance on recognition and derecognition of financial assets and financial liabilities, impairment and hedge accounting. IFRS 9 will be effective for annual periods beginning on or after January 1, 2018, with early adoption permitted. Cominar is currently assessing the impacts of adopting this new standard on its consolidated financial statements.

### **IFRS 15, "Revenue from Contracts with Customers"**

In May 2014, the IASB issued IFRS 15, "Revenue from Contracts with Customers." IFRS 15 specifies how and when to recognize revenue and requires entities to provide users of financial statements with more informative, relevant disclosures. The standard will supersede IAS 18, "Revenue," IAS 11, "Construction Contracts," and related interpretations. Adoption of the standard will be mandatory for all IFRS reporters, and will apply to nearly all contracts with customers: the main exceptions are leases, financial instruments and insurance contracts. IFRS 15 will be effective for annual periods beginning on or after January 1, 2018, with earlier adoption permitted. Cominar is currently assessing the impacts of adopting this new standard on its consolidated financial statements.

### **IFRS 16, "Leases"**

In January 2016, the IASB issued IFRS 16, "Leases". IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, i.e. the customer (lessee) and the supplier (lessor). IFRS 16 will cancel and replace the previous leases standard, IAS 17, "Leases", and related interpretations. IFRS 16 will be effective for annual periods beginning on or after January 1, 2019, with earlier adoption permitted if IFRS 15 is also applied. Cominar is currently assessing the impacts of adopting this new standard on its consolidated financial statements.

## RISKS AND UNCERTAINTIES

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Like all real estate entities, Cominar is exposed, in the normal course of business, to various risk factors that may have an impact on its ability to attain strategic objectives, despite all the measures implemented to counter them. The risks and uncertainties identified by Cominar are:

- Access to capital and debt financing, and current global financial conditions
- Debt financing
- Ownership of immovable property
- Environmental matters
- Legal risks
- Competition
- Acquisitions
- Property development program
- Recruitment and retention of employees and executives
- Government regulation
- Limits on activities
- General uninsured losses
- Potential conflicts of interest
- Risk factors related to the ownership of units
- Risk factors related to the ownership of debentures
- Status for tax purposes

Therefore, unitholders should consider these risks and uncertainties when assessing the Trust's outlook in terms of investment potential. To obtain a complete description of the risks and uncertainties identified by Cominar, the reader is invited to refer to our 2015 Annual Report, as well as our 2015 Annual Information Form.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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COMINAR REAL ESTATE INVESTMENT TRUST  
September 30, 2016

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Unaudited

# CONSOLIDATED BALANCE SHEETS

[unaudited, in thousands of Canadian dollars]

	Note	September 30, 2016	December 31, 2015
		\$	\$
<b>ASSETS</b>			
Investment properties			
Income properties	4	7,646,626	7,614,990
Properties under development	5	52,483	49,114
Land held for future development	5	75,081	71,646
		7,774,190	7,735,750
Income properties held for sale	6	149,037	163,733
Investments in joint ventures	7	84,898	74,888
Goodwill		166,971	166,971
Mortgage receivable		8,250	8,250
Accounts receivable		50,106	56,756
Prepaid expenses and other assets		50,584	14,099
Cash and cash equivalents		4,200	5,250
<b>Total assets</b>		<b>8,288,236</b>	<b>8,225,697</b>
<b>LIABILITIES</b>			
Mortgages payable	8	2,045,496	2,052,640
Mortgage payable related to a property held for sale	6, 8	—	8,590
Debentures	9	1,970,298	1,995,506
Bank borrowings	10	280,871	381,166
Accounts payable and accrued liabilities		120,043	118,921
Deferred tax liabilities		11,607	10,877
Distributions payable to unitholders		22,300	—
<b>Total liabilities</b>		<b>4,450,615</b>	<b>4,567,700</b>
<b>UNITHOLDERS' EQUITY</b>			
Unitholders' equity		3,837,621	3,657,997
<b>Total liabilities and unitholders' equity</b>		<b>8,288,236</b>	<b>8,225,697</b>

See accompanying notes to the condensed interim consolidated financial statements.

# INTERIM CONSOLIDATED STATEMENTS OF UNITHOLDERS' EQUITY

**For the quarters ended September 30**  
[unaudited, in thousands of Canadian dollars]

	Note	Unitholders' contributions	Cumulative net income	Cumulative distributions	Contributed surplus	Equity component of convertible debentures	Total
		\$	\$	\$	\$	\$	\$
Balance as at January 1, 2016		3,063,920	2,008,364	(1,421,233)	6,946	—	3,657,997
Net income and comprehensive income		—	215,397	—	—	—	215,397
Distributions to unitholders	11	—	—	(187,300)	—	—	(187,300)
Issuance of units	11	200,354	—	—	(347)	—	200,007
Units issuance expense	11	(8,491)	—	—	—	—	(8,491)
Repurchase of units under NCIB <sup>(1)</sup>	11	(40,779)	—	—	—	—	(40,779)
Long-term incentive plan		—	100	—	690	—	790
<b>Balance as at September 30, 2016</b>		<b>3,215,004</b>	<b>2,223,861</b>	<b>(1,608,533)</b>	<b>7,289</b>	<b>—</b>	<b>3,837,621</b>

(1) Normal course issuer bid ("NCIB")

	Note	Unitholders' contributions	Cumulative net income	Cumulative distributions	Contributed surplus	Equity component of convertible debentures	Total
		\$	\$	\$	\$	\$	\$
Balance as at January 1, 2015		2,839,515	1,733,684	(1,169,938)	5,746	1,424	3,410,431
Net income and comprehensive income		—	219,434	—	—	—	219,434
Distributions to unitholders	11	—	—	(188,097)	—	—	(188,097)
Unit issuances		213,423	—	—	—	—	213,423
Unit issuance expenses		(6,565)	—	—	—	—	(6,565)
Long-term incentive plan		—	174	—	1,347	—	1,521
Repurchase of convertible debentures		—	1,424	—	—	(1,424)	—
<b>Balance as at September 30, 2015</b>		<b>3,046,373</b>	<b>1,954,716</b>	<b>(1,358,035)</b>	<b>7,093</b>	<b>—</b>	<b>3,650,147</b>

See accompanying notes to the condensed interim consolidated financial statements.



# INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

For the periods ended September 30

[unaudited, in thousands of Canadian dollars, except per unit amounts]

	Note	Quarter		Year-to-date (nine months)	
		2016	2015	2016	2015
		\$	\$	\$	\$
<b>Operating revenues</b>					
Rental revenue from investment properties		217,946	217,946	656,632	672,126
<b>Operating expenses</b>					
Operating costs		42,644	43,265	139,866	141,658
Realty taxes and services		46,922	47,982	150,423	154,007
Property management expenses		3,811	3,845	12,035	11,748
		93,377	95,092	302,324	307,413
<b>Net operating income</b>		124,569	122,854	354,308	364,713
Finance charges	12	(43,243)	(45,420)	(128,163)	(134,556)
Trust administrative expenses		(4,252)	(3,919)	(12,229)	(12,246)
Share of joint ventures' net income and comprehensive income	7	799	572	2,211	1,826
<b>Income before income taxes</b>		77,873	74,087	216,127	219,737
<b>Income taxes</b>		(344)	(92)	(730)	(303)
<b>Net income and comprehensive income</b>		77,529	73,995	215,397	219,434
<b>Basic net income per unit</b>	13	0.46	0.44	1.27	1.31
<b>Diluted net income per unit</b>	13	0.46	0.44	1.27	1.31

See accompanying notes to the condensed interim consolidated financial statements.

# INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

For the periods ended September 30  
[unaudited, in thousands of Canadian dollars]

	Note	Quarter		Year-to-date (nine months)	
		2016	2015	2016	2015
		\$	\$	\$	\$
<b>OPERATING ACTIVITIES</b>					
Net income		77,529	73,995	215,397	219,434
Adjustments for:					
Excess of share of net income and comprehensive income over distributions received from the joint ventures	7	(799)	(572)	(2,211)	(1,626)
Amortization		(536)	(163)	(1,883)	(1,399)
Compensation expense related to long-term incentive plan		242	491	780	1,484
Deferred income taxes		344	92	730	303
Recognition of leases on a straight-line basis	4	(1,566)	(1,902)	(3,108)	(5,617)
Changes in non-cash working capital items	14	44,999	28,694	(27,646)	(56,316)
<b>Cash flows provided by operating activities</b>		<b>120,213</b>	<b>100,635</b>	<b>182,059</b>	<b>156,263</b>
<b>INVESTING ACTIVITIES</b>					
Acquisitions of and investments in income properties	4	(45,421)	(40,754)	(122,941)	(132,349)
Acquisitions of and investments in properties under development and land held for future development	5	(4,292)	(2,045)	(10,055)	(9,460)
Net proceeds from the sale of investment properties	3	—	97,444	101,243	97,444
Contributions to the capital of the joint ventures	7	(1,500)	(14,809)	(10,550)	(33,259)
Return of capital from a joint venture	7	351	—	2,751	1,231
Change in other assets		1,040	2,410	118	1,344
<b>Cash flows provided by (used in) investing activities</b>		<b>(49,822)</b>	<b>42,246</b>	<b>(39,434)</b>	<b>(75,049)</b>
<b>FINANCING ACTIVITIES</b>					
Distributions to unitholders		(61,819)	(42,622)	(165,000)	(113,762)
Bank borrowings		34,409	146,370	(100,295)	(127,523)
Mortgages payable		81,484	(367)	218,015	(462)
Net proceeds from issuance of debentures		(55)	(57)	223,759	298,346
Net proceeds from issuance of units	11	191,516	(17)	191,516	153,373
Repurchase of units under NCIB	11	—	(185,961)	(40,779)	(185,961)
Repayment of debentures at maturity		(250,000)	—	(250,000)	—
Repayments of mortgages payable at maturity	8	(54,339)	(47,137)	(180,145)	(63,289)
Monthly repayments of mortgages payable	8	(13,587)	(14,369)	(40,746)	(43,085)
<b>Cash flows used in financing activities</b>		<b>(72,391)</b>	<b>(144,160)</b>	<b>(143,675)</b>	<b>(82,363)</b>
Net change in cash and cash equivalents		(2,000)	(1,279)	(1,050)	(1,149)
Cash and cash equivalents, beginning of period		6,200	6,039	5,250	5,909
Cash and cash equivalents, end of period		4,200	4,760	4,200	4,760
<b>Other information</b>					
Interest paid		32,985	38,276	122,769	132,688
Distributions received from joint ventures	7	—	—	—	200

See accompanying notes to the condensed interim consolidated financial statements.

# NOTES TO CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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For the periods ended September 30, 2016 and 2015

[unaudited, in thousands of Canadian dollars, except per unit amounts]

## 1) DESCRIPTION OF THE TRUST

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Cominar Real Estate Investment Trust ("Cominar" or the "Trust") is an unincorporated closed-end real estate investment trust created by a Contract of Trust on March 31, 1998, under the laws of the Province of Quebec. As at September 30, 2016, Cominar owned and managed a real estate portfolio of 539 high-quality properties that covered a total area of 44.8 million square feet in Quebec, Ontario, the Atlantic Provinces and Western Canada.

Cominar is listed on the Toronto Stock Exchange and its units trade under the symbol "CUF.UN." The head office is located at Complexe Jules-Dallaire – T3, 2820 Laurier Boulevard, Suite 850, Québec, Quebec, Canada, G1V 0C1. Additional information about the Trust is available on Cominar's website at [www.cominar.com](http://www.cominar.com).

The Board of Trustees approved Cominar's condensed interim consolidated financial statements on November 1, 2016.

## 2) SIGNIFICANT ACCOUNTING POLICIES

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### Basis of presentation

Cominar's unaudited condensed interim consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") applicable to the preparation of interim financial statements, and comply notably with the requirements of IAS 34, "Interim Financial Reporting." They do not include all the disclosures that will normally be found in the Trust's annual consolidated financial statements. The accounting policies and application methods thereof have been consistently applied throughout each of the periods presented in these condensed interim consolidated financial statements. These condensed interim consolidated financial statements should be read in conjunction with Cominar's annual consolidated financial statements prepared in accordance with IFRS for the fiscal year ended December 31, 2015.

## 3) DISPOSITIONS

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### DISPOSITIONS OF INCOME PROPERTIES

On January 29, 2016, Cominar completed the sale of a portfolio of 10 retail properties located in Quebec and Ontario, for a total price of \$14,949, net of selling expenses.

On March 31, 2016, Cominar completed the sale of a portfolio of 14 retail properties located in Quebec and Ontario, for a total price of \$55,482, net of selling expenses.

On May 2, 2016, Cominar completed the sale of a portfolio of 5 retail properties located in the Québec and Montréal areas, for a total price of \$39,293, net of selling expenses.

## 4) INCOME PROPERTIES

	Note	For the nine-month period ended September 30, 2016	For the year ended December 31, 2015
		\$	\$
Balance, beginning of period		7,614,990	7,697,823
Acquisitions and related costs		10,611	33,081
Fair value adjustment		—	(23,322)
Capital costs		98,827	137,161
Dispositions		—	(97,444)
Transfers from properties under development	5	5,599	13,292
Transfers to income properties held for sale	6	(95,028)	(163,733)
Change in initial direct costs		8,519	10,992
Recognition of leases on a straight-line basis		3,108	7,140
Balance, end of period		7,646,626	7,614,990

During the third quarter of 2016, Cominar completed the construction of an industrial and mixed-use property transferred from properties under development to income properties. Located in Québec, this property, valued at \$5,599 with 46,000 square feet of leasable area, is 100% leased. The capitalization rate is 8.5%.

## 5) PROPERTIES UNDER DEVELOPMENT AND LAND HELD FOR FUTURE DEVELOPMENT

	Note	For the nine-month period ended September 30, 2016	For the year ended December 31, 2015
		\$	\$
Balance, beginning of period		120,760	121,938
Capital costs		7,965	6,776
Capitalized interest		3,804	5,239
Transfers to income properties	4	(5,599)	(13,292)
Change in initial direct costs		634	99
Balance, end of period		127,564	120,760
Breakdown:			
Properties under development		52,483	49,114
Land held for future development		75,081	71,646

## 6) INCOME PROPERTIES HELD FOR SALE

Cominar has undertaken the process of selling some of its income properties and expects to close these transactions over the next few months. Cominar's management intends to use the total net proceeds from these dispositions to pay down debt. Here is the fair value of these income properties less costs of sale by operating segment:

	Note	Retail properties \$	Industrial and mixed-use properties \$	Total \$
<b>For the nine-month period ended September 30, 2016</b>				
<b>Assets – Retail properties</b>				
Income properties held for sale				
Balance, beginning of period		163,733	—	163,733
Dispositions	3	(109,724)	—	(109,724)
Transfers of income properties	4	45,529	49,499	95,028
Balance, end of period		99,538	49,499	149,037

		Retail properties \$	Industrial and mixed-use properties \$	Total \$
<b>For the nine-month period ended September 30, 2016</b>				
<b>Liabilities</b>				
Mortgage payable related to an income property held for sale				
Balance, beginning of period		8,590	—	8,590
Monthly repayments of principal		(109)	—	(109)
Disposition		(8,481)	—	(8,481)
Balance, end of period		—	—	—

## 7) JOINT VENTURES

<b>As at September 30</b>			<b>2016</b>	<b>2015</b>
<b>Joint venture</b>	<b>Address</b>	<b>City/province</b>	<b>Ownership interest</b>	<b>Ownership interest</b>
Société en commandite Complexe Jules-Dallaire	2820 Laurier Boulevard	Québec, Quebec	<b>50%</b>	50%
Société en commandite Bouvier-Bertrand	Espace Bouvier	Québec, Quebec	<b>50%</b>	50%
Société en commandite Chaudière-Duplessis	De la Chaudière Boulevard	Québec, Quebec	<b>75%</b>	75%
Société en commandite Marais	Du Marais Street	Québec, Quebec	<b>75%</b>	75%

The business objective of these joint ventures is the ownership, management and development of real estate projects.

The following table summarizes the financial information on the investments in these joint ventures accounted for under the equity method:

	For the nine –month period ended September 30, 2016	For the year ended December 31, 2015
	\$	\$
Investments in joint ventures, beginning of period	74,888	41,633
Contributions to the capital of the joint ventures	10,550	33,259
Share of joint ventures' net income and comprehensive income	2,211	1,427
Cash distributions by a joint venture	—	(200)
Return of capital from a joint venture	(2,751)	(1,231)
Investments in joint ventures, end of period	84,898	74,888

The following tables summarize the joint ventures' net assets and net income and comprehensive income:

	As at September 30, 2016	As at December 31, 2015
	\$	\$
Income properties	189,421	183,168
Properties under development	32,994	32,921
Land held for future development	53,159	43,122
Other assets	2,998	2,806
Mortgages payable	(113,595)	(102,312)
Bank borrowings	(19,318)	(25,002)
Other liabilities	(2,574)	(6,440)
Net assets of the joint ventures	143,085	128,263
Proportionate share of joint ventures' net assets	84,898	74,888

	Quarter		Year-to-date (nine months)	
For the periods ended September 30	2016	2015	2016	2015
	\$	\$	\$	\$
Operating revenues	4,850	4,312	14,910	13,430
Operating expenses	1,877	1,904	6,397	6,016
Net operating income	2,973	2,408	8,513	7,414
Finance charges	(1,364)	(1,264)	(3,998)	(3,762)
Administrative expenses	(12)	—	(93)	—
Net income and comprehensive income	1,597	1,144	4,422	3,652
Share of joint ventures' net income and comprehensive income	799	572	2,211	1,826

## 8) MORTGAGES PAYABLE

	For the nine –month period ended September 30, 2016		For the year ended December 31, 2015	
		Weighted average contractual rate		Weighted average contractual rate
	\$	%	\$	%
Balance, beginning of period	2,051,335	4.46	1,948,462	4.79
Net mortgages payable, contracted or assumed	219,555	3.43	371,407	3.07
Monthly repayments of principal	(40,746)	—	(57,120)	—
Repayments of balances at maturity	(188,628)	5.45	(211,414)	4.77
	2,041,516	4.37	2,051,335	4.46
Plus: Fair value adjustments on assumed mortgages payable	9,214		14,246	
Less: Deferred financing costs	(5,234)		(4,351)	
Balance, end of period <sup>(1)</sup>	2,045,496		2,061,230	

(1) Including the \$nil [\$8,590 as at December 31, 2015] mortgage payable related to a property held for sale.

Mortgages payable are primarily secured by immovable hypothecs on investment properties having a carrying value of \$4,022,170 [\$4,162,353 as at December 31, 2015]. They bear annual contractual interest rates ranging from 2.52% to 7.75% [2.35% to 7.75% as at December 31, 2015], representing a weighted average contractual rate of 4.37% as at September 30, 2016 [4.46% as at December 31, 2015], and are renewable at various dates from October 2016 to January 2039. As at September 30, 2016, the weighted average effective interest rate was 4.09% [4.05% as at December 31, 2015].

As at September 30, 2016, all mortgages payable were bearing interest at fixed rates. Some of the mortgages payable include covenants, with which Cominar was in compliance as at September 30, 2016 and December 31, 2015.

## 9) DEBENTURES

On May 20, 2016, Cominar issued \$225,000 in Series 10 senior unsecured debentures bearing interest at a rate of 4.247% and maturing in May 2023.

On September 21, 2016, Cominar reimbursed at maturity its Series 6 senior unsecured debentures totalling \$250,000 and bearing interest at a variable rate.

The following table presents characteristics of outstanding debentures as at September 30, 2016:

	Date of issuance	Contractual interest rate %	Effective interest rate %	Maturity date	Par value as at September 30, 2016 \$
Series 1	June 2012 <sup>(1)</sup>	4.274	4.32	June 2017	250,000
Series 2	December 2012 <sup>(2)</sup>	4.23	4.37	December 2019	300,000
Series 3	May 2013	4.00	4.24	November 2020	100,000
Series 4	July 2013 <sup>(3)</sup>	4.941	4.81	July 2020	300,000
Series 7	September 2014	3.62	3.70	June 2019	300,000
Series 8	December 2014	4.25	4.34	December 2021	200,000
Series 9	June 2015	4.164	4.25	June 2022	300,000
Series 10	May 2016	4.247	4.34	May 2023	225,000
<b>Total</b>		<b>4.23</b>	<b>4.30</b>		<b>1,975,000</b>

(1) Re-opened in September 2012 (\$125,000).

(2) Re-opened in February 2013 (\$100,000).

(3) Re-opened in January 2014 (\$100,000) and March 2014 (\$100,000).



The following table presents changes in debentures for the periods indicated:

	For the nine-month period ended September 30, 2016		For the year ended December 31, 2015	
		Weighted average contractual rate		Weighted average contractual rate
	\$	%	\$	%
Balance, beginning of period	2,000,000	3.95	1,950,000	3.89
Issuances	225,000	4.25	300,000	4.16
Repayment at maturity	(250,000)	1.97	(250,000)	3.03
	1,975,000	4.23	2,000,000	3.95
Less: Deferred financing costs	(7,023)		(7,413)	
Plus: Net premium and discount on issuance	2,321		2,919	
Balance, end of period	1,970,298		1,995,506	

Debentures, under the trust indenture, contain covenants, with which Cominar was in compliance as at September 30, 2016 and December 31, 2015.

## 10) BANK BORROWINGS

As at September 30, 2016, Cominar had an unsecured revolving operating and acquisition credit facility of up to \$700,000 maturing in August 2019. This credit facility bears interest at prime rate plus 70 basis points or at bankers' acceptance rate plus 170 basis points. This credit facility contains certain restrictive clauses, with which Cominar was in compliance as at September 30, 2016 and December 31, 2015. As at September 30, 2016, bank borrowings totalled \$280,871 and cash available was \$419,129.

## 11) ISSUED AND OUTSTANDING UNITS

Ownership interests in Cominar are represented by a single class of units, unlimited in number. Units represent a unitholder's undivided and proportionate ownership interest in Cominar. Each unit confers the right to one vote at any unitholders' meeting and to participate equally and rateably in any Cominar distributions. All issued units are fully paid.

	For the nine-month period ended September 30, 2016		For the year ended December 31, 2015	
	Units	\$	Units	\$
Units issued and outstanding, beginning of period	170,912,647	3,063,920	158,689,195	2,839,515
Public offering	12,780,000	191,516	7,901,650	148,701
Repurchase of units under NCIB	(2,717,396)	(40,779)	(530,836)	(7,755)
Exercise of options	—	—	266,200	4,741
Distribution reinvestment plan	—	—	4,582,780	78,643
Conversion of convertible debentures	—	—	3,658	75
Conversion of deferred units and restricted units	18,375	347	—	—
Units issued and outstanding, end of period	180,993,626	3,215,004	170,912,647	3,063,920

## DISTRIBUTIONS TO UNITHOLDERS

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
	\$	\$	\$	\$
Distributions	63,513	62,959	187,300	188,097
Distributions per unit	0.3675	0.3675	1.1025	1.1025

## 12) FINANCE CHARGES

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
	\$	\$	\$	\$
Interest on mortgages payable	21,588	22,346	65,628	67,415
Interest on debentures	21,998	21,714	62,558	60,286
Interest on convertible debentures	—	1,287	—	7,010
Interest on bank borrowings	2,213	1,934	7,656	6,625
Net amortization of premium and discount on debenture issues	(201)	(198)	(598)	(587)
Amortization of deferred financing costs and other costs	914	2,151	2,873	5,773
Amortization of fair value adjustments on assumed borrowings	(1,547)	(2,336)	(5,033)	(7,305)
Less: Capitalized interest <sup>(1)</sup>	(1,722)	(1,478)	(4,921)	(4,661)
Total finance charges	43,243	45,420	128,163	134,556

(1) Includes capitalized interest on properties under development and on major revitalization projects for income properties that take place over a substantial period of time. The weighted average capitalization rate used in 2016 was 4.18% [4.40% in 2015].

## 13) PER UNIT CALCULATION BASIS

The following table provides a reconciliation of the weighted average number of units outstanding used to calculate basic and diluted net income per unit for the years indicated:

For the periods ended September 30	Quarter		Year-to-date (nine months)	
	2016	2015	2016	2015
	Units	Units	Units	Units
Weighted average number of units outstanding – basic	169,427,041	169,015,978	168,964,131	167,096,698
Dilutive effect related to the long-term incentive plan	518,205	45,345	444,999	209,376
Dilutive effect of convertible debentures	—	222,581	—	—
Weighted average number of units outstanding – diluted	169,945,246	169,283,904	169,409,130	167,306,074

The calculation of the diluted weighted average number of units outstanding does not take into account the effect of the conversion into units of 7,158,217 options outstanding for the quarter ended September 30, 2016 [8,335,050 options in 2015] and of 7,253,094 options outstanding for the nine-month period ended September 30, 2016 [3,982,228 options in 2015] since the exercise price of the options, including the unrecognized portion of the related compensation expense, is higher than the average price of units. The calculation of diluted net income per unit includes the elimination of interest at the effective rate on the convertible debentures of \$nil for the quarter ended September 30, 2016 [\$93 in 2015] and of \$nil for the nine-month period ended September 30, 2016 [\$nil in 2015].

## 14) SUPPLEMENTAL CASH FLOW INFORMATION

	Quarter		Year-to-date (nine months)	
For the periods ended September 30	2016	2015	2016	2015
	\$	\$	\$	\$
Accounts receivable	3,995	(1,992)	6,650	(3,811)
Prepaid expenses	23,483	24,614	(38,063)	(38,648)
Accounts payable and accrued liabilities	17,521	6,072	3,767	(13,857)
Changes in non-cash working capital items	44,999	28,694	(27,646)	(56,316)
<b>Other information</b>				
Unpaid acquisitions and investments with respect to investment properties	12,992	13,600	12,992	13,600

## 15) RELATED PARTY TRANSACTIONS

During the three and nine-month periods ended September 30, 2016 and 2015, Cominar entered into transactions with companies controlled by unitholders who are also officers of Cominar over which they have significant influence.

These transactions were entered into in the normal course of business and are measured at the exchange amount. They are reflected in the condensed interim consolidated financial statements as follows:

		Quarter		Year-to-date (nine months)	
For the nine-month periods ended September 30	Note	2016	2015	2016	2015
		\$	\$	\$	\$
Investment properties – Capital costs		17,490	17,761	59,884	49,381
Investment properties held by joint ventures – Acquisition		—	10,192	6,204	31,276
Investment properties held by joint ventures – Capital costs		540	4,503	3,012	11,635
Share of joint ventures' net income and comprehensive income	7	799	572	2,211	1,826
Net rental revenue from investment properties		79	71	226	199
Interest income		70	70	210	243

	Note	As at September 30, 2016	As at December 31, 2015
		\$	\$
Investments in joint ventures	7	84,898	74,888
Mortgage receivable		8,250	8,250
Accounts receivable – Related parties		1,187	701
Accounts payable – Related parties		5,220	8,804

## 16) FAIR VALUE

Cominar uses a three-level hierarchy to classify its financial instruments measured at fair value. The hierarchy reflects the relative weight of inputs used in the valuation. The levels in the hierarchy are:

- Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices)
- Level 3 – Inputs for the asset or liability that are not based on observable market data (i.e., unobservable inputs)

Cominar's policy is to recognize transfers between hierarchy levels on the date of changes in circumstances that caused the transfer. There was no transfer between hierarchy levels in the first nine months of 2016 and fiscal 2015.

The fair value of cash and cash equivalents, mortgages receivable, accounts receivable, accounts payable and accrued liabilities, distributions payable to unitholders and bank borrowings approximates the carrying amount since they are short-term in nature or bear interest at current market rates.

The fair value of mortgages payable and debentures has been estimated based on current market rates for financial instruments with similar terms and maturities.

The carrying amount and the fair value of financial liabilities, when that fair value does not approximate the carrying amount, are classified as follows:

		As at September 30, 2016		As at December 31, 2015	
	Level	Carrying amount	Fair value	Carrying amount	Fair value
		\$	\$	\$	\$
<b>FINANCIAL LIABILITIES</b>					
Mortgages payable	2	2,045,496	2,111,072	2,061,230	2,140,424
Debentures	2	1,970,298	2,039,281	1,995,506	2,026,127

## 17) SEGMENT INFORMATION

Cominar's activities include a diversified portfolio of three property types located in several Canadian provinces. The accounting policies followed for each property type are the same as those disclosed in the significant accounting policies in the audited annual financial statements of the Trust. Cominar uses net operating income as its main criterion to measure operating performance, that is, the operating revenues less the operating expenses of its investment properties. Management of expenses, such as interest and administrative expenses, is centralized and, consequently, these expenses have not been allocated to Cominar's segments.

The segments include Cominar's proportionate share in joint ventures. The *Joint ventures* columns reconcile the segment information including the proportionate share in assets, liabilities, revenues and charges, to the information presented in these condensed interim consolidated financial statements, where the investments in joint ventures are accounted for using the equity method.

The following tables provide financial information on Cominar's three property types:

For the quarter ended	Office properties	Retail properties	Industrial and mixed-use properties	Cominar's proportionate share	Joint ventures	Condensed interim consolidated financial statements
September 30, 2016	\$	\$	\$	\$	\$	\$
Rental revenue from investment properties	93,578	88,295	38,498	220,371	(2,425)	217,946
Net operating income	48,408	53,265	24,382	126,055	(1,486)	124,569
Share of joint ventures' net income and comprehensive income	—	—	—	—	799	799
September 30, 2015	\$	\$	\$	\$	\$	\$
Rental revenue from investment properties	96,883	83,208	40,011	220,102	(2,156)	217,946
Net operating income	51,541	46,703	25,786	124,057	(1,203)	122,854
Share of joint ventures' net income and comprehensive income	—	—	—	—	572	572

For the nine-month periods ended	Office properties	Retail properties	Industrial and mixed-use properties	Cominar's proportionate share	Joint ventures	Condensed interim consolidated financial statements
September 30, 2016	\$	\$	\$	\$	\$	\$
Rental revenue from investment properties	287,945	252,959	123,183	664,087	(7,455)	656,632
Net operating income	146,381	139,947	72,236	358,564	(4,256)	354,308
Share of joint ventures' net income and comprehensive income	—	—	—	—	2,211	2,211
September 30, 2015	\$	\$	\$	\$	\$	\$
Rental revenue from investment properties	301,218	254,350	123,273	678,841	(6,715)	672,126
Net operating income	156,783	138,251	73,386	368,420	(3,707)	364,713
Share of joint ventures' net income and comprehensive income	—	—	—	—	1,826	1,826

  

As at September 30, 2016	Office properties	Retail properties	Industrial and mixed-use properties	Cominar's proportionate share	Joint ventures	Condensed interim consolidated financial statements
	\$	\$	\$	\$	\$	\$
Income properties	3,333,216	2,975,572	1,432,548	7,741,336	(94,710)	7,646,626
Income properties held for sale	—	99,538	49,499	149,037	—	149,037
Investments in joint ventures	—	—	—	—	84,898	84,898
As at December 31, 2015	\$	\$	\$	\$	\$	\$
Income properties	3,253,449	3,002,584	1,450,542	7,706,575	(91,585)	7,614,990
Income properties held for sale	—	163,733	—	163,733	—	163,733
Investments in joint ventures	—	—	—	—	74,888	74,888

## 18) SUBSEQUENT EVENT

On October 13, 2016, Cominar declared a monthly distribution of \$0.1225 per unit payable on November 15, 2016.

# CORPORATE INFORMATION

## BOARD OF TRUSTEES

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**Michel Dallaire, Eng.**

Chairman of the Board of Trustees  
Chief Executive Officer  
Cominar Real Estate Investment Trust

**Luc Bachand** <sup>(1)(3)(4)</sup>

Corporate director

**Mary-Ann Bell, Eng., M.Sc., ASC** <sup>(1)(2)</sup>

Corporate Director

**Alain Dallaire**

Executive Vice President, Operations  
Office and Industrial and Asset Management  
Cominar Real Estate Investment Trust

**Alban D'Amours, M.C., G.O.Q., FA dmA** <sup>(1)(2)(4)</sup>

Corporate Director

**Ghislaine Laberge** <sup>(2)(4)</sup>

Corporate Director

**Johanne M. Lépine** <sup>(3)(4)</sup>

President and Chief Executive Officer  
Aon Parizeau Inc.

**Michel Thérroux, FCPA, FCA** <sup>(1)(3)</sup>

Corporate Director

*(1) Member of the Audit Committee*

*(2) Member of the Compensation Committee*

*(3) Member of the Nomination and Governance Committee*

*(4) Member of the Investment Committee*

## KEY OFFICERS

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**Michel Dallaire, Eng.**

Chief Executive Officer

**Sylvain Cossette, B.C.L.**

President and Chief Operating Officer

**Gilles Hamel, CPA, CA**

Executive Vice President  
and Chief Financial Officer

**Guy Charron, CPA, CA**

Executive Vice President, Operations  
Retail

**Alain Dallaire**

Executive Vice President, Operations  
Office and Industrial and Asset Management

**Todd Bechard, CPA, CMA, CFA**

Executive Vice President, Acquisitions

**Jean Laramée, Eng.**

Executive Vice President, Development

**Michael Racine**

Executive Vice President, Leasing  
Office and Industrial

**Manon Deslauriers**

Vice President, Legal Affairs and  
Corporate Secretary

# UNITHOLDERS INFORMATION

## COMINAR REAL ESTATE INVESTMENT TRUST

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Complexe Jules-Dallaire – T3  
2820 Laurier Boulevard, Suite 850  
Québec, Quebec, Canada G1V 0C1

Tel.: 418 681-8151  
Fax: 418 681-2946  
Toll-free: 1-866 COMINAR  
Email: [info@cominar.com](mailto:info@cominar.com)  
Website: [www.cominar.com](http://www.cominar.com)

## LISTING

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The units of Cominar Real Estate Investment Trust are listed on the Toronto Stock Exchange under the trading symbol CUF.UN.

## TRANSFER AGENT

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Computershare Trust Company of Canada  
1500 Robert-Bourassa Blvd., Suite 700  
Montréal, Quebec, Canada H3A 3S8

Tel.: 514 982-7555  
Fax: 514 982-7580  
Toll-free: 1-800 564-6253  
Email: [service@computershare.com](mailto:service@computershare.com)

## TAXABILITY OF DISTRIBUTIONS

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In 2015, 73.94% of the distributions made by Cominar to unitholders were tax deferred.

## LEGAL COUNSEL

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Davies Ward Phillips & Vineberg LLP

## AUDITORS

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PricewaterhouseCoopers LLP/s.r.l./s.e.n.c.r.l.

## UNITHOLDERS DISTRIBUTION REINVESTMENT PLAN

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On September 14, 2016, Cominar announced the resumption of its Distribution Reinvestment Plan, suspended since January 20, 2016.

Cominar Real Estate Investment Trust offers unitholders the opportunity to participate in its Unitholders Distribution Reinvestment Plan (the "DRIP"). The DRIP allows participants to receive their monthly distributions as additional units of Cominar. In addition, participants will be entitled to receive an additional distribution equal to 3% of each cash distribution reinvested pursuant to the DRIP, which will be reinvested in additional units.

For further information about the DRIP, please refer to the DRIP section of our website at [www.cominar.com](http://www.cominar.com) or contact us by email at [info@cominar.com](mailto:info@cominar.com) or contact the Transfer Agent.



