



# KEEP ON GROWING

2014 Interim Report



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# MESSAGE TO UNITHOLDERS

For the quarter ended March 31, 2014, our operating revenue increased by 3.7% and our recurring adjusted funds from operations by 2.3% compared to the first quarter of 2013.

Strategic acquisitions completed in this quarter and in prior periods greatly contributed to our success and on a day-to-day basis, we strive to promote organic growth in each of our markets. While our overall occupancy rate remained stable at 93.1%, as it was at the end of the previous quarter, we are pleased to note a good recovery in the Montreal industrial segment. Furthermore, we are intensifying our efforts in leasing activities, especially in the Montreal office segment.

In line with our prudent, responsible and effective debt management strategy, we conducted various financing activities, including two offerings for a total of \$200 million in senior unsecured debentures, bearing an interest rate of 4.941% and maturing in July 2020 to replace existing debt. These issuances enabled us to get closer to our long-term goal to increase the portion of our debt, comprised of senior unsecured debentures, to total debts to approximately 50%.

As at March 31, 2014, our financial position remained healthy and strong, while our debt ratio, excluding convertible debentures, stood at 49.8% and our annualized interest coverage ratio at 2.68:1.

In line with our strategic plan, we are keeping our eyes open for acquisition opportunities that allow us to increase our geographical diversification with profitability and value creation for our unitholders as our main objective. In this regard, during the first quarter of 2014, we acquired a portfolio of 11 office buildings for \$229.3 million, with approximately 70% of the net operating income coming from the Greater Toronto Area, and the remainder from the metropolitan Montreal area. As we have proceeded in the past to enter the Montreal real estate market, we have chosen to attack the dynamic Toronto market by its surroundings, given the high cost of downtown real estate. This conservative approach allows us to integrate the Toronto market and its business and financial community, while benefiting from favorable growth conditions, including the excellent capitalization rate of 7% for this transaction.

Also during this quarter, we completed the acquisition of Carrefour Lachenaie, a retail complex consisting of five properties in the metropolitan Montreal area for \$28.2 million also with an excellent capitalization rate of 7%.

In total, we acquired investment properties valued at approximately \$257 million, increasing our overall leasable area by 1.3 million square feet.

Meanwhile, we pursued the construction of Place Laval V, a fourteen-storey 284,000 square feet office property located in Laval which will be fully occupied by an agency of the Quebec Government.

Building on this strong momentum, we are determined to continue our efforts aimed at maintaining our costs and optimizing our client satisfaction and our overall occupancy rate. The quality of our assets, our expertise in operational and financial management and our high standards of client service are the strengths we are focusing on to continue to grow in the best interest of our unitholders.

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

Michel Dallaire, P.Eng.  
President and Chief Executive Officer,  
May 6, 2014

# INTERIM MANAGEMENT'S DISCUSSION AND ANALYSIS

The following Interim Management's Discussion and Analysis ("MD&A") is provided to enable a reader to assess the results of operations of Cominar Real Estate Investment Trust ("Cominar," the "Trust" or the "REIT") for the quarter ended March 31, 2014, in comparison with the corresponding quarter of 2013, as well as its financial position at that date and its outlook. Dated May 6, 2014, this interim MD&A reflects all significant information available as of that date and should be read in conjunction with unaudited condensed interim consolidated financial statements and accompanying notes included in this document, 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 condensed interim unaudited consolidated financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB").

## **BASIS OF PRESENTATION**

On January 1, 2013, Cominar adopted IFRS 11, "Joint Arrangements" ("IFRS 11") and such standard has been applied to a joint venture, as defined by IFRS 11, that must be accounted for using the equity method.

The adoption of IFRS 11 has had an impact on the presentation of the Trust's condensed interim consolidated financial statements only in 2014. The financial information in this interim MD&A presents the consolidated balance sheets and interim consolidated statements of comprehensive income prepared using proportionate consolidation, which are non-IFRS measures. Management believes that presenting the operating and financial results of Cominar's joint venture using proportionate consolidation provides more useful information to current and prospective investors to assist them in understanding Cominar's financial performance. Therefore, the discussion of the Trust's operating results in this interim MD&A is based on financial information prepared using proportionate consolidation for the Trust's joint venture. The reader is invited to refer to the section *Reconciliation of information prepared using proportionate consolidation* for a complete reconciliation of the Trust's condensed interim consolidated financial statements to the financial information prepared using proportionate consolidation presented in this interim MD&A.

Additional information on the Trust, including its 2013 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.

# 2014 HIGHLIGHTS FOR THE FIRST QUARTER ENDED MARCH 31, 2014

## INCREASES

**3.7%**

IN OPERATING  
REVENUES

**2.3%**

IN NET OPERATING  
INCOME

**0.6%**

IN RECURRING FUNDS  
FROM OPERATIONS

**2.0%**

IN RECURRING  
ADJUSTED FUNDS  
FROM OPERATIONS

**2.5%**

DISTRIBUTIONS  
PAID

**3.2%**

OF THE AVERAGE NET RENT  
OF RENEWED LEASES

**3.3%**

IN LEASABLE AREA

DEBT RATIO

**49.8%**

(excluding convertible debentures)

RETENTION RATE

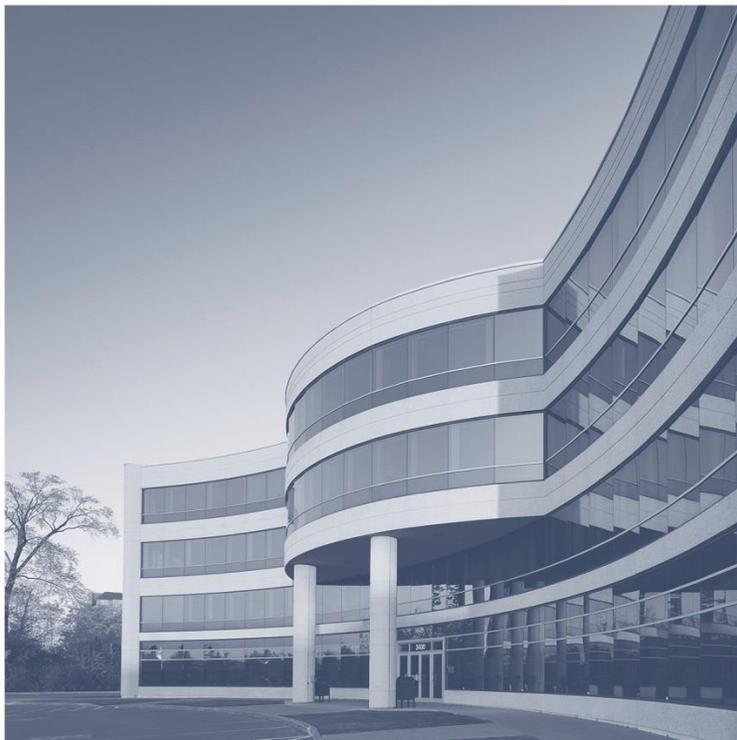
**40.8%**

INTEREST  
COVERAGE RATIO

**2.68: 1**

PAYOUT RATIO OF  
RECURRING DISTRIBUTABLE  
INCOME

**92.3%**



## SUBSEQUENT EVENT

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On May 1, 2014, Cominar acquired a portfolio of 14 mainly industrial and mixed-use properties in the Greater Toronto Area, with a total leasable area of approximately 1,184,000 square feet, for a purchase price of \$100.7 million; \$63.2 million paid in cash and \$37.5 million by assuming mortgages payable. The capitalisation rate for this transaction is 7.1%.

## 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 filings 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 2014 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," "intend," "forecast" and "objective" 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 general economic 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 changes in interest rates.

We caution 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 speak only as of the date of this interim 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 interim MD&A, as well as in the "Risk Factors" section of Cominar's 2013 Annual Information Form.

## NON-IFRS FINANCIAL MEASURES

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In this interim MD&A, we issue guidance on and report on certain non-IFRS measures, including "net operating income", "adjusted net income," "recurring distributable income," "recurring funds from operations" and "recurring adjusted funds from operations", which we use to evaluate our 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 nearest IFRS measure and given no more prominence than the closest IFRS measure. You may find such information in the sections dealing with each of these measures.

## FINANCIAL AND OPERATIONAL HIGHLIGHTS

For the quarters ended March 31	2014	2013	Δ%
<b>FINANCIAL PERFORMANCE</b>			
Operating revenues	175,826	169,593	3.7
Net operating income <sup>(1)</sup>	91,993	89,922	2.3
Same property net operating income <sup>(1)</sup>	83,618	85,670	(2.4)
Net income	55,070	59,697	(7.8)
Recurring distributable income <sup>(1)</sup>	49,009	47,869	2.4
Recurring funds from operations <sup>(1)</sup>	55,700	55,390	0.6
Recurring adjusted funds from operations <sup>(1)</sup>	48,319	47,374	2.0
Distributions	46,277	45,155	2.5
Total assets	6,333,451	5,844,256	8.4
<b>PER UNIT FINANCIAL PERFORMANCE</b>			
Net income (basic)	0.43	0.48	(10.0)
Recurring distributable income (basic) <sup>(1)</sup>	0.39	0.38	2.6
Recurring funds from operations (FD) <sup>(1)(2)</sup>	0.44	0.44	—
Recurring adjusted funds from operations (FD) <sup>(1)(2)</sup>	0.38	0.38	—
Distributions	0.36	0.36	—
Payout ratio of recurring DI	92.3%	94.7%	
Payout ratio of recurring adjusted funds from operations	94.7%	94.7%	
Cash payout ratio of recurring adjusted funds from operations	65.8%	76.3%	
<b>FINANCING</b>			
Overall debt ratio <sup>(3)</sup>	52.7%	51.2%	
Debt ratio (excluding convertible debentures)	49.8%	46.3%	
Interest coverage ratio <sup>(4)</sup>	2.68:1	2.75:1	
Weighted average interest rate on total debt	4.75%	4.87%	
Weighted average interest rate on fixed-rate debts	4.88%	5.07%	
Residual weighted average term of fixed-rate debts (years)	4.9	4.2	
Senior unsecured debts-to-total-debt ratio <sup>(5)</sup>	35.9%	18.3%	
<b>OPERATIONAL DATA</b>			
Number of investment properties	513	500	
Leasable area (in thousands of sq. ft.)	38,342	36,887	
Occupancy rate	93.1%	93.9%	
Retention rate	40.8%	23.3%	
Growth in the average net rent of renewed leases	3.2%	8.3%	
<b>ACQUISITIONS</b>			
Number of income properties	16	20	
Leasable area (in thousands of sq. ft.)	1,310	1,790	
Total investment (including land for future development)	272,034	177,400	
Weighted average capitalization rate	7.0%	7.0%	
<b>DEVELOPMENT ACTIVITIES</b>			
Number of properties under development	2	3	
Value of properties under development	68,253	30,546	

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

(2) Fully diluted

(3) Total of cash and cash equivalents, bank borrowings, mortgages payable, the bridge loan, debentures and convertible debentures divided by the total assets less cash and cash equivalents.

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

(5) Senior unsecured debentures divided by total debt.

## SELECTED QUARTERLY INFORMATION

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

For the quarters ended	March 31, 2014	Dec. 31, 2013	Sept. 30, 2013	June 30, 2013	March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
Operating revenues	<b>175,826</b>	163,150	161,470	167,840	169,593	157,312	140,518	140,419
Net operating income	<b>91,993</b>	93,217	93,338	91,733	89,922	90,334	81,566	79,035
Net income	<b>55,070</b>	74,568 <sup>(1)</sup>	58,348	62,356	59,697	231,859 <sup>(1)</sup>	31,824	45,762
Net income per unit (basic)	<b>0.43</b>	0.59 <sup>(1)</sup>	0.46	0.50	0.48	1.87 <sup>(1)</sup>	0.27	0.43
Net income per unit (diluted)	<b>0.42</b>	0.58 <sup>(1)</sup>	0.46	0.48	0.47	1.73 <sup>(1)</sup>	0.27	0.42
Recurring distributable income	<b>49,009</b>	50,768	51,369	48,473	47,869	48,717	44,126	41,816
Recurring DI per unit (basic)	<b>0.39</b>	0.40	0.41	0.39	0.38	0.39	0.38	0.40
Recurring funds from operations	<b>55,700</b>	58,475	57,193	54,797	55,390	57,071	51,508	49,363
Recurring FFO per unit (FD)	<b>0.44</b>	0.46	0.45	0.43	0.44	0.45	0.43	0.45
Recurring AFFO	<b>48,319</b>	49,044	50,593	47,765	47,374	47,025	43,375	40,990
Recurring AFFO per unit (FD)	<b>0.38</b>	0.39	0.40	0.38	0.38	0.38	0.37	0.38
Distributions	<b>46,277</b>	46,338	45,886	45,598	45,155	45,287	43,598	39,505
Distributions per unit	<b>0.36</b>	0.36	0.36	0.36	0.36	0.36	0.36	0.36

(1) Includes the change in fair value of income properties.

DI: Distributable income

FD: Fully diluted

FFO: Funds from operations

AFFO: Adjusted funds from operations

## GENERAL BUSINESS OVERVIEW

Cominar Real Estate Investment Trust is the third-largest diversified REIT in Canada and remains the largest commercial property owner in the Province of Quebec. As at March 31, 2014, Cominar owned and managed a high-quality portfolio of 513 properties including 131 office buildings, 165 retail buildings and 217 industrial and mixed-use buildings located in Quebec, Ontario, the Atlantic Provinces and Western Canada.

Since its inception in 1998, Cominar has made a series of acquisitions and completed numerous construction and property development projects, increasing the carrying amount of its assets to \$6.3 billion as at March 31, 2014.

As a self-managed and fully integrated real estate investment trust, asset and property management is entirely internalized. Except for some recently acquired properties whose management currently does not match Cominar's business model, the Trust is not bound to any third party by management contracts or property management fees. This mode of operation enables more direct, faster and more efficient contact with our clientele. The result is improved efficiency for Cominar.

PROPERTIES SUMMARY AS AT MARCH 31, 2014			
Segment	Number of Buildings	Leasable Space (sq. ft.)	Occupancy Rate (%)
Office	131	14,115,500	92.5
Retail	165	8,022,500	94.2
Industrial and mixed-use	217	16,204,000	93.0
<b>TOTAL</b>	<b>513</b>	<b>38,342,000</b>	<b>93.1</b>

## OBJECTIVES AND STRATEGY

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Cominar's primary objectives are to provide its unitholders with growing cash distributions, sustainable over the long-term and payable monthly, as well as to increase and maximize unit value through proactive management and the sustained growth of its property 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 and providing unitholders with consistent and stable distributions, Cominar generally aims to maintain a debt ratio of approximately 50% of the gross carrying amount, even though the Contract of Trust provides for a ratio of up to 65%. In addition, Cominar is targeting a payout ratio that should gradually attain approximately 90% of distributable income.

Cominar's growth strategy consists of a two-fold approach: acquiring properties or property portfolios and carrying out development projects.

To sustain and eventually increase the pace of its growth, Cominar is developing new markets outside the province of Quebec, as demonstrated by certain large acquisitions realized over the last three years. Through this strategy, Cominar has enhanced its geographical diversification. Cominar also intends to keep investing in Quebec in order to benefit from the competitive advantage it has in this market.

Cominar will mainly grow through acquisitions and will limit the scale of development projects, executing only those that meet demand and the needs of its clients.

## PERFORMANCE INDICATORS

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, i.e. Cominar's ability to increase revenues, reduce costs, and generate organic growth;
- **Recurring distributable income ("DI") per unit**, which represents a benchmark that investors can use to judge the stability of distributions;
- **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, represents a meaningful measure of Cominar's ability to generate stable cash flows;
- **Payout ratio of recurring distributable income**, which allows investors to assess the stability of distributions;
- **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;
- **Leasable area growth**, a decisive factor of Cominar's strategy for reaching its main objectives of providing unitholders with growing cash distributions and increasing and maximizing unit value;
- **Growth in the average net rent of renewed leases**, which represents a measurement of organic growth and gives an indication of our capacity to increase our rental revenues;
- **Segment and geographic diversification**, which contributes to revenue stability by spreading real estate risk (refer to *Results of operations* section).

The following table summarizes our main key performance indicators for the quarters ended March 31, 2014 and 2013:

### PERFORMANCE INDICATORS

Quarters ended March 31	Page	2014	2013	Δ%
Net operating income	15	<b>91,993</b>	89,922	2.3
Same property net operating income	15	<b>83,618</b>	85,670	(2.4)
Recurring distributable income per unit (basic)	18	<b>0.39</b>	0.38	2.6
Recurring funds from operations per unit (FD) <sup>(1)</sup>	21	<b>0.44</b>	0.44	—
Recurring adjusted funds from operations per unit (FD) <sup>(1)</sup>	23	<b>0.38</b>	0.38	—
Payout ratio of recurring distributable income	18	<b>92.3%</b>	94.7%	—
Debt ratio (including convertible debentures)	27	<b>52.7%</b>	51.2%	
Debt ratio (excluding convertible debentures)	27	<b>49.8%</b>	46.3%	
Interest coverage ratio	27	<b>2.68:1</b>	2.75:1	
Occupancy rate	30	<b>93.1%</b>	93.9%	
Retention rate	30	<b>40.8%</b>	23.3%	
Growth in the average net rent of renewed leases	31	<b>3.2%</b>	8.3%	
Leasable area growth	28	<b>3.3%</b>	5.1%	

(1) Fully diluted.

The abovementioned performance indicators are not financial measures recognized by IFRS. Definitions and other relevant information regarding these performance indicators are provided in the appropriate sections.

## RECONCILIATION OF INFORMATION PREPARED USING PROPORTIONATE CONSOLIDATION

Since January 13, 2014, following the merger of the ownership interests in a previously co-owned investment property (Complexe Jules-Dallaire), Cominar has owned a 50% interest in the Complex. Under IFRS 11, "Joint Arrangements", this building held in partnership shall be considered a joint venture and is accounted for under the equity method. Management believes that presenting the financial and operational results of the joint venture and the components of its assets and liabilities using proportionate consolidation provides more complete information on Cominar's financial performance. Cominar's consolidated balance sheet and interim consolidated statement of comprehensive income presented using this method can be found below.

As at March 31, 2014	Balance as per the condensed interim consolidated financial statements	Joint venture	Balance under the proportionate consolidation method
	\$	\$	\$
<b>ASSETS</b>			
Investment properties			
Income properties	5,860,875	78,120	5,938,995
Properties under development	68,253	—	68,253
Land held for future development	58,977	—	58,977
	5,988,105	78,120	6,066,225
Investment in a joint venture	25,042	(25,042)	—
Goodwill	166,971	—	166,971
Prepaid expenses and other assets	20,147	454	20,601
Accounts receivable	66,425	650	67,075
Bond investments	5,016	—	5,016
Cash and cash equivalents	7,260	303	7,563
<b>Total assets</b>	<b>6,278,966</b>	<b>54,485</b>	<b>6,333,451</b>
<b>LIABILITIES</b>			
Mortgages payable	1,868,277	53,240	1,921,517
Debentures	1,197,858	—	1,197,858
Convertible debentures	182,088	—	182,088
Bank borrowings	41,477	—	41,477
Accounts payable and accrued liabilities	119,201	1,245	120,446
Deferred tax liability	10,701	—	10,701
Distributions payable to unitholders	15,308	—	15,308
<b>Total liabilities</b>	<b>3,434,910</b>	<b>54,485</b>	<b>3,489,395</b>
<b>UNITHOLDERS' EQUITY</b>			
Unitholders' equity	2,844,056	—	2,844,056
<b>Total liabilities and unitholders' equity</b>	<b>6,278,966</b>	<b>54,485</b>	<b>6,333,451</b>

For the quarter ended March 31, 2014	Balance as per the condensed interim consolidated financial statements	Joint venture	Balance under the proportionate consolidation method
	\$	\$	\$
<b>Operating revenues</b>			
Rental revenue from investment properties	173,671	2,155	175,826
<b>Operating expenses</b>			
Operating costs	39,636	335	39,971
Realty taxes and services	39,934	558	40,492
Property management expenses	3,323	47	3,370
	82,893	940	83,833
<b>Net operating income</b>	90,778	1,215	91,993
Share of net income from investment in a joint venture	658	(658)	—
Finance charges	(33,236)	(557)	(33,793)
Trust administrative expenses	(2,975)	—	(2,975)
<b>Income before income taxes</b>	55,225	—	55,225
<b>Income taxes</b>	(155)	—	(155)
<b>Net income and comprehensive income</b>	55,070	—	55,070

## PERFORMANCE ANALYSIS

### OPERATIONAL RESULTS

The following tables summarize our main operating results for the quarters ended March 31, 2014 and 2013.

For the quarters ended March 31	2014	2013	Δ%
Operating revenues	175,826	169,593	3.7
Operating expenses	83,833	79,671	5.2
Net operating income	91,993	89,922	2.3
Finance charges	(33,793)	(31,979)	5.7
Trust administrative expenses	(2,975)	(2,843)	4.6
Restructuring charges	—	(254)	(100.0)
Other revenues	—	4,906	(100.0)
Income taxes	(155)	(55)	181.8
Net income	55,070	59,697	(7.8)

## ADJUSTED NET INCOME

The following table presents the net income adjusted to eliminate non-recurring gains and losses:

For the quarter ended March 31	2014	2013	Δ%
Net income	55,070	59,697	(7.8)
Restructuring charges	—	254	(100.0)
Unusual item – other revenues	—	(4,906)	(100.0)
Unusual item – Holman Grand Hotel	—	290	(100.0)
Adjusted net income	55,070	55,335	(0.5)

The adjusted net income calculated by Cominar is not a financial measure defined by IFRS. The calculation method used by Cominar might differ from the ones used by other entities.

## NON-IFRS FINANCIAL MEASURES

For the quarters ended March 31	2014	2013	Δ%
Recurring distributable income	49,009	47,869	2.4
Distributions	46,277	45,155	2.5
Recurring funds from operations	55,700	55,390	0.6
Recurring adjusted funds from operations	48,319	47,374	2.0

## FINANCIAL POSITION

The following table summarizes assets and liabilities as well as unitholders' equity as at March 31, 2014 and December 31, 2013:

	March 31, 2014	December 31, 2013	Δ\$	Δ%
<b>ASSETS</b>				
Investment properties				
Income properties	5,938,995	5,654,825	284,170	5.0
Properties under development and land held for future development	127,230	107,961	19,269	17.8
Goodwill	166,971	166,971	—	—
Other assets	100,255	67,573	32,682	48.4
<b>Total</b>	<b>6,333,451</b>	<b>5,997,330</b>	<b>336,121</b>	<b>5.6</b>
<b>LIABILITIES</b>				
Mortgages payable	1,921,517	1,794,830	126,687	7.1
Debentures	1,197,858	994,824	203,034	20.4
Convertible debentures	182,088	181,768	320	0.2
Bank borrowings	41,477	105,697	(64,220)	(60.8)
Other liabilities	146,455	94,831	51,624	54.4
<b>Total</b>	<b>3,489,395</b>	<b>3,171,950</b>	<b>317,445</b>	<b>10.0</b>
<b>UNITHOLDERS' EQUITY</b>				
<b>Total</b>	<b>2,844,056</b>	<b>2,825,380</b>	<b>18,676</b>	<b>0.7</b>
<b>Total</b>	<b>6,333,451</b>	<b>5,997,330</b>	<b>336,121</b>	<b>5.6</b>

## RESULTS OF OPERATIONS

### OPERATING REVENUES

For the quarters ended March 31	2014	2013	Δ%
Same property portfolio <sup>(1)</sup>	161,356	161,012	0.2
Acquisitions and developments	14,470	8,581	68.6
<b>Total operating revenues</b>	<b>175,826</b>	<b>169,593</b>	<b>3.7</b>

(1) The same property portfolio includes the properties owned by Cominar as at December 31, 2012, except for properties sold in 2013, but does not include the results of properties acquired and those in development in the subsequent periods.

During the first quarter of 2014, operating revenues rose 3.7% from the corresponding period in 2013. This increase resulted primarily from the contribution of acquisitions completed in 2013 and 2014.

### NET OPERATING INCOME

For the quarters ended March 31	2014	2013	Δ%
Same property portfolio <sup>(1)</sup>	83,618	85,670	(2.4)
Acquisitions and developments	8,375	4,252	97.0
<b>Total net operating income</b>	<b>91,993</b>	<b>89,922</b>	<b>2.3</b>

(1) See "Operating revenues."

Although net operating income ("NOI") is not a financial measure defined by IFRS, it is widely used in the real estate industry to assess operating performance. We define it as operating income before fair value adjustment of investment properties, finance charges, Trust administrative expenses, restructuring charges, gains on disposal of subsidiaries, gains on disposal of investment properties, other revenues 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.

Overall NOI rose 2.3% in the first quarter of 2014, compared to the corresponding period of 2013, due mainly to the acquisitions completed in 2013 and 2014.

For the first quarter of 2014, the NOI of the same property portfolio decreased 2.4% compared to the same period of 2013. This decrease is mostly due to a bankruptcy in the retail segment in Ontario and one in the office segment in Montreal, an increase in operating costs due to a harsher than anticipated winter season, and to a slight reduction of the occupancy rate in the office segment in Montreal which in large part occurred in the second half of 2013.

## SEGMENT NET OPERATING INCOME

### BY OPERATING SEGMENT

For the quarters ended March 31			
	2014	2013	Δ%
Operating segment			
Office	48,045	47,148	1.9
Retail	23,031	22,497	2.4
Industrial and mixed-use	20,917	20,277	3.2
<b>Total net operating income</b>	<b>91,993</b>	<b>89,922</b>	<b>2.3</b>

For the quarters ended March 31			
	2014	2013	
Operating segment			
Office	52.2%	52.4%	
Retail	25.1%	25.1%	
Industrial and mixed-use	22.7%	22.5%	
	100.0%	100.0%	

Net operating income increased in all operating segments during the first quarter of 2014 compared to the same period of 2013.

### BY GEOGRAPHIC MARKET

For the quarters ended March 31			
	2014	2013	Δ%
Geographic market			
Quebec City	18,960	19,214	(1.3)
Montreal	49,060	47,829	2.6
Ontario <sup>(1)</sup>	11,057	10,461	5.7
Atlantic provinces	5,567	5,416	2.8
Western Canada	7,349	7,002	5.0
<b>Total net operating income</b>	<b>91,993</b>	<b>89,922</b>	<b>2.3</b>

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

For the quarters ended March 31			
	2014	2013	
Geographic market			
Quebec City	20.6%	21.4%	
Montreal	53.3%	53.2%	
Ontario <sup>(1)</sup>	12.0%	11.6%	
Atlantic provinces	6.1%	6.0%	
Western Canada	8.0%	7.8%	
	100.0%	100.0%	

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

## FINANCE CHARGES

For the quarters ended March 31	2014	2013	Δ%
Interest on mortgages payable	22,836	21,765	4.9
Interest on debentures	11,552	5,378	114.8
Interest on convertible debentures	2,861	4,466	(35.9)
Interest on bank borrowings and bridge loan	399	3,439	(88.4)
Net amortization of premium and discount on debenture issues	(67)	(45)	48.9
Amortization of deferred financing costs and others	1,185	1,563	(24.2)
Amortization of fair value adjustments on assumed indebtedness	(3,026)	(3,957)	(23.5)
Less: Capitalized interests <sup>(1)</sup>	(1,947)	(630)	209.0
<b>Total finance charges</b>	<b>33,793</b>	<b>31,979</b>	<b>5.7</b>
Percentage of operating revenues	19.2%	18.9%	
Weighted average interest rate on total debt <sup>(2)</sup>	4.75%	4.87%	

(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.

(2) At the end of the period

The increase in finance charges was mostly due to increased financing following the acquisition of income properties completed in 2013 and 2014.

## TRUST ADMINISTRATIVE EXPENSES

Trust administrative expenses stood at \$3.0 million for the first quarter of 2014, which represents 1.7% of operating revenues, the same as the corresponding quarter of 2013.

## OTHER REVENUES

In connection with the restructuring of Homburg Invest Inc. ("HII") under the Company's Creditors Arrangement Act (Canada), Cominar filed a number of proofs of claim against HII. On February 5, 2013, Cominar and HII entered into a memorandum of understanding related to, among other things, the settlement of these proofs of claim. Under this arrangement, Cominar received a cash payment of \$6.3 million in settlement of various claims. A portion of the payment was recognized against the receivables recorded in the balance sheet, and the excess was recorded as revenue in the results for 2013.

## NET INCOME

For the quarters ended March 31	2014	2013	Δ%
Net income	55,070	59,697	(7.8)
Net income per unit (basic)	0.43	0.48	(10.0)
Net income per unit (diluted)	0.42	0.47	(10.6)
Weighted average number of units (basic)	127,141	124,477	
Weighted average number of units (diluted)	138,042	137,398	

The calculation of diluted net income per unit includes the elimination of interest at the effective rate on the convertible debentures of \$3.3 million [\$4.5 million in 2013].

Cominar reported \$55.1 million in net income for the first quarter of 2014 compared to \$59.7 million for the corresponding period of 2013. The decrease is mainly attributable to the other revenues recorded during the first quarter of 2013 which are not recurring in 2014.

## DISTRIBUTABLE INCOME AND DISTRIBUTIONS

Although the concept of distributable income (DI) is not a financial measure defined under IFRS, it is a measure used by some investors in the field of income trusts. We consider DI an excellent tool for assessing Cominar's performance. Given its historical nature, DI per unit is also a useful benchmark enabling investors to evaluate the stability of distributions.

We define distributable income as net income determined under IFRS, before fair value adjustments, rental income arising from the recognition of leases on a straight-line basis, gains on disposal of subsidiaries, gains on disposal of investment properties, the provision for leasing costs and certain other items not affecting cash, if applicable.

During the first quarter of 2014, following the revision by the Real Property Association of Canada ("REALpac") of the definition of funds from operations, Cominar reviewed prospectively its definition of distributable income to include an adjustment for internal initial and re-leasing salary costs that would have been capitalized if incurred externally.

The following table presents the calculation of distributable income as well as its reconciliation to net income calculated in accordance with IFRS:

### DISTRIBUTABLE INCOME

For the quarters ended March 31	2014	2013	Δ%
<b>Net income</b>	<b>55,070</b>	59,697	(7.8)
- Net amortization of premium and discount on debenture issues	(67)	(45)	48.9
+ Amortization of deferred financing costs	1,133	1,426	(20.5)
- Amortization of fair value adjustments on assumed indebtedness	(3,026)	(3,957)	(23.5)
+ Amortization of fair value adjustments on bond investments	19	78	(75.6)
+ Compensation expense related to long-term incentive plan	403	669	(39.8)
+ Accretion of liability component of convertible debentures	52	59	(11.9)
+ Restructuring charges	—	254	(100.0)
+ Deferred taxes	155	55	181.8
- Provision for leasing costs	(4,400)	(4,289)	2.6
+ Initial and re-leasing salary costs	475	—	—
- Change in accounts receivable – recognition of leases on a straight-line basis	(805)	(1,462)	(44.9)
<b>Distributable income</b>	<b>49,009</b>	52,485	(6.6)
- Unusual item – other revenues	—	(4,906)	(100.0)
+ Unusual item – Holman Grand Hotel	—	290	(100.0)
<b>Recurring distributable income</b>	<b>49,009</b>	47,869	2.4
<b>DISTRIBUTIONS TO UNITHOLDERS</b>	<b>46,277</b>	45,155	2.5
Distributions reinvested under the distribution reinvestment plan <sup>(1)</sup>	13,504	9,108	48.3
Cash distributions	32,773	36,047	(9.1)
Percentage of distributions reinvested	29.2%	20.2%	
<b>Per unit information:</b>			
Recurring distributable income (basic)	0.39	0.38	2.6
Weighted average number of units outstanding for the recurring distributable income (basic)	127,141	124,477	
<b>DISTRIBUTIONS PER UNIT</b>	<b>0.36</b>	0.36	
Payout ratio <sup>(2)</sup>	92.3%	94.7%	
Cash payout ratio <sup>(3)</sup>	64.1%	76.3%	

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

(2) The payout ratio corresponds to the distribution per unit, divided by the recurring DI per unit.

(3) The cash payout ratio corresponds to the cash distribution per unit, divided by basic recurring DI per unit.

For the quarter ended March 31, 2013, Cominar adjusted the distributable income calculation to take into account two unusual items. The first is the gain resulting from the settlement of claims against HII, and the second is an adjustment to exclude the impact of the retrocession of the Holman Grand Hotel to Cominar as part of HII's restructuring.

Recurring DI for the quarter ended March 31, 2014, amounted to \$49.0 million, up 2.4% from the corresponding period of 2013. This increase was primarily due to the contribution of the acquisitions completed in 2013 and 2014. On a basic, per unit basis, it totalled \$0.39 for the quarter ended March 31, 2014, up 2.6% from 2013.

Distributions to unitholders during the first quarter of 2014 totalled \$46.3 million, up 2.5% from the corresponding period of 2013.

The recurring DI payout ratio for the quarter ended March 31, 2014 was 92.3%, a decline from 2013. During the first quarter of 2014, an average of 29.2% of distributions was reinvested as units under the distribution reinvestment plan [20.2 % during the first quarter of 2013]. Consequently, the recurring DI cash payout ratio stood at 64.1%, down 12.2% from the corresponding period of 2013.

#### TRACK RECORD OF RECURRING DI PER UNIT

For the quarters ended March 31	2014	2013	2012	2011	2010
Recurring distributable income per unit (basic)	0.39	0.38	0.39	0.36	0.37

The Canadian Securities Administrators ("CSA") requires Cominar to reconcile distributable income (a non-IFRS measure) with cash flows provided by operating activities as shown in the financial statements.

The following table presents this reconciliation:

For the quarters ended March 31	2014	2013
Cash flows provided by operating activities as shown in the financial statements	44,216	33,852
Changes in the investment in a joint venture	394	—
- Amortization of other assets	(193)	(143)
+ Restructuring charges	—	254
- Provision for leasing costs	(4,400)	(4,289)
+ Initial and re-leasing salary costs	475	—
+ Change in non-cash working capital items	8,517	22,811
<b>Distributable income</b>	<b>49,009</b>	<b>52,485</b>

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

For the quarters ended March 31	2014	2013	2012
<b>Net income</b>	<b>55,070</b>	59,697	32,726
Cash flows provided by operating activities as shown in the financial statements	<b>44,216</b>	33,852	4,545
Distributions to unitholders	<b>46,277</b>	45,155	35,630
Cash distributions	<b>32,773</b>	36,047	28,668
Excess (deficiency) of cash flows from operating activities over cash distributions to unitholders	<b>11,443</b>	(2,195)	(24,123)
Adjustments:			
+ Transaction costs – business combinations	—	—	9,907
+ Restructuring charges	—	254	237
- Unusual item – other revenues	—	(4,906)	—
+ Unusual item – Holman Grand Hotel	—	290	—
Excess (deficiency) of adjusted cash flows from operating activities over cash distributions to unitholders	<b>11,443</b>	(6,557)	(13,979)

For the quarter ended March 31, 2014, adjusted cash flows from operating activities were sufficient to fund cash distributions to unitholders.

## FUNDS FROM OPERATIONS

Although the concept of funds from operations ("FFO") is not a financial measure defined under IFRS, it is widely used in the field of real estate investment trusts. REALpac defines this measure as net income (calculated in accordance with IFRS), adjusted for, among other things, fair value adjustments of investment properties, deferred taxes, gains on disposal of subsidiaries and gains on disposal of investment properties.

During the first quarter of 2014, REALpac revised its definition of funds from operations to include an adjustment for internal initial and re-leasing salary costs that would have been capitalized if incurred externally. Cominar therefore prospectively adjusted its calculation method for funds from operations to account for this revision.

FFO should not be substituted 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. Therefore, it may not be useful for comparisons with other entities.

The fully diluted weighted average number of units outstanding for 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 for the quarters ended March 31, 2014 and 2013:

### FUNDS FROM OPERATIONS

For the quarters ended March 31	2014	2013	Δ%
<b>Net income</b>	<b>55,070</b>	59,697	(7.8)
+ Deferred income taxes	155	55	181.8
+ Initial and re-leasing salary costs	475	—	—
<b>Funds from operations</b>	<b>55,700</b>	59,752	(6.8)
+ Restructuring charges	—	254	(100.0)
- Unusual item – other revenues	—	(4,906)	(100.0)
+ Unusual item – Holman Grand Hotel	—	290	(100.0)
<b>Recurring funds from operations</b>	<b>55,700</b>	55,390	0.6
<b>Per unit information:</b>			
Funds from operations (basic)	<b>0.44</b>	0.48	(8.3)
Recurring funds from operations (basic)	<b>0.44</b>	0.44	—
Recurring funds from operations (FD) <sup>(1)(2)</sup>	<b>0.44</b>	0.44	—
Weighted average number of units outstanding for recurring funds from operations (basic)	<b>127,141</b>	124,477	
Weighted average number of units outstanding for recurring funds from operations (FD) <sup>(1)</sup>	<b>135,582</b>	137,398	
Payout ratio <sup>(3)</sup>	<b>81.8%</b>	81.8%	
Cash payout ratio <sup>(4)</sup>	<b>56.8%</b>	65.9%	

(1) Fully diluted.

(2) 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 of \$3.3 million [\$4.5 million in 2013].

(3) The payout ratio corresponds to the distribution per unit, divided by basic recurring FFO per unit.

(4) The cash payout ratio corresponds to the cash distribution per unit, divided by basic recurring FFO per unit.

For the first quarter of 2014, FFO calculated according to REALpac recommendations stood at \$55.7 million, down 6.8% compared to the corresponding period of 2013.

Recurring FFO for the first quarter of 2014 rose 0.6% from the corresponding period of the previous year, due mainly to the acquisitions completed in 2013 and 2014. Recurring FFO per unit on a fully diluted basis stood at \$0.44 for the first quarter of 2014, the same as for 2013.

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

For the quarters ended March 31	2014	2013	2012	2011	2010
Recurring funds from operations per unit (basic)	<b>0.44</b>	0.44	0.47	0.41	0.41
Recurring funds from operations per unit (FD) <sup>(1)</sup>	<b>0.44</b>	0.44	0.45	0.40	0.40

(1) Fully diluted.

## ADJUSTED FUNDS FROM OPERATIONS

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The concept of adjusted funds from operations ("AFFO") is a key financial measure in the field of real estate investment trusts. 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, rental income arising from the recognition of leases on a straight-line basis and fair value adjustments of investments, 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 a measure defined under IFRS 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 might not be appropriate for comparative analysis purposes.

In calculating AFFO, the 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 AFFO 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 FFO and AFFO for the quarters ended March 31, 2014 and 2013:

### ADJUSTED FUNDS FROM OPERATIONS

For the quarters ended March 31	Cumulative		
	2014	2013	Δ%
Funds from operations	55,700	59,572	(6.8)
- Net amortization of premium and discount on debenture issues	(67)	(45)	48.9
+ Amortization of deferred financing costs	1,133	1,426	(20.5)
+ Amortization of fair value adjustment on bond investments	19	78	(75.6)
- Amortization of fair value adjustments on assumed indebtedness	(3,026)	(3,957)	(23.5)
+ Compensation expense related to long-term incentive plan	403	669	(39.8)
- Capital expenditures – maintenance of rental income generating capacity	(690)	(495)	39.4
+ Accretion of liability component of convertible debentures	52	59	(11.9)
+ Restructuring charges	—	254	(100.0)
- Provision for leasing costs	(4,400)	(4,289)	2.6
- Change in accounts receivable – recognition of leases on a straight-line basis	(805)	(1,462)	(44.9)
<b>Adjusted funds from operations</b>	<b>48,319</b>	<b>51,990</b>	<b>(7.1)</b>
- Unusual item – other revenues	—	(4,906)	(100.0)
+ Unusual item – Holman Grand Hotel	—	290	(100.0)
<b>Recurring adjusted funds from operations</b>	<b>48,319</b>	<b>47,374</b>	<b>2.0</b>
<b>Per unit information:</b>			
Adjusted funds from operations (basic)	0.38	0.42	(9.5)
Recurring adjusted funds from operations (basic)	0.38	0.38	—
Recurring adjusted funds from operations (FD) <sup>(1)(2)</sup>	0.38	0.38	—
Weighted average number of units outstanding for recurring adjusted funds from operations (basic)	127,141	124,477	
Weighted average number of units outstanding for recurring adjusted funds from operations (FD) <sup>(1)</sup>	135,582	137,398	
Payout ratio <sup>(3)</sup>	94.7%	94.7%	
Cash payout ratio <sup>(4)</sup>	65.8%	76.3%	

(1) Fully diluted.

(2) The calculation of fully diluted recurring adjusted funds from operations per unit includes the elimination of interest on the dilutive convertible debentures of \$3.0 million [\$4.5 million in 2013].

(2) The payout ratio corresponds to the distribution per unit, divided by basic recurring AFFO per unit.

(3) The cash payout ratio corresponds to the cash distribution per unit, divided by basic recurring AFFO per unit.

Recurring AFFO amounted to \$48.3 million for the first quarter of 2014, up 2.0% from the corresponding period of 2013; this was due mostly to the acquisitions completed in 2013 and 2014.

Fully diluted recurring AFFO per unit totalled \$0.38 for the quarter ended March 31, 2014, the same as 2013.

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

For the quarters ended March 31	2014	2013	2012	2011	2010
Recurring adjusted funds from operations per unit (basic)	0.38	0.38	0.38	0.35	0.37
Recurring adjusted funds from operations per unit (FD) <sup>(1)</sup>	0.38	0.38	0.38	0.35	0.37

(1) Fully diluted.

## LIQUIDITY AND CAPITAL RESOURCES

During the first quarter of 2014, Cominar generated \$44.8 million in cash flows from operating activities. Of this amount, \$32.8 million was used for cash distributions to unitholders. Cominar foresees no difficulty in meeting its short-term obligations and its commitments with funds from operations, refinancing of mortgages, debenture or unit issues, amounts available on its credit facility and cash and cash equivalents.

The following table presents information on unencumbered assets:

	As at March 31, 2014		As at December 31, 2013	
	Number of properties	Fair value of properties (\$)	Number of properties	Fair value of properties (\$)
Unencumbered income properties	165	1,586,304	144	1,181,573
Unencumbered assets ratio <sup>(1)(2)</sup>		1.32:1		1.19:1
Senior unsecured debts-to-total-debt ratio <sup>(2)(3)</sup>		35.9%		32.4%

(1) Fair value of unencumbered income properties (including \$424.0 million to be released) divided by the unsecured debt (excluding convertible debentures).

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

(3) Senior unsecured debentures divided by the total debt.

As at March 31, 2014, Cominar owned unencumbered income properties whose fair value was approximately \$1.6 billion, including income properties of \$424.0 million to be released following Cominar's decision not to seek renewal of the \$250.0 million tranche B portion of its operating and acquisition credit facility that matured on January 27, 2014. The unencumbered assets ratio would then stand at 1.32:1. The tranche A portion of its operating and acquisition credit facility is secured by income properties having a fair value of \$508.0 million. Cominar intends to increase the total value of its unencumbered assets in subsequent quarters by replacing, when possible and financially suitable, mortgages payable or its operating and acquisition credit facilities with unsecured debts. The ratio of debt comprised of senior unsecured debentures to total debts was 35.9% as at March 31, 2014, up 3.5% from a ratio of 32.4% at December 31, 2013. Cominar intends to gradually increase this ratio to a long-term target of approximately 50%.

### MORTGAGES PAYABLE

As at March 31, 2014, the nominal balance of mortgages payable was \$1,891.5 million, up \$127.6 million from \$1,763.9 million as at December 31, 2013, arising primarily from mortgages payable assumed through acquisitions of income properties completed in 2014. At the end of the quarter, the weighted average interest rate was 4.97%, down 9 basis points from 5.06% as at December 31, 2013.

Cominar's mortgages payable maturity dates are staggered over a number of years to reduce risks related to renewal. As at March 31, 2014, the residual weighted average term of mortgages payable was 4.8 years, compared to 5.0 years as at December 31, 2013.

The following table shows mortgage repayments for the coming fiscal years:

#### REPAYMENTS OF MORTGAGES PAYABLE

For the years ending December 31	Repayment of principal	Repayment of balances at maturity	Total	Weighted average interest rate <sup>(1)</sup>
2014 (period from April 1 to December 31)	39,508	136,558	176,066	5.87%
2015	47,733	272,174	319,907	4.86%
2016	40,173	146,409	186,582	4.52%
2017	36,116	151,725	187,841	4.98%
2018	26,045	409,003	435,048	5.17%
2019 and thereafter	89,045	496,970	586,015	4.81%
<b>Total</b>	<b>278,620</b>	<b>1,612,839</b>	<b>1,891,459</b>	<b>4.97%</b>

(1) Calculated on balances at maturity of mortgages payable.

Over the next nine months of fiscal 2014, Cominar intends to repay mortgages payable with balances at maturity of \$136.6 million and whose weighted average contractual interest rate is 5.87%. These loans are secured by immovable hypothecs on properties having a value of approximately \$345.0 million.

#### DEBENTURES

The following table presents the features of Cominar's senior unsecured debentures, as well as the balance per series, as at March 31, 2014:

#### DEBENTURES

	Series 1	Series 2	Series 3	Series 4	Series 5	Weighted average interest rate
Contractual interest rate	4.274%	4.23%	4.00%	4.941%	3.325% <sup>(4)</sup>	4.21%
Effective interest rate	4.32%	4.37%	4.24%	4.81%	3.51%	4.28%
Date of issuance	June 2012 <sup>(1)</sup>	December 2012 <sup>(2)</sup>	May 2013	July 2013 <sup>(3)</sup>	October 2013	
Dates of interest payments					January 9, April 9, July 9 and October 9	
	June 15 and December 15	June 4 and December 4	May 2 and November 2	July 27 and January 27	July 9 and October 9	
Maturity date	June 2017	December 2019	November 2020	July 2020	October 2015	
						<b>Total</b>
	\$	\$	\$	\$		\$
Balance as at						
March 31, 2014	250,000	300,000	100,000	300,000	250,000	1,200,000

(1) Re-opened in September 2012.

(2) Re-opened in February 2013.

(3) Re-opened in January and March 2014.

(4) Quarterly variable interest rate fixed for the period from January 10, 2014, to April 9, 2014 (corresponding to the CDOR three-month rate plus 205 basis points). The rate for the period from April 10, 2014, to July 9, 2014, was fixed to 3.316%.

As at March 31, 2014, the residual weighted average term of fixed-rate debentures was 5.4 years.

On January 13, 2014, Cominar re-opened the Series 4 offering and issued \$100.0 million in senior unsecured debentures bearing an interest rate of 4.941% and maturing in July 2020. The issue price of these unsecured debentures included a premium which resulted in an effective interest rate of 4.747% for this issuance, excluding amortization of deferred financing costs.

On March 4, 2014, Cominar re-opened the Series 4 offering and issued \$100.0 million in senior unsecured debentures bearing an interest rate of 4.941% and maturing in July 2020. The issue price of these unsecured debentures included a premium which resulted in an effective interest rate of 4.425% for this issuance, excluding amortization of deferred financing costs.

These issues allowed Cominar to move closer to its long-term objective of increasing the senior unsecured portion of its total debt to approximately 50%, from 32.4% as at December 31, 2013 to 35.9% as at March 31, 2014.

## CONVERTIBLE DEBENTURES

The following table presents the features of Cominar's unsecured subordinated convertible debentures and their balances by series, as at March 31, 2014.

### CONVERTIBLE DEBENTURES

	Series D	Series E	Weighted average interest rate
Contractual interest rate	6.50%	5.75%	6.15%
Effective interest rate	7.50%	6.43%	7.00%
Date of issuance	September 2009	January 2010	
Amount issued	\$115,000	\$86,250	
Unit conversion price	\$20.50	\$25.00	
Dates of interest payment	March 31 & September 30	June 30 & December 31	
Date of redemption at Cominar's option – conditional <sup>(1)(2)</sup>	September 2012	June 2013	
Date of redemption at Cominar's option – unconditional <sup>(2)</sup>	September 2014	June 2015	
Maturity date	September 2016	June 2017	
			<b>Total</b>
	\$	\$	\$
Balance as at March 31, 2014	99,786	86,250	186,036

(1) As of this date of redemption, the debentures may be redeemed by Cominar on prior notice, at a redemption price equal to the principal amount thereof plus accrued and unpaid interest, provided that the volume-weighted average trading price of the units on the Toronto Stock Exchange for a certain period is not less than 125% of the conversion price.

(2) Cominar may, at its option, elect to satisfy its obligation to pay the principal amount of the debentures that are to be redeemed or that have matured by issuing units to debenture holders.

## SUMMARY OF FIXED-RATE DEBTS

The following table presents a comparative summary of fixed-rate debts:

### FIXED-RATE DEBTS

	At March 31, 2014			At December 31, 2013		
	\$	Weighted average interest rate <sup>(1)</sup>	Residual weighted average term <sup>(1)</sup>	\$	Weighted average interest rate	Residual weighted average term
Mortgages payable	1,921,517	4.97%	4.8 years	1,794,830	5.06%	5.0 years
Debentures <sup>(1)</sup>	948,467	4.44%	5.4 years	745,546	4.31%	5.4 years
Convertible debentures	182,088	6.15%	2.8 years	181,768	6.15%	3.1 years
Total of fixed-rate debts	3,052,072	4.88%	4.9 years	2,722,144	4.93%	5.0 years

(1) Excluding Series 5 debentures bearing a variable interest rate.

For the first quarter of 2014, the weighted average residual term of Cominar's fixed-rate debts remained stable. The weighted average interest rate decreased by 5 basis points from 4.93% as at December 31, 2013 to 4.88% as at March 31, 2014.

## BANK BORROWINGS

As at March 31, 2014, Cominar had an operating and acquisition credit facility of up to \$300.0 million (secured by income properties worth approximately \$508.0 million) which will mature in January 2015. This facility bears interest at the prime rate plus 1.00% or at the bankers' acceptance rate plus 2.00%. This credit facility is secured by movable and immovable hypothecs on specific assets. As at March 31, 2014, bank borrowings totalled \$41.5 million.

Cominar is currently in discussions to convert this secured credit facility into an unsecured credit facility.

## DEBT RATIO

The following table presents debt ratios as at March 31, 2014 and 2013, and December 31, 2013:

DEBT RATIO			
	March 31, 2014	December 31, 2013	March 31, 2013
Cash and cash equivalents	(7,563)	(9,742)	(14,464)
Mortgages payable	1,921,517	1,794,830	1,766,199
Debentures	1,197,858	994,824	547,243
Convertible debentures	182,088	181,768	289,624
Bank borrowings	41,477	105,697	313,816
Bridge loan	—	—	84,000
Total debt	3,335,377	3,067,377	2,986,418
Total assets less cash and cash equivalents	6,325,888	5,987,588	5,829,792
<b>Overall debt ratio<sup>(1)(2)</sup></b>	<b>52.7%</b>	<b>51.2%</b>	<b>51.2%</b>
<b>Debt ratio (excluding convertible debentures)</b>	<b>49.8%</b>	<b>48.2%</b>	<b>46.3%</b>

(1) Total of cash and cash equivalents, bank borrowings, mortgages payable, the bridge loan, debentures and convertible 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.

As at March 31, 2014, the debt ratio (excluding convertible debentures) was 49.8%. The slight increase in debt ratio since December 31, 2013 is due to acquisitions of income properties.

## 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 March 31, 2014, Cominar's annualized interest coverage ratio stood at 2.68:1 [2.70:1 as at December 31, 2013], evidence of its capacity to meet its interest payment obligations.

## OFF-BALANCE SHEET ARRANGEMENTS AND CONTRACTUAL COMMITMENTS

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

As at March 31, 2014, Cominar had contractual commitments in an amount of \$9.1 million for work to be performed on a property under development (Place Laval). This work will be financed through cash flows from operating activities.

Cominar has no significant contractual commitments other than the one mentioned above, as well as 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:

	March 31, 2014	December 31, 2013	Δ%
Income properties (\$000)	5,938,995	5,654,825	5.0
Properties under development and land held for future development (\$000)	127,230	107,961	17.8
Number of income properties	513	497	
Leasable area (sq. ft.)	38,342,000	37,123,000	

### SUMMARY BY OPERATING SEGMENT

	March 31, 2014		December 31, 2013	
	Number of properties	Leasable area (sq. ft.)	Number of properties	Leasable area (sq. ft.)
Office	131	14,115,500	120	13,017,500
Retail	165	8,022,500	160	7,901,500
Industrial and mixed-use	217	16,204,000	217	16,204,000
<b>Total</b>	<b>513</b>	<b>38,342,000</b>	<b>497</b>	<b>37,123,000</b>

### SUMMARY BY GEOGRAPHIC MARKET

	March 31, 2014		December 31, 2013	
	Number of properties	Leasable area (sq. ft.)	Number of properties	Leasable area (sq. ft.)
Quebec City	122	8,267,500	122	8,358,500
Montreal	280	22,658,000	268	22,130,000
Ontario <sup>(1)</sup>	36	3,583,000	32	2,801,000
Atlantic provinces	61	2,720,500	61	2,720,500
Western Canada	14	1,113,000	14	1,113,000
<b>Total</b>	<b>513</b>	<b>38,342,000</b>	<b>497</b>	<b>37,123,000</b>

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

## ACQUISITIONS AND PROPERTIES UNDER CONSTRUCTION

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 activity segments, i.e. office buildings, retail buildings and industrial and mixed-use properties, and geographic diversification of its property portfolio.

During the first quarter of 2014, Cominar focused on strategic acquisitions resulting in the addition of 16 buildings to its property portfolio and representing a total of 1.3 million square feet.

### ACQUISITION OF INCOME PROPERTIES

On February 26, 2014, Cominar acquired a portfolio of 11 office properties in the Greater Toronto Area and in Montreal, for a net purchase price of \$229.3 million; \$128.3 million paid in cash and \$101.0 million by assuming mortgages payable. The acquired portfolio consists of four office properties in the Greater Toronto Area with a total leasable area of 782,000 square feet, and seven office properties in Montreal, with a total leasable area of 407,000 square feet. The capitalisation rate for this transaction is 7.0%. Approximately 70% of the net operating income of this acquisition comes from the Greater Toronto Area.

On February 27, 2014, Cominar acquired five retail properties with a total leasable area of 121,000 square feet located in the greater Montreal area for a purchase price of \$26.1 million paid in cash. As part of this transaction, Cominar also acquired a vacant lot for \$2.1 million. The capitalisation rate for this transaction is 7.0%.

The following table presents additional information on these acquisitions:

Investment Properties	City/Province	Market Segment <sup>(1)</sup>	Leasable Area sq. ft.
3100 de la Côte-Vertu Boulevard <sup>(2)</sup>	Montreal, QC	O	95,000
3773-3777 de la Côte-Vertu Boulevard <sup>(2)</sup>	Montreal, QC	O	53,000
7405 Trans-Canada Route <sup>(2)</sup>	Montreal, QC	O	80,000
9800 Cavendish Boulevard <sup>(2)</sup>	Montreal, QC	O	103,000
3900 de la Côte-Vertu Boulevard <sup>(2)</sup>	Montreal, QC	O	29,000
3950 de la Côte-Vertu Boulevard <sup>(2)</sup>	Montreal, QC	O	24,000
7355 Trans-Canada Route <sup>(2)</sup>	Montreal, QC	O	23,000
5500 North Service Road <sup>(2)</sup>	Burlington, ON	O	221,000
95 Moatfield Drive <sup>(2)</sup>	Toronto, ON	O	156,000
105 Moatfield Drive <sup>(2)</sup>	Toronto, ON	O	249,000
225 Duncan Mill Road <sup>(2)</sup>	Toronto, ON	O	156,000
400 Montée des Pionniers <sup>(3)</sup>	Terrebonne, QC	R	6,000
330-334 Montée des Pionniers <sup>(3)</sup>	Terrebonne, QC	R	6,000
310-322 Montée des Pionniers <sup>(3)</sup>	Terrebonne, QC	R	19,000
250-302 Montée des Pionniers <sup>(3)</sup>	Terrebonne, QC	R	77,000
216-220 Montée des Pionniers <sup>(3)</sup>	Terrebonne, QC	R	13,000
			<b>1,310,000</b>

(1) O: Office; R: Retail.

(2) These eleven buildings were part of the same transaction.

(4) These five buildings were part of the same transaction.

The results of operations of properties acquired are included in the condensed interim consolidated financial statements from their acquisition dates.

## INVESTMENTS IN INCOME PROPERTIES

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

During the first quarter of 2014, Cominar incurred \$19.3 million [\$6.7 million in 2013] in capital expenditures in order to increase the rental income generating capacity of its properties or to reduce the related operating expenses. Of this amount, \$9.8 million has been invested in three major revitalization projects that are currently underway in our shopping centres, i.e., Alexis Nihon, Centre Laval and Place Longueuil. These investments allowed Cominar to sign leases with commercial clients in these three shopping centres. During the quarter, Cominar also incurred \$0.7 million [\$0.5 million in 2013] 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 over the coming years. These expenditures do not include current repair and maintenance costs.

Finally, Cominar invests in leasehold improvements that 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 first quarter of 2014, Cominar made investments of \$8.9 million in this respect [\$7.3 million in 2013].

## PROPERTIES UNDER CONSTRUCTION

As at March 31, 2014, Cominar was mainly working on one office building that is part of the Place Laval complex. The construction cost of this 14-story, 284,000 square feet project is estimated at \$46.0 million. This property will be occupied by a Government of Quebec agency, under a long-term lease, for an area representing 100.0% of the building. This project should be completed in the third quarter of 2014. The expected capitalization rate for this project is 8.1%.

## REAL ESTATE OPERATIONS

### OCCUPANCY RATE

As at March 31, 2014, the average occupancy rate of our properties remained stable at 93.1%.

### OCCUPANCY RATE TRACK RECORD

	March 31, 2014	December 31, 2013	December 31, 2012	December 31, 2011	December 31, 2010
Operating segment (%)					
Office	92.5	93.3	94.3	95.2	95.2
Retail	94.2	94.2	94.6	96.9	96.1
Industrial and mixed-use	93.0	92.4	93.1	91.8	92.3
<b>Portfolio total</b>	<b>93.1</b>	<b>93.1</b>	<b>93.9</b>	<b>93.6</b>	<b>93.8</b>

### LEASING ACTIVITY

The following table summarizes Cominar's leasing activity in 2014:

#### LEASING ACTIVITY

	Office	Retail	Industrial and mixed-use	Total
<b>Leases maturing in 2014</b>				
Number of tenants	443	340	265	1,048
Leasable area (sq. ft.)	2,453,000	847,000	2,403,000	5,703,000
Average net rent (\$/sq. ft.)	13.26	12.92	6.10	10.20
<b>Renewed leases</b>				
Number of tenants	142	90	76	308
Leasable area (sq. ft.)	1,179,000	332,000	815,000	2,326,000
Average net rent (\$/sq. ft.)	11.95	12.14	6.05	9.91
Growth in the average net rent (%)	2.3	2.5	6.6	3.2
<b>Renewal (%)</b>	<b>48.1</b>	<b>39.2</b>	<b>33.9</b>	<b>40.8</b>
<b>New leases</b>				
Number of tenants	60	31	53	144
Leasable area (sq. ft.)	192,000	104,000	526,000	822,000
Average net rent (\$/sq. ft.)	13.48	12.68	5.37	8.19

In 2014, leases on 14.9% of Cominar's leasing area are set to expire. 40.8% of these leases were renewed during the first quarter of 2014 and new leases were also signed, representing 0.8 million square feet of leasable area.

The following table presents the growth in the average net rent for leases that were renewed in 2014:

#### GROWTH IN THE AVERAGE NET RENT OF RENEWED LEASES

	For the quarter ended March 31, 2014	For the year ended December 31, 2013
	%	%
<b>Operating segment</b>		
Office	2,3	7.6
Retail	2,5	4.9
Industrial and mixed-use	6,6	4.0
<b>Total portfolio</b>	<b>3,2</b>	<b>5.9</b>

Average net rent of renewed leases rose in all our operating segments by a growth rate of 3.2% overall: 2.3% (office), 2.5% (retail), and 6.6% (industrial and mixed-use).

Given the current demand for rental space across all our geographic markets, we remain confident to renew a substantial portion of our leases maturing in the next quarters at a higher rate per square foot.

The following table profiles lease maturities over the next five years:

#### LEASE MATURITIES

	2015	2016	2017	2018	2019
<b>Office</b>					
Leasable area (sq. ft.)	2,261,000	1,920,000	1,487,000	1,691,000	1,097,000
Average net rent (\$/sq. ft.)	13.18	14.10	13.81	13.53	13.30
% of portfolio – Office	16.0	13.6	10.5	12.0	8.5
<b>Retail</b>					
Leasable area (sq. ft.)	788,000	840,000	927,000	1,398,000	762,000
Average net rent (\$/sq. ft.)	14.20	15.92	13.58	11.46	14.82
% of portfolio – Retail	9.8	10.5	11.6	17.4	9.5
<b>Industrial and mixed-use</b>					
Leasable area (sq. ft.)	3,085,000	2,064,000	1,975,000	1,433,000	554,000
Average net rent (\$/sq. ft.)	5.60	5.94	5.90	6.59	7.26
% of portfolio – Industrial and mixed-use	19.0	12.7	12.2	8.8	3.4
<b>Portfolio total</b>					
Leasable area (sq. ft.)	6,134,000	4,824,000	4,389,000	4,522,000	2,513,000
Average net rent (\$/sq. ft.)	9.50	10.93	10.20	10.69	12.43
% of portfolio	16.0	12.6	11.4	11.8	6.6

The following table summarizes information on leases as at March 31, 2014:

	Average remaining lease term	Average leased area per tenant	Average net rent/ sq. ft.
	years	sq. ft.	\$
Office	3.8	6,400	13.81
Retail	4.5	3,900	13.43
Industrial and mixed-use	4.8	12,700	5.93
<b>Portfolio average</b>	<b>4.4</b>	<b>7,000</b>	<b>10.50</b>

Cominar has a broad, highly diversified retail client base consisting of about 5,000 tenants occupying an average of approximately 7,000 square feet each. Our top three tenants, Public Works Canada, Canadian National Railway Company, and *Société québécoise des infrastructures* account for approximately 6.6%, 4.2% and 3.3% of our net operating income, respectively, stemming from several leases with staggered maturities. The stability and quality of our cash flows from operating activities are enhanced by the fact that approximately 9.9% come from government agencies.

The following table presents our top ten tenants by percentage of net operating income:

Tenant	% of net operating income
Public Works Canada	6.6
Canadian National Railway Company	4.2
Société québécoise des infrastructures	3.3
Ericsson Canada	1.7
Jean Coutu Group	1.5
Scotiabank	1.1
Target Canada	0.9
Co-op Atlantic	0.9
Gowling Lafleur Henderson	0.9
Thales	0.8
<b>Total</b>	<b>21.9</b>

## ISSUED AND OUTSTANDING UNITS

	March 31, 2014	December 31, 2013
Units issued and outstanding, beginning of period	127,051,095	124,349,608
+ Exercise of options	4,500	456,500
+ Distribution reinvestment plan	510,505	2,243,459
+ Conversion of convertible debentures	—	1,528
<b>Units issued and outstanding, end of period</b>	<b>127,566,100</b>	<b>127,051,095</b>

Additional information	As at May 6, 2014
Issued and outstanding units	127,802,005
Outstanding unit options	7,689,700
Potential units – conversion of convertible debentures	10,323,003
Deferred and restricted units	85,966

## RELATED PARTY TRANSACTIONS

Michel Dallaire and Alain Dallaire, trustees and members of the Trust's management team, exercise indirect control over the Dallaire Group Inc. and Dalcon Inc. During the first quarter of 2014, Cominar recorded \$137 in net rental income from Dalcon Inc. and the Dallaire Group Inc. Cominar also incurred costs of \$3.0 million for leasehold improvements performed by Dalcon Inc. on its behalf and costs of \$14.1 million for the construction and development of investment properties.

Cominar and Dallaire Group Inc. each own 50% of Complexe Jules-Dallaire which is considered as a joint venture.

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 cost savings while providing better service to its clients.

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

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The President and 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 those terms are 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 financial statements. Based on these evaluations, the President and Chief Executive Officer and the Executive Vice-President and Chief Financial Officer of Cominar concluded that the DC&P were effective as at the end of the quarter ended March 31, 2014, and that the current controls and procedures provide reasonable assurance that material information about the Trust, including its consolidated subsidiaries, is made known to them during the period in which these filings are being prepared.

Evaluations are also performed to assess the effectiveness of ICFR. Based on those evaluations, the President and Chief Executive Officer and the Executive Vice President and Chief Financial Officer of the Trust concluded that ICFR was effective as at the end of the quarter ended March 31, 2014, and, more specifically, that the financial reporting is reliable and that the 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 first quarter of 2014 that have materially affected, or are reasonably likely to materially affect, internal controls over financial reporting.

## SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

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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, 2013, with the exception of IFRS 11, "Joint Arrangements", which was applied for the first time during the first quarter of 2014. The preparation and presentation of the 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 shall reflect market conditions at the end of the reporting period. Fair value is time-specific as of 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 underlying assumptions, such as 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 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. 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.

Concerning properties under development and land held for future development, Cominar capitalizes all direct costs incurred for their acquisition, layout 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.

#### **Leasing costs**

Leasehold improvements, incurred directly by Cominar or through an allowance to tenants, as well as initial direct costs, mostly brokerage fees incurred to negotiate or prepare leases, are not amortized.

Tenant inducements, mostly the payment of a monetary allowance to tenants and the granting of free occupancy periods, are recognized on the balance sheet and are subsequently amortized on a straight-line basis over the related lease term.

All these costs are added to the carrying amount of investment properties as they are incurred.

#### **Financial instruments**

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

Cominar has used the following classifications for its financial instruments:

- Bond investments are classified as held-to-maturity investments.
- Cash and cash equivalents and accounts receivable, including loans to certain clients, 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, convertible debentures, the bridge loan, 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.

#### **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 lease 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 of common areas, 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 options*

Cominar recognizes a compensation expense on unit options granted, based on their fair value, 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 units granted, based on their fair value on the date of the grant. The fair value of restricted units is represented by 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 acquisition of rights.

#### *Deferred units*

Cominar recognizes a compensation expense on deferred units granted, based on their fair value on the date of the grant. The fair value of deferred units is represented by 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. In exercising their discretionary power regarding distributions under 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 designations for income tax purposes. Therefore, no provision for income taxes is required for the Trust.

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 current or recovered taxes 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 year. The calculation of diluted net income per unit considers the potential issuance of units under the long-term incentive plan and the potential conversion of convertible debentures, if dilutive.

#### **Segment information**

Segment information is presented in accordance with IFRS 8, which recommends presenting and disclosing segment information on the basis of information that is regularly assessed by the chief operating decision makers in order to determine the performance of each segment.

## **NEW ACCOUNTING POLICY**

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During the quarter ended March 31, 2014, Cominar applied the following policy:

#### ***Investment in a joint venture***

In accordance with IFRS 11, "Joint Arrangements", Cominar accounts for its investment in a joint venture using the equity method. Under the equity method, the interest in a joint venture is carried on the balance sheet at cost plus post-acquisition changes in Cominar's share of its net assets, less distributions received from a joint venture. Cominar's statement of comprehensive income reflects the share of a joint venture's net income and comprehensive income.

## 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
- General uninsured losses
- Government regulation
- Limit on activities
- Risk factors related to the ownership of securities and debt securities
- 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 2013 Annual Report, as well as our 2013 Annual Information Form.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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COMINAR REAL ESTATE INVESTMENT TRUST  
March 31, 2014

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Unaudited

# CONSOLIDATED BALANCE SHEETS

[unaudited, in thousands of Canadian dollars]

	Note	March 31, 2014	December 31, 2013
		\$	\$
<b>ASSETS</b>			
Investment properties			
Income properties	4	5,860,875	5,654,825
Properties under development	5	68,253	53,414
Land held for future development	5	58,977	54,547
		5,988,105	5,762,786
Investment in a joint venture	6	25,042	—
Goodwill		166,971	166,971
Prepaid expenses and other assets		20,147	8,203
Accounts receivable		66,425	43,230
Bond investments		5,016	6,398
Cash and cash equivalents		7,260	9,742
<b>Total assets</b>		<b>6,278,966</b>	<b>5,997,330</b>
<b>LIABILITIES</b>			
Mortgages payable	7	1,868,277	1,794,830
Debentures	8	1,197,858	994,824
Convertible debentures		182,088	181,768
Bank borrowings	9	41,477	105,697
Accounts payable and accrued liabilities		119,201	84,285
Deferred tax liability		10,701	10,546
Distributions payable to unitholders		15,308	—
<b>Total liabilities</b>		<b>3,434,910</b>	<b>3,171,950</b>
<b>UNITHOLDERS' EQUITY</b>			
Unitholders' equity		2,844,056	2,825,380
<b>Total liabilities and unitholders' equity</b>		<b>6,278,966</b>	<b>5,997,330</b>

See accompanying notes to the condensed interim consolidated financial statements.

# INTERIM CONSOLIDATED STATEMENTS OF UNITHOLDERS' EQUITY

For the quarters ended March 31

[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, 2014		2,251,974	1,533,573	(966,563)	4,972	1,424	2,825,380
Net income and comprehensive income		—	55,070	—	—	—	55,070
Distributions to unitholders		—	—	(46,277)	—	—	(46,277)
Unit issues	10	9,429	—	—	—	—	9,429
Unit issue expenses		(91)	—	—	—	—	(91)
Long-term incentive plan		—	—	—	545	—	545
Balance as at March 31, 2014		2,261,312	1,588,643	(1,012,840)	5,517	1,424	2,844,056

	Note	Unitholders' contributions	Cumulative net income	Cumulative distributions	Contributed surplus	Equity component of convertible debentures	Total
		\$	\$	\$	\$	\$	\$
Balance as at January 1, 2013		2,197,826	1,278,292	(783,586)	2,627	1,736	2,696,895
Net income and comprehensive income		—	59,697	—	—	—	59,697
Distributions to unitholders		—	—	(45,155)	—	—	(45,155)
Unit issues	10	9,523	—	—	—	—	9,523
Unit issue expenses		(11)	—	—	—	—	(11)
Long-term incentive plan		—	—	—	506	—	506
Balance as at March 31, 2013		2,207,338	1,337,989	(828,741)	3,133	1,736	2,721,455

See accompanying notes to the condensed interim consolidated financial statements.

# INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

For the quarters ended March 31

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

	Note	2014	2013
		\$	\$
<b>Operating revenues</b>			
Rental revenue from investment properties		173,671	169,593
<b>Operating expenses</b>			
Operating costs		39,636	37,106
Realty taxes and services		39,934	39,203
Property management expenses		3,323	3,362
		82,893	79,671
<b>Net operating income</b>		90,778	89,922
Share of net income from investment in a joint venture		658	—
Finance charges		(33,236)	(31,979)
Trust administrative expenses		(2,975)	(2,843)
Restructuring charges		—	(254)
Other revenues		—	4,906
<b>Income before income taxes</b>		55,225	59,752
<b>Income taxes</b>		(155)	(55)
<b>Net income and comprehensive income</b>		55,070	59,697
<b>Basic net income per unit</b>	11	0.43	0.48
<b>Diluted net income per unit</b>	11	0.42	0.47

See accompanying notes to the condensed interim consolidated financial statements.

# INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

For the quarters ended March 31  
[unaudited, in thousands of Canadian dollars]

	Note	2014	2013
		\$	\$
<b>OPERATING ACTIVITIES</b>			
Net income		55,070	59,697
Adjustments for:			
Excess of share of net income over distributions received from the investment in a joint venture		(458)	—
Amortizations		(1,696)	(2,297)
Compensation expense related to long-term incentive plan		403	669
Deferred taxes		155	56
Change in accounts receivable – recognition of leases on a straight-line basis		(741)	(1,462)
Change in non-cash working capital items	12	(8,517)	(22,811)
<b>Cash flows provided by operating activities</b>		<b>44,216</b>	<b>33,852</b>
<b>INVESTING ACTIVITIES</b>			
Acquisitions of and investments in income properties	4	(188,457)	(126,546)
Acquisitions of and investments in properties under development and land held for future development	5	(21,926)	(32,728)
Return of capital from a joint venture – net proceeds from a mortgage payable	6	53,116	—
Net proceeds from the disposal of a portion of the investment in a joint venture	6	20,150	—
Net proceeds from the sale of investment properties		—	1,503
Acquisition deposits on income properties		—	(200)
Change in bond investments		1,363	227
Acquisitions of other assets		(693)	(521)
<b>Cash flows used in investing activities</b>		<b>(136,447)</b>	<b>(158,265)</b>
<b>FINANCING ACTIVITIES</b>			
Distributions to unitholders		(21,610)	(24,070)
Bank borrowings and bridge loan		(64,220)	13,448
Mortgages payable		(159)	45,718
Net proceeds from issue of debentures		202,684	98,645
Net proceeds from issue of units	10	(24)	3,240
Repayments of balances at maturity of mortgages payable		(14,261)	(3,941)
Monthly repayment of mortgages payable	7	(12,661)	(12,805)
<b>Cash flows provided by financing activities</b>		<b>89,749</b>	<b>120,235</b>
Net change in cash and cash equivalents		(2,482)	(4,178)
Cash and cash equivalents, beginning of period		9,742	18,642
Cash and cash equivalents, end of period		7,260	14,464
<b>Other information</b>			
Interest paid		29,959	25,226
Distributions received from a joint venture		200	—

See accompanying notes to the condensed interim consolidated financial statements.

# NOTES TO CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

For the quarters ended March 31, 2014 and 2013

[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 March 31, 2014, Cominar owned and managed a real estate portfolio of 513 high-quality properties that covered a total area of 38.3 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, Quebec City (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 May 6, 2014.

## 2) SIGNIFICANT ACCOUNTING POLICIES

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### a) Basis of preparation

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 IFRS annual consolidated financial statements for the fiscal year ended December 31, 2013.

### b) New accounting policy

During the quarter ended March 31, 2014, Cominar applied the following policy:

#### Investment in a joint venture

In accordance with IFRS 11, "Joint Arrangements", Cominar accounts for its investment in a joint venture using the equity method. Under the equity method, the interest in a joint venture is carried on the balance sheet at cost plus post-acquisition changes in Cominar's share of the joint venture's net assets, less distributions received. Cominar's statement of comprehensive income then reflects the share of a joint venture's net income and comprehensive income.

## 3) ACQUISITIONS

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### ACQUISITIONS OF INCOME PROPERTIES

On February 26, 2014, Cominar acquired a portfolio of 11 office properties in the Greater Toronto Area and in Montreal, for a purchase price of \$229,333, net of working capital adjustments of \$12,167; \$128,282 paid in cash and \$101,051 by assuming mortgages payable. The acquired portfolio consists of four office properties in the Greater Toronto Area, with a total leasable area of 782,000 square feet, and seven office properties in Montreal, with a total leasable area of 407,000 square feet.

On February 27, 2014, Cominar acquired five retail properties with a total leasable area of 121,000 square feet located in the Greater Montreal Area for a purchase price of \$26,075 paid in cash. As part of this transaction, Cominar also acquired a vacant lot for \$2,125.

These transactions were accounted for using the acquisition method. The results of operations from the acquired income properties are included in the condensed interim consolidated financial statements as of their dates of acquisition.

The following table summarizes the estimated fair values at acquisition date of acquired net assets:

	Estimated fair values
	\$
Income properties	269,909
Land held for future development	2,125
Mortgages payable	(103,385)
Working capital adjustments	(12,167)
<b>Total cash consideration paid for these acquisitions</b>	<b>156,482</b>

#### 4) INCOME PROPERTIES

	Note	For the quarter ended March 31, 2014	For the year ended December 31, 2013
		\$	\$
Balance, beginning of period		5,654,825	5,294,984
Acquisitions		276,553	234,367
Fair value adjustment <sup>(1)</sup>		—	17,150
Capital costs		25,856	114,162
Disposals		—	(28,621)
Transfer of an income property as contribution to a joint venture	6	(97,850)	—
Transfer from properties under development	5	—	9,366
Change in initial direct costs		3,050	8,016
Change in accounts receivable – recognition of leases on a straight-line basis		741	4,101
Change in deposits on acquisition		(2,300)	1,300
<b>Balance, end of period</b>		<b>5,860,875</b>	<b>5,654,825</b>

(1) The total fair value adjustment is related to income properties held on the closing date.

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

		For the quarter ended March 31, 2014	For the year ended December 31, 2013
	Note	\$	\$
Balance, beginning of period		107,961	53,234
Acquisitions		2,157	20,500
Capital costs		15,684	45,321
Capitalized interest		1,428	3,400
Transfer to income properties	4	—	(9,366)
Other real estate asset		—	(5,128)
Balance, end of period		127,230	107,961
Breakdown:			
Properties under development		68,253	53,414
Land held for future development		58,977	54,547

## 6) INVESTMENT IN A JOINT VENTURE

On January 13, 2014, Cominar completed the merger of the ownership interests in a previously co-owned investment property, as planned. Prior to completion of this merger, the first phase of Complexe Jules-Dallaire, comprised of office and retail premises, was owned in undivided co-ownership by Cominar as to 95% and by a company indirectly owned by the Dallaire family ("Dallaire Co") as to 5% and the second phase of Complexe Jules-Dallaire, comprised of office premises, was owned by DallaireCo. In addition to the contribution of its pre-merger ownership interests in phases one and two, DallaireCo paid \$20,150 to Cominar in connection with the merger to balance the participations of each owner to a 50% interest in Complexe Jules-Dallaire.

Under IFRS 11, "Joint Arrangements", this building held in partnership is considered as a joint venture and is accounted for under the equity method, whereas previously, the participation in the first phase of this building was considered as a participation in a joint operation and Cominar recorded its share of assets, liabilities, comprehensive income and cash flows.

The following table summarizes the financial information of the investment in a joint venture accounted for under the equity method:

	For the quarter ended March 31, 2014
	\$
Investment in a joint venture, beginning of period	—
Contribution – transfer of an income property	97,850
Disposal of a portion of the investment in a joint venture	(20,150)
Share of net income from investment in a joint venture	658
Liquidities distributed by a joint venture	(200)
Return of capital from a joint venture – net proceeds from a mortgage payable	(53,116)
Investment in a joint venture, end of period	25,042

The following tables summarize the financial information of a joint venture:

As at March 31, 2014	
\$	
Investment property	156,240
Other assets	2,813
Mortgage payable bearing interest at a fixed rate of 4.79% and maturing in February 2024	(106,479)
Other liabilities	(2,490)
Total of net asset	50,084
50% investment in a joint venture	25,042

For the quarter ended March 31, 2014	
\$	
Operating revenues	4,310
Operating expenses	1,879
Net operating income	2,431
Finance charges	1,115
Net income and comprehensive income	1,316
Share of net income from the 50% investment in a joint venture	658

## 7) MORTGAGES PAYABLE

The following table presents changes in mortgages payable for the periods indicated:

	For the quarter ended March 31, 2014		For the year ended December 31, 2013	
	\$	%	\$	%
		Weighted average contractual rate		Weighted average contractual rate
Balance, beginning of period	1,763,922	5.06	1,651,202	5.23
Net mortgages payable, contracted or assumed	101,051	3.83	633,319	4.56
Monthly repayments of principal	(12,661)	—	(50,188)	—
Repayments of balances at maturity	(14,261)	6.29	(470,411)	5.02
	1,838,051	4.97	1,763,922	5.06
Plus: Fair value adjustments on assumed mortgages payable	32,649		33,342	
Less: Deferred financing costs	(2,423)		(2,434)	
Balance, end of period	1,868,277		1,794,830	

Mortgages payable are primarily secured by immovable hypothecs on investment properties. They bear annual contractual interest rates ranging from 2.69% to 7.75% [2.77% to 7.75% as at December 31, 2013], representing a weighted average contractual rate of 4.97% as at March 31, 2014 [5.06% as at December 31, 2013], and are renewable at various dates from April 2014 to January 2039. As at March 31, 2014, the weighted average effective rate was 4.23% [4.31% as at December 31, 2013]. As at March 31, 2014, all mortgages payable were at fixed rates. Some of the mortgages payable include covenants, with which Cominar was in compliance as at March 31, 2014.

## 8) DEBENTURES

On January 13, 2014, Cominar re-opened the Series 4 offering and issued \$100,000 in senior unsecured debentures bearing an interest rate of 4.941% and maturing in July 2020.

On March 4, 2014, Cominar re-opened the Series 4 offering and issued \$100,000 in senior unsecured debentures bearing an interest rate of 4.941% and maturing in July 2020.

Cominar used the net proceeds from the sales of the two series of debentures to repay its credit facility.

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

	For the quarter ended March 31, 2014		For the year ended December 31, 2013	
		Weighted average contractual rate		Weighted average contractual rate
	\$	%	\$	%
Balance, beginning of period	1,000,000	4.06	450,000	4.25
Issues	200,000	4.94	550,000	3.91
	1,200,000	4.21	1,000,000	4.06
Less: Deferred financing costs	(6,395)		(5,578)	
Plus: Net premium and discount on issuance	4,253		402	
Balance, end of period	1,197,858		994,824	

## 9) BANK BORROWINGS

On January 27, 2014, Cominar decided not to renew the \$250,000 tranche B portion of its operating and acquisition credit facilities, which matured on this date, allowing Cominar to add to its unencumbered property portfolio, properties valued at approximately \$424,000 that are not necessary to secure the remaining \$300,000 tranche A portion of the credit facility.

## 10) 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.

The following table presents the various sources of unit issues for the periods indicated:

	For the quarter ended March 31, 2014		For the year ended December 31, 2013	
	Units	\$	Units	\$
Units issued and outstanding, beginning of period	127,051,095	2,251,974	124,349,608	2,197,826
Exercise of options	4,500	68	456,500	8,514
Distribution reinvestment plan	510,505	9,267	2,243,459	45,216
Conversion of convertible debentures	—	—	1,528	34
Reversal of contributed surplus on exercise of options	—	3	—	384
Units issued and outstanding, end of period	127,566,100	2,261,312	127,051,095	2,251,974

## 11) PER UNIT CALCULATIONS

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 periods indicated:

For the quarters ended March 31	2014	2013
	Units	Units
Weighted average number of units outstanding – basic	127,140,777	124,476,706
Dilutive effect related to the long-term incentive plan	123,502	246,096
Dilutive effect of convertible debentures	10,777,511	12,675,021
Weighted average number of units outstanding – diluted	138,041,790	137,397,823

The calculation of the diluted weighted average number of units outstanding does not take into account the effect of the conversion in units of 5,095,133 outstanding options as at March 31, 2014 [2,621,000 options as at March 31, 2013], since the exercise price of the options, including the unrecognized part of the related compensation expense, is higher than the average price of the units. The calculation of diluted net income per unit also includes the elimination of interest at the effective rate on the convertible debentures of \$3,296 [\$4,466 in 2013].

## 12) SUPPLEMENTAL CASH FLOW INFORMATION

Changes in non-cash working capital items were as follows:

For the quarters ended March 31	2014	2013
	\$	\$
Prepaid expenses	(11,722)	(19,720)
Accounts receivable	(23,195)	(10,244)
Accounts payable and accrued liabilities	26,400	7,165
Income taxes payable	—	(12)
	(8,517)	(22,811)
<b>Other information</b>		
Acquisitions of investment properties through assumption of mortgages payable	101,051	43,733
Unpaid acquisitions of and investments in investment properties	16,309	—

## 13) FINANCIAL INSTRUMENTS

Financial instruments and their respective carrying amounts and fair values, when the fair values do not approximate the carrying amounts, are classified as follows:

	Level	For the quarter ended March 31, 2014		For the year ended December 31, 2013	
		Carrying amount	Fair value	Carrying amount	Fair value
		\$	\$	\$	\$
<b>FINANCIAL ASSETS</b>					
<b>Held to maturity</b>					
Bond investments	2	5,016	5,026	6,398	6,409
<b>FINANCIAL LIABILITIES</b>					
<b>Other financial liabilities</b>					
Mortgages payable	2	1,868,277	1,903,095	1,794,830	1,816,702
Debentures	2	1,197,858	1,213,887	994,824	990,054
Convertible debentures	1	182,088	194,340	181,768	193,727

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

## 14) 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. Cominar uses net operating income as its main criterion to measure operating performance, i.e. operating revenues less operating expenses related to 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 various segments.

For the quarter ended March 31, 2014, the segments include Cominar's proportionate share of its joint venture under the proportionate consolidation method. The *Joint venture* column adjusts these condensed interim consolidated financial statements, in which the investment in a joint venture is accounted for using the equity method, to bring segment information under the proportionate consolidation method.

The following table provides financial information on these three property types:

For the quarter ended March 31, 2014	Balance as per the condensed interim consolidated financial statements	Joint venture	Balance under the proportionate consolidation method	Office properties	Retail properties	Industrial and mixed-use properties
	\$	\$	\$	\$	\$	\$
Rental revenue from investment properties	173,671	2,155	175,826	92,688	44,077	39,061
Net operating income	90,778	1,216	91,993	48,045	23,031	20,917
Share of net income from investment in a joint venture	658	(658)	—	—	—	—
Income properties	5,860,875	78,120	5,938,995	3,095,959	1,604,324	1,238,712
Investment in a joint venture	25,042	(25,042)	—	—	—	—

For the quarter ended March 31, 2013	Balance as per the condensed interim consolidated financial statements	Joint venture	Balance under the proportionate consolidation method	Office properties	Retail properties	Industrial and mixed-use properties
	\$	\$	\$	\$	\$	\$
Rental revenue from investment properties	169,593	—	169,593	90,015	41,993	37,585
Net operating income	89,922	—	89,922	47,148	22,497	20,277
Income properties	5,466,933	—	5,466,933	2,921,031	1,362,212	1,183,690

## 15) SUBSEQUENT EVENT

On May 1, 2014, Cominar acquired a portfolio of 14 mainly industrial and mixed-use properties in the Greater Toronto Area, with a total leasable area of approximately 1,184,000 square feet, for a purchase price of \$100,720, net of working capital adjustments of \$5,280; \$63,256 paid in cash and \$37,464 by assuming mortgages payable.

# CORPORATE INFORMATION

## BOARD OF TRUSTEES

**Robert Després, O.C., G.O.Q.** <sup>(1)(3)</sup>

Chairman of the Board of Trustees  
Cominar Real Estate Investment Trust  
Corporate Director

**Michel Dallaire, Eng.**

President and Chief Executive Officer  
Cominar Real Estate Investment Trust

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

Senior Vice-President, Quebec and Ontario  
Bell Aliant Regional Communications.

**Me Gérard Coulombe, c.r.** <sup>(2)(3)</sup>

Senior Partner  
Lavery, de Billy

**Alain Dallaire**

Executive Vice-President, Operations – Office and Industrial  
Cominar Real Estate Investment Trust

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

Corporate Director

**Pierre Gingras** <sup>(4)</sup>

President, Placements Moras Inc.

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

Corporate Director

**Johanne M. Lépine** <sup>(1)(3)</sup>

President and Chief Executive Officer  
Aon Parizeau Inc.

(1) Member of the Audit Committee

(2) Member of the Compensation Committee

(3) Member of the Governance and Nominating Committee

(4) Member of the Investments Committee

## OFFICERS

**Michel Dallaire, Eng.**

President and Chief Executive Officer

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

Executive Vice-President and Chief Operating Officer

**Gilles Hamel, CPA, CA**

Executive Vice-President and Chief Financial Officer

**M<sup>e</sup> Michel Paquet, LL .L.**

Senior Executive Vice-President and Secretary

**Guy Charron, CPA, CA**

Executive Vice-President, Operations – Retail

**Alain Dallaire**

Executive Vice-President, Operations – Office and Industrial

**Todd Bechard, CMA, CFA**

Executive Vice-President, Acquisitions

# UNITHOLDER INFORMATION

## COMINAR REAL ESTATE INVESTMENT TRUST

Complexe Jules-Dallaire – T3  
2820 Laurier Boulevard, Suite 850  
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## LISTING

The units and convertible debentures of Cominar Real Estate Investment Trust are listed on the Toronto Stock Exchange under the trading symbols CUF.UN, CUF.DB.D and CUF.DB.E.

## TRANSFER AGENT

Computershare Trust Company of Canada  
1500 University St., Suite 700  
Montreal, 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

In 2013, 74.5% of the distributions made by Cominar to unitholders were tax deferred.

## LEGAL COUNSEL

Davies Ward Phillips & Vineberg LLP

## AUDITORS

PricewaterhouseCoopers LLP

## UNITHOLDER DISTRIBUTION REINVESTMENT PLAN

Cominar Real Estate Investment Trust offers unitholders the opportunity to participate in its Unitholder 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 5% 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.

