

# Management's Discussion and Analysis Q3 - 11

On the TSX: AX.UN AX.DB.C AX.DB.E AX.DB.F AX.DB.U

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## MANAGEMENT'S DISCUSSION AND ANALYSIS

The following management's discussion and analysis ("MD&A") of the financial condition and results of operations of Artis Real Estate Investment Trust ("Artis" or the "REIT") should be read in conjunction with the REIT's unaudited interim consolidated financial statements for the periods ended September 30, 2011, and the notes thereto. This MD&A has been prepared taking into account material transactions and events up to and including November 8, 2011. Additional information about Artis, including the REIT's most recent Annual Information Form, has been filed with applicable Canadian securities regulatory authorities and is available at <a href="https://www.sedar.com">www.sedar.com</a> or on our web site at <a href="https://www.sedar.com">www.sedar.com</a> or on

## FORWARD-LOOKING DISCLAIMER

This MD&A contains forward-looking statements. For this purpose, any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. Particularly, statements regarding the REIT's future operating results, performance and achievements are forward-looking statements. Without limiting the foregoing, the words "expects", "anticipates", "intends", "estimates", "projects", and similar expressions are intended to identify forward-looking statements.

Artis is subject to significant risks and uncertainties which may cause the actual results, performance or achievements of the REIT to be materially different from any future results, performance or achievements expressed or implied in these forward-looking statements. Such risk factors include, but are not limited to, risks associated with real property ownership, availability of cash flow, general uninsured losses, future property acquisitions, environmental matters, tax related matters, debt financing, unitholder liability, potential conflicts of interest, potential dilution, reliance on key personnel, changes in legislation and changes in the tax treatment of trusts. Artis cannot assure investors that actual results will be consistent with any forward-looking statements and Artis assumes no obligation to update or revise such forward-looking statements to reflect actual events or new circumstances. All forward-looking statements contained in this MD&A are qualified by this cautionary statement.

#### NOTICE RESPECTING NON-GAAP MEASURES

Property Net Operating Income ("Property NOI") and Funds from Operations ("FFO") are non-GAAP measures commonly used by Canadian real estate investment trusts as an indicator of financial performance. "GAAP" means the generally accepted accounting principles described by the Canadian Institute of Chartered Accountants ("CICA") Handbook - Accounting, which are applicable as at the date on which any calculation using GAAP is to be made. As a publicly accountable enterprise, Artis applies the International Financial Reporting Standards ("IFRS") described in Part I of the CICA Handbook - Accounting.

Artis calculates Property NOI as revenues, prepared in accordance with IFRS, less property operating expenses such as taxes, utilities, repairs and maintenance. Property NOI does not include charges for interest and amortization. Management considers Property NOI to be a valuable measure for evaluating the operating performance of the REIT's properties.

Artis calculates FFO substantially in accordance with the guidelines set out by the Real Property Association of Canada ("REALpac"), as issued in June 2010 for entities adopting IFRS. These guidelines include certain additional adjustments to FFO under IFRS from the previous definition of FFO. Management considers FFO to be a valuable measure for evaluating the REIT's operating performance in achieving its objectives.

Property NOI and FFO are not measures defined under IFRS. Property NOI and FFO are not intended to represent operating profits for the period, or from a property, nor should any of these measures be viewed as an alternative to net income, cash flow from operating activities or other measures of financial performance calculated in accordance with IFRS. Readers should be further cautioned that Property NOI and FFO as calculated by Artis may not be comparable to similar measures presented by other issuers.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# **TABLE OF CONTENTS**

OVERVIEW Primary Objectives U.S. Investment Strategy Portfolio Summary	<b>3</b> 3 3 4
2011 - THIRD QUARTER HIGHLIGHTS  Portfolio Growth Financing Activities Internalization of Asset Management Distributions	<b>6</b> 6 7 7 7
SELECTED FINANCIAL INFORMATION	8
INTERNATIONAL FINANCIAL REPORTING STANDARDS	8
ANALYSIS OF OPERATING RESULTS  Revenue and Property NOI Same Property NOI Growth Property NOI by Asset Class Property NOI by Geographical Region Portfolio Occupancy Portfolio Leasing Activity and Lease Expiries Interest Expense Corporate Expense Foreign Currency Translation Loss Income Tax Expense Transaction Costs Gain (Loss) on Financial Instruments Unrealized Fair Value Gain on Investment Properties Other Comprehensive Income Distributable Income Distributions Funds from Operations	13 13 14 15 16 17 22 22 22 23 23 23 24 24 24 24 25
ANALYSIS OF FINANCIAL POSITION	28
Assets Liabilities Unitholders' Equity	28 30 32
LIQUIDITY AND CAPITAL RESOURCES Contractual Obligations	<b>32</b> 32
SUMMARIZED QUARTERLY INFORMATION	33
RELATED PARTY TRANSACTIONS	35
OUTSTANDING UNIT DATA	36
2011 OUTLOOK	36
RISKS AND UNCERTAINTIES  Real Estate Ownership Interest Rate and Debt Financing Credit Risk and Tenant Concentration Lease Rollover Risk Tax Risk Foreign Currency Risk Other Risks	37 37 37 38 39 39 40 40
CRITICAL ACCOUNTING ESTIMATES  Valuation of Investment Properties  Valuation of Convertible Debentures	<b>40</b> 40 40
Valuation of Deferred Tax Assets and Liabilities	41
CHANGES IN ACCOUNTING POLICIES	41
CONTROLS AND PROCEDURES Internal Controls over Financial Reporting Disclosure Controls and Procedures	<b>42</b> 42 42

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### OVERVIEW

Artis is an unincorporated open-end real estate investment trust created under, and governed by, the laws of the province of Manitoba. On February 15, 2007, Artis underwent a name change from "Westfield Real Estate Investment Trust" to "Artis Real Estate Investment Trust". On May 14, 2009, unitholders authorized the trustees of Artis to implement certain amendments to Artis' Declaration of Trust which, if implemented, would have the effect of converting Artis to a closed-end trust. As at November 8, 2011, the trustees of Artis have not yet implemented such amendments. On May 19, 2011, the Declaration of Trust was further amended at the Annual and Special Meeting of Unitholders.

Certain of the REIT's securities are listed on the Toronto Stock Exchange (the "TSX"). The REIT's trust units ("units") trade under the symbol AX.UN, and the REIT's Series C, Series E, Series F and Series G convertible debentures trade under the symbols AX.DB.C, AX.DB.E, AX.DB.F, and AX.DB.U respectively. As at November 8, 2011, there were 83,628,486 units, and 2,235,250 options of Artis outstanding (refer to the *Outstanding Unit Data* section for further details).

#### PRIMARY OBJECTIVES

Artis REIT's primary objective is to maximize total returns to our unitholders. Returns include a stable, reliable and tax efficient monthly cash distribution as well as long-term appreciation in the value of Artis REIT's units.

Artis REIT's management employs several key strategies to meet our primary objective:

- **Portfolio Diversification.** We build stability into our cash flows through a strategy of diversification. Our commercial properties are well diversified across the industrial, retail and office asset classes. We are also geographically diversified with properties owned across western Canada, as well as Ontario and in select markets in the United States ("U.S.").
- **Portfolio Expansion.** We build growth into our cash flows through the efficient sourcing and deployment of capital into high-quality and accretive acquisition opportunities in our target markets, or into high-yield intensification or (re)development opportunities that exist within our property portfolio.
- Managing for Value Creation. We build value through the active management of our portfolio, leveraging off the experience and expertise of our management team. We focus on maximizing property value and cash flows over the long-term, creating additional value through the selective disposition of assets at premium prices, and reinvesting and repositioning the portfolio on an on-going basis in higher growth markets.

The Declaration of Trust provides that Artis may make monthly cash distributions to its unitholders. The amount distributed annually (currently \$1.08 per unit on an annualized basis effective May 31, 2008) will be set by the Trustees.

#### **U.S. INVESTMENT STRATEGY**

At September 30, 2011, approximately 14.1% of Artis' portfolio weighting by run-rate Property NOI is in the United States. Historically, commercial real estate in the U.S. has been more expensive and offered lower unlevered yields than similar property in Canada. This has now changed, and Canadian investors are able to acquire quality U.S. properties at relatively higher yields than in Canada. Artis' management believes that this window of opportunity will not be open for long and has adopted a disciplined approach in pursuing U.S. acquisitions while the opportunity exists, as follows:

- total weighting of U.S. properties in Artis' portfolio will not exceed 20% by pro-forma Property NOI.
- unlevered yield will be accretive, and higher than that available for a comparable property in Canada.
- low interest, conventional mortgage financing will be available.
- quality local third party property management will be available.
- property will be "new generation", thus reducing the average age of Artis' overall portfolio.
- the tenant credit and lease expiry profile for the property will be more conservative than that of a comparable property in Canada, thus improving the credit profile of Artis' overall portfolio.

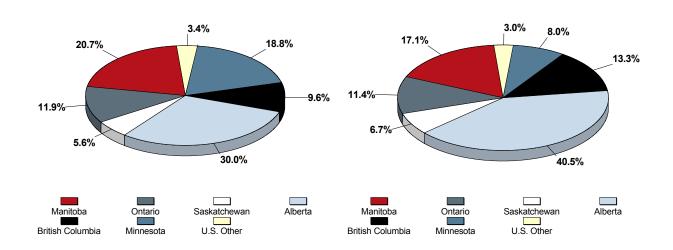
Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## **PORTFOLIO SUMMARY**

At September 30, 2011, the REIT's portfolio was comprised of 162 commercial properties totaling approximately 16,709 thousand square feet (s.f.) of gross leasable area ("GLA").

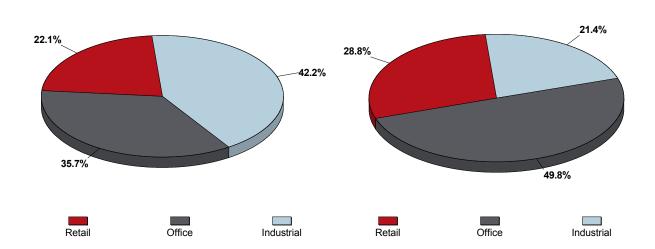
## **Diversification by Geographical Region:**





# **Diversification by Asset Class:**

## GLA Property NOI



Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

Portfolio by Asset Class as at September 30, 2011 (in 000's of s.f.) (1)

		Province	Number of	Owned Share of Leasable	% of Portfolio		Committed
Asset Class	City	/ State	Properties	Area	GLA	Occupancy %	% <sup>(2)</sup>
Industrial	Acheson	AB	2	265	1.6 %	100.0 %	100.0 %
	Brampton	ON	1	301	1.8 %	100.0 %	100.0 %
	Calgary	AB	7	596	3.6 %	98.7 %	98.7 %
	Delta	BC	1	70	0.4 %	100.0 %	100.0 %
	Edmonton	AB	6	734	4.4 %	97.4 %	97.4 %
	Mississauga	ON	1	158	0.9 %	95.5 %	95.5 %
	Nisku	AB	1	23	0.1 %	100.0 %	100.0 %
	Red Deer	AB	1	126	0.8 %	85.2 %	94.0 %
	Saskatoon	SK	1	163	1.0 %	100.0 %	100.0 %
	Toronto	ON	1	319	1.9 %	100.0 %	100.0 %
	Winnipeg	MB	29	1,760	10.5 %	95.9 %	97.5 %
Industrial tota			51	4,515	27.0 %	97.2 %	98.1 %
Office	Burnaby	BC	3	436	2.6 %	97.7 %	97.7 %
	Calgary	AB	12	1,497	9.0 %	94.5 %	95.8 %
	Edmonton	AB	1	29	0.2 %	100.0 %	100.0 %
	Mississauga	ON	2	244	1.5 %	98.0 %	98.0 %
	Nanaimo	BC	2	68	0.4 %	100.0 %	100.0 %
	Ottawa	ON	1	181	1.1 %	100.0 %	100.0 %
	Red Deer	AB	1	149	0.9 %	100.0 %	100.0 %
	Toronto	ON	2	737	4.4 %	96.7 %	97.2 %
	Vancouver	BC	1	174	1.0 %	99.4 %	100.0 %
	Vaughan	ON	1 7	50	0.3 %	100.0 %	100.0 %
Office total	Winnipeg	MB	33	1,296 <b>4,861</b>	7.7 % <b>29.1 %</b>	96.7 % <b>96.6 %</b>	97.5 % <b>97.3 %</b>
	Colgony	A D	5		2.6 %	99.5 %	99.5 %
Retail	Calgary	AB BC	1	426 82	2.6 % 0.5 %	99.5 % 97.8 %	99.5 % 97.8 %
	Coquitlam Cranbrook	BC	1	290	1.7 %	94.5 %	94.5 %
	Delta	BC	1	290 75	0.4 %	98.6 %	98.6 %
	Edmonton	AB	2	165	1.0 %	100.0 %	100.0 %
	Edson	AB	1	20	0.1 %	100.0 %	100.0 %
	Estevan	SK	1	38	0.1 %	100.0 %	100.0 %
	Fort McMurray	AB	8	194	1.2 %	98.9 %	100.0 %
	Grande Prairie	AB	4	379	2.3 %	97.4 %	98.4 %
	Lethbridge	AB	1	53	0.3 %	100.0 %	100.0 %
	Medicine Hat	AB	1	162	1.0 %	97.2 %	97.2 %
	Moose Jaw	SK	1	38	0.2 %	100.0 %	100.0 %
	Nanaimo	BC	2	90	0.5 %	64.7 %	64.7 %
	Regina	SK	8	553	3.3 %	96.6 %	97.9 %
	Saskatoon	SK	2	143	0.9 %	100.0 %	100.0 %
	Spruce Grove	AB	1	112	0.7 %	98.3 %	100.0 %
	St. Albert	AB	1	21	0.1 %	100.0 %	100.0 %
	Vancouver	BC	1	91	0.5 %	99.3 %	99.0 %
	Westbank /						
	West Kelowna	BC	2	231	1.4 %	99.1 %	99.5 %
	Winnipeg	MB	4	414	2.5 %	98.0 %	98.6 %
Retail total			48	3,577	21.4 %	97.2 %	97.7 %
<b>Total Canadia</b>	n portfolio		132	12,953	77.5 %	97.0 %	97.7 %

<sup>(1)</sup> Excluding properties in redevelopment. (2) Percentage committed is based on committed leases at September 30, 2011.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## U.S. Portfolio by Asset Class as at September 30, 2011 (in 000's of s.f.) (1)

Asset Class Industrial	City Minneapolis Phoenix	Province / State MN AZ	Number of Properties 16	Owned Share of Leasable Area 2,396 99	% of Portfolio GLA 14.3 % 0.6 %	Occupancy % 88.2 % 100.0 %	Committed % (2) 88.3 % 100.0 %
Industrial total	al		17	2,495	14.9 %	88.7 %	88.8 %
Office	Minneapolis New Hartford Phoenix Tampa	MN NY AZ FL	3 1 2 1	626 123 249 107	3.8 % 0.7 % 1.5 % 0.6 %	94.8 % 100.0 % 97.4 % 100.0 %	95.3 % 100.0 % 97.4 % 100.0 %
Office total	•		7	1,105	6.6 %	96.5 %	96.8 %
Retail	Minneapolis	MN	5	110	0.7 %	93.9 %	95.2 %
Retail total			5	110	0.7 %	93.9 %	95.2 %
Total U.S. por	tfolio	•	29	3,710	22.2 %	91.1 %	91.3 %
Total Canadia	n and U.S.		161	16,663	99.7 %	95.7 %	96.3 %

# Properties in Redevelopment (in 000's of s.f.)

Asset Class	City	Province / State	Number of Properties	Owned Share of Leasable Area	% of Portfolio GLA	Property	Committed % (2)
Industrial	Airdrie	AB	1	27	0.2 %	Airdrie Flex-Industrial	68.1 %
Office	Edmonton	AB	-	19	0.1 %	North City Office	10.4 %
Development	properties tota		1	46	0.3 %	<u> </u>	44.3 %

# 2011 - THIRD QUARTER HIGHLIGHTS

## **PORTFOLIO GROWTH**

Artis acquired four commercial properties and disposed of one property during Q3-11.

	Office	Э	Reta	il	Indust	trial	Tota	al
	Number of Properties	S.F. (000's)						
Portfolio properties at December 31, 2010	31	4,427	46	3,238	56	4,933	133	12,598
Q1-11 acquisitions	2	333	-	-	11	1,557	13	1,890
Q1-11 construction	-	18	-	-	-	-	-	18
Q1-11 disposition	-	-	-	-	(1)	(108)	(1)	(108)
Q2-11 acquisitions (1)	5	770	7	449	2	620	14	1,839
Q3-11 acquisitions	2	437	-	-	2	182	4	619
Q3-11 disposition	-	-	-	-	(1)	(147)	(1)	(147)
Total 2011	9	1,558	7	449	13	2,104	29	4,111
Portfolio properties at September 30, 2011	40	5,985	53	3,687	69	7,037	162	16,709

<sup>(1)</sup> Cara Foods reclassified from industrial to office in Q3-11.

<sup>(1)</sup> Excluding properties in redevelopment.
(2) Percentage committed is based on committed leases at September 30, 2011.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## Property acquisitions:

During Q3-11, Artis acquired the following assets: Plymouth Corporate Campus, Stampede Station, MTS Place and 7499 East Paradise Lane. Plymouth Corporate Campus comprises 83,617 square feet of leasable area in a 100.0% occupied industrial showroom complex, located in a suburb of Minneapolis, Minnesota. Stampede Station is a newly constructed Class AA ten-storey office building, located in Calgary, Alberta comprising 162,502 square feet of leasable space. Stampede Station is 100.0% occupied by several high credit tenants on long-term leases. MTS Place comprises 274,712 square feet of leasable area in Winnipeg, Manitoba and is 100.0% occupied. 7499 East Paradise Lane is a 98,555 square foot, 100.0% occupied, industrial building located in Phoenix, Arizona.

## Property disposition:

During Q3-11, the REIT sold a property that was part of the Minneapolis Industrial Portfolio. The proceeds from the sale of this property, net of costs and related debt, were \$1,366. The gain recorded on the sale was \$481.

## **FINANCING ACTIVITIES**

#### Short-form base shelf prospectus:

On July 28, 2010, the REIT issued a base shelf prospectus. The REIT may from time to time during the 25-month period that this short-form base shelf prospectus is valid, offer and issue the following securities up to a maximum of \$750,000 of initial offering price: (i) trust units of the REIT; (ii) preferred trust units, which may be issuable in series; (iii) debt securities, which may consist of debentures, notes or other types of debt and may be issuable in series; (iv) unit purchase warrants; and (v) subscription receipts to purchase trust securities. The REIT has not issued any units under the base shelf prospectus during Q3-11.

# At-the-market equity financing program:

On September 17, 2010, Artis entered into an Equity Distribution Agreement with an exclusive agent for the issuance and sale, from time to time, until September 19, 2012 of up to 5,300,000 units of the REIT by way of "at-the-market distributions". The timing of any sale of units and the number of units actually sold during such period are at the discretion of the REIT. Sales of units, if any, pursuant to the Equity Distribution Agreement will be made in transactions that are deemed to be "at-the-market distributions", including sales made directly by the Toronto Stock Exchange. No units have been issued pursuant to this arrangement in Q3-11.

#### INTERNALIZATION OF ASSET AND PROPERTY MANAGEMENT

As announced on November 9, 2010, Artis and Marwest Realty Advisors Inc. ("Marwest Realty") agreed to negotiate in good faith the terms and conditions upon which Artis will internalize its asset management, with a view to completing such internalization by no later than December 31, 2011. Negotiations have progressed well, and the asset management functions are expected to be fully internalized, effective January 1, 2012.

Artis also announced that it is in the final stages of negotiation with respect to the internalization of property management. Effective January 1, 2012, Artis anticipates that the omnibus property management agreement between the REIT and Marwest Management Canada Ltd. ("Marwest Management") will be terminated.

Property management for the 78 properties that are currently directly managed by Marwest Management will be internalized. Three of the REIT's properties are currently managed by Marwest Management under separate property specific management agreements and those agreements are expected to remain in effect. 81 of the REIT's properties are currently managed by third-party providers under a sub-contract to Marwest Management. Those third party service agreements will be assigned by Marwest Management to the REIT and will remain in effect.

## **DISTRIBUTIONS**

Artis distributed a total of \$22,528 (YTD - \$64,122) to unitholders in Q3-11, of which \$2,852 (YTD - \$6,912) was paid by way of distribution reinvestment, pursuant to Artis' Distribution Reinvestment and Unit Purchase Plan ("DRIP").

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### SELECTED FINANCIAL INFORMATION

000's, except per unit amounts

	Three mor	_	oeriod ended eptember 30,	Nine mor	period ended eptember 30,
	2011		2010	2011	2010
Revenue	\$ 78,427	\$	46,184	\$ 207,572	\$ 119,151
Property NOI	\$ 49,111	\$	29,928	\$ 130,652	\$ 78,372
Income for the period	\$ 63,505	\$	8,687	\$ 254,550	\$ 8,642
Basic income per unit	\$ 0.76	\$	0.14	\$ 3.25	\$ 0.17
Diluted income per unit	\$ 0.49	\$	0.14	\$ 2.74	\$ 0.17
Distributions	\$ 22,528	\$	16,425	\$ 64,122	\$ 42,990
Distributions per unit	\$ 0.27	\$	0.27	\$ 0.81	\$ 0.81
FFO	\$ 25,976	\$	14,521	\$ 65,568	\$ 35,850
FFO per unit	\$ 0.31	\$	0.24	\$ 0.84	\$ 0.70
FFO after adjustments (1)	\$ 26,910	\$	14,521	\$ 71,280	\$ 39,604
FFO per unit after adjustments (1)	\$ 0.32	\$	0.24	\$ 0.91	\$ 0.77
FFO payout ratio after adjustments (1)	84.4 %		112.5 %	89.0 %	105.2 %
Weighted-average units (basic)	83,380		60,493	78,416	51,268

<sup>(1)</sup> Calculated after adjustments for transactions costs related to the issuance of convertible debentures, current tax expense and the (gain) loss on equity securities.

Artis has been actively acquiring properties since Q4-09. Due to this acquisition activity as well as same property revenue growth, Q3-11 revenues increased \$32,243, or 69.8% compared to Q3-10 results (YTD - \$88,421, or 74.2%). Property NOI increased by \$19,183, or 64.1% compared to Q3-10 results (YTD - \$52,280, or 66.7%).

FFO increased \$11,455, or 78.9% compared to Q3-10, and \$29,718, or 82.9% year-over-year. These increases are primarily attributed to the acquisitions completed in 2010 and 2011. Basic FFO increased \$0.07 or 29.2% compared to Q3-10 results, and \$0.14 or 20.0% year-over-year. Adjusted FFO has increased \$12,389, or 85.3% compared to Q3-10, and \$31,676, or 80.0% year-over-year. Basic FFO after adjustments has increased \$0.08 (YTD - \$0.14), or 33.3% (YTD - 18.2%) compared to Q3-10.

As a result of units issued under the DRIP, units issued from public offerings, and conversion of convertible debentures, basic units outstanding for the calculation of FFO has substantially increased. This increase has diluted the impact of strong growth in revenues, Property NOI and FFO on per unit results. Management anticipates there will be further growth in revenues, Property NOI and FFO as acquisitions completed in Q3-11 contribute to operating results.

## INTERNATIONAL FINANCIAL REPORTING STANDARDS

In February 2008, the Canadian Accounting Standards Board ("AcSB") confirmed that the adoption of IFRS would be effective for interim and annual periods beginning on or after January 1, 2011 for profit oriented Canadian publicly accountable enterprises. IFRS replaces Canada's previous GAAP for these enterprises. These new standards became effective for the REIT on January 1, 2011. Comparative financial information for the previous fiscal year has been restated to IFRS.

## **IMPACT OF ADOPTION OF IFRS**

IFRS and previous Canadian GAAP are based on conceptual frameworks that are substantially the same, although significant differences exist in certain matters of recognition, measurement and disclosure. The transition to IFRS had a material impact on the REIT's consolidated balance sheets and statements of operations. The cash flow statement was amended in accordance with the changes to the consolidated balance sheets and statements of operations. In particular, the opening IFRS balance sheet at January 1, 2010 reflects the revaluation of substantially all of the REIT's investment properties to fair value and, as a result, intangible assets and liabilities are no longer separately recognized. The impact of the transition to IFRS resulted in a decrease in unitholders' equity from \$360,906 as reported under previous GAAP to a deficit of \$7,414 as reported under IFRS at January 1, 2010. At December 31, 2010, the impact of the transition to IFRS resulted in unitholders' equity increasing to \$854,230 as reported under IFRS from \$719,711 as reported under previous GAAP.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## **FIRST-TIME ADOPTION OF IFRS**

IFRS 1 - First Time Adoption of International Financial Reporting Standards ("IFRS 1") contains all the transitional recognition, measurement, presentation and disclosure requirements applicable for an entity's initial adoption of IFRS. Included in IFRS 1 is a requirement for retrospective application of each IFRS, with certain mandatory exceptions and limited optional exceptions available. In accordance with IFRS 1, the REIT elected to apply IFRS prospectively to all business combinations that occurred on or after the January 1, 2010 transition date. The remaining optional exemptions are either not applicable to Artis or not utilized in the transition to IFRS. In accordance with IFRS 1, the REIT has applied the mandatory exception from full retrospective application of IFRS with respect to estimates. Hindsight was not used to create or revise estimates and accordingly the estimates previously made by the REIT under previous GAAP are consistent with their application under IFRS at January 1, 2010. The remaining mandatory exceptions are not applicable to the REIT.

#### **IMPACT OF IFRS ON 2010 FINANCIAL POSITION**

#### Investment properties and investment properties under construction:

The REIT considers its commercial properties to be investment properties under IAS 40 - *Investment Property*. Investment property is property held to earn rental income or for capital appreciation or both, rather than for use in the production or supply of goods or services, for administrative purposes or for sale in the ordinary course of business. Under IFRS, investment properties are recognized initially at cost. Subsequent to initial recognition, an entity chooses as its accounting policy either the fair value model or the cost model and should apply that policy to all of its investment properties.

The REIT has elected to measure its investment properties at fair value. The fair value of the REIT's investment properties at January 1, 2010 is \$1,111,586, which is \$76,055 greater than the carrying value under previous GAAP, inclusive of related intangible assets, leasing costs, intangible liabilities, straight-line rent receivables, tenant incentives and tenant improvements which were recorded separately under previous GAAP. There was a corresponding \$76,055 decrease to deficit at January 1, 2010. At December 31, 2010, the fair value of investment properties is \$2,052,780 and the carrying value of investment properties under construction is \$5,405, which is \$153,523 greater than the carrying value under previous GAAP. There was a corresponding \$153,523 decrease to deficit at December 31, 2010.

The REIT determined the fair value of investment properties based upon a combination of generally accepted appraisal methodologies: the discounted cash flow method and the overall capitalization method. Under the discounted cash flow method, expected future cash flows for each investment property were discounted, generally over a term of 10 years, using weighted-average rates of approximately 8.79% at January 1, 2010 and 8.60% at December 31, 2010. Expected future cash flows for each investment property have been based upon, but not limited to, rental income from current leases, budgeted and actual expenses, and assumptions about rental income from future leases. Under the overall capitalization method, year one income was stabilized and capped at weighted-average capitalization rates of approximately 7.69% at January 1, 2010 and 7.74% at December 31, 2010.

Investment properties under construction have been measured at cost, which approximates fair value.

#### Other assets:

Tenant inducements reflected in other assets under previous GAAP are included in the carrying amount of investment properties under IFRS. Additionally, intangible assets and leasing costs have been derecognized under IFRS as these amounts are inherently reflected in the fair value of investment properties. This resulted in a decrease to other assets of \$119,440 at January 1, 2010 and \$266,707 at December 31, 2010.

#### Deferred taxes:

As a result of the accounting policy decision to measure investment properties at fair value under IFRS, the deferred tax asset decreased from \$297 under previous GAAP to a liability of \$201 under IFRS at December 31, 2010. This was due to the change in the measurement of the carrying value of investment properties from amortized cost under previous GAAP to fair value under IFRS.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### Notes receivable:

Under previous GAAP, Artis did not present a classified balance sheet. Under IFRS, the REIT has presented the current and non-current portion of notes receivable as separate classifications in its balance sheets.

#### Accounts receivable and other receivables:

Straight-line rent receivables reflected in other receivables under previous GAAP are included in the carrying amount of investment properties under IFRS. This resulted in a decrease to accounts receivable and other receivables of \$5,914 at January 1, 2010 and \$8,752 at December 31, 2010.

## Mortgages and loans payable:

Under previous GAAP, Artis did not present a classified balance sheet. Under IFRS, the REIT has presented the current and non-current portion of mortgages and loans payable as separate classifications in its balance sheets.

#### Convertible debentures:

The REIT's convertible debentures are to be settled by redeemable trust units. Accordingly, under IFRS, an entity chooses as its accounting policy to either fair value the debentures in their entirety with the value recorded as a liability or separate the debentures into their components with the value ascribed to the conversion option recorded as a derivative liability at fair value. Under previous GAAP, convertible debentures were recorded as compound financial instruments and allocated between a liability and equity component at the time of issue. The REIT has elected to fair value its convertible debentures in their entirety. This resulted in an increase to the liability component of convertible debentures of \$17,193, a decrease to the equity component of convertible debentures of \$9,926 and an increase to deficit of \$7,267 at January 1, 2010. At December 31, 2010, the liability component of convertible debentures increased by \$18,198, the equity component of convertible debentures decreased by \$11,442, capital contributions increased by \$4,531, contributed surplus decreased by \$566 and deficit increased by \$10,721. Convertible debentures are further allocated between their current and non-current portions and separately classified in the balance sheets.

#### Intangible liabilities:

Intangible liabilities have been derecognized under IFRS as these amounts are inherently reflected in the fair value of investment properties. This resulted in a decrease to intangible liabilities of \$81,523 at January 1, 2010 and \$91,568 at December 31, 2010.

#### Trust units liability:

Under previous GAAP, the REIT classified its trust units as equity. IAS 32 – Financial Instruments, has a more rigorous definition of what constitutes a financial liability which includes financial instruments if they have a contractual obligation to deliver cash or other financial assets to another entity. On May 14, 2010, the REIT amended its Declaration of Trust in order to make distributions non-mandatory. Prior to May 14, 2010, the REIT had a contractual obligation to make cash distributions to its unitholders, therefore under IFRS, trust units are classified as a financial liability measured at fair value at January 1, 2010. This resulted in the REIT recording a trust units liability of \$427,005, a decrease to capital contributions of \$485,000 and a decrease to deficit of \$59,758 at January 1, 2010. Units acquired and cancelled through the normal course issuer bid and recorded to contributed surplus under previous GAAP were derecognized, resulting in a decrease to contributed surplus of \$1,763 at January 1, 2010. Under IFRS, the REIT has presented the current and non-current portion of the trust units liability as separate classifications in its balance sheet.

On May 14, 2010, trust units under IFRS were reclassified from liability to equity at the fair value of the liability at that date, being \$575,885.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## Accounts payable and other liabilities:

Under previous GAAP, Artis accounted for unit options issued under its unit option plan using the fair value method. Under this method, compensation expense was measured at fair value at the grant date using the Black-Scholes option pricing model and recognized over the vesting period. The REIT's unit options are to be settled by redeemable trust units. In accordance with IFRS, these unit-based payments are considered to be cash-settled and are therefore recorded as a liability at fair value at each reporting date. This resulted in an increase to accounts payable and other liabilities of \$177, a decrease to contributed surplus of \$1,714 and a decrease to deficit of \$1,537 at January 1, 2010. At December 31, 2010, this resulted in an increase to accounts payable and other payables of \$308, a decrease to contributed surplus of \$1,486, an increase to capital contributions of \$7 and a decrease to deficit of \$1,171 from previous GAAP.

#### **IMPACT OF IFRS ON 2010 OPERATING RESULTS**

#### Revenue:

Under the fair value model of accounting for investment properties, historic intangible assets and liabilities established under previous GAAP are no longer separately recognized and accordingly not amortized under IFRS. The impact of no longer amortizing historic intangible assets and liabilities resulted in a decrease to revenue of \$2,974 for the three months ended September 30, 2010, \$8,612 for the nine months ended September 30, 2010, and \$11,633 for the year ended December 31, 2010.

Previous GAAP required the REIT to record tenant inducements as a reduction of rental revenue. IFRS requires the same treatment, however, the definition of tenant inducements differs from the REIT's previous application of GAAP. All of the REIT's tenant inducements under IFRS are amortized as a reduction of rental revenue, with the exception of certain tenant improvements determined to benefit the REIT. This resulted in a decrease to revenue of \$829 for the three months ended September 30, 2010, \$1,637 for the nine months ended September 30, 2010, and \$2,500 for the year ended December 31, 2010.

Under IFRS, tenant improvements are not amortized, which resulted in an increase to revenue of \$51 for the three months ended September 30, 2010, \$140 for the nine months ended September 30, 2010 and \$196 for the year ended December 31, 2010.

Under IFRS, the REIT has presented interest income as a separate classification in its statements of operations.

#### Interest expense:

Under the fair value approach of accounting for convertible debentures, no accretion adjustment to the liability is required. The impact of no longer recording accretion on convertible debentures resulted in a decrease to interest expense of \$601 for the three months ended September 30, 2010, \$1,659 for the nine months ended September 30, 2010 and \$2,223 for the year ended December 31, 2010.

Additionally, distributions paid to unitholders during the period from January 1, 2010 to May 13, 2010 were reclassified from equity to interest expense as a result of the mandatory distribution requirement, resulting in an increase to interest expense of \$16,828.

#### Corporate expense:

As described above, unit options are measured on a different basis under IFRS than under previous GAAP, and resulted in an increase to corporate expense of \$636 for the three months ended September 30, 2010, \$542 for the nine months ended September 30, 2010 and \$368 for the year ended December 31, 2010.

Under the fair value model, amortization of investment properties is not recorded. The impact of no longer amortizing historic intangible assets and liabilities as described above, along with no longer recording amortization expense on investment properties resulted in a decrease to amortization expense of \$18,205 for the three months ended September 30, 2010, \$46,745 for the nine months ended September 30, 2010 and \$68,372 for the year ended December 31, 2010.

The REIT's accounting treatment for tenant inducements as described above resulted in a decrease to amortization expense of \$829 for the three months ended September 30, 2010, \$1,637 for the nine months ended September 30, 2010 and \$2,500 for the year ended December 31, 2010.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### Transaction costs:

During the year ended December 31, 2010, \$3,754 of transaction costs attributable to the issuance of convertible debentures were expensed in accordance with IFRS. Under previous GAAP, transaction costs were included in the carrying value of the liability at inception and amortized over the expected life of the debentures.

For the three and nine months ended September 30, 2010 and the year ended December 31, 2010, \$4,286, \$9,120 and \$15,792, respectively, of transaction costs attributable to the acquisition of properties were expensed under IFRS, as these acquisitions were considered to be business combinations. Under previous GAAP, transactions costs associated with property acquisitions were capitalized.

## Unrealized fair value changes on financial instruments:

As described above, trust units are measured on a different basis under IFRS than under previous GAAP, and resulted in fair value gains and losses being recorded under IFRS. An unrealized fair value loss of \$19,361 was recorded for the period from January 1, 2010 to May 13, 2010.

As described above, convertible debentures are measured on a different basis under IFRS than under previous GAAP, and resulted in fair value gains and losses being recorded under IFRS. For the three months ended September 30, 2010, an unrealized fair value loss on convertible debentures of \$13,825 was recorded, \$4,044 for the nine months ended September 30, 2010 and a gain of \$5,676 for the year ended December 31, 2010.

#### Income tax expense:

As described above, the change in the measurement of the carrying value of investment properties from amortized cost under previous GAAP to fair value under IFRS resulted in the REIT's income tax recovery decreasing from \$200 to an expense of \$298 for the year ended December 31, 2010.

#### Unrealized fair value changes on investment properties:

As a result of electing to use the fair value model to account for investment properties, net income during any given period may be greater or less than as determined under previous GAAP depending on whether an increase or decrease in fair value occurs during the period. The impact of fair value changes resulted in an increase to net income of \$14,434 for the three months ended September 30, 2010, \$25,151 for the nine months ended September 30, 2010 and \$36,365 for the year ended December 31, 2010.

#### Other comprehensive loss:

As a result of the accounting policy decision to measure investment properties at fair value under IFRS, the unrealized foreign currency translation loss included in other comprehensive loss increased from \$179 under previous GAAP to \$184 under IFRS for the three months and nine months ended September 30, 2010 and increased from \$273 under previous GAAP to \$310 under IFRS for the year ended December 31, 2010. This was due to the change in the measurement of the carrying value of investment properties from amortized cost under previous GAAP to fair value under IFRS.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## ANALYSIS OF OPERATING RESULTS

## **REVENUE AND PROPERTY NOI**

Revenue includes all amounts earned from tenants related to lease agreements, including basic rent, parking, operating cost and realty tax recoveries, as well as adjustments for the straight-lining of rents recorded in accordance with IFRS.

In accordance with IFRS, Artis accounts for rent step-ups by straight-lining the incremental increases over the entire non-cancelable lease term. In Q3-11, straight-line rent adjustments of \$1,479 (YTD - \$4,006) were recorded compared to \$772 in Q3-10 (YTD - \$1,884).

In Q3-11, the REIT recorded amortization of \$1,199 (YTD - \$3,313) as a reduction in revenue from tenant incentives compared to \$904 (YTD - \$1,834) in Q3-10.

Property operating expenses include realty taxes as well as other costs related to interior and exterior maintenance, HVAC, elevator, insurance, utilities and management fees.

#### SAME PROPERTY NOI GROWTH

Same property comparison includes only investment properties owned on January 1, 2010, and excludes properties considered to be in redevelopment and properties disposed of subsequent to January 1, 2010.

	Th	ree month per Sept	iod ended ember 30,	Nine month per Sept	riod ended tember 30,
		2011	2010	2011	2010
Revenue <sup>(1)</sup> Property operating expenses	\$	36,942 \$ 14,724	35,587 13,456	\$ 103,186 \$ 39,574	100,518 36,322
Property NOI		22,218	22,131	63,612	64,196
Add (deduct) non-cash revenue adjustments: Straight-line rent adjustment Amortization of tenant inducements		(112) 1,023	(317) 890	(501) 2,814	(1,006) 1,811
Property NOI less non-cash revenue adjustments	\$	23,129 \$	22,704	\$ 65,925 \$	65,001

<sup>(1)</sup> Revenue in Q1-10 was adjusted for a lease termination fee received for a Winnipeg office property and income received for a post-closing adjustment.

Artis achieved an increase of \$425 (YTD - \$924), or 1.9% (YTD - 1.4%) of Property NOI less non-cash revenue adjustments over Q3-10.

# Same Property NOI less Non-Cash Revenue Adjustments by Asset Class:

	Thr	ee mont	h pe	eriod end	led	Septe	mber 30,	Ni	ne mont	h p	eriod end	ded	Septe	mber 30,
							%							%
		2011		2010	С	hange	Change		2011		2010	Cl	nange	Change
Retail	\$	7,570	\$	7,713	\$	(143)	(1.9)%	\$	22,994	\$	22,862	\$	132	0.6 %
Office		11,966		11,421		545	4.8 %		32,188		31,791		397	1.2 %
Industrial		3,593		3,570		23	0.6 %		10,743		10,348		395	3.8 %
Total	\$	23,129	\$	22,704	\$	425	1.9 %	\$	65,925	\$	65,001	\$	924	1.4 %

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# Same Property NOI less Non-Cash Revenue Adjustments by Geographical Region:

	Thr	ree month p	eriod end	ded	l Septei	mber 30,	Nin	e month	ре	eriod ende	ed :	Septem	ber 30,
						%							%
		2011	2010	C	Change	Change		2011		2010	С	hange	Change
Alberta	\$	13,604 \$	13,421	\$	183	1.4 %	\$	40,282	\$	40,029	\$	253	0.6 %
British Columbia		1,649	1,693		(44)	(2.6)%		4,955		4,784		171	3.6 %
Manitoba		5,857	5,566		291	5.2 %		14,634		14,087		547	3.9 %
Saskatchewan		2,019	2,024		(5)	(0.2)%		6,054		6,101		(47)	(0.8)%
Total	\$	23 129 \$	22 704	\$	425	19%	\$	65 925	\$	65 001	\$	924	1.4 %

## **Same Property Occupancy Comparison:**

## By Geographical Region

	As at Sep	tember 30,
	2011	2010
Alberta	96.0 %	95.8 %
British Columbia	99.3 %	99.7 %
Manitoba	95.3 %	95.8 %
Saskatchewan	99.1 %	99.7 %
Total	96.1 %	96.3 %

## **By Asset Class**

	As at Sep	<u>tember 30,</u>
	2011	2010
Retail	98.6 %	99.4 %
Office	95.3 %	94.3 %
Industrial	95.0 %	96.1 %
	96.1 %	96.3 %

## **PROPERTY NOI BY ASSET CLASS**

In Q3-11, revenues and Property NOI increased for all asset class segments of the portfolio. This growth is primarily attributable to acquisition activity.

Three month period ended September 30,
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			111100		tii poiloa	0110	ada dopto.	1100	. 00,		
	•	Ť	2011		•	Ť			2010		
	Retail		Office	ı	ndustrial		Retail		Office	Ir	ndustrial
Revenue Property operating expenses	\$ 20,148 6,757	\$	42,125 16,892	\$	16,154 5,667	\$	15,126 4,458	\$	22,013 8,954	\$	9,045 2,844
Property NOI	\$ 13,391	\$	25,233	\$	10,487	\$	10,668	\$	13,059	\$	6,201
Share of Property NOI	27.3 %		51.3 %		21.4 %		35.6 %		43.7 %		20.7 %

Nine month period ended September 30,

		2011		ролош с	/II.W.	ou coptom	 2010		
	Retail	Office	lı	ndustrial		Retail	Office	lr	dustrial
Revenue Property operating expenses	\$ 55,716 18,085	\$ 108,760 43,700	\$	43,096 15,135	\$	39,803 11,778	\$ 55,219 21,200	\$	24,129 7,801
Property NOI	\$ 37,631	\$ 65,060	\$	27,961	\$	28,025	\$ 34,019	\$	16,328
Share of Property NOI	28.8 %	49.8 %		21.4 %		35.8 %	43.4 %		20.8 %

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# PROPERTY NOI BY GEOGRAPHICAL REGION

In Q3-11, revenues and Property NOI increased in all regions in comparison to Q3-10. This growth is primarily attributable to acquisition activity.

Three month period ended September 30, 2011

			C	anada			U	.S.	
	AB	ВС		MB	ON	SK	MN		Other
Revenue Property operating expenses	\$ 28,680 10,080	\$ 8,905 3,030	\$	13,924 6,097	\$ 10,677 4,143	\$ 5,123 1,697	\$ 8,676 3,516	\$	2,442 753
Property NOI	\$ 18,600	\$ 5,875	\$	7,827	\$ 6,534	\$ 3,426	\$ 5,160	\$	1,689
Share of Property NOI	37.9 %	12.0 %		15.9 %	13.3 %	7.0 %	10.5 %		3.4 %

Three month period ended September 30, 2010

				(	Canada			ι	ı.s	
		AB	ВС		MB	ON	SK	MN		Other
Revenue Property operating expenses	\$	24,005 7,451	\$ 6,477 2,195	\$	11,508 5,504	\$ -	\$ 3,498 936	\$ 696 170	\$	- -
Property NOI	\$	16,554	\$ 4,282	\$	6,004	\$ _	\$ 2,562	\$ 526	\$	-
Share of Property NOI	·	55.3 %	14.3 %		20.0 %	- %	8.6 %	1.8 %		- %

Nine month period ended September 30, 2011

			C	anada			U	.s.	
	AB	ВС		MB	ON	SK	MN		Other
Revenue Property operating expenses	\$ 80,382 27,514	\$ 26,652 9,246	\$	39,840 17,549	\$ 25,371 10,445	\$ 12,608 3,799	\$ 17,531 7,036	\$	5,188 1,331
Property NOI	\$ 52,868	\$ 17,406	\$	22,291	\$ 14,926	\$ 8,809	\$ 10,495	\$	3,857
Share of Property NOI	40.5 %	13.3 %		17.1 %	11.4 %	6.7 %	8.0 %		3.0 %

Nine month period ended September 30, 2010

			C	anada			 ι	J.S	
	AB	ВС		MB	ON	SK	MN		Other
Revenue Property operating expenses	\$ 66,484 20,536	\$ 13,946 4,683	\$	27,736 12,615	\$ -	\$ 10,289 2,771	\$ 696 174	\$	-
Property NOI	\$ 45,948	\$ 9,263	\$	15,121	\$ -	\$ 7,518	\$ 522	\$	_
Share of Property NOI	58.6 %	11.8 %		19.3 %	- %	9.6 %	0.7 %		- %

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## PORTFOLIO OCCUPANCY

Occupancy levels impact the REIT's revenues and Property NOI. Occupancy and commitments at September 30, 2011 (excluding properties currently in redevelopment), and the previous four periods, are as follows.

# Occupancy Report by Asset Class (1)

Q3-11 %

	Committed (2)	Q3-11	Q2-11	Q1-11	Q4-10	Q3-10
Retail	97.6%	97.1%	96.6%	97.0%	97.5%	98.1%
Office	97.2%	96.6%	95.7%	95.8%	95.6%	94.2%
Industrial	94.9%	94.2%	94.9%	94.0%	95.3%	97.4%
Total portfolio	96.3%	95.7%	95.6%	95.3%	96.0%	96.6%

## Occupancy Report by Geographical Region (1)

Q3-11 %

	Q3-11 /0					
	Committed (2)	Q3-11	Q2-11	Q1-11	Q4-10	Q3-10
Canada:						
Alberta	98.0%	97.0%	96.3%	96.3%	96.6%	96.8%
British Columbia	96.0%	96.0%	96.0%	96.4%	96.4%	95.8%
Manitoba	97.6%	96.5%	97.3%	97.0%	96.3%	95.9%
Ontario	98.3%	98.2%	97.9%	94.6%	94.2%	N/A
Saskatchewan	98.8%	98.0%	97.1%	98.1%	98.5%	99.8%
U.S.:						
Minnesota	89.9%	89.7%	90.0%	89.9%	90.0%	100.0%
U.S Other	98.9%	98.9%	98.7%	100.0%	100.0%	N/A
Total portfolio	96.3%	95.7%	95.6%	95.3%	96.0%	96.6%

<sup>&</sup>lt;sup>(1)</sup> Excluding properties currently being redeveloped.

Occupancy was 95.7% at September 30, 2011 compared to 95.6% at June 30, 2011. Occupancy increased 20 basis points as a result of the addition of the Q3-11 acquisitions which are 100.0% occupied. This increase was offset by a decrease of 10 basis points primarily due to the reclassification of a property in redevelopment back into the portfolio which was partly offset by overall absorption in the portfolio.

<sup>(2) %</sup> Committed is based on occupancy and executed leases on vacant units.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## PORTFOLIO LEASING ACTIVITY AND LEASE EXPIRIES

Artis monitors period over period changes in weighted-average rental rates for new and renewal leasing activities. In Q3-11, the weighted-average rental rates on total activity was up 11.1% compared to an increase of 1.8% in Q3-10. In Q3-11, the weighted-average rental rates on renewal activity increased 8.0% compared to 6.1% in Q3-10.

# Leasing Activity Summary (in 000's of s.f.)

		•	Three mo	•		ended ber 30,			Nine mo	-		ended ber 30,
			2011			2010			2011			2010
		Ir	n-Place		lı	n-Place		ı	n-Place		li	n-Place
	S.F.		Rent	S.F.		Rent	S.F.		Rent	S.F.		Rent
New/renewed	464	\$	10.84	385	\$	9.04	1,370		11.20	1,002	*	9.16
Expiring	441	\$	9.76	409	\$	8.88	1,324	\$	10.84	860	\$	8.99
Change % Change		\$	1.08 11.1 %		\$	0.16 1.8 %		\$	0.36 3.3 %		\$	0.17 1.9 %
% Change on renewals only			8.0 %			6.1 %			5.9 %			5.6 %

## Lease Expiries by Asset Class (in 000's of s.f.) (1) (2) (3)

							2017 &	
	2011	2012	2013	2014	2015	2016	later	Total
Office								
GLA	425	388	785	336	635	243	2,932	5,985
%	7.1 %	6.5 %	13.1 %	5.6 %	10.6 %	4.1 %	48.9 %	35.8 %
Retail								
GLA	138	303	375	377	363	343	1,665	3,687
%	3.7 %	8.2 %	10.2 %	10.2 %	9.8 %	9.3 %	45.2 %	22.1 %
Industrial								
GLA	707	554	758	1,223	771	948	1,643	7,037
%	10.0 %	7.9 %	10.8 %	17.4 %	11.0 %	13.5 %	23.4 %	42.1 %
Total portfolio								
GLA	1,270	1,245	1,918	1,936	1,769	1,534	6,240	16,709
%	7.6 %	7.5 %	11.5 %	11.6 %	10.6 %	9.2 %	37.3 %	100.0 %

<sup>(1)</sup> Based on Artis' proportionate share of total leasable area.

<sup>(2)</sup> Based on expiries without deduction for future lease commitments.

<sup>(3)</sup> Excluding vacancies and month-to-month leases.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### **In-Place Rents**

In-place rents reflect the actual rental rate in effect for the leasable area as at September 30, 2011. In-place rents do not reflect either the average rate over the term of the lease or the rate in place in the year of expiry.

#### **Market Rents**

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

# Market Rents and Commitments by Asset Class (in 000's of s.f.) (1) (2) (3)

				2014	
	2011	2012	2013	& later	Total
Office					
Commitments	69.7 %	12.6 %	20.5 %	0.0 %	9.1 %
In-place rents	\$ 16.63	\$ 17.06	\$ 18.91	\$ 15.59	\$ 16.22
Market rents	\$ 16.74	\$ 15.68	\$ 16.68	\$ 16.45	\$ 16.45
Change	0.7 %	(8.1)%	(11.8)%	5.5 %	1.4 %
Revenue impact (4)	\$ 47	\$ (535)	<b>\$</b> (1,751)	\$ 3,566	\$ 1,327
Retail					
Commitments	96.5 %	21.3 %	2.9 %	0.1 %	6.2 %
In-place rents	\$ 19.10	\$ 17.29	\$ 18.99	\$ 15.39	\$ 16.07
Market rents	\$ 20.75	\$ 18.46	\$ 20.47	\$ 16.69	\$ 17.17
Change	8.7 %	6.7 %	7.8 %	6.5 %	6.8 %
Revenue impact (4)	\$ 228	\$ 355	\$ 555	\$ 3,572	\$ 4,710
Industrial					
Commitments	73.3 %	1.3 %	25.9 %	5.0 %	14.1 %
In-place rents	\$ 6.78	\$ 5.92	\$ 5.34	\$ 7.24	\$ 6.86
Market rents	\$ 7.18	\$ 6.26	\$ 5.47	\$ 7.25	\$ 6.95
Change	5.9 %	5.6 %	2.4 %	0.1 %	1.3 %
Revenue impact (4)	\$ 283	\$ 188	\$ 99	\$ 46	\$ 616
Total portfolio					
Commitments	74.6 %	9.7 %	19.2 %	2.1 %	10.7 %
In-place rents	\$ 11.42	\$ 12.16	\$ 13.56	\$ 12.21	\$ 12.30
Market rents	\$ 11.86	\$ 12.16	\$ 12.99	\$ 12.76	\$ 12.67
Change	3.9 %	0.0 %	(4.2)%	4.5 %	3.0 %
Revenue impact (4)	\$ 559	\$ -	\$ (1,093)	\$ 6,313	\$ 5,779

<sup>(1)</sup> Based on Artis' proportionate share of total leasable area.

<sup>(2)</sup> Based on expiries without deduction for future lease commitments.

<sup>(3)</sup> Excluding vacancies and month-to-month leases.

<sup>(4)</sup> This impact is based on the difference between the in-place rents and the market rents for the period. This excludes the impact of any straight-line rent adjustments on revenues.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

Market rents reflect those rates available today, without adjustment for inflation in future years. Average in-place rents at September 30, 2011 are estimated to be 3.0% below market across the portfolio (compared to 3.1% at June 30, 2011). Today's in-place rents for the 2011 lease expiries are estimated to be below market by 3.9%, in-place rents for the 2012 lease expiries are approximately at market; and in-place rents for the 2013 lease expiries are estimated to be above market by 4.2%.

Exclusive of expiries in the Calgary office properties, in-place rents in 2013 are below market. However, the positive revenue impact of that has been more than offset by in-place rents being above market in the Calgary office segment of the portfolio. Market rents in the Calgary office segment are in management's view at abnormally low levels at this time. The Calgary office segment had a significant amount of new inventory hit the market in 2011 and 2012, and this in conjunction with the global economic slowdown, led to above-normal vacancy levels and below-normal rent expectations. However, there has been significant absorption of inventory in the Calgary office market with vacancy returning to more normalized levels. The trend began with the Class AA downtown market and is now spilling into the Class A, B and C downtown markets as well as into the beltline and suburban markets. Management believes this market has now stabilized, and anticipates that rent increases in that market will exceed inflation significantly between now and 2013.

## Lease Expiries by Geographical Region (in 000's of s.f.) (1) (2) (3)

							2017 &	
	2011	2012	2013	2014	2015	2016	later	Total
Alberta								
GLA	428	362	609	398	384	662	1,976	4,999
%	11.2 %	7.3 %	12.3 %	8.0 %	8.0 %	12.0 %	36.8 %	29.8 %
British Columbia								
GLA	115	131	253	175	186	67	614	1,606
%	7.2 %	8.2 %	15.8 %	10.9 %	11.6 %	4.2 %	38.2 %	9.6 %
Manitoba								
GLA	319	444	543	617	526	169	715	3,470
%	9.2 %	12.8 %	15.6 %	17.8 %	15.1 %	4.9 %	20.6 %	20.8 %
Ontario								
GLA	98	97	63	338	151	117	1,086	1,987
%	4.9 %	4.9 %	3.2 %	17.0 %	7.6 %	5.9 %	54.7 %	11.9 %
Saskatchewan								
GLA	16	78	131	106	67	68	441	937
%	1.7 %	8.3 %	14.0 %	11.3 %	7.2 %	7.3 %	47.1 %	5.6 %
Minnesota								
GLA	294	133	309	261	455	451	888	3,132
%	9.4 %	4.2 %	9.9 %	8.3 %	14.5 %	14.4 %	28.4 %	18.7 %
U.S Other								
GLA	-	-	10	41	-	-	520	578
%	0.0 %	0.0 %	1.7 %	7.1 %	0.0 %	0.0 %	90.0 %	3.5 %
Total portfolio					•	•	•	
GLA	1,270	1,245	1,918	1,936	1,769	1,534	6,240	16,709
<u></u>	7.6 %	7.5 %	11.5 %	11.6 %	10.6 %	9.2 %	37.3 %	100.0 %

<sup>(1)</sup> Based on Artis' proportionate share of total leasable area.

<sup>&</sup>lt;sup>(2)</sup> Based on expiries without deduction for future lease commitments.

<sup>(3)</sup> Excluding vacancies and month-to-month leases.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# Market Rents and Commitments by Geographical Region (in 000's of s.f.) (1) (2) (3)

				2014	
All (	2011	2012	2013	& later	Total
Alberta Commitments	86.8 %	17.0 %	6.2 %	0.3 %	10.7 %
In-place rents	\$ 15.13	\$ 16.83	\$ 19.82	\$ 14.65	\$ 15.51
Market rents	\$ 15.13 \$ 15.54	\$ 15.52	\$ 17.02	\$ 14.03 \$ 15.58	\$ 15.76
Change	<del>Ψ 13.34</del> 2.7 %	(7.8)%	(14.1)%	6.4 %	1.6 %
Revenue impact <sup>(4)</sup>	\$ 175	\$ (474)	\$ (1,705)	\$ 3,181	\$ 1,177
British Columbia	7	+ ( · · · )	Ţ (1,1 0 0)	+ -,	<del>+ .,</del>
Commitments	21.7 %	14.6 %	53.1 %	0.0 %	11.1 %
In-place rents	\$ 13.01	\$ 17.35	\$ 16.30	\$ 14.31	\$ 14.80
Market rents	\$ 14.28	\$ 17.70	\$ 17.37	\$ 15.10	\$ 15.63
Change	9.8 %	2.0 %	6.5 %	5.5 %	5.6 %
Revenue impact (4)	\$ 146	\$ 46	\$ 271	\$ 823	\$ 1,286
Manitoba					
Commitments	75.3 %	4.7 %	36.2 %	11.1 %	20.9 %
In-place rents	\$ 10.15	\$ 8.37	\$ 7.41	\$ 11.52	\$ 10.30
Market rents	\$ 10.34	\$ 9.11	\$ 7.99	\$ 12.40	\$ 11.05
Change	1.8 %	8.8 %	7.8 %	7.6 %	7.2 %
Revenue impact (4)	\$ 61	\$ 329	\$ 315	\$ 1,784	\$ 2,489
Ontario					
Commitments	70.6 %	8.7 %	0.0 %	0.0 %	4.1 %
In-place rents	\$ 15.26	\$ 11.39	\$ 12.45	\$ 11.25	\$ 11.50
Market rents	\$ 15.80	\$ 12.10	\$ 12.68	\$ 11.35	\$ 11.65
Change	3.5 %	6.2 %	1.8 %	0.8 %	1.3 %
Revenue impact (4)	\$ 53	\$ 69	\$ 14	\$ 169	\$ 305
Saskatchewan					
Commitments	45.3 %	13.6 %	0.0 %	0.3 %	2.8 %
In-place rents	\$ 20.31	\$ 14.23	\$ 19.31	\$ 14.05	\$ 14.93
Market rents	\$ 21.15	\$ 14.87	\$ 19.75	\$ 14.65	\$ 15.52
Change	4.2 %	4.5 %	2.3 %	4.3 %	3.9 %
Revenue impact (4)	\$ 13	\$ 50	\$ 58	\$ 409	\$ 530
Minnesota					
Commitments	79.7 %	0.0 %	0.0 %	0.0 %	7.7 %
In-place rents	\$ 5.00	\$ 6.33	\$ 7.12	\$ 7.26	\$ 6.96
Market rents	\$ 5.39	\$ 6.22	\$ 6.97	\$ 7.37	\$ 7.06
Change	7.8 %	(1.8)%	(2.0)%	1.5 %	1.4 %
Revenue impact (4)	\$ 115	\$ (15)	\$ (46)	\$ 226	\$ 280
U.S Other					
Commitments	n/a	n/a	n/a	n/a	n/a
In-place rents	n/a	n/a	\$ 26.88	\$ 14.64	\$ 14.86
Market rents	n/a	n/a	\$ 26.88	\$ 14.18	\$ 14.40
Change	n/a	n/a	0.0 %	(3.1)%	(3.0)%
Revenue impact (4)	n/a	n/a	\$ -	\$ (263)	\$ (263)
Total portfolio					
Commitments	74.6 %	9.7 %	19.2 %	2.1 %	10.7 %
In-place rents	\$ 11.42	\$ 12.16	\$ 13.56	\$ 12.21	\$ 12.30
Market rents	\$ 11.86	\$ 12.16	\$ 12.99	\$ 12.76	\$ 12.67
Change	3.9 %	0.0 %	(4.2)%	4.5 %	3.0 %
Revenue impact (4)	\$ 559	\$ -	\$ (1,093)	\$ 6,313	\$ 5,779

 $<sup>^{\</sup>mbox{\scriptsize (1)}}$  Based on Artis' proportionate share of total leasable area.

Artis' real estate is diversified across five Canadian provinces and four U.S. states, and across the office, retail and industrial asset classes. At September 30, 2011, the three largest segments of the REIT's portfolio (by GLA) are Minneapolis industrial properties, Winnipeg industrial properties and Calgary office properties.

<sup>(2)</sup> Based on expiries without deduction for future lease commitments.

<sup>(3)</sup> Excluding vacancies and month-to-month leases.

<sup>(4)</sup> This impact is based on the difference between the in-place rents and the market rents for the period. This excludes the impact of any straight-line rent adjustments on revenues.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

Minneapolis industrial properties represent 14.3% of the overall portfolio by GLA. Vacancy in the Minneapolis industrial market, as reported by CBRE, was 7.5% at September 30, 2011, unchanged from 7.5% at June 30, 2011 on positive net absorption of 378,719 square feet. This is the fifth consecutive quarter of positive absorption. Lease rates have remained constant over the last few quarters averaging approximately \$4.03 psf for warehouse space. Occupancy in this segment of the portfolio was 88.2% at September 30, 2011. In the remainder of 2011, 294,166 square feet comes up for renewal, which represents approximately 1.8% of the portfolio's GLA; 79.7% has been renewed or committed to new leases. In 2012, 123,611 square feet comes up for renewal, which represents 0.7% of the portfolio's GLA.

Winnipeg industrial properties represent 10.5% of Artis' portfolio by GLA. Vacancy in the Winnipeg industrial market, as reported by CBRE, was approximately 3.6% at September 30, 2011, compared to 3.7% at June 30, 2011. Rent rates decreased slightly to \$6.28 psf from \$6.41. Occupancy in this segment of the portfolio was 95.9% at September 30, 2011, compared to 98.4% at June 30, 2011. In total, Artis has commitments in place for 51.1% of the unoccupied space. The decline is attributed to the addition of 801 Century which was previously classified in redevelopment. At September 30, 2011, 801 Century was 73.3% occupied. In the remainder of 2011, 178,301 square feet comes up for renewal, which represents approximately 1.1% of the portfolio's GLA; 63.0% has been renewed or committed to new leases. In 2012, 289,238 square feet comes up for renewal, which represents 1.7% of the portfolio's GLA.

## Lease Expiries for Calgary Office Segment (in 000's of s.f.) (1) (2) (3)

							2017 &	
	2011	2012	2013	2014	2015	2016	later	Total
Calgary office								
ĞLA	195	139	326	66	58	76	556	1,502
%	13.0 %	9.2 %	21.7 %	4.4 %	3.9 %	5.1 %	37.0 %	25.1 %
Other office								
GLA	230	249	459	270	577	167	2,376	4,483
%	5.1 %	5.5 %	10.2 %	6.0 %	12.9 %	3.7 %	52.9 %	74.9 %
Total office								
GLA	425	388	785	336	635	243	2,932	5,985
%	7.1 %	6.5 %	13.1 %	5.6 %	10.6 %	4.1 %	48.9 %	100.0 %

# Market Rents and Commitments for Calgary Office Segment (in 000's of s.f.) (1) (2) (3)

	2011	2012	2013	2014 & later	Total
Calgary office					
Commitments	59.5 %	9.2 %	8.3 %	1.4 %	11.7 %
In-place rents	\$ 16.61	\$ 20.60	\$ 24.17	\$ 18.93	\$ 19.98
Market rents	\$ 16.83	\$ 15.34	\$ 18.01	\$ 20.54	\$ 18.94
Change	1.3 %	(25.5)%	(25.5)%	8.5 %	(5.2)%
Revenue impact (4)	\$ 43	\$ (731)	\$ (2,008)	\$ 1,217	\$ (1,479)
Other office					
Commitments	78.3 %	14.4 %	29.3 %	0.0 %	8.2 %
In-place rents	\$ 16.76	\$ 14.01	\$ 15.49	\$ 14.38	\$ 14.60
Market rents	\$ 16.76	\$ 16.33	\$ 16.18	\$ 15.51	\$ 15.70
Change	0.0 %	16.6 %	4.5 %	7.9 %	7.5 %
Revenue impact (4)	\$ -	\$ 578	\$ 317	\$ 3,831	\$ 4,726
Total office					
Commitments	69.7 %	12.6 %	20.5 %	0.0 %	9.1 %
In-place rents	\$ 16.63	\$ 17.06	\$ 18.91	\$ 15.59	\$ 16.22
Market rents	\$ 16.74	\$ 15.68	\$ 16.68	\$ 16.45	\$ 16.45
Change	0.7 %	(8.1)%	(11.8)%	5.5 %	1.4 %
Revenue impact (4)	\$ 47	\$ (535)	\$ (1,751)	\$ 3,566	\$ 1,327

<sup>(1)</sup> Based on Artis' proportionate share of total leasable area.

<sup>&</sup>lt;sup>(2)</sup> Based on expiries without deduction for future lease commitments.

<sup>(3)</sup> Excluding vacancies and month-to-month leases.

<sup>(4)</sup> This impact is based on the difference between the in-place rents and the market rents for the period. This excludes the impact of any straight-line rent adjustments on revenues.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

Calgary office properties represent 9.0% of the overall portfolio by GLA. Artis' office properties are Class A, B and C buildings, in downtown, beltline and suburban locations. Overall vacancy in the Calgary office market, as reported by CBRE, was 6.6% at September 30, 2011, compared to 7.6% at June 30, 2011. Tenant demand has been stronger than forecast in both the suburban and downtown markets due largely to the positive impacts of continued capital investment in oil and gas in Alberta. Recent research from CRESA, Avison Young, Colliers and CBRE reflect increased optimism based on positive absorption in both suburban and downtown markets. Management believes that as the vacancy continues to stabilize in these markets, rental rates will start to inflate again in 2012. At September 30, 2011, the Calgary office segment of Artis' portfolio was 94.5% occupied, compared to 94.6% occupancy at June 30, 2011. Artis has commitments in place for 23.9% of the unoccupied space. In the remainder of 2011, 194,673 square feet comes up for renewal, which represents 1.2% of the portfolio's GLA; 59.5% has been committed. In 2012, 139,918 square feet comes up for renewal, which represents 0.8% of the portfolio's GLA; 9.2% has been renewed. Approximately 37.0% of the Calgary office GLA expires in 2017 or later.

#### INTEREST EXPENSE

The current period's interest expense is attributable to mortgages and other loans secured against the investment properties, as well as convertible debentures outstanding and the balance drawn on the credit facility. Interest expense in 2010 includes a portion of the distributions paid to unitholders during the period. Interest expense in Q3-11 has increased due to additional mortgage financing obtained in connection with acquisitions completed in 2010 and 2011, and the issuance of additional convertible debentures since Q3-10. In accordance with IFRS, financing costs on mortgages and other loans are netted against the related debt, and amortized on an effective interest basis over the expected life of the debt.

The REIT's weighted-average effective rate at September 30, 2011 on mortgages and other debt secured by properties was 4.84% compared to 5.12% at December 31, 2010. The weighted-average nominal interest rate at September 30, 2011 was 4.66% compared to 4.97% at December 31, 2010.

In accordance with IFRS, convertible debentures are recorded as a financial liability at fair value. Artis recorded interest expense of \$3,422 (YTD - \$8,727) on the face value of debentures outstanding in Q3-11, compared to \$2,392 (YTD - 5,952) in Q3-10.

The REIT's interest coverage ratio, defined as total revenues less property operating expenses and corporate expenses divided by interest expense, is 2.21 times for the quarter ended September 30, 2011 (YTD - 2.19 times).

#### **CORPORATE EXPENSE**

	Three month period ended September 30,			Nine month period ende September 3			
		2011	2010	2011	2010		
Accounting, legal, consulting	\$	298 \$	159 \$	862 \$	408		
Advisory fees		1,624	1,025	4,348	2,677		
Public company costs		198	174	666	636		
Unit-based compensation		(204)	678	263	621		
Amortization		31	29	88	85		
General and administrative		716	471	1,522	815		
Total corporate expenses	\$	2,663 \$	2,536 \$	7,749 \$	5,242		

Corporate expenses in Q3-11 were \$2,663 (YTD - \$7,749), or 3.4% (YTD - 3.7%) of gross revenues compared to \$2,536 (YTD - \$5,242), or 5.5% (YTD - 4.4%) of gross revenues in Q3-10. The increase in advisory fees is due to the number of properties acquired since Q3-10. For unit-based compensation, a liability is recognized and measured initially at fair value. The liability is remeasured to fair value at each reporting date and at each settlement date. Any change in the fair value of the liability is recognized as compensation expense for the period. A decrease in the value of the REIT's units has caused a decrease in the compensation expense for the period.

#### FOREIGN CURRENCY TRANSLATION LOSS

In Q3-11, the REIT held cash, deposits and the Series G debentures in US dollars. This resulted in a foreign currency translation loss of \$5,131 (YTD - \$3,209) compared to a loss of \$553 (YTD - \$457) in Q3-10.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### **INCOME TAX EXPENSE**

The REIT is subject to taxation in the U.S. on the taxable income earned by its U.S. properties at a combined federal and state tax rate of 39.90% (YTD - 40.04%). For Q3-11, the REIT recorded a current income tax expense of \$883 (YTD - \$1.680).

A deferred tax liability arises from the temporary differences between the carrying value and the tax basis of the net assets of the U.S. properties. For Q3-11, the REIT recorded a deferred tax expense of \$6,817 (YTD - \$8,558).

The REIT currently qualifies as a mutual fund trust for Canadian income tax purposes. Prior to new legislation relating to the federal income taxation of publicly listed or traded trusts, as discussed below, income earned by the REIT and distributed annually to unitholders was not, and would not be, subject to taxation in the REIT, but was taxed at the individual unitholder level. For financial statement reporting purposes, the tax deductibility of the REIT's distributions was treated as an exception from taxation as the REIT distributed, and was committed to continue distributing, all of its taxable income to its unitholders.

On June 22, 2007, new legislation relating to, among other things, the federal income taxation of a specified investment flow-through trust or partnership (a "SIFT") was enacted (such legislation, as amended, referred to as the "SIFT Rules"). A SIFT includes a publicly-listed or traded partnership or trust, such as an income trust. Under the SIFT Rules, following a transition period for qualifying SIFTs, certain distributions from a SIFT will no longer be deductible in computing a SIFT's taxable income, and a SIFT will be subject to tax on such distributions at a rate that is substantially equivalent to the general tax rate applicable to a Canadian corporation. However, distributions paid by a SIFT as returns of capital should generally not be subject to the tax. A qualifying SIFT is a trust which was a SIFT on October 31, 2006. The application of the SIFT Rules to a qualifying trust is delayed until the earlier of the trust's 2011 taxation year and the first taxation year in which it exceeds certain specified growth guidelines. In the case of the REIT, its subsequent offerings have exceeded the specified growth guidelines. Therefore, commencing on January 1, 2007, subject to the REIT's ability to meet the REIT Conditions, the REIT is subject to tax on certain income which may adversely impact the level of cash otherwise available for distribution. Please refer to the REIT's Annual Information Form for a more detailed discussion of the SIFT Rules and their application to the REIT.

The SIFT Rules do not apply to a "real estate investment trust" that meets prescribed conditions relating to the nature of its assets and revenue (the "REIT Conditions"). The REIT has reviewed the SIFT Rules and has assessed their interpretation and application to the REIT's assets and revenues. While there are uncertainties in the interpretation and application of the SIFT Rules, the REIT believes that it has met the REIT Conditions throughout the three months and nine months ended September 30, 2011 and the year ended December 31, 2010.

## TRANSACTION COSTS

During Q3-11, \$1,684 (YTD - \$12,012) of transaction costs were expensed in accordance with IFRS compared to \$4,286 (YTD - \$12,874) in Q3-10. During Q2-11, the REIT issued new Series G debentures and expensed \$3,640 of transaction costs related to the issuance in 2011 compared to \$3,754 of transaction costs related to Series F debentures issued in Q2-10. The remainder of the transaction costs are attributable to the acquisition of properties.

## **GAIN (LOSS) ON FINANCIAL INSTRUMENTS**

Prior to May 14, 2010, the REIT had a contractual obligation to make cash distributions to its unitholders. Therefore, the REIT's trust units were classified as a financial liability measured at fair value. On May 14, 2010, the Declaration of Trust was amended to make distributions non-mandatory and the trust units were reclassified from liabilities to equity at the fair value of the liability at that date. During 2010, the REIT recorded an unrealized loss on the liability of \$19,361.

The REIT holds a number of interest rate swaps to effectively lock the interest rate on a portion of floating rate debt. In accordance with IFRS, the REIT recorded an unrealized loss on the fair value adjustment of the interest rate swaps outstanding of \$3,667 in Q3-11 (YTD - \$4,088) compared to \$347 in Q3-10 (YTD - \$347). The REIT anticipates holding the mortgages and interest rate swap contracts until maturity.

In Q3-11, the REIT recorded an unrealized gain on convertible debentures of \$18,887 (YTD - \$14,686) compared to a loss of \$13,825 in Q3-10 (YTD - \$4,044).

In Q3-11, the REIT entered into a swap contract to exchange US \$30,000 into Canadian funds and recorded an unrealized gain on the fair value adjustment of this contract of \$1,620 in Q3-11.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

During Q4-10 and Q1-11, the REIT invested excess cash in equity securities. In accordance with IFRS, the REIT recorded a loss of \$44 in Q3-11 (YTD - \$392) on the fair value adjustment of these securities. The gain recorded on these equity securities since purchase is \$1,177.

## **UNREALIZED FAIR VALUE GAIN ON INVESTMENT PROPERTIES**

The changes in fair value of investment properties, period over period, are recognized as fair value gains and losses in the statement of operations. Fair values of the investment properties are determined through a combination of the discounted cash flow method and the overall capitalization method which are generally accepted appraisal methodologies. External valuations are performed on a rotational basis over a four year cycle. In Q3-11, the fair value gain on investment properties is \$35,043 (YTD - \$199,178) compared to \$14,434 (YTD - \$25,151) in Q3-10. The size and mix of the Q3-11 portfolio is significantly different than the size and mix of the portfolio in Q3-10. Capitalization rate compression has occurred in several markets over the course of 2011 and has contributed to the increase in fair value.

#### OTHER COMPREHENSIVE INCOME

Other comprehensive income includes the unrealized foreign currency translation gain in Q3-11 of \$10,497 (YTD - \$6,150) compared to a loss of \$184 (YTD - \$184) in Q3-10. Foreign currency translation gains and losses related to the REIT's net investment in foreign operations in the U.S. are recorded in other comprehensive income according to IFRS.

# **DISTRIBUTABLE INCOME ("DI")**

Artis no longer presents DI as approved at the Annual and Special Meeting of Unitholders on May 19, 2011.

## **DISTRIBUTIONS**

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

	pe	nree month riod ended stember 30,	р	Nine month eriod ended ptember 30,	Year ended	D	Year ended ecember 31,
		2011		2011	2010		<b>2009</b> <sup>(1)</sup>
Cash flow from operations	\$	27,497	\$	55,113	\$ 24,187	\$	41,113
Net income (loss)	\$	63,505	\$	254,550	\$ 33,224	\$	(9,189)
Distributions declared <sup>(2)</sup> Excess (shortfall) of cash flow from	\$	22,528	\$	64,122	\$ 46,503	\$	36,998
operations over distributions declared Excess (shortfall) of net income over	\$	4,969	\$	(9,009)	\$ (22,316)	\$	4,115
distributions declared	\$	40,977	\$	190,428	\$ (13,279)	\$	(46,187)

<sup>(1)</sup> Results for 2009 are reported under previous Canadian GAAP.
(2) Excludes distributions recorded in interest expense in 2010.

For the three months ended September 30, 2011, cash flow from operations exceeded distributions declared by \$4,969 (YTD - shortfall of \$9,009). For the three and nine months ended September 30, 2011, net income exceeded distributions declared.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# **FUNDS FROM OPERATIONS ("FFO")**

Consistent with the application of National Policy 41-201 *Income Trusts and Other Indirect Offerings*, Artis reconciles FFO to cash flows from operating activities, in addition to the net income for the period.

# **Reconciliation of Cash Flows from Operations to FFO:**

000's, except per unit amounts		Three mor		period ended September 30,		Nine month		riod ended tember 30,
		2011		2010		2011		2010
Cash flow from operations Add (deduct) amortization of:	\$	27,497	\$	5,745	\$	55,113	\$	9,790
Office equipment and software Above- and below-market mortgages, net		(31) 241		(29) 107		(88) 572		(85) 198
Add (deduct):								
Straight-line rent adjustment Unrealized loss on equity securities Realized foreign currency translation (gain)		1,479 (299)		772 -		4,006 (1,996)		1,884 -
loss Unrealized foreign currency loss from U.S.		16		1,152		(3,400)		1,056
operations Unit-based compensation expense Accretion of financing costs included in		225 204		(678)		2,980 (263)		(621)
interest  Distributions paid, included in interest		(564)		(281)		(1,412)		(738) 16,829
Transaction costs Additions to tenant inducements		1,677 2,568		4,286 5,724		8,372 6,697		9,120 8,095
Changes in non-cash operating items		(7,037)		(2,277)		(5,013)		(9,678)
FFO for the period	\$	25,976	\$	14,521	\$	65,568	\$	35,850
Add back: Convertible debentures financing costs Current tax expense Loss on equity securities		7 883 44		- - -		3,640 1,680 392		3,754 - -
FFO for the period after adjustments	\$	26,910	\$	14,521	\$	71,280	\$	39,604
FFO per unit Basic	\$	0.31	\$	0.24	\$	0.84	¢	0.70
Diluted	φ \$	0.31	φ \$	0.24	\$	0.82	\$ \$	0.69
FFO per unit after adjustments	¢.	0.22	•	0.24	•	0.01	•	0.77
Basic Diluted	\$ \$	0.32 0.31	\$ \$	0.24 0.24	\$ \$	0.91 0.88	\$ \$	0.77 0.76
Weighted-average number of units: Basic (1)		83,380		60,493		78,416		51,268
Diluted (1)		97,400		68,808		90,578		54,019

<sup>(1)</sup> Options and convertible debentures are factored into the diluted weighted-average calculation used for FFO, to the extent that their impact is dilutive.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

The following is a reconciliation of the weighted-average number of basic units to diluted units and FFO to diluted FFO:

# Diluted units reconciliation

## **Diluted FFO reconciliation**

	Three month period ended					
	September 3					
	2011	2010				
Basic units	83,380	60,493				
Add:						
Options (1)	35	-				
Debentures (1)	13,985	8,315				
Diluted units	97,400	68,808				

	Three month period ended September 30						
	2011	2010					
FFO	\$ 25,976 \$	14,521					
Add:							
Options (1)	(121)	-					
Debentures (1)	3,431	1,834					
Diluted FFO	\$ 29,286 \$	16,355					

<sup>(1)</sup> Options and all debenture series are dilutive in Q3-11 and Series D, E, and F are dilutive in Q3-10.

## Diluted units reconciliation

## **Diluted FFO reconciliation**

Nine month period ended September 30				
2011	2010			
78,416	51,268			
47	-			
12,115	2,751			
90,578	54,019			
	<b>Sep 2011</b> 78,416 47 12,115			

	Nine month period ended September 30							
	2011		2010					
FFO	\$ 65,568	\$	35,850					
Add:								
Options (1)	(186)		-					
Debentures (1)	8,687		1,571					
Diluted FFO	\$ 74,069	\$	37,421					

<sup>(1)</sup> Options and all debenture series are dilutive in 2011 and Series D and E are dilutive in 2010.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## **Reconciliation of GAAP Income to FFO:**

	Three month period ended September 30,			Nine month period ended September 30		
	2011		2010	2011		2010
Income for the period	\$ 63,505	\$	8,687	\$ 254,550	\$	8,642
Add amortization on:						
Tenant inducements amortized to revenue	1,199		904	3,313		1,834
Add (deduct):						
Gain on disposal of investment properties	(481)		-	(736)		-
Deferred tax expense	6,817		-	8,558		_
Unrealized fair value gain on investment						
properties	(35,043)		(14,434)	(199,178)		(25,151)
Foreign currency translation loss	5,131		553	3,209		` 457 <sup>°</sup>
Transaction costs on acquisitions	1,677		4,286	8,372		9,120
Distributions paid, included in interest	· -		· -	-		16,829
Unrealized (gain) loss on financial						
instruments	(16,829)		14,525	(12,520)		24,119
FFO for the period	\$ 25,976	\$	14,521	\$ 65,568	\$	35,850
	•		·	•		•
Add back:						
Convertible debentures financing costs	7		-	3,640		3,754
Current tax expense	883		-	1,680		-
Loss on equity securities	44		-	392		-
FFO for the period after adjustments	\$ 26,910	\$	14,521	\$ 71,280	\$	39,604

In Q3-11, FFO has increased \$11,455 (YTD - \$29,718), or 78.9% (YTD - 82.9%) over Q3-10. Basic FFO per unit has increased by \$0.07 (YTD - \$0.14) or 29.2% (YTD - 20.0%) over Q3-10. On a diluted basis, FFO per unit has increased \$0.06 (YTD - \$0.13), or 25.0% (YTD - 18.8%) over Q3-10. In Q3-11, adjusted FFO has increased \$12,389 (YTD - \$31,676), or 85.3% (YTD - 80.0%) over Q3-10. Adjusted basic FFO per unit has increased by \$0.08 (YTD - \$0.14) or 33.3% (YTD - 18.2%). Adjusted diluted FFO per unit has increased by \$0.07 (YTD - \$0.12) or 29.2% (YTD - 15.8%). Management has added an adjustment to FFO for current tax expense as the REIT anticipates changing the tax structure in the U.S. during the remainder of 2011 which will be retroactive to January 1, 2011. This will create a reversal of the tax expense recorded.

As a result of units issued under the DRIP, units issued from public offerings, and conversion of convertible debentures, basic units outstanding for the calculation of FFO has substantially increased. This increase has diluted the impact of strong growth in FFO on per unit results. Management anticipates there will be further growth in FFO as acquisitions completed in Q3-11 contribute to operating results.

The following is a reconciliation of FFO for the period under previous GAAP to FFO for the period under IFRS:

		hree month eriod ended ptember 30, 2010	pe	Nine month riod ended stember 30, 2010
FFO for the period as reported under previous GAAP	\$	16,973	\$	46,637
Adjustments: Unit-based compensation		(632)		(536)
Amortization of below-market rent		(3,115)		(8,907)
Amortization of above-market rent		141		294
Accretion on liability component of convertible debentures		601		1,659
Foreign currency translation loss		553		457
Convertible debentures financing costs		-		(3,754)
FFO for the period as reported under IFRS	\$	14,521	\$	35,850

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# **ANALYSIS OF FINANCIAL POSITION**

# **ASSETS**

					Increase
	Se	ptember 30,	D	ecember 31,	(decrease)
		2011		2010	
Non-current assets:					
Investment properties and investment properties under					
construction	\$	2,905,585	\$	2,058,185	\$ 847,400
Other non-current assets		24,520		24,136	384
Current assets:					
Cash, cash equivalents and cash held in trust		59,827		89,106	(29,279)
Other current assets		30,145		40,169	(10,024)
		_		<u> </u>	
	\$	3,020,077	\$	2,211,596	\$ 808,481

# Investment properties and investment properties under construction:

The increase in investment properties and investment properties under construction is a result of the following:

		investment	
		properties	
	Investment	under	
	properties	construction	Total
Balance, December 31, 2010	\$ 2,052,780	\$ 5,405	\$2,058,185
Additions:			
Acquisitions	439,761	-	439,761
Capital expenditures	998	8,074	9,072
Leasing costs	2,369	-	2,369
Net change to tenant inducements	2,015	-	2,015
Disposition	(6,525)	-	(6,525)
Reclassification of investment property under construction	4,550	(4,550)	
Unrealized fair value gain	164,135	-	164,135
Foreign currency translation loss	(4,651)	-	(4,651)
Other adjustment	2,527	-	2,527
Balance, June 30, 2011	2,657,959	8,929	2,666,888
Additions:			
Acquisitions	175,445	-	175,445
Capital expenditures	3,502	2,546	6,048
Leasing costs	945	, -	945
Net change to tenant inducements	1,369	-	1,369
Disposition	(6,477)	-	(6,477)
Unrealized fair value gain	35,043	-	35,043
Foreign currency translation gain	24,845	-	24,845
Other adjustment	1,479	-	1,479
Balance, September 30, 2011	\$ 2,894,110	\$ 11,475	\$2,905,585

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

During the three months ended September 30, 2011, the following 4 commercial properties were acquired:

Property	Location	GLA	Acquisition Date	Type
Plymouth Corporate Campus	Minneapolis, MN	83,617	July 6, 2011	Industrial
Stampede Station	Calgary, AB	162,502	July 26, 2011	Office
MTS Place	Winnipeg, MB	274,712	August 31, 2011	Office
7499 East Paradise Lane	Phoenix, AZ	98,555	September 15, 2011	Industrial

The results of operations for the acquired properties are included in the REIT's accounts from the dates of acquisition. Artis funded these acquisitions from cash on hand and from the proceeds of new or assumed mortgage financing. The acquisitions have been accounted for using the acquisition method.

	T	hree mont	riod ended tember 30,	Nine month period ended September 30,			
		2011	2010	2011		2010	
Cash consideration  New or assumed mortgages including above- market mortgages, net of deferred financing	\$	66,116	\$ 43,116	\$ 256,260	\$	201,757	
costs		109,329	61,476	358,946		350,012	
Net assets acquired	\$	175,445	\$ 104,592	\$ 615,206	\$	551,769	

Investment properties include certain capital expenditures related to sustaining building improvements not related to a specific lease or tenancy. Capital expenditures, including tenant improvements, in Q3-11 totaled \$6,048 (YTD - \$15,120) compared to \$2,221 (YTD - \$5,650) in Q3-10. Revenue enhancing capital expenditures of \$2,546 (YTD - \$10,620) were incurred in Q3-11 primarily relating to construction of a parkade ancillary to an existing portfolio office property in Winnipeg, Manitoba. The remaining \$3,502 (YTD - \$4,500) of capital expenditures primarily relate to a parkade upgrade at a Winnipeg office property, parking lot improvements, HVAC unit replacements, and roof replacements. Approximately \$1,664 (YTD - \$1,832) of these capital expenditures are recoverable from tenants in future periods.

In Q3-11, Artis incurred \$3,513 (YTD - \$10,011) of tenant inducements and leasing costs compared to \$6,334 (YTD - \$9,573) in Q3-10. Tenant inducements include costs incurred to improve the space that primarily benefit the tenant, as well as allowances paid to tenants. Leasing costs are primarily brokers' commissions.

	Three mont	•	eriod ended otember 30,	Nine month perio	od ended mber 30,
	2011		2010	2011	2010
Tenant inducements Leasing commissions	\$ 2,568 945	\$	5,724 610	\$ 6,697 \$ 3,314	8,095 1,478
Total	\$ 3,513	\$	6,334	\$ 10,011 \$	9,573

On September 15, 2011, the REIT sold a property that was part of the Minneapolis Industrial Portfolio. The proceeds from the sale of this property, net of costs and related debt, were \$1,366. The gain recorded on the sale was \$481.

In Q3-11, the REIT recorded a gain on the fair value of investment properties of \$35,043 (YTD - \$199,178) primarily due to capitalization rate compression. In Q3-10, the REIT recorded a gain of \$14,434 (YTD - \$25,151).

In Q3-11, the foreign currency translation gain was \$24,845 due to the change in the period end exchange rate from 0.9643 at June 30, 2011 to 1.0389 at September 30, 2011.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### Notes receivable:

In conjunction with the 2007 acquisition of TransAlta Place, the REIT acquired a note receivable in the amount of \$31,000. The note bears interest at 5.89% per annum and is repayable in varying blended monthly installments of principal and interest. The note is transferable at the option of the REIT and matures in May 2023. The REIT has one additional note receivable arising from the disposition of investment properties. The balance outstanding on all notes receivable at September 30, 2011 is \$25,848 compared to \$27,142 at December 31, 2010.

## Investment in equity securities:

At September 30, 2011, the REIT had \$1,007 (December 31, 2010, \$11,184) invested in equity securities. Artis invested excess cash in equity securities to achieve a better return on investment on surplus cash. Commencing in March 2011, the REIT began liquidating this investment.

# Cash and cash equivalents:

At September 30, 2011, the REIT had \$58,484 of cash and cash equivalents on hand, compared to \$88,324 at December 31, 2010. The balance is anticipated to be invested in investment properties in subsequent periods, or used for working capital purposes. All of the REIT's cash and cash equivalents are held in current accounts and/or bank guaranteed investment certificates.

#### **LIABILITIES**

	Se	ptember 30,	D	ecember 31,		Increase
		2011		2010		
Non-current liabilities:						
Mortgages and loans payable	\$	1,396,395	\$	1,097,402	\$	298,993
Convertible debentures	*	224.638	•	153.889	*	70.749
Other non-current liabilities		9,130		201		8,929
Current liabilities:		,				•
Current portion of mortgages and loans payable		133,909		58,690		75,219
Current portion of convertible debentures		_		-		_
Bank indebtedness		37,900		8,000		29,900
Other current liabilities		59,015		39,184		19,831
	\$	1,860,987	\$	1,357,366	\$	503,621

Long-term debt is comprised of mortgages and other loans related to properties as well as the carrying value of convertible debentures issued by the REIT. In accordance with IFRS, convertible debentures are recorded as a liability at fair value.

Under the terms of the REIT's Declaration of Trust, the total indebtedness of the REIT (excluding indebtedness related to the convertible debentures) is limited to 70% of gross book value ("GBV"). GBV is calculated as the consolidated net book value of the consolidated assets of the REIT, adding back the amount of accumulated amortization of other assets as disclosed in the balance sheet and notes thereto.

Artis' debt (excluding convertible debentures) to GBV ratio at September 30, 2011 was 51.9%, compared to 52.6% at December 31, 2010.

	September 30,			ecember 31,
		2011		2010
GBV Mortgages, loans and bank indebtedness	\$	3,020,398 1,568,204	\$	2,211,829 1,164,092
Mortgages, loans and bank indebtedness to GBV		51.9 %		52.6 %
Carrying value of convertible debentures  Total long-term debt and bank indebtedness	\$	224,638 1,792,842	\$	153,889 1,317,981
Total long-term debt and bank indebtedness to GBV		59.4 %		59.6 %

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

At the 2009 Annual and Special Meeting of Unitholders', the REIT received unitholder approval to amend its Declaration of Trust to authorize Artis to create and issue a new class of preferred equity securities ("Preferred Units"). Artis believes that Preferred Units would be an attractive investment for certain investors in the current economic and market conditions. The issuance of Preferred Units would enable the REIT to attract new investors as well as to potentially provide Artis with an opportunity to reduce its cost of capital. The issuance of such Preferred Units is conditional on support and demand for such a security in the market. The REIT is in receipt of a favourable tax ruling from the Canada Revenue Agency regarding any potential future issuance.

Artis REIT has an internal policy of maintaining a total debt to GBV ratio of 70% or lower. In the event that the REIT issues Preferred Units, the Trustees have approved a guideline stipulating that for purposes of calculating this ratio, Preferred Units would be included in the debt component of the calculation.

## Mortgages and loans payable:

Artis finances acquisitions in part through the assumption of mortgage financing and consequently, substantially all of the REIT's investment properties are pledged as security under mortgages and other loans. In Q3-11, \$7,828 (YTD - \$20,945) of principal repayments were made compared to \$4,607 (YTD - \$11,661) in Q3-10.

During Q3-11, long-term debt added on acquisition of investment properties was \$109,329 (YTD - \$358,946) and the balance drawn on the line of credit was maintained at \$37,900. Artis also obtained financing on two Canadian industrial properties and a retail portfolio in the U.S. for \$30,843.

At September 30, 2011, the REIT is a party to \$351,338 of variable rate debt, including the outstanding balance of bank indebtedness (December 31, 2010, \$183,584). At Q3-11, the REIT had entered into interest rate swaps to hedge the interest rate risk associated with \$65,448 of variable rate debt (December 31, 2010, \$66,584). The variable rate debt less the portion protected by interest rate swaps is \$285,890 or 15.9% of total debt. The amount of variable rate debt on properties in the U.S. is \$219,386, which is not protected by interest rate swaps. Management is of the view that the interest rates in the U.S. are less likely to increase in the near term and interest rate swaps can be placed on top of these loans at any time.

The weighted-average term to maturity at September 30, 2011 is 4.2 years, compared to 4.8 years at December 31, 2010.

#### Convertible debentures:

Artis has five series of convertible debentures outstanding as at September 30, 2011, as follows:

					Septem	be		Dece	mb	er 31, 2010	
					Carrying				Carrying		
	Issued	Maturity	Face rate		value	F	ace value		value		Face value
Series C	4-May-06	31-May-13	6.25%	\$	29.920	\$	29.920	\$	30,833	\$	29,920
Series D	30-Nov-07	30-Nov-14	5.00%	•	17,124	•	17,000	*	17,156	•	17,000
Series E	9-July-09	30-June-14	7.50%		13,492		10,112		19,857		13,994
Series F	22-Apr-10	30-June-20	6.00%		80,221		86,250		86,043		86,250
Series G	21-Apr-11	30-June-18	5.75%		83,881		91,423		_		-
				\$	224.638	\$	234.705	\$	153.889	\$	147.164

The carrying value of convertible debentures has increased by \$70,749 from December 31, 2010. This increase is due to the issuance of the Series G debentures during Q2-11 offset by a decrease in the fair value of the debentures and the conversion of Series E convertible debentures.

## Deferred tax liability:

The REIT believes that it has met the REIT Conditions throughout the three months and nine months ended September 30, 2011 and the year ended December 31, 2010. In respect of assets and liabilities of the REIT and its flow through entities, excluding real estate investments in the U.S., the net book value of net assets for accounting purposes exceeds their tax basis by approximately \$304,131 at September 30, 2011 (December 31, 2010, \$88,807). A deferred tax liability arises from the temporary differences between the carrying value and the tax basis of the net assets of the U.S. properties. The tax effects of temporary differences arise from investment properties. The balance at September 30, 2011 was \$9,130 (December 31, 2010, \$201).

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## Other liabilities and bank indebtedness:

Included in other liabilities are security deposits paid by tenants, rents prepaid by tenants at September 30, 2011, accounts payable and accruals, as well as the September 30, 2011 distribution payable to unitholders of \$7,518, subsequently paid on October 13, 2011. Bank indebtedness relates to the balance drawn on the REIT's revolving term credit facility. At September 30, 2011, Artis had drawn \$37,900 on the credit facility in conjunction with 2010 and 2011 acquisitions. Amounts drawn on the facility bear interest at a floating rate equal to Canadian dollar bankers' acceptances with a term to maturity of 30 days, plus 3.30% per annum.

## **UNITHOLDERS' EQUITY**

Unitholders' equity increased overall by \$304,860 between September 30, 2011 and December 31, 2010. The increase was primarily due to the issuance of units for \$102,553, the conversion of convertible debentures for \$5,729, income for the period of \$254,550 and other comprehensive income for the period of \$6,150. This increase was offset by the distributions made to unitholders of \$64,122.

## LIQUIDITY AND CAPITAL RESOURCES

In Q3-11, Artis generated \$27,497 (YTD - \$55,113) of cash flows from operating activities. Cash flows from operations assisted in funding distributions to unitholders of \$22,528 (YTD - \$64,122) and for principal repayments on mortgages and loans of \$7,828 (YTD - \$20,945).

Cash of \$9,561 (YTD - \$25,131) was used for capital expenditures and for tenant inducements and leasing costs compared to \$8,555 (YTD - \$15,223) in Q3-10.

At September 30, 2011, Artis had \$58,484 of cash and cash equivalents on hand. Management anticipates that the cash on hand will be invested in investment properties in subsequent periods, or used for working capital purposes.

On September 22, 2010, Artis entered into an amended and restated loan agreement for a revolving term credit facility for a total amount of \$60,000 which may be utilized to fund acquisitions of office, retail and industrial properties. \$5,000 of the credit facility may be utilized for general corporate purposes. The credit facility was extended for an additional year and matures on September 28, 2012. As at September 30, 2011, the REIT had incurred bank indebtedness of \$37,900.

To its knowledge, Artis is not in default or arrears on any of its obligations, including distributions to unitholders, interest or principal payments on debt or any debt covenants for the period ended September 30, 2011.

The REIT's management expects to meet all of its short-term obligations and capital commitments with respect to properties through funds generated from operations, from the proceeds of mortgage refinancing, from the issuance of new debentures or units, and from the available credit facility and cash on hand.

## **CONTRACTUAL OBLIGATIONS**

			Le	ess than 1				After 5
		Total		year	 1 - 3 years	4	4 - 5 years	years
Accounts payable and other liabilities Mortgages, loans and bank	\$	45,937	\$	45,937	\$ -	\$	-	\$ -
indebtedness	1	1,570,462		172,742	421,225		593,182	383,313
Convertible debentures (1)		234,705		-	40,032		17,000	177,673
Total	\$ 1	1,851,104	\$	218,679	\$ 461,257	\$	610,182	\$ 560,986

<sup>(1)</sup> It is assumed that none of the convertible debentures are converted or redeemed prior to maturity and that they are paid out in cash on maturity.

At September 30, 2011, obligations due within one year include \$45,937 of accounts payable and other liabilities, \$111,993 of mortgages, \$37,900 drawn on the revolving term credit facility, and principal repayments on mortgages of \$22,849.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# SUMMARIZED QUARTERLY INFORMATION

\$000's, except per unit amounts (1)

\$000's, except per unit amounts	Q3-11	Q2-11	Q1-11	Q4-10	Q3-10	Q2-10	Q1-10	Q4-09 (2)
Revenue	\$ 78,427	\$ 65,887	\$ 63,258	\$ 55,924	\$ 46,184	\$ 39,216	\$ 33,751	\$ 35,243
Property operating expenses	29,316	23,358	24,246	21,253	16,256	12,885	11,638	11,590
Property NOI	49,111	42,529	39,012	34,671	29,928	26,331	22,113	23,653
Interest income	599	714	750	914	668	515	452	
	49,710	43,243	39,762	35,585	30,596	26,846	22,565	23,653
Expenses (income):								
Interest	21,336	18,988	16,675	15,617	14,443	17,110	22,271	10,438
Corporate	2,663	2,573	2,513	1,983	2,536	1,422	1,284	1,330
Amortization	-	-	-	-	-	-	-	13,286
Foreign currency translation (gain) loss	5,131	(2,025)	103	2,488	553	(96)		
(gaiii) ioss	29,130	19,536	19.291	20,088	17,532	18,436	23,555	25,054
	20,100	10,000	10,201	20,000	11,002	10,100	20,000	20,001
Income (loss) before other	• •• •••	• • • • • • •	• • • • •	• += +==		• • • • • •	• (000)	• (4.404)
items	\$ 20,580	\$ 23,707	\$ 20,471	\$ 15,497	\$ 13,064	\$ 8,410	\$ (990)	\$ (1,401)
Income tax recovery (expense) Gain on disposal of investment	(7,700)	(2,661)	123	(298)	-	-	-	-
properties	481	-	255	-	-	-	-	-
Transaction costs Gain (loss) on financial	(1,684)	(9,122)	(1,206)	(6,672)	(4,286)	(7,259)	(1,329)	-
instruments Unrealized fair value gain	16,785	(875)	(3,782)	4,841	(14,525)	16,155	(25,749)	95
(loss) on investment properties Income from discontinued	35,043	47,975	116,160	11,214	14,434	11,188	(471)	-
operations	-	-	-	-	-	-	-	5,446
Income (loss) for the period	\$ 63,505	\$ 59,024	\$132,021	\$ 24,582	\$ 8,687	\$ 28,494	\$ (28,539)	\$ 4,140
Other comprehensive income (loss):								
Unrealized foreign currency translation gain (loss)	\$ 10,497	\$ (2,278)	\$ (2,069)	\$ (126)	\$ (184)	\$ -	\$ -	\$ -
Comprehensive income (loss) for the period	\$ 74,002	\$ 56,746	\$129,952	\$ 24,456	\$ 8,503	\$ 28,494	\$ (28,539)	\$ 4,140
ior the period	Ψ 1-1,002	ψ 00,1 <del>1</del> 0	ψ120,002	Ψ 2-7,7-00	Ψ 0,000	Ψ <b>2</b> 0, +0+	ψ ( <u>2</u> 0,000)	Ψ -1,1-10
Basic income (loss) per unit Diluted income (loss) per unit	\$ 0.76 \$ 0.49	\$ 0.77 \$ 0.69	\$ 1.75 \$ 1.63	\$ 0.33 \$ 0.30	\$ 0.14 \$ 0.14	\$ 0.57 \$ 0.47	\$ (0.66) \$ (0.66)	\$ 0.11 \$ 0.11

<sup>(1)</sup> The above summarized quarterly information has been reclassified to reflect interest income and discontinued operations.

The quarterly trend has been impacted by acquisition and disposition activity. Management anticipates there will be further growth in revenues and Property NOI as acquisitions completed in Q3-11 contribute to operating results.

<sup>(2)</sup> Results for 2009 are reported under previous Canadian GAAP.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

# Reconciliation of GAAP Income (Loss) to FFO:

000's, except per unit amounts Q4-09 (1) Q3-11 Q2-11 Q1-11 Q4-10 Q3-10 Q2-10 Q1-10 Income (loss) for the period \$ 63,505 \$ 59,024 \$132,021 \$ 24,582 \$ 8,687 \$ 28,494 \$ (28,539) \$ 4,140 Add amortization on: Income-producing 6,523 properties Acquired in-place leases 6,073 Customer relationships Tenant inducements and leasing costs 675 Tenant inducements amortized into revenue 1.199 1.094 1,020 950 904 483 447 141 Unrealized (gain) loss on financial instruments (16.829)720 3,589 (3,272)14.525 (16, 155)25,749 (95)Transaction costs 1,677 5,489 1,206 6,672 3,505 1,329 4,286 Unrealized fair value (gain) loss on investment properties (35,043)(47,975)(14,434)471 (116, 160)(11,214)(11,188)Distributions paid, included in interest 4,484 12,345 Gain on disposal of investment properties (481)(255)(5,460)Deferred tax expense (recovery) 6,817 1,790 (49)201 Foreign currency translation (gain) loss 5,131 (2,025)103 2,488 553 (96)FFO for the period \$ 25,976 \$ 18,117 \$ 21,475 \$ 20,407 \$ 14,521 9,527 \$ 11,802 \$ 11,998 Add back: Convertible debentures 7 financing costs 3.633 3.754 Current tax expense (recovery) 883 871 (74)(Gain) loss on equity sécurities 44 154 193 (1,569)FFO for the period after adjustments \$ 26,910 \$ 22,775 \$ 21,594 \$ 18,838 \$ 14,521 \$ 13,281 \$ 11,802 FFO per unit Basic \$ 0.31 \$ 0.24 \$ 0.28 \$ 0.28 \$ 0.24 \$ 0.19 \$ 0.27 \$ 0.32 0.28 Diluted 0.30 0.24 0.24 0.19 0.27 0.31 FFO per unit after adjustments Basic \$ 0.32 \$ 0.30 \$ 0.29 \$ 0.25 \$ 0.24 \$ 0.27 \$ 0.27 \$ 0.32 \$ 0.29 \$ 0.28 \$ 0.25 \$ 0.24 \$ 0.26 \$ 0.27 0.31 \$ 0.31 Diluted Weighted-average number of units: Basic (2) 83,380 76,173 75,613 74,012 60,493 50,097 43,105 37,138 Diluted (2) 97,400 83,929 85,209 82,039 68,808 52,548 49,398 42,551

The quarterly trend has been impacted by acquisition and disposition activity. Management anticipates there will be further growth in FFO as acquisitions completed in Q3-11 contribute to operating results.

<sup>(1)</sup> Results for 2009 are reported under previous Canadian GAAP.

<sup>(2)</sup> Options and convertible debentures are factored into the diluted weighted-average calculation, to the extent that their impact is dilutive.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### RELATED PARTY TRANSACTIONS

		-	eriod ended ptember 30,	Nine month period end September			
	2011		2010	2011		2010	
Legal fees	\$ 186	\$	507 \$	1,269	\$	2,136	
Advisory fees	1,623		1,024	4,347		2,677	
Acquisition fees	864		515	3,056		2,743	
Property management fees	3,045		1,809	8,017		4,594	
Recoverable property management salaries and wages	363		62	1,601		227	
Capitalized leasing commissions	123		35	635		342	
Capitalized building improvements	3,253		3,238	11,417		5,104	
Capitalized tenant inducements	1,602		207	2,257		544	
Property tax assessment consulting fees	60		27	64		58	
Consulting fees	25		25	75		75	

The REIT incurred legal fees with a law firm associated with a trustee of the REIT in connection with the prospectus offerings, the property acquisitions and general business matters. The amount payable at September 30, 2011 is \$102 (December 31, 2010, \$869).

The REIT incurred advisory fees and acquisition fees under the asset management agreement with Marwest Realty, a company owned and controlled by certain trustees and officers of the REIT. The amount payable at September 30, 2011 is \$581 (December 31, 2010, \$464). Under the asset management agreement, Marwest Realty is entitled to an annual advisory fee equal to 0.25% of the adjusted cost base of the REIT's assets and an acquisition fee equal to 0.5% of the cost of each property acquired.

Artis has the option to terminate the asset management agreement in certain circumstances, including at any time on 120 days' notice to Marwest Realty in the event that the REIT decides to internalize its management, with no termination fee or penalty payable (unless such termination occurs following a take-over bid of the REIT, in which case Marwest Realty is entitled to receive a termination fee equal to the anticipated fees payable until the end of the term). Marwest Realty and its affiliated companies (collectively, the "Marwest Group") have granted a right of first refusal to Artis with respect to office, retail and industrial properties which are presented to or developed by a member of the Marwest Group. The right of first refusal remains in effect for so long as Marwest Realty is the asset manager of the REIT.

The REIT incurred property management fees, recoverable property management salaries and wages, leasing commission fees, and tenant improvement fees under the property management agreement with Marwest Management. The amount payable at September 30, 2011 is \$1,355 (December 31, 2010, \$390). Marwest Management acts as the general property manager for the REIT's properties and is entitled to management fees, leasing renewal commissions and tenant improvement fees at commercially reasonable rates. Under certain leases, Marwest Management is entitled to recover property management salaries and wages for properties managed directly.

The REIT incurred costs for building improvements and tenant inducements paid to Marwest Construction Ltd. and Marwest Development Corporation, companies related to certain trustees and officers of the REIT. The amount payable at September 30, 2011 is \$2,017 (December 31, 2010, \$671).

The REIT incurred costs for property tax assessment consulting paid to Fairtax Realty Advocates, a company under control of close family members of key management personnel.

The consulting fees represent work performed by Marwest Realty on the IFRS accounting work.

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

#### OUTSTANDING UNIT DATA

The balance of units outstanding as of November 8, 2011 is as follows:

Units outstanding at September 30, 2011	83,530,379
Units issued (DRIP)	82,519
Units issued on exercise of options	750
Units issued on conversion of debentures	14,838
Units outstanding at November 8, 2011	83,628,486

The balance of options outstanding as of November 8, 2011 is as follows:

	Options outstanding	Options exercisable
\$11.28 options, issued February 25, 2010	240,250	37,188
\$13.30 options, issued September 10, 2010	397,000	99,250
\$13.44 options, issued October 15, 2010	398,000	99,500
\$14.10 options, issued June 17, 2011	1,200,000	<u> </u>
	2,235,250	235,938

## **2011 OUTLOOK**

Artis is a diversified REIT focused on industrial, retail and office asset classes. Artis is also geographically diversified, with properties owned across western Canada, as well as in Ontario and in select markets in the United States.

According to the Scotiabank Global Economic Research report of November 2011, real GDP in Canada is forecast to grow 2.2% in 2011. Forecast GDP growth for the Canadian provinces where Artis owns properties is also positive, as follows: Manitoba, 2.0%; Saskatchewan, 3.1%; Alberta, 3.3%; British Columbia, 2.3% and Ontario, 2.0%. Artis has also selectively diversified into geographical areas where GDP growth is anticipated to be strong.

Further capitalization rate compression and strong competition for quality product are the main constraints against continued growth through acquisition. However, Artis has a robust deal flow pipeline and continues to see opportunities to acquire accretive and high quality commercial properties in its selected markets.

As at September 30, 2011, Artis had \$58,484 of cash and cash equivalents on hand plus an additional \$1,007 in investments and \$22,100 available on the line of credit. Subsequent to September 30, 2011, the following transactions took place:

- On October 25, 2011, the REIT settled US\$5,000 of the US\$30,000 swap contract that was entered into on August 24, 2011. The REIT extended payment of the remaining US\$25,000 until November 25, 2011.
- On October 31, 2011, the REIT took over the property management operations for several of its properties in Winnipeg, Manitoba and paid a termination fee of \$4,000 to the prior third party property management company.
- The REIT has an agreement with respect to the acquisition of a property located in Alberta. The total purchase price of the property is \$17,100. The REIT anticipates that the acquisition will close in January of 2012, and will be financed through a combination of cash consideration and new mortgage financing.
- The REIT has an agreement with respect to the acquisition of a property located in Arizona. The purchase price
  of the property is US\$75,000. The REIT anticipates that the acquisition will close in February of 2012, and will be
  financed through a combination of cash consideration and new mortgage financing.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

As announced on November 9, 2010, Artis and Marwest Realty agreed to negotiate in good faith the terms and conditions upon which Artis will internalize its asset management, with a view to completing such internalization by no later than December 31, 2011. Negotiations have progressed well, and the asset management functions are expected to be fully internalized, effective January 1, 2012.

Artis also announced that it is in the final stages of negotiation with respect to the internalization of property management. Effective January 1, 2012, Artis anticipates that the omnibus property management agreement between the REIT and Marwest Management will be terminated.

## **RISKS AND UNCERTAINTIES**

# **REAL ESTATE OWNERSHIP**

All real property investments are subject to elements of risk. General economic conditions, local real estate markets, supply and demand for leased premises, competition from other available premises and various other factors affect such investments. The REIT's properties are located in five Canadian provinces and four U.S. states, with a significant majority of its properties, measured by gross leasable area, located in the province of Alberta. As a result, our properties are impacted by factors specifically affecting their respective real estate markets. These factors may differ from those affecting the real estate markets in other regions of Canada and the U.S.

#### INTEREST RATE AND DEBT FINANCING

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

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

Artis is also subject to interest rate risk associated with the REIT's revolving term credit facility, mortgages and unsecured debentures payable due to the expected requirement to refinance such debts in the year of maturity. The REIT minimizes the risk by restricting debt to 70% of gross book value and by limiting the amount of variable rate debt. The REIT has the majority of its mortgage payable and debentures in fixed rate terms. At September 30, 2011, the REIT is a party to \$351,338 of variable rate debt, including the outstanding balance of bank indebtedness (December 31, 2010, \$183,584). At September 30, 2011, the REIT had entered into interest rate swaps to hedge the interest rate risk associated with \$65,448 of variable rate debt (December 31, 2010, \$66,584).

The REIT's ratio of mortgages, loans and bank indebtedness to GBV is 51.9%, down from 52.6% at December 31, 2010. Approximately 8.3% of Artis' maturing mortgage debt comes up for renewal in 2012. Management is in discussion with various lenders with respect to the renewal or refinancing of the 2012 mortgage maturities.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## **CREDIT RISK AND TENANT CONCENTRATION**

Artis is exposed to risk as tenants may be unable to pay their contracted rents. Management mitigates this risk by seeking to acquire properties across several asset classes. As well, management seeks to acquire properties with strong tenant covenants in place. Artis' portfolio includes over 1,774 tenant leases with a weighted-average term to maturity of 5.6 years. Approximately 64.2% of the REIT's portfolio was occupied by national or government tenants. As indicated below, the largest tenant by gross revenue is MTS Allstream, one of Canada's leading national communication companies providing voice services, internet and data services, and television. MTS Allstream is a TSX listed entity with 2010 annual revenues in excess of \$1.7 billion. The second largest tenant by gross revenue is AMEC Americas Ltd, a global supplier of consultancy, engineering and project management services to energy, power and process industries with a market capitalization of over £4.9 billion.

Top Twenty Tenants By Gro	oss Revenue
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Tenant	% of Total Gross Revenue	GLA (in 000's of s.f.)	% of Total GLA	Weighted-Average Remaining Lease Term	
MTS Allstream	2.8 %	322	1.9 %	11.4	
AMEC Americas Ltd	2.7 %	200	1.2 %	1.9	
TransAlta Corporation	1.6 %	336	2.0 %	11.7	
Shoppers Drug Mart	1.2 %	136	0.8 %	5.4	
IHS Energy (Canada) Ltd.	1.2 %	78	0.5 %	6.1	
Sobeys	1.2 %	190	1.1 %	9.4	
PMC - Sierra	1.1 %	148	0.9 %	4.7	
Home Depot	1.1 %	95	0.6 %	8.0	
3M Canada Company	1.1 %	319	1.9 %	8.5	
Fairview Health Services	1.1 %	179	1.1 %	11.9	
Birchcliff Energy	1.0 %	59	0.4 %	6.2	
ABB Body-In-White	1.0 %	313	1.9 %	2.9	
Credit Union Central	0.9 %	90	0.5 %	10.3	
TD Bank	0.9 %	91	0.6 %	8.6	
Bell Canada	0.9 %	76	0.5 %	4.7	
Cineplex Entertainment LP	0.8 %	107	0.6 %	11.2	
Sports Alliance of Ontario	0.8 %	85	0.5 %	12.7	
Data Sciences International	0.8 %	116	0.7 %	8.8	
Q9 Networks Inc.	0.8 %	35	0.1 %	4.9	
Deloitte & Touche	0.7 %	76	0.5 %	8.1	
Total	23.7 %	3,051	18.3 %	8.1	

**Government Tenants By Gross Revenue** 

Tenant	% of Total Gross Revenue	GLA (in 000's of s.f.)	% of Total GLA	Weighted-Average Remaining Lease Term
Federal Government	2.6 %	305	1.8 %	3.8
Provincial Government	3.1 %	332	2.0 %	3.2
Civic or Municipal Government	0.7 %	122	0.7 %	4.8
Total	6.4 %	759	4.5 %	3.7

Weighted-average term to maturity (entire portfolio)

5.6

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## LEASE ROLLOVER RISK

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

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

	Canada					U.S.			
Expiry Year	АВ	вс	МВ	sĸ	ON	Calgary Office Only	MN	Other	Total
2011	2.5 %	0.7 %	1.9 %	0.1 %	0.6 %	1.2 %	1.8 %	0.0 %	7.6 %
2012	2.2 %	0.8 %	2.6 %	0.5 %	0.6 %	0.8 %	0.8 %	0.0 %	7.5 %
2013	3.6 %	1.5 %	3.2 %	0.8 %	0.4 %	2.0 %	1.9 %	0.1 %	11.5 %
2014	2.4 %	1.0 %	3.8 %	0.6 %	2.0 %	0.4 %	1.6 %	0.2 %	11.6 %
2015	2.4 %	1.1 %	3.1 %	0.4 %	0.9 %	0.3 %	2.7 %	0.0 %	10.6 %
2016	4.0 %	0.4 %	1.0 %	0.4 %	0.7 %	0.5 %	2.7 %	0.0 %	9.2 %
2017 & later	11.8 %	3.7 %	4.3 %	2.6 %	6.5 %	3.3 %	5.3 %	3.1 %	37.3 %
Month-to-month	0.0 %	0.0 %	0.1 %	0.1 %	0.0 %	0.0 %	0.1 %	0.0 %	0.3 %
Vacant	1.1 %	0.4 %	0.7 %	0.1 %	0.2 %	0.5 %	1.9 %	0.0 %	4.4 %
Total	30.0 %	9.6 %	20.7 %	5.6 %	11.9 %		18.8 %	3.4 %	100.0 %

Artis' real estate is diversified across five Canadian provinces and four U.S. states, and across the office, retail and industrial asset classes. By city and asset class, the three largest segments of the REIT's portfolio by GLA are Minneapolis industrial properties, Winnipeg industrial properties, and Calgary office properties.

In total, 96.1% of the 2011 and 31.6% of the 2012 leasing programs are complete, and the retention ratio thus far in 2011 is 78.8%.

## **TAX RISK**

On June 22, 2007, the SIFT Rules (discussed in more detail above under the heading "Income Tax Expense") were enacted. Under the SIFT Rules, certain distributions from a SIFT will no longer be deductible in computing a SIFT's taxable income, and a SIFT will be subject to tax on such distributions at a rate that is substantially equivalent to the general tax rate applicable to a Canadian corporation. However, distributions paid by a SIFT as returns of capital should generally not be subject to the tax.

The SIFT Rules do not apply to a "real estate investment trust" that meets prescribed conditions relating to the nature of its assets and revenue (the "REIT Conditions"). In order to meet the REIT Conditions, a trust must meet a number of technical tests that do not fully accommodate common real estate and business structures. Prior to the end of 2008, the REIT undertook various restructuring activities in order to attempt to meet the requirements of the REIT Conditions, and the REIT intends to comply with the REIT Conditions so that the SIFT Rules will not apply to the REIT in 2009 and subsequent years. The REIT believes that it has met the REIT Conditions throughout the three months and nine months ended September 30, 2011 and the year ended December 31, 2010. There can be no assurances, however, that the REIT will continue to be able to satisfy the REIT Conditions in the future such that the REIT will not be subject to the tax imposed by the SIFT Rules.

The REIT operates in the United States through a U.S. holding company (Artis US Holdings Inc.) which is capitalized with equity provided by the REIT and debt in the form of notes owed to the REIT. As at September 30, 2011, Artis US Holdings Inc. owes \$35.2 million to the REIT which is eliminated on consolidation of the financial statements.

The notes have been recorded as a liability for U.S. federal income tax purposes. If the Internal Revenue Service ("IRS") or a court were to determine that the notes should be treated as equity rather than debt for tax purposes, the interest on the notes would become taxable as a dividend, and therefore would not be deductible for U.S. federal income tax purposes. In addition, if the IRS were to determine that the interest rate on the notes did not represent an

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

arm's length rate, any excess amount over arm's length would not be deductible and would be taxed as a dividend payment instead of an interest payment. This would increase the U.S. federal income tax liability of the REIT. In addition, the REIT could be subject to penalties. The increase in the tax liability could adversely affect Artis US Holdings Inc.'s ability to make payments on the notes or the REIT's ability to make distribution on its units.

## **FOREIGN CURRENCY RISK**

The REIT owns properties located in the United States, and therefore, the REIT is subject to foreign currency fluctuations that may impact its financial position and results. In order to mitigate a portion of this risk, the REIT's debt on U.S. properties as well as the Series G debentures are held in US dollars to act as a natural hedge.

#### OTHER RISKS

In addition to the specific risks identified above, Artis REIT is subject to a variety of other risks, including, but not limited to, risks posed by the illiquidity of real property investments, risk of general uninsured losses as well as potential risks arising from environmental matters.

The REIT may also be subject to risks arising from land leases for properties in which the REIT has an interest, public market risks, unitholder liability risks, risks pertaining to the availability of cash flow, risks related to fluctuations in cash distributions, changes in legislation, and risks relating to the REIT's reliance on key personnel and Marwest Realty as asset manager.

#### CRITICAL ACCOUNTING ESTIMATES

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

#### **VALUATION OF INVESTMENT PROPERTIES**

Investment properties include properties held to earn rental income and properties that are being constructed or developed for future use as investment properties. Investment properties are measured at fair value with any changes therein recognized in income or loss for the period. Artis determines the fair value of investment properties based upon a combination of generally accepted appraisal methodologies: the discounted cash flow method and the overall capitalization method. Under the discounted cash flow method, expected future cash flows for each investment property were discounted, generally over a term of 10 years, using weighted-average rates of approximately 8.79% at January 1, 2010, 8.60% at December 31, 2010 and 8.13% at September 30, 2011. Expected future cash flows for each investment property have been based upon, but not limited to, rental income from current leases, budgeted and actual expenses, and assumptions about rental income from future leases. Under the overall capitalization method, year one income was stabilized and capped at weighted-average capitalization rates of approximately 7.69% at January 1, 2010, 7.74% at December 31, 2010 and 7.29% at September 30, 2011.

Investment properties under construction include initial acquisition costs, other direct costs and borrowing costs during the period of development. The REIT considers practical completion to have occurred when the property is capable of being operated in the manner intended by management.

## **VALUATION OF CONVERTIBLE DEBENTURES**

Under IFRS, the REIT records convertible debentures as a liability at fair value. Fair value is based on the market price of the debentures, or if no market price exists, fair value is determined by discounting the cash flows of these financial obligations using period end market rates for debt of similar terms and credit risks. The discount rate applied to the cash flows is determined by management.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

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

The REIT currently qualifies as a mutual fund trust for Canadian income tax purposes. On June 22, 2007, new legislation relating to, among other things, the federal income taxation of a specified investment flow-through trust or partnership (a "SIFT") was enacted (the "SIFT Rules"). The REIT has reviewed the SIFT Rules and has assessed their interpretation and application to the REIT's assets and revenues. While there are uncertainties in the interpretation and application of the SIFT Rules, the REIT believes that it has met the REIT Conditions throughout the three months and nine months ended September 30, 2011 and the year ended December 31, 2010.

## **CHANGES IN ACCOUNTING POLICIES**

IFRS 9 - Financial Instruments ("IFRS 9") was issued by the IASB in November 2009 and will replace IAS 39 - Financial Instruments: Recognition and Measurement ("IAS 39"). IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple classification options in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments and the contractual cash flow characteristics of the financial assets. IFRS 9 was amended by the IASB in October 2010 to provide guidance on the classification and reclassification of financial liabilities, their measurement, and the presentation of gains and losses on financial liabilities designated as at fair value through profit and loss. When an entity elects to measure a financial liability at fair value, gains or losses due to changes in the credit risk of the instrument must be recognized in other comprehensive income. IFRS 9 is effective for annual periods beginning on or after January 1, 2013.

In May 2011, the IASB issued IFRS 10 - Consolidated Financial Statements ("IFRS 10"), IFRS 11 - Joint Arrangements ("IFRS 11") and IFRS 12 - Disclosure of Interests in Other Entities ("IFRS 12"). IFRS 10 provides a single consolidation model that identifies control as the basis for consolidation for all types of entities. IFRS 10 replaces IAS 27 - Consolidated and Separate Financial Statements and SIC-12 - Consolidation - Special Purpose Entities. IFRS 11 establishes principles for the financial reporting by parties to a joint arrangement. IFRS 11 supersedes IAS 31 - Interests in Joint Ventures and SIC-13 - Jointly Controlled Entities - Non-monetary Contributions by Venturers. IFRS 12 combines, enhances and replaces the disclosure requirements for subsidiaries, joint arrangements, associates and unconsolidated structured entities. As a consequence of these new standards, the IASB also issued amended and retitled IAS 27 - Separate Financial Statements and IAS 28 - Investments in Associates and Joint Ventures. The new requirements are effective for annual periods beginning on or after January 1, 2013.

IFRS 13 - Fair Value Measurement ("IFRS 13") defines fair value, sets out in a single standard a framework for measuring fair value and requires disclosures about fair value measurements. IFRS 13 applies when other standards require or permit fair value measurements. It does not introduce any new requirements to measure an asset or a liability at fair value, change what is measured at fair value or address how to present changes in fair value. The new requirements are effective for annual periods beginning on or after January 1, 2013.

IAS 12 - *Income Taxes* ("IAS 12") was amended by the IASB in December 2010. The amendment provides a practical approach for measuring deferred tax liabilities and deferred tax assets when investment property is measured using the fair value model, based on a rebuttable presumption that the carrying amount of the investment property will be recovered entirely through sale. The amendment is effective for annual periods beginning on or after January 1, 2012.

The REIT is currently evaluating the impact of these new and amended standards on its financial statements.

Management's Discussion and Analysis - Q3-11 (In thousands of Canadian dollars, unless otherwise noted)

## **CONTROLS AND PROCEDURES**

On October 1, 2010, the Canadian Securities Administrators implemented amendments to National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109") effective January 1, 2011, with the primary purpose of accommodating the transition to IFRS. The amendments replaced previous GAAP terms and phrases with IFRS terms and phrases.

## INTERNAL CONTROLS OVER FINANCIAL REPORTING

Management is responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Chief Executive Officer and Chief Financial Officer evaluated, or caused to be evaluated, the design of the REIT's internal controls over financial reporting (as defined in NI 52-109) for the interim period ended September 30, 2011.

The conversion to IFRS from previous GAAP impacts the REIT's presentation of financial results and the accompanying disclosure. Artis has assessed its internal controls over financial reporting, and has determined that the most significant change to the REIT's internal control environment relates to its IFRS accounting policy election to measure investment properties at fair value. This change required Artis to design and implement new processes and internal controls surrounding the development of fair values for investment properties.

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

#### DISCLOSURE CONTROLS AND PROCEDURES

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

As of September 30, 2011, an evaluation was carried out, under the supervision of and with the participation of management, including the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the REIT's disclosure controls and procedures (as defined in NI 52-109). Based on the evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the design and operation of the REIT's disclosure controls and procedures were effective for the interim period ended September 30, 2011.