



Artis Real Estate Investment Trust
Q2-20 Investor Presentation
August 2020

Forward-Looking Information

This presentation 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 operation results, performance and achievements, including the implementation of Artis' new initiatives, 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. All forward-looking statements in this presentation are made as of August 2020.

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 related to the implementation of Artis' new initiatives, risks associated with real property ownership, availability of cash flow, general uninsured losses, future property acquisitions and dispositions, environmental matters, tax related matters, debt financing, unitholder liability, potential conflicts of interest, potential dilution, reliance on key personnel, changes in legislation, changes in the tax treatment of trusts and risks related to COVID-19. 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 presentation are qualified by this cautionary statement.

Information in this presentation should be read in conjunction with Artis' applicable consolidated financial statements and management's discussion and analysis. Additional information about Artis, including risks and uncertainties that could cause actual results to differ from those implied or inferred from any forward-looking statements in this presentation, are contained in our various securities filings, including our current Annual Information Form, our interim filings dated November 4, 2019, May 7, 2020, and August 6, 2020 along with our 2019 annual earnings press release dated February 27, 2020, and our audited annual consolidated financial statements for the years ended December 31, 2019 and 2018, which are available on SEDAR at www.sedar.com or on our company website at www.artisreit.com.

Letter to Unitholders – COVID-19

UPDATE LETTER TO UNITHOLDERS

MARCH 23, 2020



Letter to Artis REIT Unitholders:

In light of the recent COVID-19 virus outbreak, I would like to provide our unitholders with an update on our business and the measures we are taking to protect our tenants, employees and the community during this tumultuous period. While the true impact of the virus is not known at this time, we would like to assure our unitholders that we are confident that we have a defensive business strategy and the means to protect the REIT against the recent market volatility and that we are doing our best to minimize the impact on our business.

First, I would like to highlight the quality and stability of our assets. Our portfolio of office, retail and industrial properties is 93% leased to quality tenants in Canada and the US, with a weighted-average remaining lease term of nearly 5 years. Our portfolio has been over 90% leased consistently since the REIT's inception, even during the recession in 2008 and 2009. We expect that COVID-19 will have the most notable impact on our retail assets, which generate only 18% of our property NOI. These properties are 91% leased with a weighted-average remaining lease term of approximately 4 years. We are working with tenants to ensure that, wherever possible, they can continue to operate at this time. While we expect that this segment of our business will be impacted, we are confident that the high-quality nature of our retail properties, strong tenant base and our limited exposure to this asset class will mitigate the impact on our overall business.

From a liquidity perspective, we have ample cash on hand and availability on our unsecured credit facilities. At 52%, our adjusted funds from operations (AFFO) payout ratio is one of the most conservative payout ratios in the industry – and indeed, the most conservative of all commercial REITs in Canada! We fully expect that our liquidity and our conservative payout ratio will provide Artis with the means to continue to successfully operate and carry us through this challenging period. Furthermore, the recent market volatility has provided an excellent opportunity to buy back our units using our NCIB, which is highly accretive for the REIT. Interestingly, the strengthening US dollar and falling interest rates will also provide the REIT with an unforecasted boost in income.

In the meantime, we are taking appropriate measures to ensure that we are limiting the spread of COVID-19 and are working hard to maintain a safe environment for tenants, employees, customers and visitors of our properties. Our first priority is to keep our buildings safe and continuously open unless ordered closed by government authority. We have implemented appropriate contingency plans to ensure the strictest cleanliness standards at our properties and to maintain building supplies and necessary manpower for operations. Further information on the COVID-19 protocol for our properties and tenants can be found on our website at <https://www.artisreit.com/covid-19/statement-on-covid-19/>. We are closely monitoring this situation and will adjust our approach as recommended by public health agencies.

We are confident that Artis is well-positioned to handle this economic and market volatility with a strong diversified portfolio of properties and tenants, ample liquidity and a conservative payout ratio. Our stellar team of 220 employees is doing everything possible to ensure cleanliness and safety at all of our properties. I would like to reiterate that we are taking this situation very seriously and are committed to minimizing the impact on our business. This is a rapidly changing situation and we will do our best to provide timely updates on material developments as they occur.

Sincerely,

Armin Martens

President & CEO

March 23, 2020

Investing in Artis



1 Investing in Industrial and Office Properties

2 Investing in Capital Cities

- Provincial and State capitals
- University capitals

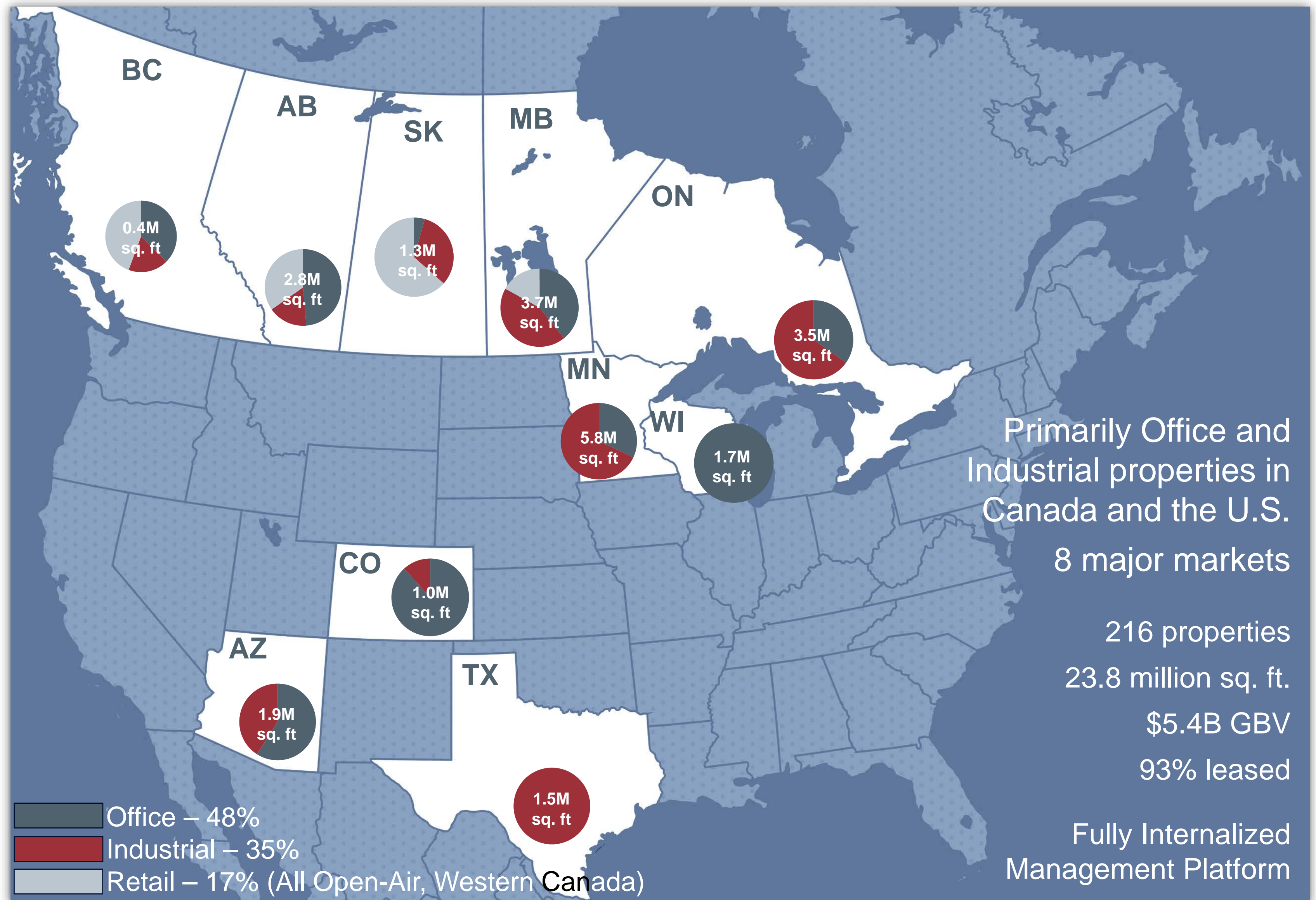
3 Robust Yield – 52% Payout Ratio vs 85% Average in the TSX REIT Sector

- ~ 6.5% cash distribution yield
- ~ 12.5% AFFO yield
- 7.7% implied cap rate
- Low price multiple
- Investment-grade credit rating – DBRS

4 Creating Value Through Development

- Industrial developments
- 7.0% targeted unlevered yield

Diversified Commercial Portfolio



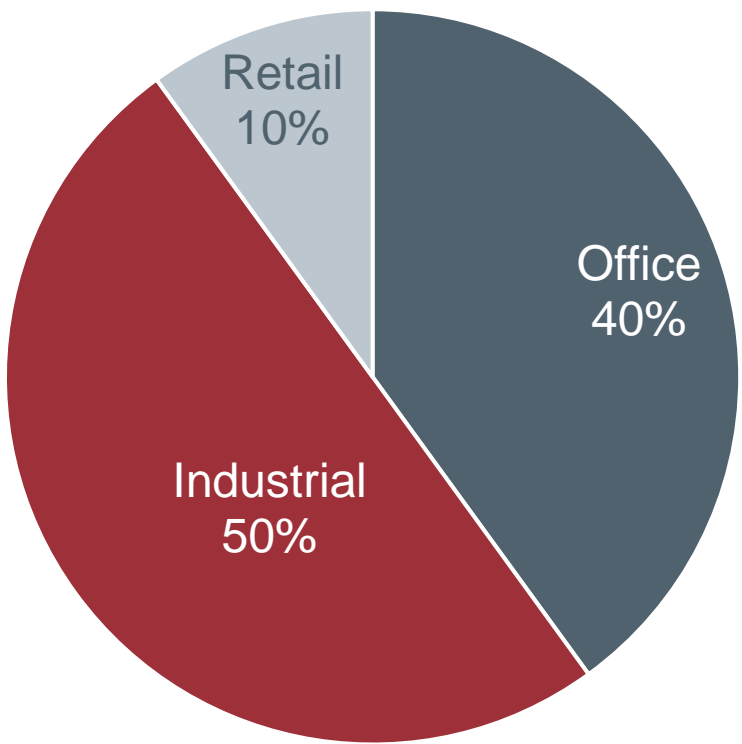
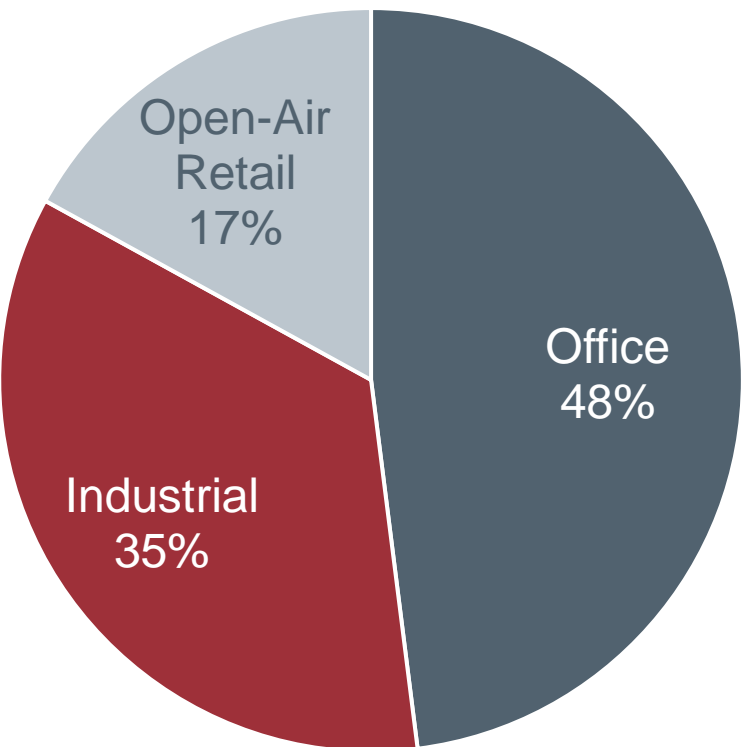
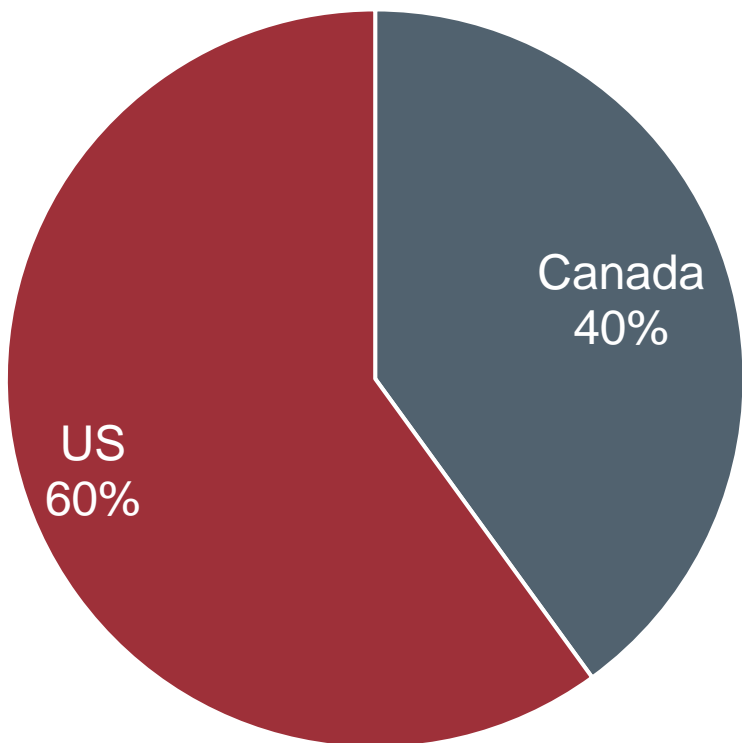
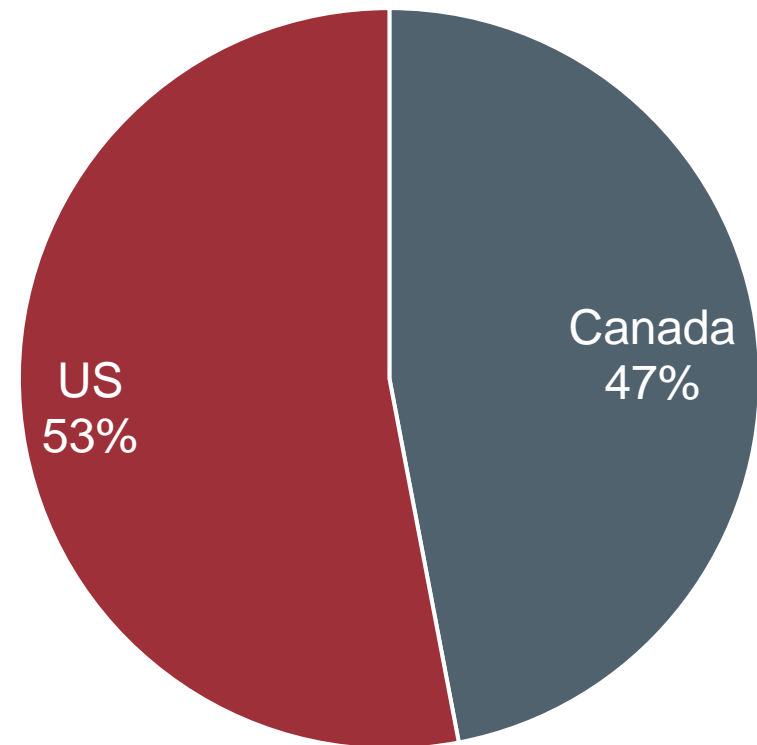
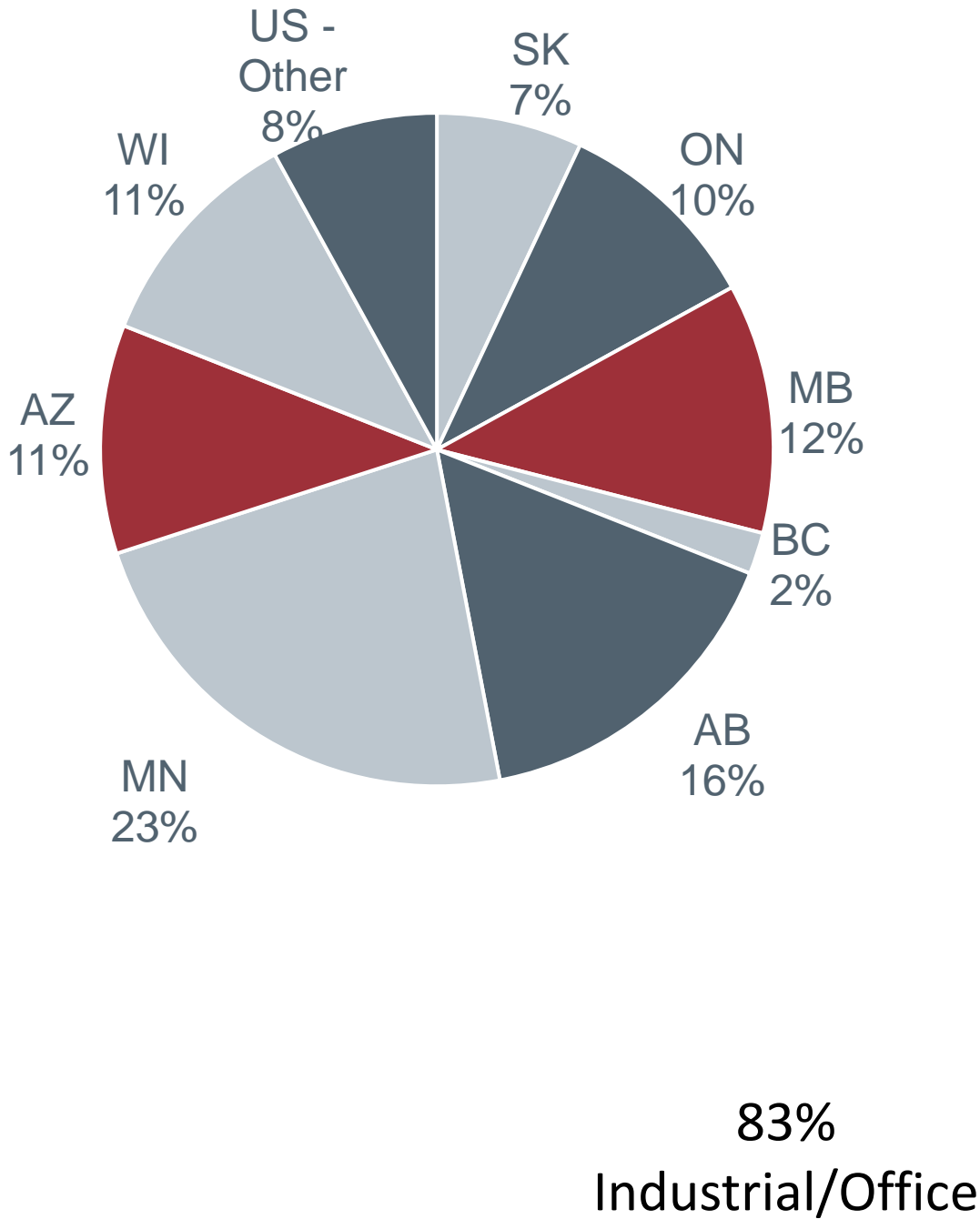
Leased percentage includes commitments on vacant space and excludes properties held for redevelopment and new developments in process. Inclusive of Artis' proportionate share of joint venture arrangements.

Portfolio Diversification: Primarily Office and Industrial

Q2-20 Net Operating Income

Projected 2020/2021 NOI upon implementation of new initiatives

NOI by Geographical Region



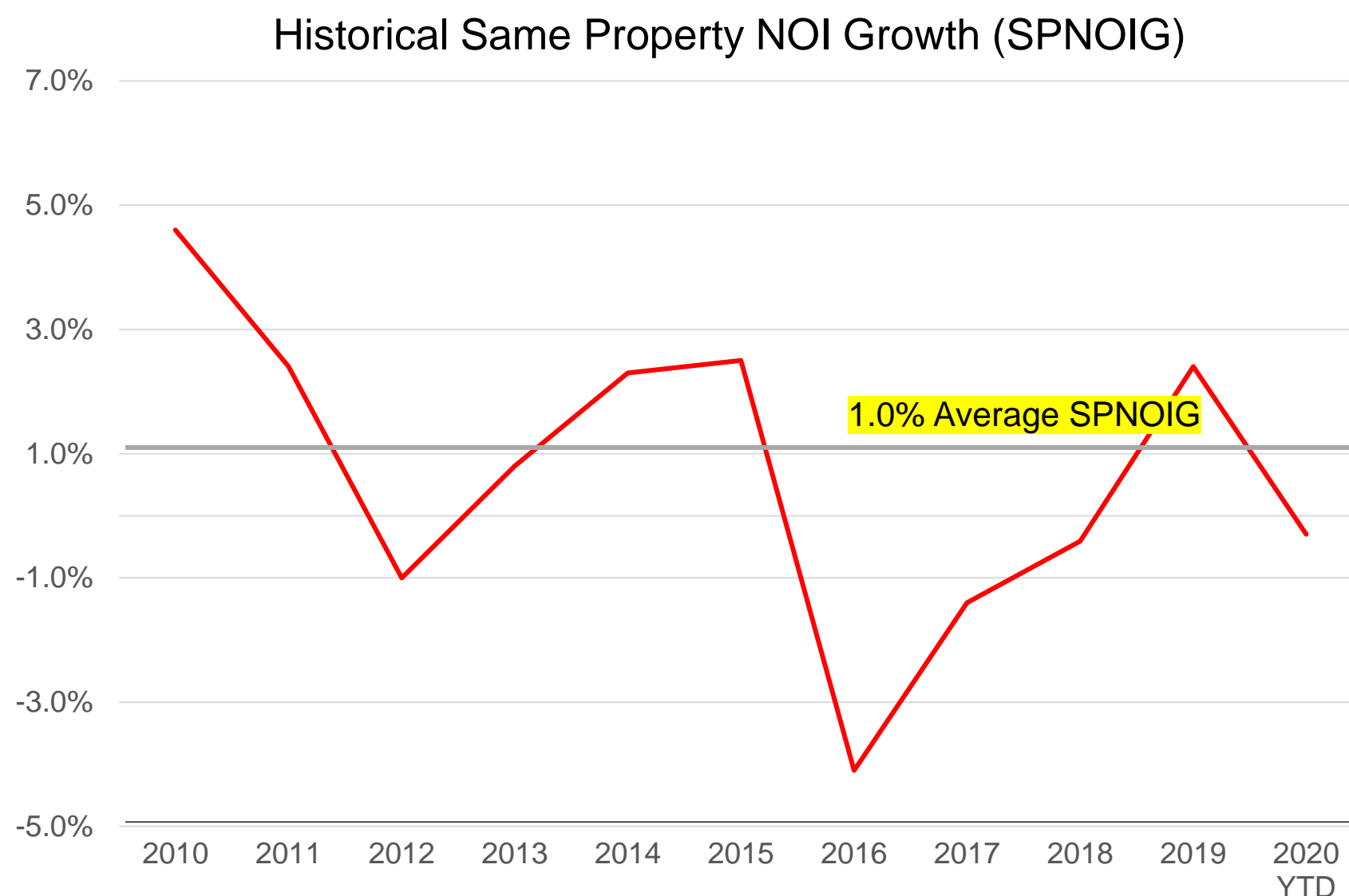
90% Industrial/Office

Streamlining and improving the portfolio

Property NOI for three months ended June 30, 2020, inclusive of Artis' proportionate share of joint venture arrangements.

Office Asset Class

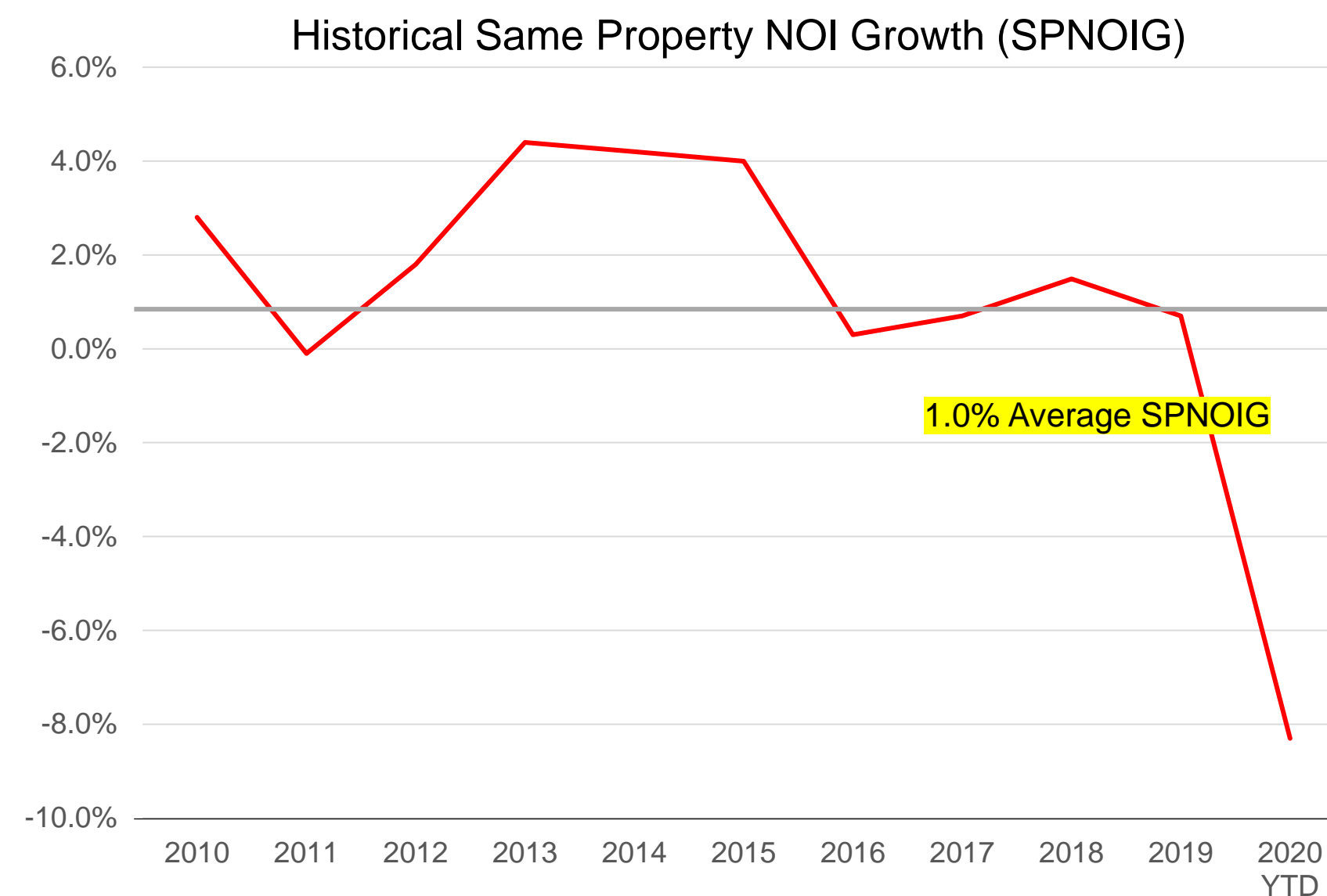
Number of Properties	59
GLA	8.6 million sq. ft.
Leased	89%
Diversification	Major markets in Canada and the US
GBV/Weighted-Average Cap Rate	\$2.6 billion/6.7%
2020 YTD Same Property NOI Growth	-0.3%
2019 Property NOI	\$161.7 million



Information on this slide is inclusive of Artis' proportionate share of its joint venture arrangements.

Retail Asset Class

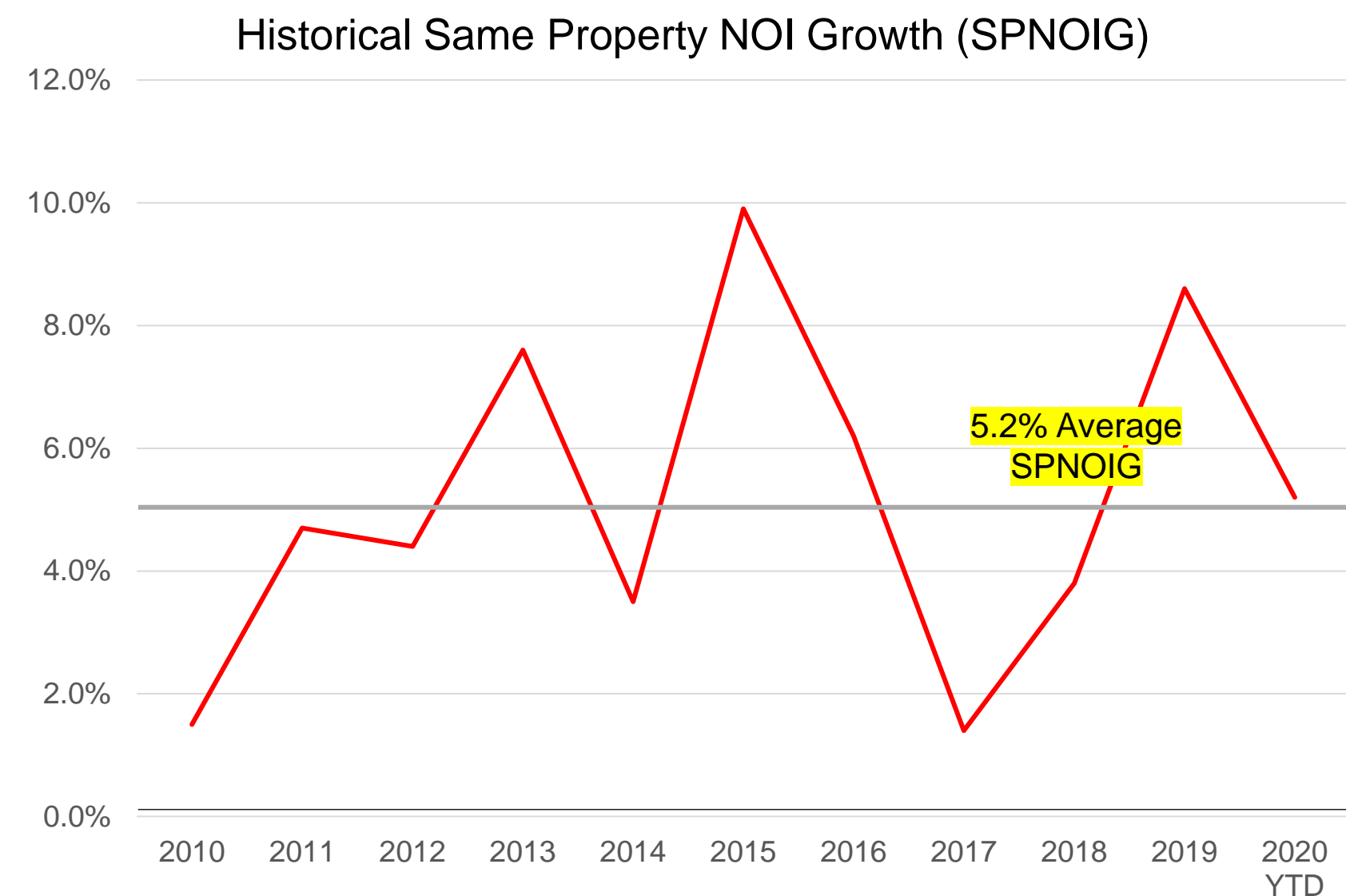
Number of Properties	42
GLA	2.9 million sq. ft.
Leased	90%
Diversification	Major markets in Canada
GBV/Weighted-Average Cap Rate	\$0.8 billion/6.6%
2020 YTD Same Property NOI Growth	-8.3%
2019 Property NOI	\$62.2 million



Information on this slide is inclusive of Artis' proportionate share of its joint venture arrangements.

Industrial Asset Class

Number of Properties	115
GLA	12.4 million sq. ft.
Leased	97%
Diversification	Major markets in Canada and the US
GBV/Weighted-Average Cap Rate	\$1.9 billion/5.7%
2020 YTD Same Property NOI Growth	+5.2%
2019 Property NOI	\$95.2 million



Information on this slide is inclusive of Artis' proportionate share of its joint venture arrangements.

The Sum of All Parts

	Share of Property NOI	Number of Properties	GLA	Leased	Same Property NOI Growth YTD	Weighted- Average Cap Rate	GBV
Office	48%	59	8.6 million sq. ft.	89%	-0.3%	6.7%	\$2.6B
Retail	17%	42	2.9 million sq. ft.	90%	-8.3%	6.6%	\$0.8B
Industrial	35%	115	12.4 million sq. ft.	97%	5.2%	5.7%	\$1.9B
Other							\$0.1B
TOTAL	100%	216	24 million sq. ft.	93%	-0.2%	6.3%	\$5.4B

NAV: \$15.40 per unit



Information on this slide is inclusive of Artis' proportionate share of its joint venture arrangements.

Completed Industrial Developments

Over the past 6 years, Artis has completed approximately \$300 million (terminal value) of US industrial projects at an average unlevered yield of 7% and IRR of over 30%



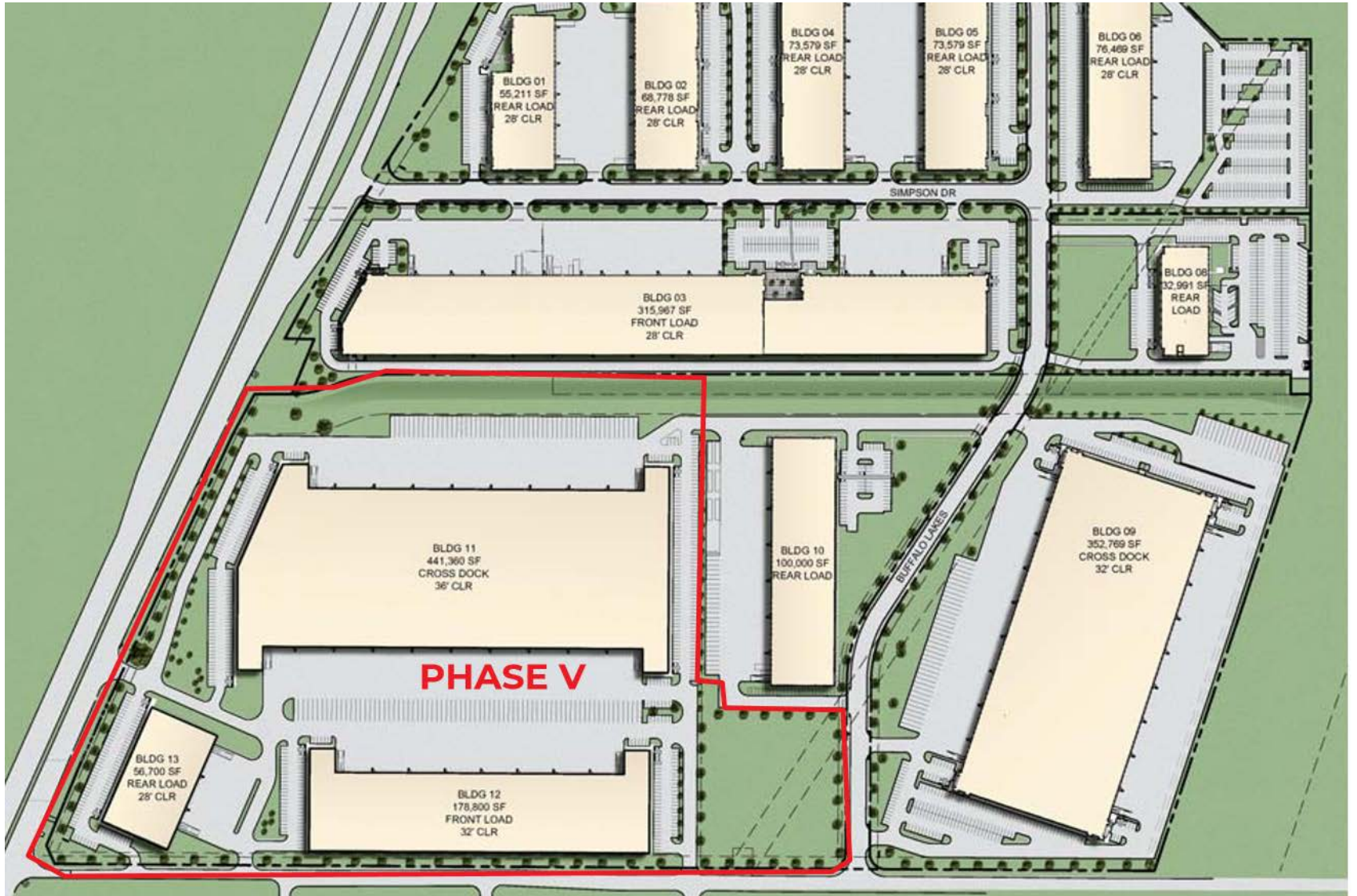
Industrial Development Pipeline



Park Lucero East - Phoenix, Arizona

Building A – 98,000 square feet
Building B – 144,000 square feet
Building C – 315,000 square feet (cross-dock)

Project Highlights:
Dock-high and grade-level loading
190' truck courts
1/1,000 square foot parking ratio
LI, City of Gilbert Zoning
202 Freeway frontage and Germann Road frontage
Full diamond interchange at 202 and Gilbert



Park 8Ninety V- Houston, Texas

Building 11
441,920 square feet
Cross-dock
32' clear ceiling height

Building 13
56,700 square feet
Rear-load
28' clear ceiling height

Building 12
173,800 square feet
Front-load
32' clear ceiling height

Project Highlights:
Rear load, front load and cross dock options
Direct access to Beltway 8 and US 90A
Visible to over 140,000 cars per day

Unit Price + NAV Metrics

Information as of August 2020:

Unit Price:	\$10.00	\$12.00	\$14.00
Distribution per Unit:	\$0.54	\$0.54	\$0.54
Cash Yield:	5.4%	4.5%	3.9%
FFO Yield	13.7%	11.4%	9.8%
AFFO Yield	10.3%	8.6%	7.4%
FFO Price Multiple	7.3x	8.76x	10.22x
AFFO Price Multiple	9.71x	11.65x	13.59x
Market Cap:	\$1.4B	\$1.6B	\$1.9B
Implied Cap Rate:	7.2%	6.8%	6.4%

Analyst	2020 Estimates	
Consensus ⁽¹⁾	AFFO	FFO
Per Unit	\$1.03	\$1.37
Pay-Out Ratio	52.4%	39.4%
Unit Price Multiple	8.4x	6.3x
Yield	11.9%	15.9%

Analyst Consensus Information per Unit ⁽¹⁾

Target Price:	\$10.60
Analyst NAV:	\$12.00
Artis IFRS NAV:	\$15.40

⁽¹⁾ Consensus analyst projections from most recent research reports. Artis does not endorse analyst projections.

The above information represents the views of the particular analyst and not necessarily those of Artis. An investor should review the entire report of the analyst prior to making any investment decisions.

Valuation Based on the Average of Peer Price Multiples

Industrial Comparable REITs	FFO Price Multiple	Average FFO Price Multiple	Retail Comparable REITs	FFO Price Multiple	Average FFO Price Multiple
Dream Industrial REIT	15.1x	14.85x	Plaza Retail REIT	7.2x	6.85x
WPT Industrial REIT	14.6x		Slate Retail REIT	6.5x	

Office Comparable REITs	FFO Price Multiple	Average FFO Price Multiple
Inovalis REIT	11.5x	10.00x
Northwest Health Care Properties REIT	13.2x	
Slate Office REIT	5.3x	

Artis FFO Per Unit Breakdown

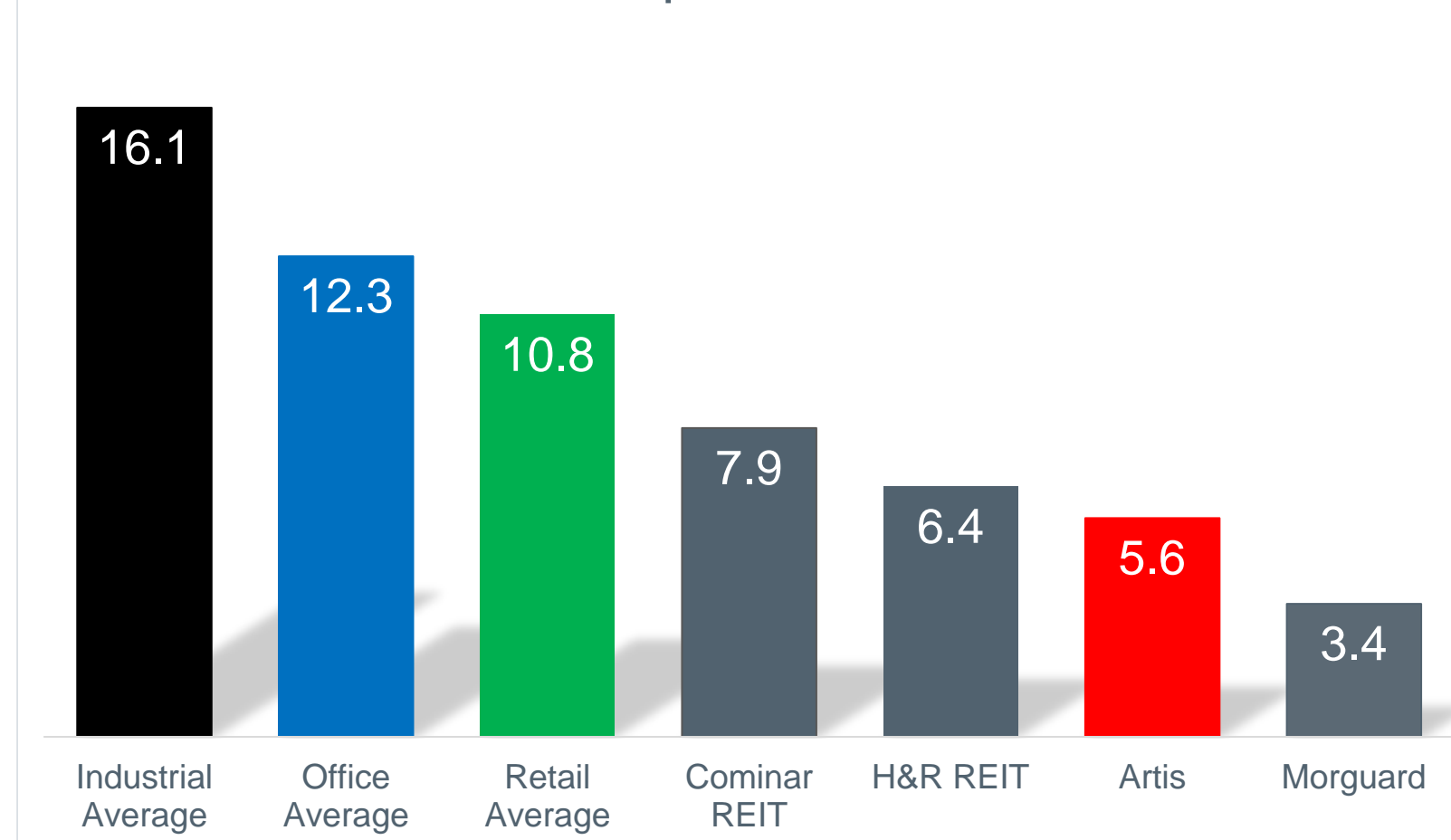
Asset Class	FFO	Average Multiple	Valuation
Artis Industrial	\$0.48	14.85x	\$7.13
Artis Office	\$0.66	10.00x	\$6.60
Artis Retail	\$0.23	6.85x	\$1.58
Analyst Consensus ⁽¹⁾	\$1.37		\$15.31

⁽¹⁾ Consensus analyst projections from most recent research reports. Artis does not endorse analyst projections.

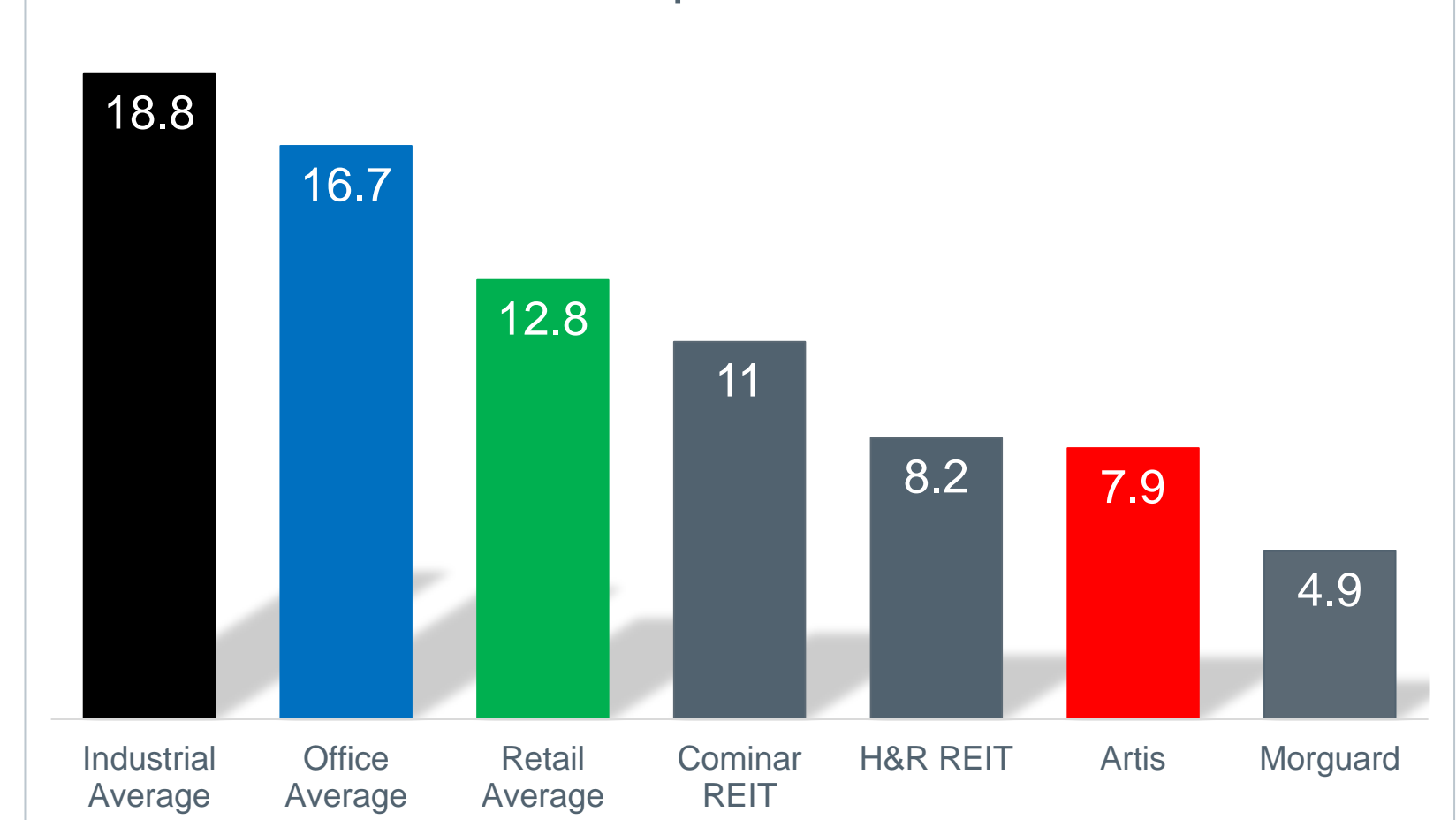
The above information represents the views of the particular analyst and not necessarily those of Artis. An investor should review the entire report of the analyst prior to making any investment decisions.

Artis v. Peers Analytics

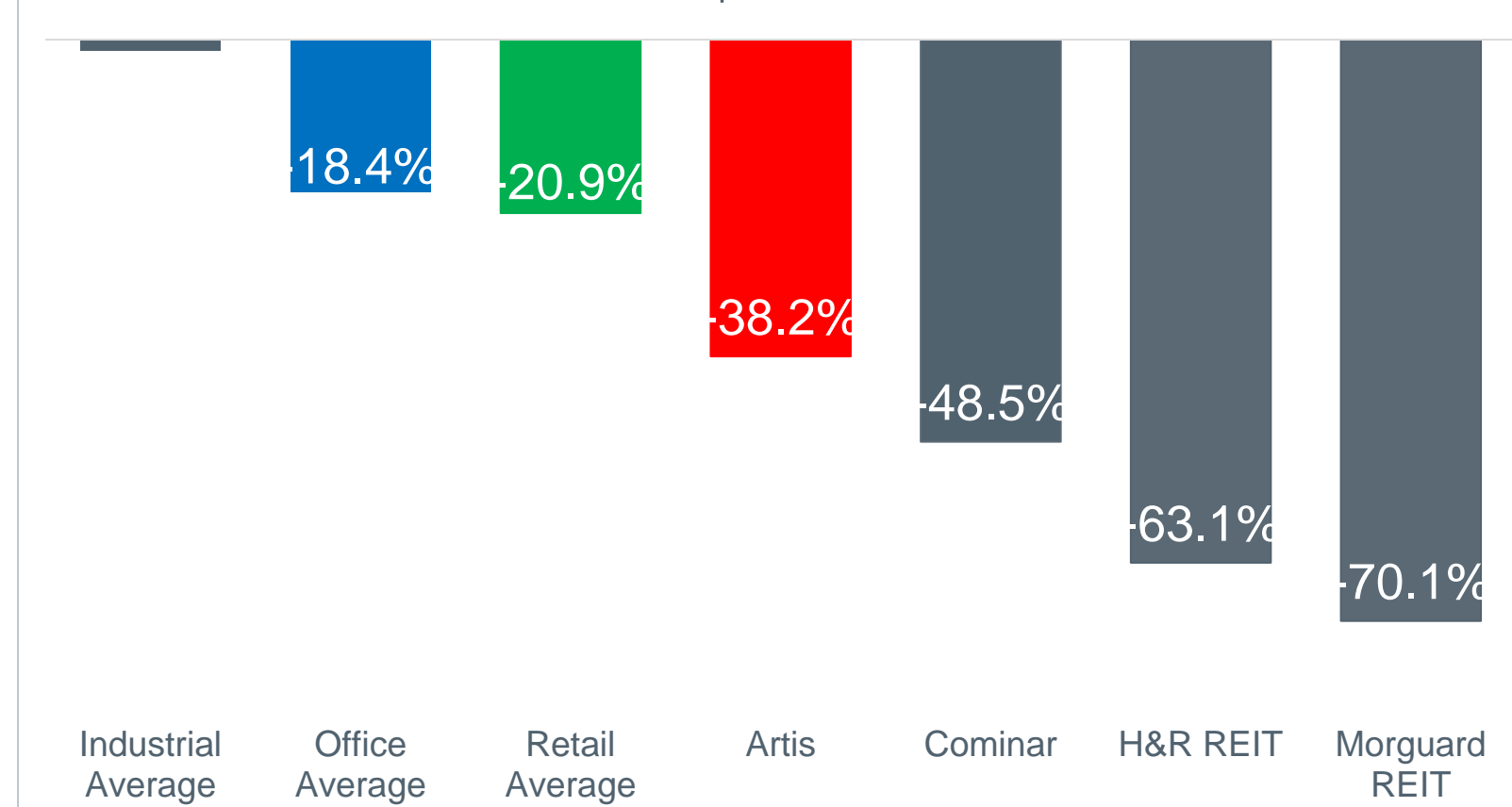
2020E FFO Multiple, AX Unit Price \$8.00



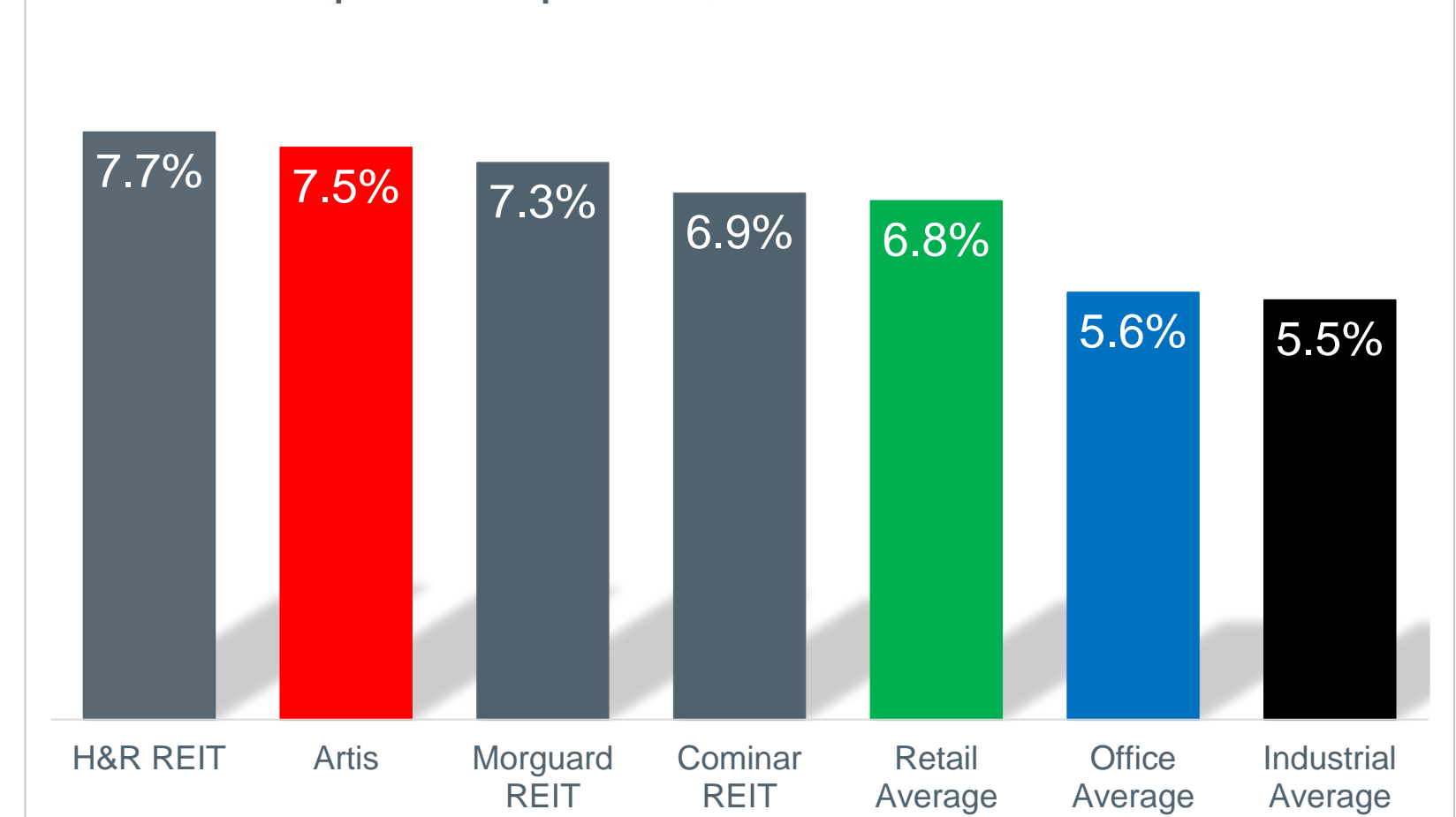
2020E AFFO Multiple, AX Unit Price \$8.00



Premium/Discount to NAV, AX Unit Price \$8.00



Implied Cap Rate, AX Unit Price \$8.00



Source: BMO Capital Markets Research, CIBC Capital Markets

Classification of Assets

As part of the new initiatives announced on November 1, 2018, Artis recategorized the portfolio into three asset types: Core Artis Assets, Development Assets, and Non-Core Artis Assets



1. Core Artis Assets

~\$4.2 billion (at Nov 1/18)

- Invaluable assets located in target markets in which Artis anticipates maintaining a long-term presence
- Well located and well leased to quality tenants
- In markets that historically have healthy occupancy rates and same property NOI growth



2. Development Assets

~\$200 million (at Nov 1/18)

- Existing assets with growth potential to be realized from redevelopment and repositioning, as well as new development projects
- Primarily new generation industrial properties on existing land
- Target development yields anticipated to be 150-200 bps above acquisition cap rates



3. Non-Core Artis Assets to be sold

\$800 million to \$1 billion (at Nov 1/18)

- Retail and office properties that management no longer views as core assets
- Markets and/or asset classes that Artis does not have competitive advantages in and does not anticipate maintaining a long-term presence

Report Card on Strategic Initiatives

Initiative	Goal	Current Progress	Status	Remaining Action
1. Distribution Reset	\$0.54 Annualized	\$0.54 Annualized	Complete	None required
2. Share Repurchase Plan	Buy back \$270M of units (23.5M units at \$11.50 avg price during 2019 and 2020)	\$278M of units and preferred units bought back at a lower average price than budgeted	Complete	None required
3. Simplify the REIT and Focus on Core Assets	Sell \$800M to \$1B of non-core assets over 2-3 Years	\$743M sold on balance at or above IFRS value and \$71M held for sale	Ahead of plan- 75% of planned sales are complete (excluding held for sale properties)	Only ~25% of budgeted sales left to complete
4. Strengthen the Balance Sheet	Target Debt/GBV of 46% in the mid-term	Debt/GBV is currently 52.5%	On schedule	Debt reduction is now a top priority

Improved Operating and Financial Metrics

The goal of our new initiatives is to deliver improved operating and financial metrics to drive AFFO and NAV per unit growth

2021 Targets

~60%

Pro Forma Payout Ratio

~46%

Target Debt/GBV
Year 3 (Q4-21)

2021 AFFO ~\$1.00/unit

2021 FFO ~\$1.35/unit

4%

Annual AFFO Accretion

Committed to
Maintaining

Investment Grade
DBRS Rating

Corporate Sustainability

We are committed to improving the energy efficiency of our properties and reducing our environmental footprint.



Cara Foods Building, Greater Toronto Area, ON – LEED Gold Certified



CERTIFIED PROPERTIES

3,183,896

SQUARE FEET OF
PROPERTIES WITH LEED
CERTIFICATION

3,779,970

SQUARE FEET OF
PROPERTIES WITH ENERGY
STAR CERTIFICATION

3,196,854

SQUARE FEET OF
PROPERTIES WITH BOMA
BEST CERTIFICATION

A copy of our Environmental, Social & Governance Report can be found at www.artisreit.com



Artis Real Estate Investment Trust

Q2-20 Investor Presentation
August 2020