

Condensed Consolidated Interim Financial Statements  
(In U.S. dollars)

# **WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST**

For the three months ended March 31, 2019 and 2018

(Unaudited)

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Financial Position  
(In thousands of U.S. dollars)  
(Unaudited)

March 31, 2019    December 31, 2018

## Assets

|   |           |                  |                     |
|---|-----------|------------------|---------------------|
| Non-current assets:                             |           |                  |                     |
| Investment properties (note 4)                  | \$        | 1,126,697        | \$ 1,117,672        |
| Intangible assets and goodwill (note 6)         |           | 22,091           | 22,721              |
| Investment in equity accounted venture (note 5) |           | 2,691            | -                   |
| Right-of-use asset (note 4)                     |           | 3,321            | 3,336               |
| Other non-current assets                        |           | 35               | 88                  |
|   |           | <u>1,154,835</u> | <u>1,143,817</u>    |
| Current assets:                                 |           |                  |                     |
| Amounts receivable (note 7)                     |           | 2,996            | 2,573               |
| Prepaid expenses                                |           | 1,446            | 1,271               |
| Restricted cash                                 |           | 9,248            | 849                 |
| Cash and cash equivalents                       |           | 22,490           | 8,245               |
|   |           | <u>36,180</u>    | <u>12,938</u>       |
| <b>Total assets</b>                             | <b>\$</b> | <b>1,191,015</b> | <b>\$ 1,156,755</b> |

## Liabilities and Unitholders' Equity

|  |           |                  |                     |
|--|-----------|------------------|---------------------|
| Non-current liabilities:                         |           |                  |                     |
| Mortgages payable (note 10)                      |           | 259,315          | 312,097             |
| Bank indebtedness (note 10)                      |           | 72,422           | 174,284             |
| Class B Units (note 11)                          |           | 27,539           | 25,422              |
| Derivative instruments (note 10)                 |           | 4,400            | 2,770               |
| Deferred tax liability, net (note 9)             |           | 3,333            | 3,680               |
| Lease liability                                  |           | 3,321            | 3,336               |
| Security deposits                                |           | 1,579            | 1,534               |
|  |           | <u>371,909</u>   | <u>523,123</u>      |
| Current liabilities:                             |           |                  |                     |
| Mortgages payable (note 10)                      |           | 83,973           | 32,072              |
| Amounts payable and accrued liabilities (note 8) |           | 28,463           | 24,156              |
| Distributions payable (note 13)                  |           | 3,605            | 2,971               |
|  |           | <u>116,041</u>   | <u>59,199</u>       |
| <b>Total liabilities</b>                         |           | <b>487,950</b>   | <b>582,322</b>      |
| <b>Total unitholders' equity</b>                 |           | <b>703,065</b>   | <b>574,433</b>      |
| Commitments and contingencies (note 22)          |           |                  |                     |
| Subsequent events (note 27)                      |           |                  |                     |
| <b>Total liabilities and unitholders' equity</b> | <b>\$</b> | <b>1,191,015</b> | <b>\$ 1,156,755</b> |

See accompanying notes to condensed consolidated interim financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Net Income and Comprehensive Income  
(In thousands of U.S. dollars)  
(Unaudited)

|  | Three months ended<br>March 31, |                 |
|--|---------------------------------|-----------------|
|  | 2019                            | 2018            |
| Investment properties revenue (note 15)                            | \$ 25,198                       | \$ 22,538       |
| Management fee revenue (note 16)                                   | 491                             | -               |
|  | <u>25,689</u>                   | <u>22,538</u>   |
| Expenses (income):   |                                 |                 |
| Investment properties operating expenses                           | 19,379                          | 16,771          |
| Fair value adjustment to investment properties (note 4)            | (6,440)                         | 1,070           |
| Fair value adjustment to investment properties – IFRIC 21 (note 4) | (12,322)                        | (10,635)        |
| General and administrative (note 17)                               | 6,027                           | 2,020           |
| Amortization of intangible assets (note 6)                         | 630                             | -               |
| Fair value adjustment to Class B Units (notes 11, 19)              | 2,117                           | 867             |
| Fair value adjustment to derivative instruments (notes 10, 19)     | 1,630                           | -               |
| Finance costs (note 19)  | 5,407                           | 4,687           |
| Net income and comprehensive income before income taxes            | <u>9,261</u>                    | <u>7,758</u>    |
| Deferred income tax recovery (note 9)                              | (346)                           | -               |
| Net income and comprehensive income                                | <u>\$ 9,607</u>                 | <u>\$ 7,758</u> |

See accompanying notes to condensed consolidated interim financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Changes in Unitholders' Equity  
(In thousands of U.S. dollars, except REIT Units)  
(Unaudited)

|   | # of REIT<br>Units | Trust<br>Equity | Distributions | Accumulated<br>Income | Unitholders'<br>Equity |
|---|--------------------|-----------------|---------------|-----------------------|------------------------|
| Balance, December 31, 2017<br>(note 13)               | 44,545,772         | \$ 470,204      | \$ (81,455)   | \$ 137,928            | \$ 526,677             |
| Net income and<br>comprehensive income                | -                  | -               | -             | 7,758                 | 7,758                  |
| Distributions declared (note 13)                      | -                  | -               | (8,459)       | -                     | (8,459)                |
| Balance, March 31, 2018                               | 44,545,772         | \$ 470,204      | \$ (89,914)   | \$ 145,686            | \$ 525,976             |
| Balance, December 31, 2018<br>(note 13)               | 46,934,808         | \$ 501,750      | \$ (115,891)  | \$ 188,574            | \$ 574,433             |
| REIT Units issued, net of<br>issuance costs (note 13) | 10,000,000         | 128,966         | -             | -                     | 128,966                |
| DTUs redeemed for REIT Units<br>(note 13)             | 17,327             | 239             | -             | -                     | 239                    |
| Net income and<br>comprehensive income                | -                  | -               | -             | 9,607                 | 9,607                  |
| Distributions declared (note 13)                      | -                  | -               | (10,180)      | -                     | (10,180)               |
| Balance, March 31, 2019 (note<br>13)                  | 56,952,135         | \$ 630,955      | \$ (126,071)  | \$ 198,181            | \$ 703,065             |

See accompanying notes to condensed consolidated interim financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Cash Flows  
(In thousands of U.S. dollars)  
(Unaudited)

|  | Three months ended<br>March 31, |                 |
|--|---------------------------------|-----------------|
|  | 2019                            | 2018            |
| <b>Cash flows from operating activities:</b>                             |                                 |                 |
| Net income   | \$ 9,607                        | \$ 7,758        |
| Finance costs (note 19)  | 9,154                           | 5,554           |
| Non-cash items:  |                                 |                 |
| Amortization of straight-line rent                                       | (1,495)                         | (299)           |
| Property tax liability under IFRIC 21                                    | 12,322                          | 10,635          |
| Fair value adjustment to investment properties – IFRIC 21<br>(note 4)    | (12,322)                        | (10,635)        |
| Fair value adjustment to investment properties (note 4)                  | (6,440)                         | 1,070           |
| Deferred compensation expense (note 12)                                  | 2,188                           | 518             |
| Fair value adjustment on deferred compensation (note 17)                 | 1,489                           | 387             |
| Amortization of intangible assets (note 6)                               | 630                             | -               |
| Deferred income tax recovery (note 9)                                    | (346)                           | -               |
| Amortization of lease incentives (note 4)                                | 419                             | 360             |
| Change in non-cash working capital (note 26)                             | (410)                           | 150             |
| <b>Cash flows provided by operating activities</b>                       | <b>14,796</b>                   | <b>15,498</b>   |
| <b>Cash flows from financing activities:</b>                             |                                 |                 |
| Repayment of mortgages payable   | (876)                           | (756)           |
| Repayment of bank indebtedness   | (105,000)                       | -               |
| Proceeds from bank indebtedness  | 4,000                           | -               |
| Financing costs incurred   | (985)                           | -               |
| Proceeds from issuance of REIT Units, net of issuance costs<br>(note 13) | 128,966                         | -               |
| Distributions paid   | (9,546)                         | (8,459)         |
| Interest paid  | (5,424)                         | (4,618)         |
| <b>Cash flows provided by (used in) financing activities</b>             | <b>11,135</b>                   | <b>(13,833)</b> |
| <b>Cash flows from investing activities:</b>                             |                                 |                 |
| Investment in joint venture (note 5)                                     | (2,641)                         | -               |
| Additions to investment properties, including lease incentives           | (1,422)                         | (1,618)         |
| Change in restricted cash  | (7,623)                         | -               |
| <b>Cash flows used in investing activities</b>                           | <b>(11,686)</b>                 | <b>(1,618)</b>  |
| Increase in cash and cash equivalents                                    | 14,245                          | 47              |
| <b>Cash and cash equivalents, beginning of period</b>                    | <b>8,245</b>                    | <b>6,637</b>    |
| <b>Cash and cash equivalents, end of period</b>                          | <b>\$ 22,490</b>                | <b>\$ 6,684</b> |

See accompanying notes to condensed consolidated interim financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated interim Financial Statements  
(In thousands of U.S. dollars, except per unit amounts)  
(Unaudited)

For the three months ended March 31, 2019 and 2018

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WPT Industrial Real Estate Investment Trust (the "REIT") is an unincorporated, open-ended real estate investment trust established pursuant to a Declaration of Trust dated March 4, 2013, under the laws of the Province of Ontario as amended and restated on April 26, 2013.

The REIT was formed for the purpose of acquiring, developing, and owning primarily industrial investment properties, located in the United States, with a particular focus on warehouse and distribution investment properties.

The REIT's Units are listed and publicly traded in Canada on the Toronto Stock Exchange ("TSX"), in U.S. dollars, under the symbol "WIR.U", and in the U.S. on the OTCQX marketplace under the symbol "WPTIF". The registered office of the REIT is at 199 Bay Street, Suite 4000, Toronto, Ontario.

As at March 31, 2019, the REIT owned a portfolio of investment properties comprised of 56 industrial investment properties and one office investment property, located in 15 states in the U.S.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
(Unaudited)

For the three months ended March 31, 2019 and 2018

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## 1. Basis of presentation:

### (a) Statement of compliance:

The condensed consolidated interim financial statements of the REIT have been prepared by management in accordance with International Accounting Standards (“IAS”) 34, *Interim Financial Reporting* as issued by the International Accounting Standards Board (“IASB”).

These condensed consolidated interim financial statements were approved by the board of trustees of the REIT (the “Board of Trustees”) on May 8, 2019.

The condensed consolidated interim financial statements do not include all information required for full annual financial statements and should be read in conjunction with the REIT’s unaudited condensed consolidated interim financial statements for the three months ended March 31, 2018 and the REIT’s audited consolidated financial statements for the year ended December 31, 2018, which have been prepared in accordance with International Financial Reporting Standards (“IFRS”).

### (b) Basis of measurement:

The condensed consolidated interim financial statements have been prepared on a historical cost basis except for investment properties, amounts payable under deferred compensation plans, derivative instruments and Class B Units (“Class B Units”) which have been measured at fair value. The condensed consolidated interim financial statements are presented in U.S. dollars, which is the REIT’s functional currency, and all amounts have been rounded to the nearest thousands, except per unit amounts and when otherwise indicated.

### (c) Basis of consolidation:

The condensed consolidated interim financial statements comprise the financial statements of the REIT and its subsidiaries including the REIT’s interest in WPT Industrial, Inc. and WPT Industrial, LP (the “Partnership”). Subsidiaries are entities controlled by the REIT. The financial statements of the subsidiaries are prepared for the same reporting periods as the REIT using consistent accounting policies. All intercompany balances, transactions and unrealized gains and losses arising from intercompany transactions are eliminated on consolidation.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
(Unaudited)

For the three months ended March 31, 2019 and 2018

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## 2. Significant accounting policies:

The condensed consolidated interim financial statements follow the same accounting policies as the audited consolidated financial statements as at and for the year ended December 31, 2018 with the exception of the accounting standards implemented 2019. Please refer to note 2 of the REIT's audited consolidated financial statements for the year ended December 31, 2018 for a summary of significant accounting policies. Changes to significant accounting policies are described below.

The REIT adopted the following standards and amendments to existing standards issued by the IASB:

(i) IFRS 16, *Leases*

The REIT adopted the new requirements for IFRS 16, *Leases*, using the full retrospective method effective January 1, 2018. Under this method, the standard is applied retrospectively with the cumulative effect of initially applying the standard recognized at the date of initial application. The new standard replaces the existing lease guidance in IAS 17, *Leases* and related interpretations and requires lessees to bring most leases onto the condensed consolidated statement of financial position. Lessor accounting is substantially unchanged under IFRS 16 and leases with tenants are to be accounted for as operating leases in a consistent manner to the current accounting treatment.

At transition, for leases classified as operating leases under IAS 17, lease liabilities were measured at the present value of the remaining lease payments, discounted at the REIT's incremental borrowing rate. The REIT elected to measure its right-of-use assets at an amount equal to the lease liability, adjusted for any prepaid or accrued lease payments, in addition to a number of practical expedients. As at January 1, 2018, the REIT recognized lease liabilities of \$3,336 recorded as a lease liability and right of-use asset of \$3,336 recorded within Investment properties on its condensed consolidated statement of financial position. The nature and timing of the related expenses will change as IFRS 16 replaces the straight-line operating lease expense with a depreciation charge for right-of-use assets and interest expense on lease liabilities.

At the commence date of a lease the REIT will recognize a liability to make lease payments and an asset representing the right to use the underlying asset during the lease term. Certain right-of-use assets related to land leases meet the definition of investment property under IAS 40, *Investment Property*; therefore, the fair value model is applied to those assets.



# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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Interest expense on the lease liability and the fair value gain (loss) on the right-of-use asset is recognized separately. The REIT applies the recognition exemptions for lease contracts that, at the commencement date, have a lease term of 12 months or less and do not contain a purchase option and lease contracts for which the underlying asset is of low value.

(ii) IFRIC Interpretation 23, *Uncertainty over Income Tax Treatments*

The REIT adopted the new requirement for IFRS Interpretation Committee (“IFRIC”) Interpretation 23 *Uncertainty over Income Tax Treatments* (the “Interpretation”), effective January 1, 2019 with no impact to the interim condensed consolidated financial statement. The Interpretation provides guidance on the accounting for current and deferred tax liabilities and assets in circumstances in which there is uncertainty over income tax treatments. The Interpretation requires: a) the REIT to contemplate whether uncertain tax treatments should be considered separately, or together as a group, based on which approach provides better predictions of the resolution; b) determine if it is probable that the tax authorities will accept the uncertain tax treatment and c) if it is not probable that the uncertain tax treatment will be accepted, measure the tax uncertainty based on the most likely amount or expected value, depending on whichever method better predicts the resolution of the uncertainty.

### 3. Acquisitions:

Prior year business combination:

On July 31, 2018, the REIT (through its wholly owned subsidiaries) internalized management (the “Internalization”) and acquired 100% of the membership interests of WPT Capital Advisors, LLC (“WPT Capital”), a related party, through the issuance of separate share purchase agreements with Alberta Investment Management Corporation and affiliates (“AIMCo”), a related party, and the principals of WPT Capital (the “Acquisition”) (collectively, the “Transaction”). Concurrently with the Transaction, all of the executives and other employees of WPT Capital became employees of the REIT or its subsidiaries (see note 14).

The aggregate consideration to WPT Capital included (i) 728,237 Class B Units valued at \$10,000 and (ii) \$16,811 in cash consideration. The components of the purchase price were made up of \$20,000 related to the private capital business of WPT Capital and \$6,811 related to the internalization of management, which was based on internalization provisions in the asset management and property management agreements (the “Management Agreements”) and equaled the fees paid to WPT Capital over the preceding twelve months. The principals of WPT Capital received all of the Class B Units and AIMCo received all of its consideration in cash. The

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Class B Units are subject to lock-up provisions providing for a release of 1/3 of the units annually beginning on the third anniversary of the Acquisition.

In conjunction with the Internalization, the REIT awarded \$9,800 of deferred equity compensation to certain employees which vest 50% upon each of the fourth and fifth anniversaries of the award date. The awards are also subject to an additional lock-up period of three years after vesting. The awards are considered remuneration for post-internalization services and will be recorded as they are expensed over the related vesting period as accounted for under IFRS 2. See note 12 for further detail.

The REIT acquired two assets: (i) management contracts related to investment properties held by AIMCo and certain members of REIT's management team (the "AIMCo Venture Management Contracts") and (ii) management contracts related to a private capital venture (the "Venture") formed by WPT Capital with Canada Pension Plan Investment Board ("CPPIB"), AIMCo, and the REIT as investors/limited partners ("the "Venture Management Contracts") (see note 6). Each asset is identified as an intangible asset. The REIT also acquired assets and assumed liabilities of working capital totaling (\$139) from WPT Capital.

The REIT, through a wholly owned TRS subsidiary, recorded a deferred tax liability totaling \$4,286 as a result of the acquired intangible assets, noted above, having a higher financial statement carrying value than the respective income tax basis. As a result of the deferred tax liability, the REIT recorded goodwill totaling \$4,286.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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The Acquisition has been recognized as a business combination, in accordance with IFRS 3, *Business Combinations*, with transaction costs of \$8,560, including the \$6,811 related to the Internalization, expensed during the year ended December 31, 2018. The REIT has preliminarily recorded all identifiable assets acquired which were measured at best estimates of the respective fair values on July 31, 2018. The REIT has one year to finalize the fair value of the assets acquired and the liabilities assumed. The amounts are as follows:

|  | Total     |
|--|-----------|
| Assets acquired:   |           |
| Intangible assets:   |           |
| Venture Management Contracts                               | \$ 15,804 |
| AIMCo Venture Management Contracts                         | 4,196     |
| Goodwill   | 4,286     |
|  | 24,286    |
| Deferred tax liability                                     | (4,286)   |
| Amounts receivable   | 708       |
| Prepaid expenses   | 53        |
| Other non-current assets                                   | 10        |
| Amounts payable and accrued liabilities                    | (910)     |
|  | (139)     |
| Net assets acquired  | \$ 19,861 |
| Consideration given by the REIT consists of the following: |           |
| Cash consideration, net of working capital                 | 9,861     |
| Class B Units  | 10,000    |
| Total consideration  | \$ 19,861 |

In accordance with IFRS 3, the REIT is required to disclose on a pro forma basis, the REIT's results for the year-to-date incorporating the effect of the acquisition as if it had been effective January 1, 2018. The AIMCo Venture Management Contracts generated fee revenue of \$472 for the period from January 1, 2018 through the acquisition date. It is impracticable to determine net income for the contracts as WPT Capital provided a number of services and did not allocate costs to each revenue stream. Management noted that the Venture Management Contracts commenced in conjunction with the Transaction date and there is no reportable fee revenue or net income for the period from January 1, 2018 through the date of acquisition.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
(Unaudited)

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Prior year asset acquisitions:

*St. Paul Property*

On June 20, 2018, the REIT indirectly acquired from a third party, an investment property located in St. Paul, MN (the “St. Paul Property”) for a purchase price of \$8,300 (exclusive of closing and transaction costs). The purchase price was satisfied with funds from the senior secured revolving credit facility (as defined in note 10).

*Rogers Property*

On June 29, 2018, the REIT indirectly acquired from a third party, an investment property located in Rogers, MN (the “Rogers Property”) for a purchase price of \$20,425 (exclusive of closing and transaction costs). The purchase price was satisfied with funds from the unsecured revolving credit facility.

*Louisville Property*

On September 28, 2018, the REIT indirectly acquired from AIMCo and certain members of REIT’s management team, an investment property located in Louisville, KY (the “Louisville Property”) for a purchase price of \$17,860 (exclusive of closing and transaction costs). The purchase price was satisfied with funds from the unsecured revolving credit facility. See additional disclosures in note 14.

*Franklin Park Property*

On November 6, 2018, the REIT indirectly acquired from a third party, an investment property located in Franklin Park, Illinois (the “Franklin Park Property”) for a purchase price of \$26,800 (exclusive of closing and transaction costs). The purchase price was satisfied with funds from the unsecured revolving credit facility.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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The assets acquired, and liabilities assumed in these transactions occurring in 2018 were allocated as follows:

|  | St. Paul<br>Property | Rogers<br>Property | Louisville<br>Property | Franklin<br>Park<br>Property | Total            |
|--|----------------------|--------------------|------------------------|------------------------------|------------------|
| Investment properties <sup>1</sup>                         | \$ 8,550             | \$ 20,690          | \$ 17,911              | \$ 26,828                    | \$ 73,979        |
| Amounts receivable   | 10                   | -                  | -                      | -                            | 10               |
| Prepaid expenses   | -                    | -                  | -                      | 193                          | 193              |
| Amounts payable and<br>accrued liabilities                 | (30)                 | (4)                | (940)                  | (293)                        | (1,267)          |
| Security deposits  | -                    | -                  | (200)                  | -                            | (200)            |
| Prepaid rent   | -                    | (317)              | (8)                    | -                            | (325)            |
| <b>Net assets acquired</b>                                 | <b>\$ 8,530</b>      | <b>\$ 20,369</b>   | <b>\$ 16,763</b>       | <b>26,728</b>                | <b>\$ 72,390</b> |
| Consideration given by the REIT consists of the following: |                      |                    |                        |                              |                  |
| Cash   | 8,530                | 20,369             | 16,763                 | 26,728                       | 72,390           |
| <b>Total consideration</b>                                 | <b>\$ 8,530</b>      | <b>\$ 20,369</b>   | <b>\$ 16,763</b>       | <b>\$ 26,728</b>             | <b>\$ 72,390</b> |

<sup>1</sup> Includes total closing and transaction costs of \$594 and an IFRIC 21 liability of \$511 assumed on acquisition that is offset by an equal adjustment to investment property.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
(Unaudited)

For the three months ended March 31, 2019 and 2018

## 4. Investment properties:

The reconciliation of the carrying amount of investment properties for the following periods are set out below:

|   | Three months ended<br>March 31, 2019 | Year ended<br>December 31, 2018 |
|---|--------------------------------------|---------------------------------|
| Balance, beginning of period                                      | \$ 1,117,672                         | \$ 1,009,582                    |
| Investment property acquisitions                                  | -                                    | 73,979                          |
| Additions to investment properties, including<br>lease incentives | 1,509                                | 10,331                          |
| Amortization of straight-line rent                                | 1,495                                | 1,102                           |
| Amortization of lease incentives                                  | (419)                                | (1,602)                         |
| Fair value adjustment to investment properties                    | 6,440                                | 24,280                          |
|   | <u>\$ 1,126,697</u>                  | <u>\$ 1,117,672</u>             |
| Property tax liability under IFRIC 21                             | 12,322                               | (511)                           |
| Fair value adjustment to investment properties<br>– IFRIC 21      | (12,322)                             | 511                             |
|   | <u>\$ 1,126,697</u>                  | <u>\$ 1,117,672</u>             |

Straight-line rent includes the cumulative difference between rental revenue as recorded on a straight-line basis and rents received from the tenants in accordance with their respective lease terms.

Investment properties include the current fair value of the land, building, improvements to the investment property, all direct leasing costs incurred in obtaining and retaining property tenants and investment properties under development. Management reviews the fair value of the investment properties regularly using independent property valuations and market conditions existing at the reporting date, which are generally accepted market practices. Judgment is also applied in determining the extent and frequency of independent third party appraisals. The REIT determines the fair value of an investment property at the end of each reporting period using a combination of the following methods: (i) an internal valuation using the discounted cash flow model, which discounts the expected future cash flows, including a terminal value, based on the application of a terminal capitalization rate to the assumed final year's estimated cash flows, and reviewing the key assumptions from previous and current appraisals and updating the value for changes in the property cash flow, physical condition and changes in market conditions, and (ii) appraisals by an independent third party, according to professional appraisal standards and IFRS.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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Refer to note 23 for the fair value hierarchy of investment properties measured at fair value in the consolidated statements of financial position.

Management obtains an independent third party appraisal for each investment property contained within the portfolio at the time of acquisition, except for those investment properties in respect of which the requirement to obtain an appraisal was waived by the Board of Trustees. Additionally, the REIT obtains independent third party appraisals for existing investment properties on a three-year rotation, such that approximately one-third of the portfolio is appraised annually.

The key valuation metrics for investment properties are set out below:

|   | March 31, 2019 | December 31, 2018 |
|---|----------------|-------------------|
| Weighted average terminal capitalization rate | 6.44%          | 6.46%             |
| Range of terminal capitalization rates        | 5.25% - 9.00%  | 5.25% - 9.00%     |
| Weighted average discount rate                | 7.04%          | 7.09%             |
| Range of discount rates                       | 5.95% - 9.16%  | 6.00% - 9.19%     |

The fair value of investment properties is most sensitive to changes in the discount and terminal capitalization rates. Changes in the terminal capitalization rates and discount rates would result in a change to the fair value of the REIT's investment properties as set out below as at March 31, 2019:

|  |  |             |
|--|--|-------------|
| Weighted average terminal capitalization rate: |  |             |
| 25-basis point increase                        |  | \$ (25,567) |
| 25-basis point decrease                        |  | \$ 27,699   |
| Weighted average discount rate:                |  |             |
| 25-basis point increase                        |  | \$ (21,217) |
| 25-basis point decrease                        |  | \$ 21,732   |

### Right-of-use asset

The REIT has a non-cancellable ground lease for land related to one of its investment properties. Annual payments under the lease are approximately \$100 through May 31, 2023. Annual payments thereafter are adjusted based on changes in the consumer price index until expiration in 2073. The REIT holds two, 10-year options which would extend the ground lease through 2093.

As at March 31, 2019 and December 31, 2018, the right-of-use asset and the ground lease liability are valued at \$3,321 and 3,336, respectively.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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For the three months ended March 31, 2019 and 2018

## 5. Equity Accounted Joint Venture

The REIT has an equity method accounted investment in a joint venture. The REIT's ownership interest in each equity investee is as follows:

| Equity Investee             | Principal Activity   | March 31, 2019 | December 31, 2018 |
|-----------------------------|--|----------------|-------------------|
| WPT Industrial Venture I LP | Develop or acquire and reposition and own industrial properties. | 10%            | 10%               |

The joint venture is a joint arrangement, whereby the parties that have joint control of the arrangement have rights to the net assets of the arrangement. Joint ventures are included in the REIT's condensed consolidated financial statements as investments using the equity method, whereby the investment is initially recognized at cost and adjusted thereafter for the post-acquisition change in the net assets. The REIT's share of joint venture profit or loss is included in the consolidated statements of net income and comprehensive income.

The Venture did not incur any net income (loss) and comprehensive income (loss) for the three months ended March 31, 2019 and 2018. The following table present the financial results of the REIT's equity-accounted investment at 100% and the REIT's ownership interest are set out below:

|  | March 31, 2019 | December 31, 2018 |
|--|----------------|-------------------|
| Current assets                               | \$ 1,604       | \$ -              |
| Non-current assets                           | 38,074         | 500               |
| Current liabilities                          | (1,272)        | -                 |
| Non-current liabilities                      | (11,997)       | -                 |
| Net assets                                   | \$ 26,409      | \$ 500            |
| Equity-accounted investment in joint venture | \$ 2,641       | \$ 50             |

The REIT, through one of its subsidiaries, is the non-recourse carve out and completion guarantor on a construction loan within WPT Industrial Venture I LP, in which the REIT performs asset management, property management and development duties. As at March 31, 2019 and December 31, 2018, the construction loan had an outstanding balance of \$11,997 and \$0. The REIT has been indemnified by the limited partners of WPT Industrial Venture I, LP based on the equity contributed to the project.



# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 6. Intangible assets and goodwill:

Intangible assets consist of the following:

|                      | March 31, 2019 | December 31, 2018 |
|----------------------|----------------|-------------------|
| Management contracts | \$ 17,805      | \$ 18,435         |
| Goodwill             | 4,286          | 4,286             |
|                      | \$ 22,091      | \$ 22,721         |

As part of the Transaction, the REIT recorded a deferred tax liability (note 3) related to the difference between the financial statement carrying value and respective income tax basis of the acquired intangible assets. As such, the REIT recorded goodwill to the extent of the tax liability recorded.

Management contracts consist of the AIMCo Venture Management Contracts and the Venture Management Contracts (see note 3). The reconciliation of the management contracts carrying value for the following periods is set out below:

|                                     | AIMCo Venture<br>Management<br>Contracts | Venture<br>Management<br>Contracts | Total<br>Intangible<br>Assets |
|-------------------------------------|--|------------------------------------|-------------------------------|
| Balance, as at December 31, 2017    | \$ -                                     | \$ -                               | \$ -                          |
| Acquisition of management contracts | 4,196                                    | 15,804                             | 20,000                        |
| Amortization                        | (907)                                    | (658)                              | (1,565)                       |
| Balance, as at December 31, 2018    | \$ 3,289                                 | \$ 15,146                          | \$ 18,435                     |
| Amortization                        | (235)                                    | (395)                              | (630)                         |
| Balance, as at March 31, 2019       | \$ 3,054                                 | \$ 14,751                          | \$ 17,805                     |

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 7. Amounts receivable:

Receivables are recorded at their estimated net realizable value and are periodically evaluated for collectability based on the recovery experience of the REIT and the creditworthiness of the tenants.

Amounts receivable are as follows:

|                    | March 31, 2019 | December 31, 2018 |
|--------------------|----------------|-------------------|
| Tenant receivables | \$ 2,411       | \$ 2,029          |
| Other receivables  | 585            | 544               |
|                    | \$ 2,996       | \$ 2,573          |

The carrying value of amounts receivable approximates fair value.

## 8. Amounts payable and accrued liabilities:

Amounts payable and accrued liabilities consist of the following:

|  | March 31, 2019 | December 31, 2018 |
|--|----------------|-------------------|
| Deferred compensation (see note 12)    | \$ 14,051      | \$ 10,849         |
| Accrued liabilities and other payables | 5,137          | 4,924             |
| Accrued real estate taxes              | 4,842          | 3,796             |
| Rent received in advance               | 2,368          | 2,700             |
| Accrued interest                       | 1,141          | 1,276             |
| Trade payables                         | 610            | 317               |
| Unearned revenue                       | 314            | 294               |
|  | \$ 28,463      | \$ 24,156         |

## 9. Income Taxes:

The REIT is taxed as “mutual fund trust” under the Income Tax Act (Canada). Pursuant to the Declaration of Trust and subjected to the specified investment flow-through (“SIFT”) rules, the Trustees intend to distribute or designate all taxable income to the Unitholders of the REIT and to deduct such distributions and designations for Canadian income tax purposes.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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The REIT's TRS is subject to taxation in the U.S on the taxable income earned at an estimated combined federal and state statutory tax rate of 28.7% during 2019 and 2018. Deferred income tax recovery recorded for the three months ended March 31, 2019 and 2018 were \$346 and \$0, respectively.

As part of the Transaction (see note 3), the REIT recorded a deferred tax liability totaling \$4,286 as a result of the acquired intangible assets having a higher financial statement carrying value than the respective income tax basis.

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities are as follows:

|   | March 31, 2019 | December 31, 2018 |
|---|----------------|-------------------|
| Deferred tax asset:                                       |                |                   |
| Legal expenses  | \$ 175         | \$ 180            |
| Net operating loss  | 212            | 17                |
| Deferred tax asset  | \$ 387         | \$ 197            |
| Deferred tax liabilities:                                 |                |                   |
| Acquired intangible assets book vs. tax basis<br>(note 4) | \$ 3,720       | \$ 3,877          |
| Deferred tax liability                                    | 3,720          | 3,877             |
| Deferred tax liability, net                               | \$ 3,333       | \$ 3,680          |

The reconciliation for deferred tax assets and liability for the periods presented are as follows:

|                                  |    |       |
|----------------------------------|----|-------|
| As at December 31, 2017          | \$ | -     |
| Deferred tax liability assumed   |    | 4,286 |
| Change in deferred tax liability |    | (409) |
| Change in deferred tax assets    |    | (197) |
| As at December 31, 2018          | \$ | 3,680 |
| Change in deferred tax liability |    | (157) |
| Change in deferred tax assets    |    | (190) |
| As at March 31, 2019             | \$ | 3,333 |

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 10. Debt

Debt consists of the following:

|                                     | March 31, 2019    | December 31, 2018 |
|-------------------------------------|-------------------|-------------------|
| Mortgages payable                   | \$ 343,288        | \$ 344,169        |
| Bank indebtedness                   |                   |                   |
| Term loans                          | 73,842            | 74,326            |
| Unsecured revolving credit facility | (1,420)           | 99,958            |
| <b>Total debt</b>                   | <b>\$ 415,710</b> | <b>\$ 518,453</b> |

### Mortgages payable:

Mortgages payable consist of the following:

|                            | March 31, 2019    | December 31, 2018 |
|----------------------------|-------------------|-------------------|
| Mortgages payable          | \$ 343,209        | \$ 344,085        |
| Mark-to-market adjustments | 1,025             | 1,129             |
| Financing costs, net       | (946)             | (1,045)           |
| Carrying value             | 343,288           | 344,169           |
| Less current portion       | (83,973)          | (32,072)          |
| <b>Long-term portion</b>   | <b>\$ 259,315</b> | <b>\$ 312,097</b> |

Mortgages payable that are due and payable within 12 months after the date of the consolidated statements of financial position presented, including scheduled principal payments on mortgages payable, are classified as current liabilities. Mortgages payable are collateralized by investment properties with a fair value of \$717,650 and \$712,350 as at March 31, 2019 and December 31, 2018, respectively. As at March 31, 2019 and December 31, 2018, mortgages payable bore interest at various rates ranging from 2.87% to 5.80% and have a weighted average effective interest rate of 3.75. Maturity dates range from 2019 – 2024 as at March 31, 2019. The weighted average term to maturity on mortgages payable was 2.8 years and 3.0 years as at March 31, 2019 and December 31, 2018, respectively.

On August 29, 2018, the REIT refinanced an existing fixed rate mortgage payable in the amount of \$17,808, with proceeds from a new, five-year, \$30,000 interest-only mortgage payable bearing a variable rate equal to one-month LIBOR plus a margin of 133 basis points. The REIT used the excess proceeds of \$12,224 and cash on hand to repay a maturing fixed rate mortgage with an outstanding balance of \$12,511. The REIT incurred financing costs \$331, which are being amortized using the effective interest rate method over the remaining term. On October 8, 2018

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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the REIT entered into an agreement to economically fix the interest rate using an interest rate swap at LIBOR of 3.00%, for a total fixed rate equal to 4.33%.

Future contractual cash flows of mortgages payable principal and interest are as follows as at March 31, 2019:

|      | Principal<br>Payments | Interest<br>Payments <sup>1</sup> | Total<br>Payments |
|------|-----------------------|-----------------------------------|-------------------|
| 2019 | \$ 31,196             | \$ 8,959                          | \$ 40,155         |
| 2020 | 87,723                | 10,137                            | 97,860            |
| 2021 | 73,676                | 8,239                             | 81,915            |
| 2022 | 26,426                | 5,249                             | 31,675            |
| 2023 | 83,185                | 2,747                             | 85,932            |
| 2024 | 41,003                | 1,158                             | 42,161            |
|      | <u>\$ 343,209</u>     | <u>\$ 36,489</u>                  | <u>\$ 379,698</u> |

<sup>1</sup> Includes interest from a variable rate mortgage which is fixed using an interest rate swap.

The REIT's mortgages payable contain customary representations, warranties, and events of default, which require the REIT to comply with affirmative and negative covenants. These covenants include (a) net worth thresholds, (b) senior debt service coverage ratios, (c) total indebtedness to gross book value ratios, and (d) liquid asset thresholds. As at March 31, 2019 and December 31, 2018, the REIT was in compliance with all covenants of its mortgages payable.

### Bank indebtedness:

Bank indebtedness consists of the following:

|                                     | March 31, 2019   | December 31, 2018 |
|-------------------------------------|------------------|-------------------|
| Unsecured revolving credit facility | \$ -             | \$ 101,000        |
| Term Loan I                         | 75,000           | 75,000            |
| Financing costs, net                | (2,578)          | (1,716)           |
| Carrying value                      | <u>\$ 72,422</u> | <u>\$ 174,284</u> |

On June 26, 2018, the REIT entered into a \$300,000 unsecured credit facility (the "Credit Facility"), comprised of the unsecured revolving credit facility and an unsecured delayed draw term loan with availability to borrow up to \$175,000 and \$125,000, respectively (subject to requisite unencumbered assets). The unsecured revolving credit facility matures on June 26, 2022, with

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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the option for two six-month extensions. The unsecured delayed draw term loan has a draw availability period of one year and a maturity date of June 26, 2023. On June 26, 2018, the REIT drew \$75,000 on the delayed draw term loan (the "Term Loan I") and \$13,000 on the unsecured revolving credit facility, using the proceeds to pay closing costs and repay the existing senior secured revolving credit facility ("Secured Revolving Facility") balance of \$86,000 in full.

On March 26, 2019, the REIT amended and restated the Credit Facility, thereby increasing the availability from \$300,000 to \$450,000 (subject to requisite unencumbered assets). The increase was comprised of a new delayed draw term loan (the "Term Loan II") of \$80,000 and an increase to the unsecured revolving facility of \$70,000. The amended and restated Credit Facility also extended the maturity date of the unsecured revolving facility to March 26, 2023, with the option for two six-month extensions. The Term Loan II has a draw availability period of one year and a maturity date of March 26, 2024. The amended and restated Credit Facility also contains an accordion feature which increases the REIT's availability to \$750,000 (subject to requisite unencumbered assets and lender approval).

For the three months ended March 31, 2019, the REIT repaid net funds from the unsecured revolving credit facility of \$101,000, with proceeds from the February 2019 offering (see note 13).

The unsecured revolving credit facility and the Term Loan I's interest rates are based on either LIBOR or base rate, plus an applicable margin based on leverage. The base rate is equal to the greater of: (a) the "prime rate" plus 1.0%, (b) 0.5% above the federal funds effective rate, or (c) 30-day LIBOR plus the applicable margin. As at March 31, 2019, the interest rate on the Term Loan I was 3.95%. As at December 31, 2018, the interest rate on the unsecured revolving credit facility and Term Loan I were 3.86% and 3.79%, respectively. The Credit Facility is subject to certain guarantees by the REIT and its related subsidiaries.

Financing costs related to the Credit Facility of \$2,947 are being amortized using the effective interest rate method over the respective terms ending on March 26, 2023, June 26, 2023, and March 26, 2024.

Availability on the Credit Facility was \$221,312 as at March 31, 2019, of which the REIT had drawn \$75,000, leaving remaining availability of \$146,312.

The REIT's Credit Facility contains customary representations, warranties, and events of default, which require the REIT to comply with certain covenants. The REIT was in compliance with all

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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covenants as at March 31, 2019 and December 31, 2018. See note 24 for further discussion on financial covenants.

Derivative instruments – Interest rate swap:

On August 28, 2018, the REIT entered into an agreement to economically fix the interest rate for the \$75,000 Term Loan I using an interest rate swap at LIBOR of 2.78% plus an applicable margin based on leverage.

On October 1, 2018, the REIT entered into an agreement to economically fix the interest rate for a \$30,000 variable rate mortgage using an interest rate swap at 4.33%

On December 31, 2018 the REIT entered into an agreement to economically fix the interest rate for a portion of the unsecured revolving facility totaling \$50,000 using an interest rate swap at LIBOR of 2.82% plus an applicable margin based on leverage.

The following table summarizes the details of the interest rate swaps outstanding as at March 31, 2019 and December 31, 2018:

| Transaction Date  | Principal Amount | Interest Rate | Maturity Date   | Financial Instrument Classification | Fair Value     |                   |
|-------------------|------------------|---------------|-----------------|-------------------------------------|----------------|-------------------|
|                   |                  |               |                 |                                     | March 31, 2019 | December 31, 2018 |
| August 28, 2018   | \$ 75,000        | 4.23%         | June 30, 2023   | FVTPL                               | \$ (1,936)     | \$ (1,145)        |
| October 1, 2018   | 30,000           | 4.33%         | August 31, 2023 | FVTPL                               | (1,101)        | (786)             |
| December 31, 2018 | 50,000           | 4.32%         | June 30, 2023   | FVTPL                               | (1,363)        | (839)             |
|                   | \$ 155,000       | 4.28%         |                 |                                     | \$ (4,400)     | \$ (2,770)        |

Total fair value expense recognized during the three months ended March 31, 2019 and 2018, which is reported under finance costs, was \$1,630 and \$0, respectively.

## 11. Class B Units:

On July 31, 2018, 728,237 Class B Units were issued with a fair value of \$10,000 as consideration in the Acquisition of WPT Capital and Internalization.

On September 26, 2018, Welsh redeemed 2,361,672 Class B Units in exchange for ownership and control over 2,361,672 REIT Units.

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Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Class B Units are valued at the REIT Units' closing price per the TSX as at March 31, 2019 and December 31, 2018, which was \$13.92 and \$12.85, respectively.

The following table shows the change in the carrying value and number of Class B Units outstanding for the periods presented:

|  | Units       | Value     |
|--|-------------|-----------|
| As at December 31, 2017  | 3,611,807   | \$ 45,942 |
| Class B Units issued, July 31, 2018                            | 728,237     | 10,000    |
| Redemption of Class B Units for REIT Units, September 26, 2018 | (2,361,672) | (31,197)  |
| Fair value adjustment to Class B Units                         | -           | 677       |
| As at December 31, 2018  | 1,978,372   | \$ 25,422 |
| Fair value adjustment to Class B Units                         | -           | 2,117     |
| As at March 31, 2019   | 1,978,372   | \$ 27,539 |

Included in finance costs for the three months ended March 31, 2019 and 2018 are \$376 and \$686, respectively, of distributions declared on Class B Units. Total distributions payable on Class B Units as at March 31, 2019 and December 31, 2018 were \$125.

## 12. Deferred compensation plans:

### Deferred Unit Incentive Plan ("DUIP")

#### *Deferred Trust Units ("DTUs")*

On April 26, 2013, the REIT authorized a DUIP, as amended and restated on May 13, 2016, that provides for the granting of Deferred Trust Units ("DTUs") to trustees, officers, employees, consultants and service providers, as well as employees of such service providers. DTUs defined as notional units with a fair value based on the REIT Units' closing price per the TSX. The maximum number of REIT Units reserved for issuance under the DUIP is 5% of the total number of REIT Units issued and outstanding from time to time. Vested DTUs may be redeemed in whole or in part for units of the REIT issued from treasury or cash. Whenever cash distributions are paid to REIT unitholders, additional DTUs are credited to the participant's outstanding DTU balance based on the 5-day volume-weighted average price on the grant date. These additional units vest on the same schedule as their corresponding DTUs.



# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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The REIT has granted or approved DTUs with the following vesting periods:

| Vesting Type       | Vesting Period                                    | Target Payout | Dividends      |
|--------------------|---|---------------|----------------|
| Basic DTUs         | Varies between one to five years                  | n/a           | Accrue monthly |
| Performance DTUs   | 100% following three-year performance period      | 0% - 150%     | Accrue monthly |
| Trustee Fee DTUs   | Immediately                                       | n/a           | Accrue monthly |
| Trustee Match DTUs | Three years; 33% per year on the anniversary date | n/a           | Accrue monthly |

Performance DTUs entitle certain officers and employees to receive the value of the Performance DTUs at the end of the applicable performance period, based upon the REIT achieving certain performance conditions. The target payout will be based on the REIT's relative total shareholder return performance compared to a predetermined peer group.

All members of the Board of Trustees have elected to receive their annual retainers and meeting fees for the current fiscal year and since inception in the form of DTUs. Annually, the REIT matches 50% of all annual trustee compensation received in DTUs.

A summary of DTUs granted under the DUIP is set forth below:

|                               | Basic DTUs | Performance DTUs | Trustee DTUs <sup>1</sup> | Total DTUs |
|-------------------------------|------------|------------------|---------------------------|------------|
| Total as at December 31, 2017 | 576,838    | -                | 158,539                   | 735,377    |
| Granted                       | 131,140    | 52,555           | 48,864                    | 232,559    |
| Distributions                 | 36,188     | 1,031            | 10,016                    | 47,235     |
| Redeemed                      | (44,000)   | -                | -                         | (44,000)   |
| Total as at December 31, 2018 | 700,166    | 53,586           | 217,419                   | 971,171    |
| Distributions                 | 10,280     | 771              | 3,125                     | 14,176     |
| Redeemed                      | (34,509)   | -                | -                         | (34,509)   |
| Total as at March 31, 2019    | 675,937    | 54,357           | 220,544                   | 950,838    |

<sup>1</sup> Includes Trustee fee and Trustee match DTUs.

Additional DTUs of \$1,082 have been approved, of which \$25 have been recorded as deferred compensation liability as at March 31, 2019, but are not yet granted.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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A summary of the vested DTUs granted and the total fair value of DTUs, inclusive of vested and unvested DTUs, is set forth below:

|                         | Basic<br>DTUs | Performance<br>DTUs | Trustee<br>DTUs <sup>1</sup> | Total<br>DTUs |
|-------------------------|---------------|---------------------|------------------------------|---------------|
| <b>Vested DTUs</b>      |               |                     |                              |               |
| December 31, 2018       | 251,200       | -                   | 184,673                      | 435,873       |
| March 31, 2019          | 302,784       | -                   | 200,465                      | 503,249       |
| <b>Total Fair Value</b> |               |                     |                              |               |
| December 31, 2018       | \$ 8,997      | \$ 707              | \$ 2,794                     | \$ 12,498     |
| March 31, 2019          | \$ 9,357      | \$ 639              | \$ 3,053                     | \$ 13,049     |

<sup>1</sup> Includes Trustee fee and Trustee match DTUs.

Total compensation expense related to DTUs for the three months ended March 31, 2019 and 2018 was \$1,779 and \$798, respectively. These amounts include adjustments based on the fair value of the DTUs and are reported within general and administrative expenses as at March 31, 2019 and 2018. Total compensation expense related to DTUs for the three months ended March 31, 2019 include \$207 of accelerated expense related to severance costs.

## *Deferred Partnership Units (“DPUs”)*

On July 31, 2018, the REIT authorized a subplan under the DUIP that provides for the granting of Deferred Partnership Units (“DPUs”) to trustees, officers, and employees of the REIT. DPUs are defined as exchangeable units granted by the Partnership that are economically equivalent to a REIT Unit and are exchangeable, at the holder’s option, to Class B Units or cash. Whenever cash distributions are paid to REIT unitholders, DPU Unitholders also receive a cash distribution for every outstanding DPU. DPUs vest based on various vesting periods, as defined in each specific award.

On July 31, 2018, the REIT issued 695,542 DPUs to officers and employees of the REIT, in conjunction with the Transaction (see note 3), which vest 50% upon each of the fourth and fifth anniversaries of the award date. The awards are also subject to an additional lock-up period of three years after vesting.

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Notes to Condensed Consolidated Interim Financial Statements (continued)  
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The following table shows the change in the number of DPUs outstanding for the periods presented:

|   | Total DPUs Granted |
|---|--------------------|
| Total as at December 31, 2017                           | -                  |
| Granted in 2018   | 695,542            |
| <b>Total as at March 31, 2019 and December 31, 2018</b> | <b>695,542</b>     |

Additional DPUs of \$1,013 have been approved, of which \$23 have been recorded as deferred compensation liability as at March 31, 2019, but are not yet granted.

For the three months ended March 31, 2019 and 2018, distributions declared on DPUs, which are included in finance costs were \$132 and \$0, respectively. Total distributions payable on DPUs as at March 31, 2019 and December 31, 2018 were \$44. As at March 31, 2019 and December 31, 2018, 79,739 and -0- DPUs have vested, respectively. The fair value of all outstanding DPUs as at March 31, 2019 and December 31, 2018 was \$9,629 and \$8,938, respectively.

Total compensation expense related to DPUs for the three months ended March 31, 2019 and 2018 were \$1,561 and \$0, respectively. The amount includes adjustments based on the fair value of the DPUs and is reported within general and administrative expenses as at March 31, 2019 and 2018. Total compensation expense related to DPUs for the three months ended March 31, 2019 include \$846 of accelerated expense related to severance costs.

The movement in the DUIP balance was as follows:

|                                       |           |               |
|---------------------------------------|-----------|---------------|
| Total as at December 31, 2017         | \$        | 6,551         |
| Deferred compensation expense         |           | 3,254         |
| Fair value adjustment                 |           | 743           |
| DTUs redeemed for cash and REIT Units |           | (561)         |
| <b>Total as at December 31, 2018</b>  | <b>\$</b> | <b>9,987</b>  |
| Deferred compensation expense         |           | 2,188         |
| Fair value adjustment                 |           | 1,151         |
| DTUs redeemed for cash and REIT Units |           | (475)         |
| <b>Total as at March 31, 2019</b>     | <b>\$</b> | <b>12,851</b> |

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## Unit Option Plan

On April 26, 2013, the REIT authorized the Plan, as amended and restated on May 13, 2016, under the terms of which options to purchase REIT Units may from time to time, be granted to trustees, officers, employees of the external manager and consultants, exercisable for a maximum period of 10 years from the date of grant. The maximum number of REIT Units reserved for issuance under the Plan is 5% of the total number of REIT Units issued and outstanding from time to time. These options vest as to one-third on the first anniversary of the grant date, and one-third on each of the second and third anniversaries.

A summary of options granted under the Plan is set forth below:

|   | Number of options | Weighted average exercise price |
|---|-------------------|---------------------------------|
| Outstanding, December 31, 2017                                    | 420,000           | \$ 10.02                        |
| Exercised in 2018   | (10,000)          | 10.14                           |
| Outstanding and Exercisable, March 31, 2019 and December 31, 2018 | 410,000           | \$ 10.02                        |

The total fair value of options granted as at March 31, 2019, December 31, 2018 and as at the grant date was \$1,200, \$862 and \$327, respectively. The aggregate intrinsic value of exercisable options as at March 31, 2019 and December 31, 2018 was \$1,568 and \$1,160, respectively. The weighted average remaining contractual life for outstanding options and for exercisable options as at March 31, 2019 was 4.5 years.

The movement in the liability balance related to the Plan was as follows:

|  |          |
|--|----------|
| Total as at December 31, 2017          | \$ 796   |
| Fair value adjustment                  | 94       |
| Stock options exercised for REIT Units | (28)     |
| Total as at December 31, 2018          | \$ 862   |
| Fair value adjustment                  | 338      |
| Total as at December 31, 2018          | \$ 1,200 |

Total compensation expense related to the option plan for the three months ended March 31, 2019 and 2018 was \$338 and \$107, respectively. These amounts include adjustments based on the fair value of the options and are reported within general and administrative expenses as at March 31, 2019 and 2018.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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As at March 31, 2019, fair value adjustments were determined using the Black-Scholes option pricing model with the following assumptions:

|                              |           |
|------------------------------|-----------|
| Average expected option term | 2.3 years |
| Risk-free interest rate      | 2.24%     |
| Expected volatility          | 16.44%    |
| Dividend yield               | 5.49%     |

## 13. Unitholders' equity:

The REIT's Declaration of Trust authorizes the issuances of an unlimited number of REIT units ("REIT Unit"). REIT Units are ordinary units of the REIT, each of which represents a unitholders' proportionate undivided beneficial interest and voting rights in the REIT.

On September 26, 2018, Welsh redeemed 2,361,672 Class B Units in exchange for ownership and control over 2,361,672 REIT Units.

On February 25, 2019, the REIT issued 10,000,000 REIT Units at a price of \$13.50 per REIT Unit to a syndicate of underwriters on a bought deal basis for net cash proceeds to the REIT of approximately \$128,966 (the "February 2019 Offering") (inclusive of underwriters' fees and issuance costs of \$6,034).

The following table shows the change in value and number of REIT Units outstanding for the periods presented:

|   | Units      | Value      |
|---|------------|------------|
| As at December 31, 2017   | 44,545,772 | \$ 470,204 |
| Redemption of Class B Units for REIT Units, September 26, 2018                          | 2,361,672  | 31,197     |
| DTUs redeemed for REIT Units  | 25,859     | 329        |
| REIT Units issued due to exercise of stock options                                      | 1,505      | 20         |
| As at December 31, 2018   | 46,934,808 | \$ 501,750 |
| REIT Units issued on completion of the February 2019 Offering, net of transaction costs | 10,000,000 | 128,966    |
| DTUs redeemed for REIT Units  | 17,327     | 239        |
|   | 56,952,135 | \$ 630,955 |

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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(a) Distributions:

The REIT declared distributions to unitholders of record in the amount of \$10,180 (\$0.19 per Unit) and \$8,459 (\$0.19 per Unit) for the three months ended March 31, 2019 and 2018, respectively. Total distributions payable as at March 31, 2019 and December 31, 2018 were \$3,605 and \$2,971, respectively.

**14. Related party transactions:**

Transactions with Key Personnel and AIMCo:

The following were related party transactions with key personnel of the REIT and AIMCo:

*Business Combination (note 3)*

On July 31, 2018, the REIT (through its wholly owned subsidiaries) internalized management and acquired 100% of the membership interests of WPT Capital, through the issuance of separate share purchase agreements with AIMCo and the principals of WPT Capital, collectively. Concurrently with the Transaction, certain employees of WPT Capital became key personnel of the REIT or its subsidiaries.

*Louisville Property acquisition (note 3)*

On September 28, 2018, the REIT indirectly acquired from AIMCo and certain key employees of the REIT's management team, the Louisville Property for a purchase price of \$17,860 (exclusive of closing and transaction costs). Under the AIMCo Venture Management Agreement, the REIT exercised its right of first opportunity to acquire the investment property. The acquisition was unanimously approved by the independent members of the REIT's Board of Trustees. Prior to and as a result of the acquisition, the REIT earned fees as the asset and property manager of the property commencing on July 31, 2018. There are no fees receivable or payable at March 31, 2019.

WPT Capital:

Prior to the Transaction (note 3) on July 31, 2018, the REIT had related party transactions with WPT Capital, the former asset and property manager (see note 3).

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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The activity from each related party, except the transactions noted above, are set forth below for the periods presented as follows:

|  | Three months ended<br>March 31, |        |
|--|---------------------------------|--------|
|  | 2019                            | 2018   |
| <b>Fees earned under asset management agreement (1)</b>    |                                 |        |
| Asset management fees                                      | \$ -                            | \$ 588 |
| Construction management fees                               | -                               | 21     |
| Out-of-pocket fees   | -                               | 78     |
| <b>Fees earned under property management agreement (2)</b> | -                               | 574    |

## 15. Revenues:

The REIT enters into long-term lease contracts with tenants for space in its properties. Leases generally provide for the tenant to pay the REIT base rent, with provisions for contractual increases in base rent over the term of the lease, plus operating costs, property tax and insurance recoveries. Revenues earned are recorded as follows:

|  | Three Months ended<br>March 31, |           |
|--|---------------------------------|-----------|
|  | 2019                            | 2018      |
| Base rent                                | \$ 18,552                       | \$ 16,954 |
| Recovery of property taxes and insurance | 4,070                           | 3,583     |
| Recovery of property operating expenses  | 2,576                           | 2,001     |
|  | \$ 25,198                       | \$ 22,538 |

The REIT leases investment properties to tenants under non-cancellable operating leases. The leases have various terms, escalation clauses and renewal rights as well as early termination fees.

There were no tenants that accounted for more than 10% of the REIT's total rental revenue for the three months ended March 31, 2019 or 2018.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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As at March 31, 2019, the total future contractual minimum base rent lease payments expected to be received under non-cancellable leases are as follows:

|                      |            |
|----------------------|------------|
| One year or less     | \$ 70,199  |
| 2 – 5 years          | 198,014    |
| Greater than 5 years | 94,458     |
|                      | \$ 362,671 |

## 16. Management fee revenue:

The REIT earned revenue from asset and property management services provided as part of the AIMCo Venture Management Contracts and Venture Management Contracts (note 3). For the three months ended March 31, 2019 and 2018, the REIT recognized management fee revenue of \$491 and \$0, respectively.

## 17. General and administrative expenses:

General and administrative expenses incurred and charged to net income and comprehensive income are recorded as follows:

|  | Three months ended<br>March 31, |          |
|--|---------------------------------|----------|
|  | 2019                            | 2018     |
| Salaries and benefits                          | \$ 1,556                        | \$ -     |
| Severance costs                                | 1,503                           | -        |
| Fair value adjustment to deferred compensation | 1,489                           | 387      |
| Deferred compensation                          | 1,136                           | 518      |
| Other  | 343                             | 527      |
| Third-party asset management fees              | -                               | 588      |
|  | \$ 6,027                        | \$ 2,020 |

## 18. Trustee and Employee costs

Trustee and employee costs, including salaries and wages, bonus and incentives, deferred compensation and fair value adjustments to deferred compensation, and other employee benefits was \$4,181 and \$905 for the three months ended March 31, 2019 and 2018, respectively.



# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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For the three months ended March 31, 2019 and 2018

Employee costs are recognized in the following line items in the consolidated statement of net income and comprehensive income:

|  | Three months ended<br>March 31, |        |
|--|---------------------------------|--------|
|  | 2019                            | 2018   |
| General and administrative expenses      | \$ 3,873                        | \$ 905 |
| Investment properties operating expenses | 308                             | -      |
|  | \$ 4,181                        | \$ 905 |

## 19. Finance costs

Finance costs incurred and charged to net income and comprehensive income are recorded as follows:

|  | Three months ended<br>March 31, |          |
|--|---------------------------------|----------|
|  | 2019                            | 2018     |
| Interest on mortgages payable  | \$ 3,181                        | \$ 3,273 |
| Interest on bank indebtedness  | 1,600                           | 656      |
| Amortization of financing costs  | 222                             | 203      |
| Amortization of mark-to-market adjustments on fixed<br>interest rate mortgages payable | (104)                           | (131)    |
| Distributions on Class B Units and DPUs  | 508                             | 686      |
|  | \$ 5,407                        | \$ 4,687 |
| Fair value adjustment to Class B Units   | 2,117                           | 867      |
| Fair value adjustment to derivative instrument   | 1,630                           | -        |
|  | \$ 9,154                        | \$ 5,554 |

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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For the three months ended March 31, 2019 and 2018

## 20. Reconciliation of liabilities arising from financing activities:

The table below is a reconciliation of the liabilities arising from financing activities:

|  | Mortgages<br>Payable | Secured<br>Revolving<br>Facility | Term loans | Unsecured<br>revolving<br>credit facility | Total      |
|--|----------------------|----------------------------------|------------|---|------------|
| As at December 31, 2017                    | \$ 348,480           | \$ 76,892                        | \$ -       | \$ -                                      | \$ 425,372 |
| Scheduled principal payments               | (3,545)              | -                                | -          | -   | (3,545)    |
| Proceeds from financing                    | 30,000               | 8,500                            | 75,000     | 101,500                                   | 215,000    |
| Repayments                                 | (30,319)             | (86,000)                         | -          | (500)                                     | (116,819)  |
| Financing costs paid                       | (331)                | (13)                             | (712)      | (1,137)                                   | (2,193)    |
| Other adjustments, non-cash <sup>1 2</sup> | (116)                | 508                              | 85         | 161                                       | 638        |
| Transferred financing costs <sup>3</sup>   | -                    | 113                              | (47)       | (66)                                      | -          |
| As at December 31, 2018 (note 10)          | \$ 344,169           | \$ -                             | \$ 74,326  | \$ 99,958                                 | \$ 518,453 |
| Scheduled principal payments               | (876)                | -                                | -          | -   | (876)      |
| Proceeds from financing                    | -                    | -                                | -          | 4,000                                     | 4,000      |
| Repayments                                 | -                    | -                                | -          | (105,000)                                 | (105,000)  |
| Financing costs paid                       | -                    | -                                | (525)      | (460)                                     | (985)      |
| Other adjustments, non-cash <sup>1</sup>   | (5)                  | -                                | 41         | 82  | 118        |
| As at March 31, 2019 (note 10)             | \$ 343,288           | \$ -                             | \$ 73,842  | \$ (1,420)                                | \$ 415,710 |

(1) Represents other adjustments including amortization of financing costs and mark-to-market adjustments using the effective interest rate method.

(2) Includes the write-off of the remaining balance of financing costs from the Secured Revolving Facility of \$274.

(3) Includes initial financing costs from the Secured Revolving Facility of \$113 that were applied to the Credit Facility.

## 21. Segment reporting:

Management, when measuring the investment properties performance, does not distinguish or group its operations on a geographical or any other basis. Accordingly, the REIT has a single reportable segment for disclosure purposes in accordance with IFRS.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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For the three months ended March 31, 2019 and 2018

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## 22. Commitment and contingencies:

- (a) The REIT has agreed to indemnify, in certain circumstances, the trustees and the officers of the REIT in respect of any taxes, penalties or interest imposed upon the trustee or officer in consequence of his/her performance of his/her duties as a trustee or officer.
- (b) The REIT has a contingent obligation to expand the gross leasable area at one of its investment properties at the option of the tenant. Management estimates the cost associated with this expansion, should it occur, to be approximately \$1,000. The expansion is conditional on mutual agreement between the tenant and the REIT with regard to the base rental rates to be charged for occupying such expansion space. This contingent obligation will terminate at expiration of the underlying lease, inclusive of lease renewal options, on November 30, 2032.
- (c) The REIT has entered into a non-cancellable ground lease for land related to one of its investment properties. Annual payments under the lease are approximately \$100 through May 31, 2023. Annual payments thereafter are adjusted based on changes in the consumer price index until expiration in 2093.
- (d) In connection with an acquisition of an investment property located in Atlanta, Georgia on April 29, 2014 (the "Atlanta Property"), \$40,170 of Bonds were assumed. The authorized amount of the Bonds is \$41,500, of which \$40,170 was outstanding as at March 31, 2019 and December 31, 2018. The Bonds provide for real estate tax abatement for the acquired investment properties. Through a series of transactions, the REIT is both the bondholder and the obligor of the Bonds. Therefore, in accordance with IAS 32, the Bonds are not recorded in the consolidated statements of financial position.
- (e) The REIT has entered into a lease with a tenant in which the REIT has the obligation to expand the gross leasable area at one of its investment properties. Management estimates the cost associated with this expansion to be approximately \$7,100. Management expects the construction to be completed in the next six months with additional revenue from the expansion space coinciding with the completion of construction.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 23. Fair value measurement:

The following table represents the fair value hierarchy of assets and liabilities measured at fair value in the condensed consolidated statement of financial position after initial recognition and assets and liabilities not measured at fair value in the condensed consolidated statement of financial position but for which the fair value is disclosed in the notes to the consolidated financial statements as at March 31, 2019 and December 31, 2018, are as follows:

|                                | Level 1 | Level 2 | Level 3      | Total        |
|--------------------------------|---------|---------|--------------|--------------|
| <b>As at March 31, 2019</b>    |         |         |              |              |
| <b>Assets:</b>                 |         |         |              |              |
| Investment properties          | \$ -    | \$ -    | \$ 1,126,697 | \$ 1,126,697 |
| Cash                           | 22,490  | -       | -            | 22,490       |
| Right of use asset             | -       | 3,321   | -            | 3,321        |
| <b>Liabilities:</b>            |         |         |              |              |
| Mortgages payable              | -       | 344,074 | -            | 344,074      |
| Deferred compensation          | 12,615  | 1,200   | 236          | 14,051       |
| Class B Units                  | 27,539  | -       | -            | 27,539       |
| Derivative instruments         | -       | 4,400   | -            | 4,400        |
| Lease liability                | -       | 3,321   | -            | 3,321        |
| Security deposits              | 1,579   | -       | -            | 1,579        |
|                                | Level 1 | Level 2 | Level 3      | Total        |
| <b>As at December 31, 2018</b> |         |         |              |              |
| <b>Assets:</b>                 |         |         |              |              |
| Investment properties          | \$ -    | \$ -    | \$ 1,117,672 | \$ 1,117,672 |
| Cash                           | 8,245   | -       | -            | 8,245        |
| Right of use asset             | -       | 3,336   | -            | 3,336        |
| <b>Liabilities:</b>            |         |         |              |              |
| Mortgages payable              | -       | 342,680 | -            | 342,680      |
| Deferred compensation          | 9,811   | 862     | 176          | 10,849       |
| Class B Units                  | 25,422  | -       | -            | 25,422       |
| Derivative instruments         | -       | 2,770   | -            | 2,770        |
| Lease liability                | -       | 3,336   | -            | 3,336        |
| Security deposits              | 1,534   | -       | -            | 1,534        |

The carrying value of the REIT's assets and liabilities approximated fair value except mortgages payable which were calculated by discounting future cash flows using appropriate discount rates.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of U.S. dollars, except per unit amounts)  
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(a) Fair value of financial instruments:

The following summarizes the significant methods and assumptions used in estimating fair values of the REIT's financial instruments, excluding financial instruments carried at amortized cost where carrying value approximates fair value:

(i) Mortgages payable:

The REIT estimates the fair value of mortgages payable using a discounted cash flow analysis and a yield rate that was estimated based on the borrowing rates currently available to the REIT for mortgages payable with similar terms and maturities, which is a Level 2 input.

(ii) Deferred compensation:

The fair value of unit options granted is estimated using the Black-Scholes option pricing model (Level 2).

The fair value of Basic DTUs and DPUs granted is estimated based on the market trading prices of the REIT Units (Level 1).

The fair value of Performance DTUs granted is based on a third-party valuation (Level 3).

(iii) Class B Units:

The fair value of Class B Units is estimated based on the market trading prices of the REIT Units (Level 1).

(iv) Derivative instrument:

The fair value of the derivative instrument is estimated using a discounted cash flow model using observable yield curves and applicable credit spreads (Level 2).

(v) Other financial assets and liabilities:

Amounts receivable, cash and cash equivalents, restricted cash, distributions payable, the Secured Revolving Facility, the Term Loan I, the unsecured revolving credit facility,

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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amounts payable and accrued liabilities are carried at amortized cost, which, due to their short-term nature, approximates fair value.

## **24. Capital management:**

The primary objective of the REIT's capital management policy is to ensure sufficient liquidity to pursue its growth through acquisitions, to fund leasing costs and capital expenditure requirements, to maintain a flexible capital structure that optimizes the cost of capital at acceptable risk and preserves the ability to meet financial obligations, to ensure adequate funds are available to maintain consistent and sustainable unitholders' distributions, and to remain within its quantitative banking covenants.

The REIT's capital structure consists of cash, debt (including mortgages payable, the Credit Facility and Class B Units), and unitholders' equity. In managing its capital structure, the REIT monitors performance and makes adjustments to its capital structure based on its investment strategies and changes to economic conditions. In order to maintain or adjust its capital structure, the REIT may issue equity or new debt, issue new debt to replace existing debt (with different characteristics), or reduce the amount of existing debt.

Part of the REIT's objectives in securing mortgages for its investment properties and managing its long-term debt is to stagger the maturities in order to mitigate short-term volatilities in the debt markets. The REIT's declaration of trust stipulates that the REIT shall not incur indebtedness greater than 60% of gross book value. As at March 31, 2019 and December 31, 2018, the REIT's debt-to-gross book value ratio was 37.1% and 46.5% (total outstanding principal balance of debt of \$418,209 and \$520,085 as at March 31, 2019 and December 31, 2018, respectively, divided by gross book value of \$1,126,697 and \$1,117,672 as at March 31, 2019 and December 31, 2018, respectively). The REIT has no convertible debentures outstanding and has never issued any.

The REIT is required under the terms of its Credit Facility to meet certain financial covenants, including:

- (a) minimum unencumbered pool value shall not be less than \$175,000 and shall contain at least 12 properties;
- (b) The aggregate occupancy rate shall not be less than 80%
- (c) consolidated total indebtedness shall not exceed 60%;

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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- (d) consolidated total secured indebtedness shall not exceed 40%;
- (e) consolidated secured recourse indebtedness shall not exceed 10%
- (f) the outstanding principal balance of the Credit Facility shall not be greater than 60% the unencumbered pool value;
- (g) unsecured interest coverage ratio shall not be less than 2.50 to 1.00
- (h) the ratio of adjusted consolidated earnings before interest, taxes, depreciation and amortization to consolidated fixed charges for the most recently ended four quarters shall not be less than 1.50 to 1.00;
- (i) consolidated tangible net worth shall not be less than the sum of (i) \$410,365 plus (ii) 70% of the sum of any additional net offering proceeds subsequent to April 21, 2016, plus (iii) 70% of the value of interests in the REIT issued upon the contribution of assets to the REIT or its subsidiaries subsequent to June 26, 2018;

The REIT complied with all financial covenants as at March 31, 2019 and December 31, 2018.

## **25. Financial risk management:**

Risk Management:

The REIT's activities expose it to market risk, credit risk and liquidity risk. Risk management is carried out by management of the REIT.

- (a) Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk consists of interest rate risk, currency risk and other market price risk. There is interest rate risk associated with the REIT's fixed interest rate mortgages payable due to the expected requirement to refinance such mortgages payable in the year of maturity. In order to manage exposure to interest rate risk, the REIT endeavors to manage maturities of fixed interest rate mortgages payable, enter into interest rate swaps and match the nature of the mortgages payable with the cash flow characteristics of the underlying asset. This risk is also minimized through the REIT having mortgages payable in fixed term arrangements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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The REIT has no material exposure to currency risk.

- (b) Credit risk arises from the possibility that tenants in investment properties may not fulfill their lease or contractual obligations. The REIT mitigates its credit risks by attracting tenants of sound financial standing and by diversifying its mix of tenants. It also monitors tenant payment patterns and discusses potential tenant issues with property managers on a regular basis. Cash carries minimal credit risk as all funds are maintained with highly reputable financial institutions. The carrying amount of financial assets represents the maximum credit exposure.
- (c) Liquidity risk is the risk that the REIT will encounter difficulty in meeting obligations associated with the maturity of financial obligations. The REIT manages maturities of the fixed interest rate mortgages payable and monitors the repayment dates to ensure sufficient capital will be available to cover obligations.

## 26. Supplementary cash flow information:

Change in non-cash working capital is comprised of the following:

|  | Three months ended<br>March 31, |          |
|--|---------------------------------|----------|
|  | 2019                            | 2018     |
| Amounts receivable   | \$ (423)                        | \$ (323) |
| Prepaid expenses   | (175)                           | 325      |
| Restricted cash  | (776)                           | (908)    |
| Amounts payable and accrued liabilities  | 1,007                           | 172      |
| Amounts payable and accrued liabilities related to additions<br>to investment properties | 196                             | 887      |
| Security deposits  | 44                              | (3)      |
|  | \$ (127)                        | \$ 150   |

## 27. Subsequent events:

On April 5, 2019, the REIT acquired a portfolio of 13 industrial buildings and three land parcels located in multiple markets across the U.S. (the "Infill Logistics Portfolio") for a purchase price of \$226,000 (exclusive of closing and transaction costs). The purchase price was satisfied funds from Term Loan I, Term Loan II, unsecured revolving credit facility and cash on hand.



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On April 25, 2019, the REIT repaid a mortgage payable bearing a fixed interest rate of 3.41% with a remaining principal balance of \$28,325, with funds from the unsecured revolving credit facility. The property, previously encumbered by the mortgage payable, was added to the unencumbered asset pool thereby increasing the availability on the unsecured revolving credit facility.