

Consolidated Financial Statements  
(In U.S. dollars)

# **WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST**

For the years ended December 31, 2015 and 2014



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## INDEPENDENT AUDITORS' REPORT

To the Unitholders of WPT Industrial Real Estate Investment Trust

We have audited the accompanying consolidated financial statements of WPT Industrial Real Estate Investment Trust, which comprise the consolidated statements of financial position as at December 31, 2015 and 2014, the consolidated statements of net income and comprehensive income, changes in unitholders' equity and cash flows for the years then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

### *Management's Responsibility for the Consolidated Financial Statements*

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditors' Responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

### *Opinion*

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of WPT Industrial Real Estate Investment Trust as at December 31, 2015 and 2014, and its consolidated financial performance and its consolidated cash flows for the years then ended in accordance with International Financial Reporting Standards.

Chartered Professional Accountants, Licensed Public Accountants

March 23, 2016  
Toronto, Canada

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

	December 31, 2015	December 31, 2014
<b>Assets</b>		
Non-current assets:		
Investment properties (note 5)	\$ 742,592	\$ 633,056
Other non-current assets	186	1,156
	<u>742,778</u>	<u>634,212</u>
Current assets:		
Amounts receivable (note 6)	1,396	1,295
Prepaid expenses	591	982
Restricted cash	1,238	925
Cash and cash equivalents	5,856	5,526
	<u>9,081</u>	<u>8,728</u>
<b>Total assets</b>	<b>\$ 751,859</b>	<b>\$ 642,940</b>
<b>Liabilities and Unitholders' Equity</b>		
Non-current liabilities:		
Mortgages payable (note 9)	\$ 292,314	\$ 264,566
Revolving Facility (note 10)	46,600	56,497
Class B Units (note 11)	181,942	166,717
Security deposits	924	824
	<u>521,780</u>	<u>488,604</u>
Current liabilities:		
Mortgages payable (note 9)	23,161	2,113
Amounts payable and accrued liabilities (note 7)	12,316	10,341
Distributions payable (note 12)	1,172	828
	<u>36,649</u>	<u>13,282</u>
<b>Total liabilities</b>	<b>558,429</b>	<b>501,886</b>
<b>Total unitholders' equity</b>	<b>193,430</b>	<b>141,054</b>
Commitments and contingencies (note 16)		
Subsequent events (note 21)		
<b>Total liabilities and unitholders' equity</b>	<b>\$ 751,859</b>	<b>\$ 642,940</b>

See accompanying notes to consolidated financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

	Year ended December 31,	
	2015	2014
Investment properties:		
Investment properties revenue	\$ 67,423	\$ 57,351
Investment properties operating expenses	15,201	13,669
Net investment property income	52,222	43,682
Other expenses and (income):		
General and administrative	6,668	4,098
Fair value adjustment to investment properties	(17,418)	(16,044)
Fair value adjustment to investment properties – IFRIC 21	1,620	364
Finance costs (note 14):		
Fair value adjustment on Class B Units and financial instruments	15,225	31,137
Distributions on Class B Units	10,956	10,020
Other finance costs	13,611	11,861
Total finance costs	39,792	53,018
Net income and comprehensive income	\$ 21,560	\$ 2,246

See accompanying notes to consolidated financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Consolidated Statements of Changes in Unitholders' Equity  
(In thousands of U.S. dollars)

	REIT Units	Trust Equity	Distributions	Accumulated Income	Unitholders' Equity
Balance, December 31, 2013 (note 12)	10,732,200	\$ 95,163	\$ (5,281)	\$ 27,632	\$ 117,514
REIT Units issued, net of issue costs	3,478,200	30,624	-	-	30,624
REIT Units issued due to exercise of stock options	219	3	-	-	3
Net income and comprehensive income	-	-	-	2,246	2,246
Distributions declared	-	-	(9,333)	-	(9,333)
Balance, December 31, 2014 (note 12)	14,210,619	\$ 125,790	\$ (14,614)	\$ 29,878	\$ 141,054
REIT Units issued, net of issue costs	4,312,500	44,145	-	-	44,145
Net income and comprehensive income	-	-	-	21,560	21,560
Distributions declared	-	-	(13,329)	-	(13,329)
Balance, December 31, 2015 (note 12)	18,523,119	\$ 169,935	\$ (27,943)	\$ 51,438	\$ 193,430

See accompanying notes to consolidated financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

	Year ended December 31,	
	2015	2014
<b>Cash flows from operating activities:</b>		
Net income	\$ 21,560	\$ 2,246
Finance costs (note 14)	39,792	53,018
Non-cash items:		
Amortization of straight-line rent	(754)	(2,519)
Property tax liability under IFRIC 21	(1,620)	(364)
Fair value adjustment to investment properties – IFRIC 21	1,620	364
Fair value adjustment to investment properties	(17,418)	(16,044)
Deferred compensation expense	1,292	936
Fair value adjustment on deferred compensation	548	164
Amortization of lease incentives	486	138
Change in non-cash working capital (note 20)	(457)	(692)
Cash flows provided by operating activities	45,049	37,247
<b>Cash flows from financing activities:</b>		
Repayment of mortgages payable	(2,114)	(48,243)
Proceeds from mortgages payable	51,750	96,040
Repayment of Revolving Facility	(47,200)	(16,100)
Proceeds from Revolving Facility	37,000	29,000
Proceeds from repayment of note receivable	-	2,113
Financing costs incurred	(519)	(1,081)
Proceeds from issuance of REIT Units, net of issue costs (note 12)	44,145	30,624
Distributions paid	(12,985)	(9,131)
Interest paid	(24,442)	(21,528)
Cash flows provided by financing activities	45,635	61,694
<b>Cash flows from investing activities:</b>		
Acquisition of investment properties (note 4)	(87,887)	(98,669)
Additions to investment properties, including lease incentives	(3,437)	(1,787)
Change in capital escrows	970	1,115
Cash flows (used in) investing activities	(90,354)	(99,341)
Increase (decrease) in cash and cash equivalents	330	(400)
Cash and cash equivalents, beginning of period	5,526	5,926
Cash and cash equivalents, end of period	\$ 5,856	\$ 5,526

See accompanying notes to consolidated financial statements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

For the years ended December 31, 2015 and 2014

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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 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 333 Bay Street, Suite 3400, Toronto, Ontario.

As at December 31, 2015, the REIT owned a portfolio of investment properties comprised of 46 industrial investment properties and two office investment properties, located in 13 states in the U.S.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

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## 1. Basis of Presentation:

### (a) Statement of compliance:

The consolidated financial statements of the REIT have been prepared by management in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("IASB").

These consolidated financial statements were approved by the board of trustees of the REIT (the "Board of Trustees") on March 23, 2016.

### (b) Basis of measurement:

The consolidated financial statements have been prepared on a historical cost basis except for investment properties, derivative financial instruments and Class B Units ("Class B Units") which have been measured at fair value. The consolidated 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 when otherwise indicated.

### (c) Basis of consolidation:

The consolidated financial statements comprise the financial statements of the REIT and its subsidiaries. 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.

## 2. Significant Accounting Policies:

### (a) Business combinations:

Business combinations are accounted for under the acquisition method of accounting. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at fair value as at the acquisition date. Goodwill, if any, is the excess of the cost of acquisition over the fair value of the REIT's share of the identifiable net assets acquired. If the cost of acquisition is less than the fair value of the REIT's share of the net assets acquired, the difference is recognized immediately in the consolidated

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

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statements of net income and comprehensive income. Transaction costs incurred in connection with business combinations are expensed as incurred.

(b) Investment properties:

Investment properties are initially recorded at cost, including related transaction costs in the case of asset acquisitions, and includes primarily industrial investment properties held to earn rental revenue and/or for capital appreciation. The REIT has selected the fair value method of accounting to account for real estate classified as investment properties. As a result, subsequent to initial recognition, investment properties are carried at fair value, with gains and losses arising from changes in fair value recognized in the consolidated statements of net income and comprehensive income during the year in which they arise.

Investment properties include land, buildings, improvements to investment properties and all direct leasing costs incurred in obtaining and retaining property tenants. Lease incentives that do not provide benefits beyond the initial lease term are amortized as a reduction to investment properties revenue on a straight-line basis over the term of the lease.

Capital expenditures, including tenant improvements, are added to the carrying value of the investment properties only when it is probable that future economic benefits will flow to the investment property and cost can be measured reliably. Repairs and maintenance expenditures are expensed when incurred.

Investment properties are derecognized when they have been disposed of or permanently withdrawn from use and no future economic benefit is expected from their disposal. Prior to their disposal, the carrying values of the investment properties are adjusted to reflect their fair values. This adjustment is recorded as a fair value gain or loss. Any remaining gain or loss arising on derecognition of the investment property (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the consolidated statements of net income and comprehensive income for the year in which the investment property is derecognized.

(c) Fair value measurement:

The REIT measures financial instruments, such as derivatives, and non-financial assets, such as real estate investment properties, at fair value at each balance sheet date. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date under current market

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Notes to Consolidated Financial Statements (continued)  
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conditions. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability, or
- In the absence of a principal market, in the most advantageous market for the asset or liability

The principal or the most advantageous market must be accessible by the REIT.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability assuming that market participants act in their economic best interests. A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The REIT uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognized in the financial statements on a recurring basis, the REIT determines whether transfers have occurred between levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

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Notes to Consolidated Financial Statements (continued)  
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For the purpose of fair value disclosures, the REIT has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

(d) Cash, cash equivalents and restricted cash:

Cash and cash equivalents include all short-term investments with an original maturity of three months or less and excludes cash subject to restrictions that prevent its use for current purposes. Restricted cash represents amounts required to be held in escrow by various mortgages payable, related to insurance, real estate taxes and capital expenditures. These items are included in either other non-current assets or restricted cash depending on their required holding period.

(e) Revenue recognition:

The REIT accounts for tenant leases as operating leases given that it has retained substantially all of the risks and benefits of ownership of its investment properties.

Revenue from investment properties includes base rents that each tenant pays in accordance with the terms of its respective lease, recoveries of operating expenses, including property taxes, common area maintenance, lease termination fees and other incidental income. Revenue recognition under a lease commences when the tenant has the right to use the investment property.

The total amount of contractual rent to be received from operating leases is recognized on a straight-line basis over the term of the lease, resulting in an accrual recording the cumulative difference between the rental revenue as recorded on a straight-line basis and rents received from tenants in accordance with their respective lease terms. This accrual is presented as a straight-line rent receivable and forms a component of investment properties.

Recoveries of operating expenses from tenants are recognized as revenue in accordance with the terms of the underlying leases, which is generally in the year in which the corresponding costs are incurred. Other revenue is recorded at the time the service is provided.

An allowance for doubtful accounts is maintained for estimated losses resulting from the inability of tenants to meet the contractual obligations under their lease agreements. Such

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Notes to Consolidated Financial Statements (continued)  
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allowances are reviewed periodically based on the recovery experience of the REIT and the creditworthiness of the tenants.

(f) Financial instruments:

(i) Designation of financial instruments:

The following summarizes the REIT's classification and measurement of financial assets and financial liabilities:

Financial assets and liabilities	Classification	Measurement
Cash and cash equivalents	Loans and receivables	Amortized cost
Amounts receivable (rent and other receivables)	Loans and receivables	Amortized cost
Restricted cash	Loans and receivables	Amortized cost
Capital escrows	Other assets	Amortized cost
Mortgages payable	Other liabilities	Amortized cost
Class B Units	FVTPL	Fair value
Revolving Facility	Other liabilities	Amortized cost
Security deposits	Other liabilities	Amortized cost
Deferred compensation	FVTPL	Fair value
Amounts payable and accrued liabilities	Other liabilities	Amortized cost

(ii) Financial assets:

The REIT classifies its non-derivative financial assets with fixed or determinable payments that are not quoted in an active market as loans and receivables. All financial assets are initially measured at fair value, and subsequently are measured at amortized cost using the effective interest method, less any impairment losses.

A provision for impairment for amounts receivable is established when there is objective evidence that collection will not be possible under the original terms of the contract. Indicators of impairment include delinquency of payment and significant financial difficulty of the tenant. The carrying amount of the financial asset is reduced through an allowance account, and the amount of the loss is recognized in the consolidated statements of net income and comprehensive income within investment properties operating expenses. Bad debt write-offs occur when management determines collection

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Notes to Consolidated Financial Statements (continued)  
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is not possible. Any subsequent recoveries of amounts previously written off are credited against investment properties operating expenses in the consolidated statements of net income and comprehensive income. Amounts receivables that are less than three months past due are not considered impaired unless there is evidence that collection is not possible.

(iii) Financial liabilities:

The REIT classifies financial liabilities on initial recognition as other liabilities measured at amortized cost, or in the case of Class B Units at fair value, with changes in fair value through profit and loss ("FVTPL"). The REIT initially recognizes borrowings on the date they are originated. All other financial liabilities are recognized initially on the trade date at which the REIT becomes party to the contractual provisions of the instrument. Mortgages payable and other financial liabilities are initially recognized at fair value less directly attributable transaction costs, or at fair value when assumed in a business combination or asset acquisition. Subsequent to initial recognition, these financial liabilities are recognized at amortized cost using the effective interest rate method.

The REIT derecognizes a financial liability when its contractual obligations are discharged, cancelled or expired.

(iv) Finance costs:

Finance costs include interest expense on mortgages payable and the Revolving Facility (as defined in note 10), distributions on Class B Units, the gain or loss on the change in fair value of financial liabilities designated as FVTPL, including Class B Units and other financial instruments, amortization associated with mark-to-market adjustments and financing costs incurred in connection with obtaining long-term financings. Mark-to-market adjustments and financing costs incurred are amortized using the effective interest rate method over the term of the related mortgages payable. Unamortized mark-to-market adjustments and financing costs incurred are fully amortized when mortgages payable are retired before maturity.

(v) Derivative financial instruments:

The REIT may use derivative financial instruments to manage risks from fluctuations in interest rates. All derivative instruments are valued at their respective fair values with

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Notes to Consolidated Financial Statements (continued)  
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changes in fair value recorded in the consolidated statements of net income and comprehensive income.

(g) Income taxes:

(i) Canadian status:

The REIT is a mutual fund trust pursuant to the Income Tax Act (Canada). Under current tax legislation, a mutual fund trust that is not a Specified Investment Flow Through ("SIFT") trust pursuant to the Income Tax Act (Canada) is entitled to deduct distributions of taxable income such that it is not liable to pay income taxes provided that its taxable income is fully distributed to unitholders. The REIT intends to continue to qualify as a mutual fund trust that is not a SIFT trust and to make distributions not less than the amount necessary to ensure that the REIT will not be liable to pay income taxes.

(ii) U.S. REIT status:

The REIT is treated as a U.S. corporation for all purposes under the Internal Revenue Code of 1986, as amended (the "Code") and, as a result, it is permitted to elect to be treated as a real estate investment trust under the Code, notwithstanding the fact that it is organized as a Canadian entity. In general, a company which elects to be taxed as a real estate investment trust, distributes at least 90% of its real estate investment trust taxable income, subject to certain adjustments, to its unitholders in any taxable year, and complies with certain other requirements (including asset, income and other tests) is not subject to federal income taxation to the extent of the income which it distributes. If it fails to qualify as a real estate investment trust in any taxable year, without the benefit of certain relief provisions, it will be subject to federal (including any applicable alternative minimum tax), state and local income tax at regular corporate income tax rates on its taxable income. Even if it qualifies for taxation as a real estate investment trust, it may be subject to certain state and local taxes on its income, property or net worth and to federal income and excise taxes on its undistributed income. The REIT has reviewed the real estate investment trust requirements and has determined that it qualifies as a real estate investment trust under the Code. Accordingly, no provision for U.S. federal income or excise taxes has been made with respect to the income of the REIT.

The REIT had no uncertain tax positions as at December 31, 2015. The REIT expects no significant increases or decreases in uncertain tax positions due to changes in tax positions within one year of December 31, 2015. The REIT has no material interest or

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

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penalties relating to income taxes recognized in the consolidated statements of net income and comprehensive income for the years ended December 31, 2015 and 2014 or in the consolidated statements of financial position as at December 31, 2015 and 2014. As at December 31, 2015, returns for the calendar years 2013 through 2014 remain subject to examination by U.S. and various state and local tax jurisdictions.

(h) Distributions declared:

Distributions declared to unitholders are recognized as a liability in the period in which the distributions are approved by the Board of Trustees and are recorded as a reduction of accumulated income.

(i) REIT Units:

The REIT Units are redeemable at the option of the holder and, therefore, are considered puttable instruments in accordance with International Accounting Standards 32, *Financial Instruments - Presentation* ("IAS 32"). Puttable instruments are required to be accounted for as financial liabilities, except where certain conditions are met in accordance with IAS 32, in which case, the puttable instruments may be presented as equity. The REIT Units (as defined in note 12) meet the conditions of IAS 32 and are, therefore, presented as equity.

(j) Class B Units:

Class B Units are entitled to distributions per unit in an amount equal to the distributions per unit declared in respect of the REIT Units, and are redeemable by the holder thereof for cash or REIT Units (on a one-for-one basis, subject to customary anti-dilution adjustments), as determined by the general partner of the Partnership (as defined in note 13) in its sole discretion. The Class B Units are puttable, and, therefore, meet the definition of a financial liability under IAS 32 and are accordingly classified as non-current liabilities in the consolidated statements of financial position.

All Class B Units are financial liabilities and are measured at fair value at each reporting period, based upon the value of a REIT Unit, with any changes in fair value recorded in the consolidated statements of net income and comprehensive income.

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Notes to Consolidated Financial Statements (continued)  
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(k) Deferred compensation plans:

As described in note 12, the REIT has a Deferred Unit Incentive Plan ("DUIP") and unit option plan (the "Plan") that provides for the granting of deferred trust units ("DTUs") and options to certain of the trustees, officers, employees, consultants and service providers, as well as employees of such service providers. Deferred compensation is measured at fair value as at the grant date and compensation expense is recognized in general and administrative expense over the related vesting period. The amounts are fair valued each reporting period and the change in fair value is recognized as compensation expense. The unit based compensation is presented as a liability.

(l) Critical accounting, judgments, estimates and assumptions:

Preparing the consolidated financial statements requires management to make judgments, estimates and assumptions in the application of the policies outlined above. Management bases its judgments and estimates on historical experience and other factors it believes to be reasonable under the circumstances. However, uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the asset or the liability affected in the future.

(i) Critical accounting judgments:

The following are the critical judgments used in applying the REIT's accounting policies that have the most significant effect on the amounts in the consolidated financial statements:

(a) Investment properties:

The REIT assesses whether an acquisition transaction should be accounted for as an asset acquisition or a business combination under IFRS 3, *Business Combinations* ("IFRS 3"). This assessment requires management to make judgments on whether the assets acquired and liabilities assumed constitute a business as defined in IFRS 3 and if the integrated set of activities, including inputs and processes acquired, is capable of being conducted and managed as a business, and the REIT obtains control of the business.

Management makes judgments with respect to whether lease incentives provided in connection with a lease enhance the value of the leased space, which determines

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Notes to Consolidated Financial Statements (continued)  
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whether or not such amounts are treated as tenant improvements and added to investment properties. Lease incentives, such as cash, rent-free periods and lessee- or lessor-owned improvements, may be provided to lessees to enter into an operating lease. Lease incentives that do not provide benefits beyond the initial lease term are amortized as a reduction of rental revenue on a straight-line basis over the term of the lease.

Judgment is also applied in determining whether improvements to the investment property and costs incurred in obtaining and retaining property tenants are additions to the carrying amounts of the investment properties.

(b) Leases:

The REIT uses judgment in determining whether certain leases, in particular those with long contractual terms where the lessee is the sole tenant in an investment property where the REIT is the lessor and long-term ground leases, are operating or finance leases. Management has determined that all of its leases are operating leases as the REIT has retained substantially all of the risks and benefits of ownership.

(c) Income taxes:

The REIT is a mutual fund trust pursuant to the Income Tax Act (Canada) and a real estate investment trust pursuant to the Code. Under current tax legislation, the REIT is not liable to pay Canadian or U.S. income tax provided that its taxable income is fully distributed to unitholders each year. The REIT has reviewed the requirements for real estate investment trust status and has determined that it qualifies as a real estate investment trust pursuant to the Code.

(ii) Estimates and assumptions:

Management makes estimates and assumptions that affect carrying amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported amount of income for the year. Actual results could differ from these estimates. The estimates and assumptions that are critical in determining the amounts reported in the consolidated financial statements include the valuation of investment properties.

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Notes to Consolidated Financial Statements (continued)  
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Critical assumptions relating to the estimates of fair values of investment properties include the receipt of contractual rents, expected future market rents, renewal rates, maintenance requirements, discount rates that reflect current market uncertainties, capitalization rates and current and recent investment property prices. If there is any change in these assumptions or regional, national or international economic conditions, the fair value of investment properties may change materially.

### 3. Changes in Accounting Policies:

The following standards and amendments to existing standards issued by the IASB may be relevant to the REIT in preparing its consolidated financial statements in future periods:

(i) IFRS 15, *Revenue from Contracts with Customers*

In May 2014, the IASB issued IFRS 15, *Revenue from Contracts with Customers*. The new standard provides a comprehensive framework for recognition, measurement and disclosure of revenue from contracts with customers, excluding contracts within the scope of the standard on leases, insurance contracts and financial instruments. IFRS 15 becomes effective for annual periods beginning on or after January 1, 2018 and is to be applied retrospectively. Early adoption is permitted. The REIT is currently assessing the impact of the new standard on its consolidated financial statements.

(ii) IFRS 9, *Financial Instruments*

In July 2014, the IASB issued IFRS 9, *Financial Instruments* replacing IAS 39, *Financial Instruments – Recognition and Measurement*. The project has three main phases: classification and measurement, impairment and general hedging. The standard becomes effective for annual periods beginning on or after January 1, 2018, and is to be applied retrospectively. Early adoption is permitted. The REIT is currently assessing the impact of the new standard on its consolidated financial statements.

(iii) Annual Improvements to IFRS (2012 - 2014) cycle

On September 25, 2014, the IASB issued narrow-scope amendments to a total of four standards as part of its annual improvements process. The amendments will apply for annual periods beginning on or after January 1, 2016. The amendments clarify requirements of IFRS 5, *Non-current Assets Held for Sale and Discontinued Operations*, IFRS 7, *Financial Instruments - Disclosures*, IAS 19, *Employee Benefits*, and IAS 34, *Interim Financial*

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

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*Reporting.* The REIT intends to adopt these amendments in its consolidated financial statements for the annual period beginning on January 1, 2016. The REIT does not expect the amendments to have a material impact on its consolidated financial statements.

(iv) IAS 1, *Presentation of Financial Statements*

In December 2014, the IASB issued amendments to IAS 1, *Presentation of Financial Statements* as part of its major initiative to improve presentation and disclosure in financial reports. The amendment becomes effective for annual periods beginning on or after January 1, 2016. The REIT intends to adopt these amendments in its consolidated financial statements for the annual period beginning on January 1, 2016. The REIT does not expect the amendments to have a material impact on its consolidated financial statements.

(v) IFRS 16, *Leases* (“IFRS 16”)

On January 13, 2016 the IASB issued IFRS 16. The new standard is effective for annual periods beginning on or after January 1, 2019. IFRS 16 will replace IAS 17, *Leases*. This standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. This standard substantially carries forward the lessor accounting requirements of IAS 17, while requiring enhanced disclosures to be provided by lessors. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided. The new standard is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted for entities that apply IFRS 15, *Revenue from Contracts with Customers* at or before the date of initial adoption of IFRS 16. The REIT intends to adopt these amendments in its consolidated financial statements for the annual period beginning on January 1, 2019. The REIT is currently assessing the impact of the new standard on its consolidated financial statements.

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Notes to Consolidated Financial Statements (continued)  
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## 4. Asset acquisitions:

### *Memphis Portfolio*

On February 20, 2015, the REIT indirectly acquired from a third party, a 100% leased portfolio of six industrial investment properties located in Memphis, Tennessee (the "Memphis Portfolio"), for a purchase price of \$86,667 (exclusive of closing costs and acquisition fee). The purchase price was paid in cash using a portion of the net proceeds from the January 28, 2015 issuance of 4,312,500 REIT Units at a price of \$10.80 per REIT Unit (the "January 2015 Offering") (note 12) and a new, \$51,750 five-year mortgage payable bearing a fixed interest rate of 2.87%.

The assets acquired and liabilities assumed in this transaction were allocated as follows:

Investment properties <sup>(1)</sup>	\$ 88,192
Prepaid expenses	39
Amounts payable and accrued liabilities	(267)
Security deposits	(77)
<b>Net assets acquired</b>	<b>\$ 87,887</b>

Consideration given by the REIT consists of the following:

Cash	87,887
<b>Total consideration</b>	<b>\$ 87,887</b>

(1) Includes total closing costs and acquisition fee of \$1,525 and an IFRIC 21 liability of \$1,487 assumed on acquisition that is offset by an equal adjustment to investment property.

### *Kentucky Property*

On April 4, 2014, the REIT indirectly acquired from Welsh Property Trust, LLC ("Welsh"), a 100% leased industrial investment property located in Hebron, Kentucky (the "Kentucky Property"), for a purchase price of \$13,300 (exclusive of closing costs and acquisition fee). The purchase price was paid in cash using a portion of the \$32,347 gross proceeds from the April 4, 2014 public offering on a bought deal basis (the "April 2014 Offering") (note 12).

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

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## *Atlanta Property*

On April 29, 2014, the REIT indirectly acquired from a third party, a 100% leased industrial investment property located in Atlanta, Georgia (the "Atlanta Property") for a purchase price of \$51,500 (exclusive of closing costs and acquisition fee). The purchase price was satisfied with proceeds of the April 2014 Offering, proceeds from a new, \$28,325 five-year mortgage payable bearing a fixed interest rate of 3.41%, and cash on hand.

## *Louisville Property*

On June 18, 2014, the REIT indirectly acquired from Welsh, a 100% leased industrial investment property located in Shepherdsville, Kentucky (the "Louisville Property") for a purchase price of \$45,396 (exclusive of closing costs and fair value adjustment to Class B Units issued). The purchase price was satisfied by the issuance of 2,165,605 Class B Units to Welsh and proceeds from a new, \$24,915 eight-year mortgage payable bearing a fixed interest rate of 3.77%.

## *OIA Property*

On June 27, 2014, the REIT indirectly acquired from a third party, a 100% leased industrial investment property located in Hebron, Kentucky (the "OIA Property") for a purchase price of \$5,500 (exclusive of closing costs and acquisition fee). The purchase price was satisfied with cash on hand and proceeds from the Revolving Facility.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

For the years ended December 31, 2015 and 2014

The assets acquired and liabilities assumed in these transactions were allocated as follows for the year ended December 31, 2014:

	Kentucky Property	Atlanta Property	Louisville <sup>(2)</sup> Property	OIA Property	Total
Investment property <sup>(1)</sup>	\$ 13,577	\$ 52,064	\$ 47,425	\$ 5,746	\$118,812
Amounts receivable	18	-	125	-	143
Other non-current assets	-	-	2,002	-	2,002
Prepaid expenses	-	-	8	-	8
	13,595	52,064	49,560	5,746	120,965
Amounts payable and accrued liabilities	(24)	(3)	(180)	-	(207)
	(24)	(3)	(180)	-	(207)
<b>Net assets acquired</b>	<b>\$ 13,571</b>	<b>\$ 52,061</b>	<b>\$ 49,380</b>	<b>\$ 5,746</b>	<b>\$120,758</b>
Consideration given by the REIT consists of the following:					
Class B Units	-	-	22,089	-	22,089
Cash	13,571	52,061	27,291	5,746	98,669
<b>Total consideration</b>	<b>\$ 13,571</b>	<b>\$ 52,061</b>	<b>\$ 49,380</b>	<b>\$ 5,746</b>	<b>\$120,758</b>

- (1) Includes total closing costs and acquisition fees of \$1,427 and an IFRIC 21 liability of \$383 assumed on acquisition that is offset by an equal adjustment to investment property.
- (2) Investment property acquired and Class B Units issued includes a fair value adjustment of \$1,689 due to a change in fair value of Class B Units issued upon acquisition of the Louisville Property, offset by a change in cost of investment property.

## 5. Investment properties:

The reconciliation of the carrying amount of investment properties for the years ended December 31, 2015 and 2014 are set out below:

	2015	2014
Balance, beginning of period	\$ 633,056	\$ 493,006
Investment property acquisitions	88,192	118,812
Additions to investment properties, including lease incentives	3,658	2,813
Amortization of straight-line rent	754	2,519
Amortization of lease incentives	(486)	(138)
Fair value adjustment to investment properties	17,418	16,044
	\$ 742,592	\$ 633,056

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

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## Straight-line rent

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.

The fair value hierarchy of investment properties measured at fair value in the consolidated statements of financial position is as follows:

	Level 1	Level 2	Level 3
Investment properties – December 31, 2015	\$ –	\$ –	\$ 742,592
Investment properties – December 31, 2014	\$ –	\$ –	\$ 633,056

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Investment properties include the current fair value of the land, building, improvements to the investment property and all direct leasing costs incurred in obtaining and retaining property tenants. 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.

Management retained an independent third party appraiser to appraise each investment property contained within the portfolio at the time of the initial public offering ("IPO"), and has obtained independent third party appraisals with respect to each investment property subsequently acquired, except for those investment properties in respect of which the requirement to obtain an appraisal was waived by the independent trustees of the Board of Trustees. Additionally, the REIT, as part of management's regular review of the investment properties fair value, obtained independent third party appraisals for 14 and 12 existing properties in the portfolio during the third quarter of 2015 and 2014, respectively.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

For the years ended December 31, 2015 and 2014

Significant changes in estimated rental value, rent growth per annum and long-term vacancy rate (and exit yield) in isolation could result in a significantly higher or lower fair value of investment properties.

The key valuation metrics for investment properties are set out below for the years ended December 31, 2015 and 2014:

	2015	2014
Weighted average terminal capitalization rate:	7.06%	7.07%
Range of terminal capitalization rates:	6.25%-8.50%	6.25%-8.50%
Weighted average discount rate:	7.56%	7.35%
Range of discount rates:	6.32%-8.87%	6.73%-8.50%

The fair value of investment properties is most sensitive to changes in terminal capitalization rates. As at December 31, 2015, the weighted average terminal capitalization rate was 7.06%. A 25-basis-point increase in the weighted average terminal capitalization rate would decrease the value of the investment properties by \$25,396. A 25-basis-point decrease in the weighted average terminal capitalization rate would increase the value of the investment properties by \$27,261.

## 6. Amounts receivable:

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

Amounts receivable are as follows as at December 31, 2015 and 2014:

	2015	2014
Tenant receivables	\$ 1,237	\$ 1,275
Other receivables	166	56
Allowance for uncollectible amounts	(7)	(36)
	\$ 1,396	\$ 1,295

The carrying value of amounts receivable approximates fair value.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

## 7. Amounts payable and accrued liabilities:

Amounts payable and accrued liabilities consist of the following as at December 31, 2015 and 2014:

	2015	2014
Trade payables	\$ 294	\$ 153
Accrued liabilities and other payables	1,806	3,136
Accrued real estate taxes	2,731	1,722
Accrued interest	1,891	1,748
Unearned revenue	103	81
Rent received in advance	2,135	1,985
Deferred compensation	3,356	1,516
	<b>\$ 12,316</b>	<b>\$ 10,341</b>

## 8. Operating leases:

The REIT leases commercial 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 years ended December 31, 2015 or 2014.

As at December 31, 2015, the total future contractual minimum base rent lease payments expected to be received under non-cancellable leases are as follows:

One year or less	\$ 52,305
2 - 5 years	133,483
Greater than 5 years	50,877
	<b>\$ 236,665</b>

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

## 9. Mortgages payable:

Mortgages payable consist of the following as at December 31, 2015 and 2014:

	2015	2014
Mortgages payable	\$ 314,095	\$ 264,459
Mark-to-market adjustments, net	2,695	3,378
Financing costs, net	(1,315)	(1,158)
Carrying value	315,475	266,679
Less current portion	(23,161)	(2,113)
Long-term portion	\$ 292,314	\$ 264,566

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 \$608,305 and \$498,716 as at December 31, 2015 and 2014, respectively. As at December 31, 2015, mortgages payable bear interest at various rates ranging from 2.87% to 5.80% (3.40% to 5.80% as at December 31, 2014), and have a weighted average effective interest rate of 3.98% (4.21% as at December 31, 2014), with maturity dates ranging from 2016 - 2024. As at December 31, 2015 and 2014, there were no mortgages payable with variable interest rates. The weighted average term to maturity on mortgages payable was 4.9 years and 6.1 years as at December 31, 2015 and 2014, respectively.

During the year ended December 31, 2015, the REIT entered into a new, five-year mortgage payable totaling \$51,750, bearing a fixed interest rate of 2.87%, as a result of the Memphis Portfolio acquisition (note 4).

During the year ended December 31, 2014, the REIT entered into two new, fixed interest rate mortgages payable totaling \$53,240 as a result of investment property acquisitions (note 4). On April 8, 2014, the REIT repaid one variable rate mortgage payable in the amount of \$3,180 and did not renew the related interest rate swap. On July 10, 2014, the REIT used the proceeds from a new, \$11,000 mortgage payable bearing a fixed interest rate of 4.03%, in addition to cash on hand, to pay off an existing mortgage payable with an outstanding balance of \$11,205 and a maturity of July 10, 2014. On August 12, 2014, the REIT refinanced a variable interest rate mortgage payable in the amount of \$31,800 with proceeds from a new, six-year, \$31,800 mortgage payable bearing a fixed interest rate of 3.40%.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

Future contractual cash flows of mortgages payable principal and interest are as follows as at December 31, 2015:

	Principal Payment	Interest Payment	Total Payments
2016	\$ 23,161	\$ 12,443	\$ 35,604
2017	1,913	11,112	13,025
2018	33,295	10,549	43,844
2019	31,481	8,866	40,347
2020	87,111	6,844	93,955
2021 and thereafter	137,134	8,888	146,022
	<u>\$ 314,095</u>	<u>\$ 58,702</u>	<u>\$ 372,797</u>

Covenant compliance requirements:

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 December 31, 2015 and 2014, the REIT was in compliance with all covenants of its mortgages payable.

Financial covenants applicable to Welsh remain on two of the REIT's mortgages payable relating to investment properties contributed to the REIT from Welsh during the IPO totaling \$39,221, requiring Welsh to meet certain financial and operating criteria. As at December 31, 2015 and 2014, Welsh was in compliance with all covenants.

## 10. Revolving Facility:

The Revolving Facility consists of the following as at December 31, 2015 and 2014:

	2015	2014
Revolving Facility	\$ 46,700	\$ 56,900
Financing costs, net	(100)	(403)
<u>Carrying value</u>	<u>\$ 46,600</u>	<u>\$ 56,497</u>

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

For the years ended December 31, 2015 and 2014

On April 26, 2013, the REIT entered into a senior secured revolving facility with a maximum commitment of \$75,000 (the "Revolving Facility"), and availability determined subject to compliance with a number of borrowing base tests. The Revolving Facility has an initial term of three years from April 26, 2013 and provides the REIT the right to a one-year extension option that includes an accordion feature which could increase the size of the facility to \$200,000, subject to lender approval. The interest rate on the Revolving Facility is, at the REIT's option, based on either a base rate or LIBOR, in each case 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 December 31, 2015 and 2014, the Revolving Facility interest rate was 2.68% and 2.67%, respectively.

Financing costs of \$921 related to the Revolving Facility are being amortized using the effective interest rate method over the initial term of three years.

Availability on the Revolving Facility was \$75,000 as at December 31, 2015, of which the REIT had drawn \$46,700, leaving remaining availability of \$28,300.

## 11. Class B Units:

Class B Units are valued at the REIT Units' closing price per the TSX as at December 31, 2015 and 2014, which was \$11.95 and \$10.95, respectively.

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

	Units	Value
As at December 31, 2013	13,059,709	\$ 113,489
Class B Units issued June 18, 2014 (note 4)	2,165,605	22,089
Fair value adjustments on Class B Units	-	31,139
As at December 31, 2014	15,225,314	\$ 166,717
Fair value adjustments on Class B Units	-	15,225
As at December 31, 2015	15,225,314	\$ 181,942

Included in finance costs for the years ended December 31, 2015 and 2014 are \$10,956 and \$10,020 of distributions declared on Class B Units, respectively. Total distributions payable on Class B Units as at December 31, 2015 and 2014 were \$964 and \$888, respectively.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

## 12. 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 April 4, 2014, the REIT completed the April 2014 Offering, when it issued 3,478,200 REIT Units (including REIT Units issued pursuant to the exercise in full of the over-allotment option granted by the REIT to the underwriters of the offering) at a price of \$9.30 per REIT Unit to a syndicate of underwriters on a bought deal basis for gross proceeds to the REIT of approximately \$32,347. Issue costs related to the April 2014 Offering were \$1,723. As part of the April 2014 Offering, Welsh purchased \$7,000 of the REIT Units being offered, or 752,700 REIT Units at the offering price of \$9.30 per REIT Unit.

On January 28, 2015, the REIT completed the January 2015 Offering, when it issued 4,312,500 REIT Units (including REIT Units issued pursuant to the exercise in full of the over-allotment option granted by the REIT to the underwriters of the offering) at a price of \$10.80 per REIT Unit to a syndicate of underwriters on a bought deal basis for gross proceeds to the REIT of approximately \$46,575. Issue costs related to the January 2015 Offering were approximately \$2,430.

	Units	Value
As at December 31, 2013	10,732,200	\$ 95,163
REIT Units issued on completion of the April 2014 Offering, (including REIT Units issued through underwriter's over-allotment, and net of issue costs)	3,478,200	30,624
REIT Units issued due to exercise of stock options	219	3
As at December 31, 2014	14,210,619	\$ 125,790
REIT Units issued on completion of the January 2015 Offering, (including REIT Units issued through underwriter's over-allotment, and net of issue costs)	4,312,500	44,145
As at December 31, 2015	18,523,119	\$ 169,935

### (a) Distributions:

The REIT declared distributions to unitholders of record in the amount of \$13,329 (\$0.72 per Unit) and \$9,333 (\$0.70 per Unit) for the years ended December 31, 2015 and 2014,

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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respectively. Total distributions payable as at December 31, 2015 and 2014 were \$1,172 and \$828, respectively.

(b) Deferred Unit Incentive Plan:

On April 26, 2013, the REIT authorized a DUIP that provides for the granting of DTUs to trustees, officers, employees, consultants and service providers, as well as employees of such service providers. DTUs are 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. All DTUs granted to officers and employees vest as to one-fifth on the first anniversary of the grant date, and one-fifth on each of the four following anniversaries. 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.

Officer and Employee Grants

A summary of DTUs granted to officers of the REIT and employees of Welsh under the DUIP is set forth below:

	DTUs Granted
Total as at December 31, 2013	52,462
May 27, 2014 grant	65,000
DTUs granted through distributions	6,566
<b>Total as at December 31, 2014</b>	<b>124,028</b>
DTUs granted through distributions	7,845
Forfeited DTUs	(4,432)
<b>Total as at December 31, 2015</b>	<b>127,441</b>

Additional DTUs of \$1,250 had been approved, of which \$362 have been recorded as a deferred compensation liability as at December 31, 2015, but are not yet granted.

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Notes to Consolidated Financial Statements (continued)  
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The total fair value of DTUs granted to officers and employees as at December 31, 2015 and 2014 was \$1,523 and \$1,358, respectively. As at December 31, 2015 and 2014, a total of 38,356 and 11,273 DTUs granted to officers and employees had vested, respectively.

### Trustee and Other Grants

All members of the Board of Trustees have elected to receive their annual retainers and meetings 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, which vest as to one-third on the first anniversary date of the grant and one-third on each of the second and third anniversaries. Distributions on DTUs accrue to the holder in additional REIT Units on each distribution date.

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

	DTUs Granted
Total as at December 31, 2013	10,732
DTUs granted for services rendered	37,802
DTUs granted through distributions and 50% match	13,394
<b>Total as at December 31, 2014</b>	<b>61,928</b>
DTUs granted through distributions and 50% match	3,917
<b>Total as at December 31, 2015</b>	<b>65,845</b>

Additional DTUs of \$668 had been approved, of which \$508 have been recorded as a deferred compensation liability as at December 31, 2015, but are not yet granted.

The total fair value of DTUs granted to trustees as at December 31, 2015 and 2014 was \$768 and \$624, respectively. As at December 31, 2015 and 2014, a total of 57,714 and 50,456 DTUs granted to trustees had vested, respectively.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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The movement in the DUIP balance was as follows:

As at December 31, 2013	\$	349
Deferred compensation expense		807
Fair value adjustments		136
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As at December 31, 2014	\$	1,292
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Deferred compensation expense		1,230
Fair value adjustments		185
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As at December 31, 2015	\$	2,707

Total compensation expense recognized for the years ended December 31, 2015 and 2014 was \$1,415 and \$943, respectively. These amounts include adjustments based on the fair value of the REIT Units as at December 31, 2015 and 2014.

(c) Unit option plan:

On April 26, 2013, the REIT authorized the Plan, under the terms of which options to purchase REIT Units may from time to time, be granted to trustees, officers, employees 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 10% 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.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

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

	Number of options	Weighted average exercise price
Outstanding, December 31, 2013	390,000	\$ 10.14
Grant - May 27, 2014	200,000	\$ 9.81
Exercised	(3,333)	\$ 10.14
Forfeited or expired	(16,667)	\$ 10.14
Outstanding, December 31, 2014	570,000	\$ 10.02
Exercisable, December 31, 2014	123,333	\$ 10.14
Forfeited or expired	(13,333)	\$ 10.14
Outstanding, December 31, 2015	556,667	\$ 10.02
Exercisable, December 31, 2015	304,445	\$ 10.07

During the year ended December 31, 2015, there were no options exercised. During the year ended December 31, 2014, there was a non-cash exercise of 3,333 options, resulting in the issuance of 219 REIT Units.

The total fair value of options granted as at December 31, 2015 and 2014 and as at the grant date was \$726, \$355 and \$327, respectively. The aggregate intrinsic value of exercisable options as at December 31, 2015 and 2014 was \$573 and \$114, respectively. The weighted average remaining contractual life for outstanding options and for exercisable options as at December 31, 2015 was 7.8 years and 7.6 years, respectively.

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

Balance, December 31, 2013	\$ 67
Deferred compensation expense	129
Fair value adjustments	28
Balance, December 31, 2014	\$ 224
Deferred compensation expense	62
Fair value adjustments	363
Balance, December 31, 2015	\$ 649

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Notes to Consolidated Financial Statements (continued)  
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Total compensation expense recognized for the years ended December 31, 2015 and 2014 was \$425 and \$157, respectively. These amounts include adjustments based on the fair value of the options as at December 31, 2015 and 2014. As at December 31, 2015, fair value adjustments were determined using the Black-Scholes option pricing model with the following assumptions:

Average expected option term	5.0 years
Risk-free interest rate	1.76%
Expected volatility	19.11%
Dividend yield	6.36%

### 13. Related party transactions:

Related party transactions with Welsh for the years ended December 31, 2015 and 2014 are set forth below:

	2015	2014
<b>Acquisitions</b>		
Kentucky Property acquisition (see note 4)	\$ -	\$ 13,300
Louisville Property acquisition (see note 4)	\$ -	\$ 45,396
<b>Fees earned under asset management agreement (1)</b>		
Acquisition fees	\$ 867	\$ 703
Asset management fees	\$ 1,719	\$ 1,421
Construction management fees	\$ 127	\$ 191
<b>Fees earned under property management agreement (2)</b>	\$ 1,676	\$ 1,374
<b>Other</b>		
Class B Unit distributions paid (3)	\$ 10,880	\$ 9,893
REIT Unit distributions paid (4)	\$ 538	\$ 351
Class B Units issued (see note 4)	-	2,165,605
REIT Units issued (4)	-	752,700
Office rent (5)	\$ 1,073	\$ 1,052

(1) On April 26, 2013, the REIT entered into an asset management agreement with Welsh, under which Welsh provides certain asset management services to the REIT and its subsidiaries. The asset management agreement provides for the following fees:

- Asset management fees at 0.25% of gross book value, as defined in the asset management agreement. Asset management fees payable to Welsh as at December 31, 2015 and 2014 were \$144 and \$126, respectively.
- Acquisition fee. An acquisition fee equal to: (i) 1.0% of the purchase price paid for the first \$100,000 of investment properties acquired by the REIT or any of its affiliates in each

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

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fiscal year; (ii) 0.75% of the purchase price paid for the next \$100,000 of investment properties acquired by the REIT or any of its affiliates in each fiscal year; and (iii) 0.50% of the purchase price paid in excess of \$200,000 for investment properties acquired by the REIT or any of its affiliates in each fiscal year.

- Construction management fee. With respect to any capital project with costs in excess of \$100 undertaken by the REIT or any of its affiliates, a construction management fee equal to 5.0% of aggregate tenant improvements, capital expenditures and construction costs incurred in respect of such capital project. Construction management fees payable to Welsh as at December 31, 2015 and 2014 were \$51 and \$71, respectively.
- (2) On April 26, 2013, WPT Industrial, LP (the "Partnership") and the REIT entered into a property management agreement with Welsh. Under the property management agreement, Welsh is the property manager of the investment properties owned by the REIT and administers the day-to-day operations of the REIT's portfolio of investment properties.

Property management fees are described below for all investment properties owned by the REIT.

- 2% of the gross property revenue for all single-tenant industrial investment properties;
  - 3% of the gross property revenue for all multi-tenant industrial investment properties; and
  - 4% of the gross property revenue for all office investment properties.
- (3) As at December 31, 2015 and 2014, there were 15,225,314 Class B Units held by Welsh. Distributions payable to Welsh on Class B Units as at December 31, 2015 and 2014 were \$964 and \$888, respectively.
- (4) As part of the April 2014 Offering, Welsh purchased \$7,000 of the REIT Units being offered, or 752,700 REIT Units, at the offering price of \$9.30 per REIT Unit. Distributions payable to Welsh on these REIT Units as at December 31, 2015 and 2014 were \$48 and \$44, respectively.
- (5) An affiliate of Welsh leases space from a subsidiary of the REIT at an investment property located at 4350 Baker Road, Minnetonka, Minnesota. The lease commenced on June 1, 2008 and expires on May 31, 2020, with annual rent increases of 2%.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

## *Out-of-pocket costs and expenses*

The REIT reimburses Welsh for all reasonable actual out-of-pocket costs and expenses incurred in connection with the performance of the services described in the asset management agreement or such other services that the REIT and Welsh agree in writing are to be provided from time to time by Welsh. As at December 31, 2015 and 2014, the net payable due to Welsh was \$21 and \$87, respectively, related to these reimbursements.

## **14. Finance costs:**

Finance costs incurred and charged to net income and comprehensive income for the years ended December 31, 2015 and 2014 are recorded as follows:

	2015	2014
Interest on mortgages payable incurred at stated rate	\$ 12,329	\$ 10,413
Revolving Facility interest	1,300	1,345
Class B Unit issuance costs	-	83
Amortization of financing costs	665	798
Amortization of mark-to-market adjustments on fixed interest rate mortgages payable	(683)	(778)
Distributions on Class B Units	10,956	10,020
Fair value adjustment on Class B Units and financial instruments	15,225	31,137
	<u>\$ 39,792</u>	<u>\$ 53,018</u>

## **15. Segment reporting:**

The REIT owns, manages and operates primarily industrial investment properties located throughout the U.S. 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.

## **16. Commitment and contingencies:**

- (a) In connection with the IPO, the REIT has agreed to indemnify the underwriters against certain liabilities, including liabilities under applicable securities legislation, or to contribute to payments the underwriters may be required to make in respect of those liabilities. 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.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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For the years ended December 31, 2015 and 2014

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- (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 conjunction with the acquisition of 35 industrial investment properties from Welsh at IPO (the "Initial Properties"), \$29,500 of self-funded industrial revenue bonds ("Bonds") were assumed. The authorized amount of the Bonds is \$29,500, of which \$29,500 was outstanding as at December 31, 2015 and 2014. In connection with the Atlanta Property acquisition on April 29, 2014, \$40,170 of Bonds were assumed. The authorized amount of the Bonds is \$41,500, of which \$40,170 was outstanding as at December 31, 2015 and 2014, respectively. 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.

## 17. Fair value measurement:

- (a) Fair value of financial instruments:

In addition to those financial instruments carried at fair values, the fair values of the REIT's financial assets and financial liabilities, together with the contractual carrying amounts shown in the consolidated statements of financial position, are as follows:

	Carrying amount	Fair value
Mortgages payable – As at December 31, 2015	\$ 314,095	\$ 319,032
Mortgages payable – As at December 31, 2014	\$ 264,459	\$ 271,624

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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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) Interest rate cap:

On May 1, 2015, the interest rate cap expired, which covered a principal amount of up to \$50,000 of the REIT's variable interest rate debt and provided for a LIBOR cap of 50-basis points. The fair value of the interest rate cap was an asset of \$0 as at December 31, 2014, and was included in the accompanying consolidated statements of financial position within the other non-current assets caption. The REIT recognized an adjustment to interest expense in the amount of \$0 and \$25 for the years ended December 31, 2015 and 2014, respectively. The interest rate cap fair value was determined by a model-derived valuation in which significant inputs and value drivers were observable in active markets for a similar instrument, i.e., Level 2 inputs. Changes in fair value were recognized as adjustments to interest expense in the accompanying consolidated statements of net income and comprehensive income.

(iii) Deferred compensation:

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

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

(iv) Class B Units:

The fair value of Class B Units is estimated based on the market trading prices of the REIT Units (Level 2).

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

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

For the years ended December 31, 2015 and 2014

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(v) Other financial assets and liabilities:

Amounts receivable, cash and cash equivalents, other non-current assets, restricted cash, amounts payable and accrued liabilities are carried at amortized cost, which, due to their short-term nature, approximates fair value.

**18. 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 Revolving 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 December 31, 2015 and 2014, the REIT's debt-to-gross book value ratio was 48.6% and 50.8%, respectively (total outstanding principal balance of mortgages payable and the Revolving Facility of \$360,795 and \$321,359 as at December 31, 2015 and 2014, respectively, divided by gross book value of \$742,592 and \$633,056 as at December 31, 2015 and 2014, respectively). The REIT has no convertible debentures outstanding and has never issued any.

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

- (a) consolidated total indebtedness shall not exceed 65% of the consolidated gross asset value through October 26, 2014, and 60% at any time thereafter;

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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- (b) the outstanding principal balance of the Revolving Facility and any letters of credit shall not be greater than the borrowing base availability (65% of the gross asset value of the borrowing base assets through October 26, 2014, and 60% at any time thereafter);
- (c) 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 1.75 to 1.00;
- (d) consolidated tangible net worth shall not be less than the sum of (i) \$150,000 plus (ii) 80% of the sum of any additional net offering proceeds, plus (iii) 80% of the value of interests in the REIT issued upon the contribution of assets to the REIT or its subsidiaries;
- (e) aggregate occupancy for the borrowing base assets shall not be less than 85%; and
- (f) the borrowing base debt service coverage ratio shall not be less than 1.50 to 1.00.

The REIT is also required to meet certain diversification covenants under the Revolving Facility. In addition, certain mortgages payable require the REIT to meet financial covenant ratios (note 9).

The REIT complied with all financial covenants as at December 31, 2015 and 2014.

## **19. 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, 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 all of its mortgages payable in fixed term arrangements.

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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There is also interest rate risk associated with the REIT's Revolving Facility balance. The Revolving Facility bears interest at a variable rate based on the lender's LIBOR plus an applicable margin. Based on the outstanding balance at December 31, 2015, the impact of a 1.0% change in the lender's LIBOR rate will increase or decrease the REIT's interest expense or earnings by \$467 on an annualized basis.

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.

## 20. Supplementary cash flow information:

Change in non-cash working capital comprises the following as at December 31, 2015 and 2014:

	2015	2014
Amounts receivable	\$ (101)	\$ (4)
Prepaid expenses	430	(423)
Restricted cash	(313)	67
Amounts payable and accrued liabilities	(275)	676
Amounts payable and accrued liabilities related to additions to investment properties	(221)	(1,026)
Security deposits	23	18
	<u>\$ (457)</u>	<u>\$ (692)</u>

# WPT INDUSTRIAL REAL ESTATE INVESTMENT TRUST

Notes to Consolidated Financial Statements (continued)  
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## 21. Subsequent events:

On January 11, 2016, Welsh redeemed 6,600,000 Class B Units in exchange for ownership and control over 6,600,000 REIT Units.

On January 19, 2016, Welsh redeemed 1,902,619 Class B Units in exchange for ownership and control over 1,902,619 REIT Units.

On January 20, 2016, Alberta Investment Management Corporation and affiliates ("AIMCo"), on behalf of certain of its clients, purchased 4,783,122 REIT Units from Welsh, resulting in an approximate 19.9% ownership of the issued and outstanding REIT Units at the time of the purchase and approximately 15.9% ownership assuming all remaining Class B Units are redeemed for REIT Units, but otherwise on a non-diluted basis. Welsh, as a result of the sale, now directly and indirectly owns and controls approximately 16.5% of the issued and outstanding REIT Units and approximately 33.2% assuming all remaining Class B Units are redeemed for REIT Units (excluding options and DTUs outstanding under the REIT's equity compensation plans).

Subject to certain conditions, including the non-renewal of the REIT's existing Unitholder Rights Plan Agreement at its next annual meeting of unitholders, AIMCo's effective interest in the REIT may be increased up to approximately 29% (assuming all Class B Units are redeemed for Units but otherwise on a non-diluted basis) by Welsh selling up to 4,468,085 additional REIT Units to AIMCo on or before August 31, 2016.

On January 20, 2016, WPT Capital Advisors, LLC ("WPT Capital"), a new entity, became the successor in interest to Welsh as asset manager under the first amendment to the asset management agreement and agreed to perform all of the duties and obligations as the asset manager of the REIT. Welsh and WPT Capital also entered into a sub-property management agreement dated January 20, 2016 pursuant to which Welsh sub-contracted with WPT Capital to perform certain of its obligations as the REIT's external property manager under the existing property management agreement. The REIT also amended and restated the non-competition and non-solicitation agreement on January 20, 2016. Under this amended and restated agreement, WPT Capital is permitted to establish private investment funds that it will control and/or manage, but is otherwise subject to non-competition and non-solicitation arrangements with the REIT, as described therein.