

# ARTIS REAL ESTATE INVESTMENT TRUST

## Company Tear Sheet Q4 2018



### Corporate Profile

Artis REIT ("Artis") (TSX: AX.UN) is an unincorporated closed-end real estate investment trust primarily focused on creating value for unitholders through the investment in and ownership of quality commercial properties in select markets.

Artis' portfolio is comprised of office, retail and industrial properties in Central and Western Canada, and select markets in the United States.

### Objective

Artis' primary objective is to provide a tax-efficient monthly cash distribution as well as long-term appreciation in the value of Artis' units through the accumulation and effective management of a quality portfolio of commercial real estate.

### Strategy

Artis' management employs several key strategies to meet its primary objective:

#### Strategic Asset Ownership.

Artis' portfolio of office, retail and industrial real estate is strategically and diversely located in select primary and secondary markets in Canada and the United States (U.S.). Artis' management conducts ongoing analysis of the performance of its assets and the relevant economic fundamentals of its target markets, identifying opportunities to make accretive acquisitions, develop new generation real estate and dispose of assets that are not aligned with its long-term strategy.

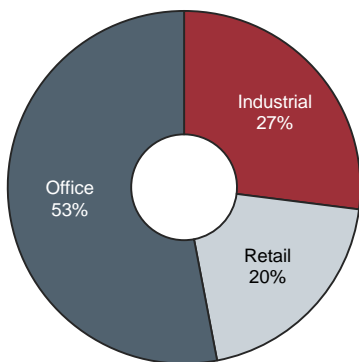
#### Disciplined Growth.

Artis' management strives to extract maximum value from its portfolio through effective management of assets, including leasing initiatives that focus on maintaining strong occupancy levels and realizing the gain between in place rental rates and market rental rates. Artis' management creates value through strategic asset redevelopment and property intensification initiatives, and through new development projects. New developments provide Artis an opportunity to build and own new generation real estate, and are considered in circumstances where the return on a development project is higher than that of acquiring an existing property.

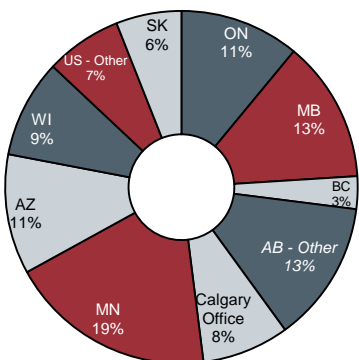
#### Prudent Financial Management.

Artis has a long-term conservative approach to financial management, characterized by diligent management of its balance sheet, and prudent management of financial metrics, such as debt ratios, interest coverage ratios, payout ratios, and per unit metrics. Artis minimizes its risk related to interest rates by utilizing various sources of capital, and staggering debt maturities. Ample access to cash is required to fulfill distribution obligations and for ongoing operations, which includes re-investing in the portfolio, making accretive acquisitions and funding development projects.

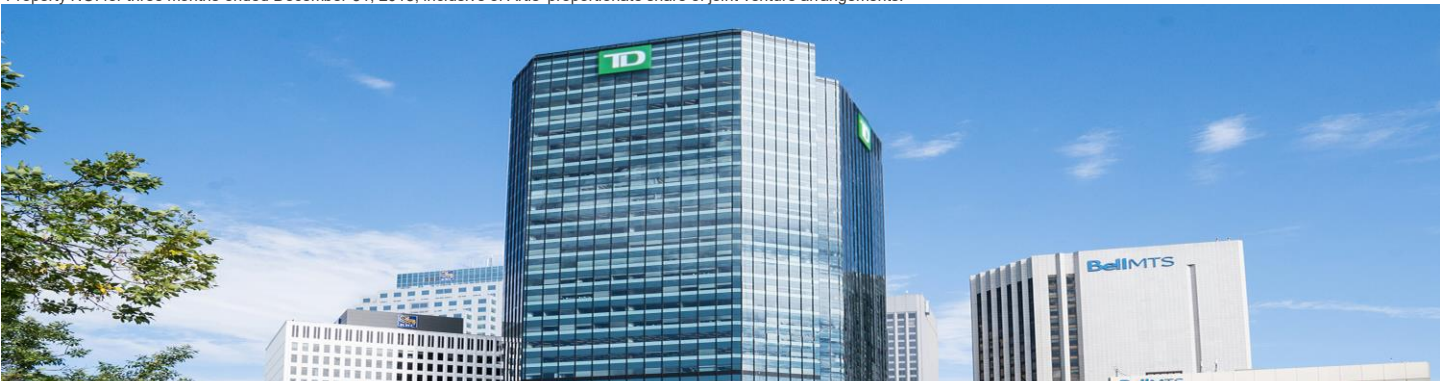
Property NOI  
by Asset Class  
(Q4-18)



Property NOI  
by Geography  
(Q4-18)



Property NOI for three months ended December 31, 2018, inclusive of Artis' proportionate share of joint venture arrangements.



Suite 600 – 220 Portage Avenue, Winnipeg, MB R3C 0A5

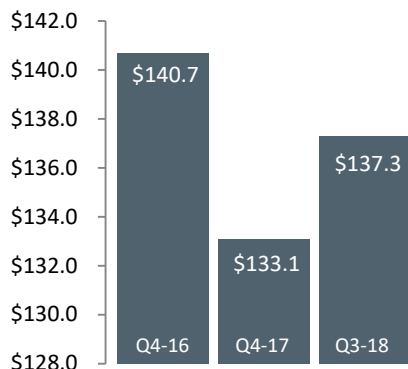
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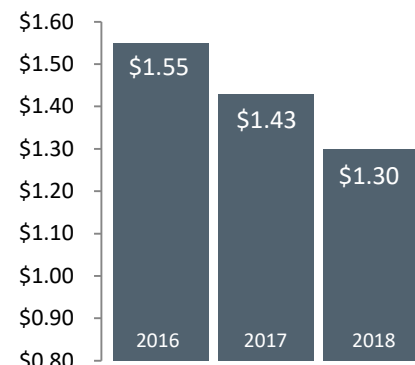
## Company Tear Sheet Q4 2018



### Revenue (millions)



### FFO (per unit)\*



### Investor Highlights

#### Diversified Canadian Commercial REIT

- 25.1 million square feet of office, retail, and industrial leasable area
- 235 properties in select markets in Canada and the U.S.

#### TSX-Listed REIT offering a selection of equity investment options for investors

- Trust units are rated BBB(L) by DBRS and earn a stable and tax-efficient monthly distribution of \$0.54 per unit per annum
- Preferred units are rated PFD-3(L) by DBRS and earn a stable tax-efficient quarterly distribution in Canadian dollars
- Debentures offer a stable debt yield

Highlights	2016	2017	Q4-18
Properties	250	237	235
GLA (sq.ft.)	25.7M	24.9M	25.1M
GBV	\$5.7B	\$5.4B	\$5.7B
FFO (per unit)*	\$1.55	\$1.43	\$1.30
Market Cap	\$2.0B	\$2.2B	\$1.6B
Debt: GBV	51.0%	49.3%	50.6%
Normalized Net Debt: EBITDA	8.2	8.3	8.8
Normalized EBITDA Interest Coverage	3.2	3.2	3.0
Unencumbered Assets	\$999M	\$1.7B	\$1.8B

All financial data is presented inclusive of Artis' proportionate share of properties held in joint venture arrangements.

\*FFO (per unit) data is exclusive of lease termination and non-recurring other income. 2018 FFO numbers are consensus analyst projections from most recent research reports. Artis does not endorse analyst projections. The information represents the views of particular analysts and not necessarily those of Artis. An investor should review the entire report of the analyst prior to making any investment decisions.

### Contact Information

#### Artis REIT

Winnipeg Head Office

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#### Transfer Agent

CST Trust Company

[www.canstockta.com](http://www.canstockta.com)

Phone: 800.387.0825 Fax: 888.249.6189

#### Indenture Trustee

BNY Trust Company of Canada

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