

# NOTICE OF ANNUAL MEETING OF UNITHOLDERS AND MANAGEMENT INFORMATION CIRCULAR

# ANNUAL MEETING OF UNITHOLDERS TO BE HELD ON MAY 31, 2017

**APRIL 27, 2017** 

#### PRO REAL ESTATE INVESTMENT TRUST

# NOTICE OF ANNUAL MEETING OF UNITHOLDERS

**NOTICE IS HEREBY GIVEN** that the annual meeting (the "**Meeting**") of holders of trust units and special voting units (collectively, the "**Unitholders**") of PRO Real Estate Investment Trust (the "**REIT**") will be held at 11:00 a.m. (Halifax Time) on Wednesday May 31, 2017 in the Atlantic Ballroom at the Westin Nova Scotian Hotel, located at 1181 Hollis Street, Halifax, Nova Scotia, B3H 2P6, for the following purposes:

- (a) to receive the consolidated financial statements of the REIT for the financial year ended December 31, 2016 and the report of the auditor thereon;
- (b) to elect the trustees of the REIT;
- (c) to reappoint the auditor of the REIT and to authorize the trustees of the REIT to fix the remuneration of the auditor; and
- (d) to transact any such other business as may properly come before the Meeting or any adjournment or postponement thereof.

This notice is accompanied by an information circular which provides additional information relating to the matters to be dealt with at the Meeting and forms part of this Notice and a form of proxy. The board of trustees of the REIT has fixed April 24, 2017 as the record date for determining those Unitholders entitled to receive notice of and vote at the Meeting.

A Unitholder may attend the Meeting in person or may be represented at the Meeting by proxy. Proxies to be used at the Meeting must be received by TSX Trust Company, 200 University Avenue, Suite 300, Toronto, Ontario, M5H 4H1 or by facsimile at (416) 595-9593 (within the Toronto area) not later than 11:00 a.m. (Halifax Time) on May 29, 2017 and, if the Meeting is adjourned or postponed, not later than 24 hours prior to the commencement of such adjournment or postponement.

Dated the 27<sup>th</sup> day of April, 2017.

BY ORDER OF THE TRUSTEES OF PRO REAL ESTATE INVESTMENT TRUST

(signed) "James W. Beckerleg"

President and Chief Executive Officer

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#### PRO REAL ESTATE INVESTMENT TRUST

#### INFORMATION CIRCULAR

#### GENERAL INFORMATION

#### Solicitation of Proxies

This information circular (the "Circular") is furnished in connection with the solicitation of proxies by the trustees (each a "Trustee" and collectively, the "Trustees" or "Board of Trustees") and management of PRO Real Estate Investment Trust (the "REIT") for use at the annual meeting (the "Meeting") of the holders (the "Trust Unitholders") of trust units (the "Trust Units") of the REIT and holders (the "Special Voting Unitholders") of special voting units (the "Special Voting Units") of the REIT (Trust Units and Special Voting Units are collectively referred to as the "Unitholders") to be held at 11:00 a.m. (Halifax Time) on Wednesday May 31, 2017 in the Atlantic Ballroom at the Westin Nova Scotian Hotel, located at 1181 Hollis Street, Halifax, Nova Scotia, B3H 2P6, and at any adjournment or postponement thereof, for the purposes set forth in the accompanying Notice of Meeting (the "Notice"). Any capitalized terms used in this Circular and not otherwise defined in this Circular shall have the meanings given to such terms in the REIT's amended and restated declaration of trust dated March 11, 2013 (as amended from time to time, the "Declaration of Trust").

The Board of Trustees has fixed April 24, 2017 as the record date for the Meeting (the "**Record Date**"). Only Unitholders of record on the books of the REIT as at that date are entitled to receive notice of and vote at the Meeting. Unitholders of record will be entitled to vote the Units held by them as at the Record Date.

If you are a registered Unitholder and are unable to attend the Meeting or any adjournment or postponement thereof in person, please complete, sign and mail the enclosed proxy and voting instruction form to, or deposit it with, our transfer agent, TSX Trust Company, 200 University Avenue, Suite 300, Toronto, Ontario, M5H 4H1 not later than May 29, 2017 at 11:00 a.m. (Halifax Time) and, if the Meeting is adjourned or postponed, not later than 24 hours prior to the commencement of such adjournment or postponement.

It is anticipated that this Circular will be mailed to Unitholders on or about May 9, 2017. Unless otherwise stated, the information contained in this Circular is given as at the Record Date. In this Circular, references to the "REIT" are to be read as references to the REIT and/or its subsidiaries, as the context requires.

# **Appointment of Proxies**

A Unitholder may appoint a proxyholder to attend the Meeting and vote on their behalf. The persons named in the enclosed form of proxy or voting instruction form (the "Named Proxyholders") are officers of the REIT or its subsidiaries. A Unitholder desiring to appoint some person other than a Named Proxyholder (who need not be a Unitholder) to represent him or her at the Meeting may do so by inserting such person's name in the blank space provided in the form of proxy and striking out the names of the persons specified or by completing another proper form of proxy.

Proxies must be received by the REIT's transfer agent, TSX Trust Company, at the address on the accompanying Notice of Annual Meeting of Unitholders, not later than May 29, 2017 at 11:00 a.m. (Halifax Time) and, if the Meeting is adjourned or postponed, not later than 24 hours prior to the commencement of such adjournment or postponement.

# **Voting of Units**

These proxy materials are being sent to both registered and non-registered owners of Units. If you are a non-registered owner, and the REIT or its agent has sent these materials directly to you, your name and address and information about your holdings of securities, have been obtained in accordance with applicable securities regulatory requirements from an Intermediary (as defined below) holding on your behalf.

By choosing to send these materials to you directly, the REIT (and not the Intermediary holding on your behalf) has assumed responsibility for (i) delivering these materials to you, and (ii) executing your proper voting instructions. Please return your voting instructions as specified in the request for voting instructions.

The information set forth in this section is of significant importance to Unitholders, as most of the issued and outstanding Trust Units are registered under the name of CDS & Co. (the registration name for CDS Clearing and Depository Services Inc., which acts as nominee for many Canadian brokerage firms).

Beneficial Unitholders (as defined below) should note that only proxies deposited by Unitholders whose names are on the records of the REIT as the registered holders of Units can be recognized and acted upon at the Meeting. Units held by CDS & Co. for intermediaries, brokers or their nominees can only be voted at the Meeting upon the instructions of the Unitholder for whom or which they held Units (the "Beneficial Unitholder"). Without specific instructions, intermediaries, brokers or their nominees are prohibited from voting Units on behalf of their clients. The Board of Trustees does not know for whose benefit the Units registered in the name of CDS & Co. are held. Under the Declaration of Trust, only registered holders of Units can exercise Unitholder rights at the Meeting. Therefore, to the extent their securities are registered in the name of CDS & Co., Beneficial Unitholders cannot be recognized at the Meeting for purposes of voting their Units in person or by way of proxy except through CDS & Co. as the sole registered holder of such Units in the manner set forth below.

Intermediaries, brokers and nominees (collectively, "Intermediaries") who hold Units on behalf of Beneficial Unitholders are required to seek voting instructions from Beneficial Unitholders in advance of the Meeting. As the process by which Intermediaries obtain and submit voting instructions varies among Intermediaries, each Beneficial Unitholder should please follow carefully the instructions provided or on behalf of their Intermediary in order to ensure that their Units can be voted at the Meeting. Generally, a Beneficial Unitholder will be advised by or on behalf of their Intermediary that they must provide their voting instructions to an agent of the Intermediary, such as Broadridge Financial Solutions, Inc., who will tabulate the instructions and then provide the tabulated voting instructions to TSX Trust Company. Beneficial Unitholders should provide their instructions sufficiently early to permit their Intermediaries or the agent of their Intermediaries to submit their votes to TSX Trust Company not later than May 29, 2017 at 11:00 a.m. (Halifax Time) and, if the Meeting is adjourned or postponed, not later than 24 hours prior to the commencement of such adjournment or postponement.

A Beneficial Unitholder receiving a proxy or voting instruction form from an Intermediary cannot use that proxy or voting instruction form to vote Units directly at the Meeting. In order to attend and vote in person at the Meeting, Beneficial Unitholders should follow the instructions provided by their Intermediaries or the agent of their Intermediaries. Generally, a Beneficial Unitholder will be instructed either (i) to complete the proxy or voting instruction form by inserting their own name to act as proxy in lieu of the Named Proxyholders in the blank space provided while leaving all of the "for" and "withhold" boxes blank, or (ii) to request a legal proxy in accordance with the instructions provided by the Intermediary or the Intermediary's agent. If a Beneficial Unitholder receives a legal proxy for use at the Meeting from their Intermediary or their Intermediary's agent, in order for it to be effective at the Meeting the Beneficial Unitholder must send the legal proxy to the transfer agent of the REIT, TSX Trust Company, so that it is received by TSX Trust Company not later than May 29, 2017 at 11:00 a.m. (Halifax Time) and, if the Meeting is adjourned or postponed, not later than 24 hours prior to the commencement of such adjournment or postponement.

A Beneficial Unitholder may revoke a voting instruction that has been given to an Intermediary at any time by notice given to the Intermediary or its agent in accordance with the instructions provided by or on behalf of the Intermediary. Any such revocation must be given in sufficient time for the Intermediary or its agent, as applicable, to act on it prior to the Meeting or any adjournment or postponement thereof. If a Beneficial Unitholder has made timely arrangements to attend and vote in person at the Meeting in the manner described above, voting instructions given prior to such action being taken will be revoked.

#### Revocability of Proxy

A registered Unitholder who has submitted a proxy may revoke it at any time prior to the exercise thereof. To revoke a proxy, a registered Unitholder may deliver or fax a written notice to the registered office of the REIT at 2000 Mansfield Street, Suite 920, Montreal, Québec, H3A 2Z6, facsimile 514-933-9094, Attention: Secretary, or at the offices of TSX Trust Company, 200 University Avenue, Suite 300, Toronto, Ontario, M5H 4H1, at any time not later than the business day prior to the Meeting and, if the Meeting is adjourned or postponed, not later than 24 hours prior to the commencement of such adjournment or postponement. A proxy may also be revoked on the day of the Meeting or any adjournment or postponement of the Meeting by a registered Unitholder by delivering written notice to the chair of the Meeting. In addition, the proxy may be revoked by any other method permitted by applicable law.

# **Persons Making the Solicitation**

The solicitation of proxies is being made by the Board of Trustees and management of the REIT. The costs incurred in the preparation and mailing of the Form of Proxy, Notice and Circular relating to the Meeting will be borne by the REIT. In addition to solicitation by mail, proxies may be solicited personally by telephone or other means of communication by the Board of Trustees, management or agents of the REIT who will not be specifically remunerated therefor. The costs of soliciting proxies will be borne by the REIT and are expected to be nominal.

# **Exercise of Discretion by Holders of Proxies**

Where the Unitholder specifies a choice in a proper form of proxy or voting instruction form with respect to any matter to be acted upon, and the Named Proxyholders have been appointed as proxy, the Units represented by such form of proxy or voting instruction form shall be voted in accordance with the specification so made. In the absence of such specification, Units for which the Named Proxyholder have been appointed as proxies will be voted FOR each of the matters specified in the Notice. The form of proxy and voting instruction form confers discretionary authority with respect to amendments or variations of those matters specified in the Notice and on any other matter that may be properly brought before the Meeting. As of the date of this Circular, the Trustees know of no such amendment, variation or other matters.

# **Voting Securities and Principal Holders Thereof**

Each Trust Unit entitles the holder thereof to one vote at the Meeting. Special Voting Units are used solely for providing voting rights to persons holding Class B limited partnership units ("Class B LP Units") of PRO REIT Limited Partnership ("PROREIT LP"), a limited partnership created under the laws of the Province of Québec pursuant to the first amended and restated limited partnership agreement dated November 14, 2012. Class B LP Units are exchangeable for Trust Units, and upon any such exchange the accompanying Special Voting Units will be cancelled. Each Special Voting Unit entitles the holder thereof to a number of votes equal to the number of Trust Units into which the Class B LP Units to which such Special Voting Unit relates is exchangeable. Currently, each Class B LP Unit is exchangeable for one Trust Unit and accordingly, each Special Voting Unit entitles the holder thereof to one vote at the Meeting.

As of the Record Date, 44,285,634 Trust Units and 3,577,727 Special Voting Units (accompanying 3,577,727 Class B LP Units) were issued and outstanding. To the knowledge of the Trustees, as of the close of business on the Record Date, no person or company beneficially owned, or exercised control or direction, directly or indirectly, over more than 10% of the voting rights attached to the Units.

#### **Quorum**

A quorum for the transaction of business at the Meeting consists of two or more individuals present in person at the Meeting either holding personally or representing as proxies not less in aggregate than 10% of the aggregate number of votes attached to all outstanding Units. If such quorum is not present at the appointed Meeting location within 30 minutes after the time fixed for the holding of the Meeting, the Meeting shall be adjourned to a day being not less than ten days later and to such place and time as may be appointed by the chairperson of the Meeting. If at such adjourned Meeting a quorum is not present, the Unitholders present, either personally or by proxy, shall form a quorum, and any business may be brought before or dealt with at such adjourned Meeting which might have been brought before or dealt with at the original Meeting in accordance with the notice calling same.

#### MATTERS TO BE ACTED UPON AT THE MEETING

# **Receipt of Financial Statements**

The audited consolidated financial statements of the REIT for the fiscal year ended December 31, 2016 and the report of auditor thereon will be presented at the Meeting.

# **Election of Trustees**

#### General

Pursuant to the Declaration of Trust, the REIT may have between three and 12 Trustees at any given time, and a majority of Trustees must be resident Canadians. Pursuant to the Declaration of Trust, all Trustees are to be elected by a majority of the votes cast at a meeting of the Unitholders. The REIT currently has eight Trustees, Messrs. Peter Aghar, James W. Beckerleg, Vincent Chiara, Martin Coté, John Levitt, Gérard A. Limoges and Ronald E. Smith, and Ms. Shenoor Jadavji. Each of the eight current Trustees will be standing for re-election at the Meeting.

The Trustees are appointed at each annual meeting of the Unitholders to hold office for a term expiring at the close of the next annual meeting or until their respective successors are elected or appointed. The Trustees hold office for a term expiring at the conclusion of the next annual meeting of Unitholders of the REIT or until their successors are elected or appointed and will be eligible for re-election. A Trustee appointed by the Board of Trustees between meetings of Unitholders or to fill a vacancy will be appointed for a term expiring at the conclusion of the next annual meeting or until his or her successor is elected or appointed and will be eligible for election or re-election. The Declaration of Trust includes certain advance notice provisions, which were approved by Unitholders at the 2015 annual and special meeting of Unitholders, which will (i) facilitate orderly and efficient annual general or, where the need arises, special, meetings of Unitholders; (ii) ensure that all Unitholders receive adequate notice of Trustee nominations and sufficient information with respect to all nominees; and (iii) allow Unitholders to register an informed vote.

Pursuant to the terms of a support agreement (the "Support Agreement") dated September 30, 2014 between the REIT and Lotus Crux REIT LP ("Lotus Crux"), Lotus Crux has the right to nominate a total of two individuals of its choosing (the "Lotus Crux Nominees") for election to the Board of Trustees at each meeting of Unitholders where Trustees are to be elected as long as Lotus Crux and the Lotus Crux Related Parties (as defined in the Support Agreement) collectively hold or control at least 7.5% of the outstanding Units. Currently, Lotus Crux and the Lotus Crux Related Parties hold or control approximately 8.04% of the outstanding Units and are therefore entitled to nominate two Lotus Crux Nominees, and the Lotus Crux Nominees are Ms. Shenoor Jadavji and Mr. Peter Aghar. Additional information relating to the Support Agreement is available under the REIT's profile on SEDAR at www.sedar.com.

Unitholders will be asked to elect eight Trustees for the ensuing year. The Named Proxyholders intend to vote **FOR** the election of the nominees whose names are set forth in "Matters to Be Acted Upon at the Meeting - Election of Trustees - Nominees" below (the "Nominees"), unless the Unitholder directs that the Units represented by the proxy be withheld from voting in respect of the election of one or more of the Nominees. Management of the REIT does not contemplate that any of the nominees listed below will be unable to serve as a Trustee of the REIT for the ensuing year. However, if that should occur for any reason prior to the Meeting, and the Named Proxyholders are appointed as proxies, the Named Proxyholders intend to vote for the election of the remaining Nominees and may vote for the election of a substitute nominee in their discretion.

The Board of Trustees recommends that Unitholders vote **FOR** each of the eight Nominees.

# Majority Voting Policy

The Trustees have adopted a policy that entitles each Unitholder to vote for each nominee on an individual basis. The policy also stipulates that if the votes in favour of the election of a Trustee represent less than a majority of the Units voted and withheld, the nominee will submit his or her resignation promptly after the Meeting for the consideration of the Trustees. After reviewing the matter, the Trustees' decision whether to accept or reject the resignation offer will be disclosed to the public within 90 days of the Meeting. The Trustees have discretion to accept or reject a resignation. The nominee will not participate in any Trustees deliberations on the resignation offer. The policy does not apply in circumstances involving contested elections.

The following tables set forth (a) the names of the persons being appointed or proposed to be nominated for election as Trustees; (b) their current positions with the REIT; (c) their principal occupation(s) or employment(s) during the five

preceding years; and (d) the approximate number of Trust Units, Class B LP Units and Deferred Units beneficially owned or over which control or direction is exercised, directly or indirectly, by each of them, as of the Record Date. The following nominees were elected as Trustees at the REIT's 2016 annual meeting of Unitholders and are proposed to be re-elected at the Meeting. Each Trustee elected will hold office until the next annual meeting of the Unitholders or until the election of his or her successor, unless he or she resigns or his or her office otherwise becomes vacant.

# Nominees

	Principal Occupation	1		
	President at Crux Cap	ital Corporation		
Peter Aghar Toronto, Ontario, Canada Trustee Trustee Since: June 9, 2015	developer and ventur purchased over 3 mill feet of development. I an institutional scale, over \$10 billion in v internationally, includ open and closed end I Mr. Aghar was form Director of Institution companies and invest	re capital investor activition square feet of common. Aghar has a success having been responsible alue. Transactions have ling equity investments, private equity funds as really President and Chilal Accounts at GE Cap	re across Canada. Sir nercial property and are sful 20 year track record e for more than one his e consisted of investme developments, joint ve well as the privatization ef Investment Officer ital Real Estate. Mr Agnember of the Young I	ation, a value-add real estate investor, are 2013, Crux and its partners have a participating in over 1 million square d as an opportunistic value investor on undred real estate transactions totaling ents in Canada, the United States and ntures, structured and mezzanine debt, and launch of several public entities. of KingSett Capital and a Managing ghar is a board member in a variety of President Organization. He is a CPA, Mathematics Degree.
	Current Public Boar	d Memberships (other	than the REIT)	
	Temple Hotels Inc. (T	SX: TPH)		
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents
as at the Record Date	2,393,600(1)	1,457,511(2)	41,422	3,892,533

	Principal Occupation	Principal Occupation				
James W. Beckerleg Montreal, Québec,		xecutive Officer of PRO				
Canada  Trustee Chair of the Nominating Committee Chair of the Investment Committee  Trustee Since: March 11, 2013	From May 2010 until March 2012, James W. Beckerleg was the President and Chief Executive Officer of CANMARC Real Estate Investment Trust ("CANMARC"). From 1995 to 2010, Mr. Beckerleg was President of Belwest Capital Management Corp., a private consulting firm which provided consulting and management services in the area of strategic advice and planning, corporate finance, mergers and acquisitions to various clients, including but not limited to, Homburg Canada Inc., a private international real estate management company. From 2005 to 2009, Mr. Beckerleg also served as Executive Vice-President, Québec Region for Homburg Canada Inc. Mr. Beckerleg has many years of experience in corporate finance, mergers and acquisitions and has served as an executive and director of several public companies, including CANMARC and several other companies in the real estate sector. He has a B.Sc (Mathematics) from McGill University (Montréal, Québec) and an MBA from Concordia University (Montréal, Québec).					
2013		d Memberships (other	than the REIT)			
G 44 77 11	None.	<u> </u>		T		
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	<b>Total Trust Units and Equivalents</b>		
as at the Record Date	75,800	302,238	483,928	861,966		

	Principal Occupation				
	President of Groupe M	Iach Inc.			
Vincent Chiara  Montreal, Québec, Canada  Independent Trustee <sup>(3)</sup> Trustee Since: June 9, 2015	Vincent Chiara, president and sole owner of Groupe Mach Inc. ("Mach"), began his career in 1984 as a lawyer specializing in real estate transactions and corporate litigation. In 1999 he ceased practicing law and focused on real estate acquisitions and property development through Mach, a private holding company. Mach and its affiliates hold significant investments representing more than 6.5 million square feet of office buildings located in Montreal and throughout Québec, including the Stock Exchange Tower, the CIBC Tower, the Sun Life Building and the University Complex. Mach also renovated over one million square feet of obsolete office space in the Montreal region. Mach has built, developed and owns shopping centers in the Montreal region with a leasable area of over one and a half million square feet. In addition to office and commercial spaces, Mach owns seven million square feet of industrial space, residential and development properties and land for development.				
	Current Public Boar	Current Public Board Memberships (other than the REIT)			
	The Hydropothecary C	The Hydropothecary Corporation (TSXV: THCX)			
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents	
as at the Record Date	10,870	nil	41,422	52,292	

	Principal Occupation			
	Founder and managing	g member of Bluenose A	AC Investments Inc.	
Martin Coté Montreal, Québec, Canada Independent Trustee <sup>(3)</sup> Trustee Since: June 9, 2015	Martin Coté is a founder and managing member of Bluenose AC Investments Inc. ("Bluenose"), an investment vehicle formed in 2013 to invest in real estate in Canada and the United States. Mr. Coté holds an MBA from the Richard Ivey School of Business and a Bachelor's degree from HEC Montreal. Bluenose is the exclusive investment manager and partner to BXR Group for Canadian real estate investments. BXR is a private equity fund based out of Europe. Prior to founding Bluenose, Mr. Coté spent five years in the Czech Republic working for RPG Real Estate, a division of BXR Group. During that time, he oversaw the management and development of a 12,000 acre land portfolio as well as an investment in Tower Group A.S., a Danish listed company that owned 10,000 apartments in Germany. He also served as CEO of Tower Group A.S. where his responsibilities included compliance and regulatory matters as well as lender relations. He has also lead the acquisition of over 1,000 units of high quality apartments in Texas in			
		erra Realty, a Toronto ba		ent and asset manager.
	Current Public Boar	d Memberships (other	than the REIT)	
	None.			
Securities Held or				
Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents
as at the Record Date	19,700	nil	41,422	61,122

	Principal Occupation					
	President and Chief E	President and Chief Executive Officer of Lotus Pacific Investments Inc.				
Shenoor Jadavji Vancouver, British Columbia, Canada  Trustee  Trustee Since: September 30, 2014	Shenoor Jadavji founded Lotus Pacific Investments Inc. ("LPI") in 1995, and is responsible for setting its strategic direction and overseeing acquisition, disposition, asset management and capital sourcing activities. Since founding LPI, Ms. Jadavji has acquired, developed, managed and sold over \$1 billion of industrial, office, retail, hotel and multi-family residential real estate properties. Most recently, Ms. Jadavji led LPI's strategic industrial portfolio initiative, acquiring and repositioning over 3.5 million square feet of industrial properties across Western and Central Canada. LPI's private equity partners include high net worth and institutional investors such as KingSett Capital, LaSalle Investment Management, and GE Capital. In aggregate, Ms. Jadavji has over 27 years of commercial real estate experience at LPI and Colliers International. She received her Business Degree in Finance and Urban Land Economics from the Sauder School of Business at the University of British Columbia.					
	Current Public Boar	Current Public Board Memberships (other than the REIT)				
	None.					
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents		
as at the Record Date	2,393,600(1)	1,457,511(2)	55,084	3,906,195		

Talan Tanah	Principal Occupation	1			
John Levitt	Partner at EDEV Real Estate Advisors				
Toronto, Ontario, Canada  Independent Trustee <sup>(3)</sup> Chairman of the Board of Trustees	Mr. Levitt is currently a partner at EDEV Real Estate Advisors, which he joined as a partner in 2005, and has over 25 years of experience in the real estate sector. EDEV Real Estate Advisors is a multi-faceted real estate consulting company offering development management, strategic planning and transaction services to clients. From 1997 until the sale of the corporation in 2005, he was a member of the senior management team of O&Y Properties Corporation with specific responsibility for its acquisition and development programs, which over eight years grew from an asset base of \$250 million to over \$2 billion.				
Trustee Since: March 11, 2013	Current Public Board Memberships (other than the REIT) None.				
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents	
as at the Record Date	87,499	nil	96,512	184,011	

Cánand A Limonas	Principal Occupation	1			
Gérard A. Limoges, CM, FCPA, FCA, Adm.A. Montreal, Québec, Canada	Corporate Director  Gérard A. Limoges is currently a corporate director and sits on the board of directors of Aeterna Zentaris Inc. He is also a member of the board of directors of several private companies and not-for-profit organizations, including the Orchestre Symphonique de Montréal. He was formerly Deputy Chairman of Ernst & Young Canada until retirement in September 1999, after a career of 37 years with this firm. He has				
Independent Trustee <sup>(3)</sup> Chair of the Audit Committee  Trustee Since: March 11,	a long experience in the areas of accounting, audit, mergers and acquisitions and has worked for clients in a wide range of industries including service companies, retail, communications, transportation, real estate, financial institutions, insurance, manufacturing and pulp and paper. He is a member of the Institute of Corporate Directors, of the Chartered Professional Accountants of Québec, of the Canadian Institute of Chartered Accountants and of the Québec Order of Chartered Administrators. Mr. Limoges received the Order of Canada in 2002.				
2013	Current Public Board Memberships (other than the REIT) Aeterna Zentaris Inc. (TSX: AEZS)				
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents	
as at the Record Date	72,001	nil	96,512	168,513	

	Principal Occupation			
	Corporate Director			
Ronald E. Smith, FCPA, FCA, ICD.D Yarmouth, Nova Scotia, Canada	background in finance and enterprises. He cu on the Board of Alan 2002 to 2012, he was billion of assets. Ove	e, human resources and urrently is the Chair of the nos Gold Inc. (formerly a member of the Canadar the last 30 years, he	management consulting the Nova Scotia Public Son AuRico Gold Inc.), and Pension Plan Investry has served on boards	d Board Member with an extensive g across a wide spectrum of industries ervice Superannuation Fund and serves TSX listed entity. For 10 years, from ment Board, which manages over \$200 and audit committees of six Canadian
Independent Trustee <sup>(3)</sup> Trustee Since: March 11, 2013	public companies and was a member of the Advisory Board of Southwest Properties Ltd. He has also served on various not-for-profit boards and committees. From 2000 to 2004, he was Chief Financial Officer of Emera Inc., a publicly-traded energy company. From 1987 to 1999, he was Chief Financial Officer of Maritime Telegraph and Telephone Company Limited ("MTT"), a predecessor of Bell Aliant Inc. Prior to MTT, he had a 16 year career at Ernst & Young including as a Partner in financial recovery and insolvency consulting in real estate, construction, financial services, and a variety of other industries. He is a member of the Institute of Corporate Directors and is a Fellow of the Institute of Chartered Accountants of Nova Scotia.			
	Current Public Boar	d Memberships (other	than the REIT)	
	Alamos Gold Inc. (TS	X: AGI)		
Securities Held or Controlled	Trust Units	Class B LP Units	Deferred Units	Total Trust Units and Equivalents
as at the Record Date	79,999	nil	81,736	161,735

Notes:

- (1) Includes (A) 2,174,000 Trust Units held by Lotus Crux REIT LP, a limited partnership controlled by Lotus Crux REIT General Partner Inc., a corporation controlled by (i) Lotus Pacific Investments Inc., a corporation controlled by Shenoor Jadavji, and (ii) Crux Capital Corporation, a corporation controlled by Peter Aghar, and (B) 219,600 Trust Units beneficially owned by Crux Capital Corporation, a corporation controlled by Peter Aghar.
- (2) Includes (A) 739,130 Class B LP Units beneficially owned by CIP Properties (Phase II) Limited Partnership and 334,783 Class B LP Units beneficially owned by Can-Industrial Portfolio Venture I Limited Partnership, both of which are controlled or directed, directly or indirectly, by Shenoor Jadavji and Peter Aghar, and (B) 383,598 Class B LP Units beneficially owned by Lotus Pacific (1750 JBM) Investments Inc., which is controlled or directed, directly or indirectly, by Shenoor Jadavji. Such parties are collectively referred to, together with the parties named in note 1 above, as the "Lotus Crux Related Parties".
- (3) Within the meaning of NI 52-110 (as defined below).

Except as disclosed below, no Trustee is, or within the ten years prior to the date hereof has (a) been a director or executive officer of any company that, while that person was acting in that capacity, (i) was the subject of a cease trade or similar order or an order that denied the relevant company access to any exemption under securities legislation for a period of more than 30 consecutive days; (ii) was subject to an event that resulted, after the director or executive officer ceased to be a director or executive officer, in the company being the subject of a cease trade or similar order or an order that denied the relevant company access to any exemption under securities legislation for a period of more than 30 consecutive days; or (iii) within a year of that person ceasing to act in that capacity, became bankrupt, made a proposal under any legislation relating to bankruptcy or insolvency or was subject to or instituted any proceedings, arrangement or compromise with creditors or had a receiver, receiver manager or trustee appointed to hold its assets; or (b) become bankrupt, made a proposal under any legislation relating to bankruptcy or insolvency, or become subject to or instituted any proceedings, arrangement or compromise with creditors, or had a receiver, receiver manager or trustee appointed to hold his or her assets except:

Mr. Gérard A. Limoges, a Trustee, was a director of Supratek Pharma Inc. when it made an application under the *Companies' Creditors Arrangement Act* (Canada) (the "CCAA") in January 2009. Supratek Pharma Inc. completed its statutory plan of arrangement under the CCAA in October 2009. He was also a director of Hart Stores Inc., a company which sought protection under the CCAA in August 2011. Hart Stores Inc. was subject to a cease trade order issued on August 6, 2012 by the Canadian securities regulatory authorities for failure to file annual and interim financial statements as well as the related management's discussion and analysis and Chief Executive Officer and Chief Financial Officer certifications within the prescribed periods.

### Reappointment of MNP LLP as Auditor

Unitholders will be asked to consider the reappointment of MNP LLP, Chartered Professional Accountants, Montreal, Québec, as auditor of the REIT to hold office until the next annual meeting of Unitholders, at a remuneration to be determined by the Trustees. MNP LLP has been the auditor of the REIT since January 30, 2013. The following table shows fees paid to MNP LLP in Canadian dollars in the past two fiscal years for various services provided to the REIT:

	Year ended December 31, 2015		Year ended December 31, 2016	
Audit Fees	\$	80,000	\$	80,000
Audit-Related Fees <sup>(1)</sup>	\$	73,717	\$	58,842
Tax Fees <sup>(2)</sup>	\$	20,000	\$	42,356
All Other Fees <sup>(3)</sup>	\$	12,973	\$	14,851
Total	\$	186,690	\$	196,049

Notes:

- (1) Audit-related fees are aggregate fees billed by the REIT's external auditor for assurance and related services that are reasonably related to the performance of the audit or review of the REIT's financial statements and are not reported under "Audit Fees" in the table above.
- (2) Tax fees are aggregate fees billed for professional services rendered with respect to tax compliance, tax advice and tax planning.
- (3) All other fees are aggregate fees billed for products and services provided by the REIT's external auditor, other than the services reported under "Audit Fees", "Audit-Related Fees" and "Tax Fees" in the table above.

The Board of Trustees recommends that Unitholders vote **FOR** the reappointment of MNP LLP, Chartered Professional Accountants, as auditor of the REIT at a remuneration to be determined by the Trustees.

Unless otherwise instructed, the Named Proxyholders, if appointed as proxies, intend to vote **FOR** the reappointment of MNP LLP, Chartered Accountants, as auditor of the REIT at a remuneration to be determined by the Trustees.

# **Interest of Certain Persons in Matters to Be Acted Upon**

Except as otherwise disclosed, no other person or company who is, or at any time for the fiscal year ended December 31, 2016 was, a Trustee or executive officer of the REIT, a proposed nominee for election as a Trustee of the REIT, or an associate or affiliate of any such Trustee, executive officer or proposed nominee, has any material interest, direct or indirect, by way of beneficial ownership or otherwise, in matters to be acted upon at the Meeting.

# **EXECUTIVE COMPENSATION**

#### Overview

As at the date hereof, the REIT does not directly employ any persons who would be considered an executive officer of the REIT. The services of James W. Beckerleg as President and Chief Executive Officer and Gordon G. Lawlor as Chief Financial Officer are provided to the REIT by the REIT's external manager, Labec Realty Advisors Inc. (the "Manager"). The Manager provides property and asset management advisory services to the REIT pursuant to the Management Agreement, for which the REIT pays certain fees. See "Management Agreement".

The REIT does not have any employment agreements with its executive officers and does not pay any cash compensation or short term incentives to any individuals serving as executive officers of the REIT, directly or indirectly. Rather, those executive officers are compensated by the Manager. A portion of the compensation paid to certain employees of the Manager is attributable to time spent on the activities of the REIT. The board of directors of the Manager has sole responsibility for determining the compensation of its executive officers from time to time, other than the granting of the Deferred Units and Restricted Units pursuant to the REIT's Long Term Incentive Plan, which are the responsibility of the Governance and Compensation Committee of the REIT's Board of Trustees.

# **Compensation Discussion and Analysis**

As the REIT's executive officers are employed by the Manager, the REIT is only obligated to pay a fixed amount to the Manager pursuant to the Management Agreement. See "Management Agreement". Any variability in cash compensation paid by the Manager to the NEOs (as defined below) does not impact the REIT's financial obligations.

The following is intended to describe the portion of the compensation of the named executive officers that is attributable to time spent on activities of the REIT. The named executive officers of the REIT are the REIT's President and Chief Executive Officer, James W. Beckerleg, and the REIT's Chief Financial Officer, Gordon G. Lawlor (collectively, the "Named Executive Officers" or "NEOs"). No other executive officer of the REIT earned total compensation for the year ended December 31, 2016 in excess of \$150,000.

# **Elements of Compensation**

The compensation of NEOs is based on three main elements: (i) base salaries; (ii) an annual cash incentive bonus; and (iii) long-term equity incentives granted under the REIT's LTIP. The NEOs do not benefit from medium-term incentives or pension plan participation. Perquisites and other personal benefits are not significant elements of their compensation.

As a private company, the Manager's process for determining compensation is straightforward and informal. The Manager's board of directors does not apply any specific formula for determining the amount of each compensation element or how one element fits into the overall compensation scheme in respect of the REIT's activities. Objectives and performance measures may vary from year to year as determined to be appropriate by the Manager's board of directors. Accordingly, the Board has not considered the implications of the risks associated with the compensation of NEOs.

# **Base Salaries**

Base salaries are intended to attract and retain certain individuals to act as executives, and as compensation for fulfilling the responsibilities of the role. Base salaries are determined annually on an individual basis by the board of directors of the Manager, taking into consideration the past, current and potential contribution to the success of the REIT, the scope and responsibilities of the NEO's role in the REIT and the competitive industry practices for other real estate investment trusts and corporations of comparable size. The REIT does not engage compensation consultants for the purposes of performing benchmarking or to apply specific criteria for the selection of comparable real estate businesses. In the past, other comparable real estate businesses that have been considered for benchmarking purposes include Allied

Properties REIT, Artis REIT, Cominar REIT and Pure Industrial REIT. Increases and decreases in base salary are at the sole discretion of the Manager's board of directors.

# Annual Cash Incentive Bonus

Annual cash incentive bonuses are at the sole discretion of the Manager's board of directors and not awarded pursuant to any formal incentive plan. Annual cash incentive bonuses are intended to reward performance of the REIT or the NEO individually and to motivate, attract and retain certain individuals as executives. Assessment of the REIT and each individual NEO's performance is based on qualitative and quantitative performance standards, as may be determined from year to year by the Manager's board of directors. It may be based on measures such as unit price performance, the meeting of operating, strategic and financial objectives, and the performance against Adjusted Funds from Operations (AFFO) per Unit as defined in the REIT's management's discussion and analysis ("MD&A"). Performance of the REIT and each individual NEO may vary from year to year depending on economic conditions and conditions in the real estate industry.

# Long Term Incentive Plan

The Board of Trustees, acting on the recommendation of the Governance and Compensation Committee, may designate individuals eligible to receive grants of Restricted Units and Deferred Units under the REIT's LTIP. The LTIP is intended to align the interests of the eligible NEOs more closely with the interests of the Unitholders, as Restricted Units and Deferred Units are tied to the REIT's financial and unit trading performance and vest or accrue over a number of years. In determining the grant of Restricted Units and Deferred Units, the Governance and Compensation Committee consider the performance of the REIT and each individual NEO's performance, the scope and responsibilities of the NEO's role in the REIT, tenure and past grants.

See "Executive Compensation - Incentive Plan Awards - Long Term Incentive Plan". For more on the role of the Governance and Compensation Committee, see "Governance Practices - Committees of the Board of Trustees - Governance and Compensation Committee".

# **Summary Compensation Table**

The following table sets forth the compensation for the fiscal years ended December 31, 2016, 2015 and 2014 earned by NEOs for services rendered to the REIT.

NEO Name and Principal Position	Year		Non-Equity Incentive Plan Compensation (Bonus) <sup>(1)</sup>	Unit-Based Awards <sup>(2)(3)</sup> (Long- Term Incentive Plan)	Pension Value	All Other Compensation	Total Compensation
		(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
James W. Beckerleg <sup>(4)</sup>	2016	nil	130,000	215,356	nil	nil	345,356
President and Chief Executive	2015	nil	130,000	417,612	nil	nil	547,612
Officer	2014	nil	130,000	140,171	nil	nil	270,171
	2016	nil	130,000	142,790	nil	nil	272,790
Gordon G. Lawlor, CPA, CA Chief Financial Officer	2015	nil	130,000	279,137	nil	nil	409,137
Cinci i manetai Officei	2014	nil	130,000	92,587	nil	nil	222,587

#### Notes:

<sup>(1)</sup> All annual incentive plan awards relating to services performed during the fiscal years ended December 31, 2016, 2015 and 2014 were paid by the Manager. See "Management Agreement".

<sup>(2)</sup> Represents Deferred Units granted to NEOs under the REIT's LTIP. Amounts are determined based on the deemed value of the Deferred Units on the grant date multiplied by the number of Deferred Units granted, as follows: Mr. Beckerleg – 2016: \$2.30 x 60,000; 2015: \$2.25 x 60,000 and \$2.30 x 100,000; 2014: \$2.40 x 50,000; Mr. Lawlor – 2016: \$2.30 x 40,000; 2015: \$2.25 x 40,000 and \$2.30 x 67,000; 2014: \$2.40 x 33,000.

<sup>(3)</sup> Includes additional Deferred Units credited during the year to reflect distributions paid on Trust Units.

<sup>(4)</sup> Mr. Beckerleg receives no compensation for acting as a Trustee of the REIT.

#### **Incentive Plan Awards**

# Outstanding Unit-Based Awards

The following table provides a summary, in respect of each NEO, of all Unit-based awards and option-based awards outstanding at the end of the REIT's most recently completed fiscal year ended December 31, 2016.

	Unit-Based Awards					
Name	Number of Units That Have Not Vested <sup>(1)</sup>	Market or Payout Value of Unit-Based Awards That Have Not Vested <sup>(1)</sup>	Market or Payout Value of Vested Unit-Based Awards Not Paid Out or Distributed <sup>(1)</sup>			
		(\$)	(\$)			
James W. Beckerleg President and Chief Executive Officer	212,168	449,798	385,329			
Gordon G. Lawlor, CPA, CA Chief Financial Officer	141,151	299,240	256,511			

Note:

# Incentive Plan Awards - Value Vested or Earned During the Year

The following table provides a summary, in respect of each NEO, of the value vested or earned during the REIT's fiscal year ended December 31, 2016.

Name	Unit-Based Awards – Value Vested During the Year <sup>(1)</sup>	Non-Equity Incentive Plan Compensation – Value Earned During the Year
James W. Beckerleg President and Chief Executive Officer	(\$) 237,635	(\$) nil
Gordon G. Lawlor, CPA, CA Chief Financial Officer	158,380	nil

Note:

# Long Term Incentive Plan

The following information is intended to be a brief description of the LTIP and is qualified in its entirety by the full text of the LTIP, a copy of which is available on SEDAR at www.sedar.com.

Eligible Participants may participate in the LTIP. "Eligible Participants" under the LTIP consist of (a) all Trustees (other than employees of the Manager), directors, employees and consultants of the REIT and its affiliates, and (b) employees of consultants or the Manager. The LTIP provides the REIT with the option to grant to Eligible Participants Deferred Units and Restricted Units. Currently, the aggregate number of Units that may be issued pursuant to the LTIP is 3,422,831. No Restricted Units and Deferred Units may be granted if the result would cause the total number of Units potentially issuable under the LTIP to exceed the aggregate number of Units issuable under the LTIP. Additional Deferred Units will be credited to the holder's account on an ongoing basis to reflect distributions paid on Units. Eligibility to participate does not confer upon any individual a right to receive an award of Restricted Units or Deferred Units pursuant to the LTIP.

Each Restricted Unit and Deferred Unit is equivalent in value to a Unit, credited on the REIT's books. Unless otherwise specified when granting an award to an Eligible Participant, one third of each Restricted Unit and Deferred Unit granted to Eligible Participants granted in any year shall vest (a) on January 1<sup>st</sup> of the following year (the "**Initial Vesting Date**"); (b) on the first anniversary of the Initial Vesting Date; and (c) on the second anniversary of the Initial Vesting Date. Restricted Units shall be settled on the date that the Restricted Units vest whereas Deferred Units shall be settled only after

<sup>(1)</sup> Deferred Units issued pursuant to the LTIP. The value of these grants represents the market value of the underlying Units as of December 31, 2016.

<sup>(1)</sup> These awards represent Units issuable pursuant to Restricted Units and Deferred Units issued under the LTIP. The value of these grants represents the market value of the underlying Units as of December 31, 2016.

the participant has ceased, as applicable, to provide services as a Trustee, director, employee or consultant of the REIT and its affiliates or as an employee of a consultant or the Manager. Under the LTIP, an eligible Trustee has the right to receive up to 50% of his or her meeting fees for the calendar year through the issuance of Deferred Units.

The aggregate of the Units: (i) issued to insiders of the REIT, within any one year period; and (ii) issuable to insiders of the REIT, at any time, under the LTIP shall not exceed 10% of the REIT's total issued and outstanding Units. Any Restricted Units or Deferred Units held by a participant immediately vest on the retirement or death of the participant or if a participant is terminated by the REIT without cause or becomes disabled. If a participant resigns or is terminated for cause, any of the participant's Restricted Units and Deferred Units which have not already vested immediately expire.

Upon the occurrence of a change of control event, the vesting of all Deferred Units and Restricted Units held by a participant shall be accelerated to provide that such Deferred Units and Restricted Units shall be fully vested and settlement shall be effective immediately prior to the completion of the change of control.

The Board of Trustees of the REIT may review and confirm the terms of the LTIP from time to time and may, subject to the TSXV rules, amend or suspend the LTIP in whole or in part as well as terminate the LTIP without prior notice as it deems appropriate. However, subject to the terms of the LTIP, no amendment may adversely affect the Deferred Units or Restricted Units previously granted under the LTIP without the consent of the affected Eligible Participant.

The table below sets forth details about the LTIP, the only equity compensation plan of the REIT, as of December 31, 2016.

Plan Category	Number of Units to be Issued Upon Vesting of All Outstanding DUs and RUs Issued Pursuant to the LTIP	Weighted-Average Exercise Price of Outstanding DUs and RUs	Number of Units Remaining Available for Future Issuance Under LTIP (Excluding Units Reflected in the First Column)
Equity compensation plans approved by Unitholders	1,116,152	n/a	2,306,679
Equity compensation plans not approved by Unitholders	n/a	n/a	n/a
Total	1,116,152	n/a	2,306,679

#### Special Grants of Deferred Units

In the REIT's most recent fiscal year ended December 31, 2016, the REIT made the following special grants of Deferred Units to the following NEOs and Trustees, which grants are intended to motivate NEOs and Trustees and to promote a greater alignment of their interests with the interests of the Unitholders:

NEO and/or Trustee Name	Deferred Units Granted in 2016 <sup>(1)</sup>
Peter Aghar	15,500
James W. Beckerleg	60,000
Vincent Chiara	15,500
Martin Coté	15,500
Shenoor Jadavji	15,500
Gordon G. Lawlor	40,000
John Levitt	17,750
Gérard A. Limoges	17,750
Vitale A. Santoro <sup>(2)</sup>	15,500
Ronald E. Smith	15,500

#### Note:

- (1) All Deferred Units were granted on February 18, 2016, based on a price of \$2.30 per underlying Trust Unit.
- (2) Mr. Santoro did not stand for re-election at the annual meeting of Unitholders held on June 7, 2016 and ceased to be a Trustee on that date.

The following table sets out additional information regarding awards made under the LTIP as at December 31, 2016.

	Number	% of Outstanding Units
Maximum Units Issuable	3,422,831	100%
Units Issued to Date	1,116,152	32.6%
Units Issuable under DU Awards	1,116,152	32.6%
Units Issuable under RU Awards	nil	0.0%
Units Available for Future Awards	2,306,679	67.4%

# **Termination and Change of Control**

There are no pre-defined termination payments or change of control arrangements for the NEOs.

#### TRUSTEE COMPENSATION

# **Compensation of Trustees**

In consideration for serving on the Board of Trustees, each Trustee is entitled to receive a fee of \$1,000 for each meeting of the Trustees attended in person or by conference call. Trustees who are also employees of the Manager are not eligible for remuneration in their role as a Trustee for purposes of attending meetings of the Board of Trustees. During the period from October 1, 2013 to March 31, 2017, with the intent of maintaining the sustainability of the REIT's cash flows, the Trustees waived any fees payable in cash to which they were entitled as Trustees, with the intent of maintaining the sustainability of the REIT's cash flows. The REIT may also grant to Trustees who are not employees of the Manager Deferred Units and Restricted Units under the terms of the LTIP. See "Executive Compensation - Incentive Plan Awards - Long Term Incentive Plan".

The aggregate number of Units that may be issued pursuant to the LTIP is 3,422,831. No Restricted Units and Deferred Units may be granted if the result would cause the total number of Units potentially issuable under the LTIP to exceed the aggregate number of Units issuable under the LTIP. Trustees eligible to receive cash remuneration from the REIT may also elect to receive up to 50% of their cash remuneration in the form of Deferred Units. The remuneration of the Trustees is subject to periodic review by the Board of Trustees, in consultation with the Governance and Compensation Committee.

The Trustees may also be reimbursed for their out-of-pocket expenses incurred in acting as Trustees. In addition, Trustees are entitled to receive remuneration for services rendered to the REIT in any other capacity, except in respect of their service as directors of any of the REIT's subsidiaries.

The table below provides a summary of the compensation earned in respect of the REIT's fiscal year ended December 31, 2016. Each of the Trustee's compensation is set out below, except for Mr. James W. Beckerleg, President and Chief Executive Officer of the REIT, as his compensation was previously set out in the "Summary Compensation Table".

Name	Fees Earned <sup>(1)</sup>	Unit-Based Awards (Long-Term Incentive Plan) <sup>(2)(3)</sup>	All Other Compensation	Total	Fees taken in DUs
	(\$)	(\$)	(\$)	(\$)	(%)
Peter Aghar	nil	40,275	nil	40,275	nil
Vincent Chiara	nil	40,275	nil	40,275	nil
Martin Coté	nil	40,275	nil	40,275	nil
Shenoor Jadavji	nil	42,993	nil	42,993	nil
John Levitt	nil	55,440	nil	55,440	nil
Gérard A. Limoges	nil	55,440	nil	55,440	nil
Vitale A. Santoro <sup>(4)</sup>	nil	42,642	nil	42,642	nil
Ronald E. Smith	nil	48,298	nil	48,298	nil

#### Notes:

- (1) Trustees eligible to receive cash remuneration from the REIT are entitled to elect to receive part or all of their fees in the form of DUs (as described above). For the purposes of this disclosure, such grants are included under "Fees Earned" above rather than "Unit-Based Awards".
- (2) Represents Deferred Units granted under the REIT's LTIP. Amounts are determined based on the deemed value of the Deferred Units (\$2.30) on the grant date (February 18, 2016) multiplied by the number of Deferred Units granted.
- (3) Includes additional Deferred Units credited for the period of January 1, 2016 to December 31, 2016 to reflect distributions paid on Trust Units.
- (4) Mr. Santoro did not stand for re-election at the annual meeting of Unitholders held on June 7, 2016 and ceased to be a Trustee on that date.

# **Incentive Plan Awards**

# **Outstanding Unit-Based Awards**

The following table provides a summary, in respect of each Trustee, of all Unit-based awards and option-based awards outstanding at the end of the REIT's most recently completed fiscal year ended December 31, 2016.

		Unit-Based Awards			
Name	Number of Units That Have Not Vested <sup>(1)</sup>	Market or Payout Value of Unit-Based Awards That Have Not Vested <sup>(1)</sup>	Market or Payout Value of Vested Unit-Based Awards Not Paid Out or Distributed <sup>(1)</sup>		
		(\$)	(\$)		
Peter Aghar	22,825	48,389	6,565		
Vincent Chiara	22,825	48,389	6,565		
Martin Coté	22,825	48,389	6,565		
Shenoor Jadavji	31,820	67,458	16,459		
John Levitt	39,388	83,502	78,702		
Gérard A. Limoges	39,388	83,502	78,702		
Ronald E. Smith	34,301	72,712	67,702		

#### Note:

<sup>(1)</sup> These awards were issued pursuant to the LTIP. The value of these grants represents the market value of the underlying Units as of December 31, 2016.

#### Incentive Plan Awards - Value Vested or Earned During the Year

The following table provides a summary, in respect of each Trustee, of the value vested or earned during the REIT's fiscal year ended December 31, 2016.

Name	Unit-Based Awards – Value Vested During the Year <sup>(1)</sup>	Non-Equity Incentive Plan Compensation – Value Earned During the Year
	(\$)	(\$)
Peter Aghar	6,565	nil
Vincent Chiara	6,565	nil
Martin Coté	6,565	nil
Shenoor Jadavji	16,459	nil
John Levitt	41,433	nil
Gérard A. Limoges	41,433	nil
Vitale A. Santoro <sup>(2)</sup>	115,431	nil
Ronald E. Smith	35,762	nil

#### Notes:

#### MANAGEMENT AGREEMENT

The following information is intended to be a brief description of the Management Agreement. For a more detailed description, see "Arrangements with the Manager" in the REIT's annual information form for the REIT's fiscal year ended December 31, 2016 (the "AIF"), a copy of which is available on SEDAR at www.sedar.com.

On March 11, 2013, the REIT entered into a management agreement (the "Management Agreement") with the Manager, Labec Realty Advisors Inc., whose head office is located at 2000 Mansfield Street, Suite 920, Montréal, Québec, H3A 2Z6. Pursuant to the terms of the Management Agreement, the Manager provides the REIT with the services necessary to manage its day-to-day operations, including the services of Messrs. James W. Beckerleg and Gordon G. Lawlor to the REIT as President and Chief Executive Officer and Chief Financial Officer of the REIT, respectively. Messrs. James W. Beckerleg and Gordon G. Lawlor respectively hold 50% of the shares of the Manager and are its only directors. Total fees incurred under the Management Agreement in 2016 were \$929,000.

In connection with the services provided by the Manager under the Management Agreement, the following amounts are payable to the Manager, in cash:

- an annual advisory fee equal to 0.25% of the Adjusted Cost Base of the REIT's assets, where "Adjusted Cost Base" means the book value of the assets of the REIT, as shown on its most recent consolidated balance sheet, plus the amount of accumulated depreciation and amortization shown thereon, less excess cash that is not yet invested in properties or other assets; and
- an acquisition fee equal to (i) 1.00% of the purchase price paid by the REIT for the purchase of a property, on the first \$100,000,000 of properties acquired in each fiscal year; (ii) 0.75% of the purchase price paid by the REIT for the purchase price of a property on the next \$100,000,000 of properties acquired in each fiscal year, and (iii) 0.50% of the purchase price paid by the REIT for the purchase of a property, on properties in excess of \$200,000,000 acquired in each fiscal year.

#### **Term and Termination**

The Management Agreement has an initial term expiring in 2020, subject to early termination in certain circumstances, and will be renewable for further five year periods upon mutual agreement. The REIT has the right, to terminate the Management Agreement in the event that the GBV, as such term is defined in the Management Agreement, of the REIT's assets reaches \$500 million, as such term is described in the AIF, in which case the REIT shall pay the Manager a termination fee equal to the management fees and expenses paid to the Manager in the then most recent fiscal year, plus any

<sup>(1)</sup> These awards represent Units issued pursuant to Restricted Units and Deferred Units under the LTIP. The value of these grants represents the market value of the underlying Units as of December 31, 2016.

<sup>(2)</sup> Mr. Santoro did not stand for re-election at the annual meeting of Unitholders held on June 7, 2016 and ceased to be a Trustee on that date.

severance costs related to the employees of the Manager. In addition, the REIT has the right to terminate the Management Agreement at any time without cause by a decision of a majority of the independent Trustees and upon at least 60 days' prior written notice, in which case the REIT shall pay the Manager a termination fee equal to:

- (i) in the event the Management Agreement is terminated during its initial term, the anticipated fees which would have been payable to the Manager in respect of such services during the balance of the initial term, plus any severance costs related to the employees of the Manager and any lease termination penalties payable by the Manager; provided that if there remained less than two years on the initial term of the Management Agreement, the REIT shall pay to the Manager a termination fee equal to the anticipated fees which would have been payable to the Manager in respect of such services during the following two years, plus any severance costs related to employees of the Manager and any lease termination penalties payable by the Manager; or
- (ii) in the event the Management Agreement is terminated during a renewal term, the anticipated fees which would have been payable to the Manager during the following two years, plus any severance costs related to the employees of the Manager and any lease termination penalties payable by the Manager.

# **Non-Competition**

During the term of the Management Agreement, the Manager and Messrs. Beckerleg and Lawlor shall not make any restricted investments in Canada. For the purposes of the Management Agreement, "restricted investments" means the acquisition of an ownership interest in or development of, directly or indirectly, income-producing office, retail, and industrial properties.

The Manager and Messrs. Beckerleg and Lawlor may however make restricted investments provided that (i) the REIT has first been offered the opportunity to make the restricted investment, directly or indirectly, or (ii) Messrs. Beckerleg and Lawlor make a restricted investment where the primary purpose of the investment is to use the property for personal purposes or as office space.

#### **GOVERNANCE PRACTICES**

#### General

The Trustees and management believe that sound corporate governance practices will contribute to the effective management of the REIT and the achievement of its strategic and operational goals and objectives. The following description of the REIT's governance practices is made with reference to National Policy 58-201 – *Corporate Governance Guidelines*, National Instrument 58-101 – *Disclosure of Corporate Governance Practices* ("NI 58-101") and National Instrument 52-110 – *Audit Committees* ("NI 52-110"), as applicable. The REIT is required to disclose certain information with respect to its governance practices. This information is set out below.

# **External Management Structure**

The REIT is externally managed by an experienced team of real estate professionals utilizing an efficient management structure. In exchange for providing management services to the REIT, the Manager earns a competitive advisory fee, expressed as a percentage of the Adjusted Cost Base of the REIT's assets, and an acquisition fee, expressed as a percentage of the purchase price of properties acquired. The Manager does not charge any incentive, disposition, financing, leasing, construction or development fees. In addition, the Manager has agreed to internalize the asset management function of the REIT once the REIT's GBV reaches \$500 million. See "Management Agreement".

Furthermore, the REIT seeks to maintain strong and effective governance with a Board of Trustees comprised of a majority of independent Trustees (within the meaning of NI 52-110), all of whom have experience in the Canadian commercial real estate and capital markets.

As of the Record Date, members of management and the Board of Trustees held or controlled, directly or indirectly, a 9.4% equity interest in the REIT.

# Independence

Five of the eight Trustees elected in 2016 were independent within the meaning of NI 52-110, namely Messrs. Vincent Chiara, Martin Coté, John Levitt, Gérard A. Limoges and Ronald E. Smith. Mr. James W. Beckerleg serves as President

and Chief Executive Officer of the REIT. Ms. Jadavji and Mr. Peter Aghar are entitled to receive fees under a strategic investment agreement between Lotus Crux Acquisition LP, an entity indirectly controlled by them, and the REIT. Accordingly, Mr. Beckerleg, Ms. Jadavji and Mr. Peter Aghar are not independent within the meaning of NI 52-110. The roles of Chairman of the Board of Trustees and Chief Executive Officer have been divided, permitting the Chairman to focus on his responsibilities. The independent Trustees meet in camera in conjunction with every regularly scheduled quarterly Board meeting.

The Board of Trustees has established four Board committees, being the Audit Committee, the Governance and Compensation Committee, the Nominating Committee and the Investment Committee. Each committee has a formal written charter, except for the Investment Committee. The Declaration of Trust requires that the Governance and Compensation Committee and the Audit Committee be composed of at least three Trustees, a majority of whom must be independent. The Declaration of Trust requires that a majority of the trustees on each of these committees be residents of Canada. During 2016, each of the Audit Committee and the Governance and Compensation Committee was comprised solely of independent Trustees and each of the Nominating Committee and the Investment Committee was comprised of a majority of independent Trustees.

#### **Board Mandate**

The Board of Trustees is responsible for the stewardship of the activities and affairs of the REIT. The Board seeks to discharge such responsibility by reviewing, discussing and approving our strategic planning and organizational structure and supervising management to oversee that the strategic planning and organizational structure enhance and preserve the business of REIT and the REIT's underlying value. The Board of Trustees meets periodically to review and approve the strategic plan proposed by management. In addition, the Board assesses the REIT's major opportunities and the risk impact of strategic decisions contemplated by management and monitors performance against such plans.

# **Orientation and Continuing Education**

When new Trustees are elected, they receive a comprehensive orientation. They are be briefed on the role of the Board of Trustees, its committees, the contribution individual Trustees are expected to make, and the nature and operation of the REIT and its assets. This is consistent with governance guidelines and enables a new Trustee to better understand the REIT and his or her role and responsibilities. Additionally, as new laws, issues or other developments that are relevant to the REIT arise, including general economic or capital markets trends, the REIT will ensure that such matters are the subject of presentations to, or discussions with, the Board of Trustees to ensure that each Trustee is fully aware of all relevant aspects of such matters.

The REIT's continuing education program for its Trustees involves the ongoing evaluation by the Governance and Compensation Committee of the skills and competencies of existing Trustees. The Board of Trustees is currently comprised of highly qualified and experienced Trustees with impressive levels of skill and knowledge. Many of the Trustees are seasoned business executives, directors or professionals with considerable amounts of experience, including as directors of other significant public companies. The Governance and Compensation Committee continually monitors the composition of the Board of Trustees and plans to recommend the adoption of a formal continuing education program in 2017.

#### **Ethical Business Conduct**

# Code of Business Conduct

The REIT has adopted a written Code of Conduct which sets out the principles which should guide the behaviour of all Trustees, officers and employees of the REIT and its subsidiaries, including the Manager. The objective of the Code of Conduct is to provide guidelines for maintaining the integrity, reputation, honesty, objectivity and impartiality of the REIT. The Code of Conduct addresses conflicts of interest, protecting the REIT's assets, confidentiality, fair dealing with security holders, competitors and employees, insider trading, compliance with laws and reporting any illegal or unethical behaviour.

As part of the Code of Conduct, any person subject to the Code of Conduct is required to avoid or fully disclose interests or relationships that are harmful or detrimental to the REIT's best interests or that may give rise to real, potential or the appearance of conflicts of interest. The Board of Trustees has the ultimate responsibility for the stewardship of the Code of Conduct. A copy of the Code of Conduct is available on SEDAR at www.sedar.com.

# Conflict of Interest

The Declaration of Trust of the REIT contains "conflict of interest" provisions similar to those contained in the *Canada Business Corporations Act* to protect holders of units without creating undue limitations on the REIT.

Given that the Trustees and officers of the REIT are engaged in a wide range of real estate and other activities, the Declaration of Trust requires each of the Trustees or officers of the REIT to disclose to the REIT if he or she is a party to a material contract or transaction or proposed material contract or transaction with the REIT or the fact that such person is a director or officer of or otherwise has a material interest in any person who is a party to a material contract or transaction or proposed material contract or transaction with the REIT. Such disclosure is required to be made by a Trustee (i) at the first meeting of the Board of Trustees, Investment Committee or applicable committee, as the case may be, at which a proposed contract or transaction is considered; (ii) if the Trustee was not then interested in a proposed contract or transaction, at the first such meeting after a Trustee becomes so interested; (iii) if the Trustee becomes interested after a contract is made or a transaction is entered into, at the first such meeting after the Trustee becomes so interested; or (iv) at the first meeting after an interested party becomes a Trustee. Disclosure is required to be made by an officer (i) as soon as the officer becomes aware that a contract or transaction or proposed contract or transaction is to be, or has been, considered by the Trustees; (ii) as soon as the officer becomes aware of his or her interest in a contract or transaction; or (iii) if not currently one of the REIT's officers, as soon as such person becomes one of the REIT's officers.

In the event that a material contract or transaction or proposed material contract or transaction is one that in the ordinary course would not require approval by the Trustees or Unitholders, that Trustee or officer is required to disclose in writing to the Trustees or request to have entered into the minutes of the meeting of the Trustees the nature and extent of his or her interest forthwith after the Trustee or officer becomes aware of the contract or transaction or proposed contract or transaction. In any case, a Trustee who has made disclosure to the foregoing effect is not entitled to vote on any resolution to approve the contract or transaction unless the contract or transaction is one relating primarily to his or her remuneration for serving as a Trustee, officer, employee or agent or one for indemnity under the indemnity provisions of the Declaration of Trust or the purchase of liability insurance.

The Declaration of Trust also contains provisions to address potential conflicts of interest arising between the REIT and any related party. In particular, the Trustees are required to obtain a valuation in respect of any real property that PROREIT LP or its subsidiaries intend to purchase from or sell to a related party prepared by a valuator engaged by, and prepared under the supervision of, a committee of two or more independent Trustees who have no interest in such transaction. In addition, the REIT will not permit PROREIT LP to effect a transaction with a related party unless the transaction is determined to be on commercially reasonable terms by, and is approved by, a majority of the independent Trustees who have no interest in such transaction.

# **Nomination of Trustees**

The Nominating Committee is responsible for identifying and investigating potential candidates for nomination to the Board of Trustees, including nominations put forward by Unitholders, and recommending prospective Trustees, as required, who will provide an appropriate balance of knowledge, experience and capability on the Board of Trustees. See "Governance Practices - Committees of the Board of Trustees - Governance and Compensation Committee".

# Compensation

The Board of Trustees determines the appropriate compensation for the Trustees of the REIT after considering the recommendations of the Governance Compensation Committee. The Board of Trustees and the Governance and Compensation Committee believe that the compensation currently paid to the Trustees is fair in light of the responsibilities and risks assumed by each Trustee and having regard to compensation paid to trustees of comparable real estate investment trusts. See "Trustee Compensation".

The Board of Trustees and the Governance and Compensation Committee are responsible for identifying and mitigating risk related to the REIT's compensation policies and practices. Such identified risks include the use of an external manager and the REIT's reliance on the services provided by the Manager, in particular the services of Messrs. James W. Beckerleg and Gordon G. Lawlor. Practices used by the REIT to mitigate such risks include the alignment of Trustee and management's interest with those of Unitholders.

# **Position Descriptions**

# Chair of the Board

The Chair of the Board is elected by the Board of Trustees. The primary responsibility of the Chair of the Board is to provide leadership to the Board of Trustees in order to enhance Board effectiveness. The Board of Trustees has ultimate accountability for the supervision and management of the REIT. Critical to this accountability is the relationship between the Board of Trustees, management, Unitholders and other stakeholders. The Chair of the Board, as presiding member, oversees that these relationships are effective, efficient and further the best interests of the REIT. The Board of Trustees has adopted a written position description for the Chairman of the Board which sets out the Chairman's key responsibilities, including duties relating to setting Board meeting agendas, chairing Board of Trustees and Unitholder meetings and communicating with the senior officers of the REIT so that they are aware of concerns of Trustees, Unitholders and other stakeholders.

## Committee Chairs

The Board has adopted general position descriptions for the committee chairs. To fulfill his or her responsibilities and duties, the chair for each committee shall: facilitate the effective operation and management of, and provide leadership to, the committee; chair meetings of the committee; set the agenda for each meeting of the committee and otherwise bring forward matters for consideration within the charter of the committee; facilitate the committee's interaction with management, the Board of Trustees and other committees of the Board of Trustees; act as a resource and mentor for other members of the committee; report to the Board of Trustees on matters considered by the committee, its activities and compliance with the committee's charter; and perform such other duties and responsibilities as may be delegated to the Chair of the Board by the committee from time to time.

The above position descriptions are reviewed and reassessed annually by the Governance and Compensation Committee and the Nominating Committee.

#### **Committees of the Board of Trustees**

# Audit Committee

The Audit Committee is responsible for assisting the Board of Trustees in fulfilling its oversight responsibilities with respect to financial reporting, including (i) reviewing the REIT's procedures for internal control with the REIT's auditor and Chief Financial Officer; (ii) reviewing and approving the engagement of the auditor; (iii) reviewing annual and quarterly financial statements and all other material continuous disclosure documents, including the REIT's annual information form and management's discussion and analysis; (iv) assessing the REIT's financial and accounting personnel; (v) assessing the REIT's accounting policies; (vi) reviewing the REIT's risk management procedures; and (vii) reviewing any significant transactions outside the REIT's ordinary course of business and any pending litigation involving the REIT.

The Audit Committee has direct communication channels with the Chief Financial Officer of the REIT and the external auditor of the REIT to discuss and review such issues as the Audit Committee may deem appropriate.

The Audit Committee is comprised of Messrs. Gérard A. Limoges, who acts as Chair of the Committee, Ronald E. Smith and Martin Coté. Each of these individuals is "financially literate" and "independent" within the meaning of NI 52-110.

Each member of the Audit Committee possesses considerable education and experience relevant to the performance of his responsibilities as an Audit Committee member. For the education and experience of each member of the Audit Committee relevant to the performance of his duties as a member of the Audit Committee, see "Matters to Be Acted Upon at the Meeting - Election of Trustees - Nominees". Additional information about our Audit Committee as required by NI 52-110 is contained in our latest annual information form which is available on SEDAR at www.sedar.com.

# Governance and Compensation Committee

The Governance and Compensation Committee is responsible for reviewing, overseeing and evaluating the governance policies of the REIT. The Board of Trustees has adopted a written charter for the Governance and Compensation Committee setting out its responsibilities for: (i) assessing annually, and at such other times as it deems appropriate, the effectiveness of the Board of Trustees, each of its committees and individual Trustees; (ii) organizing an orientation and education program for new Trustees; (iii) considering and approving proposals by the Trustees to engage outside advisers

on behalf of the Board of Trustees as a whole or on behalf of the independent Trustees; and (iv) reviewing and making recommendations to the Board of Trustees concerning any change in the number of Trustees composing the Board of Trustees, annually and at such other times as it deems appropriate.

In addition, pursuant to its written charter, the Governance and Compensation Committee is responsible for: (i) considering questions of management succession; (ii) administering any unit option or purchase plan of the REIT and any other compensation incentive programs (including the LTIP); (iii) assessing the performance of management of the REIT; (iv) reviewing and approving the compensation paid by the REIT, if any, to the officers, advisers and consultants of the REIT; and (v) reviewing and making recommendations to the Board of Trustees concerning the level and nature of the compensation payable to Trustees and officers of the REIT.

The Governance and Compensation Committee is comprised of Messrs. Ronald E. Smith, who acts as Chair of the Committee, John Levitt and Gérard A. Limoges. Each of these individuals is an independent Trustee. Each member of the Governance and Compensation Committee possesses considerable education and experience relevant to the performance of his responsibilities as a Governance and Compensation Committee member. For the education and experience of each member, see "Matters to Be Acted Upon at the Meeting - Election of Trustees - Nominees".

### Nominating Committee

The Declaration of Trust requires the Board of Trustees to have a Nominating Committee consisting of at least three Trustees, a majority of whom are independent. The Declaration of Trust provides that the Chair of the Nominating Committee shall be a resident of Canada. The Nominating Committee is charged with reviewing, overseeing and evaluating the nominating policies of the REIT. The Board of Trustees has adopted a written charter for the Nominating Committee setting out its responsibilities for overseeing the recruitment and selection of candidates as Trustees of the REIT.

The Nominating Committee is comprised of Messrs. James W. Beckerleg, who acts as Chair of the Committee, and Peter Aghar, and three independent Trustees, namely John Levitt, Gérard A. Limoges and Ronald E. Smith.

#### Investment Committee

The Declaration of Trust requires the Board of Trustees to have an Investment Committee consisting of at least three Trustees, each of whom must have substantial experience in the real estate industry, as determined by the Board of Trustees. The Investment Committee will (i) approve or reject proposed acquisitions and dispositions of investments by the REIT; (ii) authorize proposed transactions; and (iii) approve all financing arrangements and the assumption or granting of any mortgage other than the renewal of any existing mortgage by any of the REIT's subsidiaries.

The Investment Committee is comprised of James W. Beckerleg, who acts as Chair of the Committee, Vincent Chiara, Shenoor Jadayji, John Levitt and Ronald E. Smith.

#### **Succession Planning**

Although the REIT does not have any succession plan currently in place, the Governance and Compensation Committee plans to develop a succession plan for the key positions on the executive team which takes into account the skills required for such positions and possible candidates should the need arise.

#### Assessments

The Governance and Compensation Committee is responsible for annually reviewing and assessing the effectiveness of the Board of Trustees, the committees of the Board of Trustees and contributions of the individual Trustees. As part of the review process, the Compensation Committee plans to institute a policy in 2017 whereby it considers input from Trustees where appropriate, the attendance record of Trustees at meetings of the Board of Trustees and any committee thereof, the charters of the Board of Trustees and its committees, applicable position descriptions, the competencies and skills that each Trustee is expected to, and does in fact, bring to the Board of Trustees and each committee on which such Trustee serves, and the evolving needs of the REIT.

As part of a formal Board assessment process in 2017, the Compensation Committee plans to conduct of a review of (a) the performance of the Board of Trustees as a whole, including a review of the performance of the Board of Trustees' Chair; (b) the performance of each of the REIT's four committees, including a review of the performance of the committee Chairs; and (c) the performance of each individual Trustee by way of a peer-to-peer review.

#### Feedback to the Board of Trustees

Unitholders may communicate comments directly to the independent Trustees by writing to the Chair of the Board of Trustees, care of John Levitt, c/o PRO Real Estate Investment Trust, 2000 Mansfield Street, Suite 920, Montréal, Québec, H3A 2Z6. All correspondence, with the exception of solicitations for the purchase or sale of products and services and other similar types of correspondence, will be forwarded to the Chair of the Governance and Compensation Committee.

#### INDEBTEDNESS OF TRUSTEES AND OFFICERS OF THE REIT AND ITS AFFILIATES

As at the Record Date, no present or former Trustee, officer or employee is indebted to the REIT or any of its subsidiaries.

# INTERESTS OF INFORMED PERSONS IN MATERIAL TRANSACTIONS

To the knowledge of the Trustees, there are no material interests, direct or indirect, of the Trustees, any Unitholder who beneficially owns and/or controls or directs, directly or indirectly more than 10% of the outstanding Trust Units, or any associate or affiliate of any such persons, in any transactions since the commencement of the REIT's last completed financial year or in any proposed transaction which has materially affected or would materially affect the REIT or any of its subsidiaries.

#### ADDITIONAL INFORMATION

Additional information relating to the REIT, including financial information provided in the REIT's comparative financial statements and MD&A for 2016, is available on SEDAR at <a href="www.sedar.com">www.sedar.com</a>. Unitholders may obtain at no charge copies of the REIT's financial statements and MD&A by making a written request to James W. Beckerleg, President and Chief Executive Officer of the REIT, at:

PRO Real Estate Investment Trust 2000 Mansfield Street, Suite 920 Montréal, Québec, H3A 2Z6 Telephone: (514) 933-9552

Facsimile: (514) 933-9094

Financial information is provided in the REIT's comparative financial statements and MD&A for its most recently completed financial year.

# APPROVAL AND CERTIFICATION

The contents and sending of this Circular have been approved by the Trustees.

April 27, 2017

BY ORDER OF THE TRUSTEES OF PRO REAL ESTATE INVESTMENT TRUST

(signed) "James W. Beckerleg"

President and Chief Executive Officer