

Condensed Consolidated Interim Financial Statements of

**PRIMARIS RETAIL REAL  
ESTATE INVESTMENT TRUST**

Three months and nine months ended  
September 30, 2012 and 2011  
(Unaudited)

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Financial Position  
(In thousands of dollars)

	September 30, 2012	December 31, 2011
	(Unaudited)	
<b>Assets</b>		
Non-current assets:		
Investment properties (note 4)	\$ 3,766,650	\$ 3,557,900
Current assets:		
Rents receivable (note 5)	4,770	7,387
Other assets and receivables (note 6)	26,511	25,010
	31,281	32,397
	<b>\$ 3,797,931</b>	<b>\$ 3,590,297</b>
<b>Liabilities and Equity</b>		
Non-current liabilities:		
Mortgages payable (note 7)	\$ 1,137,083	\$ 1,372,871
Convertible debentures (note 8)	115,857	268,766
Exchangeable units (note 11)	51,741	45,079
Accounts payable and other liabilities (note 10)	4,296	1,205
	1,308,977	1,687,921
Current liabilities:		
Current portion of mortgages payable (note 7)	244,896	53,004
Bank indebtedness (note 9)	910	6,779
Accounts payable and other liabilities (note 10)	55,908	61,744
Distribution payable	9,501	8,251
	311,215	129,778
	1,620,192	1,817,699
Equity (note 11)	2,177,739	1,772,598
Subsequent events (note 22)		
	<b>\$ 3,797,931</b>	<b>\$ 3,590,297</b>

See accompanying notes to unaudited condensed consolidated interim financial statements.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Income and Comprehensive Income

(In thousands of dollars)

(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
<b>Revenue:</b>				
Minimum rent	\$ 59,763	\$ 58,574	\$ 178,171	\$ 157,280
Recoveries from tenants	38,601	35,558	112,873	96,844
Percentage rent	511	711	1,685	1,759
Parking	1,624	1,483	5,059	4,558
Other income	1,767	263	3,797	849
	102,266	96,589	301,585	261,290
<b>Expenses:</b>				
Property operating	25,759	23,882	75,082	65,363
Property taxes	19,109	18,291	57,182	49,972
Ground rent	332	325	994	914
General and administrative	3,331	2,080	9,533	7,730
Depreciation	257	286	1,000	757
	48,788	44,864	143,791	124,736
Income from operations	53,478	51,725	157,794	136,554
Finance income	9	13	68	96
Finance costs (note 13)	(24,194)	(19,518)	(87,308)	(76,445)
Fair value adjustment on investment properties (note 4)	109,879	(2,997)	134,693	15,157
Net income	139,172	29,223	205,247	75,362
<b>Other comprehensive income (loss):</b>				
Deferred loss on cash flow hedge	(368)	–	(333)	–
Amortization of deferred net loss on cash flow hedges	57	58	170	173
	(311)	58	(163)	173
<b>Comprehensive income</b>	<b>\$ 138,861</b>	<b>\$ 29,281</b>	<b>\$ 205,084</b>	<b>\$ 75,535</b>

See accompanying notes to unaudited condensed consolidated interim financial statements.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Changes in Equity  
(In thousands of dollars)

Nine months ended September 30, 2012 and 2011  
(Unaudited)

2012	Amount of units issued	Contributed surplus	Cumulative net income	Distributions	Accumulated other comprehensive income (loss)	Total
Equity, beginning of period	\$ 1,124,856	\$ 543	\$ 1,171,792	\$ (523,779)	\$ (814)	\$ 1,772,598
Net income for the period	—	—	205,247	—	—	205,247
Distributions	—	—	—	(79,448)	—	(79,448)
Deferred loss on cash flow hedge	—	—	—	—	(333)	(333)
Amortization of deferred net loss on cash flow hedges	—	—	—	—	170	170
Unit-based compensation plan (note 11(d))	1,310	—	—	—	—	1,310
Issuance of units under distribution reinvestment plan	11,672	—	—	—	—	11,672
Issuance of units, net of costs	109,845	—	—	—	—	109,845
Conversion of convertible debentures to units	155,269	—	—	—	—	155,269
Conversion of exchangeable units	1,409	—	—	—	—	1,409
Equity, end of period	\$ 1,404,361	\$ 543	\$ 1,377,039	\$ (603,227)	\$ (977)	\$ 2,177,739

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Changes in Equity (continued)  
(In thousands of dollars)

Nine months ended September 30, 2012 and 2011  
(Unaudited)

2011	Amount of units issued	Contributed surplus	Cumulative net income	Distributions	Accumulated other comprehensive income (loss)	Total
Equity, beginning of period	\$ 847,827	\$ 543	\$ 939,993	\$ (432,280)	\$ (1,044)	\$ 1,355,039
Net income for the period	—	—	75,362	—	—	75,362
Distributions	—	—	—	(66,884)	—	(66,884)
Amortization of deferred net loss on cash flow hedges	—	—	—	—	173	173
Unit-based compensation plan (note 11(d))	935	—	—	—	—	935
Issuance of units under distribution reinvestment plan	6,635	—	—	—	—	6,635
Issuance of units, net of costs	249,496	—	—	—	—	249,496
Conversion of convertible debentures to units	15,889	—	—	—	—	15,889
Conversion of exchangeable units	597	—	—	—	—	597
Purchase of units under normal course issuer bid	(589)	—	—	—	—	(589)
Equity, end of period	\$ 1,120,790	\$ 543	\$ 1,015,355	\$ (499,164)	\$ (871)	\$ 1,636,653

See accompanying notes to unaudited condensed consolidated interim financial statements.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

## Condensed Consolidated Interim Statements of Cash Flows

(In thousands of dollars)

(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
<b>Cash flows from operating activities:</b>				
Net income for the period	\$ 139,172	\$ 29,223	\$ 205,247	\$ 75,362
Adjustments for:				
Amortization of tenant improvement allowances	2,344	1,783	6,959	5,243
Amortization of tenant inducements	55	38	165	98
Amortization of straight-line rent	(569)	(634)	(1,518)	(1,361)
Value of units and options granted under unit-based compensation plan	1,370	(131)	4,306	1,593
Depreciation of fixtures and equipment	257	286	1,000	757
Net finance costs	24,185	19,505	87,240	76,349
Fair value adjustment on investment properties	(109,879)	2,997	(134,693)	(15,157)
	56,935	53,067	168,706	142,884
Change in other non-cash operating working capital (note 14)	11,123	6,853	(3,707)	(12,038)
Leasing commissions	(187)	(215)	(644)	(365)
Tenant improvement allowances	(7,856)	(7,456)	(14,396)	(11,502)
Tenant inducements	(25)	—	(25)	—
Net cash generated from operating activities	59,990	52,249	149,934	118,979
Interest received	9	13	68	96
Cash flows from operating activities	59,999	52,262	150,002	119,075
<b>Cash flows from financing activities:</b>				
Mortgage principal repayments	(8,239)	(7,645)	(24,620)	(20,113)
Proceeds of new mortgage financing	—	—	—	333,600
Repayment of financing	(21,227)	—	(21,227)	(37,039)
Advance (repayment) of bank indebtedness	910	(3,000)	(5,869)	(3,000)
Interest paid	(21,535)	(23,811)	(66,207)	(62,408)
Capitalized debt placement costs	(190)	9	(485)	(2,743)
Cash received on exercise of options	—	101	829	457
Issuance of units	—	—	115,058	260,590
Unit issue costs	43	(18)	(5,213)	(11,094)
Redemption of convertible debentures	(9,458)	—	(9,458)	—
Issuance of convertible debentures	—	—	—	75,000
Convertible debenture issue costs	—	—	—	(3,029)
Distributions to Unitholders	(23,777)	(22,715)	(68,476)	(60,853)
Purchase of units under normal course issuer bid	—	(589)	—	(589)
Cash flows from (used in) financing activities	(83,473)	(57,668)	(85,668)	468,779
<b>Cash flows from investing activities:</b>				
Acquisitions of investment properties	(5,642)	—	(50,336)	(582,383)
Additions to buildings and building improvements	(3,142)	(3,196)	(7,398)	(8,030)
Additions to recoverable improvements	(2,288)	(2,998)	(5,027)	(4,266)
Additions to fixtures and equipment	(212)	(62)	(1,573)	(104)
Proceeds of disposition	—	1,567	—	1,567
Cash flows used in investing activities	(11,284)	(4,689)	(64,334)	(593,216)
Decrease in cash and cash equivalents	(34,758)	(10,095)	—	(5,362)
Cash and cash equivalents, beginning of period	34,758	11,233	—	6,500
Cash and cash equivalents, end of period	\$ —	\$ 1,138	\$ —	\$ 1,138

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Condensed Consolidated Interim Statements of Cash Flows (continued)

(In thousands of dollars)

(Unaudited)

	Three months ended		Nine months ended	
	September 30,		September 30,	
	2012	2011	2012	2011
Supplemental disclosure of non-cash operating, financing and investing activities:				
Value of units issued from conversion of convertible debentures	\$ 108,581	\$ 2,138	\$ 155,269	\$ 15,889
Value of units issued under distribution reinvestment plan	4,517	2,480	11,672	6,635
Value of units issued under unit-based compensation plan	–	94	481	478
Value of units issued upon conversion of exchangeable units	–	–	1,409	597
Deferred loss on cash flow hedge	(368)	–	(333)	–

See accompanying notes to unaudited condensed consolidated interim financial statements.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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Primaris Retail Real Estate Investment Trust ("Primaris") is an unincorporated, open-ended real estate investment trust ("REIT"), created pursuant to the Declaration of Trust dated March 28, 2003 as amended and restated, and is governed by the laws of the Province of Ontario. Primaris' units and debentures are listed on the Toronto Stock Exchange and are traded under the symbol "PMZ". The registered office of Primaris is: 1 Adelaide Street East, Suite 900, Toronto, Ontario, M5C 2V9.

## 1. Basis of preparation:

### (a) Statement of compliance:

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"), including International Accounting Standard ("IAS") 34, *Interim Financial Reporting*, as issued by the International Accounting Standards Board ("IASB"), and using accounting policies described herein. These condensed consolidated interim financial statements do not include all of the information required for full annual financial statements and should be read in conjunction with the annual financial statements for the year ended December 31, 2011, which have been prepared in accordance with IFRS as issued by the IASB.

These condensed consolidated interim financial statements were approved by the Board of Trustees on November 8, 2012.

### (b) Basis of measurement:

These condensed consolidated interim financial statements have been prepared on a historical cost basis, except for the following material items in the condensed consolidated interim statements of financial position:

- Convertible debentures measured at fair value;
- Investment properties measured at fair value;
- Exchangeable units measured at fair value;



# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 1. Basis of preparation (continued):

- Liabilities for unit-based payment arrangements measured at fair value; and
- Cash flow hedges measured at fair value.

These condensed consolidated interim financial statements are presented in Canadian dollars, which is Primaris' functional currency.

### (c) Use of estimates and judgments:

The preparation of these condensed consolidated interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, revenue and expenses. Actual results may differ from these estimates.

Significant judgments and key estimates:

The following are significant judgments and key estimates that affect the reported amounts of assets and liabilities at the date of the condensed consolidated interim financial statements and the reported amounts of revenue and expenses during the period.

### (i) Property valuations:

Investment properties, which are carried on the condensed consolidated interim statements of financial position at fair value, are valued by either qualified external valuation professionals or by management. Each property is subject to an external appraisal at least once in every three years. The valuations are based on a number of assumptions, such as appropriate discount rates and capitalization rates and estimates of future rental income, operating expenses and capital expenditures. The valuation of investment properties is one of the principal estimates and uncertainties of these condensed consolidated interim financial statements. Refer to note 4 for further information on estimates and assumptions made in the determination of the fair value of investment properties.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 1. Basis of preparation (continued):

### (ii) Income taxes:

Primaris is a mutual fund trust and a REIT pursuant to the Income Tax Act (Canada). Under current tax legislation, Primaris is not liable to pay Canadian income taxes provided that its taxable income is fully distributed to Unitholders each year. Primaris is a REIT if it meets prescribed conditions under the Income Tax Act (Canada) relating to the nature of its assets and revenue (the "REIT Conditions"). Primaris has reviewed the REIT Conditions and has assessed their interpretation and application to Primaris' assets and revenue, and it has determined that it qualifies as a REIT for the period.

Primaris expects to continue to qualify as a REIT under the Income Tax Act (Canada); however, should it no longer qualify, it would not be able to flow through its taxable income to Unitholders and Primaris would, therefore, be subject to tax.

## 2. Significant accounting policies:

The accounting policies set out below have been applied consistently to all periods presented in these condensed consolidated interim financial statements, and the most recent consolidated annual financial statements.

### (a) Principles of consolidation:

These condensed consolidated interim financial statements include the accounts of all entities in which Primaris has a controlling interest. All intercompany transactions and balances have been eliminated upon consolidation.

### (b) Investment properties:

Investment properties include land and buildings held primarily to earn rental income or for capital appreciation or for both, rather than for use in the production for supply of goods or services or for sale in the ordinary course of business.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

On acquisition, investment properties are initially recorded at cost. Subsequent to initial recognition, Primaris uses the fair value model to account for investment properties. Under the fair value model, investment properties are recorded at fair value, determined based on available market evidence, at the condensed consolidated interim statements of financial position dates. Related fair value gains and losses are recognized in net income in the period in which they arise.

Subsequent capital expenditures are recorded to investment properties only when it is probable that future economic benefits of the expenditure will flow to Primaris and the cost can be measured reliably.

Gains or losses from the disposal of investment properties are determined as the difference between the net disposal proceeds and the carrying amount and are recognized in net income in the period of disposal.

### (c) Leasing costs:

Leasing costs include commissions paid to external leasing agents and payments to tenants. Leasing costs are included as components of the fair value of investment properties.

Payments to tenants under lease obligations are characterized either as tenant improvements or as tenant inducements. The obligation is determined to be a tenant improvement when the payment to the tenant was spent on leasehold improvements. Otherwise, the obligations under the lease are treated as tenant inducements. Both tenant improvements and tenant inducements are amortized on a straight-line basis over the term of the lease as a reduction of revenue.

### (d) Cash and cash equivalents:

Cash and cash equivalents include cash and short-term investments, such as bankers' acceptances and treasury bills, with initial maturity dates of less than 90 days.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

### (e) Fixtures and equipment:

Fixtures and equipment, including leasehold improvements and computer hardware, are recorded at cost less accumulated depreciation and net accumulated impairment losses. Depreciation expense is recorded on a straight-line basis over the estimated useful life of each asset. The depreciation method and useful lives are reviewed at each annual reporting date and adjusted if appropriate. Gains or losses arising from the derecognition of fixtures and equipment are determined as the difference between the net disposal proceeds and the carrying amount.

### (f) Convertible debentures:

The convertible debentures are convertible into trust units of Primaris. As Primaris' trust units are redeemable at the option of the holder and are, therefore, considered puttable instruments in accordance with IAS 32, *Financial Instruments: Presentation* ("IAS 32"), the convertible debentures are considered a liability containing liability-classified embedded derivatives. Primaris has elected to record the full outstanding amount of each convertible debenture at its fair value, with the changes being recognized in net income.

### (g) Exchangeable units:

The exchangeable units of subsidiaries of Primaris are exchangeable into trust units at the option of the holder. The exchangeable units are considered puttable instruments and are required to be classified as financial liabilities. Further, the exchangeable units are classified as fair value through profit or loss financial liabilities and are, therefore, measured at fair value at each reporting period with any changes in fair value recognized in net income. The distributions paid on the exchangeable units are accounted for as finance costs (note 13).

### (h) Trust units:

Primaris' trust units are redeemable at the option of the holder and, therefore, are considered puttable instruments. Puttable instruments are required to be accounted for as financial liabilities, except where certain conditions are met in accordance with IAS 32, in which case, the puttable instruments may be presented as equity. Primaris' trust units meet the conditions of IAS 32 and are, therefore, classified and presented as equity.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

### (i) Finance income and finance costs:

Finance income comprises interest income on funds invested and the amortization of gains on hedging instruments that are recognized in net income. Interest income is recognized as it accrues in net income, using the effective interest method.

Finance costs comprise interest expensed on borrowings, distributions on exchangeable units classified as liabilities, fair value changes recognized on financial assets and liabilities, the amortization of losses on hedging instruments that are recognized in net income, and debt placement costs.

Debt placement costs associated with financial liabilities, measured at amortized cost, are presented with the related debt instrument and amortized using the effective interest rate over the anticipated life of the related debt.

Debt placement costs associated with the issuance of convertible debentures, which are recorded at market value, are expensed as incurred.

### (j) Revenue recognition:

Revenue from investment properties includes minimum rent earned from tenants under lease agreements, percentage rent, property tax and operating cost recoveries and other incidental income, and is recognized as revenue over the term of the underlying leases. All predetermined minimum rent adjustments in lease agreements are accounted for on a straight-line basis over the term of the respective leases. Percentage rent is not recognized until a tenant's actual sales reach the sales threshold as set out in the tenant's lease.

### (k) Lease payments:

Payments made under operating leases are recognized in net income on a straight-line basis over the term of the lease. Lease incentives received are recognized as an integral part of the total lease expense over the term of the lease.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

### (l) Employee benefits:

A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution pension plans are recognized as an employee benefit expense in net income in the years during which services are rendered by employees.

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A liability is recognized for the amount estimated to be paid under short-term cash bonus or profit-sharing plans.

### (m) Unit-based compensation:

Primaris has a unit option plan, which provides holders with the right to receive trust units, which are puttable. Primaris measures these amounts at fair value at the grant date and compensation expense is recognized over the vesting period. The amounts are fair valued at each reporting period and the change in fair value is recognized as compensation expense. The unit-based compensation is presented as a liability.

### (n) Financial instruments:

Financial instruments are classified as one of the following: (i) held-to-maturity, (ii) loans and receivables, (iii) financial liabilities, (iv) financial assets or financial liabilities at fair value through profit or loss, or (v) available-for-sale. Financial instruments are recognized initially at fair value. Financial instruments classified as held-to-maturity, loans and receivables, or financial liabilities are subsequently measured at amortized cost. Financial assets and liabilities classified as fair value through profit and loss are measured at fair value with unrealized gains and losses recognized in net income. Available-for-sale financial instruments are subsequently measured at fair value, with unrealized gains and losses recognized in other comprehensive income (loss).

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

Primaris designates its cash and cash equivalents, rents receivable and other receivables as loans and receivables; mortgages payable, bank indebtedness, accounts payable and other liabilities, and distribution payable as other liabilities; and exchangeable units and convertible debentures as financial liabilities at fair value through profit or loss. Primaris has neither available-for-sale nor held-to-maturity instruments.

Where financial instruments are reported at their amortized cost, transaction costs that are directly attributable to the acquisition or issuance of financial assets or liabilities are accounted for as part of the carrying amount of the respective asset or liability at inception.

All derivative instruments, including embedded derivatives, are recorded at fair value and any changes in fair value are recognized in net income.

### (o) Hedging:

The instruments that are used in hedging transactions are formally assessed both at the inception of a transaction and on an ongoing basis as to whether the instruments that are used in hedging transactions are highly effective in offsetting changes in fair values of hedged items.

In a cash flow hedge, the change in fair value of the derivative, to the extent effective, is recorded in other comprehensive income (loss) until the asset or liability being hedged affects the condensed consolidated interim statements of income and comprehensive income, at which time, the related change in fair value of the derivative is recognized in net income over the life of the hedged item. Hedge ineffectiveness, if any, is recognized in net income immediately.

### (p) Income taxes:

Primaris is a mutual fund trust and a REIT pursuant to the Income Tax Act (Canada). Under current tax legislation, a REIT is entitled to deduct distributions of taxable income such that it is not liable to pay income taxes, provided that its taxable income is fully distributed to Unitholders. Primaris intends to continue to qualify as a REIT and to make distributions not less than the amount necessary to ensure that Primaris will not be liable to pay income taxes. Accordingly, no current or deferred income taxes have been recorded in the condensed consolidated interim financial statements.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

(q) Future accounting changes:

(i) IAS 1, *Presentation of Financial Statements* ("IAS 1"):

Primaris intends to adopt the amendments to IAS 1 in its financial statements for the annual period beginning on January 1, 2013. Primaris does not expect IAS 1 to have a significant impact on its condensed consolidated interim financial statements and will not early adopt the new standard.

(ii) IFRS 9, *Financial Instruments* ("IFRS 9"):

IFRS 9 was issued to replace IAS 39, *Financial Instruments: Recognition and Measurement* ("IAS 39"). IFRS 9 uses a single approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple classification rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of its financial assets. The standard is effective for annual periods beginning on or after January 1, 2015, with early adoption permitted. Primaris does not expect IFRS 9 to have a significant impact on its condensed consolidated interim financial statements and will not early adopt the new standard.

(iii) IFRS 11, *Joint Arrangements* ("IFRS 11"):

IFRS 11 replaces IAS 31, *Interest in Joint Ventures*. The new standard redefines joint operations and joint ventures and requires joint operations to be proportionately consolidated and joint ventures to be equity-accounted. Primaris has one investment that is currently proportionately consolidated. Under IFRS 11, this investment will be classified as a joint operation and, therefore, will continue to be proportionately consolidated. This standard is effective for annual periods beginning on or after January 1, 2013, with early adoption permitted. Primaris does not expect any impact on its condensed consolidated interim financial statements from this standard.



# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 2. Significant accounting policies (continued):

### (iv) IFRS 12, *Disclosure of Interests in Other Entities* ("IFRS 12"):

IFRS 12 outlines the disclosures for interests in subsidiaries, joint ventures and associates. The standard requires Primaris to disclose information that enables users of financial statements to evaluate the nature, risks and financial effects associated with its interests in other entities. This standard is effective for annual periods beginning on or after January 1, 2013, with early adoption permitted. Primaris does not expect IFRS 12 to have a significant impact on its condensed consolidated interim financial statements and will not early adopt the new disclosures.

### (v) IFRS 13, *Fair Value Measurement* ("IFRS 13"):

IFRS 13 provides a single source of guidance on how to measure fair value where fair value is already required or permitted by other IFRS standards (except IFRS 2, *Share-Based Payment*, and IAS 17, *Leases*). The standard also enhances disclosure requirements for information about fair value measurements and the use of management's judgment. This standard is effective for annual periods beginning on or after January 1, 2013, with early adoption permitted. Primaris does not expect IFRS 13 to have a significant impact on its condensed consolidated interim financial statements and will not early adopt the new standard.

## 3. Acquisitions:

During the quarter ended June 30, 2012, Primaris completed the purchase of Driftwood Mall in Courtenay, British Columbia. During the quarter ended September 30, 2012, Primaris purchased a property adjacent to an existing shopping centre.

During the year ended December 31, 2011, Primaris completed the purchase of five properties: Burlington Mall in Burlington, Ontario; Oakville Place in Oakville, Ontario; Place Vertu in Saint-Laurent, Quebec; St. Albert Centre in St. Albert, Alberta; and Tecumseh Mall in Windsor, Ontario. Also, during the fourth quarter, Primaris purchased a property adjacent to an existing shopping centre.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

### 3. Acquisitions (continued):

The purchases have been accounted for as asset acquisitions, with the results of operations included in these condensed consolidated interim financial statements. The purchase price allocation to net assets was as follows:

	September 30, 2012	December 31, 2011
Investment properties	\$ 52,173	\$ 584,546
Other assets	1,367	3,534
Other liabilities	(1,542)	(2,692)
	51,998	585,388
Less mortgages payable	(1,662)	—
Purchase price paid in cash, including acquisition costs of \$555 (2011 - \$9,546)	\$ 50,336	\$ 585,388

With the acquisition made during the quarter ended September 30, 2012, Primaris assumed a mortgage of \$1,662. The mortgage matures December 1, 2014 and bears interest at a fixed rate of 3.78%.

In 2011, Primaris arranged third-party mortgage funding of \$108,600 and \$115,000 with respect to the acquisitions of Burlington Mall and Oakville Place, respectively. The respective loans have terms of 5 years and 10 years and bear interest at fixed rates of 3.83% and 4.74%.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

## 4. Investment properties:

	Nine months ended September 30, 2012	Year ended December 31, 2011
Balance, beginning of period	\$ 3,557,900	\$ 2,804,900
Acquisitions of investment properties, including acquisition costs of \$555 (December 31, 2011 - \$9,546)	52,173	584,546
Additions:		
Capital expenditures	12,425	25,064
Direct leasing costs	15,065	19,667
Dispositions	-	(19,833)
Fair value adjustment on investment properties	134,693	149,113
Amortization of leasing costs and straight-line rents included in revenue	(5,606)	(5,557)
<b>Balance, end of period</b>	<b>\$ 3,766,650</b>	<b>\$ 3,557,900</b>

Investment properties are stated at fair value. The fair value was determined by a combination of valuations made by independent external appraisers having appropriate professional qualifications and internal management valuations primarily using a discounted cash flow model.

### (a) External appraisals:

Each property is subject to an external appraisal at least once in every three years.

Aggregate fair value of properties externally appraised for the quarter ending:

	2012	2011
March 31	\$ 210,800	\$ 21,900
June 30	236,250 <sup>(1)</sup>	1,028,900 <sup>(1)</sup>
September 30	435,550 <sup>(1)</sup>	297,600
December 31	N/A	348,000
<b>Year-to-date total</b>	<b>\$ 882,600</b>	<b>\$ 1,696,400</b>

<sup>(1)</sup>Includes properties acquired during the quarter at their fair values.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 4. Investment properties (continued):

### (b) Internal appraisals:

Fair values were primarily determined by using a discounted cash flow model. Using this model, discount rates were applied to the projected annual operating cash flows, generally over a term of 10 years, including a terminal value based on a capitalization rate to estimated year 11 cash flows. As at September 30, 2012 and December 31, 2011, the fair values of investment properties purchased during the previous 12 months were determined to be equal to the purchase price, net of acquisition costs.

Valuations are most sensitive to changes in discount rates and capitalization rates. Primaris received quarterly capitalization rate reports from independent external appraisers and these reports support management's view on the investment metrics used. Below are the key rates used in the modeling process for both internal and external appraisals:

	September 30, 2012			December 31, 2011		
	Maximum	Minimum	Weighted average	Maximum	Minimum	Weighted average
Discount rate	10.0%	6.3%	7.0%	10.7%	6.5%	7.3%
Terminal cap rate	9.0%	5.3%	6.1%	9.5%	5.5%	6.3%
Investment horizon (years)	10	10	10	10	10	10

Primaris' Yonge Street assets, which represent less than 1% of the portfolio value, were appraised at a capitalization rate lower than this range reflecting, in part, the redevelopment potential of these locations.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

## 4. Investment properties (continued):

(c) Fair value sensitivity:

Valuations are most sensitive to change in discount rates and capitalization rates. The following table summarizes the rate sensitivity:

Capitalization rate sensitivity increase (decrease)	Weighted average		Fair value of investment properties	Fair value variance	% Change	Debt to total assets
	Discount rate	Terminal cap rate				
(0.75)%	5.36%	6.28%	\$ 4,306,450	\$ 539,800	14.3 %	34.1%
(0.50)%	5.61%	6.53%	4,110,350	343,700	9.1 %	35.7%
(0.25)%	5.86%	6.78%	3,931,150	164,500	4.4 %	37.3%
September 30, 2012	6.11%	7.03%	3,766,650	—	—	38.9%
0.25%	6.36%	7.28%	3,615,250	(151,400)	(4.0)%	40.6%
0.50%	6.61%	7.53%	3,475,350	(291,300)	(7.7)%	42.2%
0.75%	6.86%	7.78%	3,345,750	(420,900)	(11.2)%	43.8%

Two land leases meet the definition of a finance lease and are included in the fair value of investment properties.

Included in investment properties is \$34,164 (December 31, 2011 - \$34,010) of net improvements to be recovered from tenants.

The investment properties have been pledged as security for Primaris' mortgages payable and bank indebtedness. In addition, Primaris' interest in one property remains pledged as security for \$5,326 (December 31, 2011 - \$19,466) of obligations of its joint venture partner, which matures on April 1, 2013. Primaris has been indemnified and has implemented appropriate additional protective measures to minimize the risk of any loss.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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(Unaudited)

## 5. Rents receivable:

	September 30, 2012	December 31, 2011
Rents receivable, net of allowance of \$1,232 (December 31, 2011 - \$1,167)	\$ 2,093	\$ 2,159
Accrued recovery revenue	1,031	2,739
Accrued percentage rent	556	724
Other amounts receivable	1,090	1,765
	<u>\$ 4,770</u>	<u>\$ 7,387</u>

## 6. Other assets and receivables:

	September 30, 2012	December 31, 2011
Prepaid realty taxes	\$ 16,696	\$ 4,207
Prepaid ground rent	467	318
Fixtures and equipment, net of accumulated depreciation of \$2,029 (December 31, 2011 - \$2,445)	4,888	4,315
Other assets	4,460	3,143
Escrow funds	—	13,027
	<u>\$ 26,511</u>	<u>\$ 25,010</u>

A portion of the proceeds of a sale of a property were released from escrow upon registration of a mortgage secured by a different shopping centre in the Primaris portfolio.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Three months and nine months ended September 30, 2012 and 2011  
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## 7. Mortgages payable:

Mortgages payable are secured by investment properties and, in many cases, by corporate guarantees, and bear interest at fixed rates ranging between 3.78% and 7.20% (December 31, 2011 - 3.83% and 7.45%). The weighted average interest rate for the mortgages payable, excluding the finance costs, is 5.41% (December 31, 2011 - 5.41%). This rate reflects the marking-to-market of interest rates for all debts assumed in conjunction with property acquisitions. Mortgages payable mature at various dates between 2012 and 2022.

	September 30, 2012	December 31, 2011
Mortgages payable	\$ 1,387,423	\$ 1,431,608
Mark-to-market adjustment, net	339	665
Debt placement costs, net of accumulated amortization of \$4,649 (December 31, 2011 - \$4,198)	(5,783)	(6,398)
	1,381,979	1,425,875
Less current portion	(244,896)	(53,004)
	\$ 1,137,083	\$ 1,372,871

Included in the current portion as at September 30, 2012 is \$100,528 for a debt maturing on July 1, 2013 that was refinanced subsequent to the quarter end (note 22).

Future principal payments on the mortgages payable are as follows:

	Payments on maturity	Total annual payments	Total
2012 remainder	\$ —	\$ 8,368	\$ 8,368
2013	213,917	31,503	245,420
2014	99,054	29,621	128,675
2015	96,920	28,065	124,985
2016	130,239	24,944	155,183
Thereafter	648,021	76,771	724,792
	\$ 1,188,151	\$ 199,272	\$ 1,387,423

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

## 8. Convertible debentures:

					Nine months ended September 30, 2012	Year ended December 31, 2011
	6.75% convertible debentures	5.85% convertible debentures	6.30% convertible debentures	5.40% convertible debentures	Total	Total
Principal balance, beginning of period	\$ 2,789	\$ 93,476	\$ 68,937	\$ 75,000	\$ 240,202	\$ 179,252
Issued	—	—	—	—	—	75,000
Conversions	(866)	(84,018)	(48,645)	—	(133,529)	(14,050)
Redemptions	—	(9,458)	—	—	(9,458)	—
Principal balance, end of period	1,923	—	20,292	75,000	97,215	240,202
Fair value adjustment	1,872	—	12,165	4,605	18,642	28,564
	\$ 3,795	\$ —	\$ 32,457	\$ 79,605	\$ 115,857	\$ 268,766

Fair value is calculated using the quoted market price on September 30, 2012 and December 31, 2011.

The full terms of the convertible debentures are contained in the public offering documents and the following table summarizes some of the terms:

Debenture series	Principal balance, September 30, 2012	Maturity	Interest rate	Conversion price	Redemption date after
6.75%	\$ 1,923	June 30, 2014	6.75%	\$ 12.25	June 30, 2010
5.85%	—	August 1, 2014	5.85%	22.55	August 1, 2012
6.30%	20,292	September 30, 2015	6.30%	16.70	October 1, 2014
5.40%	75,000	November 30, 2018	5.40%	28.84	December 1, 2016

Under certain circumstances, redemption of the convertible debentures may occur sooner than the redemption date.

### (a) 6.75% convertible debentures:

During the nine months ended September 30, 2012, holders of \$866 (September 30, 2011 - \$703) of convertible debentures at face value exercised their option to convert to units. A total of 70,684 units (September 30, 2011 - 57,384 units) were issued on conversion. As at September 30, 2012, the face value of this series of debentures was \$1,923 (December 31, 2011 - \$2,789).



# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 8. Convertible debentures (continued):

### (b) 5.85% convertible debentures:

During the nine months ended September 30, 2012, holders of \$84,018 (September 30, 2011 - nil) of convertible debentures at face value exercised their option to convert to units. A total of 3,725,847 units (September 30, 2011 - nil) were issued on conversion. On August 17, 2012, Primaris redeemed the remaining \$9,458 of convertible debentures at face value. As at September 30, 2012, the face value of this series of debentures was nil (December 31, 2011 - \$93,476).

### (c) 6.30% convertible debentures:

During the nine months ended September 30, 2012, holders of \$48,645 (September 30, 2011 - \$11,886) of convertible debentures at face value exercised their option to convert to units. A total of 2,912,860 units (September 30, 2011 - 711,725 units) were issued on conversion. As at September 30, 2012, the face value of this series of debentures was \$20,292 (December 31, 2011 - \$68,937).

### (d) 5.40% convertible debentures:

During the nine months ended September 30, 2012 and 2011, there were no conversions and no repurchases under Primaris' normal course issuer bid of this series of convertible debentures. As at September 30, 2012, the face value of this series of debentures was \$75,000 (December 31, 2011 - \$75,000).

## 9. Bank indebtedness:

Primaris has an operating line of \$100,000 that expires on July 31, 2013. The operating line is secured by fixed charges on certain investment properties and a corporate guarantee. Draws on the operating line are subject to certain conditions (note 16); interest is at prime plus applicable premiums or, at the option of Primaris, at bankers' acceptance rates, plus applicable premiums. As at September 30, 2012, \$910 of the operating line was in use (December 31, 2011 - \$6,779).

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
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## 10. Accounts payable and other liabilities:

	September 30, 2012	December 31, 2011
Accounts payable and accrued liabilities	\$ 54,650	\$ 57,073
Tenant deposits	5,089	5,573
Deferred revenue	465	303
	60,204	62,949
Less non-current portion of accounts payable and other liabilities	(4,296)	(1,205)
	\$ 55,908	\$ 61,744

## 11. Equity:

Primaris is authorized to issue an unlimited number of trust units. Each trust unit represents a single vote at any meeting of Unitholders and entitles the Unitholder to receive a pro rata share of all distributions. The Unitholders have the right to require Primaris to redeem their trust units on demand. Upon receipt of the redemption notice by Primaris, all rights to and under the trust units tendered for redemption shall be surrendered and the holder thereof shall be entitled to receive a price per trust unit ("Redemption Price"), as determined by a market formula. The Redemption Price will be paid in accordance with the conditions provided for in the Declaration of Trust.

Primaris' trust units are liability instruments because the trust units are redeemable at the option of the holder. Primaris' trust units meet the conditions of IAS 32 and are, therefore, classified and presented as equity.

Primaris has also issued exchangeable units. As at September 30, 2012, there were 2,122,261 exchangeable units issued and outstanding by subsidiaries of Primaris with a carrying value of \$51,741 (December 31, 2011 - 2,187,261 units with a carrying value of \$45,079). These exchangeable units are economically equivalent to trust units and are entitled to receive distributions equal to those provided to holders of trust units. However, these units are not the class of instruments subordinate to all other classes of instruments. As a result, they are not eligible for equity presentation and are presented as liabilities. Exchangeable units are recognized at fair value, which is calculated using the quoted market price of Primaris' trust units at the end of each reporting period.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

## 11. Equity (continued):

Since the exchangeable units are presented as liabilities, the distributions on these units are recognized as part of finance costs (note 13).

Primaris' Trustees have discretion in declaring distributions.

### (a) Units outstanding:

	Nine months ended September 30, 2012		Year ended December 31, 2011	
	Units	Amount	Units	Amount
Trust units, beginning of period	80,552,971	\$ 1,124,856	66,577,418	\$ 847,827
Issuance of units under the distribution reinvestment plan	509,562	11,672	422,088	8,714
Conversion of debentures (note 8)	6,709,391	155,269	864,335	17,926
Purchase of units under normal course issuer bid	–	–	(31,000)	(589)
Units issued under equity compensation arrangement	60,123	1,310	40,130	935
Units issued, net of costs	5,002,500	109,845	12,650,000	249,446
Conversion of exchangeable units	65,000	1,409	30,000	597
<b>Trust units, end of period</b>	<b>92,899,547</b>	<b>\$ 1,404,361</b>	<b>80,552,971</b>	<b>\$ 1,124,856</b>
Exchangeable units, beginning of period	2,187,261	\$ 45,079	2,217,261	\$ 43,325
Conversion to trust units	(65,000)	(1,409)	(30,000)	(597)
Fair value adjustment	–	8,071	–	2,351
<b>Exchangeable units, end of period</b>	<b>2,122,261</b>	<b>\$ 51,741</b>	<b>2,187,261</b>	<b>\$ 45,079</b>
<b>Total trust units and exchangeable units, end of period</b>	<b>95,021,808</b>		<b>82,740,232</b>	

Primaris issued 5,002,500 units on May 22, 2012, 11,000,000 units on June 13, 2011 and 1,650,000 units on June 20, 2011. Subsequent to September 30, 2012, Primaris issued 4,904,750 units (note 22).

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 11. Equity (continued):

### (b) Distribution reinvestment plan:

Primaris has a distribution reinvestment plan that allows Unitholders to use the monthly cash distributions paid on their existing units to purchase additional units directly from Primaris. Unitholders who elect to participate in the distribution reinvestment plan will receive a further distribution, payable in units, equal in value to 3% of each cash distribution.

### (c) Normal course issuer bid:

No units were repurchased pursuant to the issuer bid (note 16) during the nine months ended September 30, 2012 (September 30, 2011 - 31,000). No convertible debentures were repurchased in the nine months ended September 30, 2012 (September 30, 2011 - nil).

### (d) Unit-based compensation plan:

In order to provide long-term compensation to certain officers, employees and Trustees of Primaris, there may be grants of restricted units or options, which are subject to certain restrictions. Under Primaris' unit-based compensation plan, the maximum number of total units available for grant is limited to 7% of the issued and outstanding units at the time the plan was approved.

For restricted units granted to Trustees, the units vest at the earlier of two events: (i) four years from the grant date; and (ii) Trustee departure. As the Trustees can control when the restricted share units vest, they were considered fully vested when issued. Upon exchange of the restricted share units, the Trustees have the option to settle in cash instead of units issued from treasury and, therefore, the awards are classified as cash-settled unit-based payments and presented as liabilities. The restricted share units accrue distributions in the form of additional grants of restricted share units with all the same terms. These restricted share units are recognized as liabilities, which are indexed to changes in fair value of Primaris units.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

## 11. Equity (continued):

Restricted units granted to employees are recognized based on the grant date fair value. The awards will be satisfied by trust units issued from treasury. Since trust units are redeemable at the option of the holder, the restricted share units are classified as cash-settled unit-based payments and presented as liabilities. The restricted units are subject to vesting conditions and are subject to forfeiture until the employees have been employed by Primaris for a specified period of time. The restricted share units accrue cash distributions during the vesting period and accrued distributions will be paid when the restricted units vest. These restricted share units are recognized as liabilities, which are indexed to changes in fair value of Primaris units.

Option values are initially calculated based on the grant date fair value. Typically, options vest 25% at the end of the year the award was granted, and a further 25% at the end of each of the following three years. Since trust units are redeemable at the option of the Unitholder, the options are classified as cash-settled unit-based payments and are recognized as liabilities, which are to be indexed to changes in fair value of the options.

Primaris accounts for its unit-based compensation using the fair value method, under which compensation expense is recognized over the vesting period. Unit-based compensation expense and assumptions used in the calculation thereof are as follows:

	September 30, 2012	December 31, 2011
Unit-based compensation:		
Compensation expense	\$ 1,289	\$ 1,292
Fair value adjustments	3,017	665
Unit options granted	466,647	308,148
Unit option holding period (years)	7	7
Volatility rate	18.25%	20.00%
Distribution yield	5.60%	6.10%
Risk-free interest rate	1.70%	3.10%
Weighted average fair value, at grant date:		
Options	\$ 1.80	\$ 2.37
Restricted share units	21.38	20.14

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
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## 11. Equity (continued):

The number of options outstanding changed as follows:

	Nine months ended September 30, 2012		Year ended December 31, 2011	
	Number of options	Weighted average exercise price	Number of options	Weighted average exercise price
Balance, beginning of period	932,793	\$ 17.43	664,775	\$ 15.73
Granted	466,647	21.54	308,148	20.32
Exercised	(56,863)	14.58	(40,130)	11.40
Expired/forfeited	(2,637)	20.32	—	—
<b>Balance, end of period</b>	<b>1,339,940</b>	<b>18.98</b>	<b>932,793</b>	<b>17.43</b>
Exercisable, end of period	471,334		508,334	

As at September 30, 2012, the following options were outstanding:

Exercise price	Number of options	Remaining weighted average life (in years)
\$10.70	28,088	3.2
\$14.06	90,000	3.9
\$16.81	255,258	4.2
\$17.17	3,878	4.4
\$17.25	203,216	4.4
\$20.32	292,853	5.2
\$21.54	466,647	6.2
<b>\$10.70 - \$21.54</b>	<b>1,339,940</b>	<b>5.1</b>

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Three months and nine months ended September 30, 2012 and 2011  
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## 11. Equity (continued):

The number of restricted share units outstanding changed as follows:

	Nine months ended September 30, 2012	Year ended December 31, 2011
Balance, beginning of period	103,190	53,037
Granted	47,715	50,153
Exercised	(3,260)	—
Cancelled/forfeited	(615)	—
Balance, end of period	147,030	103,190
Exercisable, end of period	29,154	23,696

As at September 30, 2012, the carrying value of total unit-based compensation liability was \$7,910 (December 31, 2011 - \$4,091).

## 12. Investment in joint venture:

During 2009, Primaris entered into an agreement to establish a joint venture, in which Primaris has a 50% interest. The joint venture became effective on December 17, 2009 with contributions of cash and fixed assets by the venturers which were recognized and measured at their fair values.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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(Unaudited)

## 12. Investment in joint venture (continued):

The condensed consolidated interim financial statements include Primaris' proportionate share of the assets, liabilities, revenue and expenses of the joint venture.

	September 30, 2012	December 31, 2011
<b>Assets:</b>		
Non-current	\$ 113,185	\$ 113,185
Current	2,951	2,669
<b>Liabilities:</b>		
Non-current	—	—
Current	152	247
<hr/>		
	Nine months ended September 30, 2012	Year ended December 31, 2011
Revenue	\$ 8,706	\$ 11,992
Expenses	3,521	4,803
<hr/>		
<b>Cash provided by (used in):</b>		
Operations	\$ 4,779	\$ 7,703
Investments	(599)	(220)

In addition to the above, Primaris' liabilities include a \$63,000 (December 31, 2011 - \$63,000) mortgage secured by its interest in the joint venture. Primaris' interest in the joint venture has also been pledged as security for \$5,326 (December 31, 2011 - \$19,466) of obligations of its joint venture partner, which matures on April 1, 2013. The joint venture partner is the manager of the property.



# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 13. Finance costs:

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
Mortgages payable	\$ 18,203	\$ 19,221	\$ 55,506	\$ 52,003
Convertible debentures	1,881	3,567	8,192	8,972
Bank indebtedness	95	480	500	1,144
Amortization of net loss on cash flow hedges	57	58	170	173
Amortization of debt placement costs	358	449	1,100	1,018
Interest incurred	20,594	23,775	65,468	63,310
Distributions on exchangeable units	647	667	1,950	2,006
Convertible debenture issuance costs	—	—	—	3,029
Fair value adjustment on convertible debentures	1,213	(3,721)	11,820	5,989
Fair value adjustment for exchangeable units	1,740	(1,203)	8,070	2,111
	\$ 24,194	\$ 19,518	\$ 87,308	\$ 76,445

## 14. Change in other non-cash operating working capital:

	Three months ended September 30,		Nine months ended September 30,	
	2012	2011	2012	2011
Rents receivable	\$ 1,369	\$ 2,026	\$ 2,617	\$ 1,003
Other assets and receivables, excluding fixtures and equipment and escrow funds	4,795	4,550	439	(8,834)
Accounts payable and other liabilities	5,001	421	(6,437)	(3,781)
Mortgage mark-to-market adjustment, net	(42)	(144)	(326)	(426)
	\$ 11,123	\$ 6,853	\$ (3,707)	\$ (12,038)

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

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## 15. Segment disclosure:

Substantially all of Primaris' assets are in, and its revenue is derived from, the Canadian real estate industry segment. No single tenant accounts for more than 4.2% (December 31, 2011 - 4.1%) of Primaris' gross rent.

## 16. Capital management:

Primaris manages its capital structure in order to support ongoing property operations, developments and acquisitions, as well as to generate stable and growing cash distributions to Unitholders - one of Primaris' primary objectives. Primaris defines its capital structure to include: mortgages payable, bank indebtedness, acquisition facilities, convertible debentures, exchangeable units and trust units. There were no changes to Primaris' approach to capital management for the nine months ended September 30, 2012.

Primaris reviews its capital structure on an ongoing basis. Primaris adjusts its capital structure in response to investment opportunities, the availability of capital and anticipated changes in economic conditions and their impact on Primaris' portfolio. Primaris also adjusts its capital structure for budgeted development projects and distributions.

Primaris' strategy is driven in part by external requirements from certain of its lenders and by policies as set out under the Declaration of Trust. Primaris' Declaration of Trust requires that Primaris:

- (a) will not incur any new indebtedness on its properties in excess of 75% of the property's market value;
- (b) will not incur any indebtedness that would cause the Debt to Total Assets Ratio (as defined in the Declaration of Trust) to exceed 65%; and
- (c) will not incur floating rate indebtedness aggregating more than 15% of Total Assets.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

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## 16. Capital management (continued):

In addition, Primaris is required by its lenders under the operating line to meet four financial covenants, as defined in the agreement:

- (a) a Debt to Total Assets Ratio of not more than 60%;
- (b) an Interest Coverage Ratio of greater than 1.75;
- (c) a Debt Service Coverage Ratio of greater than 1.5; and
- (d) a minimum equity of \$800,000.

Those amounts as at September 30, 2012 and December 31, 2011 were as follows:

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	September 30, 2012	December 31, 2011
Debt to Total Assets	38.9%	46.6%
Interest Coverage (rolling four quarters)	2.5x	2.3x
Debt Service Coverage (rolling four quarters)	1.9x	1.7x
Equity	\$2,229,480	\$1,817,677

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For the nine months ended September 30, 2012, Primaris met all externally imposed requirements.

Primaris' mortgage lenders require security for their loans. The security can include: a mortgage, an assignment of the leases and rents receivable, corporate guarantees and assignment of insurance policies.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 16. Capital management (continued):

In December 2011, Primaris renewed its normal course issuer bid, which entitles Primaris to acquire up to 3,000,000 units, \$283 of the 6.75% convertible debentures, \$9,347 of the 5.85% convertible debentures, \$6,894 of the 6.30% convertible debentures, and \$7,500 of the 5.40% convertible debentures. Purchases under the bid could commence on December 23, 2011 and must terminate on the earlier of: (a) December 22, 2012; (b) the date on which Primaris completes its purchases of units and convertible debentures; or (c) the date of notice by Primaris of termination of the bid. Purchases, if completed, will be made on the open market by Primaris. Securities purchased under this bid will be cancelled. The price Primaris will pay for any such units or debentures will be the market price at the time of acquisition. Primaris believes that the market price of its units or debentures at certain times may be attractive and that purchases of units or debentures from time to time would be an appropriate use of funds in light of potential benefits to Unitholders.

## 17. Financial risk management:

In the normal course of business, Primaris is exposed to a number of risks that can affect its operating performance. Risk management policies and processes are reviewed regularly to reflect changes in market conditions and Primaris' own activities. These risks, and the actions taken to manage them, are as follows:

### (a) Credit risk:

Credit risk arises from the possibility that tenants may experience financial difficulty and be unable to pay the rents due under their lease commitments. Primaris attempts to mitigate the risk of credit loss by ensuring that its tenant mix is diversified and by limiting its exposure to any one tenant. Thorough credit assessments are conducted in respect of new leasing and tenant deposits are obtained when warranted.

Primaris' exposure to credit risk is based on business risks associated with the retail sector of the economy. Primaris measures this risk-by-tenant concentration across the portfolio. Primaris has over 1,100 different tenants across the portfolio.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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Three months and nine months ended September 30, 2012 and 2011  
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## 17. Financial risk management (continued):

Primaris establishes an allowance for doubtful accounts that represents the estimated losses with respect to rents receivable. The amounts that comprise the allowance are determined on a tenant-by-tenant basis based on the specific factors related to the tenant.

Primaris places its cash and cash equivalent investments with Canadian financial institutions with high credit ratings. Credit ratings are actively monitored and these financial institutions are expected to meet their obligation.

### (b) Liquidity risk:

Liquidity risk is the risk that Primaris will not have sufficient access to cash, lines of credit and new debt and equity to fund its financial obligations as they fall due.

Primaris manages cash from operations and capital structure to ensure there are sufficient resources to operate the investment properties, fund anticipated leasing, make capital and development expenditures, meet its debt servicing obligations, fund general administrative costs and make Unitholder distributions. Primaris monitors compliance with debt covenants, estimating lease renewals and property acquisitions and dispositions. Staggering loan maturity dates mitigates Primaris' exposure to large amounts maturing in any one year and the risk that lenders will not refinance.

Primaris' exposure to refinancing risk arises from maturing mortgages payable, convertible debentures and the operating line. Maturing debt funding requirements are typically sourced from new capital from external sources. The ability to obtain funding, or favourable funding, depends on several factors, including current economic climate and quality of the underlying assets being refinanced.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 17. Financial risk management (continued):

The contractual future principal and interest payments on Primaris' mortgages payable are as follows:

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2012 remainder	\$	26,544
2013		310,269
2014		184,420
2015		174,525
2016		197,413
Thereafter		832,108
		<hr/>
	\$	1,725,279

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A schedule of mortgage principal repayment obligations is provided in note 7. Maturities of the convertible debentures, which under certain circumstances may be repaid through the issuance of units, are provided in note 8. Details on Primaris' operating line, on which \$910 was utilized on September 30, 2012, are disclosed in note 9.

### (c) Market risk:

All of Primaris' investment properties are focused on the Canadian retail sector. Market risk is the risk that changes in market prices, such as interest rates and equity prices, will affect Primaris' financial instruments. All of Primaris' operations are denominated in Canadian dollars, resulting in no direct foreign exchange risk.

Primaris' existing mortgages payable are all at fixed interest rates. Primaris staggers the maturities of its mortgages payable in order to minimize the exposure to future interest rate fluctuation.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 17. Financial risk management (continued):

Convertible debentures, exchangeable units and unit-based compensation liabilities are recorded at their fair value based on market trading prices. An increase of \$1.00 in the underlying price of Primaris' trust units would result in an increase to liabilities, and decrease in net income and equity as follows:

- Convertible debentures \$972;
- Exchangeable units \$2,122; and
- Unit-based compensation \$871.

Fair values:

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

	September 30, 2012		December 31, 2011	
	Carrying amount	Fair value	Carrying amount	Fair value
Mortgages payable	\$ 1,387,423	\$ 1,484,140	\$ 1,431,608	\$ 1,529,032

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Primaris uses various methods in estimating the fair values recognized in the condensed consolidated interim financial statements. The fair value hierarchy reflects the significance of inputs used in determining the fair values.

- Level 1 - quoted prices in active markets;
- Level 2 - inputs other than quoted prices in active markets or valuation techniques where significant inputs are based on observable market data; and
- Level 3 - valuation technique for which significant inputs are not based on observable market data.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 17. Financial risk management (continued):

The following summarizes the significant methods and assumptions used in estimating fair values of Primaris' financial instruments:

(a) Mortgages payable:

The fair value of Primaris' mortgages payable is estimated based on the present value of future payments, discounted at the yield on a Government of Canada bond with the nearest maturity date to the underlying mortgage, plus an estimated credit spread at the reporting date for a comparable mortgage (Level 2).

(b) Convertible debentures:

The fair value of the convertible debentures is estimated based on the market trading prices of the convertible debentures (Level 2).

(c) Exchangeable units:

The fair value of the exchangeable units is estimated based on the market trading prices of Primaris' units (Level 1).

(d) Unit-based compensation:

The fair value of unit options granted is estimated using a binomial model for option valuation (Level 2).

The fair value of the restricted share units granted is estimated based on the market trading prices of Primaris' trust units (Level 1).

(e) Other financial assets and liabilities:

The carrying values of cash and cash equivalents, rents receivable, other assets and receivables, bank indebtedness, accounts payable and other liabilities, and distribution payable approximate their fair values due to their short-term nature.

(f) Cash flow hedge:

The fair value of the cash flow hedge is estimated based on market trading prices of the underlying bonds (Level 2).



# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
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## 18. Hedge:

In June 2012, Primaris entered into hedge contracts with a Schedule I Canadian chartered bank that are scheduled to mature February 1, 2013. This hedge was completed to mitigate the risk of interest rate volatility in anticipation of the placement of a \$125,000 new fixed-rate, five-year debt, principally to repay loans maturing during the first quarter of 2013.

Primaris achieved an effective hedge on the five-year Government of Canada bond yield of 1.448%, including the cost of the hedge. The credit spread on this anticipated loan is unknown as of September 30, 2012.

At September 30, 2012, the notional amount of the contracts was \$103,821, and the fair value was \$333. As at September 30, 2012, the fair value of the contracts was recorded in accounts payable and other liabilities. In addition, during the nine months ended September 30, 2012, a \$333 loss on the cash flow hedge was recognized in other comprehensive income (loss).

## 19. Minimum rent revenue:

Primaris enters into long-term lease contracts with tenants for space in its properties. Initial lease terms are generally between 3 and 10 years, with longer terms for anchor tenants at Primaris' retail properties. Leases generally provide for the tenant to pay Primaris base rent, with provisions for contractual increases in base rent over the term of the lease, plus operating cost and realty tax recoveries.

Future minimum rental revenue is as follows:

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2012 remainder	\$	55,399
2013		213,968
2014		193,568
2015		166,744
2016		136,883
Thereafter		387,178
	\$	1,153,740

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# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
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## 20. Operating leases:

Future minimum operating lease payments are as follows:

	Operating leases	Ground rent	Total
2012 remainder	\$ 441	\$ 355	\$ 796
2013	1,811	1,422	3,233
2014	1,811	1,422	3,233
2015	1,763	1,422	3,185
2016	1,791	1,422	3,213
Thereafter	5,256	34,092	39,348
	<u>\$ 12,873</u>	<u>\$ 40,135</u>	<u>\$ 53,008</u>

During the three months and nine months ended September 30, 2012, Primaris recognized operating lease payments, net of incentives, totalling \$473 and \$1,327 (September 30, 2011 - \$331 and \$1,024), respectively.

## 21. Commitments and contingencies:

- (a) Under the terms of a memorandum of agreement dated June 7, 1971 between The City of Calgary and Oxford Properties Group Inc. ("OPGI") as assumed, assigned and amended from time to time, including without limiting the generality of the foregoing, by a development amending agreement between The City of Calgary, Marathon Realty Company Limited and The Cadillac Fairview Corporation Limited, OPGI is obligated to pay for certain roadway construction near Northland Village and such roadway construction obligation remains registered on title for this property. OPGI has indemnified Primaris for up to \$30,000 in respect of this obligation. These obligations were assumed by an affiliate of OPGI.
- (b) Primaris is involved in litigation and claims in relation to the investment properties that arise from time to time in the normal course of business. In the opinion of management, any liability that may arise from such contingencies would not have a significant adverse effect on the condensed consolidated interim financial statements.

# PRIMARIS RETAIL REAL ESTATE INVESTMENT TRUST

Notes to Condensed Consolidated Interim Financial Statements (continued)  
(In thousands of dollars)

Three months and nine months ended September 30, 2012 and 2011  
(Unaudited)

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## 21. Commitments and contingencies (continued):

- (c) At September 30, 2012, Primaris has issued letters of credit in the amount of \$2,495 (December 31, 2011 - \$2,386).
- (d) Primaris has entered into contracts for property redevelopment and has obligations for \$4,894 of future payments.

## 22. Subsequent events:

- (a) Subsequent to September 30, 2012, Primaris agreed to purchase two shopping centres for \$317,600. The acquisition is expected to be completed on November 30, 2012 and is subject to normal closing conditions. In order to finance the acquisition:
  - (i) Primaris agreed to issue \$115,016 of units before issuance costs. The issuance is expected to close on November 9, 2012.
  - (ii) Primaris has entered into commitments for mortgages on the two properties: a \$114,000 mortgage loan for a term of 10 years at a fixed interest rate of 4.034% and a \$76,000 mortgage loan for a term of seven years at a fixed interest rate of 3.682%.
  - (iii) Primaris expects to also draw on its operating line to fund this transaction.
- (b) Subsequent to September 30, 2012, Primaris refinanced an existing mortgage with an original maturity date of July 1, 2013. The mortgage balance at September 30, 2012 of \$100,528 is being refinanced for \$120,000 for a term of 10 years at a fixed interest rate of 4.132%. The loan will commence in November 2012 and mature October 31, 2022.