

## Management's discussion and analysis

(All dollar amounts in our tables are presented in thousands of Canadian dollars, except rental rates, unit and per unit amounts.)

### SECTION I – OBJECTIVES AND FINANCIAL HIGHLIGHTS

- \$125 million of office properties under contract in Berlin and Hamburg at an average cap rate of 7.4%
- \$9 million of strategic dispositions closed or under contract
- 58,000 square feet of net absorption in Q3
- Finalized terms of revolving credit facility, providing additional financing of up to €45 million
- Attractive cap rate/interest rate spreads – acquisition of doubleU financed at 2.09%

	For the three months ended Sept. 30, 2012 <sup>(1)</sup>	For the period from Aug. 3, 2011 to Sept. 30, 2011 <sup>(1)</sup>	For the nine months ended Sept. 30, 2012 <sup>(1)</sup>	For the period from Aug. 3, 2011 to Sept. 30, 2011 <sup>(1)</sup>
<b>Operations</b>				
Occupancy rate (period-end)	<b>82%</b>	88%		
In-place rent per square foot	<b>\$ 7.60</b>	\$ 7.40		
<b>Operating results</b>				
Investment properties revenue	<b>\$ 33,765</b>	\$ 22,548	<b>\$ 102,735</b>	\$ 22,548
Net rental income	<b>21,741</b>	13,531	<b>63,382</b>	13,531
Funds from operations ("FFO") <sup>(2)</sup>	<b>12,443</b>	7,500	<b>35,972</b>	7,500
Adjusted funds from operations ("AFFO") <sup>(3)</sup>	<b>11,862</b>	6,725	<b>34,277</b>	6,725
<b>Distributions</b>				
Declared distributions and interest on Exchangeable Notes	<b>\$ 11,559</b>	\$ 6,691	<b>\$ 33,111</b>	\$ 6,691
Distributions paid and payable in cash (including interest on Exchangeable Notes)	<b>10,960</b>	6,607	<b>32,070</b>	6,607
<b>Financing</b>				
Weighted average interest rate (period-end)	<b>4.12%</b>	4.34%	<b>4.12%</b>	4.34%
Interest coverage ratio	<b>3.08 times</b>	2.67 times	<b>2.96 times</b>	2.67 times
<b>Per unit amounts</b>				
<b>Basic:</b> <sup>(4)</sup>				
FFO <sup>(2)</sup>	<b>\$ 0.22</b>	\$ 0.15	<b>\$ 0.65</b>	\$ 0.15
AFFO <sup>(3)</sup>	<b>0.21</b>	0.13	<b>0.62</b>	0.13
Distribution rate	<b>0.20</b>	0.13	<b>0.60</b>	0.13
<b>Basic (excluding impact of undeployed cash):</b>				
FFO <sup>(2)</sup>	<b>0.25</b>		<b>0.75</b>	
AFFO <sup>(3)</sup>	<b>0.24</b>		<b>0.72</b>	

FFO and AFFO are key measures of performance used by real estate operating companies; however, they are not defined under International Financial Reporting Standards ("IFRS"), do not have standard meanings and may not be comparable with other industries or income trusts.

<sup>(1)</sup> Results from operations were converted into Canadian dollars from euros using the following average exchange rates: the three- and nine-month periods in 2012 were converted at \$1.245:€1 and \$1.285:€1, respectively; for 2011, a conversion rate of \$1.389:€1 was applied.

<sup>(2)</sup> FFO – The reconciliation of FFO to net income can be found on page 28.

<sup>(3)</sup> AFFO – The reconciliation of AFFO to FFO and net income can be found on page 28.

<sup>(4)</sup> A description of the determination of basic and diluted amounts per unit can be found on page 29.

## BASIS OF PRESENTATION

Our discussion and analysis of the financial position and results of operations of Dundee International Real Estate Investment Trust (“Dundee International REIT” or the “Trust”) should be read in conjunction with the audited consolidated financial statements and unaudited interim condensed financial statements of Dundee International REIT for the periods ended December 31, 2011 and September 30, 2012, respectively.

The Trust’s basis of financial reporting is International Financial Reporting Standards (“IFRS”).

This management’s discussion and analysis has been dated as at October 31, 2012, except where otherwise noted. For simplicity, throughout this discussion, we may make reference to the following:

- “Debentures”, meaning the 5.5% convertible unsecured subordinated debentures of the Trust due July 31, 2018;
- “Exchangeable Notes”, meaning the Exchangeable Notes, Series A and the Exchangeable Notes, Series B issued by a subsidiary of Dundee International REIT;
- “GLA”, meaning gross leasable area;
- “Initial Properties”, meaning the income-producing properties we acquired on August 3, 2011; and
- “Units”, meaning the units of the Trust.

Certain information has been obtained from CB Richard Ellis Germany, a commercial firm that provides information relating to the German real estate industry. Although we believe this information is reliable, the accuracy and completeness of this information is not guaranteed. We have not independently verified this information and make no representation as to its accuracy.

When we refer to Deutsche Post as being the lessee or the tenant of the Initial Properties, we are referring to DPI, which is a wholly owned subsidiary of Deutsche Post. Deutsche Post has provided a letter of support with respect to DPI and its ability to carry out its obligations under leases for the Initial Properties.

In addition, certain disclosure incorporated by reference into this report includes information regarding Deutsche Post, Deutsche Postbank and Deutsche Telekom that has been obtained from publicly available information. We have not independently verified any of such information.

Certain information herein contains or incorporates comments that constitute forward-looking information within the meaning of applicable securities legislation. Forward-looking information is based upon a number of assumptions and is subject to a number of risks and uncertainties, many of which are beyond Dundee International REIT’s control, which could cause actual results to differ materially from those that are disclosed in or implied by such forward-looking information. These risks and uncertainties include, but are not limited to, global and local economic, business and government conditions; the financial condition of tenants; concentration of our tenants; our ability to refinance maturing debt; leasing risks, including those associated with the ability to lease vacant space and the timing of lease terminations; our ability to source and complete accretive acquisitions; changes in tax and other laws or the application thereof; and interest and currency rate fluctuations.

Although the forward-looking statements contained in this management’s discussion and analysis are based upon what we believe are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Factors that could cause actual results to differ materially from those set forth in the forward-looking statements and information include, but are not limited to, general economic conditions; local real estate conditions, including the development of properties in close proximity to the Trust’s properties; timely leasing of vacant space and re-leasing of occupied space upon expiration; dependence on tenants’ financial condition; the uncertainties of acquisition activity; the ability to effectively integrate acquisitions; interest rates; availability of equity and debt financing; that the Trust is exempt from the specified investment flow-through trust (“SIFT”) rules under the *Income Tax Act* (Canada); and other risks and factors described from time to time in the documents filed by the Trust with the securities regulators.

All forward-looking information is as of October 31, 2012, except where otherwise noted. Dundee International REIT does not undertake to update any such forward-looking information whether as a result of new information, future events or otherwise. Additional information about these assumptions and risks and uncertainties is contained in our filings with securities regulators. These filings are also available on our website at [www.dundeeinternational.com](http://www.dundeeinternational.com).

## BACKGROUND

Dundee International REIT is an unincorporated, open-ended real estate investment trust that was formed to provide investors with the opportunity to invest in real estate exclusively outside of Canada. Dundee International REIT was founded by Dundee Realty Corporation (“DRC”), which is our asset manager. Our Units are listed on the Toronto Stock Exchange under the trading symbol DI.UN.

As at September 30, 2012, our portfolio consisted of 294 office, mixed use and industrial properties comprising approximately 12.9 million square feet of GLA located in Germany.

We will be exempt from the SIFT rules, taking into account all proposed amendments to such rules, as long as we comply at all times with our investment guidelines which, among other things, only permit us to invest in properties or assets located outside of Canada. We do not rely on the REIT exception under the *Income Tax Act* (Canada) in order to be exempt from the SIFT rules. As a result, we are not subject to the same restrictions on our activities as those that apply to Canadian real estate investment trusts that do rely on the REIT exception. This gives us flexibility in terms of the nature and scope of our investments and other activities. Because we do not own taxable Canadian property (as defined in the *Income Tax Act* (Canada)), we are not subject to restrictions on our ownership by non-Canadian investors.

## OUR OBJECTIVES

We are committed to:

- managing our investments to provide stable, sustainable and growing cash flows through investments in commercial real estate located outside of Canada;
- building a diversified, growth-oriented portfolio of commercial properties based on an initial portfolio in Germany;
- capitalizing on internal growth and seeking accretive acquisition opportunities in our target markets;
- growing the value of our assets and maximizing the long-term value of our Units through the active and efficient management of our assets; and
- providing predictable and growing cash distributions per Unit, on a tax-efficient basis.

## OUR STRATEGY

Our core strategy is to invest in income-producing properties outside of Canada that provide stable, sustainable and growing cash flows. Our methodology to execute our strategy and to meet our objectives includes:

### **Optimizing the performance, value and long-term cash flow of our properties**

We manage our properties to optimize their performance, value and long-term cash flow. We seek to do this by achieving high occupancy and rental rates. Together with our management team in Canada, we also have an established management team in Germany and Luxembourg, bringing a history with our properties, continuity with our major tenant, deep market knowledge and established relationships with other market participants. Leasing, capital expenditure and construction initiatives are internally managed by us, while an affiliate of our major tenant continues to provide property management services for our Initial Properties and is responsible for all day-to-day operations, including general maintenance, rent collection and administration of operating expenses and tenant leases.

### **Diversifying our portfolio to mitigate risk**

We seek to diversify our portfolio to increase value on a per unit basis, further improve the sustainability of our distributions and strengthen our tenant profile. We anticipate that our profile in Europe, our relationships, our management team in Germany and Luxembourg, and the expertise of our board members and senior management team will provide us with opportunities to take advantage of real estate transactions available in Germany and other European countries.

### **Investing in stable income-producing properties outside of Canada**

When considering acquisition opportunities, we look for properties with quality tenancies and strong occupancy, and assess how acquisition opportunities complement our properties and have the potential to create additional value. We pursue acquisition opportunities independently as well as by partnering with existing local operators and by growing with Canadian groups as they expand their reach outside of Canada. In considering future acquisitions, we intend to focus on countries with a stable business and operating environment, a liquid market for real estate investments, a legal framework that provides adequate rights and protections for owners of property, and a manageable foreign investment regime. We will consider investment opportunities in income-producing properties that are accretive, provide stable, sustainable and growing cash flows, and enable us to realize synergies within our portfolio of properties. The execution of this strategy will be consistently reviewed and will also include engaging in dispositions of properties and optimizing our capital structure.

### **Maintaining and strengthening a conservative financial profile**

We operate our investments in a disciplined manner, with a focus on financial analysis and balance sheet management to ensure that we maintain a prudent capital structure and conservative financial profile. We intend to generate stable cash flows sufficient to fund our distributions while maintaining a conservative debt ratio. Our preference will be to ultimately stagger our debt maturities to mitigate our interest rate risk and limit refinancing exposure in any particular period. We have also implemented a foreign exchange hedging strategy to provide greater certainty regarding the payment of distributions to unitholders and interest to debenture holders.

## OUR ASSETS

As at September 30, 2012, our assets consisted of a portfolio of 294 office, mixed use and industrial properties, with a small residential component, comprising approximately 12.9 million square feet of GLA located in Germany. Our properties are strategically located in major city and town centres, often on a central square in close proximity to the main train station and/or bus station. The locations typically provide excellent visibility, access to a major street and proximity to a transportation hub and city centre pedestrian/shopping areas.

Throughout this document, we make reference to the following three asset categories:

### Office

As at September 30, 2012, this category included three office properties acquired in 2012 as well as eight regional administration headquarters pertaining to the Initial Properties acquired in August 2011. The Initial Properties contain national and regional administration offices of Deutsche Post, are generally located just outside major city centres and typically have the highest rental rates of the three asset categories.

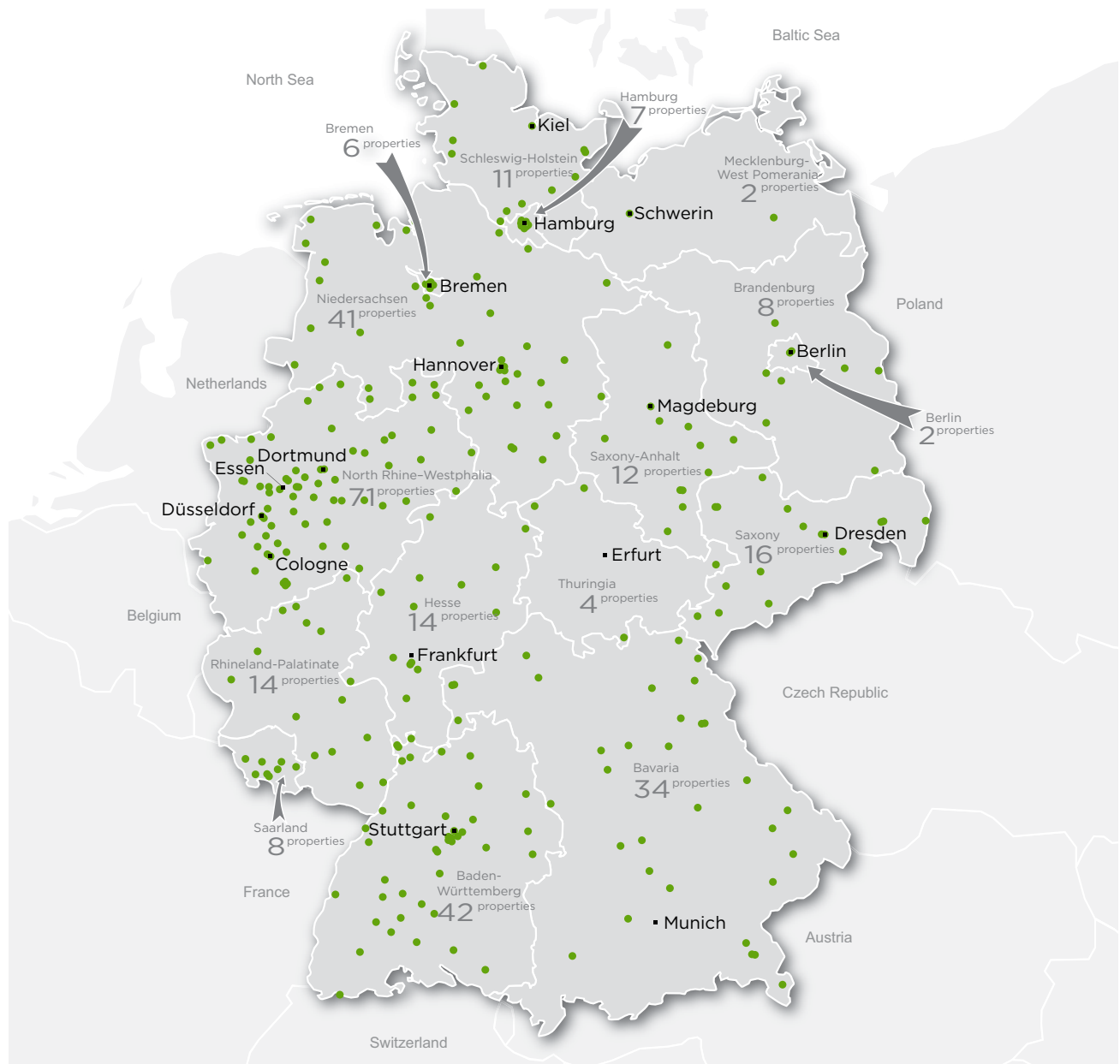
### Mixed use

This category includes mixed use retail, banking and distribution properties that contain mail and distribution centres and administration offices of Deutsche Post. The properties are generally strategically located near central train stations and main retail areas and are easily accessible by public transport.

### Industrial

This category includes regional logistics headquarters. The properties in this category are typically used as strategic logistics facilities that are critical elements of Deutsche Post's distribution network. The properties are mostly located near major cities and have access to significant infrastructure, including railways and highways.

The map below shows the locations of our assets in Germany.



Our properties are located throughout Germany with a heavy concentration in the Western German states of North Rhine-Westphalia, Baden-Württemberg, Niedersachsen, Bavaria and Hesse. Approximately 70% of our overall GLA is located in these five states.

The table below highlights the geographic diversification of our properties as at September 30, 2012. As at July 1, 2012, lease contracts for 17 properties, or a total of 1.1 million square feet, were terminated in connection with Deutsche Post's early termination rights. Concurrently, approximately 202,000 square feet were leased back. Pursuant to the 2012 terminations, we entered into a head lease for the terminated space for the period July 1, 2012 until June 30, 2014.

States	Total GLA (sq. ft.)	Total GLA (%)	Weighted average occupancy (%)
Baden-Württemberg	1,623,824	13%	93%
Bavaria	1,697,575	13%	86%
Berlin	53,767	—	78%
Brandenburg	141,370	1%	88%
Bremen	323,298	3%	76%
Hamburg	487,248	4%	89%
Hesse	1,041,238	8%	78%
Mecklenburg-West Pomerania	101,023	1%	44%
Niedersachsen	1,806,747	14%	69%
North Rhine-Westphalia	2,907,115	22%	91%
Rhineland-Palatinate	501,275	4%	60%
Saarland	482,961	4%	84%
Saxony	644,414	5%	79%
Saxony-Anhalt	449,226	3%	57%
Schleswig-Holstein	536,904	4%	92%
Thuringia	127,267	1%	72%
<b>Total</b>	<b>12,925,252</b>	<b>100%</b>	<b>82%</b>

A comprehensive list of all properties can be found in the Appendix starting on page 52 of this report.

## TENANTS

### Deutsche Post

As at September 30, 2012, all but three of the REIT's properties were formerly owned by Deutsche Post. Deutsche Post contributes approximately 72% to the Trust's overall gross rental income ("GRI").

Deutsche Post is an integral part of the German economy and continues to be an important part of day-to-day life in Germany. Deutsche Post is Europe's largest postal company and the only provider of universal postal services in Germany. Through its acquisition of DHL in 2002, Deutsche Post has become a global logistics market leader. It employs approximately 470,000 people in more than 220 countries and territories. As the only provider of universal postal services in Germany, Deutsche Post must provide certain minimum levels of service to German residents. On a daily basis, it serves two to three million customers through its retail outlets and delivers 65 million letters and 3 million parcels within Germany via mail and parcel sorting facilities. Its infrastructure network in Germany includes 82 mail centres, 33 parcel centres and 20,000 retail outlets and points of sale.

### **Deutsche Postbank (“Postbank”)**

Our portfolio features approximately 200 Postbank branches, allowing for the delivery of integrated financial and postal services. Postbank branches are typically located at ground level with a view to attracting a high volume of retail and business customers seeking financial or postal services. These locations may include retail space (where consumer staples are offered for sale), a banking or investment advisory area, mailboxes for rent, an automated postal/banking services station or traditional banking teller service.

Postbank is a public company controlled by Deutsche Bank and is integral to its retail banking business. Postbank offers retail financial services in its branches within Deutsche Post’s network, which generates increased traffic through the postal services offered in those branches. There are 4,500 branches of Deutsche Post in which selected Postbank financial services are available. Postbank offers comprehensive financial services as well as postal services in its own 1,100 branches.

With 14 million active domestic customers and over 19,000 employees, Postbank is one of Germany’s major financial services providers. Postbank’s focus is on its retail business with private customers. Postbank has the densest branch network of any bank in Germany, which makes it conveniently accessible and attractive to its retail banking customer base.

### **ERGO Versicherungs AG**

After Deutsche Post, ERGO Versicherungs AG (“ERGO”) is the second-largest tenant in our portfolio. With approximately 50,000 employees, it is one of the largest insurance companies in Germany. ERGO belongs to the Munich RE group of companies. ERGO occupies approximately 2.1% of the GLA of our properties and currently generates approximately 5.6% of the portfolio’s overall GRI.

### **Deutsche Telekom**

Deutsche Telekom is one of the world’s leading telecommunications and information technology service companies. In 2011, Deutsche Telekom Group generated revenue of approximately €58 billion, and had approximately 236,000 employees in total as of December 31, 2011.

Deutsche Telekom occupies approximately 1.4% of the GLA of our properties and currently generates approximately 2.3% of the portfolio’s overall GRI. The occupied space is mainly used for server and cable rooms, forming an integral part of Deutsche Telekom’s infrastructure.

## **MARKET OVERVIEW – GERMANY**

### **German economy**

The German economy has long been a driver as well as a beneficiary of a globalized economy. Germany has established itself as a key location for production sites and is a country with a favourable business environment. Similar to Canada, Germany is a country with a history of political, legal and financial stability and provides an attractive climate for long-term investment.

### **Recent developments**

Overall, the German economy performed well during the first nine months of 2012 despite the continuing sovereign debt crisis in Europe. German GDP increased by 3%<sup>(1)</sup> in 2011, the highest in all of the G7 countries, and is expected to grow by 0.8% in 2012 and by 1% in 2013, according to the German government.<sup>(1)</sup> Germany’s unemployment rate continues to remain low with a rate of 6.5%<sup>(1)</sup> in September 2012. The strong labour market has been one of the main drivers of growth in Germany and remains one of the healthiest within the European Union.

<sup>(1)</sup> Statistisches Bundesamt Deutschland (“Destatis”)



### **Economic impact on the German real estate sector**

The commercial real estate market in Germany continued to perform well during the third quarter of 2012. The stability in the office market is supported by a relatively moderate degree of new space coming to market as well as the redevelopment of vacant office space for alternative use. With limited new supply, overall office vacancies further decreased year-over-year from 10.8% to 9.9% in the five largest office markets during the third quarter 2012.<sup>(2)</sup>

While the overall investment market for commercial properties saw a decline in the first nine months of 2012 of approximately 14% to €14.5 billion compared to the same period last year, office properties continued to be the dominating asset class and accounted for approximately 46% of all transactions with approximately €6.7 billion changing hands during the first nine months of 2012. Almost half of all transactions took place in the top five locations, with Munich accounting for the largest transaction volume.<sup>(3)</sup> Demand for commercial properties in Germany is expected to remain high for the remainder of 2012.

### **OUTLOOK**

During the third quarter, we continued on our path of growing and diversifying our business. We purchased a newly built property in Düsseldorf for \$57 million and currently have another three properties under contract in two of the five largest office markets in Germany for an aggregate purchase price of approximately \$125 million. Our deal pipeline has expanded considerably and we continue to finance our acquisitions at very attractive interest rates and take advantage of compelling cap rate/interest rate spreads.

As part of our asset management strategy, a number of assets have been identified as properties for sale. During the quarter, the sale of a small asset was finalized for approximately \$1.1 million. In addition, five properties are currently under contract for sale for an aggregate amount of \$7.9 million.

Effective July 1, 2012, Deutsche Post terminated 17 leases in connection with their early termination rights. The Trust receives rent pursuant to a head lease for the terminated space until June 2014 and effectively receives rent for 88.8% of space in the portfolio. Excluding rent from the head lease, the overall weighted average occupancy rate across our portfolio decreased to 82.2% as at September 30, 2012, from 87.8% at the end of 2011. Effectively managing and leasing our portfolio remains a top priority and the third quarter showed positive absorption of approximately 58,000 square feet.

We have also been quite active on the financing front. On September 5, 2012, we closed our second bought-deal financing, issuing 4,420,000 Units at \$10.55 per unit and raising gross proceeds of \$46.6 million. To provide further flexibility in managing our growth, we also finalized the terms for a revolving credit facility with a Canadian bank, providing additional financing capacity of up to €45 million.

It has been over a year since we acquired our Initial Portfolio. We have made improvements throughout our business, in particular through leasing and acquiring accretive properties. We have an active acquisition pipeline which, coupled with attractive interest rates, will lead to opportunities to further grow, diversify and improve our business.

<sup>(2)</sup> CBRE Office Market Overview Q3 2012

<sup>(3)</sup> CBRE MarketView, Germany Investment Quarterly

## SECTION II — EXECUTING THE STRATEGY

**OUR OPERATIONS**

The following key performance indicators related to our operations influence the cash generated from operating activities.

Performance indicators	September 30, 2012	December 31, 2011
Occupancy rate <sup>(1)</sup>	<b>82%</b>	88%
In-place rental rates	<b>\$ 7.60</b>	\$ 7.13
Tenant maturity profile — average term to maturity <sup>(2)</sup>	<b>5.5 years</b>	5.9 years

<sup>(1)</sup> Includes in-place occupancy at September 30, 2012; space terminated by Deutsche Post as part of its 2012 terminations is reflected as vacancy.

<sup>(2)</sup> 2012 terminations with respect to 17 properties are reflected as June 2014 terminations due to a two-year head lease.

**Occupancy**

Effective July 1, 2012, Deutsche Post terminated 17 leases in connection with its early termination rights. The Trust receives payments pursuant to a head lease for the terminated space in these properties until June of 2014 and effectively receives rent for 88.8% of space in the portfolio.

Excluding the impact of the acquisitions, dispositions, and early terminations for which the Trust receives a head lease, occupancy in our Initial Portfolio would have increased to 88.0% at the end of the third quarter compared to 87.7% at the end of the prior year third quarter, reflecting positive absorption.

The table below details the percentage of occupied and committed space for the previous five quarters.

(percentage)	Q3 2012 <sup>(1)</sup>	Q3 2012 <sup>(2)</sup>	Q2 2012	Q1 2012	Q4 2011	Q3 2011
Office	<b>80.2</b>	<b>90.8</b>	90.0	86.5	84.4	84.2
Mixed use	<b>81.1</b>	<b>88.6</b>	88.1	88.0	88.3	88.2
Industrial	<b>88.1</b>	<b>88.1</b>	87.8	87.7	87.2	87.0
<b>Total</b>	<b>82.2</b>	<b>88.8</b>	88.3	87.8	87.8	87.7

<sup>(1)</sup> Space terminated by Deutsche Post as part of its 2012 terminations is reflected as vacancy.

<sup>(2)</sup> Space terminated by Deutsche Post as part of its 2012 terminations is reflected as occupied as the Trust receives a head lease payment for the terminated space.

**Vacancy schedule**

The tables below highlight our leasing activity. During the third quarter of 2012, our overall vacancy increased by 786,064 square feet to 2,331,234 square feet, reflecting approximately 860,054 square feet of vacancy as part of Deutsche Post's early termination rights. In addition, there were 81,837 square feet of expiries, terminations and bankruptcies, offset by 39,878 square feet of renewals and 70,523 square feet of new leases. Of the vacant space at the end of the quarter, approximately 29,439 square feet are committed for future leases, leaving approximately 2,301,795 square feet available for lease.

The tables below include 860,054 square feet of space that Deutsche Post terminated in connection with its early termination rights (refer to “Termination rights and head lease” on page 14 of this report). Altogether, 1.1 million square feet were terminated by DPI, effective July 1, 2012, of which Deutsche Post and Postbank renewed approximately 128,000 and 75,000 square feet, respectively. In addition, 11,000 square feet of the terminated space has been leased to a third-party tenant.

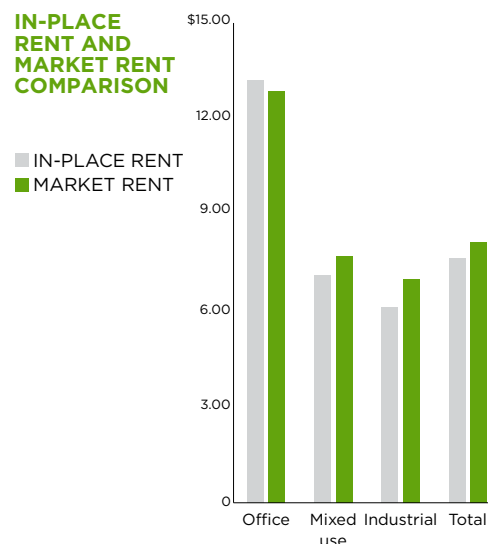
(in square feet)	For the three months ended September 30, 2012			
	Office	Mixed use	Industrial	Total
Vacant space — July 1, 2012	152,000	1,116,837	276,333	1,545,170
Vacancy committed for future leases	(14,555)	(25,198)	(2,493)	(42,246)
Available for lease	137,445	1,091,639	273,840	1,502,924
Acquisitions	—	—	—	—
Dispositions	—	(12,928)	—	(12,928)
Remeasurements	3,328	5,344	1,076	9,748
DPI terminations	160,104	699,950	—	860,054
Expiries	19,272	50,914	2,101	72,288
Early terminations and bankruptcies	464	9,085	—	9,549
New leases	(5,000)	(59,285)	(6,238)	(70,523)
Renewals	(9,355)	(28,421)	(2,101)	(39,878)
Vacant space — September 30, 2012	306,258	1,756,298	268,678	2,331,234
Vacancy committed for future leases	(6,363)	(22,000)	(1,076)	(29,439)
<b>Available for lease — September 30, 2012</b>	<b>299,895</b>	<b>1,734,298</b>	<b>267,602</b>	<b>2,301,795</b>

(in square feet)	For the nine months ended September 30, 2012			
	Office	Mixed use	Industrial	Total
Vacant space — January 1, 2012	138,976	1,091,832	289,164	1,519,972
Vacancy committed for future leases	—	(17,380)	(2,105)	(19,485)
Available for lease	138,976	1,074,452	287,059	1,500,487
Acquisitions	13,924	—	—	13,924
Dispositions	—	(12,928)	—	(12,928)
DPI terminations	160,104	699,950	—	860,054
Remeasurements	3,328	8,042	3,218	14,588
Expiries	91,838	436,219	12,244	540,301
Early terminations and bankruptcies	11,354	14,759	2,915	29,028
New leases	(31,344)	(129,316)	(30,338)	(190,998)
Renewals	(81,922)	(334,880)	(6,420)	(423,222)
Vacant space — September 30, 2012	306,258	1,756,298	268,678	2,331,234
Vacancy committed for future leases	(6,363)	(22,000)	(1,076)	(29,439)
<b>Available for lease — September 30, 2012</b>	<b>299,895</b>	<b>1,734,298</b>	<b>267,602</b>	<b>2,301,795</b>

### In-place rental rates

The following chart and table provide a comparison between in-place rents and market rents in our portfolio. Market rents are management's estimates of rental rates that could be achieved for space in our properties. In-place rents in our office segment have increased significantly in the third quarter largely due to the acquisition of doubleU, a fully leased, newly constructed office property in Düsseldorf. In-place rents in the mixed use and industrial segments remain below market rents, allowing for rental uplifts as space gets renewed or re-leased. Overall, average market rents in our portfolio remain approximately 6.5% above in-place rents.

Since the Trust's IPO, renewals have been completed at approximately 7.2% above expiring rents.



September 30, 2012

	In-place rent <sup>(1)</sup>		Market rent	
Office	€ 10.39	\$ 13.14	€ 10.10	\$ 12.78
Mixed use	5.61	7.09	6.04	7.64
Industrial	4.83	6.11	5.47	6.92
<b>Overall</b>	<b>€ 6.01</b>	<b>\$ 7.60</b>	<b>€ 6.40</b>	<b>\$ 8.09</b>

<sup>(1)</sup> Excludes rent received under head lease guarantee.

### Leasing and tenant profile

At September 30, 2012, the weighted average remaining term of all leases was approximately 5.5 years. The termination of 17 leases by Deutsche Post, effective as at July 1, 2012, is reflected as space expiring in June 2014 in the tables below, as there is a head lease in place until 2014.

September 30, 2012

	Average remaining lease term (years)
Office	6.66
Mixed use	5.28
Industrial	5.55
<b>Overall</b>	<b>5.49</b>

**Lease rollover profile**

The following table outlines our lease maturity profile by asset type as at September 30, 2012. During the remainder of 2012, approximately 35,245 square feet of our leases expire, accounting for approximately 0.3% of the overall space. 860,054 square feet of space terminated by Deutsche Post as at July 1, for which the Trust receives rent pursuant to a head lease until June 2014, are reflected as 2014 expiries.

(in square feet)	Current vacancy <sup>(1)</sup>	Month-to-month	2012	2013	2014 <sup>(1)</sup>	2015	2016 to 2028	Total
Office	139,792	13,723	13,854	68,537	198,316	16,115	1,066,544	1,516,881
Mixed use	1,034,344	281,195	21,391	166,786	778,147	121,855	6,757,618	9,161,336
Industrial	267,602	67,656	—	17,343	23,832	53,968	1,816,633	2,247,035
<b>Total</b>	<b>1,441,738</b>	<b>362,574</b>	<b>35,245</b>	<b>252,666</b>	<b>1,000,295</b>	<b>191,938</b>	<b>9,640,795</b>	<b>12,925,252</b>

<sup>(1)</sup> 2012 terminations with respect to 17 properties are reflected as June 2014 terminations due to a two-year head lease.

**Deutsche Post leases**

The leases with Deutsche Post, which generally expire on June 30, 2018 (many of which provide Deutsche Post with an option to extend the term until June 30, 2023), comprise approximately 64% of the GLA and account for approximately 72% of the portfolio’s GRI.

**Rent adjustment**

The rents under the Deutsche Post leases are subject to automatic adjustments (up or down) in relation to the consumer price index for Germany. If the consumer price index for Germany changes by more than 4.7 index points as compared to the index at the commencement of the applicable lease or the previous rent adjustment, the rent payable under the Deutsche Post leases is automatically adjusted by 100% of the index change of 4.7 points, with effect as of the time of the index change. The hurdle rate required for an upward adjustment to the rental rates in the Deutsche Post leases was reached in December 2011 and consequently rents, excluding the terminated space, will increase by €2.3 million annually.

**Termination rights and head lease**

In general, the Deutsche Post leases have a fixed term of ten years, expiring on June 30, 2018. Certain of the leases entitle Deutsche Post to terminate space in June 2012, 2014 and 2016, subject to certain limitations and requirements, including that Deutsche Post provide 12 months’ prior written notice to us. The right of Deutsche Post to terminate a Deutsche Post lease is limited by various tests which apply collectively to the Deutsche Post leases and the leases in respect of the remaining properties forming the portfolio of approximately 1,200 properties that the vendor acquired from Deutsche Post in July 2008 (the “Caroline DP Leases”), considered as a whole. On June 30, 2011, Deutsche Post gave notice to terminate 17 leases with respect to the 2012 termination rights, comprising approximately 10.4% of our GRI and 1.1 million square feet (approximately 8.4% of our GLA), and waived its second termination right in respect of 21 leases (effective June 30, 2014). On June 30, 2012, Deutsche Post gave notice to terminate one additional lease subject to its 2012 termination rights which will become effective as at July 1, 2013 and for which we will receive an additional payment under the head lease. In addition, Deutsche Post waived its second termination right in respect of 24 leases (effective June 30, 2014). Deutsche Post may terminate Deutsche Post leases and Caroline DP Leases aggregating no more than 20% of the total annual Reference Rent payable under all of the Deutsche Post leases and Caroline DP Leases on June 30, 2014, and no more than an additional 10% of such rent on June 30, 2016. The “Reference Rent” for a lease is an amount set out in a specified notarial deed and may differ from the actual rent payable under the lease. To the extent that Deutsche Post does not exercise all of its available early termination rights with respect to any particular effective termination date, the unused portion may be carried forward; provided that Deutsche Post cannot terminate Deutsche Post leases and Caroline DP Leases aggregating more than

20% of the total Reference Rent of all Deutsche Post leases and Caroline DP Leases, considered as a whole, during any lease year. One property, for which Deutsche Post has not waived its termination right in 2014, was sold in September 2012. This means that Deutsche Post has the right to terminate up to 65 leases in 2014 and up to 110 leases in 2016, subject to certain limitations. Although we think it is unlikely that Deutsche Post will terminate the maximum amount of space that it is entitled to terminate (being approximately 2.8 million square feet or 22.0% of our GLA), if it were to do so, and not re-lease any of the terminated space, our GRI would be reduced by 20.8%.

In light of the 2012 terminations, the vendor of the properties has set aside an amount of €17,329,135 to lease the vacant space resulting from all 2012 terminations for the period commencing on July 1, 2012 to, and including, June 30, 2014. This amount has been set aside by the vendor in a bank account out of which we are paid on a monthly basis, for two years, until June 2014. In addition, the vendor committed to pay an additional €169,000 in connection with the termination of one additional lease pertaining to the 2012 termination rights.

In connection with the 17 leases terminated in 2012, Postbank re-leased space in 12 of the 15 properties which feature Postbank branches and Deutsche Post re-leased space in seven of the 17 properties, five of which feature Postbank branches, for an aggregated total of 202,000 square feet or 17.2% of the originally terminated space for an average lease term of 4.8 years.

## OUR RESOURCES AND FINANCIAL CONDITION

### Investment properties

The fair value of our investment property portfolio at September 30, 2012 was \$1,051.9 million. Since December 31, 2011, the fair value of our investment properties decreased by \$41.9 million as a result of the weakening of the euro against the Canadian dollar. In addition, as a result of IFRS, we reduced the value of acquired properties by \$4.7 million, representing the capitalized transaction costs. A fair value loss of \$1.8 million was also recognized for a property sold during the quarter and four properties under contract for sale.

Fair values were determined using the direct capitalization method. The direct capitalization method applies a capitalization rate to stabilized net operating income (“NOI”) and incorporates allowances for vacancy and management fees. The resulting capitalized value was further adjusted for extraordinary costs to stabilize income and non-recoverable capital expenditures, where applicable.

### *Acquisitions during the nine-month period*

On February 29, 2012, we completed the purchase of Grammophon Büropark in Hannover, Germany, for \$35.6 million. The property comprises approximately 212,000 square feet of office space. At the time of acquisition, the property was 95% leased and had an average lease term of 4.2 years.

On April 26, 2012, we completed the purchase of Karl-Martell-Strasse 60 in Nuremberg, Germany, for \$65.9 million. The property comprises approximately 269,000 square feet and is fully leased to one of Germany’s largest insurance companies until 2026.

On July 19, 2012, we completed the acquisition of doubleU, an office property in Düsseldorf, Germany, for \$56.6 million. The property comprises approximately 142,000 square feet and is fully leased to a variety of tenants. At the time of acquisition, the property had an average remaining lease term of over seven years.

### *Dispositions*

On September 13, 2012, we completed the disposition of a property located at Bahnhofplatz 4 in Traunstein, Germany, for net proceeds of \$1.0 million. The property comprised approximately 35,000 square feet and was 63% leased.

**Building improvements**

Building improvements represent investments made in our rental properties to ensure our buildings are operating at an optimal level.

**Initial direct leasing costs and lease incentives**

Initial direct leasing costs include leasing fees and related costs, and broker commissions incurred in negotiating and arranging tenant leases. Lease incentives include costs incurred to make leasehold improvements to tenant spaces and cash allowances. Initial direct leasing costs and lease incentives are dependent on asset type, lease terminations and expiries, the mix of new leasing activity compared to renewals, portfolio growth and general market conditions. Short-term leases generally have lower costs than long-term leases.

For the period from January 1 to September 30, 2012, we leased or renewed approximately 644,000 square feet of space for which we will incur \$3.9 million of leasing costs, of which \$0.3 million was paid in the third quarter.

**Commitments and contingencies**

We are contingently liable with respect to litigation and claims that may arise from time to time. In the opinion of management, any liability that may arise from such contingencies would not have a material adverse effect on our consolidated financial statements.

Dundee International REIT's future minimum commitments under operating and finance leases, including equity accounted investments, are as follows:

	Operating lease payments	
	September 30, 2012	December 31, 2011
Less than 1 year	\$ 467	\$ 365
1-5 years	1,866	1,458
Longer than 5 years	117	365
<b>Total</b>	<b>\$ 2,450</b>	<b>\$ 2,188</b>

During the period, the Trust paid \$0.4 million in minimum lease payments, which have been included in comprehensive income for the period.

On March 17, 2011, the previous owner of the portfolio entered into agreements with Imtech Contracting GmbH ("Imtech") under which Imtech provides the entire energy requirements (cooling, air, light and electricity) for the properties, unless there are existing obligations. As part of the contract, Imtech leases the central heating room and the energy supply facilities at the properties, and may lease the roof area on selected buildings for installation of solar panels. The term of the contract, which commenced on July 1, 2011, is 15.5 years. Imtech has guaranteed savings in heating costs of 5% of the actual 2008 base costs within three years.

In addition, the previous owner had entered into two energy supply agreements with GDF SUEZ Energie Deutschland AG and Watt Deutschland GmbH to purchase all the electricity requirements of the properties, each of which has a term expiring on December 31, 2012. During the third quarter of 2012, the Trust entered into a new contract with GDF SUEZ Energie Deutschland AG to purchase all electricity requirements for properties leased to Deutsche Post for a one-year term starting on January 1, 2013.

## OUR CAPITAL

### Liquidity and capital resources

Dundee International REIT's primary sources of capital are cash generated from operating activities, credit facilities and equity and debt issues. Our primary uses of capital include the payment of distributions, costs of attracting and retaining tenants, recurring property maintenance, major property improvements, debt interest payments, and property acquisitions. We expect to meet all of our ongoing obligations through current cash and cash equivalents, cash flows from operations, debt refinancings and, as growth requires and when appropriate, new equity or debt issues.

As at September 30, 2012, we had \$109.5 million of cash available. After reserving for current payables and operating requirements, approximately \$88.0 million is available for acquisitions. Our debt-to-book value is 55%, which is within our target range of 55% to 60%.

### Financing activities

We finance our ownership of assets using equity as well as conventional mortgage financing, term debt, floating rate credit facilities and convertible debentures.

On April 17, 2012, we completed a public offering of Units pursuant to which we issued 4,600,000 Units and the current holder of the Exchangeable Notes exchanged the equivalent of \$46.0 million principal value of Exchangeable Notes into 4,600,000 Units, all of which were sold to the syndicate of underwriters at a price of \$10.10 per Unit. The issued amount included the exercise of the over-allotment option of 1,200,000 Units.

On May 25, 2012, we obtained a mortgage on our newly acquired Karl-Martell-Strasse 60 office building in Nuremberg, in the amount of \$34.7 million (€26.7 million), maturing in June 2017 and bearing interest at a face rate of 2.45%.

On July 17, 2012, we obtained a mortgage for our newly acquired doubleU property in Düsseldorf in the amount of \$32.2 million (€26.0 million), maturing in July 2017 and bearing interest at a face rate of 2.09%.

On September 5, 2012, we completed a public offering of 7,820,000 Units, including an over-allotment option, at a price of \$10.55 per Unit. The offering included the 3,400,000 Units offered for sale by the Exchangeable Notes holder, who had concurrently exchanged 3,400,000 Exchangeable Notes for 3,400,000 Units. As a result of the exchange of Exchangeable Notes to Units, our indebtedness decreased by \$34.0 million. For further details with respect to this offering, please refer to the section "Equity" in this report.

On September 27, 2012, we obtained a revolving credit facility with a Canadian bank for up to €45 million.



## Debt

### Debt strategy

Our debt strategy is to obtain secured mortgage financing on a fixed rate basis, with a term to maturity that is appropriate in relation to the lease maturity profile of our portfolio. Our preference is to have staggered debt maturities to mitigate interest rate risk and limit refinancing exposure in any particular period. We also intend to enter into long-term loans at fixed rates when borrowing conditions are favourable. This strategy will be complemented with the use of unsecured convertible debentures and floating rate credit facilities. We intend to target a debt level in a range of 55% to 60% of the historical purchase price of properties including convertible debentures.

The key performance indicators in the management of our debt are:

September 30, 2012 December 31, 2011

### Financing activities

Weighted average interest rate <sup>(1)</sup>	<b>4.12%</b>	4.36%
Level of debt (debt-to-book value) <sup>(2)</sup>	<b>55%</b>	56%
Interest coverage ratio <sup>(3)</sup>	<b>2.96 times</b>	2.67 times
Debt-to-EBITDFV (years) <sup>(4)</sup>	<b>8.7</b>	8.0
Proportion of total debt due in current year	<b>0.2%</b>	—%
Debt — average term to maturity (years)	<b>4.3</b>	5.1
Variable rate debt as percentage of total debt	<b>13%</b>	15%

<sup>(1)</sup> Average interest rate is calculated as the weighted average interest rate of all interest bearing debt.

<sup>(2)</sup> Debt-to-book value is determined as total debt divided by total assets.

<sup>(3)</sup> The interest coverage ratio for the quarter is calculated as net rental income plus interest and fee income, less portfolio management and general and administrative expenses, divided by interest expense (excluding interest on Exchangeable Notes).

<sup>(4)</sup> Debt-to-EBITDFV is calculated as total debt divided by annualized EBITDFV for the current quarter. EBITDFV is calculated as net income less non-cash items included in revenue plus interest expense, depreciation, fair value adjustments and acquisition related costs.

We currently use cash flow performance and debt level indicators to assess our ability to meet our financing obligations. Our current interest coverage ratio for the quarter is 2.96 times, and reflects our ability to cover interest expense requirements. We also monitor our debt-to-EBITDFV ratio to gauge our ability to pay off existing debt. Our current debt-to-EBITDFV ratio is 8.7 years and reflects the approximate amount of time to pay off all debt. After accounting for market adjustments and financing costs, the weighted average effective interest rate is 4.54%.

	September 30, 2012			December 31, 2011		
	Variable	Fixed	Total	Variable	Fixed	Total
Term loan credit facility <sup>(1)</sup>	\$ 82,701 <sup>(1)</sup>	\$ 330,803 <sup>(2)</sup>	\$ 413,504	\$ 86,469	\$ 345,879	\$ 432,348
Mortgage debt	—	85,622	85,622	—	—	—
Debentures	—	147,975	147,975	—	146,658	146,658
<b>Total</b>	<b>\$ 82,701</b>	<b>\$ 564,400</b>	<b>\$ 647,101</b>	<b>\$ 86,469</b>	<b>\$ 492,537</b>	<b>\$ 579,006</b>
Percentage	13%	87%	100%	15%	85%	100%

<sup>(1)</sup> 20% of the term loan credit facility is subject to an interest rate swap until December 31, 2012 and has been presented as variable rate debt due to the short duration of the swap agreement.

<sup>(2)</sup> 80% of the term loan credit facility is subject to an interest rate swap in place until August 3, 2016 pursuant to the Facility agreement and has been presented as fixed rate debt.

Amounts recorded as at September 30, 2012, for the Debentures are net of \$7.1 million of premiums allocated to their conversion features on issuance. The premiums are amortized to interest expense over the term to maturity of the related debt using the effective interest rate method.

**Term loan credit facility**

Concurrent with the closing of our initial public offering, we obtained a term loan credit facility ("Facility") from a syndicate of German and French banks for gross proceeds of \$448.4 million (€328.5 million). The initial term of the Facility is five years with a two-year renewal option. Variable rate interest is payable quarterly under the Facility at a rate equal to the three-month EURIBOR, plus a margin of 200 basis points and agency fees of 10 basis points. Pursuant to the requirements of the Facility, we entered into an interest rate swap to fix 80% of the interest payments at 1.89% plus margin and agency fees and purchased an instrument to cap 10% of the Facility, such that interest does not exceed 5% of that portion. Effective December 30, 2011, we entered into an interest rate swap to fix the remaining 20% of the interest payments under the Facility at 3.37% for a period of one year.

As at September 30, 2012, the weighted average rate of the Facility is 3.91%. Including costs, net of the payment received from the vendor, the effective interest rate under the Facility is 3.97%.

The Facility requires that at each interest rate payment date the debt service coverage ratio is equal to or above 145% and that the loan-to-value does not exceed 59% during the first three years the loan is outstanding and 54% during the final two years. As at September 30, 2012, we were in compliance with these covenants.

We intend to repay €100 million plus an applicable prepayment premium of 15% through dispositions or refinancings of a portion of the portfolio within the first two years following the closing of the financing, failing which we will be required to pay additional interest of 1% on the portion of the €100 million not repaid by the second anniversary of the closing. On September 18, 2012, we repaid €0.8 million on disposal of Bahnhofplatz 4, including a prepayment premium. We are currently in discussions with various banks in respect of refinancing portions of the Facility. Although there is currently limited access to debt financing, interest rates in Germany remain at historically low levels.

**Revolving credit facility**

On September 27, 2012, the Trust obtained a revolving credit facility with a Canadian bank in an aggregate amount not exceeding €10 million and a €15 million senior secured credit facility to provide interim bridge financing for acquisition of investment properties in Germany on a property by property basis. The latter facility may be increased by an additional €20 million, subject to prior approval and 30 days' notice. The interest rate on Canadian dollar advances is prime plus 200 basis points and/or bankers' acceptance rates plus 300 basis points. The interest rate for euro advances is 300 basis points over the three-month EURIBOR rate. The revolving credit facility has a term of two years.

**Convertible debentures**

As at September 30, 2012, the total principal amount of Debentures outstanding was \$161.0 million, convertible into an aggregate of 12,384,619 Units. The Debentures bear interest at 5.5% per annum, are payable semi-annually on July 31 and January 31 each year, and mature on July 31, 2018. Each \$1,000 principal amount of the Debentures is convertible at any time by the holder thereof into 76.9231 Units, representing a conversion price of \$13.00 per Unit. On or after August 31, 2014, and prior to August 31, 2016, the Debentures may be redeemed by the holders thereof, in whole or in part, at a price equal to the principal amount plus accrued and unpaid interest on not more than 60 days' and not less than 30 days' prior written notice, provided the weighted average trading price for the Units for the 20 consecutive trading days ending on the fifth trading day immediately preceding the date on which notice of redemption is given, is not less than 125% of the conversion price. On or after August 31, 2016, and prior to July 31, 2018, the maturity date, the Debentures may be redeemed by the Trust at a price equal to the principal amount plus accrued and unpaid interest.

The conversion feature of the Debentures is remeasured in each reporting period to fair value, with changes in fair value being recorded in comprehensive income. During the period, the fair value attributed to the conversion feature decreased by \$3.1 million.

The table below highlights the maturity and interest rate profile of our debt:

	Debt maturities	Scheduled principal repayments on non-matured debt	Total	Weighted average interest rate on balance due at maturity (%)	Weighted average face rate on balance due at maturity (%)
2012	\$ —	\$ 397	\$ 397	—	—
2013	—	1,611	1,611	—	—
2014	—	3,261	3,261	0.5	—
2015	18,131	4,659	22,790	3.4	4.17
2016	408,717	3,299	412,016	62.3	3.91
2017 and thereafter	219,959	971	220,930	33.8	5.50
<b>Total</b>	<b>\$ 646,807</b>	<b>\$ 14,198</b>	<b>661,005</b>	<b>100</b>	<b>4.63</b>
Fair value adjustments			(6,292)		
Transaction costs			(7,612)		
<b>Total</b>			<b>\$ 647,101</b>		

**Equity**

Our discussion of equity is inclusive of Exchangeable Notes, which are economically equivalent to our Units. In our consolidated financial statements the Exchangeable Notes are classified as a liability under IFRS because of the redemption feature upon the exchange for a Unit.

	September 30, 2012		Unitholders' equity December 31, 2011	
	Number of Units	Amount	Number of Units	Amount
Units	<b>60,991,395</b>	<b>\$ 486,565</b>	43,872,316	\$ 350,809
Exchangeable Notes	—	—	8,000,000	80,000
<b>Total</b>	<b>60,991,395</b>	<b>\$ 486,565</b>	<b>51,872,316</b>	<b>\$ 430,809</b>

### Units

Our Declaration of Trust authorizes the issuance of an unlimited number of two classes of units: Units and Special Trust Units. The Special Trust Units may only be issued to holders of securities exchangeable for Units, are not transferable and are used to provide holders of such securities with voting rights with respect to Dundee International REIT. Each Unit and Special Trust Unit entitles the holder thereof to one vote for each Unit at all meetings of unitholders of the Trust.

The Trust has a Deferred Unit Incentive Plan (“DUIP”) that provides for the grant of deferred trust units and income deferred trust units to trustees, officers, employees, affiliates and their service providers, including DRC, our asset manager. On August 3, 2011, DRC elected to receive the base asset management fees payable on the properties acquired on August 3, 2011 by way of deferred trust units under the Asset Management Agreement for the next five years. The deferred trust units granted to DRC vest 20% annually, commencing on the fifth anniversary date of being granted. On termination of the Asset Management Agreement, unvested trust units granted to DRC vest immediately.

The following table summarizes the changes in our outstanding equity:

	Units
Total Units outstanding on December 31, 2011	43,872,316
Units issuable upon exchange of Exchangeable Notes	8,000,000
Total Units outstanding (on a fully exchanged basis) on December 31, 2011	51,872,316
Exchange of Exchangeable Notes	(8,000,000)
Units issued pursuant to public offering <sup>(1)</sup>	17,020,000
Units issued pursuant to the DRIP <sup>(2)</sup>	99,079
Total Units outstanding (on a fully exchanged basis) on September 30, 2012	60,991,395
Units issued pursuant to the DRIP	13,373
<b>Total Units outstanding (on a fully exchanged basis) on October 31, 2012</b>	<b>61,004,768</b>

<sup>(1)</sup> Includes secondary offering of 8,000,000 Units issued upon the exchange of Exchangeable Notes.

<sup>(2)</sup> Distribution Reinvestment and Unit Purchase Plan.

On April 17, 2012, the Trust closed a public offering of Units pursuant to which the Trust issued 4,600,000 Units, and LSF REIT Holdings S.à.r.l. (“LSF”) exchanged the equivalent of \$46.0 million principal value of Exchangeable Notes into 4,600,000 Units, resulting in a total of 9,200,000 Units having been sold to a syndicate of underwriters.

On September 5, 2012, the Trust closed a public offering of Units pursuant to which the Trust issued 4,420,000 Units, and LSF exchanged the equivalent of \$34.0 million principal value of its remaining Exchangeable Notes into 3,400,000 Units, resulting in a total of 7,820,000 Units having been sold to a syndicate of underwriters.

***Distributions***

Our Declaration of Trust provides our trustees with the discretion to determine the percentage payout of income that would be in the best interest of the Trust. Amounts retained in excess of the declared distributions are used to fund leasing costs and capital expenditure requirements. Given that working capital tends to fluctuate over time and should not affect our distribution policy, we disregard it when determining our distributions. We also exclude the impact of leasing costs, which fluctuate with lease maturities, renewal terms and the type of asset being leased. We evaluate the impact of leasing activity based on averages for our portfolio over a two- to three-year time frame. We exclude the impact of transaction costs expensed on business combinations as these are considered to be non-recurring.

In order to ensure the predictability of distributions to our unitholders and debenture holders, we have established an active foreign exchange hedging program to sell €3.1 million on a rolling 24-month period. The average exchange rate on these 24 contracts is 1.3418:€1 as at September 30, 2012.

Subsequent to quarter-end, we entered into 13 additional contracts to sell €3.1 million in October 2014 and €1.55 million per month for the period from November 2014 to October 2015 at an exchange rate of \$1.3002:€1.

***Asset management fee***

On August 3, 2011, DRC elected to receive the base asset management fees payable on the Initial Properties acquired on August 3, 2011 by way of deferred trust units under the Asset Management Agreement for up to \$3.5 million per year for the next five years. These deferred trust units vest 20% annually, commencing on the fifth anniversary date of being granted. On termination of the Asset Management Agreement, unvested trust units will vest immediately.

During the first nine months of 2012, pursuant to the provisions of the Asset Management Agreement, \$1.4 million of asset management expense on the Initial Properties was recognized, for which 240,818 deferred units were granted during the period and 26,445 deferred units were granted on October 1, 2012. As at October 1, 2012, 415,772 unvested deferred and income deferred units were outstanding with respect to the Asset Management Agreement. In addition, the Trust paid an asset management fee of \$0.2 million for properties acquired in 2012.

### Distributions and Exchangeable Notes interest

Exchangeable Notes are economically equivalent to our Units in all material respects. Interest payable to the holder of Exchangeable Notes is therefore included in the table below. On September 5, 2012, the holder of the Exchangeable Notes exchanged its remaining holdings and therefore received its last interest payment on September 15, 2012.

	For the three months ended September 30, 2012			For the nine months ended September 30, 2012		
	Declared amounts	4% bonus distribution	Total	Declared amounts	4% bonus distribution	Total
<b>2012 distributions and interest expense</b>						
Paid in cash or reinvested in Units	\$ 7,493	\$ 18	\$ 7,511	\$ 29,045	\$ 36	\$ 29,081
Payable at September 30, 2012	4,066	—	4,066	4,066	—	4,066
<b>Total distributions and interest expense</b>	<b>\$ 11,559</b>	<b>\$ 18</b>	<b>\$ 11,577</b>	<b>\$ 33,111</b>	<b>\$ 36</b>	<b>\$ 33,147</b>
<b>2012 reinvestment</b>						
Reinvested to September 30, 2012	\$ 462	\$ 18	\$ 480	\$ 904	\$ 36	\$ 940
Reinvested on October 15, 2012	137	5	142	137	5	142
<b>Total distributions reinvested</b>	<b>\$ 599</b>	<b>\$ 23</b>	<b>\$ 622</b>	<b>\$ 1,041</b>	<b>\$ 41</b>	<b>\$ 1,082</b>
Distributions and interest paid in cash	\$ 10,960			\$ 32,070		
Reinvestment to distribution ratio	5.2%			3.1%		
Cash payout ratio	94.8%			96.9%		

Distributions declared and interest expense on Exchangeable Notes for the nine months ended September 30, 2012, were \$33.1 million. Of this amount, \$1.0 million, or approximately 3.1%, was reinvested in additional Units pursuant to the DRIP, resulting in a cash payout ratio of 96.9%. For the quarter ended September 30, 2012, distributions declared and interest expense on Exchangeable Notes amounted to \$11.6 million. Of this amount, \$0.6 million, or approximately 5.2%, was reinvested in additional Units pursuant to the DRIP resulting in a cash payout ratio of 94.8%.

At September 30, 2012, we had 24 currency forward contracts in place to sell euros for Canadian dollars. On settlement of a contract, we realize a gain or loss on the difference between the forward rate and the spot rate; this amounted to a gain of \$1.0 million in the quarter. We also mark the contracts to market quarterly and realized a gain of \$2.0 million in the current quarter. As we settle each contract, we enter into a new contract; consequently, we sold €3.1 million in July, August and September of 2012. As at September 30, 2012, we have contracts to sell €3.1 million monthly for the next 24 months at an average of \$1.3418:€1. Subsequent to quarter-end, we entered into 13 additional contracts to sell €3.1 million in October 2014 and €1.55 million per month for the period from November 2014 to October 2015 at an exchange rate of 1.3002:€1.

We currently pay monthly distributions to unitholders of \$0.06667 per Unit, or \$0.80 per Unit on an annual basis. At September 30, 2012, approximately 3.4% of our total Units were enrolled in the DRIP.

As required by National Policy 41-201, "Income Trusts and Other Indirect Offerings", the following table outlines the differences between cash flow from operating activities and cash distributions, as well as the differences between net income and cash distributions in accordance with the guidelines.

	For the three months ended Sept. 30, 2012	For the nine months ended Sept. 30, 2012
Net income	\$ 3,663	\$ 19,603
Cash flow from operating activities	12,067	35,608
Distributions paid and payable (including Exchangeable Notes)	11,559	33,111
Surplus of cash flow from operating activities over distributions paid and payable	508	2,497
Shortfall of net income over distributions paid and payable	(7,896)	(13,508)

Cash flow from operations exceeded distributions paid and payable by \$0.5 million and \$2.5 million for the three and nine months ended September 30, 2012, respectively. Distributions paid and payable exceeded net income by \$7.9 million and \$13.5 million for the three- and nine-month periods ended September 30, 2012, respectively, mainly as a result of fair value adjustments to financial instruments and investment properties. In establishing distribution payments, we do not take fluctuations in working capital into consideration and we use a normalized amount as a proxy for leasing and building improvement costs.

## OUR RESULTS OF OPERATIONS

	For the three months ended Sept. 30, 2012 <sup>(1)</sup>	For the period from Aug. 3, 2011 to Sept. 30, 2011 <sup>(1)</sup>	For the nine months ended Sept. 30, 2012 <sup>(1)</sup>	For the period from Aug. 3, 2011 to Sept. 30, 2011 <sup>(1)</sup>
Investment properties revenue	\$ 33,765	\$ 22,548	\$ 102,735	\$ 22,548
Investment properties operating expenses	12,024	9,017	39,353	9,017
<b>Net rental income</b>	<b>21,741</b>	13,531	<b>63,382</b>	13,531
<b>Other income and expenses</b>				
Portfolio management	(1,096)	(672)	(3,182)	(672)
General and administrative	(1,856)	(861)	(4,941)	(861)
Fair value adjustments to investment properties	(2,574)	8,557	(6,479)	8,557
Interest expense	(6,531)	(5,265)	(21,279)	(5,265)
Interest and other income	59	10	214	10
Share of income from equity accounted investment	(13)	(25)	10	(25)
Depreciation and amortization	(35)	—	(46)	—
Fair value adjustments to financial instruments	(5,950)	(6,010)	(8,478)	(6,010)
Acquisition related costs, net	—	(7,386)	—	(7,386)
Loss on sale of investment property	(62)	—	(62)	—
Income before income taxes	3,683	1,879	19,139	1,879
<b>Income taxes</b>				
Current income taxes	77	—	142	—
Deferred income taxes	(57)	(896)	(606)	(896)
Income tax expense (recovery)	20	(896)	(464)	(896)
<b>Net income</b>	<b>3,663</b>	2,775	<b>19,603</b>	2,775
Foreign currency translation adjustment	(11,759)	1,784	(25,146)	1,784
<b>Comprehensive income (loss)</b>	<b>\$ (8,096)</b>	\$ 4,559	<b>\$ (5,543)</b>	\$ 4,559

<sup>(1)</sup> Results from operations were converted into Canadian dollars from euros using the following average exchange rates: the three- and nine-month periods in 2012 were converted at \$1.245:€1 and \$1.285:€1, respectively; for 2011, a conversion rate of \$1.389:€1 was applied.



## **Statement of comprehensive income results**

### ***Net rental income***

For the three months ended September 30, 2012, net rental income was \$21.7 million, representing an increase of \$8.2 million compared to the same quarter of 2011. Excluding the \$2.5 million impact of the weakened euro and \$2.6 million contributed by acquired properties, net rental income increased by \$8.1 million for the quarter compared to the same quarter last year, mainly due to the fact that the comparative quarter in 2011 had only 59 days of operations, as the Initial Portfolio was acquired on August 3, 2011. After adjusting for the shortened ownership period in the comparative quarter, net rental income of the current quarter is in line with the same quarter last year.

### ***Portfolio management***

Portfolio management expenses totalled \$1.1 million in the quarter, an increase of approximately \$0.4 million compared to the three months ended September 30, 2011. Adjusting for our ownership period in the comparative quarter, portfolio management expenses were consistent with the prior year.

### ***General and administrative***

General and administrative expenses totalled \$1.9 million in the quarter, an increase of \$1.0 million from the same quarter last year. Adjusting for the period of ownership in the comparative quarter, general and administrative expenses increased by \$0.5 million, mainly reflecting the recognition of costs associated with our Deferred Unit Incentive Plan and higher asset management fee expenses on our investment properties due to the change in valuation methodology adopted in the fourth quarter of 2011.

### ***Fair value adjustment to investment properties***

The loss in fair value adjustment of investment properties amounted to \$2.6 million for the three months ended September 30, 2012, compared to a gain of \$8.6 million in the same quarter last year. \$0.7 million relates to transaction costs capitalized on the acquisition of doubleU in July 2012 and \$1.1 million reflects the disposition proceeds of a property sold on September 13, 2012. A further \$0.8 million relates to fair value adjustments to four properties under contract for sale. During the third quarter of 2011, the REIT received proceeds of \$8.6 million on closing for capital costs from the vendor of the Initial Portfolio. As the proceeds reduced the acquisition price of the Initial Portfolio, the REIT recorded an \$8.6 million gain.

### ***Interest expense***

Interest expense was \$6.5 million for the quarter, an increase of \$1.3 million compared to the same quarter last year. After adjusting for the \$0.4 million impact of exchange rates realized, interest expense was \$1.7 million higher than in the same quarter last year. Debenture interest was \$1.0 million higher since the prior year quarter consisted of only 59 days, compared to 92 days in the current quarter. Interest on Exchangeable Notes was \$0.6 million lower in the current quarter compared to the same quarter last year as the holder of the Exchangeable Notes gradually exchanged them for REIT Units during the current year. Mortgage interest expense was higher by \$0.6 million due to new mortgage debt on newly acquired properties in the current year. Interest on our term loan credit facility was also higher by \$0.7 million, again due to a full quarter of interest, as compared to only 59 days in the same quarter last year. The three-month EURIBOR rates dropped from 1.454% in September 2011 to 0.652% in September 2012. We fix our variable rate positions using interest rate swaps, and the cash outlays on the settlement of the swap contracts are presented as a component of fair value adjustments of financial instruments. During the quarter, \$1.2 million of swap settlements were paid, compared to \$0.3 million paid in the same quarter last year. Including these payments and adjusting for the period of ownership in the comparative quarter, interest expense on the credit facility in the current quarter was in line with the same quarter last year. The actual weighted average interest on the Facility for the three months ended September 30, 2012 was 3.91%. On an effective interest rate basis, the rate was 3.97%.

***Fair value adjustment to financial instruments***

For the three months ended September 30, 2012, we incurred an unrealized net loss in fair value of financial instruments of \$6.0 million. The net loss comprises a \$4.3 million loss recognized on the fair value change in the interest rate swaps and cap as a result of a significant decrease in the forward price of interest rates during the quarter. A \$13.2 million loss was recognized in the same quarter last year due to the same reasons. The remaining loss comprises a \$1.4 million fair value adjustment on the conversion feature of the convertible debentures and a \$2.1 million loss on the fair value adjustment on the Exchangeable Notes, reflecting an increase in the Unit trading price. The comparative quarter comprises a gain of \$7.3 million in the fair value adjustment on the conversion feature of the convertible debentures and a \$2.4 million gain on the fair value adjustment on the Exchangeable Notes. The REIT recognized a \$2.0 million unrealized gain related to our foreign currency forward contracts due to the depreciation of the euro compared to the Canadian dollar during the three months ended September 30, 2012. During the same quarter last year, the REIT recognized a \$2.5 million unrealized loss related to our foreign currency forward contracts due to an appreciation of the euro compared to the Canadian dollar.

***Income taxes***

We recognized a deferred income tax recovery of \$0.02 million for the three months ended September 30, 2012, compared to a deferred tax recovery of \$0.9 million for the same quarter last year. The difference in deferred tax provision is mainly a result of the tax impact associated with the fair value change related to investment properties and financial instruments.

***Impact of foreign exchange***

Comprehensive income was impacted by a foreign currency translation loss of \$11.8 million for the three months ended September 30, 2012. The exchange rates decreased from \$1.2910:€1 as at June 30, 2012 to \$1.2646:€1 as at September 30, 2012. The results of our euro-denominated operations included in net income for the quarter were translated at an average exchange rate of \$1.2452:€1 compared to \$1.3886:€1 in the same quarter last year.

**Net rental income**

	For the three months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011	For the nine months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011
Office	\$ 4,355	\$ 1,234	\$ 9,449	\$ 1,234
Mixed use	14,048	10,160	44,181	10,160
Industrial	3,338	2,137	9,752	2,137
<b>Net rental income</b>	<b>\$ 21,741</b>	<b>\$ 13,531</b>	<b>\$ 63,382</b>	<b>\$ 13,531</b>

Our portfolio management team comprises the employees of our advisory subsidiaries in Germany and Luxembourg who are responsible for providing asset management services for the investment properties, including asset strategy and leasing activities. The costs of these activities are not allocated to net rental income.

## Funds from operations and adjusted funds from operations

	For the three months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011	For the nine months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011
<b>NET INCOME</b>	<b>\$ 3,663</b>	<b>\$ 2,775</b>	<b>\$ 19,603</b>	<b>\$ 2,775</b>
Add (deduct):				
Depreciation of property and equipment	38	6	60	6
Amortization of lease incentives	8	—	8	—
Interest expense on Exchangeable Notes	406	1,032	2,558	1,032
Acquisition related gain, net	—	7,386	—	7,386
Loss on sale of investment property	62	—	62	—
Deferred income taxes	(57)	(896)	(606)	(896)
Term debt swap settlement	(1,155)	(256)	(2,595)	(256)
Gain on settlement of foreign currency contracts	954	—	1,925	—
Fair value adjustments to investment properties	2,574	(8,557)	6,479	(8,557)
Fair value adjustments to financial instruments	5,950	6,010	8,478	6,010
<b>FFO</b>	<b>\$ 12,443</b>	<b>\$ 7,500</b>	<b>\$ 35,972</b>	<b>\$ 7,500</b>
Add (deduct):				
Amortization of financing costs	279	159	817	159
Accretion of debenture conversion feature	235	143	690	143
Amortization of fair value adjustment of assumed debt	(76)	—	(180)	—
Deferred unit compensation expense	180	—	490	—
Deferred asset management fees	504	10	1,405	10
Straight-line rent	(78)	(45)	(42)	(45)
	<b>\$ 13,487</b>	<b>\$ 7,767</b>	<b>\$ 39,152</b>	<b>\$ 7,767</b>
Deduct:				
Normalized leasing costs and tenant incentives	(1,025)	(657)	(3,075)	(657)
Normalized non-recoverable recurring capital expenditures	(600)	(385)	(1,800)	(385)
<b>AFFO</b>	<b>\$ 11,862</b>	<b>\$ 6,725</b>	<b>\$ 34,277</b>	<b>\$ 6,725</b>

**Funds from operations and adjusted funds from operations per Unit amounts**

The basic weighted average number of Units outstanding used in the FFO and AFFO calculations include all Units and the aggregate number of Units issuable upon the exchange of Exchangeable Notes. The diluted weighted average number of Units assumes the conversion of the Debentures. The incremental unvested deferred trust units represent the potential Units that would have to be purchased in the open market to fund the unvested obligation. The weighted average number of Units outstanding for basic and diluted FFO calculations for the three months ended September 30, 2012 is 57,795,412 and 70,666,219, respectively. Diluted FFO includes interest and amortization adjustments related to the Debentures of \$2.7 million for the three months ended September 30, 2012. The weighted average number of Units outstanding for basic and diluted FFO calculations for the nine months ended September 30, 2012 is 55,134,905 and 67,912,717, respectively. Diluted FFO includes interest and amortization adjustments related to the Debentures of \$8.0 million for the nine months ended September 30, 2012.

At the end of the quarter, the REIT had approximately \$109.5 million of undeployed cash, of which \$88.0 million was available for acquisitions. Consistent with our newly acquired investment properties, these funds, if invested, would generate a return on equity of approximately 11.0% and would contribute \$1.8 million and \$5.2 million to FFO and AFFO for the three- and nine-month periods ended September 30, 2012, respectively.

**Funds from operations**

Management believes FFO is an important measure of our operating performance. This non-IFRS measurement is a commonly used measure of performance of real estate operations; however, it does not represent cash flow from operating activities as defined by IFRS and is not necessarily indicative of cash available to fund Dundee International REIT's needs.

	For the three months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011	For the nine months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011
<b>FFO</b>	<b>\$ 12,443</b>	<b>\$ 7,500</b>	<b>\$ 35,972</b>	<b>\$ 7,500</b>
<b>FFO per unit — basic</b>	<b>\$ 0.22</b>	<b>\$ 0.15</b>	<b>\$ 0.65</b>	<b>\$ 0.15</b>
<b>FFO per unit — diluted</b>	<b>\$ 0.21</b>	<b>\$ 0.15</b>	<b>\$ 0.65</b>	<b>\$ 0.15</b>

Excluding the impact of undeployed cash:

<b>FFO per unit — basic</b>	<b>\$ 0.25</b>	<b>\$ 0.75</b>
<b>FFO per unit — diluted</b>	<b>\$ 0.24</b>	<b>\$ 0.72</b>

*Adjusted funds from operations*

	For the three months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011	For the nine months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011
<b>AFFO</b>	<b>\$ 11,862</b>	<b>\$ 6,725</b>	<b>\$ 34,277</b>	<b>\$ 6,725</b>
<b>AFFO per unit – basic</b>	<b>\$ 0.21</b>	<b>\$ 0.13</b>	<b>\$ 0.62</b>	<b>\$ 0.13</b>

Excluding the impact of undeployed cash:

<b>AFFO per unit – basic</b>	<b>\$ 0.24</b>	<b>\$ 0.72</b>
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AFFO is an important measure of our economic performance and is indicative of our ability to pay distributions. This non-IFRS measurement is commonly used for assessing real estate performance; however, it does not represent cash flow from operating activities as defined by IFRS and is not necessarily indicative of cash available to fund Dundee International REIT's needs.

Our calculation of AFFO includes an estimated amount of normalized non-recoverable maintenance capital expenditures, initial direct leasing costs and tenant incentives that we expect to incur based on our current portfolio and expected average leasing activity. Our estimates of initial direct leasing costs and lease incentives are based on the average of our expected leasing activity over the next two to three years multiplied by the average cost per square foot that we expect to incur. Our estimates of normalized non-recoverable capital expenditures are based on our expected average expenditures for our current property portfolio. This estimate will differ from actual experience due to the timing of expenditures and any growth in our business resulting from property acquisitions.

FFO and AFFO are not defined by IFRS and therefore may not be comparable to similar measures presented by other real estate investment trusts. In compliance with the Canadian Securities Administrators Staff Notice 52-306 (Revised), "Non-GAAP Financial Measures", the table below reconciles AFFO to cash generated from operating activities.

	For the three months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011	For the nine months ended Sept. 30, 2012	For the period from Aug. 3, 2011 to Sept. 30, 2011
Cash generated from operating activities	<b>\$ 12,067</b>	<b>\$ 11,808</b>	<b>\$ 35,608</b>	<b>\$ 11,808</b>
Add (deduct):				
Transaction costs on acquired properties	—	7,386	—	7,386
Change in non-cash working capital	<b>1,241</b>	(11,408)	<b>3,201</b>	(11,408)
Share of general and administrative expenses from equity accounted investments	<b>(11)</b>	(19)	<b>24</b>	(19)
Deferred (gain) loss on settlement of foreign exchange contracts	<b>(118)</b>	—	<b>(169)</b>	—
Investment in lease incentives and initial direct leasing costs	<b>308</b>	—	<b>488</b>	—
Normalized leasing costs and lease incentives	<b>(1,025)</b>	(657)	<b>(3,075)</b>	(657)
Normalized non-recoverable recurring capital expenditures	<b>(600)</b>	(385)	<b>(1,800)</b>	(385)
<b>AFFO</b>	<b>\$ 11,862</b>	<b>\$ 6,725</b>	<b>\$ 34,277</b>	<b>\$ 6,725</b>

## QUARTERLY INFORMATION

The following tables show quarterly information since August 3, 2011:

	Q3 2012 <sup>(1)</sup>	Q2 2012 <sup>(1)</sup>	Q1 2012 <sup>(1)</sup>	Q4 2011 <sup>(1)</sup>	Q3 2011 <sup>(1)</sup> (Restated)
<b>REVENUES</b>					
Investment properties revenue	\$ 33,765	\$ 34,896	\$ 34,074	\$ 31,726	\$ 22,548
Investment properties operating expenses	12,024	13,992	13,337	10,757	9,017
<b>NET RENTAL INCOME</b>	<b>21,741</b>	<b>20,904</b>	<b>20,737</b>	<b>20,969</b>	<b>13,531</b>
<b>OTHER INCOME AND EXPENSES</b>					
Portfolio management	(1,096)	(1,051)	(1,035)	(894)	(672)
Interest and other income	59	63	92	122	10
Interest expense	(6,531)	(6,629)	(8,119)	(8,591)	(5,265)
General and administrative	(1,856)	(1,598)	(1,487)	(2,253)	(861)
Fair value adjustments to investment properties	(2,574)	(3,010)	(895)	(31,704)	8,557
Fair value adjustments to financial instruments	(5,950)	130	(2,658)	(8,557)	(6,010)
Depreciation and amortization	(35)	(11)	—	—	—
Acquisition related gain, net	—	—	—	(467)	(7,386)
Loss on sale of investment property	(62)	—	—	—	—
Share of net losses from equity accounted investments	(13)	12	11	32	(25)
Income before taxes	3,683	8,810	6,646	(31,343)	1,879
Current income taxes	77	29	36	—	—
Deferred income taxes	(57)	(334)	(215)	(5,367)	(896)
<b>NET INCOME (LOSS)</b>	<b>\$ 3,663</b>	<b>\$ 9,115</b>	<b>\$ 6,825</b>	<b>\$ (25,976)</b>	<b>\$ 2,775</b>
Add (deduct):					
Depreciation of property and equipment	38	16	6	7	6
Amortization of lease incentives	8	—	—	—	—
Interest on Exchangeable Notes	406	632	1,520	1,609	1,032
Acquisition related gain, net	—	—	—	467	7,386
Loss on sale of investment property	62	—	—	—	—
Deferred income taxes	(57)	(334)	(215)	(5,367)	(896)
Term debt swap settlement	(1,155)	(1,038)	(402)	(317)	(256)
Deferred gain (loss) on settlement of Forex contracts	954	496	475	(84)	—
Fair value adjustments to investment properties	2,574	3,010	895	31,704	(8,557)
Fair value adjustments to financial instruments	5,950	(130)	2,658	8,557	6,010
<b>FFO</b>	<b>\$ 12,443</b>	<b>\$ 11,767</b>	<b>\$ 11,762</b>	<b>\$ 10,600</b>	<b>\$ 7,500</b>
<b>FFO per unit — basic</b>	<b>\$ 0.22</b>	<b>\$ 0.21</b>	<b>\$ 0.23</b>	<b>\$ 0.20</b>	<b>\$ 0.15</b>
<b>FFO per unit — diluted</b>	<b>\$ 0.21</b>	<b>\$ 0.21</b>	<b>\$ 0.22</b>	<b>\$ 0.20</b>	<b>\$ 0.15</b>
Funds from operations	\$ 12,443	\$ 11,767	\$ 11,762	\$ 10,600	\$ 7,500
Add (deduct):					
Amortization of financing costs	279	273	265	265	159
Accretion of debenture conversion feature	235	230	225	223	143
Amortization of FV adjustment of debt	(76)	(78)	(26)	—	—
Deferred compensation expense	180	158	152	88	—
Deferred asset management expense	504	488	413	831	10
Straight-line rent	(78)	18	18	(142)	(45)
	13,487	12,856	12,809	11,865	7,767
Deduct:					
Normalized initial direct leasing costs and tenant incentives	(1,025)	(1,025)	(1,025)	(1,025)	(657)
Normalized non-recoverable recurring capital expenditures	(600)	(600)	(600)	(600)	(385)
<b>AFFO</b>	<b>\$ 11,862</b>	<b>\$ 11,231</b>	<b>\$ 11,184</b>	<b>\$ 10,240</b>	<b>\$ 6,725</b>
<b>AFFO per unit — basic</b>	<b>\$ 0.21</b>	<b>\$ 0.20</b>	<b>\$ 0.22</b>	<b>\$ 0.20</b>	<b>\$ 0.13</b>
<b>AFFO per unit — diluted</b>	<b>\$ 0.21</b>	<b>\$ 0.20</b>	<b>\$ 0.21</b>	<b>\$ 0.20</b>	<b>\$ 0.13</b>
<b>Weighted average number of units</b>					
Basic	57,795,412	55,697,600	51,882,467	51,862,716	50,066,374
Diluted	70,666,219	68,474,767	64,565,100	64,396,562	61,739,125

<sup>(1)</sup> Results from operations were converted into Canadian dollars from euros using the following average exchange rates: the three- and nine-month periods in 2012 were converted at \$1.245:€1 and \$1.285:€1, respectively; for 2011, a conversion rate of \$1.389:€1 was applied.

### SECTION III – DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

Our Chief Executive Officer and Chief Financial Officer have designed, or caused to be designed under their direct supervision, the Trust's Disclosure Controls and Procedures (as defined in National Instrument 52-109 – Certification of Disclosure in Issuers' Annual and Interim Filings ("NI 52-109")) to provide reasonable assurance that: (i) material information relating to the Trust and its consolidated subsidiaries is made known to them by others, particularly during the period in which the interim filings are being prepared; and (ii) information required to be disclosed by the Trust in its annual filings, interim filings or other reports filed or submitted by it under securities legislation is recorded, processed, summarized and reported on a timely basis. Our Chief Executive Officer and Chief Financial Officer have also designed, or caused to be designed under their direct supervision, the Trust's Internal Control over Financial Reporting (as defined in NI 52-109) to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Because of its inherent limitations, internal control over financial reporting can provide only reasonable assurance and may not prevent or detect misstatements. The Trust is continually monitoring and reviewing its systems of controls and procedures.

### SECTION IV – RISKS AND OUR STRATEGY TO MANAGE

We are exposed to various risks and uncertainties, many of which are beyond our control. For a full list and explanation of our risks and uncertainties, please refer to our 2011 Annual Report or our Annual Information Form dated March 30, 2012, filed on SEDAR ([www.sedar.com](http://www.sedar.com)).

### SECTION V – CRITICAL ACCOUNTING POLICIES

#### **CRITICAL ACCOUNTING ESTIMATES AND CHANGES IN ACCOUNTING POLICIES**

Management of Dundee International REIT believes that certain policies may be subject to estimation and management's judgment. For a list and explanation of these policies, refer to Note 4 of the consolidated annual financial statements.

For a list and explanation of accounting policy changes, refer to Note 5 of the financial statements.

Additional information relating to Dundee International REIT, including our Annual Information Form dated March 30, 2012, is available on SEDAR at [www.sedar.com](http://www.sedar.com).