

*No securities regulatory authority has expressed an opinion about these securities and it is an offence to claim otherwise. These securities have not been and will not be registered under the United States Securities Act of 1933, as amended (the "1933 Act"), or the securities laws of any state. Accordingly, these securities may not be offered or sold within the United States of America, its possessions and other areas subject to its jurisdictions or to, or for the account or benefit of, a U.S. Person (as defined in Regulation S under the 1933 Act), except in limited circumstances. See "Plan of Distribution".*

*Information has been incorporated by reference in this short form prospectus from documents filed with securities commissions or similar authorities in Canada. Copies of the documents incorporated herein by reference may be obtained on request without charge from the Chief Financial Officer of BTB Real Estate Investment Trust at 2155 Crescent Street, Montreal, Québec H3G 2C1, telephone (514) 286-0188 extension 230, and are also available electronically at [www.sedar.com](http://www.sedar.com).*

## SHORT FORM PROSPECTUS

New Issue

October 16, 2017



## BTB REAL ESTATE INVESTMENT TRUST

**4,836,000 Units**  
**\$4.55 per Unit**

This short form prospectus qualifies the distribution of 4,836,000 trust units (the "Units") of BTB Real Estate Investment Trust ("BTB" or the "REIT") at a price of \$4.55 per Unit for aggregate gross proceeds to BTB of \$22,003,800 (the "Offering"). The REIT is an unincorporated open-ended investment trust governed by the laws of the Province of Québec. BTB focuses on acquiring and managing income-producing, mid-market office, industrial and retail properties. The head office of the REIT is located at 2155 Crescent Street, Montreal, Québec H3G 2C1.

The Units are listed on the Toronto Stock Exchange (the "TSX") under the symbol BTB.UN. On October 2, 2017, the last trading day prior to the pricing of the Units, the closing price per Unit on the TSX was \$4.70. The TSX has conditionally approved the listing of the Units distributed under this short form prospectus (including those issuable upon the exercise of the Over-Allotment Option (as defined herein)) on the TSX. Listing will be subject to the REIT fulfilling all the listing requirements of the TSX. The Offering price and terms of the Units were determined by negotiation between BTB and National Bank Financial Inc. as lead underwriter, on its own behalf and on behalf of TD Securities Inc., Laurentian Bank Securities Inc., Raymond James Ltd., Scotia Capital Inc., Echelon Wealth Partners Inc., GMP Securities L.P., Industrial Alliance Securities Inc. and Eight Capital Inc. (collectively, the "Underwriters").

A return on your investment in Units is not comparable to the return on an investment in a fixed-income security. The recovery of your initial investment is at risk, and the anticipated return on your investment is based on many performance assumptions. **Although the REIT intends to make distributions of its available cash to Unitholders (as defined herein), these cash distributions are not assured.** The ability of the REIT to make cash distributions and the actual amount distributed will depend on numerous factors, including but not limited to, the financial performance of the REIT, its debt covenants and obligations, its working capital requirements and its future capital requirements. See "Risk Factors". In addition, the market value of the Units may decline if the REIT is unable to meet its cash distribution targets in the future, and that decline may be significant.

It is important for you to consider the particular risk factors that may affect the industry in which you are investing, and therefore the stability of the distributions that you receive. See, for example, "Fluctuation in Cash Distributions", under "Risk Factors". This section also describes the REIT's assessment of those risk factors, as well as the potential consequences to you if a risk should occur.

The after-tax return for any Units acquired by Unitholders (as defined herein), which are subject to Canadian income tax and are Canadian Residents (as defined herein) will depend, in part, on the composition for tax purposes of distributions paid by the REIT (portions of which may be fully or partially taxable or may constitute non-taxable returns of capital). The adjusted cost base of Units held by a Unitholder generally will be reduced by the non-taxable portion of distributions made to the Unitholder other than the portion thereof attributable to the non-taxable portion of certain capital gains. The composition for tax purposes of those distributions may change over time, thus affecting the after-tax return to Unitholders.

**The net proceeds from the sale of the Units will be used to partially pay the purchase price to acquire a retail property located in the Québec City region and the balance to repay amounts outstanding under the Acquisition Credit Facility (as defined herein). See "Use of Proceeds".**

In the opinion of counsel to BTB, the Units will qualify as eligible investments as set forth under “Eligibility for Investment”.

	<b>Price: \$4.55 per Unit</b>		
	<b>Price to the Public<sup>(1)</sup></b>	<b>Underwriters' Fee<sup>(2)</sup></b>	<b>Net Proceeds to BTB<sup>(3) (4)</sup></b>
<b>Per Unit</b> .....	<b>\$4.55</b>	<b>\$0.182</b>	<b>\$4.368</b>
<b>Total<sup>(3)</sup></b> .....	<b>\$22,003,800</b>	<b>\$880,152</b>	<b>\$21,123,648</b>

Notes:

- (1) The price of the Units has been determined by negotiation between BTB and the Underwriters.
- (2) Fees will be paid based on 4.00% of the gross proceeds of the Offering. See “Plan of Distribution”.
- (3) Before deducting the expenses of this Offering, which are estimated to be approximately \$300,000 and will be paid from the proceeds of the Offering.
- (4) The REIT has granted to the Underwriters an over-allotment option (the “Over-Allotment Option”), exercisable for a period of 30 days following the Closing (as defined herein), to purchase up to 725,400 additional Units on the same terms as set forth above to cover over-allotments, if any, and for market stabilization purposes. If the Over-Allotment Option is exercised in full, the “Price to the Public”, “Underwriters' Fee” and “Net Proceeds” to the REIT (before deducting the estimated expenses of this Offering) will be \$25,304,370, \$1,012,175 and \$24,292,195 respectively. This short form prospectus also qualifies the distribution of the Over-Allotment Option and the distribution of the additional Units issuable upon the exercise of the Over-Allotment Option. See “Plan of Distribution”. Unless otherwise indicated, the disclosure in this short form prospectus assumes that the Over-Allotment Option has not been exercised. A purchaser who acquires Units forming part of the Underwriters' over-allocation position acquires those Units under this short form prospectus, regardless of whether the over-allocation position is ultimately filled through the exercise of the Over-Allotment Option or secondary market purchases.

<b>Underwriters' Position</b>	<b>Maximum size or number of securities available</b>	<b>Exercise Period</b>	<b>Exercise Price</b>
Over-Allotment Option	Option to purchase up to 725,400 additional Units (being up to 15% of the number of the Units sold)	Up to thirty (30) days following the Closing	\$4.55 per Unit

The REIT expects that the first cash distribution to which purchasers of Units under this Offering will be entitled to participate will be for the October 2017 Distribution (as defined herein), which has a record date of October 31, 2017 and a payment date of November 15, 2017.

The Underwriters, as principals, conditionally offer the Units for sale, subject to prior sale, if, as and when issued by the REIT and accepted by the Underwriters in accordance with the conditions contained in the Underwriting Agreement referred to under “Plan of Distribution”, and subject to the approval of certain legal matters on behalf of the REIT by De Grandpré Chait LLP, and on behalf of the Underwriters by Stikeman Elliott LLP. In accordance with and subject to applicable laws, the Underwriters may effect transactions that stabilize or maintain the market price of the Units. **The Underwriters may offer the Units at a lower price than stated above. See “Plan of Distribution”.**

Subscriptions will be received subject to rejection or allotment in whole or in part, and the right is reserved to close the subscription books at any time without notice. Book-entry certificates representing the Units will be issued in registered form to the Canadian Depository for Securities Limited (“CDS”) or its nominee and will be deposited with CDS on closing. The Closing is expected to occur on or about October 23, 2017 or such later date as the REIT and the Underwriters may agree, but in any event no later than October 31, 2017.

**The REIT is not a trust company and is not registered under applicable legislation governing trust companies as it does not carry on or intend to carry on the business of a trust company. The Units are not “deposits” within the meaning of the *Canada Deposit Insurance Corporation Act* and are not insured under the provisions of that Act or any other legislation.**

**National Bank Financial Inc., Laurentian Bank Securities Inc. and Scotia Capital Inc. are affiliates of a financial institutions which are lenders of the REIT. Consequently, the REIT may be considered a “connected issuer” of such Underwriters within the meaning of applicable securities legislation. As at September 30, 2017, the actual indebtedness of the REIT to such financial institutions amounted to approximately \$72,207,000 in the aggregate. See “Relationship Between the Issuer and the Underwriters”.**

## TABLE OF CONTENTS

GLOSSARY .....	4
ABOUT THIS SHORT FORM PROSPECTUS.....	9
FORWARD-LOOKING STATEMENTS .....	9
NON-IFRS MEASURES .....	10
DOCUMENTS INCORPORATED BY REFERENCE .....	10
MARKETING MATERIALS .....	11
THE REIT .....	11
RECENT DEVELOPMENTS .....	15
DEBT STRATEGY .....	15
USE OF PROCEEDS .....	16
CONSOLIDATED CAPITALIZATION .....	16
CONTRACT OF TRUST AND DESCRIPTION OF THE VOTING UNITS .....	17
CHANGES IN UNITS AND SPECIAL VOTING UNITS OUTSTANDING .....	21
DISTRIBUTION POLICY .....	21
PLAN OF DISTRIBUTION.....	21
RELATIONSHIP BETWEEN THE ISSUER AND THE UNDERWRITERS .....	23
PRIOR SALES .....	24
TRADING PRICE AND VOLUMES .....	24
ELIGIBILITY FOR INVESTMENT.....	25
CANADIAN FEDERAL INCOME TAX CONSIDERATIONS.....	26
RISK FACTORS .....	32
LEGAL MATTERS .....	34
AUDITORS, TRANSFER AGENT AND REGISTRAR.....	34
PURCHASERS' STATUTORY RIGHTS .....	34
CERTIFICATE OF THE REIT .....	C-1
CERTIFICATE OF THE UNDERWRITERS.....	C-2

## GLOSSARY

The following terms used in this short form prospectus have the meanings set out below:

**“1933 Act”** means the United States *Securities Act of 1933*, as amended.

**“2016 Annual Financial Statements”** means the comparative audited consolidated financial statements of the REIT for the year ended December 31, 2016, together with the notes thereto and the auditors’ report thereon, prepared in accordance with IFRS.

**“2016 Annual MD&A”** means the management’s discussion and analysis of operating results and financial position of the REIT for the year ended December 31, 2016.

**“Acquisition Credit Facility”** means the \$19 million acquisition loan facility commitment with a financial institution entered into on April 15, 2014, as amended in August 2015 and June 2016.

**“affiliate”** means, where used, to indicate a relationship with a person, has the meaning that would be ascribed thereto in the *Securities Act* (Québec), as amended or replaced from time to time, if the word “company” were changed to “Person”.

**“AIF”** means the annual information form of the REIT dated March 30, 2017.

**“Allowed Indebtedness Threshold”** means the authorized indebtedness threshold under subsection 6.2.5 of the Contract of Trust which states that the REIT shall not incur or assume any indebtedness if, after giving effect to the incurring or assumption of the indebtedness, the total consolidated indebtedness of the REIT would be more than 75% of the Gross Book Value. For the purposes of this definition, the term “indebtedness” means any obligation of the REIT for borrowed money (excluding any premium in respect of indebtedness assumed by the REIT for which the REIT has the benefit of an interest rate subsidy, but only to the extent an amount receivable has been excluded in the calculation of Gross Book Value with respect to such interest rate subsidy), provided that:

- (a) an obligation will constitute indebtedness only to the extent that it would appear as a liability on the consolidated balance sheet of the REIT;
- (b) indebtedness excludes trade accounts payable, distributions payable to Unitholders, accrued liabilities arising in the ordinary course of business and short term acquisition credit facilities; and
- (c) subordinate debentures will not constitute indebtedness.

If, as a result of a material acquisition or if as a result of a material variation in Gross Book Value, the 75% limit is exceeded, the REIT shall reduce its indebtedness or issue additional Units, or take other action, in order to comply with such limit within the 12 months from the date such limit was exceeded, and subject to such reasonable extensions beyond such 12-month period from the date such limit was exceeded, as approved by the Trustees.

**“Applicable Securities Legislation”** means applicable securities law in each of the provinces (if applicable) of Canada.

**“associate”** means, where used to indicate a relationship between a person and a corporation, a person who beneficially owns, directly or indirectly, voting securities carrying more than ten percent of the voting rights attached to all voting securities of the corporation, a spouse of such person that is an individual or an immediate family member of such person and, where used to indicate a relationship between a person and a partnership, a partner of that partnership and, if such partner is an individual, a spouse of such person that is an individual or an immediate family member of such person, and where used to indicate a relationship between a person and a trust, a beneficiary or trustee of that trust and, if such person is a beneficiary or trustee of such trust, a spouse of such person that is an individual or any immediate family member of such person.

“**BTB**” or the “**REIT**” means BTB Real Estate Investment Trust except as otherwise set forth herein.

“**BTB LP**” means BTB Real Estate Limited Partnership, a limited partnership formed under the laws of the Province of Québec.

“**CBCA**” means the *Canada Business Corporations Act*, as amended.

“**CDS**” means CDS Clearing and Depository Services Inc.

“**Civil Code**” means the *Civil Code of Québec*, as amended.

“**Class B LP Units**” means the class B limited partnership units of BTB LP, which are exchangeable for Units on a one for one basis.

“**Closing**” means the closing date on or about October 23, 2017.

“**Contract of Trust**” means the contract of trust made as of July 12, 2006, as amended as of August 1, 2006, March 15, 2011, and January 28, 2015, and from time to time governed by the laws of the Province of Québec, pursuant to which the REIT was established.

“**CRA**” means the Canada Revenue Agency.

“**Debenture**” means a Series F Debenture or a Series E Debenture or any debenture of the REIT issued under the Indenture and “**Debentures**” means collectively, the Series F Debentures, the Series E Debentures and all other debentures to be issued from time to time pursuant to the terms and conditions of the indenture, collectively.

“**Deferred Income Plans**” means, collectively, trusts governed by a RRSP, a RRIF, deferred profit sharing plans, RESPs, RDSPs and TFSA, each as defined hereunder and/or in the Tax Act.

“**Distributable Income**” means for any period, the net income of BTB, on a consolidated basis, as determined in accordance with IFRS, adjusted to take into account the following:

- (a) adjustment to fair value of Investment Properties;
- (b) amortization of property and equipment;
- (c) unit based compensation expense;
- (d) accretion of effective interest;
- (e) accretion of non-derivative liability component of convertible debentures;
- (f) adjustment to fair value of derivative financial instruments;
- (g) amortization of lease incentives; and
- (h) adjustment to straight-line rental income;

“**Distribution Date**” means the fifteenth day of each calendar month in each calendar year.

“**DRIP**” means the Distributions Reinvestment Plan put in place by the REIT in October 2011, as amended from time to time.

“**GAAP**” means Canadian generally accepted accounting principles in Part 1 – International Financial Reporting Standards of the CICA Handbook.

“**GLA**” means gross leasable area.

**“Gross Book Value”** means, at any time, the fair value of the investment properties and other assets of BTB and its consolidated Subsidiaries, as shown on its then most recent consolidated balance sheet, plus accumulated depreciation and amortization in respect of BTB’s other assets shown thereon or in the notes thereto, less (i) the amount of any receivable reflecting interest rate subsidies on any debt assumed by BTB and (ii) the amount of future income tax liability arising out of the fair value adjustment in respect of the indirect acquisitions of certain properties; provided however, if approved by a majority of the Independent Trustees, the appraised value of the other assets of BTB and its consolidated Subsidiaries may be used instead of book value.

**“IASB”** means the International Accounting Standards Board.

**“IFRS”** means International Financial Reporting Standards.

**“Independent Trustee”** means a Trustee who, in relation to the REIT or any of its related parties is “independent” within the meaning of Multilateral Instrument 52-110 - *Audit Committees* and is not “related” within the meaning of the Tax Act, as amended or replaced from time to time.

**“Investment Guidelines”** has the meaning ascribed thereto under “Contract of Trust - Investments Guidelines”.

**“June 2017 Interim Financial Statements”** means the comparative unaudited consolidated financial statements of the REIT for the three month and six-month periods ended June 30, 2017, together with the notes thereto, prepared in accordance with IAS 34, “*Interim Financial Reporting*” as issued by the IASB.

**“June 2017 Interim MD&A”** means the management’s discussion and analysis of operating results and financial position of the REIT for the six-month period ended June 30, 2017.

**“Lead Underwriter”** means National Bank Financial Inc.

**“Marketing Materials”** has the meaning ascribed thereto under “Documents Incorporated by Reference”.

**“Non-Resident”** means a person who is a non-resident for the purposes of the Tax Act, including a partnership that is not a Canadian partnership within the meaning of the Tax Act.

**“Note Indenture”** means the note indenture dated October 3, 2006 between TB Trust and Computershare Trust Company of Canada, as note indenture trustee which provides for the creation and issuance of the TB Notes (as defined therein), and any indenture supplemental thereto.

**“October 2017 Distribution”** has the meaning ascribed thereto under “Distribution Policy”.

**“Offering”** means the public offering by the REIT of 4,836,000 Units in the aggregate amount of \$22,003,800.

**“Operating Line of Credit”** means the REIT’s operating line of credit in the aggregate amount of \$3,000,000 in connection with which the lender is a financial institution of which Laurentian Bank Securities Inc., one of the Underwriters, is a Subsidiary.

**“Operating Policies”** has the meaning ascribed thereto under “Contract of Trust - Operating Policies”.

**“Over-Allotment Option”** means the option granted to the Underwriters pursuant to the Underwriting Agreement to purchase up to 725,400 Units at \$4.55 per Unit to cover over-allotments, if any, and for market stabilization purposes.

**“Person”** means and includes individuals, corporations, limited partnerships, general partnerships, joint stock companies, limited liability corporations, joint ventures, associations, companies, trusts, banks, trust companies, trustees, executors, administrators or other legal personal representatives, two or more persons who, together, constitute all the owners of a property, pension funds, land trusts, business trusts or other organizations, whether or not legal entities and regulatory bodies, governments and agencies and political subdivisions thereof and municipalities.

**“Record Date”** has the meaning ascribed thereto under “Distribution Policy”.

**“Recent Developments”** has the meaning ascribed thereto under “Recent Developments”.

**“REIT Exception”** has the meaning ascribed thereto under “Canadian Federal Income Taxes Considerations – Status of the REIT – REIT Exception”.

**“Resident”** means a person who is a resident of Canada for the purposes of the Tax Act.

**“RDSP”** means a “registered disability savings plan”, as defined in the Tax Act.

**“RESP”** means a “registered education savings plan”, as defined in the Tax Act.

**“RRIF”** means a “registered retirement income fund”, as defined in the Tax Act.

**“RRSP”** means a “registered retirement savings plan”, as defined in the Tax Act.

**“Series E Debentures”** means the Series E 6.90% convertible unsecured subordinated debentures of the REIT.

**“Series F Debentures”** means the Series F 7.15% convertible unsecured subordinated debenture of the REIT.

**“SIFT”** means a “SIFT trust” or a “SIFT partnership” as defined in the Tax Act for purposes of the SIFT Regime.

**“SIFT Regime”** means the amendments to provisions of the Tax Act proclaimed in force on June 22, 2007, as amended, that implement the changes announced as part of the Tax Fairness Plan proposed by the Minister of Finance (Canada) on October 31, 2006 which modify the tax treatment of SIFTs, and the tax treatment of their unitholders in the manner described below under “Canadian Federal Income Tax Considerations – SIFT Regime”.

**“Special Resolution”** when used either in the Contract of Trust or the TB Contract of Trust, means a resolution passed as a special resolution at a meeting of Unitholders of the REIT (or unitholders of TB Trust) (including an adjourned meeting) duly convened for that purpose and held in accordance with the provisions of Section 8.15 of the Contract of Trust (or of the TB Contract of Trust) at which two or more individuals present in person either holding personally or representing as proxies not less in aggregate than 5% of the total number of votes attached to Units (or the units of TB Trust) then outstanding and passed by the affirmative votes of the holders of not less than 66 2/3% of the Units (or the units of TB Trust) represented at the meeting and voted on a poll upon such resolution.

**“Special Voting Unit”** means a non-participating special voting unit of the REIT.

**“Subsidiaries”** includes, with respect to any person, corporation, partnership, limited partnership, trust or other entity controlled, directly or indirectly, by such person, corporation, partnership, limited partnership, trust or other entity and, without limiting the generality of the foregoing, includes TB Trust in respect of the REIT and **“Subsidiary”** means any one of them.

**“Tax Act”** means the *Income Tax Act* (Canada) and the regulations thereunder, as amended.

**“Tax Proposals”** means all specific proposals to amend the Tax Act and regulation thereunder announced by or on behalf of the Minister of Finance (Canada) prior to the date of this short form prospectus.

**“TB Contract of Trust”** means the contract of trust dated July 12, 2006, as amended and restated as of August 1, 2006, March 15, 2011 and May 4, 2011 and from time to time pursuant to which TB Trust was formed under the laws of the Province of Québec.

**“TB Notes”** has the meaning ascribed thereto in the Note Indenture.

**“TB Trust”** means BTB, Acquisition and Operating Trust, a trust formed under the laws of the Province of Québec pursuant to the TB Contract of Trust.

**“TB Units”** means a unit of interest in TB Trust.

**“TFSA”** means a tax-free savings account as defined in the Tax Act.

**“Transfer Agent”** means Computershare Investor Services Inc.

**“Trustee”** means a trustee of the REIT.

**“TSX”** means the Toronto Stock Exchange.

**“Underwriters”** means National Bank Financial Inc., TD Securities Inc., Laurentian Bank Securities Inc., Raymond James Ltd., Scotia Capital Inc., Echelon Wealth Partners Inc., GMP Securities L.P., Industrial Alliance Securities Inc. and Eight Capital Inc.

**“Underwriting Agreement”** means the underwriting agreement dated October 6, 2017 among the REIT and the Underwriters.

**“Unit”** means a unit of interest in the REIT, other than Special Voting Units.

**“Unitholder”** means a holder of Units, and any reference to a Unitholder in the context of such Unitholder’s right to vote at a meeting of Unitholders or receive information also include a holder of Special Voting Units.

**“Voting Units”** means, collectively, the Units and the Special Voting Units.



## ABOUT THIS SHORT FORM PROSPECTUS

Unless otherwise indicated, the disclosure in this short form prospectus assumes that the Over-Allotment Option has not been exercised. Financial data, that is derived from the financial statements, has been prepared in accordance with IFRS as issued by the IASB.

In this short form prospectus, unless otherwise specified, all references to “dollars” or “\$” are to Canadian dollars.

## FORWARD-LOOKING STATEMENTS

Certain statements contained in this short form prospectus and the documents incorporated by reference herein are forward-looking. Forward-looking statements are statements, other than statements of historical fact, that address or discuss activities, events or developments that the REIT expects or anticipates will or may occur in the future, including the ability of the REIT to identify, pursue and consummate acquisition opportunities, the strength of the real estate markets, business strategies and measures to implement these strategies, competitive strengths, benefits that may be achieved in connection with the integration of the recent acquisitions, goals, expansion and growth of the REIT’s businesses and operations, plans and references to future acquisitions and success. Such forward-looking statements can be identified by the use of words such as “seek”, “anticipate”, “plan”, “continue”, “estimate”, “expect”, “may”, “will”, “project”, “predict”, “potential”, “targeting”, “intend”, “could”, “might”, “should”, “believe” and similar expressions or the negatives thereof.

The forward-looking statements reflect the current views and beliefs of the management of the REIT and are based on certain assumptions, including assumptions as to future economic conditions and courses of action, as well as information currently available to management and other factors management believes are appropriate and reasonable in the circumstances. Material assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking statements include: the ability of the REIT to identify additional properties, the credit and financial stability of current and future tenants, the current hypothec and mortgage loan to value ratio and hypothec and mortgage interest rates remaining constant, equity and debt capital markets continuing to provide access to fund the REIT’s future growth on terms acceptable to the management of the REIT and the REIT being able to refinance its credit facilities, mortgages, hypothec loans and other outstanding indebtedness of the REIT on terms acceptable to the management of the REIT.

Such forward-looking statements are subject to risks and uncertainties and no assurance can be made that any of the events anticipated by such statements will prove to be accurate or occur or, if they do occur, what the effect on the REIT would be. A number of factors could cause actual results, performance or developments to differ materially from those expressed or implied by such forward-looking statements, including:

- the general economic conditions, local real estate markets, supply and demand for leased premises, competition from other available premises and various other factors;
- the credit and financial stability of the tenants of the REIT’s properties and the economic environment in which they operate;
- the ability of the REIT to identify properties that meet its acquisition criteria or in completing acquisitions or investments on satisfactory terms;
- access of the REIT to capital and debt markets including being able to refinance its credit facilities, mortgages, hypothec loans and other outstanding indebtedness of the REIT on terms acceptable to the management of the REIT;
- the failure of the newly acquired properties to perform as expected by management and the underestimation of the costs associated with the integration of such acquired properties;
- the failure to maintain mutual fund trust status;

- the status of the REIT for tax purposes;
- the value at which the REIT's real estate portfolio will generate sufficient Distributable Income to exceed distributions; and
- other factors, many of which are beyond the control of the REIT, including those factors identified under the heading "Risk Factors".

These factors should be considered carefully and prospective investors should not place undue reliance on the forward-looking-statements.

Certain statements included in this short form prospectus may be considered as a "financial outlook" for the purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this short form prospectus. The REIT's actual results, performance or achievements could differ materially from those expressed in, or implied by, these forward-looking statements and, accordingly, no assurance can be made that any of the events anticipated by the forward-looking statements will prove to be accurate or occur, or if any of them do so, what benefits, including the amount of proceeds, the REIT will derive therefrom. These forward-looking statements speak only as of the date of this short form prospectus or as of the date specified in the documents incorporated by reference in this short form prospectus, as the case may be. The REIT does not assume any obligation to update the aforementioned forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law.

#### NON-IFRS MEASURES

This short form prospectus and the documents incorporated by reference herein contain references to certain non-IFRS measures that are used by the REIT as indicators of financial performance measures which are not recognized under IFRS including "net operating income", Distributable Income", "funds from operations" and "adjusted funds from operations". Because such non-IFRS measures do not have a standardized meaning prescribed by IFRS and may differ from other issuers', securities regulations require, among other things, that alternative measures be clearly defined and qualified and reconciled with their nearest IFRS measures. The definition of "Distributable Income" is included in the "Glossary" of this short form prospectus. The definition of "net operating income", "funds from operations" and "adjusted funds from operations" as well as a reconciliation of those non-IFRS measures are included in the 2016 Annual MD&A where such measures are being used.

BTB did not use the White Paper on funds from operations ("FFO") and adjusted funds from operations ("AFFO") for IFRS published by REALpac in February 2017 to determine the FFO, the AFFO and the payout ratio on AFFO reported in the June 2017 Interim MD&A.

#### DOCUMENTS INCORPORATED BY REFERENCE

**Information has been incorporated by reference in this short form prospectus from documents filed with securities commissions or similar authorities in Canada.** Copies of the documents incorporated herein by reference may be obtained on request without charge from the Chief Financial Officer of the REIT at 2155 Crescent Street, Montreal, Québec, H3G 2C1, telephone (514) 286-0188 ext. 230, and are also available electronically at [www.sedar.com](http://www.sedar.com).

The following documents, filed with the various securities commissions or similar regulatory authorities in each of the provinces of Canada, are specifically incorporated by reference in and form an integral part of this short form prospectus:

- (a) the AIF;
- (b) the 2016 Annual Financial Statements;
- (c) the 2016 Annual MD&A;
- (d) the June 2017 Interim Financial Statements;
- (e) the June 2017 Interim MD&A;

- (f) the management information circular of the REIT dated May 11, 2017 in connection with the annual and special meeting of the Unitholders held on June 15, 2017; and
- (g) the indicative term sheet related to the Offering dated October 2, 2017 and filed on SEDAR (the “Marketing Materials”).

Any documents of the type referred to above and any material change reports (excluding confidential material change reports) filed by the REIT with the securities commissions or similar regulatory authorities in each of the provinces of Canada subsequent to the date of this short form prospectus and prior to the termination of this distribution shall be deemed to be incorporated by reference into this short form prospectus.

**Any statement contained in a document incorporated or deemed to be incorporated by reference herein shall be deemed to be modified or superseded, for purposes of this short form prospectus, to the extent that a statement contained herein or in any other subsequently filed document which also is or is deemed to be incorporated by reference herein modifies or replaces such statement. The modifying or superseding statement need not state that it has modified or superseded a prior statement or include any other information set forth in the document that it modifies or supersedes. The making of a modifying or superseding statement shall not be deemed an admission for any purposes that the modified or superseded statement, when made, constituted a misrepresentation, an untrue statement of a material fact or an omission to state a material fact that is required to be stated or that is necessary to make a statement not misleading in light of the circumstances in which it was made. Any statement so modified or superseded will not be deemed, except as so modified or superseded, to constitute part of this short form prospectus.**

#### MARKETING MATERIALS

The Marketing Materials are not part of this short form prospectus to the extent that the contents of the Marketing Materials have been modified or superseded by a statement contained in this short form prospectus.

Any template version of marketing materials (as such terms are defined in National Instrument 41-101 - *General Prospectus Requirements*) will be incorporated by reference in the final short form prospectus. However, such template version of marketing materials will not form part of the final short form prospectus to the extent that its contents are modified or superseded by a statement contained in the final short form prospectus. Any template version of marketing materials filed by the REIT with a securities commission or similar authority in Canada after the date of the final short form prospectus and before the termination of the distribution under the Offering (including any amendments to, or an amended version of, the Marketing Materials) will be deemed to be incorporated into the final short form prospectus.

#### THE REIT

BTB is an unincorporated open-ended real estate investment trust governed under the laws of the Province of Québec pursuant to the Contract of Trust.

The objectives of the REIT are: (i) to generate cash distributions that are fiscally beneficial to Unitholders; (ii) to grow BTB’s revenues from its assets to increase distributable income and therefore fund distributions; and (iii) to optimize the value of its assets through dynamic management of its properties in order to maximize the long-term value of its units.

BTB believes that the income-producing mid-market office, retail and industrial property segments represent a favourable risk/return investment environment with fewer national competitors than other segments of the market. By concentrating on both primary and secondary markets, BTB believes it will be afforded greater opportunities to make accretive acquisitions that will contribute to achieving attractive yields for Unitholders.

BTB has a strong executive team, including management and Trustees with a breadth of experience in all facets of office, retail and industrial real estate including acquisitions, asset management, development, property management, lease administration and asset level and corporate finance. In addition, the management and Trustees

of the REIT have well established relationships with property owners in various sectors, particularly in geographical markets east of Ottawa, Ontario. These relationships have allowed and, based on management belief, are expected to continue to allow the REIT to identify and complete acquisitions, in certain instances, through off-market transactions (“not yet listed”) with little or no competition which may be completed at a favourable valuation for Unitholders. The current geographic focus in markets east of Ottawa will allow BTB to concentrate on sourcing new acquisitions in a well-defined geographical area. See “Risk Factors - Reliance on Key Personnel” in BTB’s AIF incorporated by reference in this short form prospectus.

Management of BTB believes that there are a significant number of acquisition opportunities in the geographical markets east of Ottawa, Ontario; acquisitions which management of the REIT believes can be purchased at attractive capitalization rates. Management regularly reviews the REIT’s property portfolio and, based on experience and market knowledge, assesses ongoing opportunities and engages in discussions with respect to possible acquisitions of new properties. However, there can be no assurance that any such discussions will result in any acquisitions and, if they do, what would be the terms or timing of such acquisitions. Management expects to continue current discussions and actively pursue acquisition, investment and disposition opportunities as part of its business objectives.

As of the date of this short form prospectus, management of the REIT believes that the REIT meets, and has met at all times during the current taxation year, all the necessary conditions and qualifies for the REIT Exception. Management of the REIT intends to take all the necessary steps to continue to meet these conditions in the future.

### Overview of Property Portfolio

As of the date of this short form prospectus, BTB’s property portfolio was comprised of the following 70 properties totaling approximately 5.1 million square feet of office, retail and mixed use properties located in the provinces of Québec and Ontario.

Province	Income Producing Properties	GLA (Sq. Feet)	Total Square Feet Occupied <sup>(1)</sup>	% of GLA
Québec	56	3,936,228	90.8%	76.0%
Ontario	11	1,071,865	82.1%	20.7%
<b>SUB-TOTAL</b>	<b>67</b>	<b>5,008,093</b>	<b>89.0%</b>	<b>96.7%</b>
Québec – Property under redevelopment	2	98,325	n/a	1.9%
Ontario - Property under redevelopment	1	75,340	n/a	1.4%
<b>TOTAL</b>	<b>70</b>	<b>5,181,758</b>		<b>100%</b>

(1) As at June 30, 2017, adjusted for the property acquired on August 28, 2017 and the properties sold on September 5 and September 11, 2017.

BTB owns the following diversified properties as at the date of this short form prospectus:

Property Address	Location	Property Type	GLA (Sq. feet)	Occupancy <sup>(1)</sup>	Year Built/ Redeveloped
<b>QUÉBEC</b>					
2900 Jacques-Bureau	Laval	Retail	101,194	100%	2004
4890-4898 Taschereau	Brossard	Mixed	36,983	92.4%	1986
3761-3781 des Sources	Dollard-des-Ormeaux	Retail	28,176	91.1%	2010
1863-1865 Transcanadienne <sup>(2)</sup>	Dorval	Industrial	42,310	0%	1968/2016
1400-1440 Antonio-Barbeau	Montréal	Retail	110,758	95.8%	1978/2011
4105 Sartelon	Saint-Laurent	Industrial	44,480	100%	1999/2004/2007
32 Saint-Charles West	Longueuil	Office	14,054	100%	1815/1854/1987

Property Address	Location	Property Type	GLA (Sq. feet)	Occupancy <sup>(1)</sup>	Year Built/ Redeveloped
<b>QUÉBEC</b>					
50 Saint-Charles West	Longueuil	Office	20,437	49.4%	1982
85 Saint-Charles West	Longueuil	Office	30,520	95.3%	1968
2865-2885 de Portland	Sherbrooke	Office	16,720	100%	1994
2059 René-Patenaude	Magog	Industrial	29,271	14.6%	2005
1635-1645 King East and 150-170 Duplessis	Sherbrooke	Retail	76,974	97.0%	1982/1998
Halles Saint-Jean 145 Saint-Joseph	Saint-Jean-sur-Richelieu	Mixed	108,698	98.3%	1940/1960/1989
Complexe de Léry 505 des Forges and 1500 Royale	Trois-Rivières	Office	149,077	63.4%	1990
5810 and 5878-5882 Sherbrooke East	Montréal	Office	37,673	100%	1967/1987/1991
7001-7035 Saint-Laurent and 25 Mozart	Montréal	Office	24,372	100%	1939/1991
2340 Lapinière	Brossard	Retail	19,082	100%	1983/1986
1001 Sherbrooke East	Montréal	Office	123,166	69.1%	1968/1989/1990
81-83 Turgeon	Sainte-Thérèse	Office	20,136	39.9%	1980
Place d'Affaires Lebourgneuf, Phase 1, 6655, Pierre-Bertrand	Québec	Mixed	186,027	91.9%	2006
2153-2155 Crescent	Montréal	Office	7,977	100%	1900/2008
Place Jacques-Cartier 1640-1650 King West	Sherbrooke	Office	60,394	73.5%	1960/1975
550-560 Henri-Bourassa West	Montréal	Office	40,248	62.6%	1975/1977
3036-3094 Chambly	Longueuil	Retail	38,304	85.3%	1992
204 De Montarville	Boucherville	Office	29,474	84.1%	1988
3885 Harvey	Saguenay	Office	67,829	77.2%	1987
1100 and 1108-1136 Saint-Joseph	Drummondville	Retail	22,680	49.0%	1979/2003
747-805 King East	Sherbrooke	Retail	33,021	82.1%	1989/1999
30-66 Jacques-Cartier North	Sherbrooke	Retail	31,367	100%	1992
Complexe Lebourgneuf 825 Lebourgneuf	Québec	Office	232,874	82.5%	2009
Place d'affaires Lebourgneuf Phase II, 6700 Pierre-Bertrand	Québec	Office	111,208	100%	2007
Promenades Saint-Noël 100 1st Street West <sup>(2)</sup>	Thetford Mines	Retail	56,015	10.2%	1959/2007/2016
Edifice Brinks 191 Amsterdam	Saint-Augustin-de-Desmaures	Industrial	7,747	100%	2009
Édifice Lombard 909-915 Pierre-Bertrand	Québec	Retail	87,520	95.2%	1991
Centre d'affaires Le Mesnil 1170 Lebourgneuf	Québec	Office	102,903	82.4%	1990

Property Address	Location	Property Type	GLA (Sq. feet)	Occupancy <sup>(1)</sup>	Year Built/ Redeveloped
<b>QUÉBEC</b>					
Complexe Lebourgneuf-Phase II, 815 Lebourgneuf <sup>(3)</sup>	Québec	Office	140,824	100%	2012
2175 Des Entreprises	Terrebonne	Industrial	60,000	100%	2003
2205-2225 Des Entreprises	Terrebonne	Industrial	154,000	100%	2003
5791 Laurier <sup>(4)</sup>	Terrebonne	Retail	17,114	100%	2007
5600 Côte-de-Liesse	Mont-Royal	Industrial	75,000	100%	2001
1325 Hymus	Dorval	Industrial	80,000	100%	1969
4535 Louis B. Mayer	Laval	Industrial	41,000	100%	2007
7777 Transcanadienne	Saint-Laurent	Industrial	73,000	100%	1975
208-240 Migneron and 3400-3410 Griffith	Saint-Laurent	Industrial	52,100	81.1%	1985
7 Montclair and 9 Montclair <sup>(5) (6)</sup>	Gatineau	Mixed	74,941	100%	1975/2001
11590-11800 de Salaberry	Dollard-des-Ormeaux	Retail	128,739	93.7%	1982/2004
315-325 MacDonald	Saint-Jean-sur-Richelieu	Office	170,162	84.5%	1989/2003
2265, 2665, 2673 and 2681 Côte Saint-Charles	Saint-Lazare	Retail	15,187	93.2%	2011
3695 des Laurentides	Laval	Industrial	132,665	100%	1973/1989/ 1999/ 2005
2111 Fernand-Lafontaine	Longueuil	Office	47,830	100%	1988/2010
2350 Chemin du Lac	Longueuil	Office	46,355	100%	1986/2011/2012
3705 Industriel	Sherbrooke	Industrial	15,000	100%	1980/2010
978, 990, 1000 du Séminaire North	Saint-Jean-sur-Richelieu	Retail	229,400	99.2%	1973/1997/2003/2007
175 de Rotterdam	Saint-Augustin-de-Desmaures	Industrial	40,400	100%	2013
15-41 Georges-Gagné South	Delson	Retail	144,671	97.9%	1980/2002/2008
2077-2101 Sainte-Catherine West	Montréal	Office	50,000	100%	1920/1994
1939-1979 F.-X. Sabourin	Longueuil	Retail	96,496	100%	2008/2012/2013/2016

**Note:**

- (1) As at June 30, 2017.
- (2) Properties under development.
- (3) BTB owns a 75% interest in this property.
- (4) BTB owns a 50% interest in this property.
- (5) BTB owns a 50% interest in these properties.
- (6) Composed of two income producing properties.

Property Address	Location	Property Type	GLA (Sq. feet)	Occupancy <sup>(1)</sup>	Year Built/ Redeveloped
<b>ONTARIO</b>					
705 Boundary Rd.	Cornwall	Industrial	144,000	21.5%	1969/1975/1979
725 Boundary Rd.	Cornwall	Industrial	170,800	87.4%	1969/1975/1979
805A Boundary Rd.	Cornwall	Industrial	31,650	88.9%	Around 1970
805B Boundary Rd. <sup>(2)</sup>	Cornwall	Industrial	75,340	3.8%	Around 1970
2901 and 2905 Marleau	Cornwall	Industrial	31,640	29.5%	1983/1986/2002
80 Aberdeen	Ottawa	Office	53,933	83%	1960/2000
245 Menten Place	Ottawa	Office	31,847	73.5%	1985
311 Ingersoll	Ingersoll	Industrial	200,615	100%	1980
1-9 and 10 Brewer Hunt Way and 1260-1280 Teron Rd.	Ottawa	Office	132,067	89.5%	1971/1983/1986/1999/2000
400 Hunt Club Rd.	Ottawa	Industrial	116,415	100%	2005
2200 Walkley Rd.	Ottawa	Office	55,416	100%	1985/1991
2204 Walkley Rd.	Ottawa	Office	103,482	100%	1991/1996

Notes:

- (1) As at June 30, 2017.  
(2) Property under development.

### RECENT DEVELOPMENTS

The following is a summary of recent developments in the operations and affairs of the REIT which have occurred since June 30, 2017 (collectively the “Recent Developments”):

- (a) On August 28, 2017, the REIT acquired a retail building located at 1939-1979 F.X. Sabourin Street in St-Hubert, Québec, for \$23.2 million, excluding transaction fees;
- (b) On September 5, 2017, the REIT sold a property located at 665-669 Thibeau Boulevard in Trois-Rivières, Québec, for total proceeds of \$1.825 million; and
- (c) On September 11, 2017, the REIT sold a property located at 1125-1135 St-Martin Boulevard West, in Laval, Québec, for total proceeds of \$2.625 million.

### DEBT STRATEGY

BTB finances a portion of the purchase price of its properties by way of mortgage and hypothecary loans from third party lenders. The Contract of Trust provides that BTB may not incur or assume any indebtedness if, after incurring or assuming such indebtedness, the total consolidated indebtedness of BTB would be more than 75% of its Gross Book Value pursuant to the Allowed Indebtedness Threshold. Five and ten year fixed rate amortizing debt will primarily be used, and short term floating rate loans will be used in appropriate circumstances. BTB’s long-term strategy includes using the current favourable debt and interest rate environment to prudently manage its overall financial leverage within a range of 65% to 70% of its Gross Book Value in order to maximize its return on equity while mitigating financial risk to BTB and maintaining stable cash flows.

After giving effect to this Offering and the proposed use of net proceeds from this Offering, the indebtedness of the REIT, expressed as a percentage of the *pro forma* Gross Book Value as at June 30, 2017, excluding the Debentures, will be 58.5%. Including the Debentures for the computation of indebtedness, such indebtedness would represent 65.6% of the *pro forma* Gross Book Value as at June 30, 2017, being a percentage that is below the Allowed Indebtedness Threshold.

## USE OF PROCEEDS

The total net proceeds to be received by the REIT are estimated to be approximately \$20.824 million (\$23.992 million if the Over-Allotment Option is exercised in full), after deducting the Underwriters' fee in respect of the Units issued and sold by the REIT and the Offering expenses estimated at \$300,000. Approximately \$12.6 million of the net proceeds will be used to partially pay the purchase price of \$35.9 million, excluding transaction fees, to acquire a retail property located in the Québec City region, at a capitalization rate of 6.9%. It is expected that approximately \$23.3 million of the purchase price will be financed by way of a new mortgage on the property. The REIT is in the process of finalizing its due diligence and the acquisition is expected to close by the end of October 2017, subject to confirmatory due diligence and customary closing conditions.

The balance of the net proceeds of approximately \$8.224 million will be used to repay amounts outstanding under the Acquisition Credit Facility. The indebtedness incurred by the REIT from time to time under the Acquisition Credit Facility is used to fund property acquisitions in the normal course of business. The amounts to be repaid under the Acquisition Credit Facility were used subsequent to April 1, 2017 to fund capital expenditures on the REIT's property portfolio (\$1.00 million), subsequent to June 30, 2017 to fund capital expenditures on the REIT's property portfolio (\$3.63 million), to repay hypothecary debt (\$1.71 million) and to fund the acquisition of the property located at 1939-1979 F.-X. Sabourin Street in St-Hubert, Québec on August 28, 2017 (\$8.12 million) for a total amount currently outstanding of \$14.46 million. Laurentian Bank Securities Inc., one of the Underwriters, is an affiliate of the financial institution to which amounts outstanding under the Acquisition Credit Facility are owed. See "Relationship Between the Issuer and the Underwriters."

In the event that the REIT does not proceed with the acquisition of the retail property located in the Québec City region, an additional \$6.3 million out of the proceeds initially intended to fund the purchase price will be used to repay amounts outstanding under the Acquisition Credit Facility and the balance for general trust purposes. Such additional amounts to be repaid under the Acquisition Credit Facility were used by the REIT as described above.

## CONSOLIDATED CAPITALIZATION

The following table sets out BTB's capitalization at June 30, 2017, both on an actual basis and on a pro forma basis after giving effect to this Offering and the use of the net proceeds of the Offering and the transactions described under "Recent Developments". This table should be read in conjunction with the June 2017 Interim Financial Statements and notes thereto incorporated by reference in this short form prospectus.

<u>Description</u>	<u>Outstanding at June 30, 2017 (\$ 000)</u>	<u>Outstanding at June 30, 2017 after giving effect to this Offering and the transactions described under "Recent Developments" and the use of the net proceeds<sup>(1)</sup> (\$ 000)</u>
Debt:		
Mortgage loans payable	375,981	409,781 <sup>(2)</sup>
Convertible Debentures	47,932	47,932
Derivative financial liabilities	0	0
Acquisition Credit Facility	1,000	6,236 <sup>(3)</sup>
Unitholders' Equity (Units Authorized: unlimited)	<u>213,538</u>	<u>234,362</u>
<b>Total Capitalization</b>	<u><u>638,451</u></u>	<u><u>698,311</u></u>

**Notes:**

- (1) Giving effect to this Offering net of Underwriters' fee of \$880,152 and the Offering expenses estimated at \$300,000.
- (2) Assumes the new mortgage of \$15,080 following the acquisition of 1939-1979 FX Sabourin Street, the reimbursement of the mortgage of 665-669 Thibeau Boulevard of \$1,000 following the disposition of the building, the reimbursement of the mortgage of 1125-1135 St-Martin West of \$1,870 following the disposition of the building, the repayment of hypothecary debt of \$1,710 and the new mortgage of \$23,300 for the potential Quebec City acquisition.
- (3) Assumes the use of the acquisition credit facility for repayment of a mortgage of \$1,710, to fund capital expenditure on the property portfolio of \$3,630, the acquisition of 1939-1979 FX Sabourin for \$8,120 less the reimbursement of \$8,224 from the net proceeds of the offering.



Additional information regarding material indebtedness of the REIT is provided in the 2016 Annual Financial Statements, the 2016 Annual MD&A, the June 2017 Interim Financial Statements and the June 2017 Interim MD&A incorporated by reference herein.

## CONTRACT OF TRUST AND DESCRIPTION OF THE VOTING UNITS

### General

The REIT is an unincorporated open-ended investment trust created pursuant to the Contract of Trust and governed by the laws of the Province of Québec. On January 28, 2015, the Contract of Trust was amended, notably to plan for the issuance of Special Voting Units concurrent with the issue of Class B LP Units. No Class B LP Units are currently issued. The Contract of Trust is available for inspection during regular business hours at the head office of the REIT located at 2155 Crescent Street, Montreal, Québec H3G 2C1, without charge during the distribution of the Units being offered under this short form prospectus and is also available electronically at [www.sedar.com](http://www.sedar.com).

**The following is a summary of certain provisions of the Contract of Trust and material attributes and characteristics of the Voting Units. The summary below does not purport to be complete and, for full particulars, reference should be made to the Contract of Trust. A more detailed summary can be found in BTB's AIF incorporated herein by reference.**

### Nature of the REIT

The REIT, its Trustees and its properties shall be governed by the general rules set forth in the Civil Code, except as such general law of trusts has been or is from time to time modified, altered or abridged for investment trusts or for the REIT by:

- (a) applicable laws, regulations or other requirements imposed by applicable securities or other regulatory authorities; and
- (b) the terms, conditions and trusts set forth in the Contract of Trust.

The beneficial interests and rights generally of a holder of Units in the REIT shall be limited to the right to participate *pro rata* in distributions when and as declared by the Trustees as contemplated in the Contract of Trust and in distributions upon the termination of the REIT as contemplated in the Contract of Trust. The REIT is not, and is not intended to be, shall not be deemed to be, and shall not be treated as, a general partnership, limited partnership, syndicate, association, joint venture, company, corporation or joint stock company nor shall the Trustees or any individual Trustee or the Unitholders or any of them or any officers or other employees of the REIT or any one of them for any purpose be, or be deemed to be, treated in any way whatsoever to be, liable or responsible hereunder as partners or joint venturers. Neither the Trustees nor any officer or other employee of the REIT shall be, or be deemed to be, an agent of the Unitholders. The relationship of the Unitholders to the Trustees, to the REIT and to the property of the REIT shall be solely that of beneficiaries of the REIT and their rights shall be limited to those conferred upon them by the Contract of Trust. In its first tax year, in filing a return of income for the REIT, the REIT shall elect, assuming that the requirements for such election are met, that the REIT shall be deemed to be a "mutual fund trust" for purposes of the Tax Act for the entire year.

### Rights of Unitholders

The rights of each Unitholder to call for a distribution or division of assets, monies, funds, income and capital gains held, received or realized by the Trustees are limited to those contained in the Contract of Trust and, except as provided in the Contract of Trust, no Unitholder shall be entitled to call for any partition or division of the REIT's property or for a distribution of any particular asset forming part of the REIT's property or of any particular monies or funds received by the Trustees. The legal ownership of the property of the REIT and the right to conduct the activities of the REIT are vested exclusively in the Trustees, and no Unitholder has or is deemed to have any right of ownership in any of the property of the REIT, except as specifically provided in the Contract of Trust. Except as specifically provided in the Contract of Trust, no Unitholder shall be entitled to interfere with or give any direction to the Trustees with respect to the affairs of the REIT or in connection with the exercise of any powers or authorities conferred upon the Trustees under the Contract of Trust. The Units shall be personal property and shall confer upon the holders thereof only the interest and rights specifically set forth in the Contract of Trust.

## **Units**

The beneficial interests in the REIT shall constitute a single class of Units which shall be entitled to the rights and subject to the limitations, restrictions and conditions set out in the Contract of Trust. The number of Units which the REIT may issue is unlimited. Each Unit when issued shall vest indefeasibly in the holder thereof. The interest of each holder of Units shall be determined by the number of Units registered in the name of such holder. The issued and outstanding Units may be subdivided or consolidated from time to time by the Trustees without the holder's approval.

## **Ranking of Units**

Each Unit shall represent an equal undivided interest in the REIT with all other outstanding Units. All Units outstanding from time to time shall participate *pro rata* in any distributions by the REIT and, in the event of termination or winding up of the REIT, in the net assets of the REIT remaining after satisfaction of all liabilities and no Unit shall have any preference or priority over any other. Units shall rank among themselves equally and rateably without discrimination, preference or priority.

## **Special Voting Units**

Special Voting Units shall have no economic entitlement in the REIT or in the distribution or assets of the REIT but entitle the holder to one vote per Special Voting Unit at all Unitholders meetings. Special Voting Units may only be issued in connection with or in relation to securities exchangeable into Units, including Class B LP Units, for the purpose of providing voting rights with respect to the REIT to the holders of such securities. Special Voting Units will be issued concurrently with the Class B LP Units, to which they would be attached at the closing of the eventual acquisition and will only be evidenced by the certificates representing such Class B LP Units. Special Voting Units shall not be transferable separately from the exchangeable securities to which they are attached and will automatically be transferred upon the transfer of any such exchangeable securities. Each Special Voting Unit shall confer upon its holder the right to vote at any meeting of Unitholders with the number of votes corresponding to the equivalent number of Units which may be obtained in exchange for the Class B LP Units to which the Special Voting Units are attached. Upon the exchange or surrender of a Class B LP Unit for a Unit, the Special Voting Unit attached to such Class B LP Unit will automatically be redeemed and cancelled without consideration and without any further action of the Trustees, and the former holder of such Special Voting Unit will cease to have any rights with respect thereto. No Special Voting Units are currently issued.

## **Non-Resident Ownership Constraint**

At no time may more than 49% of the Units outstanding be held or beneficially owned, directly or indirectly, for the benefit of Non-Residents. Furthermore, at no time shall Non-Residents hold or beneficially own, directly or indirectly, Units or any other rights or options, including convertible debentures (for the purpose of this paragraph, such other rights and options being known as "Options") that may entitle them (conditionally or otherwise) to acquire Units that would result in more than 49% of the Units, at any time, being held or beneficially owned, directly or indirectly, by Non-Residents. The Trustees may require declarations as to the jurisdictions in which beneficial owners of Units are Resident. If the REIT becomes aware that 49% of the Units and/or Options then outstanding are held, or may be held, for the benefit of Non-Residents or that such a situation is imminent, the Trustees may make a public announcement to such effect and shall not accept any subscription for Units or Options from any Non-Resident, issue any Units or Options to any such person or register or otherwise recognize the transfer of any Units or Options to any Non-Resident. If, notwithstanding the foregoing, the Trustees determine that more than 49% of the Units and/or Options are held or may become held for the benefit of Non-Residents, the Trustees may send a notice to Non-Resident holders of Units or Options, as shall be chosen on the basis of inverse order to the order of acquisition or registration, by law or by such other method that is authorized by the Trustees' determination, requiring them to sell their Units or Options or a portion thereof within a specified period of not more than 60 days. If the holders of Units or Options receiving such notice have not sold the specified number of Units or Options or provided the Trustees with satisfactory evidence that they are not Non-Residents of Canada and do not hold their Units or Options for the benefit of Non-Residents within such period, the Trustees may sell such Units or Options on behalf of such holders of Units or Options to a person or persons that are not Non-Residents of Canada and, in the interim, all rights attaching to such Units or Options (including any right to receive payments of interest) shall be immediately suspended and the rights of any such holders of Units or Options in respect of such Units or Options shall be limited to receiving the net proceeds of sale (net of any commission, tax or other cost of sale).

## **Redemption of Units**

The Contract of Trust provides that the Units may be redeemed at the redemption price set forth therein. See “Summary of the Contract of Trust-Redemption of Units” in BTB's AIF for a detailed description of the redemption of the Units.

## **Meeting of Unitholders**

There shall be an annual meeting of the Unitholders at such time and place in Canada as the Trustees shall prescribe for the purpose of electing Trustees, appointing or removing the auditors of the REIT and transacting such other business as the Trustees may determine or as may properly be brought before the meeting. The annual meeting of Unitholders shall be held after delivery to the Unitholders of the annual report and, in any event, within 180 days after the end of each fiscal year of the REIT.

The Trustees shall have power at any time to call special meetings of the Unitholders at such time and place in Canada as the Trustees may determine. Unitholders holding in the aggregate of not less than 10% of the outstanding Units of the REIT may requisition the Trustees in writing to call a special meeting of the Unitholders for the purposes stated in the requisition.

Unitholders may attend and vote at all meetings of the Unitholders either in person or by proxy. Each Unit shall entitle the Unitholder to one vote at all meetings of the Unitholders. Any action to be taken by the Unitholders shall, except as otherwise required by the Contract of Trust or by law, be authorized when approved by a majority of the votes cast at a meeting of the Unitholders. The chairman of any such meeting shall not have second or casting vote. Every question submitted to a meeting, other than a Special Resolution, shall, unless a poll vote is demanded, be decided by a show of hands, on which every person present and entitled to vote shall be entitled to one vote.

## **Matters on which Unitholders Shall Vote**

None of the following shall occur unless the same has been duly approved by the Unitholders at a meeting duly called and held:

- (a) except as provided in the Contract of Trust, the appointment, election or removal of Trustees;
- (b) except as provided in the Contract of Trust, the appointment or removal of auditors;
- (c) any amendment to the Contract of Trust (except for amendments which may be made at the discretion of the Trustees);
- (d) the sale of or transfer of the properties or assets of the REIT as an entirety or substantially as an entirety (other than as a part of an internal reorganization of the assets of the REIT as approved by the Trustees);
- (e) an increase or decrease in the number of Trustees;
- (f) any distribution of the property of the REIT following an affirmative vote of the Unitholders by Special Resolution;
- (g) the termination of the REIT; or
- (h) any action upon any matter, which under applicable law (including policies of Canadian securities commissions or authorities) or applicable stock exchange rules or policies, would require approval of a majority of the votes cast by the holders of TB Units had TB Trust been a reporting issuer (or the equivalent) in the jurisdictions in which the REIT is a reporting issuer (or the equivalent) and had TB Units been listed on the stock exchanges where the Units are listed for trading, respectively.

Nothing in clauses (a) to (h) above, however, shall prevent the Trustees from submitting to a vote of Unitholders any matter which they deem appropriate.

### **Matters which must be approved by Special Resolution**

None of the following shall occur unless the same has been duly approved by Special Resolution of Unitholders at a meeting of Unitholders duly called and held for that purpose:

- (a) any amendment to the provisions of the Contract of Trust dealing with amendments to the Contract of Trust;
- (b) any exchange, reclassification or cancellation of all or part of the Units;
- (c) any amendment to change a right with respect to any outstanding Units of the REIT or to reduce the amount payable thereon upon termination of the REIT or to diminish or eliminate any voting rights pertaining thereto;
- (d) any amendment to the duration or term of the REIT;
- (e) any amendment to increase the maximum number of Trustees (to more than 15) or to decrease the minimum number of Trustees (to less than five), any change by the Unitholders in the number of Trustees within the minimum and maximum number of Trustees;
- (f) except as provided in the Contract of Trust, any constraint on the issue, transfer or ownership of Units or the change or removal of such constraints;
- (g) any amendment relating to the powers, duties, obligations, liabilities or indemnification of the Trustees;
- (h) any sale or transfer of the properties or assets of the REIT as an entirety or substantially as an entirety other than as part of an internal reorganization of the REIT's property as approved by the Trustees;
- (i) any distribution of the REIT's property upon its termination;
- (j) the combination, merger, amalgamation or arrangement of the REIT, directly or indirectly, with any other person or entity;
- (k) any amendment to the Investment Guidelines and Operating Policies of the REIT, except as provided in the Contract of Trust; or
- (l) any matter required to be passed by a Special Resolution under the Contract of Trust of TB Trust, as may be amended and restated from time to time.

### **Independent Trustees**

There shall be a majority of Independent Trustees on the board of Trustees and on any committee of the Trustees.

### **Reports to Unitholders**

The REIT furnishes to Unitholders such financial statements (including interim and annual financial statements) and other reports as are from time to time required by applicable law, including prescribed forms needed for the completion of Unitholders' tax returns under the *Tax Act* or equivalent provincial legislation.

Prior to each annual and special meeting of Unitholders, the Trustees will provide to the Unitholders (along with notice of such meeting) information similar to that required to be provided to shareholders of a public corporation governed by the CBCA.

## **CHANGES IN UNITS AND SPECIAL VOTING UNITS OUTSTANDING**

As at the date of this short form prospectus, there were 42,765,522 Units issued and outstanding. No Special Voting Units are issued.

### **DISTRIBUTION POLICY**

The REIT may distribute to Unitholders monthly, on or about the fifteenth day in each calendar month, such percentage of the Distributable Income of the REIT for the preceding calendar month as the Trustees determine in their discretion.

The REIT's current intention is to distribute \$0.035 per Unit per month to Unitholders. Monthly distributions will be based on the Trustees' estimate of yearly Distributable Income, subject to adjustment from time to time throughout the year. See the section entitled "Distribution Policy" in BTB's AIF incorporated herein by reference.

For the fiscal year 2016, the REIT made monthly distributions of \$0.035 per Unit.

The REIT expects that the first cash distribution to which purchasers of Units under this Offering will be entitled to participate will be for the monthly distribution of October (the "October 2017 Distribution"), which has a record date of October 31, 2017 (the "Record Date") and a payment date of November 15, 2017.

### **PLAN OF DISTRIBUTION**

Pursuant to the Underwriting Agreement dated October 6, 2017, the REIT has agreed to sell and the Underwriters have agreed to purchase on or about October 23, 2017, or on such later date as the REIT and the Underwriters may agree, but in any event not later than October 31, 2017, 4,836,000 Units at \$4.55 per Unit, for total net proceeds to the REIT of \$21,123,648, excluding the expenses of this Offering, payable in cash to the REIT against delivery of such Units. The obligations of the Underwriters under the Underwriting Agreement may be terminated upon the occurrence of certain stated events. The Underwriters are, however, obligated to take up and pay for all of the Units if any of the Units are purchased under the Underwriting Agreement. The obligations of the Underwriters to purchase the Units are several (and not joint or joint and several). Under the Underwriting Agreement, the REIT has agreed to indemnify and hold harmless the Underwriters and their respective officers, directors, employees, partners, shareholders and agents against certain liabilities, including civil liabilities under Canadian provincial securities legislation, or to contribute to any payments the Underwriters may be required to make in respect thereof. The terms of this Offering and the prices of the Units have been determined by negotiation between the REIT and National Bank Financial Inc., as Lead Underwriter, on its own behalf and on behalf of the Underwriters.

Under the Underwriting Agreement, the REIT (or a Subsidiary of the REIT) has agreed to pay the Underwriters a fee equal to 4.00% of the gross proceeds of the Offering for an aggregate fee payable by the REIT of \$880,152 (\$0.182 per Unit) in consideration for their services in connection with this Offering. The Underwriters' fee in respect of the Units is payable upon Closing of this Offering.

The Underwriters propose to offer the Units initially at the offering price. After the Underwriters have made a reasonable effort to sell all of the Units offered under this short form prospectus at that price, the initially stated offering price may be decreased, and further changed from time to time, by the Underwriters to an amount not greater than the initially stated offering price and, in such case, the compensation realized by the Underwriters will be decreased by the amount that the aggregate price paid by the purchasers for the Units is less than the gross proceeds paid by the Underwriters to the REIT.

The REIT has granted to the Underwriters an Over-Allotment Option to purchase up to an additional 725,400 Units on the same terms and conditions as this Offering, exercisable in whole or in part from time to time, no later than the 30th day following the Closing of this Offering for market stabilization purposes and to cover over-allotments, if any. This short form prospectus qualifies the distribution of the Units issuable on the exercise of the Over-Allotment Option and their subsequent transfer.

The TSX has conditionally approved the listing of the Units distributed under this short form prospectus (including those issuable upon the exercise of the Over-Allotment Option (as defined herein) on the TSX. Listing will be subject to the REIT fulfilling all the listing requirements of the TSX.

If the Over-Allotment Option is exercised in full, the total number of Units sold pursuant to the Offering will be 5,561,400, the total price to the public will be \$25,304,370, the total Underwriters' fee will be \$1,012,175 and the net proceeds to the REIT, before deducting the estimated expenses of the Offering, will be \$24,292,195.

A purchaser who acquires Units forming part of the Underwriters' over-allocation position acquires those Units under this short form prospectus, regardless of whether the over-allocation position is ultimately filled through the exercise of the Over-Allotment Option or secondary market purchases.

At the Closing of this Offering, the Units will be available for delivery in a book-entry only form through the facilities of CDS. A purchaser of Units will receive only a customer confirmation from a registered dealer who is a CDS participant through which the Units were purchased.

BTB has agreed not to issue or announce any intention to issue, without the prior consent of the Lead Underwriter (such consent not to be unreasonably withheld), for a period of 90 days from the Closing, any Units, debentures or securities convertible, exercisable or exchangeable into Units, except for (i) Units issued or issuable in connection with this Offering and the exercise of the Over-Allotment Option; (ii) the grant of options under the REIT's unit option plan; (iii) Units issuable pursuant to the exercise of options granted under the REIT's unit option plan; (iv) Units issuable pursuant to the outstanding convertible securities of the REIT; (v) Units issuable pursuant to the REIT's deferred unit plan or the exercise of rights under the REIT's unitholders' rights plan; and (vi) Units issued in connection with property acquisitions. For greater certainty, the prior consent of no Underwriter other than the Lead Underwriter shall be required.

The Units offered by this short form prospectus have not been and will not be registered under the 1933 Act, or the securities laws of any state, and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons, except in limited circumstances. The Underwriters have agreed that they will not offer or sell the Units within the United States, its territories or possessions or other areas subject to its jurisdiction or to, or for the account or benefit of, a U.S. Person (as such term is defined under the 1933 Act) except in accordance with the Underwriting Agreement pursuant to an exemption from the registration requirements of the 1933 Act provided by Rule 144A thereunder and in compliance with applicable state securities laws. In addition, until 40 days after the commencement of the Offering, an offer or sale of securities within the United States by any dealer (whether or not participating in the Offering) may violate the registration requirements of the 1933 Act if such offer is made otherwise than in compliance with Rule 144A.

In connection with the Offering, certain of the Underwriters or securities dealers may distribute this short form prospectus electronically.

### **Price Stabilization, Short Positions and Passive Market Making**

In connection with the Offering, the Underwriters may effect transactions which stabilize or maintain the market price of the Units at levels other than those which otherwise might prevail on the open market, including stabilizing transactions, short sales, purchases to cover positions created by short sales, imposition of penalty bids, and syndicate covering transactions.

Stabilizing transactions consist of bids or purchases made for the purpose of preventing or retarding a decline in the market price of the Units while the Offering is in progress. These transactions may also include making short sales of the Units, which involve the sale by the Underwriters of a greater number of Units than they are required to purchase in the Offering. Short sales may be "naked short sales", which are short positions in excess of the amount of Units they are required to purchase under the Offering.

The Underwriters must close out any naked short position by purchasing Units in the open market. A naked short position is more likely to be created if the Underwriters are concerned that there may be downward pressure on the price of the Units in the open market that could adversely affect investors who purchase in the Offering.

In addition, in accordance with rules and policy statements of certain Canadian securities regulators, the Underwriters may not, at any time during the period of distribution, bid for or purchase Units. The foregoing restriction is, however, subject to exceptions where the bid or purchase is not made for the purpose of creating actual or apparent active trading in, or raising the price of, the Units. These exceptions include a bid or purchase permitted under the by-laws and rules of applicable regulatory authorities and the applicable stock exchange, including the Universal Market Integrity Rules for Canadian Marketplaces, relating to market stabilization and passive market making activities and a bid or purchase made for and on behalf of a customer where the order was not solicited during the period of distribution.

As a result of these activities, the price of the Units may be higher than the price that otherwise might exist in the open market. If these activities are commenced, they may be discontinued by the Underwriters at any time. The Underwriters may carry out these transactions on any stock exchange on which the Units are listed, in the over-the-counter market, or otherwise.

#### **RELATIONSHIP BETWEEN THE ISSUER AND THE UNDERWRITERS**

National Bank Financial Inc., Laurentian Bank Securities Inc. and Scotia Capital Inc. are affiliates of financial institutions which are lenders to the REIT. Consequently, the REIT may be considered to be a “connected issuer” of such Underwriters under Applicable Securities Legislation. As at September 30, 2017, the actual indebtedness of the REIT to the financial institution to which National Bank Financial Inc. is an affiliate amounted to approximately \$6,033,000 in loans owed to such financial institution. As at September 30, 2017, the actual indebtedness of the REIT to the financial institution to which Laurentian Bank Securities Inc. is an affiliate amounted to approximately \$60,121,000 in loans owed to such financial institution. As at September 30, 2017, the actual indebtedness of the REIT to the financial institution to which Scotia Capital Inc. is an affiliate amounted to approximately \$6,053,000 in loans owed to such financial institution. The REIT is in compliance with the terms of the agreements governing such indebtedness, in all material respects and none of the lenders have waived any breach of such agreements. The loans are secured by mortgages on 11 properties. Neither the financial position of the REIT nor the value of the security has changed since the indebtedness was incurred. The decision of National Bank Financial Inc., Laurentian Bank Securities Inc. and Scotia Capital Inc., which are affiliates of the aforesaid financial institutions, to participate in this Offering was made independently of such financial institutions. In addition, the Underwriters having no “connected issuer” relationship with the REIT, being TD Securities Inc., Raymond James Ltd., GMP Securities L.P., Echelon Wealth Partners Inc., Industrial Alliance Securities Inc. and Eight Capital Inc. took part in the decision to proceed with the Offering. None of the Underwriters will receive any benefit from this Offering, other than its respective portion of the fee payable by the REIT. See “Use of Proceeds”. Certain of the Underwriters and their respective affiliates have, from time to time, performed, and may in the future perform, various financial advisory and investment banking services for the REIT, for which they received or will receive customary fees.

## PRIOR SALES

The following table sets forth the date, number and price at which the REIT has issued Units or any other securities convertible into or exchangeable for Units in the 12 months preceding this Offering.

Date	Issuance type	Total Securities Issued	Issuance/Conversion Price per Security
September 15, 2016	DRIP Entitlement	35,721 Units	\$4.4808 per Unit
October 17, 2016	DRIP Entitlement	38,294 Units	\$4.4041 per Unit
November 15, 2016	DRIP Entitlement	40,790 Units	\$4.1785 per Unit
December 15, 2016	DRIP Entitlement	39,922 Units	\$4.3040 per Unit
January 16, 2017	DRIP Entitlement	39,665 Units	\$4.3419 per Unit
January 18, 2017	Restricted Unit Plan	14,035 Units	\$4.5114 per Unit
February 10, 2017	Employee Purchase Plan	9,062 Units	\$4.6000 per Unit
February 15, 2017	DRIP Entitlement	38,553 Units	\$4.4717 per Unit
March 15, 2017	DRIP Entitlement	38,845 Units	\$4.4724 per Unit
April 17, 2017	DRIP Entitlement	38,545 Units	\$4.6391 per Unit
May 15, 2017	DRIP Entitlement	37,995 Units	\$4.5671 per Unit
June 15, 2017	DRIP Entitlement	39,706 Units	\$4.5555 per Unit
July 17, 2017	DRIP Entitlement	41,993 Units	\$4.5192 per Unit
August 15, 2017	DRIP Entitlement	41,351 Units	\$4.5244 per Unit
September 15, 2017	DRIP Entitlement	41,927 Units	\$4.4994 per Unit
October 16, 2017	DRIP Entitlement	41,472 Units	\$4.4964 per Unit

## TRADING PRICE AND VOLUMES

### Units

The Units are listed and posted on the TSX under the symbol “BTB.UN”. The table below sets forth the market price range and trading volumes of the Units on the TSX for each month of the last 12-month period prior to the date of this short form prospectus.

<b>Period</b>	<b>High (\$)</b>	<b>Low (\$)</b>	<b>Volume</b>
<b>2016</b>			
October	4.64	4.45	1,397,678
November	4.55	4.20	1,539,028
December	4.55	4.30	1,406,339
<b>2017</b>			
January	4.65	4.45	1,138,032
February	4.74	4.55	1,014,999
March	4.79	4.55	1,457,159
April	4.93	4.73	933,239
May	4.91	4.56	1,787,053
June	4.80	4.56	1,434,203
July	4.79	4.60	937,995
August	4.72	4.60	837,817
September	4.72	4.62	713,516
October (through Oct. 13)	4.72	4.53	2,027,726



### Series E Debentures

The Series E Debentures are listed and posted for trading on the TSX under the symbol “BTB.DB.E”. The following tables set forth the market price range and trading volumes of the Series E Debentures on the TSX for each of the last 12-month period to the date of this short form prospectus.

<b>Period</b>	<b>High (\$)</b>	<b>Low (\$)</b>	<b>Volume</b>
<b>2016</b>			
October	103.76	103.10	72,000
November	102.99	100.05	109,000
December	102.00	100.85	257,000
<b>2017</b>			
January	107.00	101.49	166,000
February	105.00	100.76	131,000
March	103.50	102.99	104,000
April	104.01	102.50	97,000
May	103.01	102.50	142,000
June	103.51	101.50	287,000
July	104.00	101.78	214,000
August	103.06	102.50	172,000
September	107.00	102.50	47,000
October (through Oct. 13)	104.01	102.50	136,000

### Series F Debentures

The Series F Debentures are listed and posted for trading on the TSX under the symbol “BTB.DB.F”. The following tables set forth the market price range and trading volumes of the Series F Debentures on the TSX for each of the last 12-month period to the date of this short form prospectus.

<b>Period</b>	<b>High (\$)</b>	<b>Low (\$)</b>	<b>Volume</b>
<b>2016</b>			
October	104.01	102.50	124,000
November	103.00	102.00	270,000
December	103.50	101.00	268,000
<b>2017</b>			
January	103.26	102.00	150,000
February	104.26	102.00	189,000
March	104.25	102.50	110,000
April	105.00	103.03	113,000
May	105.01	103.00	136,000
June	104.01	102.99	226,000
July	104.01	103.25	155,000
August	104.51	103.25	175,000
September	103.80	103.25	99,000
October (through Oct. 13)	104.00	103.55	27,000

### **ELIGIBILITY FOR INVESTMENT**

In the opinion of De Grandpré Chait LLP, counsel to the REIT, and Stikeman Elliott LLP, counsel to the Underwriters, provided that at the date of closing the Units are listed on a “designated stock exchange” (as defined in the Tax Act), which includes the TSX or the REIT qualifies under the Tax Act as a “mutual fund trust”, then on that date the Units will be qualified investments for Deferred Income Plans. Notwithstanding that the Units may be qualified investments for a RRSP, RRIF or TFSA, the annuitant under a RRSP or RRIF or holder of a TFSA that holds Units will be subject to a penalty tax if such Units are a “prohibited investment” (as defined in the Tax Act)

for the RRSP, RRIF or TFSA. The Units will generally not be a prohibited investment for a RRSP, RRIF or TFSA provided the annuitant of the RRSP or RRIF or the holder of the TFSA, as the case may be, (i) deals at arm's length with the REIT for purposes of the Tax Act and (ii) does not have a "significant interest" (as defined in the Tax Act for purposes of the prohibited investment rules) in the REIT. In addition, Units will not be a "prohibited investment" if the Units are "excluded property" (as defined in the Tax Act for purposes of the prohibited investment rules) for trusts governed by a RRSP, RRIF and TFSA. If amendments to the Tax Act announced by the Minister of Finance (Canada) on September 8, 2017 are enacted as proposed, the rules in respect of prohibited investments will also apply to a subscriber of a RESP or a holder of a RDSP. Prospective purchasers who intend to hold Units in a RRSP, RRIF, RESP, RDSP or TFSA are advised to consult their personal tax advisors.

## **CANADIAN FEDERAL INCOME TAX CONSIDERATIONS**

In the opinion of De Grandpré Chait LLP, counsel to the REIT, and Stikeman Elliott LLP, counsel to the Underwriters, the following is, as of the date hereof, a summary of the principal Canadian federal income tax considerations generally applicable under the Tax Act to the acquisition, holding and disposition of Units by a holder who acquires Units pursuant to this short form prospectus. This summary is applicable to a Unitholder who, for purposes of the Tax Act, is a Resident, deals at arm's length and is not affiliated with the REIT and the Underwriters and holds Units as capital property. Generally, Units will be considered to be capital property to a Unitholder provided that the Unitholder does not hold the Units in the course of carrying on a business of trading or dealing in securities and has not acquired them in one or more transactions considered to be an adventure or concern in the nature of trade. Certain Unitholders who might not otherwise be considered to hold their Units as capital property may, in certain circumstances, be entitled to have them and all other "Canadian Securities" (as defined in the Tax Act) owned or subsequently acquired by the Unitholder treated as capital property by making the irrevocable election permitted by subsection 39(4) of the Tax Act. Such Unitholders should consult their own tax advisors regarding their particular circumstances.

This summary is not applicable to a Unitholder that is a "financial institution", as defined in the Tax Act for purposes of the mark-to-market rules, a "specified financial institution", an interest in which is a "tax shelter investment" (all as defined in the Tax Act) or a Unitholder that has elected to report the Unitholder's Canadian tax results in a currency other than Canadian currency or a Unitholder that has entered or will enter into a "derivative forward agreement" with respect to the Units, all within the meaning of the Tax Act. Such Unitholders should consult their own tax advisors to determine the tax consequences to them of the acquisition, holding and disposition of Units acquired pursuant to this short form prospectus. In addition, this summary does not address the deductibility of interest by an investor who has borrowed money to acquire the Units.

This summary is based upon the facts set out in this short form prospectus and in a certificate of an officer of the REIT, and assumes that the REIT meets and will continue to meet all necessary conditions and qualifies for the REIT Exception (as discussed below) and that BTB LP meets and will continue to meet all necessary conditions and qualifies as an "excluded subsidiary entity" for purposes of the SIFT Regime (as discussed below). This summary is also based on information provided by the REIT and takes into account the Tax Proposals, the current provisions of the Tax Act and counsel's understanding, based on publicly available published materials, of the current administrative policies and assessing practices of the CRA, all in effect as of the date of this short form prospectus. This summary does not otherwise take into account or anticipate any changes in law, whether by legislative governmental or judicial decision or action, and does not take into account provincial, territorial or foreign tax legislation or considerations, which may differ significantly from those discussed herein. This summary assumes that the Tax Proposals will be enacted as proposed, but no assurances can be given that this will be the case. There can be no assurances that the CRA will not change its administrative policies and assessing practices. With respect to opinions and views based on representations and statements as to matters of fact, counsel has assumed the accuracy of such representations and statements in giving such opinions and views. This summary is also based on the assumption that the REIT will at all times comply with the Contract of Trust.

This summary assumes that the REIT does and will continue to qualify as a "mutual fund trust" under the Tax Act while the Units remain outstanding. This assumption is based upon a certificate of an officer of the REIT as to certain factual matters. If the REIT does not qualify as a mutual fund trust, the income tax considerations described below would in some respects be materially different.

**On July 18, 2017, the Minister of Finance (Canada) released a consultation paper on possible approaches to address certain perceived tax advantages of investing passively through a private corporation that included an announcement of the Government's intention to amend the Tax Act to increase the amount of tax applicable to passive investment income earned through a private corporation. No specific amendments to the Tax Act were proposed in connection with this announcement. This summary does not take into account, such consultation paper. Holders that are private Canadian corporations should consult their own tax advisors.**

**This summary is not exhaustive of all possible Canadian federal tax considerations applicable to an investment in Units. Moreover, the income and other tax consequences of acquiring, holding or disposing of Units will vary depending on the Unitholder's particular circumstances. Accordingly, this summary is of a general nature only and is not intended to be legal or tax advice to any prospective purchaser of Units. Consequently, a prospective Unitholder should consult the Unitholder's own tax advisor for advice with respect to the tax consequences of an investment in Units based on the prospective Unitholder's particular circumstances.**

**This summary does not address any Canadian federal income tax considerations applicable to Non-Residents, and Non-Residents should consult their own tax advisors regarding the tax consequences of acquiring, holding and disposing of Units. Distributions on Units or amounts paid in respect thereof and all payments to Non-Residents of interest (or amounts deemed to be interest under the Tax Act), whether paid in cash or Units, will be paid net of any applicable withholding tax.**

## **Taxation of Unitholders**

### *Trust Distributions*

Unitholders will generally be required to include in income for a particular taxation year the portion of the net income of the REIT for a taxation year, including net realized taxable capital gains (determined for purposes of the Tax Act), that is paid or payable, or deemed to be paid or payable, to the Unitholders in the particular taxation year.

The non-taxable portion of any net realized capital gains of the REIT paid or payable to a Unitholder in a taxation year will not be included in computing the Unitholders' income for the year.

The Contract of Trust provides that the REIT may claim the maximum amount of capital cost allowance available to it in computing its income for tax purposes. Based on the distribution policy, the amount distributed to Unitholders in a year may exceed the net income of the REIT for tax purposes for that year. Distributions in excess of the REIT's net income for tax purposes in a year will not generally be included in the Unitholder's income for the year. However, such amount (other than the non-taxable portion of the net realized capital gains of the REIT for the year, the taxable portion of which was designated by the REIT in respect of the Unitholder) will reduce the adjusted cost base of the Units held by the Unitholder, and the Unitholder will realize a capital gain in the year to the extent the adjusted cost base of the Units would otherwise be a negative amount.

The REIT will designate, to the extent permitted by the Tax Act, the portion of the taxable income distributed to Unitholders as may reasonably be considered to consist of net taxable capital gains of the REIT. Any such designated amount will be deemed for tax purposes to be received by Unitholders in the year as a taxable capital gain and will be subject to the general rules relating to the taxation of capital gains described below. The REIT will also designate, to the extent permitted by the Tax Act, the portion of taxable dividends received by the REIT from any taxable Canadian corporation owned by the REIT as may reasonably be considered to be an amount included in the income of Unitholders. Any such designated amount will be deemed for purposes of the Tax Act, other than non-resident withholding tax purposes, to be received by the Unitholders as a taxable dividend and will be subject to the general rules regarding the taxation of taxable dividends paid by taxable Canadian corporations. Thus, to the extent that amounts are designated as taxable dividends from any taxable Canadian corporation owned by the REIT, they will be subject, *inter alia*, to the gross-up and dividend tax credit provisions in respect of Unitholders who are individuals (other than certain trusts), to the refundable tax under Part IV of the Tax Act in respect of Unitholders that are private corporations and certain other corporations controlled directly or indirectly by or for the benefit of an individual or related group of individuals, and to the deduction in computing taxable income in respect of Unitholders that are corporations.

A Unitholder which is a “Canadian-controlled private corporation” (as defined in the Tax Act) may also be liable to pay an additional refundable tax of 10 $\frac{2}{3}$ % on certain investment income, including taxable capital gains. Unitholders should consult their own tax advisors for advice with respect to the potential application of these provisions.

For the purposes of determining the adjusted cost base to a Unitholder, when a Unit is acquired, the cost of the newly-acquired Unit will be averaged with the adjusted cost base of all of the Units owned by the Unitholder as capital property immediately before that time.

Certain taxable dividends received by individuals from a corporation which is a Resident will be eligible for an enhanced dividend tax credit to the extent certain conditions are met and designations are made. This treatment could apply to distributions made by the REIT that have as their sources eligible taxable dividends received from a corporation which is a Resident, to the extent the REIT makes the appropriate designation to have such eligible taxable dividend deemed received by the Unitholder and provided that the corporate dividend payer makes the required designation to treat such taxable dividend as an eligible dividend.

Net taxable capital gains and taxable dividends referred to above will also generally be taken into account in determining the liability, if any, of a Unitholder that is an individual (or certain trusts) for alternative minimum tax under the Tax Act. See “*Alternative Minimum Tax*” below.

#### *Dispositions of Units*

On the disposition or deemed disposition of a Unit, the Unitholder will realize a capital gain (or capital loss) equal to the amount by which the Unitholder’s proceeds of disposition exceed (or are less than) the aggregate of the Unitholder’s adjusted cost base of the Unit and any reasonable costs of disposition. Proceeds of disposition will not include an amount that is otherwise required to be included in the Unitholder’s income.

One-half of any capital gains (a “taxable capital gain”) realized by a Unitholder and the amount of any net taxable capital gains designated by the REIT in respect of a Unitholder will be included in the Unitholder’s income as a taxable capital gain for the taxation year. One-half of any capital loss (an “allowable capital loss”) realized by a Unitholder in that taxation year, must generally be deducted against taxable capital gains in accordance with the provisions of the Tax Act. Any excess allowable capital losses over taxable capital gains of a Unitholder for a taxation year may be carried back up to three taxation years or forward indefinitely and deducted against net taxable capital gains in those other years, subject to the detailed provisions of the Tax Act. Where a Unitholder that is a corporation or trust (other than a mutual fund trust) disposes of a Unit, the Unitholder’s capital loss from the disposition will generally be reduced by the amount of any dividends received by the REIT and previously designated by the REIT to the Unitholder, except to the extent that a loss on a previous disposition of a Unit has been reduced by those dividends. Analogous rules apply where a corporation or trust (other than a mutual fund trust) is a member of a partnership that disposes of Units.

A Unitholder that is a “Canadian-controlled private corporation” as defined in the Tax Act may be liable to pay an additional refundable tax of 10 $\frac{2}{3}$ % on its “aggregate investment income” for the year, which will include an amount in respect of taxable capital gains.

#### *Alternative Minimum Tax*

In general terms, net income of the REIT paid or payable to a Unitholder who is an individual (other than certain trusts), that is designated as taxable dividends or as net realized capital gains and capital gains realized on the disposition of Units may increase the Unitholder’s liability for alternative minimum tax.

#### **Status of the REIT**

##### *Qualification as a Mutual Fund Trust*

The REIT elected to be a “mutual fund trust” from the date it was established, and all comments in “Canadian Federal Income Tax Considerations” assume that the REIT will continue to qualify as a “unit trust” and a “mutual fund trust” under the provisions of the Tax Act.

As a “mutual fund trust”, the REIT must remain a “unit trust” and must, among other matters, restrict its undertaking to: (i) the investing of its funds in property (other than real property or an interest in real property); (ii) the acquiring, holding, maintaining, improving, leasing or managing of any real property (or interest in real property) that is capital property of the REIT; or (iii) any combination of the activities described in (i) and (ii). The REIT must also meet certain prescribed conditions, which currently are that the REIT must have at least 150 Unitholders holding not less than one block of Units (100 Units, if the fair market value of a Unit is less than \$25) of the REIT which are qualified for distribution to the public and each of such Unitholders must hold Units which have an aggregate fair market value of not less than \$500.

All comments in “Canadian Federal Income Tax Considerations” also assume that the REIT is not established or maintained primarily for the benefit of Non-Residents. Counsel is of the view that the foregoing assumptions are reasonable in light of the terms of the Contract of Trust and the restrictions on the ownership of Units by Non-Resident persons which are contained in the Contract of Trust.

If the REIT were not to qualify as a “mutual fund trust”, the income tax considerations as described herein would, in some respects, be materially and adversely different. In particular, if the REIT ceases to qualify as a mutual fund trust, the REIT may be required to pay a tax under Part XII.2 of the Tax Act. The payment of Part XII.2 tax by the REIT may have adverse income tax consequences for certain Unitholders. See “Taxation of the REIT” below.

### *SIFT Regime*

The SIFT Regime applies to SIFTs, including publicly-traded trusts, and their unitholders, and modifies the tax treatment of SIFTs and of their unitholders, as more particularly described below. The SIFT Regime excludes from the definition of SIFT a trust that satisfies the REIT Exception and an “excluded subsidiary entity”, being an entity, none of the equity of which is listed or traded on a stock exchange or other public market and all of the equity of which is owned in the year by a SIFT, a real estate investment trust, a taxable Canadian corporation or another excluded entity.

If the REIT were to become subject to the SIFT Regime, it would no longer be able to deduct any part of the amounts payable to Unitholders in respect of its “non-portfolio earnings”, which include (i) income from its “non-portfolio properties” (in excess of any losses for the taxation year from non-portfolio properties); and (ii) taxable capital gains from dispositions of non-portfolio properties (exceeding allowable capital losses from the disposition of such properties). For this purpose, “non-portfolio properties” include: (i) the Canadian real and immovable properties (or resource properties) of the REIT if their total fair market value is greater than 50% of the equity value of the REIT; (ii) a property that the REIT (or a person or partnership with which it does not deal at arm’s length) uses in the course of carrying on a business in Canada; and (iii) securities of a “subject entity” if the REIT holds securities of the subject entity that have a total fair market value that is greater than 10% of the subject entity’s equity value or if the REIT holds securities of the subject entity which, together with all securities held by it in entities affiliated with the subject entity, have a total fair market value that is greater than 50% of the REIT’s equity value. A “subject entity” includes resident corporations, resident trusts, and “Canadian resident partnerships”. “Securities” for the purposes of the SIFT Regime is broadly defined.

Income which the REIT is unable to deduct by virtue of the SIFT Regime would be taxed under the SIFT Regime at the federal general corporate tax rate plus the applicable provincial SIFT tax rate. The application of the SIFT Regime to the REIT would not change the treatment under the Tax Act of distributions in a year that are in excess of the REIT’s net income for the year.

### *REIT Exception*

Trusts that satisfy the REIT Exception are excluded from the definition of SIFT trusts and are therefore not subject to the SIFT Rules. The following conditions must be met (in addition to the trust being resident in Canada throughout the taxation year) in order for a trust to qualify for the REIT Exception:

- a) at each time in the taxation year, the total fair market value at that time of all “non-portfolio properties” that are “qualified REIT properties” held by the trust is at least 90% of the fair market value at that time of all “non-portfolio properties” held by the trust;

- b) not less than 90% of the trust's "gross REIT revenue" for the taxation year is from one or more of the following: "rent from real or immovable properties", interest, dispositions of "real or immovable properties" that are capital properties, dividends, royalties and dispositions of "eligible resale properties";
- c) not less than 75% of the trust's "gross REIT revenue" for the taxation year is from one or more of the following: "rent from real or immovable properties", interest from mortgages, or hypothecs, on "real or immovable properties", and dispositions of "real or immovable properties" that are capital properties;
- d) at each time in the taxation year an amount, that is equal to 75% or more of the equity value of the trust at that time, is the amount that is the total fair market value of all properties held by the trust each of which is a real or immovable property that is capital property, an eligible resale property, an indebtedness of a Canadian corporation represented by a banker's acceptance, cash, a deposit in a bank or credit union, or debt issued or guaranteed by the Canadian government or issued by a province, municipal government or certain other qualifying public institutions; and
- e) investments in the trust are, at any time in the taxation year, listed or traded on a stock exchange or other public market.

The SIFT Rules contain specific rules generally permitting a trust to qualify for the REIT Exception where it holds properties indirectly through intermediate entities if each intermediate entity would satisfy the criteria (a) throughout (d) of the REIT Exception in its own right.

For the purpose of the SIFT Rules and the REIT Exception:

- a) "eligible resale property", of an entity, means real or immovable property (other than capital property) of the entity, (i) that is contiguous to a particular real or immovable property that is capital property or eligible resale property, held by the entity or another entity affiliated with the entity, and (ii) the holding of which is ancillary to the holding of the particular property;
- b) "gross REIT revenue" of an entity for a taxation year means the amount, if any, by which the total of all amounts received or receivable in the year (depending on the method regularly followed by the entity in computing the entity's income) by the entity exceeds the total of all amounts each of which is the cost to the entity of a property disposed of in the taxation year;
- c) "qualified REIT property" of a trust at any time means a property held by the trust that at that time is held by the trust and is:
  - i) a "real or immovable property" (as described below) that is capital property, an eligible resale property, an indebtedness of a Canadian corporation represented by a banker's acceptance, cash, a deposit in a bank or credit union, or debt issued or guaranteed by the Canadian government or issued by a province, municipal government or certain other qualifying public institutions;
  - ii) a security of a "subject entity" (as described below) all or substantially all of the gross REIT revenue of which for its taxation year that includes that time, is from maintaining, improving, leasing or managing real or immovable properties that are capital properties of the trust or of an entity of which the trust holds a share or an interest, including real or immovable properties that the trust, or an entity of which the trust holds a share or an interest, holds together with one or more other persons or partnerships;
  - iii) a security of a "subject entity" if the entity holds no property other than (A) legal title to real or immovable properties of the trust or of another subject entity all of the securities of which are held by the trust (including real or immovable property that the trust or the other subject entity holds together with one or more other persons or partnerships), and (B) property described in (iv) below;
  - iv) ancillary to the earning by the trust of gross REIT revenues from rents or dispositions of real or immovable properties that are capital properties, other than (A) an equity of an entity, or (B) a mortgage, hypothecary claim, mezzanine loan or similar obligation.

- d) “real or immovable property” includes generally a security of a trust that satisfies (or of any other entity that would, if it were a trust, satisfy) the criteria (a), (b), (c) and (d) of the REIT Exception (as discussed above) and an interest in certain real property or a real right in certain immovables, but excludes any depreciable property other than a depreciable property included (otherwise than by election) in capital cost allowance (“CCA”) Class 1, 3 or 31, property ancillary to the ownership or utilization of such depreciable property or a lease or leasehold interest in respect of land or such depreciable property;
- e) “rent from real or immovable properties” includes (A) rent or similar payments for the use of or right to use real or immovable properties and (B) payment for services ancillary to the rental of real or immovable properties and customarily supplied or rendered in connection therewith, but does not include (C) any other payment for services supplied or rendered to the tenants of such properties, fees for managing or operating such properties, payment for the occupation, use or right to use a room in a hotel or other similar lodging facility, or rent based on profits; and
- f) “subject entity” means (i) a corporation resident in Canada, (ii) a trust resident in Canada, (iii) a Canadian resident partnership, or (iv) a non-resident person, or a partnership that is not a Canadian resident partnership, the principal source of income of which is one or more sources in Canada.

If the REIT does not qualify for the REIT Exception, the SIFT Regime will apply to the REIT. Application of the SIFT Regime may, depending on the nature of distributions from the REIT, including what portion of its distributions is income and what portion is a return of capital, have a material adverse effect on the after-tax returns of certain Unitholders. Management of the REIT believes that any impact of the SIFT Regime on Unitholders would be significantly mitigated in 2017 due to the large proportion of the distributions which are expected to be made by way of return of capital. Generally, distributions that are characterized as returns of capital are not taxable to Unitholders but serve to reduce the adjusted cost base of a Unitholder’s Units. Since inception, 100% of the REIT’s distributions have been characterized as returns of capital. There is no assurance that this return of capital component will be maintained in the future.

The REIT Exception is applied on an annual basis. Accordingly, if the REIT did not qualify for the REIT Exception in a particular taxation year, it may be possible to restructure the REIT such that it may qualify in a subsequent taxation year. There can be no assurances, however, that the REIT will be able to restructure such that it will not be subject to the tax imposed by the SIFT Regime, or that any such restructuring, if implemented, would not result in material costs or other adverse consequences to the REIT and the Unitholders. Management of the REIT has informed counsel that the REIT intends to take such steps as are necessary to ensure that, to the extent possible, it qualifies for the REIT Exception and any negative effects of the SIFT Regime on the REIT and the Unitholders are minimized. The remainder of this summary assumes that the REIT qualifies for the REIT Exception currently, and that it will so qualify at all material times.

### **Taxation of the REIT**

The taxation year of the REIT is the calendar year. In each taxation year, the REIT is subject to tax under the Tax Act on its income for the year, including net realized taxable capital gains, computed in accordance with the detailed provisions of the Tax Act, less the portion thereof that it deducts in respect of the amounts paid or payable or deemed to be paid or payable in the year to Unitholders. An amount will be considered to be payable to a Unitholder in a taxation year if it is paid to the Unitholder in the year by the REIT or if the Unitholder is entitled in that year to enforce payment of the amount.

The Contract of Trust generally provides that an amount equal to the net income and net realized capital gains of the REIT for a taxation year which has not been previously allocated or distributed to Unitholders during the year and which cannot be sheltered by losses from prior years may be payable to Unitholders of record as of the close of business on the last day of the calendar year and accordingly the REIT should not be subject to tax under Part I of the Tax Act in any year.

The income for purposes of the Tax Act of the REIT may include income realized from the rental of its rental properties; income payable to it by other trusts in which the REIT is beneficially interested, dividends received from corporations in which it holds shares; and any taxable capital gains or recapture of capital cost allowance arising from dispositions by it of properties.

In computing its income for purposes of the Tax Act, the REIT may deduct reasonable administrative costs, interest and other expenses incurred by it for the purpose of earning income from a business or property. The REIT may also deduct from its income for the year a portion of any reasonable expenses incurred by the REIT to issue Units. The portion of such issue expenses deductible by the REIT in a taxation year is 20% of such issue expenses pro rated for a taxation year of the REIT that is less than 365 days.

Losses incurred by the REIT cannot be allocated to Unitholders but may be deducted by the REIT in future years in accordance with the Tax Act.

The Tax Act provides for a special tax, under Part XII.2 which applies to the designated income (including income from Canadian real or immovable property) of certain trusts which have designated beneficiaries (including Non-Resident persons and certain tax exempt persons). This special tax does not apply to a trust for a taxation year if the trust is a mutual fund trust throughout such year. Accordingly, provided the REIT qualifies as a mutual trust fund throughout a taxation year, it will not be subject to the Part XII.2 tax for such taxation year.

## **RISK FACTORS**

There are certain risks inherent in an investment in the Units and in the activities of BTB which investors should carefully consider before investing in the Units, including: public market risk, general risks associated with immovable property ownership, future property acquisitions, Mutual Fund Trust Status, SIFT trust taxation, fluctuations in cash distributions, liquidity, debt financing risk, competition, general uninsured losses, interest rate fluctuations and financing risk, environmental matters, restrictions on redemptions, lack of availability of growth opportunities, reliance on single or anchor tenants, potential Unitholder liability, potential conflicts of interest, reliance on key personnel, availability of cash flow, market price of Units, legal rights attaching to Units, failure to obtain additional financing, dilution, credit risk and changes in legislation.

These risks are described under the heading entitled “Risk Factors” in BTB’s AIF and are incorporated by reference in this short form prospectus.

*The activities of the REIT and an investment in its securities involves other risks and investment considerations. Investors should carefully consider, in light of their own financial circumstances, the factors set out below as well as other information contained or incorporated by reference in this short form prospectus.*

### **Access to Capital and Debt**

The real estate industry is highly capital intensive. Capital is required to (a) maintain properties and fund capital expenditures, (b) refinance mortgage debt, (c) refinance outstanding debentures and (d) fund the growth strategy.

There can be no assurances that the REIT will have access to sufficient capital in the future and on favourable terms to meet these requirements. Failure by the REIT to access required capital could adversely impact the REIT’s financial position and ability to pay distributions to unitholders.

To reduce this risk, the following steps have been taken: (a) maintain the payout ratio at less than 100, (b) begin the mortgage debt refinancing process several months ahead of maturity and aim for a 60% to 65% refinancing level, (c) arrange terms and conditions for repayment of debentures in units and (d) identify properties that can be sold quickly at optimal prices.

### **Fluctuations in Cash Distributions**

A return on an investment in Units is not comparable to the return on an investment in a fixed-income security. The recovery of the initial investment in Units is at risk, and the return on an investment in Units is based on many performance assumptions. Although the REIT intends to distribute its Distributable Income, the actual amount of Distributable Income distributed in respect of Units will depend on numerous factors, including the amount of principal repayments, tenant allowances, leasing commissions, capital expenditures and other factors that may be beyond the control of the REIT. In addition, the market value of the Units may decline if the REIT is unable to provide a satisfactory return to Unitholders. The REIT began operations on October 3, 2006. On that date, the



REIT's operation and real estate portfolio were not yet of a sufficient magnitude to ensure that Distributable Income would cover monthly distributions. The REIT used its excess cash flow and its cash flows from financing activities, to carry out these distributions. Since 2012, Distributable Income fully covers the annual distributions.

The Distributable Income exceeded the cash distributions paid by \$2,066,000 for the six-month period ended June 30, 2017.

There can be no assurance that any of the management of the REIT's expectations will be met and any variation in such factors may significantly impact the value at which the REIT's property portfolio will be able to generate sufficient Distributable Income to exceed its distributions. Unless the REIT generates sufficient cash flows or finds other sources of liquidity, there can be no assurance the REIT will meet the distributions.

While cash flows from operating activities less interest paid are generally sufficient to cover distribution requirements, the timing of expenses (namely property taxes, heating and electricity and snow hauling) and fluctuations in non-cash working capital may result in a temporary shortfall. In these cases, some portion of distributions may come from the REIT's own capital, or financing sources other than cash flows from operations. For the six-month period ended June 30, 2017, the cumulative distribution exceeded the cash flow from operating activities (less interest paid) by \$3,746,000.

### **Geographic Concentration**

The REIT's properties are located in Eastern Ontario and Quebec, making the REIT's performance particularly sensitive to economic changes in Eastern Ontario and Quebec. The market value of REIT's properties, the income generated by the REIT and the REIT's performance are particularly sensitive to changes in the economic condition, regulatory environment and to market specific events, such as new supply of retail and industrial real estate of these regions. Adverse changes in the economic condition, regulatory environment and market specific events of Eastern Ontario and Quebec may have a material adverse effect on the REIT's business, cash flows, financial condition and results of operations and ability to make distributions to holders of Units.

### **Risk Factors Related to the Ownership of Units**

#### *Market Price*

A publicly traded real estate investment trust will not necessarily trade at values determined solely by reference to the underlying value of its real estate assets. Accordingly, the Units may trade at a premium or a discount to values implied by the initial appraisal of the value of its properties or the value of such properties from time to time.

Although the REIT intends to make distributions of its available cash to Unitholders, these cash distributions are not assured. The actual amount distributed will depend on numerous factors including, but not limited to, the REIT's financial performance, debt covenants and obligations, working capital requirements and future capital requirements. The market price of the Units may deteriorate if the REIT is unable to meet its cash distribution targets in the future.

The after-tax return from an investment in Units to Unitholders subject to Canadian income tax will depend, in part, on the composition for tax purposes of distributions paid by the REIT (portions of which may be fully or partially taxable or may constitute non-taxable returns of capital). The composition for tax purposes of those distributions may change over time, thus affecting the after-tax return to Unitholders.

One of the factors that may influence the market price of the Units is the annual yield on the Units. Accordingly, an increase in market interest rates may lead purchasers of Units to demand a higher annual yield which could adversely affect the market price of the Units. Unlike fixed-income securities, there is no obligation of the REIT to distribute to Unitholders any fixed amount and reductions in, or suspensions of, distributions may occur that would reduce yield based on the market price of the Units. In addition, the market price for the Units may be affected by changes in general market conditions, fluctuations in the markets for equity securities, changes in the economic environment and numerous other factors beyond the control of the REIT.

### *Structural Subordination of Units*

In the event of a bankruptcy, liquidation or reorganization of the REIT or any of its Subsidiaries, holders of certain of their indebtedness and certain trade creditors will generally be entitled to payment of their claims from the assets of the REIT and those Subsidiaries before any assets are made available for distribution to the Unitholders. The Units will be effectively subordinated to all of the indebtedness and liabilities of the REIT and its Subsidiaries. Neither the REIT, nor any of its Subsidiaries will be limited in their ability to incur additional secured or unsecured indebtedness.

### **LEGAL MATTERS**

Certain legal matters in connection with the issuance of the Units offered hereby will be passed upon on behalf of the REIT by De Grandpré Chait LLP and on behalf of the Underwriters by Stikeman Elliott LLP. As of the date of this short form prospectus, partners and associate lawyers of De Grandpré Chait LLP, as a group, and partners and associate lawyers of Stikeman Elliott LLP as a group, each owned, beneficially or of record, less than 1% of the outstanding Units.

### **AUDITORS, TRANSFER AGENT AND REGISTRAR**

The auditors of the REIT are KPMG LLP, 600 de Maisonneuve Blvd. West, Suite 1500, Montreal, Québec, H3A 0A3, and they are independent with respect to the REIT within the meaning of the relevant rules and related interpretations prescribed by the relevant bodies in Canada.

The registrar and Transfer Agent for the Units is Computershare Investor Services Inc., at its principal offices in Montreal and Toronto.

### **PURCHASERS' STATUTORY RIGHTS**

Securities legislation in certain of the provinces of Canada provides purchasers with the right to withdraw from an agreement to purchase securities. This right may be exercised within two business days after receipt or deemed receipt of a prospectus and any amendment. In several of the provinces, the securities legislation further provides a purchaser with remedies for rescission, price revision or, in some jurisdictions, damages if the prospectus and any amendment contains a misrepresentation or is not delivered to the purchaser, provided that the remedies for rescission or damages are exercised by the purchaser within the time limit prescribed by the securities legislation of the purchaser's province. The purchaser should refer to any applicable provisions of the securities legislation of the purchaser's province for the particulars of these rights or consult with a legal adviser.

**CERTIFICATE OF THE REIT**

Dated: October 16, 2017

This short form prospectus, together with the documents incorporated by reference, constitutes full, true and plain disclosure of all material facts relating to the securities offered by this short form prospectus as required by the securities legislation of each of the provinces of Canada.

**BTB REAL ESTATE INVESTMENT TRUST**

*(s) Michel Léonard*

\_\_\_\_\_  
Michel Léonard  
President and Chief Executive Officer

*(s) Benoit Cyr*

\_\_\_\_\_  
Benoit Cyr  
Vice President and Chief Financial Officer

**ON BEHALF OF THE TRUSTEES**

*(s) Jocelyn Proteau*

\_\_\_\_\_  
Jocelyn Proteau  
Trustee

*(s) Jean-Pierre Janson*

\_\_\_\_\_  
Jean-Pierre Janson  
Trustee

**CERTIFICATE OF THE UNDERWRITERS**

Dated: October 16, 2017

To the best of our knowledge, information and belief, this short form prospectus, together with the documents incorporated in the prospectus by reference, constitutes full, true and plain disclosure of all material facts relating to the securities offered by this short form prospectus as required by the securities legislation of each of the provinces of Canada.

**NATIONAL BANK FINANCIAL INC.**

By: (s) Benoit Véronneau  
Benoit Véronneau

**TD SECURITIES INC.**

By: (s) Hany Tawfik  
Hany Tawfik

**LAURENTIAN BANK SECURITIES INC.**

By: (s) Mathieu Séguin  
Mathieu Séguin

**RAYMOND JAMES LTD.**

By: (s) Lucas Atkins  
Lucas Atkins

**SCOTIA CAPITAL INC.**

By: (s) Charles Vineberg  
Charles Vineberg

**ECHELON WEALTH PARTNERS INC.**

By: (s) David Cusson  
David Cusson

**GMP SECURITIES L.P.**

By: (s) Éric Desrosiers  
Éric Desrosiers

**INDUSTRIAL ALLIANCE SECURITIES INC.**

By: (s) Dennis Kunde  
Dennis Kunde

**EIGHT CAPITAL INC.**

By: (s) John Esteireiro  
John Esteireiro