

SUMMIT INDUSTRIAL INCOME REIT

Management's Discussion & Analysis

For the three and nine months ended September 30, 2013

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MANAGEMENT DISCUSSION AND ANALYSIS
For the three and nine months ended SEPTEMBER 30, 2013

The following Management's Discussion and Analysis ("MD&A") of Summit Industrial Income Real Estate Investment Trust's ("Summit II" or the "Trust" or the "REIT") results of operations and financial condition for the three and nine months ended September 30, 2013 should be read in conjunction with the REIT's unaudited condensed consolidated interim financial statements for the three and nine months ended September 30, 2013. Information provided in this MD&A is as of November 13, 2013.

FORWARD-LOOKING INFORMATION ADVISORY

Certain statements in this MD&A are "forward-looking statements" within the meaning of applicable securities laws. These statements reflect management's expectations regarding Summit II's future growth, results of operations, performance and business prospects and opportunities including expectations for the current financial year, and include, but are not limited to, statements with respect to management's beliefs, plans, estimates and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Statements that contain the words such as "could", "should", "would", "can", "anticipate", "expect", "does not expect", "believe", "plan", "budget", "schedule", "estimate", "intend", "project", "will", "may", "might", "continue" and similar expressions or statements relating to matters that are not historical factors, constitute forward-looking statements. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management.

These statements are not guarantees of future events or performance and, by their nature, are based on Summit II's current estimates and assumptions, which are subject to significant risks and uncertainties. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements including, but not limited to, risks associated with real property ownership, debt financing, interest and financing, capital requirements, credit risk, general uninsured losses, developments, future property acquisitions, competition for real property investments, environmental matters, land leases, potential conflicts of interest, governmental regulations, the relative illiquidity of real property, taxation and reliance on key personnel. These risks, and others, are more fully discussed under the "Risk Factors" section of this MD&A. Material factors and assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking information may include, but are not limited to: relatively low and stable interest costs; access to equity and debt capital markets to fund, at acceptable costs, the future growth of Summit II and to enable it to refinance debts as they mature; Summit II's ability to maintain occupancy and to lease or re-lease space at current or anticipated rents; and the availability of purchase opportunities for growth in Canada. Summit II has attempted to identify important factors that could cause actual results, performance or achievements to be other than as expected or estimated and that could cause actual results, performance or achievements to differ materially from current expectations. These factors are not intended to represent a complete list of the factors that could affect Summit II. Although the forward-looking statements contained in this MD&A are based upon what management believes to be reasonable assumptions, Summit II cannot assure investors that actual results will be consistent with these forward looking statements.

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The forward-looking statements contained herein are expressly qualified in their entirety by this cautionary statement and readers should not place undue reliance on such forward-looking statements. In addition, certain statements included in this MD&A may be considered “financial outlook” for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than in this MD&A. These forward-looking statements are made as at the date of this MD&A and Summit II assumes no obligation to update or revise them to reflect new events or circumstances unless otherwise required to do so by applicable securities legislation.

Summit II’s other regulatory filings are available on SEDAR at www.sedar.com.

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SECTION I – OVERVIEW VISION AND STRATEGY

OVERVIEW

Summit Industrial Income REIT (“Summit II”, the “Trust”, or the “REIT”), formerly known as Proventure Income Fund (“Proventure”), is an unincorporated mutual fund trust governed by the laws of the Province of Ontario pursuant to the terms of its amended and restated Declaration of Trust dated November 9, 2012 (the “Declaration of Trust”). Summit II’s units are publicly traded on the Toronto Stock Venture Exchange under the symbols SMU.UN. On October 17, 2013 the REIT announced that it had received conditional approval to list its units on the Toronto Stock Exchange (“TSX”). Effective November 11, 2013, the REIT transitioned from the TSX Venture Exchange to the TSX under the same trading symbol.

Summit II is focused primarily on the light industrial segment of the Canadian real estate industry. As at September 30, 2013, Summit II’s property portfolio was comprised of 26 properties totalling 3,117,678 square feet of gross leasable area (“GLA”) with a net book value of approximately \$289 million.

NON-IFRS FINANCIAL MEASURES

Readers are cautioned that certain terms used in this MD&A such as Funds from operation (“FFO”), Adjusted Funds from Operations (“AFFO”), Net Operating Income (“NOI”) and any related per unit amounts used by management to measure, compare and explain the operating results and financial performance of the Trust do not have any standardized meaning prescribed under IFRS and, therefore, should not be construed as alternatives to net income or cash flow from operating activities calculated in accordance with IFRS. Such terms do not have a standardized meaning prescribed by IFRS and may not be comparable to similarly titled measures presented by other publicly traded entities.

SIGNIFICANT ACCOUNTING POLICIES

Summit II’s MD&A is based on its interim consolidated financial statements which have been prepared in accordance with IFRS. Summit II’s significant account policies are described in Note 3 to its audited Consolidated Financial Statements for the year ended December 31, 2012 and 2011.

The preparation of financial statements requires Summit II to make estimates and judgments that affect the reported results. For a detailed discussion of the critical estimates refer to Note 2 to its Consolidated Financial Statements for the year ended December 31, 2012, and 2011.

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SUMMIT II'S BUSINESS, VISION AND STRATEGY

SUMMIT'S II BUSINESS

Primary Investment

Light Industrial Segment

Summit II is focused on the light industrial sector of the Canadian real estate industry. Light industrial properties are generally one-story properties located in or near major cities. The properties house such activities as warehousing and storage, light assembly and shipping, call centers and technical support, professional services and a number of other similar uses. There are no significant heavy industrial activities conducted in the properties owned by Summit II.

Summit II has selected this focus due to the solid fundamentals of the Canadian light industrial real estate sector, including low market rent volatility, reduced operating costs and typically generic-use space that is highly marketable. In addition, the scale and diversity of the tenant base occupying light industrial properties is broad and generally tracks the overall economy, reducing risk and providing predictable and consistent cash flow. Finally, capital expenditure and maintenance requirements, leasehold improvement and tenant inducement costs are relatively low compared to other types of real estate.

SUMMIT II'S VISION AND STRATEGY

Summit II mission is to provide "best-in-class" services to its tenants while delivering solid, stable, and secure returns to its unitholders. Over the long term, Summit II is dedicated to maximizing funds from operations through effective property management, realizing on efficiencies and synergies from critical mass, accretive acquisitions, innovative financings and selective development opportunities.

To achieve these goals, Summit II has developed the following key objectives:

1. *To produce superior, dependable returns over the long term for its Unitholders.*

To meet this objective Summit II plans to generate accretive growth while purchasing properties at values that are at or below replacement cost. Summit II also intends to maximize, over time, available development and expansion opportunities on its existing properties and, through a mortgage-backed mezzanine financing program, undertake development projects through third parties. In the pursuit of generating increasing funds from operations, Summit II plans to maximize operating synergies and to increase economies of scale. Summit II's goal is to achieve growth in Funds from Operations over the long term.

2. *To be the leading industrial landlord in its chosen markets.*

By building critical mass in its chosen markets, Summit II plans to capture increasing economies of scale and operating synergies to grow its Funds from Operations. Further, Summit II will continue to create diversity in its tenant base and industrial inventory to accommodate changing

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tenant needs. In addition, Summit II is consistently presented with acquisition opportunities by sellers of industrial real estate.

To meet its growth objective, Summit II will continue to acquire light industrial properties, to expand GLA in its owned properties based on tenant demand, and to grow through direct and third party development projects. Management is confident through its strong relationships with its lenders and the ability it has demonstrated to access the capital markets that it will generate sufficient capital to meet its growth targets over the long term.

3. *To be the top manager of real estate in Canada.*

Summit II plans to accomplish its vision to be a “best-in-class” service provider to tenants through innovative programs that focus on tenant retention, real estate leasing broker loyalty, standardization of operations, operating efficiency, and proactive employee management.

By strengthening its reputation as a leading service provider and continuing to meet the needs of its tenants, Summit II will enhance portfolio occupancy, average monthly rents and tenant retention over the long term. Retaining a tenant is much more efficient and much less expensive than attracting a new tenant to a vacant space. High occupancies and strong tenant retention ratios assist in maximizing cash flow from Summit II’s income properties.

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FINANCIAL AND OPERATING HIGHLIGHTS

(in Thousands of Canadian dollars) (except where noted)	Three months September 30, 2013	Three months September 30, 2012	Nine Months September 30, 2013	Nine Months September 30, 2012
Portfolio Performance				
Occupancy ⁽¹⁾	99.3%	95.2%	99.3%	95.2%
Operating revenues	6,139	306	14,477	827
Net operating income (NOI)	4,634	311	11,162	743
Operating Performance				
Funds from operations (FFO)	2,866	33	6,810	128
FFO per Unit (basic)	\$ 0.158	\$ 0.035	\$ 0.432	\$ 0.171
Adjusted funds from operations (AFFO)	2,595	33	6,258	128
AFFO per Unit (basic)	\$ 0.144	\$ 0.035	\$ 0.397	\$ 0.171
Weighted average number of Units	18,083	940	15,759	750
Cash distributions declared	2,214	-	5,156	13,346
Cash distributions declared per Unit (basic)	\$ 0.1224	\$ -	\$ 0.2856	\$ 1.70
Cash distributions paid ⁽²⁾	1,969	-	3,885	13,346
Proceeds from Units issued under DRIP plan ⁽²⁾	242	-	533	-
FFO payout ratio without DRIP benefit ⁽²⁾	77.2%	N/A	66.1%	N/A
FFO payout ratio with DRIP benefit ⁽²⁾	68.7%	N/A	57.0%	N/A
AFFO payout ratio without DRIP benefit ⁽²⁾	85.3%	N/A	71.9%	N/A
AFFO payout ratio with DRIP benefit ⁽²⁾	75.9%	N/A	62.1%	N/A
Liquidity and Leverage				
Total assets	298,483	61,949	298,483	61,949
Total debt to gross book value	60.3%	40.7%	60.3%	40.7%
Weighted average mortgage interest rate	3.68%	4.02%	3.68%	4.02%
Weighted average mortgage term (years)	5.2 years	2.8 years	5.2 years	2.8 years
Debt service coverage (times)	1.97 times	N/A	2.06 times	N/A
Interest coverage (times)	2.87 times	N/A	2.88 times	N/A
Other				
Properties acquired ⁽³⁾	3	3	18	3
Non-core properties disposed	-	-	2	14

⁽¹⁾ Approximately 103,529 square feet (3% of total GLA) Head Lease space has been leased to date. Negotiations are under way for 147,648 square feet (5% of total GLA) leaving 35,675 square feet (1% of total GLA) under head lease.

⁽²⁾ On March 15, 2013, the Trust announced a cash distribution policy to pay \$0.0408 per Trust Unit. The first cash distribution was paid on April 15, 2013 to Unitholders of record on March 29, 2013.

⁽³⁾ Property acquisitions in 2012 occurred on September 27, 2012.

Recent Highlights:

- Q3 FFO payout ratio improves to 77.2% and 66.1% through the three and nine months of 2013
- Strong 85.3% AFFO payout ratio in Q3, 2013, 71.9% through first nine months of 2013
- Renewed 146,192 square feet of non-head lease space; including a significant portion of 2014 renewals leaving 80,845 square feet remaining for 2014
- Actual Q3 results continue on target with February 13, 2013 Short Form Prospectus forecast
- Increased revolving credit facility to \$68 million from \$55 million.

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- Completed acquisition of a portfolio of three light industrial properties aggregating 446,379 square feet of gross leasable area located in Brampton and Barrie, Ontario and Laval, Quebec for approximately \$37.4 million.
- Subsequent to the quarter end, completed acquisition of a portfolio of three light industrial properties aggregating 206,613 square feet of GLA and one fully-occupied office building with 20,859 square feet in the Greater Montreal Region for approximately \$15.3 million.
- Completed financing for the above acquisitions with \$26.5 million in new five-year mortgages with a weighted average interest rate of 3.85%, the assumption of an existing \$5.4 million mortgage, with the balance in cash.
- Trust Units moved to the Toronto Stock Exchange effective November 11, 2013

SECTION II – KEY PERFORMANCE INDICATORS

Summit II measures the long-term success of its strategies through a number of key financial and operating performance indicators as described below:

FINANCIAL INDICATORS

FUNDS FROM OPERATIONS

Management has determined Funds from Operations (“FFO”) to be a useful measure of operating performance as it focuses on cash flow from operating activities. FFO is net income (computed in accordance with IFRS), excluding extraordinary items, amortization expense, future income taxes and after adjustments for equity-accounted for entities and non-controlling interests. Management will strive to increase FFO over the long term.

ADJUSTED FUNDS FROM OPERATIONS

Adjusted Funds from Operations (“AFFO”) is defined as FFO net of actual leasing commissions, tenant improvements, capital expenditures that maintain the current rental operations, and straight-line rent. Management considers leasing activities and capital expenditures to be fundamental to the operating activities of the REIT in order to maintain the current level of rental operations, and is not a discretionary investment. Management has excluded from the calculation of AFFO those capital expenditures and leasing costs that relate to the generation of a new rental stream. Management also considers AFFO to be an effective measure of the cash generated from operations and is a measure of the REIT’s ability to pay distributions.

NET OPERATING INCOME

Net operating income “NOI” is a generally accepted proxy for operating cash flow and represents earnings before interest expense, income tax expense, amortization expense, plus losses / less any gains on disposition of property, and excluding non-recurring items, such as asset impairment or unrealized gains/losses that may occur under IFRS.

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CASH DISTRIBUTIONS PER UNIT

The Trust announced on March 15, 2013 a cash distribution policy to pay \$0.0408 per Trust unit on a monthly basis to unitholders, aggregating \$0.4896 per Trust Unit on an annual basis. Summit II is focused on increasing distributions to its unitholders over the long term. Management intends to accomplish this goal by increasing the net cash flow generated from its real estate assets over the long term.

ADJUSTED FUNDS FROM OPERATIONS PAYOUT RATIO

To ensure it retains sufficient cash to meet its capital improvement and leasing objectives, Summit II will strive to maintain its AFFO Payout Ratio (cash distributions per unit divided by adjusted funds from operations per unit) in the range of 90% and 95%.

DEBT LEVERAGE RATIO

A conservative leverage ratio mitigates unitholders' risk. Summit II measures its debt leverage ratio in accordance with its Declaration of Trust. Leverage is calculated as the sum of mortgages payable, convertible debentures, preferred units payable, unsecured debentures and bank loans payable divided by the book value of total assets. The maximum permitted debt leverage ratio under the Declaration of Trust is 65%. While expanding its portfolio, Summit II intends to maintain its leverage ratio in the mid-50% range over the long term.

OPERATING INDICATORS

TENANT RETENTION

Summit II places a very high value on tenant retention, as the cost to retain a tenant is typically lower than the cost to attract a new one. When a tenant is retained, lost rent due to unoccupied space is eliminated and leasing commissions and tenant inducements are typically lower than the cost of putting new tenants in place. Over the long term, Summit II will continue to aim at an annualized target of 75% tenant retention level.

OCCUPANCY

Consistently high occupancies also generate greater cash flow over the long term. Through its proactive property management and leasing activities, management anticipates maintaining occupancy at levels higher than the average occupancy in each of the markets in which it operates. Economic "full occupancy" in a light industrial portfolio is realistically at a level less than 100% due to the fact that there will always be some vacancy in the portfolio due to tenant turnover or during the time certain properties are under development or renovation.

AVERAGE RENTS

Increasing average cash rents contributes to higher funds from operations. Annual contractual increases in rent are beneficial to tenants in managing their costs, as significant rental increases at maturity are avoided and replaced with a predictable expenditure pattern. Summit II intends to negotiate annual increases in rent in the majority of new lease transactions and renewals. The collection of rents is

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enhanced by Summit II's preauthorized payment program, which provides administrative efficiencies to both Summit II and its tenants, as well as providing more consistent cash flow and reducing exposure to delinquent accounts.

LEASE PORTFOLIO MANAGEMENT

As noted above, a high tenant retention ratio is strongly valued at Summit II. A properly balanced lease maturity schedule facilitates maintaining higher occupancies and spreads leasing costs more predictable over future years. Summit II will endeavor to have no more than 15% of its leases maturing in any one year.

CAPITAL EXPENDITURES

Through its focused capital expenditure program, Summit II anticipates maintaining its properties so they remain functional and competitive within their respective geographic markets. Based on its current capital program, Summit II plans to spend \$0.15 to \$0.20 per square foot per annum on non-recoverable capital expenditures.

CAPABILITY TO DELIVER RESULTS

Summit II is confident that it has the management team, asset base, access to investment opportunities and access to capital to meet its objectives. The achievement of Summit II's objectives is partially dependent on successful mitigation of business risks. Summit II believes it has identified and mitigated such risks to the extent practical and is committed to identifying and implementing the actions required in achieving its strategy.

Management's capabilities and the business risks that must be managed are discussed in Summit II's Annual Information Form dated May 21, 2013.

Certain statements above may be forward-looking and readers are cautioned that such statements are subject to certain risks and uncertainties that could cause actual results, performance or achievements of Summit II, or industry results, expressed or implied by such forward-looking statements to differ materially from those contained in such forward-looking statements – see "Forward-Looking Disclaimer" on page 1.

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SECTION III – FINANCIAL RESULTS

SUMMARY OF QUARTERLY RESULTS

The summary of quarterly results for the past eight quarters is as follows:

(in Thousands of Canadian dollars)				
(except per unit amounts)	September 30, 2013 ⁽²⁾	June 30, 2013 ⁽²⁾	March 31, 2013 ⁽²⁾	December 31, 2012
Revenue from income properties	6,139	5,655	2,683	1,670
Net operating income (NOI)	4,634	4,419	2,109	1,237
Net income	3,028	2,725	1,229	7,704
Funds from operations (FFO)	2,866	2,715	1,229	778
Adjusted funds from operations (AFFO)	2,595	2,502	1,161	720
Earnings (loss) per unit - Basic	\$ 0.167	\$ 0.151	\$ 0.111	\$ 1.118
FFO per unit	\$ 0.158	\$ 0.151	\$ 0.111	\$ 0.113
AFFO per unit	\$ 0.144	\$ 0.139	\$ 0.105	\$ 0.104
Weighted average units outstanding ⁽²⁾				
Basic	18,083	18,029	11,094	6,893
Diluted	18,083	18,029	11,094	6,893

(in Thousands of Canadian dollars)				
(except per unit amounts)	September 30, 2012	June 30, 2012 ⁽¹⁾	March 30, 2012 ⁽¹⁾	December 31, 2011 ⁽¹⁾
Revenue from income properties	306	263	258	858
Net operating income (NOI)	311	185	247	857
Net income	768	18	77	(137)
Funds from operations (FFO)	33	18	77	(156)
Adjusted funds from operations (AFFO)	33	18	77	(156)
Earnings (loss) per unit - Basic	\$ 0.817	\$ 0.028	\$ 0.118	\$ (0.210)
FFO (loss) per unit	\$ 0.035	\$ 0.028	\$ 0.118	\$ (0.239)
AFFO (loss) per unit	\$ 0.035	\$ 0.028	\$ 0.118	\$ (0.239)
Weighted average units outstanding ⁽²⁾				
Basic	940	654	654	652
Diluted	940	654	654	661

⁽¹⁾ Restated for change in accounting policy. Refer to Note 2 to the Audited Consolidated Financial Statements for the year ended December 31, 2012 and 2011.

⁽²⁾ A unit consolidation was completed in January 2013, where the REIT consolidated all of its issued and outstanding units on the basis of one post consolidation Unit for every twelve pre-consolidation Unit.

Revenues from income producing properties increased by 7% to \$6.1 million during the third quarter of 2013, compared to \$5.7 million in the previous quarter. During the third quarter of 2013, Summit II expanded its property portfolio by acquiring 446,379 square feet of industrial property in Ontario, and Quebec on August 29, 2013.

Net Operating Income (NOI) rose 5% to \$4.6 million in the third quarter of 2013 compared to \$4.4 million in the second quarter of the year and \$0.3 million in the third quarter of 2012. For the first nine months of 2013 NOI was \$11.2 million compared to \$0.7 million last year.

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Net income rose by 11% to \$3.0 million during the third quarter, compared to \$2.7 million in the previous quarter. During the third quarter of 2013 an appraised fair value increase of \$162 thousand was recorded as compared to \$10 thousand during the second quarter of 2013 and \$6.9 million during the fourth quarter ended December 2012. During the third quarter the properties were valued internally by the REIT utilizing certain key assumptions, including rental income, operating expenses, vacancies, and available market information related to the sale of similar buildings within the same geographic locations.

Funds from Operations (FFO) for the three months ended September 30, 2013 increased 7% to \$2.9 million (\$0.158 per Unit) compared to \$2.7 million (\$0.151 per Unit) for the quarter ended June 30, 2013. Adjusted Funds from Operations (AFFO) in the third quarter of 2013 rose by 4% to \$2.6 million (\$0.144 per Unit) from \$2.5 million (\$0.139 per Unit) in the second quarter of the year. The increase in FFO and AFFO in 2013 is due to the contribution from acquisitions completed over the last thirteen months, improved occupancies and strong leasing activities.

The REIT's growth has been highly accretive as, despite the 63.0% increase in the weighted average number of Units outstanding since the first quarter of 2013, FFO per Unit and AFFO per Unit have increased 42.3% and 37.1 %, respectively.

The following is a summary of key financial information for the three and nine months ended September 30, 2013 and 2012 (see SECTION II – KEY PERFORMANCE INDICATORS for a description of the key terms):

(in Thousands of Canadian dollars) (except per unit amounts)	3 months 2013 ⁽¹⁾	3 months 2012 ⁽²⁾	9 months 2013 ⁽¹⁾	9 months 2012 ⁽²⁾
Revenue from income properties	6,139	306	14,477	827
Property operating expenses	1,505	(5)	3,315	84
Net operating income (NOI)	4,634	311	11,162	743
Interest expense	1,460	115	3,423	346
Net income	3,028	768	6,982	863
Net income per unit - Basic ⁽¹⁾	\$ 0.167	\$ 0.817	\$ 0.443	\$ 1.150
Net income per unit - Diluted ⁽¹⁾	\$ 0.167	\$ 0.817	\$ 0.443	\$ 1.150
Funds from operations (FFO)	2,866	33	6,810	128
FFO per unit - basic ⁽¹⁾	\$ 0.158	\$ 0.035	\$ 0.432	\$ 0.171
Adjusted funds from operations (AFFO)	2,595	33	6,258	128
AFFO per unit ⁽¹⁾	\$ 0.144	\$ 0.035	\$ 0.397	\$ 0.171
Distributions declared to Unitholders	2,214	-	5,156	13,346
Distributions per unit declared to Unitholders	\$ 0.1224	\$ -	\$ 0.2856	\$ 1.70
Distributions paid ⁽³⁾	1,969	N/A	3,885	13,346
Proceeds from units issued under the DRIP plan ⁽³⁾	242	N/A	533	N/A
FFO payout ratio without DRIP benefit ⁽³⁾	77.2%	N/A	66.1%	N/A
FFO payout ratio with DRIP benefit ⁽³⁾	68.7%	N/A	57.0%	N/A
AFFO payout ratio without DRIP benefit ⁽³⁾	85.3%	N/A	71.9%	N/A
AFFO payout ratio with DRIP benefit ⁽³⁾	75.9%	N/A	62.1%	N/A
Weighted average units outstanding	18,083	940	15,759	750
Units issued and outstanding at the end of the period	18,101	6,893	18,101	6,893

⁽¹⁾ A unit consolidation was completed in January 2013 where the REIT consolidated all of its issued and outstanding units on the basis of one post consolidation Unit for every twelve pre-consolidation Unit. As well, 11,120,000 units were issued February 26, 2013 on completion of a public offering.

⁽²⁾ Restated for change in accounting policy. Refer to Note 2 to the Audited Consolidated Financial Statements for the year ended December 31, 2012 and 2011.

⁽³⁾ On March 15, 2013, the Trust announced a cash distribution policy to pay \$0.0408 per Trust Unit. The first cash distribution was paid on April 15, 2013, to Unitholders of record on March 29, 2013.

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REVENUE, PROPERTY OPERATING EXPENSES, NOI, INTEREST

Revenue from income producing properties for the three month period ended September 30, 2013, increased to \$6.1 million from \$0.3 million in the same period last year. The portfolio GLA was 3,117,678 square feet for the period ending September 30, 2013, compared to 507,997 the same period last year. Revenues for the nine months ended September 30, 2013 increased to \$14.5 million in 2013 compared to \$0.8 million in 2012. The increase in revenues is primarily due to the acquisition of light industrial properties over the last thirteen months. The acquisition of three properties in 2012 was completed on September 27, 2012. Prior to that date, there were only three properties contributing to the portfolio.

Due to the increase in revenues, net operating income for the three months ended September 2013 increased to \$4.6 million compared to \$0.3 million in 2012. For the nine months ended September 30, 2013, net operating income rose to \$11.2 million from \$0.7 million last year. Property operating expenses increased to \$1.5 million and \$3.3 million for the three and nine months ended September 30, 2013 respectively compared to (\$5) thousand and \$84 thousand in 2012 due to the increase in the property portfolio and the nature of the leases in place related to the properties sold earlier in the year. Early in 2012, and in prior years, leases in place were triple net whereas, leases under the Acquisition properties are ones where the landlord pays the expenses and then recovers from the tenant.

Interest expense increased in the third quarter of 2013 to \$1.5 million from \$115 thousand in 2012. For the nine months ended September 30, 2013, interest expense rose to \$3.4 million compared to \$346 thousand last year. The increase in debt outstanding is a result of the acquisitions completed over the last thirteen months ending September 30, 2013. Mortgage financings of \$90.6 million, with terms between five to seven years at an average rate of 3.63%, were obtained to fund the property acquisitions during the first quarter of 2013. During the three month period ended September 30, 2013 acquisitions, approximately \$16.4 million in new mortgage financing was obtained at a rate of 3.85%. Also on the acquisitions, mortgages of \$5.4 million assumed at a rate of 5.22% were marked to market at a rate of 3.85% for a premium of \$152 thousand.

Net income increased to \$3.0 million and \$7.0 million for the three and nine months ended September 30, 2013, respectively as compared to \$768 thousand and \$863 thousand for the same period last year. The increase is primarily due to the growth in the portfolio over the last thirteen months.

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FUNDS FROM OPERATIONS, ADJUSTED FUNDS FROM OPERATIONS

The Trust's FFO and AFFO per unit are calculated as follows:

(in Thousands of Canadian dollars)	3 months		3 months		9 months		9 months	
For the three and six months ended June 30	2013		2012		2013		2012	
Net Income	\$	3,028	\$	768	\$	6,982	\$	863
<i>adjustments</i>								
Fair value adjustments to investment properties		(162)		(735)		(172)		(735)
FFO	\$	2,866	\$	33	\$	6,810	\$	128
<i>adjustments</i>								
Straight lining of rents		(137)		-		(369)		-
Leasing costs		(134)		-		(183)		-
AFFO	\$	2,595	\$	33	\$	6,258	\$	128
FFO per unit	\$	0.158	\$	0.035	\$	0.432	\$	0.171
AFFO per unit	\$	0.144	\$	0.035	\$	0.397	\$	0.171
Distributions declared to Unitholders ⁽¹⁾		2,214		-		5,156		13,346
Distributions per unit declared to Unitholders	\$	0.1224	\$	-	\$	0.2856	\$	1.70
Cash distributions paid		1,969		-		3,885		13,346
FFO payout ratio without DRIP benefit ⁽²⁾		77.2%		N/A		66.1%		N/A
FFO payout ratio with DRIP benefit ⁽²⁾		68.7%		N/A		57.0%		N/A
AFFO payout ratio without DRIP benefit ⁽²⁾		85.3%		N/A		71.9%		N/A
AFFO payout ratio with DRIP benefit ⁽²⁾		75.9%		N/A		62.1%		N/A
Weighted average number of units outstanding		18,083		940		15,759		750
Units issued and outstanding at the end of the period		18,101		6,893		18,101		6,893

⁽¹⁾ On January 23, 2012, the Trust paid a special distribution to Unitholders using proceeds from the sale of 14 properties that were sold on January 2, 2012.

⁽²⁾ On March 15, 2013, the Trust announced a cash distribution policy to pay \$0.0408 per Trust Unit. The first cash distribution was paid on April 15, 2013, to Unitholders of record on March 29, 2013.

For the three and nine months ended September 30, 2013, FFO was \$2.9 million (\$0.158 per unit) and \$6.8 million (\$0.432 per unit) respectively compared to \$33,000 (\$0.035 per unit) and \$128,000 (\$0.171 per unit) during the same period in 2012. Adjusted Funds from Operations for the three and nine months ended September 30, 2013, was \$2.6 million (\$0.144 per unit) and \$6.3 million (\$0.397 per unit) respectively compared to \$33,000 (\$0.035 per unit) and \$128,000 (\$0.171 per unit) during the same period in 2012. The increases in FFO and AFFO per unit were due primarily to the growth in the portfolio over the past thirteen months, improved occupancies and strong leasing activities. The majority of leasing costs incurred to date are related to tenant leases that will commence early in 2014.

The REIT's AFFO payout ratio was 85.3% through the third quarter of 2013, well ahead of the 95% forecast in its February 2013 offering prospectus. Including the benefit of the REIT's DRIP program, the effective cash payout ratio was a conservative 75.9% in the quarter. For the nine months ended September 30, 2013, the AFFO payout ratio was 71.9%, or 62.1% including the benefit of the REIT's DRIP program.

On January 28, 2013, the REIT consolidated all of its issued and outstanding units on the basis of one post consolidation unit for every twelve pre-consolidation unit (the "Consolidation") held as of the record date for the Consolidation. The Consolidation was effected after receiving approval from the unitholders at a special meeting of unitholders held on January 16, 2013 and after receiving approval

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from the TSXV. As at September 30, 2013, there were 18,101,349 units issued and outstanding compared to 6,893,137 at September 30, 2012. The weighted average number of units at September 30, 2013 was 15,759,220 compared to 750,315 for the same period in 2012.

COMPARISON TO FORECAST

The forecast included in the February 13, 2013 Short Form Prospectus was prepared for the three month periods ending May 31, 2013 and August 31, 2013. The table below compares actual results to forecast.

(in Thousands of Canadian dollars) (except per unit amounts) As at	Actual 3 months ended Aug -13	Forecast 3 months ended Aug - 13	Variance	Actual 6 months ended Aug -13	Forecast 6 months ended Aug - 13	Variance
Rentals from investment properties	\$ 5,826	\$ 6,351	\$ (525)	\$ 11,055	\$ 12,720	\$ (1,665)
Operating expenses	1,388	1,997	609	2,524	3,984	1,460
Net rental income	4,438	4,354	84	8,531	8,736	(205)
Other income and expenses						
Finance income	2	-	2	9	-	9
Gain on sale of investment properties & other assets	(8)	-	(8)	61	-	61
	(6)	-	(6)	70	-	70
Other Expenses						
General & administrative	430	323	(107)	759	646	(113)
Finance Costs	1,358	1,352	(6)	2,623	2,711	88
	1,788	1,675	(113)	3,382	3,357	(25)
Income for the period before income taxes and fair value adjustments to investment properties	2,644	2,679	(35)	5,219	5,379	(160)
Income Taxes						
Income before fair value adjustments to investment properties	2,644	2,679	(35)	5,219	5,379	(160)
Fair value adjustment to investment properties	10	-		10	-	
Net income	\$ 2,654	\$ 2,679	\$ (35)	\$ 5,229	\$ 5,379	\$ (160)
Earnings per unit						
Basic	\$ 0.15	\$ 0.15	(0.00)	\$ 0.34	\$ 0.30	0.04
Diluted	\$ 0.15	\$ 0.15	(0.00)	\$ 0.34	\$ 0.30	0.04
FFO - (Income before income taxes and fair value adjustments above)	\$ 2,644	\$ 2,679	\$ (35)	\$ 5,219	\$ 5,379	\$ (160)
Add / (Deduct)						
Straight Line rent	(139)	(150)	11	(276)	(293)	17
Tenant inducements and leasing costs reserve	(49)	(138)	89	(49)	(275)	226
Capital expenditures	-	(73)	73	-	(146)	146
AFFO	\$ 2,456	\$ 2,318	\$ 138	\$ 4,894	\$ 4,665	\$ 229

When comparing actual to forecast, the results for the 3 months period ended August 31, 2013, are consistent with forecast. When comparing actual to forecast, the 6 months ended variances in net rental income and finance costs are primarily due to the timing of the acquisition closing dates. The forecast assumed all properties within the acquisition portfolio would have occurred by March 1, 2013. However, as indicated in the acquisitions table, these transactions occurred up to March 13, 2013.

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LIQUIDITY AND CAPITAL RESOURCES

The major changes to Summit II's balance sheet as at September 30, 2013, compared to the prior year-end reflect the property acquisitions, dispositions, debt assumptions and equity offering during the nine months of 2013.

(in Thousands of Canadian dollars) (except per unit amounts) As at	September 30, 2013 ⁽²⁾	December 31, 2012 ⁽¹⁾
Total assets	298,483	81,571
Total debt (loans and borrowings and preferred units payable)	179,847	38,299
Total equity	112,919	41,064
Weighted average units outstanding ^{(1) (2)}	15,759	2,294
Debt to fair value (including preferred units payable)	60.3%	47.0%
Interest coverage ratio	2.88	2.40
Debt service coverage ratio ⁽³⁾	2.06	2.39
Weighted average interest rate (including credit facility)	3.63%	4.02%
Portfolio occupancy	99.3%	97.0%

⁽¹⁾ Per unit amounts are prior to the unit consolidation completed in January 2013 where the REIT consolidated all of its issued and outstanding units on the basis of one post consolidation Unit for every twelve pre-consolidation Unit.

⁽²⁾ Per unit amounts consider the unit consolidation completed in January 2013 and the issuance of 11,120,000 units during February 2013.

⁽³⁾ The 2012 ratio has been calculated based on Q4 2012 results which aligns the issuance of debt with the new acquisitions.

TOTAL ASSETS

Summit II's total assets increased to \$298.5 million for the period ended September 30, 2013, compared to \$81.6 million at December 31, 2012. During the first quarter of 2013, the REIT acquired 15 properties for a purchase price of \$171.2 million (excluding closing costs). During the third quarter of 2013, three properties were acquired for a purchase price of \$37.4 million (excluding closing costs). Please refer to "Acquisitions" below. During the second quarter of 2013, the REIT disposed of two non-core assets for a selling price of \$5.4 million.

TOTAL DEBT

Total debt increased to \$179.9 million for the third quarter ended September 30, 2013, compared to \$38.3 million for the prior year end. In conjunction with the above noted property acquisitions, the following mortgage financings were obtained in 2013;

- on February 28, \$8.6 million for a five year term at a rate of 3.22%;
- on March 4, \$15.0 million for a five year term at a rate of 3.61%;
- on March 11, assumed \$13.0 million with a four year term at a rate of 3.70%;
- on March 13, obtained \$54.0 million for a seven year term at the rate of 3.68%;
- on August 9, renewed a mortgage in the amount of \$1.3 million for a three-year term at a rate of 4.02%
- on August 29, 2013 acquired new mortgages of \$16.4 million with a five year term and a rate of 3.85%; and
- on August 29, 2013, assumed a mortgage for \$5.4 million with a stated rate of 5.22% and remaining term of two years marked to a market rate of 3.85% for a premium of \$152 thousand.

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Sales proceeds of \$5.4 million from the above noted property disposals, were used to repay mortgages totaling \$4.2 million and other liabilities of \$1.1 million. As well, on May 31, 2013, the REIT repurchased and cancelled the Class C preferred units, at an interest rate of 8%, using funds from the credit facility.

On February 20, 2013, the credit facility was increased to \$38 million and on March 11, 2013, it was increased to \$55 million with the addition of an acquisition property in Aurora, Ontario, as security. On August 15, 2013, the revolving credit facility was increased from \$55 million to \$68 million. As of September 30, 2013 \$62.8 million was drawn on the loan.

EQUITY

Unitholders' Equity increased to \$112.9 million for the nine months ended September 30, 2013, compared to \$41.1 million in the prior year ended. On February 26, 2013, Summit II completed a public offering of 11,120,000 trust units at a price of \$6.75 for gross proceeds of \$75.1 million. The net proceeds on this offering were \$69.5 million.

CASH DISTRIBUTIONS

The Trust announced on March 15, 2013, a cash distribution policy to pay \$0.0408 per Trust unit on a monthly basis to unitholders, aggregating \$0.4896 per Trust Unit on an annual basis. The first cash distribution in the amount of \$0.7 million was paid on April 15, 2013 to unitholders of record on March 29, 2013. Cash distributions remained steady in the quarter at \$0.0408 per unit for a total of \$0.2856 per unit to date having been declared for the nine months period ended September 30, 2013. On January 23, 2012, the Trust paid a special distribution of \$13.4 million (\$1.70 per unit) to unitholders using proceeds from the sale of 14 properties that were sold on January 5, 2012.

DISTRIBUTION REINVESTMENT PLAN

The Trust announced on March 15, 2013, that it has implemented as Distribution Reinvestment Plan ("DRIP") whereby registered or beneficial holders of the Trust's units who are resident in Canada can acquire additional Trust units by reinvesting all or a portion of their monthly cash distributions without paying brokerage commissions. In addition, unitholders who elect to participate in the DRIP will receive a further distribution of Trust units equal to 5% of each distribution that was reinvested by them.

During the nine months ended September 30, 2013, there were 92,434 units issued under this plan for total proceeds of \$533 thousand, representing 12.1% of the related distributions. The current participation rate is 9.8%.

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LIQUIDITY

(in Thousands of Canadian dollars)	Total	Deferred Financing Charges	Premium on Debt	Remainder 2013	2-3 years	4-5 years	After 5 years
Loans and borrowings	179,847	(1,008)	151	808	69,509	23,312	87,075
Trade and accrued liabilities	3,141	-		3,141	-	-	-
Total	182,988	(1,008)	151	3,949	69,509	23,312	87,075

TAXATION

Summit II is generally subject to tax in Canada under the Income Tax Act (The "Tax Act") in respect to its taxable income each year, except to the extent such taxable income is paid or deemed to be payable to unitholders and deducted by Summit II for tax purposes.

Pursuant to Summit II's Declaration of Trust, the Trustees intend to distribute or designate all taxable income directly earned by Summit II to unitholders of the Trust such that Summit II will not be subject to income tax under Part I of the Tax Act.

OCCUPANCY

Summit II works diligently to maximize occupancy throughout its portfolio in accordance with local market conditions.

	September 30, 2013		June 30, 2013		March 31, 2013		December 31, 2012	
	GLA	% Occupancy	GLA	% Occupancy	GLA	% Occupancy	GLA	% Occupancy
Investment properties								
Ontario	2,761,254	99.2%	2,395,962	100%	2,395,962	100%	646,194	100%
British Columbia	21,700	100%	21,700	100%	21,700	100%	21,700	100%
Alberta	84,163	100%	76,163	100%	76,163	100%	-	100%
New Brunswick	169,474	100%	169,474	100%	169,474	100%	-	-
Quebec	81,087	100%	8,000	100%	8,000	100%	8,000	100%
Total	3,117,678	99.3%	2,671,299	100%	2,671,299	100%	675,894	100%
Investment properties held for sale								
Saskatchewan	-	-	-	-	54,298	55%	54,298	55%
	-	-	-	-	54,298	55%	54,298	55%
Total	3,117,678	99.3%	2,671,299	100%	2,725,597	99%	730,192	97%

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LEASE ROLLOVER

The following table represents the expected lease rollover for the next five years for the investment properties:

	GLA	Percentage
2013	8,000	0.3%
2014	80,845	2.6%
2015	362,466	11.7%
2016	396,506	12.8%
2017	460,076	14.9%
2018	295,899	9.6%
Beyond	1,492,460	48.1%
Total	3,096,252	100%

The lease rollover profile will continue to change and normalize as the portfolio expands.

ACTIVE LEASING PROGRAM

During and subsequent to the third quarter of 2013, the REIT made significant progress in leasing the approximately 287,000 square feet of space that was subject to leases with applicable property vendors (Head Leases) with terms ending December 2016 and September 2015. To date, leases have been secured for 103,529 square feet (3% of total GLA) of head lease space with offers currently under negotiation for another 147,648 square feet (5% of total GLA) with tenants currently in occupancy month-to-month.

Also, during the quarter, approximately 146,192 square feet (5% of GLA) of non-head lease space was renewed.

Overall, leases representing only 0.3% of the total property portfolio, or 8,000 square feet, renew in 2013 with 80,845 square feet, or 2.6% of the total portfolio leases expire in 2014. The weighted average term to maturity for the lease portfolio is approximately 5.9 years.

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TRANSACTIONS

ACQUISITIONS

For the three and nine months period ended September 30, 2013, Summit II purchased 18 light industrial properties totalling 2,441,784 square feet of GLA. Details of these acquisitions are shown in the following table:

ACQUISITIONS

Property	City	Province	Closing date	GLA	Purchase Price
5880 56th Avenue	Edmonton	Alberta	February 28, 2013	30,411	\$ 6,200,000
3703 98th Street	Edmonton	Alberta	February 28, 2013	45,752	6,900,000
40 Dynamic Drive	Scarborough	Ontario	March 4, 2013	86,681	5,850,000
50 Dynamic Drive	Scarborough	Ontario	March 4, 2013	45,003	3,350,000
125 Nashdene Road	Scarborough	Ontario	March 4, 2013	163,402	12,500,000
200 Vandorf Sideroad	Aurora	Ontario	March 6, 2013	322,187	27,350,000
290 Frenette Ave East	Moncton	New Brunswick	March 11, 2013	169,474	20,520,000
292-294 Walker Drive	Brampton	Ontario	March 13, 2013	74,583	8,635,000
296-300 Walker Drive	Brampton	Ontario	March 13, 2013	102,972	8,075,000
155-161 Orenda Road	Brampton	Ontario	March 13, 2013	319,077	23,654,412
8705 Torbram Road	Brampton	Ontario	March 13, 2013	295,957	21,400,000
165 Orenda Road	Brampton	Ontario	March 13, 2013	57,055	4,235,588
1075 Clark Boulevard	Brampton	Ontario	March 13, 2013	35,842	4,300,000
40 Summerlea Road	Brampton	Ontario	March 13, 2013	121,138	9,500,000
6 Shaftsbury Lane	Brampton	Ontario	March 13, 2013	125,871	8,700,000
500 Veterans Drive	Barrie	Ontario	August 29, 2013	216,460	17,216,000
110 Walker Drive	Brampton	Ontario	August 29, 2013	148,832	12,163,000
175 Bellerose Blvd	Laval	Quebec	August 29, 2013	81,087	7,971,000
				2,441,784	\$ 208,520,000

DISPOSITIONS

For the nine months period ended September 30, 2013, Summit II disposed of two non-core light industrial properties totalling 54,298 square feet of GLA. Details of these dispositions are shown in the following table:

DISPOSITIONS

Property	City	Province	Closing date	GLA	Selling Price
4010 & 3930 Thatcher Avenue	Saskatoon	Saskatchewan	April 26, 2013	24,298	\$ 3,775,000
Hwy 1 & 8 North, 109 Hwy 8	Moosomin	Saskatchewan	April 30, 2013	30,000	1,646,000
				54,298	\$ 5,421,000

Proceeds on the above noted dispositions were used to repay \$4.2 million in mortgages and \$1.1 million in other liabilities. A net gain of \$60 thousand was realized after deducting costs relating to the disposition.

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DEBT LEVERAGE RATIO

The maximum debt leverage permitted by Summit II's Declaration of Trust is 65%. However, it is Summit II's goal to operate in the mid-50% range over the long term. At September 30, 2013, Summit II's debt leverage ratio was 60.3%, up from 53.9% at the previous quarter due primarily to the acquisition of properties in Ontario and Quebec during the third quarter. The acquisitions were financed by the assumption of an existing \$5.4 million mortgage, \$16.4 million in new mortgages and the balance of cash from the credit facility. If Summit II were to increase its borrowing to the 65% maximum allowed under its Declaration of Trust in pursuit of a strategic opportunity, it would have the capacity to purchase approximately \$40 million in new properties as at September 30, 2013. It is the REIT's long-term objective to operate in the mid-50% range over the long-term.

<i>(In Thousands of Canadian dollars)</i>	As at September 30, 2013	As at June 30, 2013	As at March 31, 2013	As at December 31, 2012
Total Assets	298,483	253,443	257,453	81,571
Debt				
Mortgages payable	117,077	95,953	100,581	11,095
Preferred units payable	-	-	1,125	1,125
Bank loans	62,770	40,625	38,900	26,079
Total debt	179,847	136,578	140,606	38,299
Leverage ratio	60.3%	53.9%	54.6%	47.0%

CONTRACTUAL OBLIGATIONS

Summit II's most significant contractual obligations relate to long-term debt including mortgages payable and bank loans as described below.

LONG TERM DEBT

The following table presents the future principal repayments and maturities on long-term debt and respective weighted average interest rates:

<i>(In thousands of Canadian Dollars)</i>	Principal Repayment	% of Total	Weighted Average Interest Rate
Year			
Remainder 2013	808	0.4%	3.63%
2014 ⁽¹⁾	66,077	36.6%	3.64%
2015	3,432	1.9%	3.68%
2016	9,346	5.2%	3.67%
2017	13,966	7.7%	3.66%
2018	41,403	22.9%	3.69%
Thereafter	45,672	25.3%	3.68%
Total principal repayments	180,704	100%	
Premium on debt	151		
Deferred financing charges	(1,008)		
Total loans and borrowings	179,847		

⁽¹⁾ A balance of \$62.8 million relates to the revolving operating facility.

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CASH FLOW

The following table represents the changes in cash flow for the nine months ended September 30, 2013, compared to September 30, 2012.

(In thousands of Canadian dollars)	2013	2012
Cash flow from operating activities	\$ 5,754	\$ 485
Cash flow from (to) financing activities	\$ 188,507	\$ 34,452
Cash flow (to) investing activities	\$ (193,574)	\$ (32,578)

Cash flow generated from operating activities for the nine months ended September 30, 2013 was \$5.8 million compared to \$0.5 million in the prior year. The increase is due to the growth in the portfolio through acquisitions made over the past thirteen months.

Cash inflow from financing activities was \$188.5 million for the nine months period ended September 30, 2013, compared to an inflow of \$34.5 million in the same period last year. The increase was due primarily to an increase of approximately \$105.1 million in debt financing arranged for the first and third quarter acquisitions and the Class C preferred units, at an interest rate of 8%, were repurchased and cancelled utilizing funds from the credit facility during the second quarter.

Mortgage financings of \$90.6 million, with terms between five to seven years at an average rate of 3.63%, were obtained to fund the property acquisition during the first quarter of 2013. During the third quarter property acquisitions, new mortgages of \$16.4 million with a five year term and a rate of 3.85%. Also, property disposition proceeds of \$5.4 million were used to repay mortgages of \$4.2 million and other liabilities of \$1.1 million. Gross proceeds of \$75.1 million in equity was raised from the public offering in February 2013 which issued 11,120,000 units at a price of \$6.75.

Cash distributions were \$3.9 million during the third quarter ended September 30, 2013, compared to \$13.3 million last year. During the nine months ended September 30, 2013, there were 92,434 units issued under the DRIP plan for total proceeds of \$533 thousand, representing 12.1% of the related distributions. On January 23, 2012, the Trust paid a special distribution to the unitholders with proceeds from the sale of 14 properties on January 5, 2012.

Cash outflow to investing activities increased to \$193.6 million for the nine months period ended September 30, 2013 compared to \$32.6 million in the same period last year. The trust acquired 18 properties with GLA of 2,441,784 square feet for the first nine months of 2013 for a total of \$215.0 million including acquisition related expenses, offset by mortgages and security deposits assumed of \$18.4 million and \$1.5 million respectively. Approximately \$0.2 million in leasing costs, relating mostly to 2014 renewals, were incurred during the period. Cash inflows due to investing activities during the third quarter of 2013 comprised of two properties with GLA of 54,298 that were disposed for a combined selling price of \$5.4 million. During the same period last year, 15 properties with GLA of 214,727 square feet were disposed for proceeds of \$13.6 million.

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RELATED PARTY TRANSACTIONS

(a) Management agreement

Pursuant to the terms of the Management Agreement with Sigma Asset Management Limited (the “Manager”) (formerly Founders Asset Management Corp.), the Manager provides Summit II with the services necessary to manage its day-to-day operations. The Management Agreement has an initial term of ten years, subject to earlier termination in certain circumstances, and will be automatically renewed for successive five-year terms.

The Management Agreement sets out the fees payable to the Manager for the services provided, such fees being:

- A base annual management fee equal to 0.25% of the gross value of Summit II’s assets;
- an incentive fee equal to 15% of Summit II’s AFFO per unit, in excess of a \$0.48 (after the “Consolidation”) hurdle amount such hurdle amount to be increased by 1.5% each year;
- an acquisition fee for the purchase price paid by Summit II on the acquisition of a property equal to 1% of the first \$50 million of the purchase price, 0.75% of the next \$50 million of the purchase price, and 0.50% of any portion of the purchase price in excess of \$100 million, payable so long as the gross book value of the properties owned by Summit II does not exceed \$1 billion;
- a development fee in an amount to be negotiated between Summit II and the Manager, not to exceed the fair market value for comparable services;
- a property management fee equal to 3.5% of the gross rental income from each multi-tenant property, and 2.5% of the gross rental income from each single-tenant property;
- a leasing fee equal to \$1.00 per rentable square foot only for those properties where the Manager provides leasing services; and
- a capital expenditures fee equal to 5% of all hard construction costs incurred on any capital project of Summit II, where the Manager is the project manager for the project and the hard construction costs of the project are in excess of \$200,000.

The Manager can elect to take all (or any percentage of all) fees payable to it under the Management Agreement (and any property management agreement) in the form of units, rather than in cash.

Under the terms of the management agreement the Fund has incurred the following fees for the three and nine months ended September 30, 2013 and 2012:

(in \$ thousands)	3 months 2013	3 months 2012	9 months 2013	9 months 2012
Acquisition fees (capitalized to investment properties)	\$ 374	\$ 449	\$ 1,989	\$ 449
Asset management fees	165	-	392	-
Leasing fees	62	-	62	-
Property management services	354	-	603	-
	\$ 955	\$ -	\$ 3,046	\$ 449.00

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During the nine months ended September 30, 2013, the Manager used the acquisition fee proceeds to acquire 240,444 Trust units from the offering of 11,120,000 units. As well, certain informed persons of the Manager, as such term is defined in National Instrument 51-102 - Continuous Disclosure Obligations, acquired 239,235 Trust units during the February offering. During the nine months ended September 30, 2013, an additional 255,600 Trust units were acquired on the market by certain Senior Executives of the Manager and other insiders. The Manager owns a 6.3% interest in the REIT, on an indirect basis. Certain senior executives and employees of the Manager own, directly or indirectly, a 4.8% interest in the REIT, for a total of 11.1%.

SECTION IV – OUTLOOK

Certain statements below may be forward-looking and readers are cautioned that such statements are subject to certain risks and uncertainties that could cause actual results, performance or achievements of Summit II, or industry results, expressed or implied by such forward-looking statements to differ materially from those contained in such forward-looking statements.

INVESTMENT MANAGEMENT

Management believes that property values in the Canadian light industrial sector, which have risen over the last few quarters, will experience further modest increases in 2013. Light industrial real estate, particularly when packaged in large portfolios, continues to be in very high demand and attracts premium valuations. Institutional, public and private investors, recognizing good value in this sector in relation to global markets and alternative investments, were particularly active buyers in 2012. Their low cost of capital, coupled with an increasingly competitive investment climate, will continue to influence valuations in 2013. Interest rates, which are expected to remain stable at historically low levels, will contribute to modest upward pressure on valuations in light of the very strong demand for this asset class.

Within the context of this highly competitive investment climate, Summit II will continue to expand its presence in the highly stable light industrial sector of the Canadian real estate industry on a selective basis to achieve its goal of becoming the leading industrial landlord in the markets in which it chooses to operate. To enhance the size and quality of its portfolio, Summit II will continue to seek out and evaluate acquisition opportunities in the light industrial sector which meet its strict criteria, with a particular focus on purchasing individual assets or small portfolios that complement Summit II's existing portfolio and which provide value enhancement opportunities. Summit II will carefully evaluate acquisition opportunities, but will not complete a transaction unless it is accretive to its unitholders and meets Summit II's strict real estate criteria, including an assessment of replacement cost. Management remains confident it will be able to continue to expand the size of its portfolio through a program of selective and accretive acquisitions over the long term.

Summit II expects to expand direct access to potential acquisitions through mezzanine financing agreements with third-party developers, providing Summit II with rights to acquire these development projects upon completion, and by broadening its ties to the external development community.

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OPERATING PERFORMANCE

Management believes the light industrial market will remain stable in 2013. Management expects national market occupancy and rental rates to be steady for the year as North American economies enter a period of modest but steady growth. Activities such as warehousing and storage, light assembly and shipping, professional services and a number of other similar uses carried out in Summit II's properties tend to grow in tandem with the broader economy. As a consequence, a period of stable growth in the broader economy points to stability in the industrial sector.

Summit II is also directing its focus on enhancing the cash flow and returns from its existing property portfolio. Summit II will strive to maintain its current high occupancy levels and average monthly rents. Pivotal to Summit II's strategy is to provide tenants with "best-in-class" services to ensure their needs are met and to build Summit II's reputation as the leading service provider in the Canadian real estate industry.

MANAGING DEBT

The market consensus is that interest rates will remain stable or experience only very modest increases in 2013. Over the long term, Summit II expects to maintain its leverage in the mid-50% range. Conservative debt service coverage ratios are expected to be maintained during the year. Where appropriate, Summit II plans to utilize hedging instruments to reduce exposure to floating rate debt, and will refinance shorter term debt over the course of the year.

EVENTS SUBSEQUENT TO SEPTEMBER 30, 2013

(a) Property Acquisitions

On October 1, 2013, Summit II acquired a portfolio of three light industrial properties and one fully occupied office building located in Pointe Claire, Lasalle and St. Laurent in the Greater Montreal Region. The three industrial properties total 206,612 square feet of gross leaseable area with the office property adding 20,859 square feet. The REIT will pay approximately \$15.3 million for the portfolio, financed by a new \$10.1 million mortgage at a rate of 3.84% with the balance in cash from the REIT's revolving credit facility.

(b) Distribution

On October 15, 2013, a distribution in the amount of \$0.0408 per unit for unitholders of record on October 31, 2013 was declared and will be paid on November 15, 2013. The monthly distributions aggregate to \$0.4896 on an annual basis.

(c) Conditional Approval to List on TSX

On October 17, 2013, the REIT announced that it had received conditional approval from the Toronto Stock Exchange ("TSX") to list its Trust Units on the TSX. Trading in the REIT's Trust Units on the TSX began on November 11, 2013 under the same trading symbol used by the REIT currently.

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UPDATED PORTFOLIO

The following table provides information regarding the updated portfolio as of November 13, 2013 and following the completion of the acquisitions in the above noted subsequent event Property Acquisitions:

Summit II REIT Portfolio by Property						
Address	City	Year Built / Renovated	Single vs.		GLA (sf)	Occupancy (%)
			Multi- Tenant	No. of Tenants (#)		
British Columbia						
6708, 87A Avenue	Fort Saint John	2006	Single	1	13,500	100.0%
2500 Cranbrook Street	Cranbrook	1970	Single	1	8,200	100.0%
Alberta						
3703 98th Street	Edmonton	1978	Single	1	45,752	100.0%
5880 56th Ave	Edmonton	1997/ 2004	Single	1	30,411	100.0%
6882 & 6884, 52nd Avenue	Red Deer	1970	Single	1	8,000	100.0%
Ontario						
501 Palladium Drive	Ottawa	2007	Single	1	258,371	100.0%
134 Bethridge Road	Bethridge	~1965	Single	1	142,386	100.0%
710 Neal Drive	Peterborough	1973 / Ongoing	Single	1	101,601	100.0%
200 Iber Road	Ottawa	2007	Multi	4	75,743	100.0%
240 Laurier Boulevard	Brockville	2005 / 2010	Single	1	68,093	100.0%
155-161 Orenda Road ⁽¹⁾	Brampton	1970	Multi	3	319,077	100.0%
8705 Torboram Road ⁽¹⁾	Brampton	1980 / 2003	Multi	3	295,957	100.0%
6 Shaftsbury Lane	Brampton	1975	Single	1	125,871	100.0%
40 Summerlea Road	Brampton	1987	Single	1	121,138	100.0%
296-300 Walker Drive	Brampton	1976	Multi	2	102,972	100.0%
292-294 Walker Drive ⁽¹⁾	Brampton	1987	Multi	3	74,583	100.0%
165 Orenda Road	Brampton	2003	Single	1	57,055	100.0%
1075 Clark Boulevard	Brampton	1974	Single	1	35,842	100.0%
200 Vandorf	Aurora	1985	Single	1	322,187	100.0%
125 Nashdene	Scarborough	1992	Multi	2	163,402	100.0%
40 Dynamic Drive	Scarborough	1988	Multi	4	86,681	75.3%
50 Dynamic Drive	Scarborough	1986	Single	1	45,003	100.0%
110 Walker Drive	Brampton	1981 / 1987	Single	1	148,832	100.0%
500 Veterans Drive	Barrie	2004	Single	1	216,460	100.0%
New Brunswick						
290 Frenette	Moncton	2012	Single	1	169,474	100.0%
Quebec						
175 Bellerose Boulevard	Laval	2007	Single	1	81,087	100.0%
Total Current Portfolio				39	3,117,678	99.3%
Properties to be acquired subsequent to September 30, 2013:						
Quebec						
2580 Dollard	Lassalle	1973	Multi	4	89,000	100.0%
2695 Dollard	Lassalle	1954 / 1980	Multi	1	62,279	75.5%
300 Labrosse	Pointe-Claire	1974	Single	1	55,333	100.0%
7290 Frederick Banting	St. Laurent	2001	Single	1	20,859	100.0%
Total Acquired Portfolio (subsequent event purchases)				7	227,471	93.3%
Total Updated Portfolio				46	3,345,149	98.9%

⁽¹⁾ Expected occupancy over the course of the period with vendor leases in place.

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SECTION V – RISKS AND UNCERTAINTIES

Income producing properties are inherently subject to certain risks and uncertainties due to their relative illiquidity and long term nature of the investment. SUMMIT II's financial results; are therefore, dependent on the performance of its properties and by various external factors that impact the real estate industry and geographic markets in which the REIT operates. Some of the external factors that the REIT is exposed to include fluctuations in interest and inflation rates; access to debt; fulfilling legal and regulatory requirements; and expansion or contraction in the economy as a whole.

Summit II's current business strategy is to focus on acquiring and managing a portfolio of light industrial commercial properties, in both primary and secondary markets throughout Canada and that generate stable cash flows over the long term. The quality of the REIT's current portfolio, management believes, provides the leverage the REIT needs to expand the business in new markets and acquire high performing properties. Management believes this strategy will enable the REIT's operations to achieve highly sustainable cash flows.

The following is an examination of the key factors that influence Summit II's operations. A more detailed description of all of our risk factors is contained in the REIT's Annual Information Form.

(A) Interest rate risk

The REIT is exposed to interest rate risk when funds are drawn under the revolving credit Facility, which has a floating rate of interest. An increase in interest rates would increase the interest cost of the REIT's loans and have an adverse effect on the REIT's comprehensive income and earnings per unit. Based on the outstanding balance of the credit facility at September 30, 2013, a 1% increase or decrease in the Bank's prime rate would have an impact of \$628 thousand on the REIT's annual interest expense (December 31, 2012 - \$304 thousand) for the period then ended. The REIT intends to structure its fixed rate financing so as to stagger the maturities of its mortgages, thereby minimizing exposure to future interest rate fluctuations.

(B) Credit risk

Credit risk arises from the possibility that tenants may experience financial difficulty and be unable to fulfill their lease commitments. The REIT attempts to mitigate this risk by conducting credit assessments on new lessees, by ensuring that its tenant mix is diversified and by limiting its exposure to any one tenant. The maximum credit risk exposure at September 30, 2013 and December 31, 2012, relates to the carrying value of the accounts receivable balance without taking into account any collateral held or other credit enhancements. Collateral held on certain leases are letters of credit or security deposits from the tenants. Refer to Note 5 for details of accounts receivable.

(C) Cap rate risk

A 25 basis point increase in capitalization rates for income producing properties would decrease fair value by approximately \$10.5 million. A 25 basis point decrease in capitalization rates would increase fair value by approximately \$11.5 million.

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(D) Liquidity risk

Liquidity risk arises from the possibility of not having sufficient debt and equity capital available to the REIT to fund future growth, refinance debts as they mature or meet the REIT's payment obligations as they arise. Furthermore, liquidity risk also arises from the REIT not being able to obtain financing or refinancing on favourable terms. The nine months ended September 30, 2013, the REIT's main liquidity requirements arise from ongoing working capital requirements, debt servicing and repayment obligations, capital and leasing expenditures on existing properties, property acquisitions and distributions to unitholders. All of the aforementioned liquidity requirements, except for debt repayment obligations at maturity and property acquisitions, are generally funded from cash flows from operations or from drawing on the REIT's revolving credit facility. Debt repayment obligations (Note 7) are generally funded from refinancing the related debt and property acquisitions are generally funded from equity raises as well as obtaining debt financing on the related property. Between capital raises, the REIT may use its Revolving credit facility to fund the equity portion of property acquisitions.

The REIT's financial condition and results of operations would be adversely affected if it were unable to obtain financing/refinancing or cost-effective financing/refinancing, or if it were unable to meet its other liquidity requirements from ongoing operating cash flows.

The REIT intends to mitigate its liquidity risk by staggering the maturities of its debt. As well, the REIT's distributions are made at the discretion of the REIT's Trustees. Finally, the REIT does not enter into property acquisitions unless it has secured or knows that it can secure the appropriate capital (debt and equity) to fund the particular acquisition.

DISCLOSURE AND INTERNAL CONTROLS

The Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") of the Fund will file a Venture Issuer Basic Certificate with respect to the financial information contained in the consolidated financial statements and MD&A. In contrast to the certificate required for non-venture issuers under National Instrument 52-109 *Certification of Disclosure in Issuers' Annual and Interim Filings* (NI 52-109), this Venture Issuer Basic Certificate does not include representations relating to the establishment and maintenance of disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"). The Fund's CEO and CFO are responsible for ensuring that processes are in place to provide them with sufficient knowledge to support the representations they are making in this certificate. Investors should be aware that inherent limitations of the CEO and CFO to design and implement on a cost effective basis, DC&P and ICFR, may result in additional risks to the quality, reliability, transparency and timeliness of interim and annual filings and other reports.

Due to the inherent limitations in all controls systems, a control system can provide only reasonable, not absolute assurance, that the objective of the control system are met and may not prevent or detect misstatements or instances of fraud. Management's estimates may be incorrect, or assumptions about future events may be incorrect, resulting in varying results. Additionally, controls may be circumvented by the unauthorized acts of individuals, by collusion or two or more people or by management override.

FUTURE CHANGES IN ACCOUNTING POLICIES

The future accounting policies changes are discussed in the Trust's audited consolidated financial statements for the year ended December 31, 2012 and the notes contained therein.