

PRESS RELEASE For immediate release

# BTB REAL ESTATE INVESTMENT TRUST ANNOUNCES TODAY ITS 2009 FOURTH QUARTER FINANCIAL AND FISCAL YEAR-END RESULTS

Montreal, Québec (April 26, 2010): The trustees of BTB Real Estate Investment Trust (TSX-V: BTB.UN) ("BTB" or the "Trust") announce today the 4<sup>th</sup> quarter financial and fiscal year end results for the period ended December 31, 2008 and the following highlights:

#### **2009 A YEAR OF CONSOLIDATION**

- Stabilization of the financial position: first year since inception in which funds from operations (FFO) cover distributions
- Increase of: 8.7% of the Operating Income<sup>(1)</sup>
  - 9,6% of the Net Operating Income (NOI)
  - 48% of the EBTD
  - 18% of the EBITDA
  - 24% of the FFO
- 12% reduction of real estate management fees and administrative costs: \$1.732M (2009) vs \$1.963M (2008)
- Renewal of important leases: 

  Hydro-Québec (for 10 years Complexe de Léry)
  - CSST (for 10 years Saint-Jean-sur-Richelieu)
  - SIQ (for 5 years Montréal)
- Redevelopment of an important space: lease of 18,000 to Pharmaprix Shoppers Drug Mart (Dollard-des-Ormeaux)

(1) 8.7% increase in rental income form income producing building (\$30,325M vs \$27,906M)

### BTB READY FOR THE ECONOMIC REVIVAL

- Execution of a \$25M acquisition credit line
- Take-over bid on the shares of Cagim Real Estate Corporation, owner of \$48M real estate portfolio and substantial liquidity

With its growth being slowed down by the financial crisis, BTB Real Estate Investment Trust consolidated its activities in 2009 by internalizing most of its building management, thereby improving its operational ratios, providing a tighter control of its real estate operating expenses as well as lowering its administrative costs. Funds from operations in 2009 have for the first time exceeded distributions paid to Unitholders, thereby preserving liquidity.

The Trust is also pleased to announced the renewal of the lease with Hydro-Québec in Trois-Rivières for 10 years, as well as the renewal of the leases with Société immobilière du Québec and other paragovernmental organizations. Finally, the Trust commenced the redevelopment of a building in Montréal in order to welcome in June a Pharmaprix / Shoppers Drug Mart pharmacy.

"As was the case for many small REITs, the financial crisis has been a major obstacle to BTB's development. Throughout 2009, our efforts were dedicated to the stabilization of our financial position and to put BTB in a situation where it will benefit from the economic revival. We now have many business opportunities, such as Cagim, and aim to achieve growth and efficiency as envisaged under our initial business plan" stated Michel Léonard, President and Chief Executive Officer of BTB.

The Trust presents below the balance sheets as at December 31, 2009 and 2008 and the statements of income, and cash flows for the years then ended. These tables are extracted from the Audited Financial Statements and should be read together with the accompanying notes.

# **BTB REAL ESTATE INVESTMENT TRUST**

**Consolidated Balance Sheets** 

December 31, 2009 and 2008 (in thousands of dollars)

		2009	2008	
Assets				
Income producing properties				
Buildings	\$	163,437	\$ 169,964	
Land		39,676	41,516	
Intangible assets		8,252	10,906	
		211,365	222,386	
Property under development		4,224	_	
Fixed assets		29	41	
Capitalized charges and other assets		2,821	1,906	
Prepaid expenses		1,883	1,460	
Accounts receivable		1,570	1,566	
Cash and cash equivalents		376	357	
	\$	222,268	\$ 227,716	
Liabilities and Unitholders' Equity				
Mortgage loans	\$	144,950	\$ 146,771	
Convertible debentures	·	23,544	22,621	
Bank loans		720	400	
Accounts payable and accrued liabilities		6,092	5,139	
Distributions payable to unitholders		226	445	
		175,532	175,376	
Unitholders' equity		46,736	52,340	
	\$	222,268	\$ 227,716	

Approved by the Board

(s) Michel Léonard , Trustee

(s) Jocelyn Proteau , Trustee

### **BTB REAL ESTATE INVESTMENT TRUST**

Consolidated Statements of Income and Comprehensive Income

Years ended 31 December, 2009 and 2008 (in thousands of dollars except for per unit amounts)

	2009	2008	
Operating revenues:			
Rental revenue from income producing properties	\$ 30,325	\$ 27,906	
Operating expenses:			
Operating costs	5,191	4,890	
Property taxes and utilities	7,625	7,045	
	12,816	11,935	
Operating income from property before the undernoted items	17,509	15,971	
Interest expense	10,598	9,689	
Amortization of financing costs	758	724	
Amortization of buildings and improvements	4,380	3,991	
Amortization of intangible and other assets	2,111	1,969	
Amortization of capitalized rental costs	382	176	
Accretion of liability component of convertible debentures	424	357	
Interest income	(12)	(60)	
	18,641	16,846	
Operating losses from property	(1,132)	(875)	
Write-off of pre-acquisition costs	_	595	
Trust administration expenses	1,562	1,321	
Property management expenses	170	642	
Unit-based compensation	24	84	
Losses before income taxes	(2,888)	(3,517)	
Future income taxes (credits)	(107)	(780)	
Net loss and comprehensive income	\$ (2,781)	\$ (2,737)	
Loss per basic and diluted unit	\$ (0.08)	\$ (0.08)	

## **BTB REAL ESTATE INVESTMENT TRUST**

Consolidated Statements of Cash Flows

Years ended 31 December, 2009 and 2008 (in thousands of dollars)

	20	09	2008	
Cash flow from operating activities:				
Net loss	\$ (2,7	81) \$	(2,737)	
Net change in non-cash items:	Ψ (2,7)	σι) φ	(2,707)	
Amortization of income producing properties	4,38	30	3,991	
Amortization of intangible assets and liabilities	2,08		1,953	
Amortization of financing costs		58	724	
Amortization of below-market leases		94	1,200	
Amortization of deferred charges	= :	32	176	
Amortization of fixed assets		24	16	
Amortization of straight-line lease adjustment		34)	(418)	
Accretion of liability component of convertible debentures	,	24	357	
Property management expenses		- · 38	489	
Unit option-based compensation expenses		24	84	
Write-off of pre-acquisition costs	-	_	595	
Future income taxes	(10	07)	(780)	
	5,58	39	5,650	
Net change in non-cash working capital items	74	46	190	
	6,3	35	5,840	
Cash flows from financing activities:				
Net proceeds from issuance of convertible debentures	-	_	11,725	
Mortgage loans, net of financing costs		18	21,126	
Reimbursement of mortgage loans	(2,0	56)	(3,669)	
Bank loans	3:	20	(8,845)	
Net proceeds from issuance of units	-	_	16	
Distributions to unitholders	(3,14	47)	(6,572)	
	(4,80	65)	13,781	
Cash flows from investment activities:				
Additions to income producing properties	(10	64)	(24,016)	
Additions to deferred charges and other assets	(1,2	75)	(1,370)	
Additions to fixed assets	(	12)	(49)	
	(1,4	51)	(25,435)	
Net change in cash and cash equivalents	,	19	(5,814)	
Cash balances at beginning of year	3	57	6,171	
Cash at end of year	\$ 3	76 \$	357	

#### **About BTB Real Estate Investment Trust**

BTB is a growth-oriented real estate investment trust listed on the TSX Venture Exchange. Its objective is to provide unitholders with stable cash distributions from investments in a quality portfolio of long-term leased office, industrial, commercial and retail properties predominantly located in the province of Quebec. BTB is led by an experienced management team with in-depth experience in the real estate industry and a Board of Trustees focused on governance and sound business practices.

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