



MANAGEMENT'S DISCUSSION AND ANALYSIS

August 15, 2011



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The following management's discussion and analysis ("MD&A") should be read in conjunction with the interim consolidated financial statements and accompanying notes ("Financial Statements") of WesternOne Equity Income Fund and its direct and indirect subsidiaries (collectively known as the "Fund" below, unless the context otherwise requires) for the three and six months ended June 30, 2011. Results have been prepared in accordance with International Financial Reporting Standards ("IFRS") and reported in Canadian dollars unless otherwise indicated. As a result of the adoption of IFRS, the financial results reported in this MD&A under IFRS may not be directly comparable to those figures contained within historical financial statements or MD&A of the Fund that were previously prepared in accordance with the Canadian Generally Accepted Accounting Principles ("Canadian GAAP") before the adoption of IFRS.

This MD&A contains forward-looking information. Please see "Forward-Looking Information" and "Risks and Uncertainties" for a discussion of the risks, uncertainties and assumptions relating to such information. This MD&A also makes reference to certain non-IFRS measures to assist in assessing the Fund's financial performance. Non-IFRS measures do not have any standard meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other issuers. See "Non-IFRS Measures" and "Distributable Cash and Distributions – Reconciliation of cash provided by operating activities to distributable cash".

FORWARD-LOOKING INFORMATION

Certain statements in this MD&A may constitute 'forward-looking' information within the meaning of applicable securities laws that involve known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements or industry results, to be materially different from any future results, performance or achievements or industry results expressed or implied by such forward-looking information. Forward-looking information is identified by the use of terms and phrases such as "anticipate", "believe", "could", "estimate", "expect", "intend", "may", "plan", "predict", "project", "will", "would", and similar terms and phrases, including references to assumptions. Such information includes, without limitation, statements with respect to strategies, expectations, planned operations or future actions. Forward-looking information contained in this MD&A is based on certain key expectations and assumptions made by the Fund, including, without limitation, the intention of the Fund to continue to make monthly cash distributions, the outlook of the Fund's business and the western Canadian economic and geopolitical conditions, the competitive environment in which the Fund and its business units operate, the benefits that may accrue to the Fund and its Unitholders as a result of the Acquisition (as defined below), the performance characteristics of the Fund's assets, the supply and demand for the Fund's products and services and the related impact on the pricing of such products and services, the Fund's ability to fund debt maturities and to meet current and future obligations, collectability of net receivables and the Fund's ability to maintain payments to suppliers under current terms, the impact of the federal income tax changes on the Fund, critical accounting estimates, management's assessment of future plans and operations, management's ability to integrate newly acquired businesses and expand product offering

and customer base, procedures and internal controls over financial reporting, expectation of completion of evaluating DC&P and ICFR of Britco and discussion of the Fund's adoption of IFRS.

Forward-looking information reflects current expectations of management regarding future events and operating performance as of the date of this MD&A. Such information involves significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not such results will be achieved. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking information, including, without limitation: current economic conditions, industry conditions and cyclicalities, failure to access financing, credit facilities risk, financial health of the Fund's limited partnerships and cash flows, failure to realize anticipated benefits of acquisitions, unexpected costs or liabilities related to acquisitions, integration of acquired businesses, reliance on key personnel, competition for acquisition targets, interest rate fluctuations, regulatory risk, sensitivity to general economic conditions and levels of economic activity, financing constraints, supply disruptions, adverse weather condition, seasonality and fluctuations in results, growth initiatives, focus on western Canada, competition, pricing and availability of raw materials, potential products liability and warranty expense, potential adverse effects of government regulation, discontinuation of tax incentives, labour shortages, employee relations, expansion, impact on demand due to interest rate changes, foreign exchange, resale of rental equipment, equipment availability, environmental regulation and health and safety matters, import product restrictions and foreign trade risks, insurance coverage, dependence on existing sites, harmonized sales tax, dependence on information systems and technology, dependence upon WesternOne Equity LP to fund cash distributions, cash distributions are not guaranteed and will fluctuate with business performance, distributions are discretionary, nature of the Units, leverage and restrictive covenants, limitations on future growth and cash flow, limited liability, unpredictability and volatility of Unit prices, attributes of securities distributed on redemption of Units of termination of the Fund, prior ranking indebtedness, conversion following certain transactions, dilution, investment eligibility, income tax matters, restrictions on the ownership of Units by non-residents of Canada, indemnities under acquisition agreements, Unitholders are not afforded certain statutory right and prevailing yields on similar securities. A description of these factors can be found under "Risks and Uncertainties" below.

Although the forward-looking information contained in this MD&A is based upon what the Fund's management believes to be reasonable assumptions, the Fund cannot assure investors that actual results will be consistent with such information. Forward-looking information reflects management's current beliefs and is based on information currently available to the Fund. Such information reflects current assumptions regarding future events and operating performance including, without limitation, stability in the economy in western Canada, interest rates and the markets in which the Fund operates, and speaks only as of the date of this discussion. The forward-looking information is made as of the date of this MD&A and the Fund assumes no obligation to update or revise such information to reflect new events or circumstances, except as may be required by applicable law.

OVERVIEW OF THE FUND

The Fund is based in Vancouver, British Columbia, and has been established to seek opportunities to acquire businesses in the sector of construction and infrastructure services in order to generate stable and growing distributions for its Unitholders as well as to achieve overall capital appreciation.

The Fund is an unincorporated, open-ended, limited purpose trust created on June 14, 2006 and governed by its declaration of trust and the laws of British Columbia. The Fund is authorized to issue an unlimited number of units ("Units") and special voting units. Each holder of a Unit participates pro rata in any distribution of the Fund.

The Fund was initially established to acquire indirectly the assets of Production Equipment Rentals Company and such other investments as the trustees of the Fund (the “Trustees”) may determine.

The Fund holds a 100% indirect interest in WEQ Production Equipment LP (“PER”), a limited partnership established under the laws of Manitoba on June 15, 2006. The Fund commenced operations on August 15, 2006, when PER acquired the assets and the business of Production Equipment Rentals Company. PER specializes in renting, selling and servicing quality high reach and material-handling equipment and providing logistical support to its customers, located primarily in Metro Vancouver.

The Fund holds a 100% indirect interest in WEQ Old Country Rentals LP (“OCR”), a limited partnership established under the laws of Manitoba on April 20, 2007. OCR’s operation commenced on June 1, 2007 when it acquired the assets and the business of Old Country Rentals Ltd. This business has been operating for more than 45 years, and is a major equipment rentals, sales and repair business on Vancouver Island, British Columbia.

The Fund holds a 100% indirect interest in WEQ C&N Rentals LP (“C&N”), a limited partnership established under the laws of Manitoba on August 27, 2007. C&N’s operation commenced on January 2, 2008, when it acquired the assets and the business of C&N Motors Ltd. This business has been operating for more than 25 years, and is a major equipment rentals, sales and repair business on central Vancouver Island, British Columbia.

The Fund holds a controlling indirect interest in WEQ Deerfoot Rentals LP (“Deerfoot”), a limited partnership established under the laws of Manitoba on January 25, 2008. Deerfoot’s operation commenced on February 15, 2008, when it acquired the assets and the business of Deerfoot Equipment Rental Inc. Deerfoot is a major provider of rented heaters, generators and compact construction equipment to homebuilders and commercial builders in Calgary and Lethbridge, Alberta. On April 1, 2010, Deerfoot acquired the assets and the business of On*Site Equipment (“OnSite”). OnSite has a rental fleet of over 450 aerial and material-handling machines, and has operating locations in Edmonton, Red Deer, Calgary and Lethbridge.

The Fund holds a 100% indirect interest in WEQ Heat & Propane LP (“H&P”), a limited partnership established under the laws of Manitoba on August 26, 2008. H&P’s operation commenced on October 1, 2008, when it acquired the assets and the businesses of Davis Heater Service Ltd. and Sure-Fire Propane Ltd. (collectively, “Davis SureFire”) These businesses have been market leaders in the northern Alberta equipment rental, construction heat, and propane wholesale and distribution industry for over 30 years.

The Fund holds a 100% indirect interest in WEQ Britco LP (“Britco”), a limited partnership established under the laws of Manitoba on March 28, 2011. Britco's operation commenced on June 1, 2011, when it completed the acquisition of the assets and business of Britco Structure LLP and Britco Leasing Ltd. (collectively, the “Britco Group”). The Britco Group is one of the largest Canadian designers and manufacturers of commercial portable and permanent modular buildings. It operates both a manufacturing and sales division and a leasing division which serve customers in the resource, construction and infrastructure sectors in western Canada and beyond.

Following the acquisition of the Britco Group, the Fund structured its platform businesses into two reportable industry segments:

- Equipment rentals, sales and services: this includes the business operations of PER, OCR, C&N, Deerfoot and H&P; and
- Modular building manufacturing and leasing: this includes the business operations of Britco.

The Fund’s equipment rentals, sales and services segment operates under a unified brand name,

“WesternOne Rentals and Sales”, while its modular building manufacturing and leasing segment operates under the “Britco” brand name.

The Units and the Fund’s unsecured convertible subordinated debentures (“2010 Debentures”) and extendable convertible unsecured subordinated debentures (“2011 Debentures”) (collectively, the “Debentures”) trade on the Toronto Stock Exchange (the “Exchange”) under the respective symbols WEQ.UN, WEQ.DB.B, WEQ.DB.C.

ACQUISITION OF THE BRITCO BUSINESS

General

On May 16, 2011, WEQ Britco LP and the Britco Group entered into an acquisition agreement pursuant to which WEQ Britco LP agreed to acquire the assets and the business of the Britco Group (the “Acquisition”). The aggregate purchase price was \$93 million, subject to post-closing adjustments and an earn-out provision whereby the previous owners of the Britco business will receive a portion of any earnings above a prescribed threshold for the year ending May 31, 2012.

The Acquisition was completed on June 1, 2011, when the Fund completed the public offering of the 2011 Debentures. The net proceeds of the 2011 Debentures, along with the senior credit facility from a single Canadian chartered bank (the “Bank”), were used to fund the Acquisition.

Overview of the Britco business

Britco is one of the largest Canadian designers and manufacturers of commercial portable and permanent modular buildings and owns one of the largest rental fleets of modular buildings in western Canada with approximately 1,200 buildings.

Britco currently employs approximately 71 salaried and 227 hourly non-union personnel that operate from four sales offices and two production facilities with a total of over 180,000 sq. ft. of manufacturing space. The offices and production facilities are strategically located to allow Britco to serve customers in the resources (including oil and gas and mining), construction and infrastructure sectors in western Canada.

Britco has two operating divisions: (i) portable and permanent modular building manufacturing and sales; and (ii) modular building leasing.

Modular Building Manufacturing Solutions

Britco's modular buildings provide space solutions for workforce accommodations, resource, commercial and industrial camps, custom office complexes, hotels and motels, disaster relief housing and schools, among other uses. Britco designs and constructs its buildings to meet all applicable domestic and international codes, as well as extreme weather conditions and seismic requirements.

Britco is a major supplier of workforce accommodations to the Canadian oil sands market and a leading provider of modular space for various infrastructure projects in British Columbia and Alberta.

Modular Building Leasing Solutions

Britco has a fleet of approximately 1,200 modular buildings available for lease and is one of the largest providers of temporary modular space in western Canada. Britco owns a wide selection of new and used buildings in a variety of sizes and floor plans that provide solutions for temporary office space, washrooms, storage space and other similar uses. Typical uses include construction site offices,

administration and security offices, business offices, classrooms and film site trailers.

Rationale for Acquisition

Management of the Fund believes the Acquisition is beneficial to the Fund for a number of reasons, including:

- the Acquisition represents a diversification of the Fund's equipment rentals, sales and services platform;
- the business platform of Britco can benefit from the Fund's business networks and the Fund will be able to offer an expanded range of products and services to a wider customer base;
- Britco's first on-site presence through its modular offices or staff accommodation units at its customers' locations provides an in-road for the Fund's other product and service offerings.
- the Acquisition gives the Fund economies of scale, improving the Fund's information technology infrastructure and leveraging sales and marketing efforts; and
- the Acquisition gives the Fund's existing construction and infrastructure businesses a marketing and sales channel in the high growth oil and gas sector in Alberta.

ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS

In February 2008, the Canadian Accounting Standards Board confirmed that publicly accountable enterprises were required to adopt IFRS in place of Canadian GAAP for interim and annual reporting purposes for fiscal years beginning on or after January 1, 2011 (the "Transition Date").

Significant IFRS accounting changes and elections

As a result of the adoption of IFRS, the Fund has the following key changes and elections to its financial statements:

1. Units and Exchangeable Units

On June 6, 2011, the Fund's Unitholders approved the amendment of certain terms of the Fund's declaration of trust, effective June 30, 2011. This amendment removed the mandatory annual distribution requirement of the Units. As a result of this amendment, the Fund's Units met the definition of equity instruments under IAS 32, "Financial Instruments: Presentation" and therefore, the Units were reclassified to equity from liabilities on a carryover basis on June 30, 2011. Subsequent to the reclassification of Units from liabilities to equity, the Fund measures the Units at amortized cost and distributions are recorded directly to unitholders' equity.

2. Exchangeable Units

The Fund's Exchangeable Units (as defined in "Fund Units and Principle Unitholders") were classified as equity under previous Canadian GAAP. Under IAS 32, since the Units are redeemable according to the Fund's declaration of trust, the Exchangeable Units are required to be classified as liabilities and are recorded at fair value through profit or loss based on the trading price of the Units at the Exchange under IAS 39, "Financial Instruments: Recognition and Measurement". Consequently, distributions declared for the Exchangeable Units are recorded as part of the Fund's comprehensive income in accordance with IAS 32.

3. Convertible Debentures

Under previous Canadian GAAP, the Debentures were bifurcated between the equity and liability components using the residual method and the related transaction costs were deferred and amortized through the life of the Debentures. Under IAS 39, the Fund elected to record its Debentures at their fair value based on the trading price at the Exchange. Furthermore, since the Units were classified as liabilities under IAS 39, no bifurcation between the equity and the liability components of the Debentures was required. Also under IAS 39, the related transactions costs for issuing the Debentures were expensed when incurred. This led to an increase in the temporary difference between the accounting basis and tax basis of the deferred transaction cost compared to Canadian GAAP.

4. Business combination

Acquisition-related costs incurred by the Fund were included as part of goodwill under previous Canadian GAAP. Starting from the Transition Date, the Fund is required to expense acquisition related costs in accordance with IFRS 3, "Business Combinations". This also led to an increase in the temporary difference between the accounting basis and tax basis of the intangible assets (including goodwill) compared to Canadian GAAP. As part of its transition to IFRS, the Fund elected to restate only those business combinations that occurred on or after January 1, 2010. In respect of acquisitions prior to January 1, 2010, goodwill represents the amount recognized under previous Canadian GAAP.

5. Unit based compensation

The Fund has granted options to acquire Units for its directors, Trustees and certain employees. These options vest evenly over five years. Under previous Canadian GAAP, these options were accounted for as equity settled awards and the Fund expensed the grant date fair value of these options with an equal amount every year over their vesting period. Under IFRS 2, "Share-Based Payment", these options are cash settled awards and the Fund is required to re-measure the fair value of the outstanding options at the end of each reporting period, account for each tranche of the options with graded vesting as a separate option grant and recognize the related expense and liability accordingly.

6. Expense classification

Under previous Canadian GAAP, depreciation of rental fleet, freight, service, sales and interest expenses were classified as operating expenses. According to IAS 1, "Presentation of Financial Statements", the Fund is required to include depreciation of rental fleet, freight, service and sales expenses as part of cost of sales and interest expense in finance costs.

The follow table summarizes the reclassification between cost of sales and operating expenses for the three months ended June 30, 2011 as a result of the adoption of IFRS:

	Canadian GAAP	Reclassification Adjustments	IFRS
REVENUE			
Modular building and equipment rentals	7,833,390		7,833,390
Modular building and equipment Sales	8,067,817		8,067,817
Parts, fuel, service and others	4,626,630		4,626,630
COST OF SALES			
Cost of modular building and equipment rentals, excluding depreciation	391,752	4,152,400	4,544,152
Depreciation of rental fleet	-	2,284,523	2,284,523
Cost of modular building and equipment sold	5,927,304		5,927,304
Parts, fuel, service and others	1,930,501	(140,290)	1,790,211
OPERATING EXPENSES			
General and administration	4,266,009	1,322,099	5,588,108
Freight	1,407,352	(1,407,352)	-
Service	1,484,910	(1,484,910)	-
Sales	1,119,848	(1,119,848)	-
Amortization and Depreciation	3,606,622	(3,606,622)	-

Readers are advised that the Fund's transition to reporting its financial results in accordance with IFRS from Canadian GAAP has had no impact, nor is it expected to have any future impact, on the operations of the Fund's business, the amount of cash that is available to distribute to Unitholders or the contractual obligations between the Fund and any third parties.

For the purposes of management discussion of operating results below, the operating results of the Fund's previous quarters have been reclassified based on the methods summarized above for consistency.

RECENT EVENTS

On July 29, 2011, pursuant to the debenture indenture dated August 15, 2006, the Fund redeemed all of its Series A Debentures outstanding on July 29, 2011. The redemption price was paid in cash and was \$100 per \$100 principal amount of the Series A Debentures outstanding, plus accrued and unpaid interest.

On August 10, 2011, the Fund entered into an interest rate swap with the Bank for a principal amount of \$20.0 million. The swap has a three-year term and a fixed rate of 1.43% plus a stamping fee of 3.00%.

From July 1, 2011 to August 15, 2011, 1,082,959 Units were issued as a result of the conversion of \$2,782,200 and \$2,197,000 of Series A Debentures and 2010 Debentures, respectively, thereby reducing the balance of Debentures and increasing the balance of Units.

SUMMARY FINANCIAL REVIEW

The Fund recorded significant year-over-year increases in its operating results for the three months ended June 30, 2011. Revenue, gross profit and EBITDA (for definition see "Non-IFRS Measures" below) grew by 83.9%, 115.2% and 84.2 %, respectively, compared to the second quarter in 2010. The increase was attributable to the organic growth from the Fund's existing businesses. The Fund recorded increases of 20.4% and 25.1% in revenue and EBITDA, respectively, due to (i) continued strength in the construction sector in Alberta; (ii) strong demand for the Fund's equipment in Metro Vancouver's filming sector; (iii) gradual recovery in the construction sector in BC, which gave rise to higher equipment rental rates in that

sector; and (iv) cold weather in Alberta in the early spring season which led to higher demand for heating fuel and related rentals. The increase in revenue and earnings was also due to the Britco acquisition. Incremental contributions from Britco (for the month of June 2011) generated \$7.1 million of revenue and \$1.4 million of EBITDA.

Payout percentage was 94.9% for the second quarter, compared to 259.0% for the same period a year ago. Payout percentage for the six months ended June 30, 2011 was 65.1%, a significant improvement from 109.0% for the same period a year ago.

Summary Financial Overview	Three months ended		Six months ended	
	June 30		June 30	
(\$000's, except per Unit amounts and percentages)	2011	2010	2011	2010
Revenue	\$ 20,528	\$ 11,160	\$ 37,979	\$ 24,205
Cost of modular building and equipment rentals, excluding depreciation	(4,544)	(3,589)	(8,835)	(6,527)
Cost of modular building and equipment sold	(5,928)	(1,503)	(6,797)	(2,189)
Parts, fuel, service and others	(1,790)	(1,263)	(5,546)	(4,774)
Operating expenses ⁽¹⁾	(3,962)	(2,469)	(6,732)	(4,500)
EBITDA ⁽²⁾	4,304	2,336	10,069	6,215
Finance costs ⁽³⁾	(12,225)	(583)	(18,102)	(4,062)
Depreciation and amortization	(3,606)	(3,310)	(7,076)	(6,078)
Unit based compensation	(377)	(16)	(682)	(61)
Business acquisition costs ⁽⁴⁾	(762)	(151)	(953)	(431)
Distribution declared	(2,355)	(2,099)	(4,550)	(4,195)
Others	74	38	81	71
Loss before deferred income taxes	(14,947)	(3,785)	(21,213)	(8,541)
Deferred income tax recoveries	725	514	1,084	949
Net income/(loss)	\$ (14,222)	\$ (3,271)	\$ (20,129)	\$ (7,592)
Basic and diluted weighted avg income/(loss) per Unit	\$ (0.91)	\$ (0.23)	\$ (1.34)	\$ (0.54)
Total assets ⁽⁵⁾	\$ 209,676	\$ 91,468	\$ 209,676	\$ 91,468
Total long-term liabilities ⁽⁵⁾	121,758	74,946	121,758	74,946
Maintenance capital expenditure ⁽²⁾	265	423	447	511
Distributable cash generated ⁽²⁾	\$ 2,481	\$ 811	\$ 6,993	\$ 3,849
Distributable cash per Unit ⁽⁶⁾	0.1596	0.0579	0.4667	0.2753
Distributions declared	2,355	2,099	4,550	4,195
Distributions declared per Unit	0.1500	0.1500	0.3000	0.3000
Payout percentage ⁽⁷⁾	94.9%	259.0%	65.1%	109.0%

Notes:

- (1) Includes general and administration expenses and excludes amortization of intangible and operating assets and unit based compensation expense.
- (2) See definition of EBITDA, distributable cash and maintenance capital expenditures under "Non-IFRS Measures".
- (3) Includes interest expense (net of interest income), amortization of finance-related transaction costs, debenture issuance cost, changes in fair value of Debentures and Exchangeable Units and gains/losses on financial derivatives.
- (4) Relates to costs associated with the acquisition of Britco for the three and six months ended June 30, 2011 and the acquisition of Onsite for the three and six months ended June 30, 2010.
- (5) For 2010 the amounts represent balances as at December 31, 2010.
- (6) Calculated based on basic weighted average number of Units.
- (7) Amounts calculated using distributable cash and distributions declared for the related period, not on per Unit amounts. Calculated as distribution declared divided by distributable cash generated.

More detailed discussions of the financial results for the three and six months ended June 30, 2011 are provided under "Operating Results" below.

The Fund's revenue increased by 83.9%, or \$9.4 million, for the three months ended June 30, 2011 and 56.9%, or \$13.8 million, for the six months ended June 30, 2011 compared to the same periods a year ago. The increase was primarily driven by the organic growth from the Fund's equipment rentals, sales and service segment due to: (i) continued strength in Alberta's construction activity coupled with cold weather in the spring season, which led to strong demand for construction equipment rentals and other heat-related products and services; (ii) a robust filming sector in Metro Vancouver, which increased demand for specialty aerial equipment rentals and related services; and (iii) gradual growth in demand in BC's construction sector, which gave rise to higher fleet utilization and rental rates. The revenue growth was also due to the acquisition of Britco following its acquisition on June 1, 2011. Britco contributed incremental revenue of \$7.1 million for the month of June 2011 since acquisition date of June 1, 2011.

Gross profit increased by 115.2%, or \$3.2 million, for the three months ended June 30, 2011 and 75.5%, or \$5.3 million compared to the same periods a year ago. Britco contributed \$2.1 million of incremental gross profit for the quarter. Gross profit increased organically by 39.6% and 45.7% for the three and six months ended June 30, 2011 respectively, compared to the same periods a year ago.

Gross margin was 29.1% and 32.6% for the three and six months ended June 30, 2011 and improved from 24.9% and 29.2% for the same periods a year ago due to gradual increases in rental rates and higher specialty aerial equipment rental volume in the filming sector.

Finance costs were \$12.2 million and \$18.1 million for the three and six months ended June 30, 2011, respectively, compared to \$0.6 million and \$4.1 million for the same periods a year ago. The significantly higher finance costs were mainly due to (i) non-cash charges of \$5.6 million and \$10.2 million for the three and six months ended June 30, 2011, respectively, relating to the Fund's revaluation of its Debentures based on their respective trading prices at quarter-end, as required under IFRS; (ii) the expensing of debenture issuance costs of \$4.8 million in connection with the public offering of the 2011 Debentures in June 2011, as required under IFRS instead of defer and amortize under the previous Canadian GAAP; and (iii) incremental interest expense associated with the 2011 Debentures and new funding from the senior credit facility in relation to the acquisition of Britco.

Depreciation and amortization expense was \$3.6 million (17.6% of total revenue) and \$7.1 million (18.6% of total revenue) for the three and six months ended June 30, 2011, respectively, compared to \$3.3 million (29.7% of total revenue) and \$6.1 million (25.1% of total revenue) for the same periods a year ago. The higher amounts were due to incremental capital expenditures of fleet equipment and capital assets acquired from Britco.

EBITDA was \$4.3 million (21.0% of total revenue) and \$10.1 million (26.5% of total revenue) for the three and six months ended June 30, 2011, respectively, compared to \$2.3 million (20.9% of total revenue) and \$6.2 million (25.7% of total revenue) for the same periods a year ago. While Britco's manufacturing division yielded a lower EBITDA margin than the Fund's other rental and sales businesses, it was compensated by the higher margins from the increasing demand for the Fund's specialty aerial equipment rentals in the filming sector.

Net loss was \$14.2 million (\$0.91 per Unit) and \$20.1 million (\$1.34 per Unit) for the three and six months ended June 30, 2011, compared to net loss of \$3.3 million (\$0.23 per Unit) and \$7.6 million (\$0.54 per Unit) for the same periods a year ago. The higher net loss was primarily due to charges relating to the revaluation of Debentures and higher depreciation and amortization expenses which were non-cash in nature, and costs associated with the public offering of the 2011 Debentures. The charges were partially reduced by the higher operating earnings for the periods compared to a year ago.

Total assets were \$209.7 million as at June 30, 2011 compared to \$91.5 million as at December 31, 2010. The difference was primarily due to changes in working capital as a result of the normal course of the

business, changes in capital assets due to amortization, capital expenditures and business acquisition, and recognition of deferred income tax assets.

Long-term liabilities were \$121.8 million as at June 30, 2011 compared to \$74.9 million as at December 31, 2010. The difference was primarily due to: (i) issuance of the 2011 Debentures; (ii) reallocation of Fund Units to Unitholders' Equity, pursuant to the Unitholders' approval of certain amendments to the Fund's declaration of trust at the Fund's annual general meeting on June 6, 2011; and (iii) revaluation of the Debentures based on their respective trading prices as at June 30, 2011, as required under IFRS. As at June 30, 2011, the 2010 and 2011 Debentures had carrying values of \$32.2 million and \$87.1 million, respectively, on the statement of financial position based on their trading prices as at June 30, 2011, while the face value was \$25.9 million and \$86.25 million, respectively.

DEFERRED INCOME TAXES

In 2007, the Federal Government of Canada amended the Income Tax Act to impose an entity level specified investment flow-through tax (the "SIFT Tax") on Canadian publicly listed income trusts effective January 1, 2011. As a result of the SIFT tax, starting from January 1, 2011, the Fund is subject to income taxes at a rate approximately equal to the rate applicable to income earned by a Canadian public corporation, and is prevented from deducting trust distributions when calculating taxable income. The Fund has undepreciated capital costs and eligible capital properties which can be used for tax deductions when calculating taxable income.

The SIFT Tax also recharacterizes such distributions as eligible dividends received from a taxable Canadian corporation. Eligible dividend treatment for distributions to unitholders will generally be beneficial to Canadian resident investors holding their units in taxable accounts compared to the previous characterization primarily as ordinary income.

Deferred income taxes are recorded on the temporary differences arising between the accounting and tax bases of assets and liabilities on the statement of financial position.

Under the SIFT Tax rules, the tax rate on the post-2010 reversal of temporary differences is estimated by the Fund to be 26.5% for 2011 and 25.0% thereafter. Based on its assets and liabilities as at June 30, 2011, the Fund has estimated the amount of its temporary differences and the period in which these differences will reverse.

As a result of the SIFT Tax rules, Canadian accounting guidance required that the Fund record a cumulative deferred tax asset of \$9.0 million as at June 30, 2011. Accordingly, the Fund recorded an adjustment representing a non-cash, deferred income tax recovery of \$0.7 million for the three months ended June 30, 2011.

OPERATING RESULTS

Basis of discussion and analysis

The Fund's operating results reflect its operations for the three and six months ended June 30, 2011. For the purposes of discussing operating results of the Fund under this section, only Business LPs that have operated for more than one calendar year prior to the period ended June 30, 2011 are included for discussion. This allows management to utilize financial information that is consistently maintained by the Fund to conduct year-over-year comparisons. In this case the operating results from the Fund's equipment rentals, sales & service segment, plus overhead and other expenses at the Fund's corporate level are included for discussion. The result of Britco is not included in the discussion under this section.

Revenue

The following table summarizes the revenues of the Fund's equipment rentals, sales & services segment for the three and six months ended June 30, 2010 and 2011.

Summary of Revenues (\$000's)	Three months ended		Six months ended		Increase/(Decrease)		Increase/(Decrease)	
	June 30		June 30		June 30		June 30	
	2011	2010	2011	2010	\$	%	\$	%
Equipment rentals	\$ 7,339	\$ 5,931	\$ 15,793	\$ 10,907	\$ 1,408	23.7%	\$ 4,886	44.8%
Equipment sales	1,658	1,636	2,694	2,425	22	1.4%	269	11.1%
Parts, fuel, service and others	4,445	3,593	12,406	10,873	852	23.7%	1,533	14.1%
Total revenues	\$ 13,442	\$ 11,160	\$ 30,893	\$ 24,205	\$ 2,282	20.4%	\$ 6,688	27.6%

Revenue from equipment rentals of \$7.3 million for the three months ended June 30, 2011 increased by 23.7%, or \$1.4 million, compared to \$5.9 million a year ago. For the six months ended June 30, 2011, revenue from equipment rentals increased by 44.8%, to \$15.8 million from \$10.9 million a year ago. The increase in rental revenue was due to the higher rental volume in the Fund's southern Alberta operation. In addition to a robust single-home residential construction sector, the growth in Fund's market share in the commercial construction sector has led to higher fleet utilization in that region. The cold weather in the spring season in Alberta further increased the demand for the Fund's heat-related rental equipment. The increase in rental revenue was also due to a rebound in film production activity in Metro Vancouver compared to last year. As a result of hosting the 2010 Winter Olympics, Metro Vancouver's film production industry experienced a significant slowdown in the first half of 2010 as large scale sports and social events in the city hindered filming activities.

Revenue from equipment sales of \$1.7 million for the three months ended June 30, 2011 was consistent with the same period a year ago. For the six months ended June 30, 2011, the revenue of \$2.7 million grew by 11.1%, or \$0.3 million, compared to \$2.4 million a year ago. While equipment fleet sales were lower than the same period a year ago due to fleet renewal in 2010, sales of retail products grew by 26.2% year-over-year as the Fund's northern Vancouver Island operation continued to gain market share in the all-terrain vehicle and related accessories segment.

Revenue from parts, fuel, service and others of \$4.4 million for the three months ended June 30, 2011 increased by 23.7%, or \$0.9 million, compared to \$3.5 million a year ago. For the six months ended June 30, 2011, the revenue increased by 14.1%, or \$1.5 million, to \$12.4 million from \$10.9 million a year ago. The increase was primarily due to higher sales volume in fuel and construction equipment-related services, driven by the cold weather in the spring season in Alberta as well as the Fund's increased market share in the commercial construction sector in southern Alberta. The revenue growth was also due to an increased level of service activities in the filming sector in Metro Vancouver.

Gross margin and gross profit

Gross margin was 28.9% and 33.3% for the three and six months ended June 30, 2011, respectively. This is compared to 24.9% and 29.2% for the same periods a year ago. Gross profit increased by 39.2% for the three months ended June 30, 2011, to \$3.9 million from \$2.8 million a year ago. Gross profit increased by 45.5% for the six months ended June 30, 2011, to \$10.3 million from \$7.1 million a year ago. The year-over-year improvements in the margins were primarily due to higher rental rates charged on specialty aerial equipment and related services in the film production sector and higher service volume in both BC and Alberta markets which typically yields a higher margin than rentals.

Cost of sales

Cost of sales as a percentage of total revenue was 71.1% and 66.7% for the three and six months ended June 30, 2011, respectively, compared to 75.1% and 70.8% for the same periods a year ago.

Costs associated with equipment rentals (including depreciation of rental equipment) were 88.6% and 81.9% of equipment rental revenue for the three and six months ended June 30, 2011, respectively, compared to 94.7% and 93.4% for the same periods a year ago. The lower percentages compared to the same periods last year were mainly due to the higher margins achieved from equipment rentals in the Metro Vancouver's film production sector, as well as a gradual increase in rental rates in the construction sector.

Costs associated with equipment sales were 80.3% and 81.7% of equipment sales revenue for the three and six months ended June 30, 2011, respectively, compared to 91.9% and 90.3% for the same periods a year ago. While margins of retail equipment and merchandise sales remained relatively consistent compared to last year, margins from sales of used aerial equipment from the fleet tend to fluctuate from time to time.

Costs associated with parts, fuel, service and others were 38.8% and 44.2% of the related revenue for the three and six months ended June 30, 2011, respectively, compared to 35.2% and 43.9% for the same periods a year ago. Costs under this category relate mostly to purchases of fuel for fuel distribution sales and expenditures of parts for the servicing of customers' equipment. The higher percentages in the current year were primarily due to rising commodity fuel costs.

Operating expenses

Operating expenses before business acquisition costs and amortization were 25.6% and 21.1% of total revenue for the three and six months ended June 30, 2011, respectively, compared to 21.9% and 18.6% for the same periods a year ago. The increase was primarily due to significantly higher Unit-based compensation expenses, which were non-cash in nature and related to the IFRS treatment of Unit options granted to the Fund's directors, Trustees and certain employees. Excluding these Unit-based compensation, the percentages would be 22.8% and 18.8% for the three and six months ended June 30, 2011, respectively.

EBITDA

EBITDA (for definition see "Non-IFRS Measures" below) was \$2.9 million (21.7% of total revenue) and \$8.7 million (28.1% of total revenue) for the three and six months ended June 30, 2011, respectively, compared to \$2.3 million (20.9% of total revenue) and \$6.2 million (25.7% of total revenue) for the same periods a year ago. Improvements in EBITDA for the periods were primarily due to (i) increased rental volume in southern Alberta as a result of an increased market share in the commercial construction sector and an extended winter; and (ii) increased demand for specialty aerial equipment rentals and related services in the film production sector in Metro Vancouver.

SELECTED QUARTERLY FINANCIAL INFORMATION

The following table provides quarterly historical financial data of the Fund for each of the eight most recently completed quarters. This information should be read in conjunction with the applicable interim unaudited and annual audited consolidated financial statements and related notes thereto.

Selected Quarterly Financial Information	Q2 '11	Q1 '11	Q4 '10	Q3 '10	Q2 '10	Q1 '10	Q4 '09	Q3 '09
(\$000's except per Unit amounts and percentages) (unaudited)	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS	Canadian GAAP	Canadian GAAP
Revenue	\$ 20,528	\$ 17,451	\$ 14,827	\$ 11,220	\$ 11,160	\$ 13,045	\$ 10,333	\$ 7,741
EBITDA ⁽¹⁾	\$ 4,304	\$ 5,765	\$ 4,850	\$ 2,408	\$ 2,336	\$ 3,879	\$ 2,668	\$ 1,584
Net income/(loss)	\$ (14,222)	\$ (5,907)	\$ (2,469)	\$ (5,005)	\$ (3,271)	\$ (4,322)	\$ 973	\$ (1,649)
Income/(Loss) per Unit								
Basic and Diluted	(0.91)	(0.41)	(0.18)	(0.36)	(0.23)	(0.31)	0.07	(0.12)
Distributable cash generated ⁽¹⁾	\$ 2,481	\$ 4,512	\$ 3,593	\$ 1,004	\$ 811	\$ 3,038	\$ 1,893	\$ 883
Distributable cash per Unit ⁽²⁾	0.1596	0.3071	0.2564	0.0717	0.0579	0.2175	0.1356	0.0634
Distribution declared	\$ 2,355	\$ 2,195	\$ 2,102	\$ 2,102	\$ 2,099	\$ 2,096	\$ 2,095	\$ 2,092
Distribution per Unit	0.1500	0.1500	0.1500	0.1500	0.1500	0.1500	0.1500	0.1500
Payout percentage ⁽³⁾	94.9%	48.7%	58.5%	209.3%	259.0%	69.0%	110.6%	236.9%

Notes:

(1) See definition of EBITDA and distributable cash under "Non-IFRS Measures" below.

(2) Calculated based on basic weighted average number of Units.

(3) Amounts calculated using distributable cash and distributions declared for the related period, not on per Unit amounts. Calculated as distribution declared divided by distributable cash generated.

Seasonality

The seasonality of the Fund's business segments impact its quarterly operating results as follows:

1. Equipment rentals, sales and service segment

The aerial and general rentals business is generally lower from January through March as the winter weather hampers construction activity. Construction heater rentals and related fuel supply and wholesale during the winter months compensate for the slow winter business cycle in the aerial and general rentals sector. From April through July, the rental demand for construction and general rental equipment grows gradually as rental activities accelerate into the summer months. Expenditures on inventory for sale and rental fleet are mostly incurred during these months in anticipation of equipment rental and sales in the summer and fall. From August through November the demand for rental equipment continues as construction companies strive to meet construction targets prior the start of the holiday season in December. The construction heater rentals and fuel wholesale business in Alberta starts in November and continues through to the spring of the following year.

2. Modular building manufacturing and leasing segment

The modular building manufacturing division typically does not follow a specific seasonal trend. Modular buildings are pre-fabricated buildings that are manufactured in Britco's two production facilities (in Agassiz and Penticton, BC) throughout the year, and are not subject to external weather conditions. Production is scheduled based on the level of project backlogs, timing of contracts signed and job orders

issued, product type and timing of delivery. Similarly, the modular leasing division has not historically been subject to seasonality. Common applications of modular space units include work camp accommodations, classrooms, temporary offices, construction site offices, sales offices, special event headquarters and storage containers. Unlike the Fund's equipment rentals segment, the lease terms of modular space leasing are typically longer (3 to 5 years, compared to daily, weekly or monthly rentals), with the exception of short-term event-driven modular space rentals, which typically experience a higher level of activity during the summer months.

In addition to the seasonal nature of the Fund's business (mostly the equipment rentals, sales and service segment), the quarterly changes above are also due to organic growth in the business and timing of acquisition of assets.

CASH FLOW AND LIQUIDITY

The following table provides an overview of the Fund's cash flows from operating, investing and financing activities for the three and six months ended June 30, 2011:

Summary of cash flows (\$000's) (unaudited)	Three months ended		Six months ended	
	June 30		June 30	
	2011	2010	2011	2010
Net change of cash related to:				
Operations				
Cash generated from operating earnings	\$ 4,088	\$ 2,327	\$ 9,784	\$ 6,116
Changes from non-cash working capital	4,167	1,766	4,313	2,078
Investing	(104,956)	(996)	(106,393)	(15,284)
Financing	110,359	(7,188)	104,839	13,710
Net change in cash during the period	\$ 13,658	\$ (4,091)	\$ 12,543	\$ 6,620

As mentioned above, the revenue and operating results of certain business segments of the Fund have historically displayed seasonal variations throughout a year. While certain of the Fund's variable costs can be managed to match seasonal patterns, a significant portion of its costs are fixed and cannot be adjusted for seasonality. The fluctuation in future results of operations may require the Fund to rely on its operating loans for working capital financing at certain times of the year.

A single Canadian chartered bank (the "Bank") has provided a \$5.75 million operating loan on an interest-only basis, that is payable upon demand, on which the Business LPs had drawn \$1.0 million as at June 30, 2011.

Working capital management continues to be an important element of cash generation for the Fund. As at June 30, 2011, management expects that net receivables are collectible and that payments to suppliers will also continue under current terms.

The Fund had a working capital deficiency of \$37.0 million as at June 30, 2011. The Fund's working capital includes items expected for normal operations, such as cash and cash equivalents, accounts receivable, inventories, prepaid expenses, deposits, operating loans, accounts payable and accrued liabilities, distributions payable, unearned revenue, the current portion of finance lease obligations, term mortgage payable and Series A Debentures which was fully redeemed on July 29, 2011. As at June 30, 2011, the working capital deficiency included \$62.7 million of capital and acquisition loans. As at June 30, 2011, the outstanding capital and acquisition loans were advanced from the Bank with maturity dates ranging from February 2013 to June 2016. Since the capital and acquisition loans could be repayable on demand before their maturity dates, they were classified as current liabilities in the financial statements of

the Fund. As at June 30, 2011, the Fund had made all monthly payments related to the capital and acquisition loans according to the payment schedule of the Bank and the Fund was in compliance with its covenants. The Fund had total cash and cash equivalents of \$16.5 million as at June 30, 2011. For the trailing 12 months ended June 30, 2011, the Fund generated \$15.9 million of cash from operating activities. The Fund does not anticipate any problems in meeting future obligations as they become due given the level of funds from its operations, its ability to generate cash flow from its ongoing business operations and its ability to raise capital through public offerings.

During the three months ended June 30, 2011, the Fund generated cash of \$8.3 million from operating activities, of which \$4.2 million related to changes from non-cash working capital which represented a normal course of fluctuation in the Fund's businesses.

During the three months ended June 30, 2011, the Fund purchased rental equipment and other operating assets for \$5.5 million, received proceeds of \$1.2 million from sales of fleet equipment and acquired the assets and businesses of Britco for \$100.7 million. To fund the Britco acquisition, the Fund raised \$86.25 million principal amount of 2011 Debentures and received net proceeds of \$81.4 million. The Fund also drew \$32.9 million (net of scheduled repayments) from its senior capital and acquisition facilities to fund the remaining acquisition cost and fleet equipment expenditures. The Fund distributed \$2.3 million to the Unitholders and paid \$1.7 million of interest for the outstanding senior debt and Debentures.

Liquidity Risks

Liquidity risk is the risk that the Fund will not be able to meet its obligations as they fall due.

The Fund manages its liquidity risk through cash and debt management. As at June 30, 2011, the Fund had available unused approved credit facilities (operating, capital and acquisition loans combined) of \$6.7 million. The Fund also had accounts receivable of \$18.3 million and cash and cash equivalents totaling \$16.5 million. Management expects to discharge the Fund's liabilities by means of cash flow generated from operations, existing cash reserves and refinancing of debt instruments.

A centralized treasury function ensures that the Fund maintains funding flexibility by assessing future cash flow expectations and by maintaining sufficient headroom on its committed borrowing facilities. Cash flow estimates are based on rolling forecasts of operating, investing and financing cash flows. Such forecasting also takes into account borrowing limits, cash restrictions and compliance with debt covenants.

Cash which is surplus to working capital requirements is managed by the centralized treasury function which invests it in money market funds or bank money market deposits, choosing maturities which are aligned with expected cash needs based on the rolling forecast process.

CAPITAL RESOURCES

In addition to the \$5.75 million interest-only demand operating loan described in "Cash Flow and Liquidity" above, the Bank has made capital and acquisition loans available to the Fund to finance its capital expenditures and future acquisitions. As at June 30, 2011, \$64.7 million of capital and acquisition loans were approved by the Bank and \$62.7 million were outstanding.

The Fund's credit facilities have covenants specifying a minimum current ratio of 1.25 to 1.0, a maximum funded debt to earnings (as defined in the credit facilities agreement) ratio of 3.0 to 1.0, a minimum debt service coverage ratio of 1.25 to 1.0, and a restriction on increases in distributions to Unitholders and future acquisitions without the prior written consent of the Bank. For purposes of calculating the current ratio as at June 30, 2011, 25% of the outstanding Series A Debentures (which were redeemed on July 29,

2011) and capital and acquisition loans due within one year were included in current liabilities. As at June 30, 2011, the Fund was in compliance with all bank covenants.

Under the current terms, the capital and acquisition loans charge interest, at the Fund's option, at the Bank's prime rate plus a range of 1.2% to 1.7%, or the Bank's banker's acceptance rate plus a stamping fee with a range of 2.7% to 3.2%.

DISTRIBUTABLE CASH AND DISTRIBUTIONS

The Fund reviews its historic and expected results on a regular basis. This review includes consideration of economic conditions, including seasonality, the competitive environment, future cash requirements and projected accretion from newly acquired businesses. It is the Fund's normal policy not to distribute 100% of distributable cash (for definition see "Non-IFRS Measures" below) on a calendar year basis in order to address the seasonality nature of the business and unforeseen events, should they occur. With respect to the Fund's ongoing strategy of monthly distributions, management and the board of Trustees consider the current and projected business activity level of the Fund's operations. While it is the Fund's policy to make stable monthly distributions to Unitholders, unforeseen events may occur and cause the board of Trustees to decide to reduce or suspend monthly distributions temporarily or permanently.

The following shows the Fund's distribution history since its initial public offering on August 15, 2006:

Distribution history (per Unit)	2006	2007	2008	2009	2010	2011
January		\$ 0.0408	\$ 0.0500	\$ 0.0500	\$ 0.0500	\$ 0.0500
February		0.0408	0.0500	0.0500	0.0500	0.0500
March		0.0450	0.0500	0.0500	0.0500	0.0500
April		0.0450	0.0500	0.0500	0.0500	0.0500
May		0.0450	0.0500	0.0500	0.0500	0.0500
June		0.0500	0.0500	0.0500	0.0500	0.0500
July		0.0500	0.0500	0.0500	0.0500	0.0500 ⁽²⁾
August	\$ 0.0224 ⁽¹⁾	0.0500	0.0500	0.0500	0.0500	
September	0.0408	0.0500	0.0500	0.0500	0.0500	
October	0.0408	0.0500	0.0500	0.0500	0.0500	
November	0.0408	0.0500	0.0500	0.0500	0.0500	
December	0.0608	0.0500	0.0500	0.0500	0.0500	
Total	\$ 0.2056	\$ 0.5666	\$ 0.6000	\$ 0.6000	\$ 0.6000	\$ 0.3500

Notes:

(1) 17-day period from August 15-31, 2006.

(2) Declared on July 20, 2011.

Distributions are paid on or about the 15th day of each month to Unitholders of record on the last business day of the preceding month.

Reconciliation of cash provided by operating activities to distributable cash

The following table reconciles cash flow from operating activities to distributable cash for the three and six months ended June 30, 2011:

Reconciliation of cash flow from operating activities to distributable cash (\$000's, except for per Unit amounts and percentages)	Three months ended June 30, 2011	Six months ended June 30, 2011
Cash flow from operating activities	\$ 8,255	\$ 14,097
Changes in non-cash working capital balances	(4,167)	(4,313)
	4,088	9,784
Gain on sale of assets	357	463
Maintenance capital expenditure ⁽¹⁾	(265)	(447)
Interest paid	(1,699)	(2,807)
Distributable cash generated ⁽¹⁾	\$ 2,481	\$ 6,993
Distributions declared	\$ 2,355	\$ 4,550
Distributable cash generated per Unit	\$ 0.1596	\$ 0.4667
Distributions declared per Unit	0.1500	0.3000
Payout percentage ⁽²⁾	94.9%	65.1%
Net income/(loss)	\$ (14,222)	\$ (20,129)
Deficit of net loss below distributions declared	\$ (16,577)	\$ (24,679)

Notes:

- (1) See definition of "maintenance capital expenditures" and "distributable cash" under "Non-IFRS Measures" below.
- (2) Amounts calculated using distributable cash and distributions declared for the related period, not on per Unit amounts. Calculated as distribution declared divided by distributable cash generated.

NON-IFRS MEASURES

References in this MD&A to "EBITDA" are to earnings before interest, income taxes, depreciation, amortization, gain/loss on financial derivatives relating to changes in the fair market value of the fixed interest rate swap, business acquisition costs, Debenture issuance costs, gain/loss on Debentures relating to changes in their fair market values, gain/loss on Unit issuances relating to conversion of Debentures, gain/loss on Exchangeable Units relating to changes in their fair values, unit based compensation, distribution to unitholders, foreign exchange gains/losses, write-down of fleet assets, intangible assets and goodwill, and non-recurring items. EBITDA is a measure used by many investors to compare issuers on the basis of ability to generate cash flow from operations. EBITDA is not an earnings measure recognized by IFRS, does not have standardized meanings prescribed by IFRS and is therefore unlikely to be comparable to similar measures presented by other issuers. The Fund's management believes that EBITDA is an important supplemental measure in evaluating the Fund's performance and in determining whether to invest in Units.

Readers of this information are cautioned that EBITDA should not be construed as an alternative to net income or loss determined in accordance with IFRS as indicators of the Fund's performance or to cash flows from operating, investing and financing activities as measures of the Fund's liquidity and cash flows. The Fund's method of calculating EBITDA may differ from the methods used by other issuers and, accordingly, the Fund's EBITDA may not be comparable to similar measures presented by other issuers.

References in this MD&A to "distributable cash" are to cash available for distribution to the Unitholders by the Fund. Distributable cash is not a recognized measure under IFRS and does not have a standardized meaning prescribed by IFRS. Canadian open-ended income trusts, such as the Fund, use distributable cash as an indicator of financial performance and it should not be seen as a measurement of liquidity or a substitute for comparable metrics prepared in accordance with IFRS. The Fund's distributable cash may differ from similar computations as reported by other issuers and, accordingly, may not be comparable to distributable cash as reported by such issuers. The Fund's management believes that, in addition to net

income, distributable cash is a useful supplemental measure that may assist investors in assessing the return on their investment in Units. See “Distributable Cash and Distributions - Reconciliation of cash provided by operating activities to distributable cash”.

“Maintenance capital expenditures” is not a recognized measure under IFRS and does not have a standardized meaning prescribed by IFRS. The Fund considers maintenance capital expenditures as expenditures that are required to maintain the service capacity of the Fund’s rentable equipment and modular building fleet (defined as equipment that has generated rental revenue equal to or exceeding 10% of the original acquisition cost of such equipment in the immediately preceding 12 months) and operating assets which include vehicles, trailers, furniture and fixtures, computer equipment and software and leasehold improvements. The maintenance capital expenditures for the Fund are calculated as the difference between the original acquisition cost and the related net book value upon the disposition of such equipment, plus the cost of replacement of operating assets.

OFF-BALANCE SHEET FINANCING

The Fund has no off-balance sheet arrangements, except for the operating leases relating to the Fund’s various operating assets, as disclosed in note 11 of the Financial Statements. The operating lease arrangements represent a normal course of the Fund’s businesses.

CONTRACTUAL OBLIGATIONS

The minimum repayments required for the currently outstanding capital and acquisition loans are as follows:

Loans payable (\$000's) (unaudited)	Jul 1 to Dec 31 2011	2012	2013	2014	2015	Thereafter
Loans Payable	\$ 4,976	\$ 10,315	\$ 16,627	\$ 9,038	\$ 7,463	\$ 14,559

The Fund has the following rental, term mortgage, finance lease and operating lease commitments:

Contractual obligations (\$000's) (unaudited)	2011	2012	2013	2014	2015	Thereafter
Rental commitments	\$ 2,244	\$ 4,455	\$ 4,224	\$ 3,849	\$ 3,554	\$ 3,973
Term mortgage	317	-	-	-	-	-
Finance leases	175	335	358	283	107	34
Operating leases	218	297	149	58	6	-
	\$ 2,954	\$ 5,087	\$ 4,731	\$ 4,190	\$ 3,667	\$ 4,007

LONG TERM INCENTIVE PLAN

Trustees, directors, officers and key employees of the Fund and its direct and indirect subsidiaries are eligible to participate in the Fund’s long term incentive plan (the “LTIP”). The purpose of the LTIP is to provide eligible participants with compensation opportunities that will enhance the Fund’s ability to attract, retain and motivate key personnel and reward key employees for significant performance that results in the Fund exceeding its cash available for distribution targets. Pursuant to the LTIP, the Fund sets aside a pool of funds based upon the amount, if any, by which the cash available for distribution per Unit (as measured on a fully diluted basis) exceeds certain defined threshold amounts. A third-party trustee will purchase Units in the market with this pool of funds and hold the Units until such time as ownership vests to each participant. LTIP participants are entitled to receive distributions on all Units

held for their account prior to the applicable vesting date. Unvested Units held by the third-party trustee for an LTIP participant will be forfeited if the participant resigns or is terminated for cause prior to the applicable vesting date, and those Units will be sold and the proceeds returned to the Fund.

The Fund's compensation committee has the power to, among other things: (i) determine those individuals who will participate in the LTIP; (ii) determine the level of participation of each participant; and (iii) determine the time or times when LTIP awards will vest or be paid to each participant.

The compensation committee from time to time may adjust the threshold amounts. In fiscal 2011, the LTIP provided for awards that may be earned based on the amount by which cash available for distribution per Unit (as measured on a fully diluted basis), exceeds a base distribution threshold of \$0.65 per Unit per annum (the "threshold"). The percentage amount of that excess which forms the LTIP incentive pool is determined as follows:

Percentage by which cash available for distribution per Unit exceeds base distribution threshold	Maximum proportion of excess cash available for distribution for LTIP Payments
over 5% to 10%	15% of any excess over 5% to 10%
greater than 10%	20% of any excess over 10%

As at June 30, 2011, the Fund's compensation committee did not approve any payments under the LTIP for the 2011 fiscal year.

WESTERNONE EQUITY INCENTIVE UNIT OPTION PLAN

Under the WesternOne Equity Incentive Unit Option Plan, options to purchase the Fund's Units may be granted to senior executives, directors, Trustees, certain employees of, and service providers to, the Fund and its direct and indirect subsidiaries. The purpose of the WesternOne Equity Incentive Unit Option Plan is to provide such eligible participants with compensation opportunities that will encourage ownership of Units, enhance the Fund's ability to attract, retain and motivate key personnel, and reward directors, officers, employees and service providers for significant performance and growth in the Fund's cash flow.

On May 10, 2011, the Fund granted options to certain employees to purchase, in aggregate, an additional 300,000 Units. Each option provides the holder with the right for up to ten years to purchase one Unit at an exercise of \$5.89. Vesting of the options occurs equally over the next five years.

As at the date of this MD&A, 13,150 options had been exercised and 9,000 options had been forfeited and cancelled due to the departure of an employee.

TRANSACTIONS WITH RELATED PARTIES

The Fund purchased equipment from 0798319 BC Ltd., a company in which a board member of the Fund has a controlling interest, for \$0.1 million (2010 - \$0.1 million) and \$0.2 million (2010 - \$0.3 million) during the three and six months ended June 30, 2011. These transactions arose during the normal course of business and have been recorded at fair market value.

The Fund currently rents premises in various locations from companies in which an officer and certain general managers of Business LPs hold interests. Specifically, the Fund rents premises in its operating locations in Comox (British Columbia), Calgary (Alberta) and Edmonton (Alberta) from Mahatta Holdings Ltd., Eastlake Properties Inc. and MYR Developments Ltd., respectively. The Fund paid \$0.2 million (2010 - \$0.2 million) and \$0.4 million (2010 - \$0.4 million) aggregately in rent to such companies and maintained a rental deposit of \$36,858 (2010 - \$36,858) for such premises during the three and six months ended June 30, 2011. The rent between the parties is at fair market value. The terms of the leases

range from renewal on a monthly basis (with a termination notice of three months given either by the tenant or landlord) to August 31, 2023.

FUND UNITS AND PRINCIPAL UNITHOLDERS

As at the date of this MD&A, 16,872,452 Units are issued and outstanding, each of which entitles the holder to one vote at Unitholder meetings. Furthermore, 23,708 2010 Debentures and 86,250 2011 Debentures are issued and outstanding with an outstanding face value of \$23.71 million and \$86.25 million respectively. Upon conversion of 2010 Debentures and 2011 Debentures, an additional 4,515,810 and 11,500,000 Units, respectively, would be issuable. In addition, 125,000 exchangeable units (“Exchangeable Units”) were issued by a subsidiary indirectly controlled by the Fund on February 15, 2008. The Exchangeable Units have no voting rights but have economic rights equivalent to the Fund’s Units, and are exchangeable to the Units on a one-for-one basis. To the knowledge of the Fund, no person beneficially owns, directly or indirectly, or exercises control or direction over, Units carrying more than 10% of the voting rights attached to all of the issued and outstanding Units.

FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

As at June 30, 2011, the Fund’s financial assets and liabilities consisted primarily of cash and cash equivalents, accounts receivable, operating loans, accounts payable and accrued liabilities, distribution payable, term mortgage, capital and acquisition loans, financial derivatives not designated in an effective hedging relationship (expired on July 1, 2011), Series A Debentures (redeemed on July 29, 2011), 2010 Debentures, 2011 Debentures, and Exchangeable Units. These financial instruments arose from the Fund’s normal course of business, with respect to the financing of its day-to-day operations, capital expenditures and acquisitions.

The carrying values of the financial instruments, except for the capital and acquisition loans, mortgage payable, Series A Debentures, 2010 Debentures, 2011 Debentures and Exchangeable Units, were considered to approximate their fair values due to their short term nature. The carrying values of the capital and acquisition loans approximated their fair values as the related interest rates of the loans were at market as at June 30, 2011. The Fund has considered credit risk in making this determination and concluded no material adjustments would be required. The fair values of the mortgage payable was based on discounted future cash flows using discount rates that reflected prevailing market conditions for instruments having similar terms and conditions. The fair values of Series A Debentures, 2010 Debentures and 2011 Debentures were determined based on their closing prices at the Exchange as at June 30, 2011. The fair value of Exchangeable Units was determined based on the closing price of the Units at the Exchange as at June 30, 2011.

In addition to liquidity risk described in “Cash Flow and Liquidity” above, the Fund is exposed to credit, interest rate and foreign exchange risks associated with its financial assets and liabilities. Overall, the Trustees have responsibility for the establishment and approval of the Fund’s risk management policies. Management continually performs risk assessments to ensure that all significant risks related to the Fund’s operations have been reviewed and assessed to reflect changes in market conditions and the Fund’s operating activities.

Credit risk

Credit risk is the risk of financial loss to the Fund if a customer or counterparty to a financial instrument fails to meet its contractual obligation. The maximum exposure to credit risk is the full carrying value of the financial instrument. The Fund is exposed to credit risk with respect to its accounts receivable, particularly from customers in the construction and resource industries in British Columbia and Alberta due to its concentration of business in these sectors. The Fund mitigates the risk by means of a diverse customer base in the construction (industrial, commercial, infrastructure and residential), resource (oil &

gas, mining and forestry) as well as other sectors. As at June 30, 2011, two of the Fund's accounts receivable balances were in excess of 10% of the Fund's consolidated accounts receivable balance. In assessing the credit risks in relation to these two accounts receivable balances, management has considered the financial health of the respective companies in terms of working capital position, financial leverage, ability to generate operating cash flow, revenue base and profitability. Management had also reviewed the payment history and average collection cycle of these accounts and made provisions where necessary. In general, the Fund mitigates its credit risk by following a program of credit evaluations of customers and limits the amount of credit extended when deemed necessary. The Fund maintains provisions for potential credit losses. As at June 30, 2011, the Fund had provisions for potential uncollectible accounts receivable of \$0.6 million and the related bad debt expense was classified as an operating expense in the Fund's statement of comprehensive income.

Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Fund's term mortgage, finance leases and Debentures all bear fixed interest rates, and hence are not exposed to any interest rate risk. The Fund's credit facilities bear interest at variable rates. In this case the Fund is managing its interest rate risk through entering into an interest rate swap agreement with the Bank for a portion of the outstanding senior credit facilities. The Fund does not hold or use any derivative instruments for trading or speculative purposes. Interest expense is classified as part of finance costs in the Fund's statement of comprehensive income.

Foreign exchange risk

Foreign exchange risk is the risk that the fair value or future cash flow of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Fund's cash flow exposure to foreign currency is due mainly to purchases of rental equipment and replacement parts from suppliers in the United States. For the three months ended June 30, 2011, the Fund recorded foreign exchange gains of \$0.1 million. Foreign exchange gains or losses are classified as part of operating expenses in the Fund's statement of comprehensive income.

As at June 30, 2011, the Fund's consolidated statement of financial position included \$0.9 million of accounts payable (2010 - \$0.1 million), \$0.2 million of operating line (2010 - \$nil) and \$0.3 million of cash (2010 - \$0.1 million) which were U.S. currency denominated.

The Fund does not use, hold or issue foreign exchange contracts for trading or speculative purposes.

CRITICAL ACCOUNTING ESTIMATES

The preparation of the Financial Statements in conformity with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities as at the date of the Financial Statements and the reported amounts of revenue and expenses during the reporting period. The Fund has taken into account the current economic environment when determining the provision for inventory obsolescence, provision for doubtful accounts and any impairment of goodwill and other assets. As conditions change in 2011, actual results could differ from those estimates. The Fund's significant accounting policies are described in note 3 of the Financial Statements. The Fund bases its estimates on historical experience and various other assumptions that are believed to be reasonable in the circumstances. The Fund considers the following to be most critical in understanding the judgments that are involved in preparing the Financial Statements and the uncertainties that could affect the Fund's results of operations, financial condition and cash flows.

Provision of inventory obsolescence

The value of the Fund's inventory, which includes equipment for resale and parts inventories, raw materials and manufacturing work in progress, is evaluated by management throughout each year. When required, reserves are recorded to ensure that the book value of the resale equipment is valued at the lower of cost or estimated net realizable value. Management identifies slow moving or obsolete parts inventories (if any) and estimates appropriate obsolescence provisions related thereto. Assumptions underlying management's evaluation of inventory obsolescence include stability in inventory price levels, estimated value of manufacturing work in progress, estimates of customer demand and projected level of repairs and maintenance needed for the rental fleet. Depending on the future economic environment, there is a risk that the Fund could have an increase in inventory obsolescence which would result in an increased charge to net income.

Provision for doubtful accounts

The Fund is exposed to credit risk with respect to its accounts receivable, particularly from customers in the construction and resource industries in British Columbia and Alberta due to its concentration of business in those sectors. In general, the Fund mitigates the risk by following a program of credit evaluations of customers and limits the amount of credit extended when deemed necessary. The Fund maintains provisions for potential credit losses, and any such losses to date have been within management's expectations. Assumptions underlying management's evaluation of provision for doubtful accounts include stability of the business environment that customers operate in and financial health of customers. The provision for doubtful accounts at June 30, 2011 did not reflect any significant increase in expected losses compared to prior years. However, depending on the future economic environment, there is a risk that the Fund could experience a greater number of defaults which would result in an increased charge to net income.

Impairment of assets

Management reviews the Fund's non-financial assets, inventories and deferred tax assets at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. Management also reviews goodwill, and intangible assets that have indefinite useful lives or that are not yet available for use for impairment at least annually or whenever events or changes in circumstances indicate possibility of impairment.

Impairment is recognized if the recoverable amount determined as the higher of the estimated fair value less cost to sell or the discounted future cash-flows generated from use and eventual disposal from an asset or cash generating unit ("CGU") is less than their carrying value. Impairment losses are recognized in profit or loss. Impairment losses recognized in respect of a CGU are allocated first to reduce the carrying value of goodwill allocated to the CGU and any excess is allocated to the carrying amount of the other assets in the CGU on a pro rata basis.

Assumptions underlying management's evaluation of asset impairments include estimates of future operations of, and related cash flow generated from, the assets or CGUs, marketplace data, and future costs of capital. Depending on the future economic environment, there is a risk that the Fund could have an increase in impairments which would result in an increased charge to net income.

Accrual of unbilled revenue

Revenue from rental contracts and related services is generated through cycle billing to customers. Accrual of revenue relating to invoices not yet issued to customers at period-end is estimated by management based on rental rates specified in rental contracts and expected length of the rental periods.

Accrual of uncompleted project revenue and related costs

The Fund accounts for its modular manufacturing revenue using percentage-of-completion method of accounting. Revenue and related cost of sales are recognized based on costs incurred to date over the total estimated costs to complete the design, manufacture, transportation and installation of such products.

Deferred income taxes

As a result of the SIFT tax, starting from January 1, 2011, the Fund is subject to income taxes at a rate approximately equal to the rate applicable to income earned by a Canadian public corporation, and is prevented from deducting trust distributions when calculating taxable income.

Deferred income tax assets and liabilities are determined based on the temporary differences between the tax basis of the Fund's assets and liabilities and the amounts reported in the financial statements, to the extent that such temporary differences are expected to reverse on or after January 1, 2011. Deferred tax assets or liabilities are calculated using the tax rates for the periods in which the differences are expected to be settled. Deferred tax assets are recognized to the extent that they are considered more likely than not to be realized. Assumptions underlying the composition of deferred income tax assets include estimates of future results of operations, the timing of reversal of temporary differences, as well as the tax rates and laws in each province at the time of the expected reversal. The composition of deferred income tax assets is reasonably likely to change from period to period due to the uncertainties surrounding these assumptions.

RISKS AND UNCERTAINTIES

In addition to the risks and uncertainties discussed in the Fund's public documents, including but not limited to Annual Information Form dated March 31, 2011, the Fund believes that the following items represent significant areas for consideration:

Current economic conditions

Global financial markets have been subject to significant volatility due to the recent downgrade of the US debt rating and European sovereign debt issues. Changes in interest rates, consumer and business confidence, corporate profits, credit conditions, foreign exchange, commodity prices may influence the Fund's customers' operating and capital spending. This may have a material adverse effect on the Fund's business, financial condition, results of operations and cash flows.

Industry conditions and cyclical

The modular building industry historically has been cyclical and is influenced by many of the same national and regional economic factors which affect business generally. Such factors include consumer confidence, inflation, interest rates, regional population and employment trends, availability and cost of alternative accommodation and general economic conditions. There can be no assurance that the modular building market will not experience future declines or that such declines will not have a material adverse effect on the Fund's business, financial condition, results of operations and cash flows.

Focus on western Canada

Britco currently sells its products primarily in western Canada. While Britco believes that this region historically has been strong for the modular building industry, demographic factors and economic conditions affecting this region may adversely affect the Fund's financial condition, results of operations and cash flows.

Competition

The modular building industry is highly competitive, and the barriers to entry are lower than for industries requiring large capital investments or substantial technological expertise. Competition at the manufacturing level exists in terms of price, product quality and features. Some of Britco's competitors have substantially greater financial, manufacturing, distribution and marketing resources.

Pricing and availability of raw materials

The future results of operations of Britco could be affected by the pricing and availability of raw materials. Although Britco attempts to increase the sales prices of its modular buildings in response to higher materials costs, such increases lag somewhat behind the escalation of materials costs. Four of the most important raw materials used in the Britco's operations, lumber, steel, gypsum wallboard and insulation, have experienced price fluctuations in recent periods. Although Britco has not experienced any shortage of such building materials to date, there can be no assurance that sufficient supplies of lumber, steel, gypsum wallboard and insulation, as well as other raw materials, will continue to be available on terms Britco regards as satisfactory.

Potential products liability and warranty expense

Although Britco has never been subject to significant products liability claims, it may be exposed to the risk of loss as a result of defects in its products or components of its products. Britco maintains a general liability insurance policy, but there can be no assurance that such insurance will be sufficient to cover potential claims or that the present level of coverage will be available in the future at reasonable cost. A partially insured or a completely uninsured successful claim against Britco could have a material adverse effect on the Fund's financial condition, results of operations and cash flows.

Britco provides buyers of its modular buildings with one or two year limited warranties. There can be no assurance that future warranty expenses will not have a material adverse effect on the Fund's financial condition, results of operations and cash flows.

Potential adverse effects of government regulation

Britco's operations are subject to a variety of federal, provincial, local and other laws and regulations. Changes in, or a failure by it to comply with, such laws and regulations could have a material adverse effect on the Fund's financial condition, results of operations and cash flows.

Credit facility risk

The Fund is required to comply with covenants under its credit facilities. In the event that the Fund does not comply with covenants under the credit facilities, the Fund's access to capital could be restricted or repayment could be required. The Fund routinely reviews the covenants based on actual and forecast results and has the ability to make changes to its operation plans and/or distribution policy to comply with covenants under the credit facilities.

For other risks and uncertainties associated with the Fund, refer to the Fund's Annual Information Form dated March 31, 2011.

DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROL OVER FINANCIAL REPORTING

The Fund's management, under the supervision of its Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), is responsible for establishing and maintaining disclosure controls and procedures ("DC&P") and internal control over financial reporting ("ICFR"). DC&P are designed to provide reasonable assurance that information required to be disclosed by the Fund in annual filings,

interim filings or other reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified in the securities legislation. Furthermore, DC&P are designed to ensure that information required to be disclosed by the Fund in annual filings, interim filings or other reports filed or submitted under securities legislation is accumulated and communicated to the Fund's management, including its CEO and CFO, as appropriate to allow timely decisions regarding required disclosure. ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

The Fund's ICFR may not prevent or detect all misstatements because of the inherent limitations of any control system. Additionally, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions or deterioration in the degree of compliance with the Fund's policies and procedures.

An evaluation of the design of the Fund's DC&P was conducted, as at June 30, 2011, by management under the supervision of the CEO and the CFO. Based on this evaluation, the CEO and the CFO have concluded that, as at June 30, 2011, except for the design of DC&P related to Britco as described below, the Fund's DC&P are designed to provide reasonable assurance that information required to be disclosed by the Fund in reports filed or submitted under securities legislation is recorded, processed, summarized and reported within the time periods specified therein.

Management, under the supervision of the CEO and the CFO, has evaluated the design of the Fund's ICFR using the framework and criteria established in Internal Control – Integrated Framework, issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO"). Based on this evaluation, management has concluded that as at June 30, 2011, except for the design of ICFR related to Britco as described in the paragraph below, the Fund's ICFR was designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

As at the date of this MD&A, management has not completed the evaluation of the design of DC&P and ICFR related to Britco, of which the assets and business were acquired by the Fund on June 1, 2011. The following table summarizes the financial information of Britco for the one month ended June 30, 2011:

Summary Financial Information (\$'000s) (unaudited)	One month ended June 30, 2011
Revenue	\$ 7,088
Income before discontinued operations and extraordinary items	1,102
Net income	1,102
Current assets	20,889
Non-current assets	87,407
Current liabilities ⁽¹⁾	6,870
Non-current liabilities	-

Note:

(1) Excludes inter-company balance of \$0.3 million due to other subsidiaries of the Fund.

Management anticipates that the evaluation of the design of DC&P and ICFR for Britco to be complete prior to May 31, 2012.

Except for the description of the acquisition of Britco above, there has been no change in the Fund's DC&P and ICFR that occurred during the second quarter of fiscal 2011 that has materially affected, or is reasonably likely to materially affect, the Fund's DC&P and ICFR.

OUTLOOK

The following discussion is qualified in its entirety by the "Forward-looking information" at the beginning of this MD&A, and the section titled "Risks and Uncertainties".

The Fund's operating results continue to improve along with the gradual macro economic recovery that started in 2010. Management attributes the improved results to the strong construction activity in Alberta, a stabilized construction climate in BC, and a steady flow of film production projects in the movie sector which is the Fund's key niche market.

In the equipment rentals, sales and service segment, management has seen equipment rental rates gradually recover in the first half of 2011 in the construction sector in BC and Alberta's major markets. With the projected growth in the construction activity and the increased demand for rental equipment, management expects the gradual recovery of rental rates to continue in the second half of 2011. Management also expects the robust filming production activity to continue in BC, based on the projected number of film productions scheduled for the rest of 2011.

With the acquisition of Britco on June 1, 2011, the Fund has diversified its investments to include modular building manufacturing and leasing, therefore broadening its operating platform in the construction and infrastructure services sector. Management anticipates the incremental earnings from this business segment to be accretive to the Unitholders through enhancing operating cash flows, and thus lowering the payout percentage. The Fund's management expects to retain the core management team of Britco, and continue to execute the growth strategy in western Canada's construction, infrastructure and resource sectors. Management sees opportunities in these key markets for its manufacturing and leasing divisions due to the growth in the construction activity, infrastructure project roll-outs from the governments, and continued strength in the mining and energy extraction activity. The Fund's management also sees opportunities to leverage Britco's international reputation to expand its customer base beyond western Canada.

In the first half of 2011 the Fund has demonstrated its ability to achieve disciplined growth organically and through business acquisitions. The Fund will continue to execute effective capital expenditure and fleet deployment strategies, as well as actively seek accretive acquisition opportunities to generate future growth.

In the face of the recent volatility in the financial markets due to the downgrade in the US debt rating and European sovereign debt issues, management will continue to assess the Fund's operating performance and its business environment, and execute appropriate strategies in relation to capital expenditures, sales and marketing and operational review to ensure financial stability in its business units.

ADDITIONAL INFORMATION

Additional information relating to the Fund, including the Fund's Annual Information Form and other public filings, is available on SEDAR at www.sedar.com or on the Fund's website at www.weq.ca.

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TRADING SYMBOLS

Toronto Stock Exchange: WEQ.UN, WEQ.DB.B and WEQ.DB.C