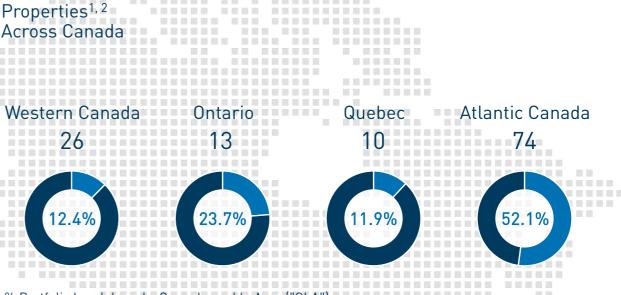


### An Industrial-Focused, High-Quality Canadian REIT (TSX: PRV.UN)



As at December 31, 2023

\$1.03B 6.4M 10.9M Owned Gross Managed Gross Total Leasable Area Leasable Area **Assets** (sq. ft.) (sq. ft.) 98.3% 82.2% 4.0 Industrial Gross Weighted Average Occupancy Rate<sup>3</sup> Leasable Area Lease Term (sq. ft.) (vears) 2.2% 8.56% Distribution NOI Growth<sup>4</sup> Yield<sup>5</sup> \$0.45 7.5% Same Property Annual Cash Distribution/Unit NOI Growth<sup>4, 6</sup> % Portfolio breakdown by Gross Leasable Area ("GLA (100% Tax Deferred-Estimated) as at December 31, 2023.



<sup>1</sup> Of 123 properties, 81 are 100% owned and 42 are 50% owned as at December 31, 2023.

<sup>2 120</sup> properties as of March 20, 2024.

<sup>3</sup> Includes committed space of approximately 85,508 square feet, as at December 31, 2023. The occupancy at December 31, 2023 excludes an industrial property totalling 65,000 square feet under redevelopment

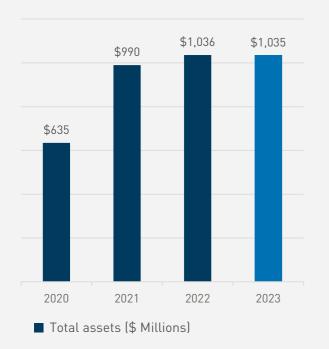
<sup>4</sup> For the three month period ended December 31, 2023.

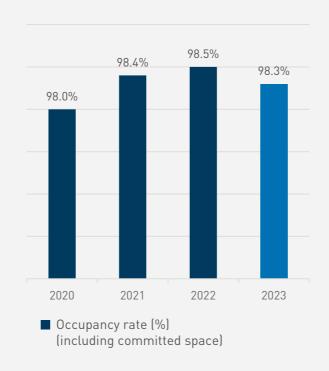
<sup>5</sup> Distribution yield is calculated as annual distribution per trust unit of \$0.45 divided by the closing trust unit price of \$5.26 as at March 18, 2024.

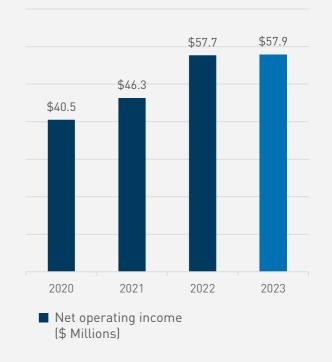
<sup>6</sup> Non-IFRS financial measure. See Disclaimer - Non-IFRS Measures.











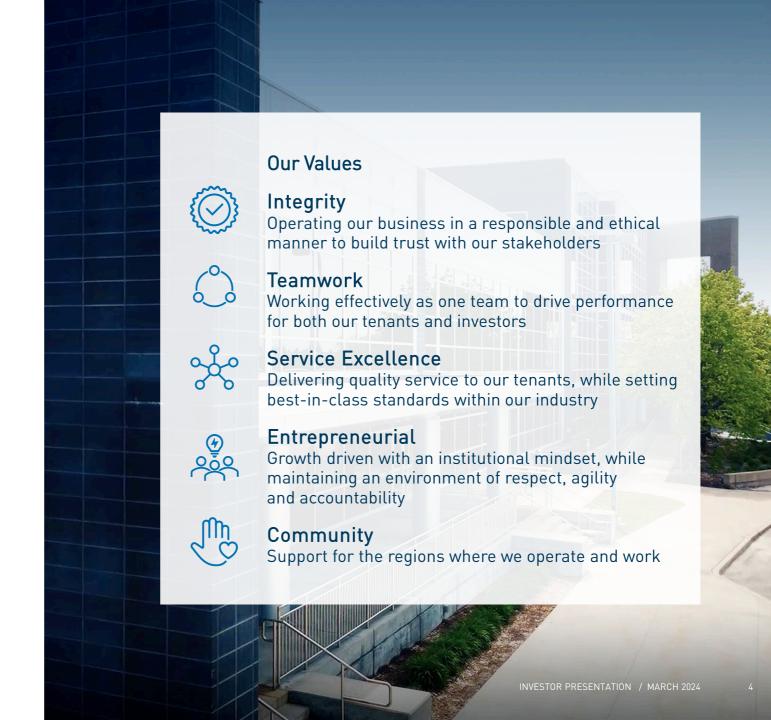
### Building Sustainable Value

#### Our Mission

To invest in high-quality commercial real estate and manage properties to high standards, while contributing to the local communities in which we operate through our dedication to economic, social and environmental sustainability.

#### **Our Vision**

To be a best-in-class pure-play Canadian industrial REIT driven by sustainable growth and value creation.





### Our Competitive Advantages



Strategic positioning in the light industrial sector in Canada



Clear strategy for growth and value creation



Commitment to sustainable development



Financial discipline



Seasoned leadership with proven track record



## Focused on the Light Industrial Sector in Canada

### **Industrial Sector Advantages**

- / Defensive asset class
- / Solid and stable fundamentals
  - Lower market rent volatility
  - Lower operating costs
  - High-value, generic-use space that is highly marketable
  - Broad and diverse tenant base
- Lower capital expenditures, maintenance, leasehold improvement and tenant inducement costs



### Industrial Portfolio Growth

### Fair Value of Industrial Investment Properties (\$ Millions)



### Industrial Net Operating Income (\$ Millions)





#### As at December 31, 2023

861	5.22M
Industrial	GLA
Properties	(sq. ft.)

98.6%
Occupancy
Rate<sup>2</sup>
Weighted Average
Lease Term
(years)

<sup>1</sup> Of the 86 properties, 44 are 100 % owned and 42 are 50% owned.

<sup>2</sup> Includes committed space of approximately 77,995 square feet, as at December 31, 2023.

## Leading Position in the Halifax Industrial Market



#### Halifax's Burnside Industrial Park Overview

Burnside is the largest industrial park north of Boston and east of Montreal, with almost 2,000 enterprises and approximately 30,000 employees.

## One of Canada's strongest industrial nodes.



1 All 41 properties in Burnside are owned jointly with Crestpoint, with each party holding 50%.

#### Halifax's Market Overview

While investor demand for industrial properties continues to exceed expectations, the Halifax market has remained incredibly tight as a shortage of supply continues to push rental rates upward.



Source: Colliers Halifax Industrial Market Report, Q4 2023.



### Our Retail and Office Sectors

As at December 31, 2023



#### Retail Portfolio:

- / High-quality community service centres
- 71.3% of base rent from national grocery stores, pharmacies, financial institutions, government and medical offices
- Operational attributes consistent with the light industrial sector

12.8% 97.9% 4.6

Of Total Occupancy Weighted Average Lease Term (years)

1 Includes committed space of approximately 4,534 square feet at December 31, 2023.

#### Office Portfolio:

- / Mainly suburban and mixed-use flex office buildings, outside large metropolitan areas
- / Low rise buildings less than 100,000 square feet
- / Capital recycling as no longer a focus area

5.0% 94.7% 3.3

Of Total Occupancy Weighted Average Portfolio GLA Rate<sup>2</sup> Lease Term (years)

1 Includes committed space of approximately 1,979 square feet at December 31, 2023.



# A Fully Integrated Business Model Driving Synergies

Internalized wholly-owned property management division, Compass Commercial Realty, is a long-established group operating autonomously from Halifax (headquarters)

/ Offices in Halifax, Moncton, Montreal, Ottawa and Toronto

\$1.71B 203

Total Value of Managed Properties Properties

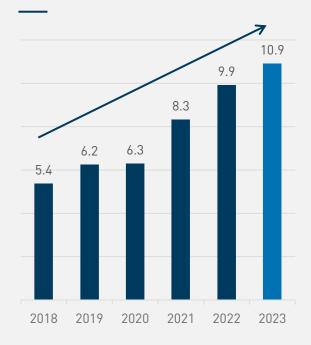
73 123

Compass PROREIT Managed

Employees Properties



### Increasing Our Reach in the Property Management Space



Square Feet Managed (Millions)

### Diversified and Strong Tenant Base

Top 10 Tenants As at December 31, 2023

















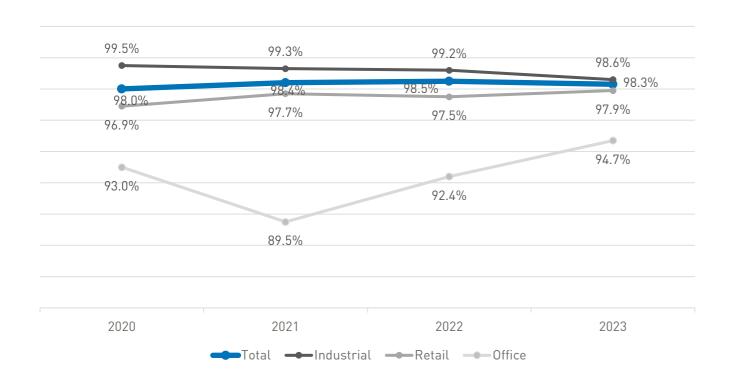






## A Resilient Portfolio in All Market Conditions

### Occupancy Rate (Including Committed Space)





Low-risk portfolio consistently near 100% occupancy



### Our Strategy to Generate Value

## Increase scale through organic and acquisitive growth

- Build robust pipeline of accretive acquisitions
- Leverage Crestpoint joint operation<sup>1</sup>
- Pursue expansion and select modest redevelopment opportunities
- Nurture existing tenant relationships, ensuring retention and growth
- Capitalize on asset and property management synergies

## Focus on light industrial properties in Canada

- Continue to focus on high-quality light industrial real estate
- Select best locations close to major transportation links and high growth population centres
- Focus on multi-purpose space with diversified tenants
- Capture opportunities in attractive Canadian cities

## Optimize balance sheet and capital allocation

- / Grow AFFO per unit performance
- Deploy capital with focus and discipline
- / Maintain consistent distributions



## Medium-Term Targets<sup>2</sup> (3-5 years):

\$2B in Asset Value

90% Industrial Base Rent

2 Medium-term targets are based on the REIT's current business plan and strategies and are not intended to be a forecast of future results. The medium-term targets contemplate the REIT's historical growth and certain assumptions including but not limited to (i) current global capital market conditions (ii) access to capital (iii) interest rate exposure (iv) availability of high-quality industrial properties for acquisitions (v) dispositions of retail and office properties and (vi) capacity to finance acquisitions on an accretive basis.

<sup>1</sup> Refer to next slide for details.

## Successful Execution of Capital Recycling Strategy in the Year



Date closed	City	Number of Properties	Asset Class	GLA (in sq.ft)	Transaction Price (in \$M)	Use of Proceeds
Dispositions in F2023						
April 21, 2023	Amherst, NS	1	Office	50,000	\$2.1	General business purposes
August 31, 2023	Ottawa, ON	2	Office	60,000	\$9.1	\$5.7M in related mortgages and general business purposes
September 28, 2023	Sherbrooke, QC	1	Retail	3,000	\$2.2	\$1.5M of a related mortgage and general business purposes
November 27, 2023	Halifax, NS Lévis, QC	2	Retail	49,000	\$10.9	\$4.4M in related mortgages and general business purposes
December 28, 2023	Quebec City, QC	1	Retail	19,000	\$2.3	General business purposes
Total dispositions in Fiscal	2023	7		181,000	\$26.6	
Dispositions in Q1 2024						
February 2 & 9, 2024	Montreal, QC Upper Tantallon, NS	2	Industrial Retail	124,000	\$20.7	\$16.0M in related mortgages and general business purposes
March 18, 2024	Courtenay, BC	1	Retail	10,700	\$5.4	Repay a \$9.4M mortgage secured by additional retail properties
Total dispositions in Q1 202	4	3		134,700	\$26.1	

Portfolio Summary As at March 20, 2024

120 Total Properties across Canada

6.2M Owned Gross Leasable Area (sq. ft.)

82.9% Industrial Gross Leasable Area (sq. ft.)

## Successful Joint Operation to Increase our Reach



Joint operation with Crestpoint Real Estate Investments Ltd. completed on August 4, 2022 to jointly own 42 properties.

- / Two-portion transaction, immediately accretive to earnings:
  - PROREIT and Crestpoint each acquired a 50% interest in 21 properties owned by a third party, for a total purchase price of \$228M
  - In conjunction with the acquisition, PROREIT sold a 50% interest in 21 of its owned properties to Crestpoint, having a total value of \$227M, for total consideration to PROREIT of \$113.5M
- / Significant market leasing upside embedded in portfolio

PROREIT is sole property manager for entire portfolio and collects approx. \$1 million in property management and leasing fees annually.

42 Properties

41 Proportios in Halifay's

Properties in Halifax's Burnside Industrial Park

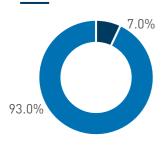
Property in Moncton, New Brunswick

3.1M Total GLA (sq. ft.)



## Embedded Value in our Portfolio

2023 Renewals Renewed as of March 20, 2024 (% GLA)



■ Non-Renewed Tenants

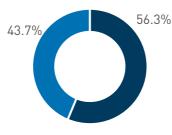
Renewed Tenants

45.6% Year 1 Average Net Increase

90.2% of 2023 Renewable GLA is Industrial 5.3 Weighted Average Leas

Weighted Average Lease Term (years)

52.3% Year 1 Average Net Increase for Industrial Tenants 2024 Renewals Renewed as of March 20, 2024 (% GLA)



■ Non-Renewed Tenants

Renewed Tenants

32.8% Year 1

Year 1 Average Net Increase

is Industrial

80.0% of 2024 Renewable GLA 4.8
Weighted
Average Lease
Term (years)

49.6% Year 1 Average Net Increase for Industrial Tenants



Asset Class	Weighted Avg In-Place Net Rent	Estimated Market Net Rent <sup>1</sup>	Spread	Fair Value per sq. ft.
Industrial	\$8.39	\$11.62	39%	\$156
Retail	\$14.09	\$14.17	1%	\$169
Office	\$15.27	\$15.42	1%	\$178
Leased Total	\$9.45	\$12.13	28%	\$159

18

<sup>1</sup> Based on management's estimates derived from Q4 2024 Colliers, CBRE, Cushman & Wakefield and JLL reports as well as internal appraisal reports.





19



1400 Commerce Way, Woodstock, ON



66K sq. ft. Renewal



1500 Notre Dame Avenue, Winnipeg, MB



61K sq. ft. New Lease



1070 St. George Boulevard, Moncton, NB



13K sq. ft. New Lease



3200 Guénette Street, Ville St. Laurent, QC



66K sq. ft. New Lease



2615 Lancaster Road, Ottawa, ON



10K sq. ft. Renewal



81 Ilsley Avenue, Dartmouth, NS



10K sq. ft. Renewal

### Well-staggered Lease Maturity Over Time by Asset Class



20

### **Staggered Lease Maturities**



# Our Track Record of Disciplined Capital Allocation

- / 157 acquisitions since inception
- / \$400M in new equity raised since inception
- / Distribution yield of 8.56%<sup>1</sup>
- / 3-year total return of 185.7%<sup>2</sup>
- / Monthly distributions since 2014



#### Total Return to Unitholders



Source: Bloomberg, Market data as at March 20, 2024.

<sup>1</sup> Distribution yield is calculated as annual distribution per trust unit of \$0.45 divided by the closing trust unit price of \$5.26 as at March 18, 2024.

<sup>2</sup> Source: Bloomberg, Market data from the period of March 23, 2020 to March 20, 2024. Total return assumes all distributions are reinvested into new REIT units.





## ESG Highlights (From 2022 ESG Report)

Environmental ——	14% Portfolio is BOMA certified	21% Properties are tracked on ENERGY STAR® Portfolio Manager	66% Leases contain a sustainability clause	<ul> <li>54% of properties tracked for water usage, 28% of properties tracked for gas usage, 26% of properties tracked for waste management</li> <li>Over 99% of portfolio is located in areas identified as low flood risk</li> <li>100% of properties subject to a thorough assessment of all environmental and capital item components prior to acquisition</li> </ul>
Social —	40% PROREIT's management is comprised of women	63% Employee participation in corporate volunteer program	37 Community and industry initiatives supported through donations and sponsorships	/ Employee Assistance Program / Paid time off for volunteerism / Implemented charitable giving policy
Governance —	75% Board comprised of independent Trustees and all board committees are chaired by an independent Trustee, except investment committee*  *As of June 6, 2023	37.5% Women representation on Board of Trustees*	Implementation of comprehensive cybersecurity platform and measures	<ul> <li>/ Board Diversity Policy</li> <li>/ Code of Conduct applicable to all employees, management and Board</li> <li>/ Whistleblower and Disclosure Policies</li> <li>/ ESG Steering Committee responsible for daily management of ESG program</li> <li>/ Ongoing cybersecurity awareness training</li> <li>/ Annual review of long-term strategy to ensure</li> </ul>

Full ESG report available on our website at: <u>Sustainability | PROREIT</u>

### Pursuing our ESG Journey







### Fiscal 2023 Financial Highlights

2.8%
Property
Revenue Growth

0.4% NOI Growth

49.8%
Total Debt to
Total Assets

1.7% Same Property NOI Growth<sup>1</sup>

\$26.6B Proceeds from Disposition of 7 Non-core Properties 50.2% Adjusted Debt to Gross Book Value<sup>1</sup>

\$43M Available Credit Facility & \$13.2M in Cash \$20M Reduction in Indebtedness Under our Credit Facility

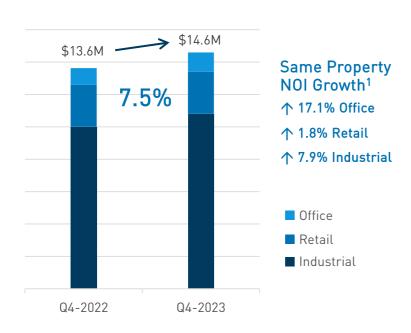
Note: Fiscal 2023 were negatively impacted by \$2.2M one-time CEO succession and related costs as well as successful repositioning of 100,000 sq.ft. Montreal industrial property (negatively affecting cash flow results for the middle six months of the year).

1 Non-IFRS financial measure. See Disclaimer - Non-IFRS Measures.



### Q4-2023 Financial Highlights

### Same Property NOI<sup>1</sup>

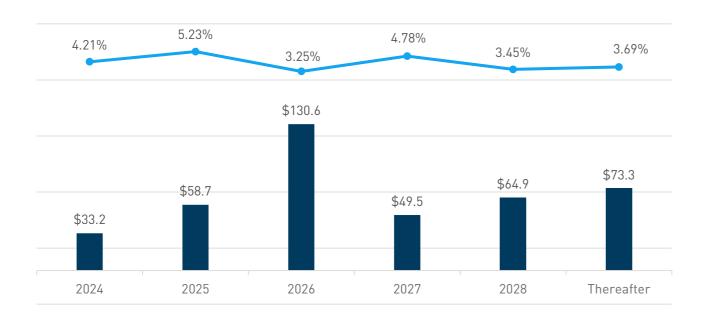




<sup>1</sup> Same Property NOI is a non-IFRS financial measure. See Disclaimer - Non-IFRS Measures.

### **Actively Managed Capital Structure**

#### **Properties Mortgage Maturities by Years**







#### As at December 31, 2023

3.88%
Current Weighted
Average Mortgage
Interest Rate

4.0 Weighted Average Term to Maturity (in years)

\$43M In Available Credit Facility

28



# Experienced and Aligned Management and Board

### Senior Management Team



Gordon G. Lawlor, CPA Co-Founder, President and Chief Executive Officer



Alison J. Schafer, CPA Chief Financial Officer and Secretary





Chris Andrea
President
Compass Commercial Realty
Senior Vice President,
Property Management PROREIT



Zachary Aaron
Director, Investments and
Asset Management



Isabelle Monté
Senior Manager,
Human Resources and
Administration

Alignment with unitholders: officers and trustees own or control approximately 3% of outstanding units.



#### **Board of Trustees**

James W. Beckerleg

Trustee, Chair of the Board and Co-Founder

Vincent Chiara

Independent Trustee

Martin Côté

Independent Trustee

Shenoor Jadavji

Independent Trustee

Gordon G. Lawlor, CPA

Trustee, President & CEO and Co-Founder

Christine Pound, ICD.D

Independent Trustee

Deborah Shaffner

Independent Trustee

Ronald E. Smith, FCPA, FCA, ICD.D

30

Independent Trustee

# History of Executing on Our Strategy









### Industrial-focused portfolio in attractive cities across Canada

- / Low-risk portfolio with fully-internalized asset and property management
- / Consistently high occupancy rate and same property growth
- Significant value embedded in portfolio

### Clear strategy for growth and value creation

- / Increase scale target to reach \$2B in asset value in medium term<sup>1</sup>
- Focus on high-quality, well-located light industrial properties target industrial base rent of 90% 1
- Optimize balance sheet and capital allocation
- Consistent distributions

### Committed to sustainable development

- 14 PROREIT-owned properties are BOMA certified
- / All acquisition targets subject to thorough assessment of all environmental and capital item components
- ESG Steering Committee responsible for daily management of ESG Program

### Financial discipline

- Stable cashflows with ample liquidity (cash and undrawn portion of credit facility)
- / Ten years of asset growth while focused on debt reduction
- / Sound and flexible capital structure, with access to multiple sources of capital

### Seasoned leadership with proven track record

- Diversified and independent board
- Deep industry knowledge and expertise in real estate, property management, M&A
- Ability to identify and build stable, high-quality, low-risk portfolio
- Disciplined pursuit of organic and acquisition growth opportunities, as well as strategic partnerships



<sup>1</sup> Medium-term targets are based on the REIT's current business plan and strategies and are not intended to be a forecast of future results. The medium-term targets contemplate the REIT's historical growth and certain assumptions including but not limited to (i) current global capital market conditions (ii) access to capital (iii) interest rate exposure (iv) availability of high-quality industrial properties for acquisitions (v) dispositions of retail and office properties and (vi) capacity to finance acquisitions on an accretive basis



### Disclaimer

#### About this Presentation

This presentation is dated March 20, 2024 and is strictly intended to provide general information about PRO Real Estate Investment Trust ("PROREIT") and its business. This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of PROREIT. The information in this presentation is stated as at December 31, 2023, unless otherwise indicated.

#### Non-IFRS Measures

PROREIT's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). In this presentation, as a complement to results provided in accordance with IFRS, PROREIT discloses and discusses certain non-IFRS financial measures, non-IFRS ratios and other specified financial measures (collectively, "non-IFRS measures"), including Same Property NOI. These non-IFRS measures are not defined by IFRS and do not have a standardized meaning under IFRS. PROREIT's method of calculating these non-IFRS measures may differ from other issuers and may not be comparable with similar measures presented by other issuers. PROREIT has presented such non-IFRS measures as management believes they are relevant measures of PROREIT's underlying operating and financial performance. For (i) information on the most directly comparable measure that is disclosed in the primary financial statements of PROREIT, as applicable, (iii) an explanation of the non-IFRS measures, (iii) a description of how PROREIT uses these measures, (iv) an explanation of how these measures provide useful information to management and investors, and (v) a reconciliation of the non-IFRS measures, as applicable, refer to the "Non-IFRS Measures" section of PROREIT's management's discussion and analysis for the year ended December 31, 2023, dated March 20, 2024 (the "Q4 2023 MD&A"), available on PROREIT's SEDAR+ profile at www.sedarplus.ca, which is incorporated by reference into this presentation. Non-IFRS measures should not be considered as alternatives to net income, cash flows provided by operating activities, cash and cash equivalents, total assets, total equity, or comparable metrics determined in accordance with IFRS as indicators of PROREIT's performance, liquidity, cash flow and profitability.

#### Forward-Looking Information

This presentation contains forward-looking statements and forward-looking information (collectively, "forward-looking statements") within the meaning of applicable securities legislation, including statements relating to certain expectations, projections, growth plans and other information related to PROREIT's business strategy and future plans. Forward-looking statements are based on a number of assumptions and are subject to a number of risks and uncertainties, many of which are beyond PROREIT's control, that could cause actual results and events to differ materially from those that are disclosed in or implied by such forward-looking statements. Forward-looking statements contained in this presentation include, without limitation, statements pertaining to the execution by PROREIT of its growth strategy and the future financial and operating performance of PROREIT. PROREIT's objectives and forward-looking statements are based on certain assumptions, including that (i) PROREIT will receive financing on favourable terms; (ii) the future level of indebtedness of PROREIT and its future growth potential will remain consistent with the REIT's current expectations; (iii) there will be no changes to tax laws adversely affecting PROREIT's financing capacity or operations; (iv) the inpact of the current economic climate and the current global financial conditions on PROREIT's operations, including its financing capacity and asset value, will remain consistent with PROREIT's operations, including its financing capacity and asset value, will remain consistent with PROREIT's operations, including its financing capacity and asset value, will remain consistent with PROREIT's operations, including its financing capacity and asset value, will remain consistent with PROREIT's operations, including its financing capacity and asset value, will remain consistent with PROREIT's current expectations; (iv) the performance of PROREIT's investments in Canada will proceed on a basis consistent with PROREIT's current expectations; (v) th

#### Additional Information

Information appearing in this presentation is a select summary of PROREIT's business, operations and results. The latest annual information form of PROREIT and its consolidated financial statements and management's discussion and analysis thereon for the quarter and fiscal year ended December 31, 2023 are available on SEDAR+ at <a href="https://www.sedarplus.ca">www.sedarplus.ca</a>.