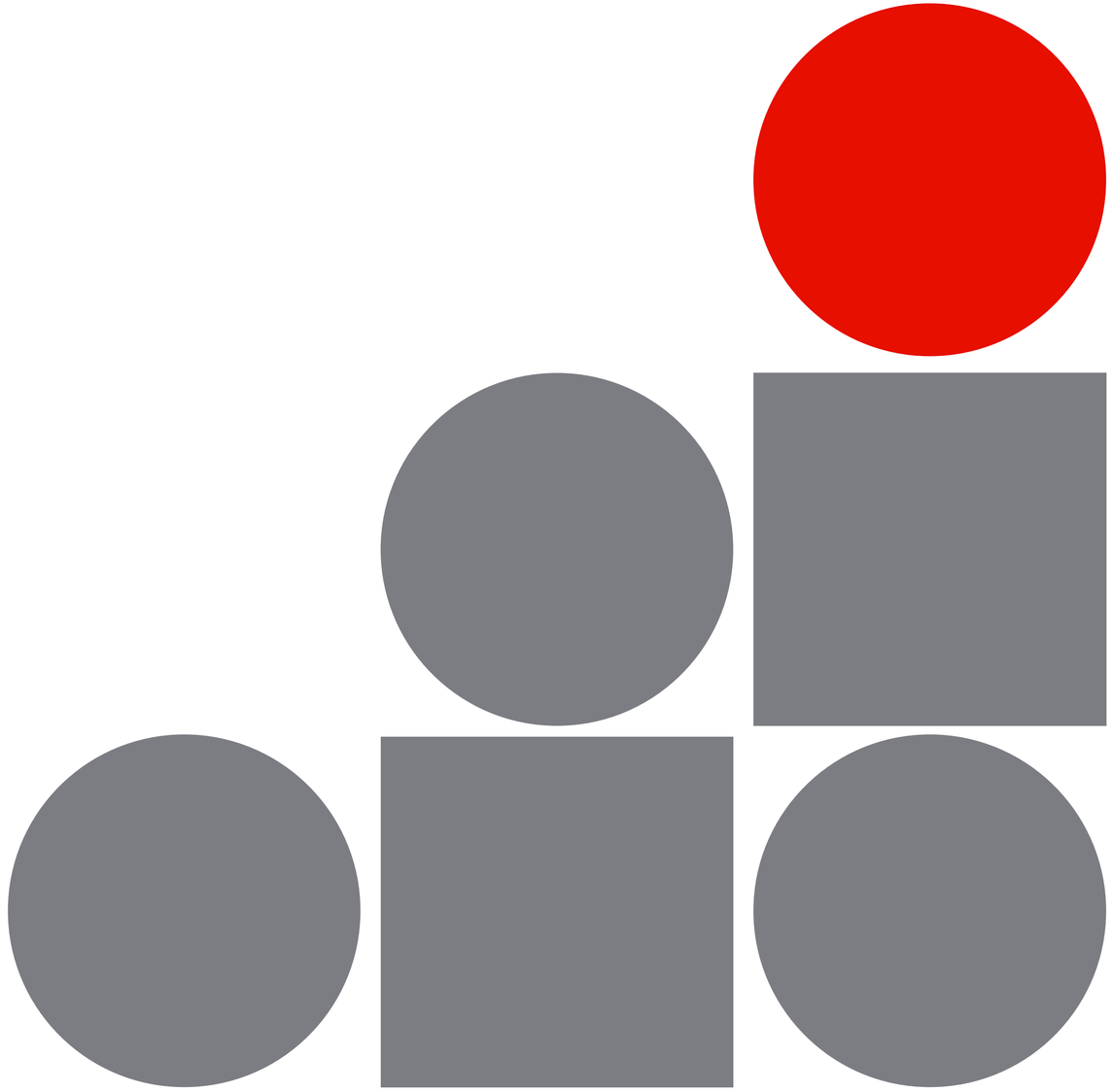
Investor Presentation

Q4 2021



ChoiceProperties

Forward Looking Statement

Certain statements contained in this document constitute forward-looking information within the meaning of securities laws. Forward-looking information may relate to Choice Properties REIT's (the "Trust") future outlook and anticipated events or results and may include statements regarding the financial position, business strategy, budgets, litigation, projected costs, capital expenditures, financial results, taxes, plans and objectives of or involving the Trust. Particularly, statements regarding future results, performance, achievements, prospects or opportunities for the Trust or the real estate industry are forward-looking statements. In some cases, forward-looking information can be identified by such terms such as "may", "might", "will", "could", "should", "would", "occur", "expect", "plan", "anticipate", "believe", "intend", "estimate", "predict", "potential", "continue", "likely", "schedule", or the negative thereof or other similar expressions concerning matters that are not historical facts. The Trust has based these forward-looking statements on factors and assumptions about future events and financial trends that it believes may affect its financial condition, results of operations, business strategy and financial needs, including that the Canadian economy will remain stable over the next 12 months, that inflation will remain relatively low, that interest rates will remain stable, that tax laws remain unchanged, that conditions within the real estate market, including competition for acquisitions, will be consistent with the current climate, that the Canadian capital markets will provide the Trust with access to equity and/or debt at reasonable rates when required and that Loblaw will continue its involvement with the Trust. Although the forward-looking statements contained in this document are based upon assumptions that management of the Trust believes are reasonable based on information currently available to management, there can be no assurance that actual results will be consistent with these forward-looking statements. Forward-looking statements necessarily involve known and unknown risks and uncertainties, many of which are beyond the Trust's control, that may cause the Trust's or the industry's actual results, performance, achievements, prospects and opportunities in future periods to differ materially from those expressed or implied by such forward-looking statements. These risks and uncertainties include, among other things, the factors discussed under "Enterprise Risks and Risk Management" section of the Trust's Report to Unitholders. The forward-looking statements made in this presentation relate only to events or information as of the date on which the statements are made in this document. Except as required by law, the Trust undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

These forward-looking statements are made as of February 16, 2022 and Choice Properties REIT assumes no obligation to update or revise them to reflect new events or circumstances, except as required by law.

Non-GAAP Financial Measures

Certain Non-GAAP financial measures and ratios are contained in this document. These terms, which include the proportionate share basis of accounting as it relates to "equity accounted joint ventures" and "financial real estate assets", net operating income ("NOI"), Adjusted Debt to EBITDAFV ("Debt-to-EBITDA") are defined in Section 15, "Non-GAAP Financial Measures", of the Choice Properties MD&A for the year ended December 31, 2021, and are reconciled to the most comparable GAAP measure. Choice Properties' consolidated financial statements and MD&A for the year ended December 31, 2021 are available on Choice Properties' website at www.choicereit.ca and on SEDAR at www.sedar.com.

Creating Enduring Value



Creating Enduring Value

Our Purpose

Choice Properties is a leading Real Estate Investment Trust that creates enduring value through the ownership, operation and development of **high-quality** commercial and residential properties. We believe that value comes from creating spaces that improve how our tenants and communities come together to live, work, and connect. We strive to understand the needs of our tenants and manage our properties to the highest standard.

We aspire to develop **healthy, resilient communities** through our dedication to social, economic, and environmental sustainability. In everything we do, we are guided by a shared set of values grounded in Care, Ownership, Respect and Excellence.

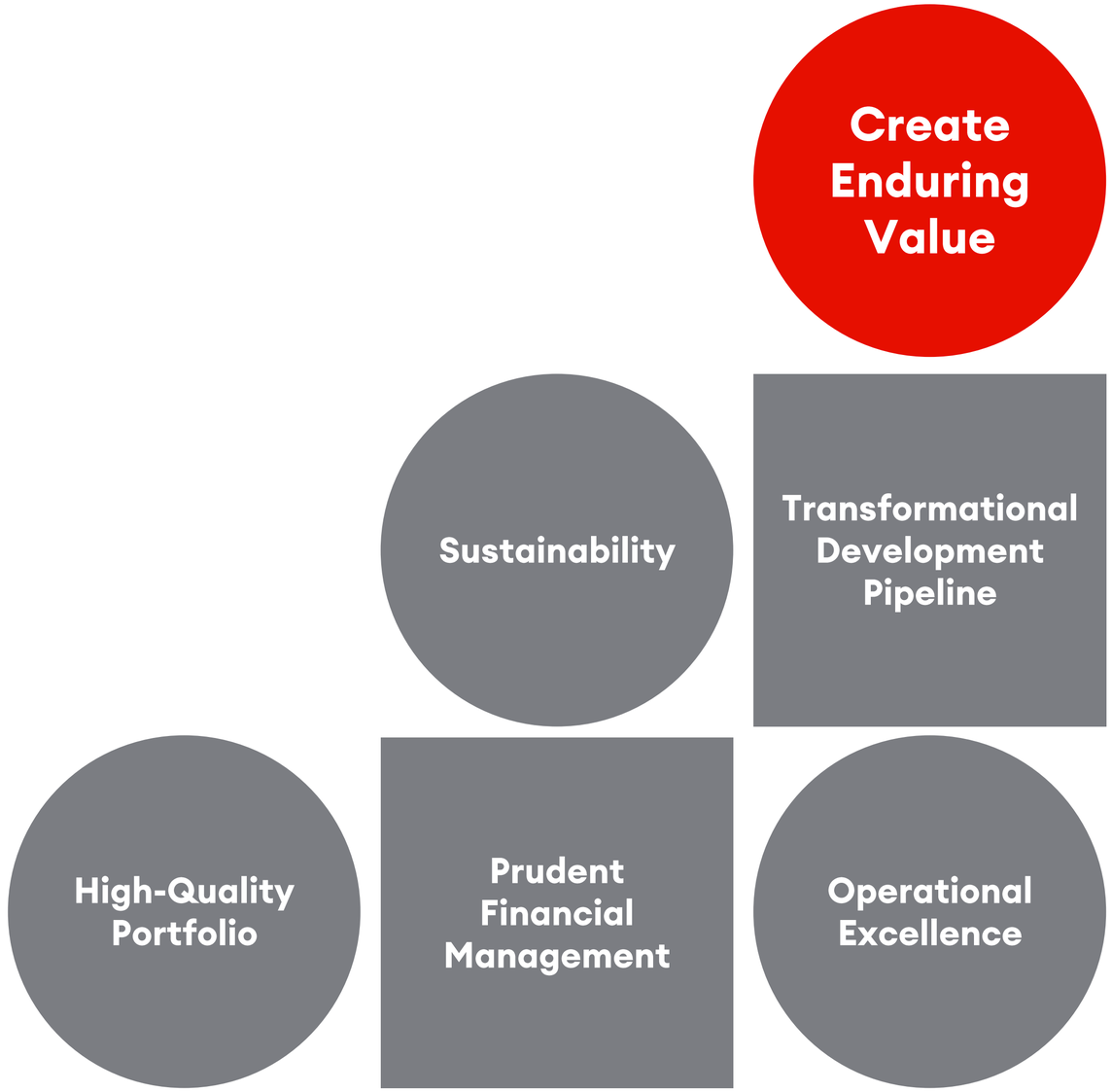


Stability and Growth

Our Business Strategy

The combination of stability and growth is at the core of our commitment to create enduring value for our stakeholders and the communities in which we operate.

Our goal is to achieve Net Asset Value appreciation, stable NOI growth and capital preservation, all with a **long-term** focus.



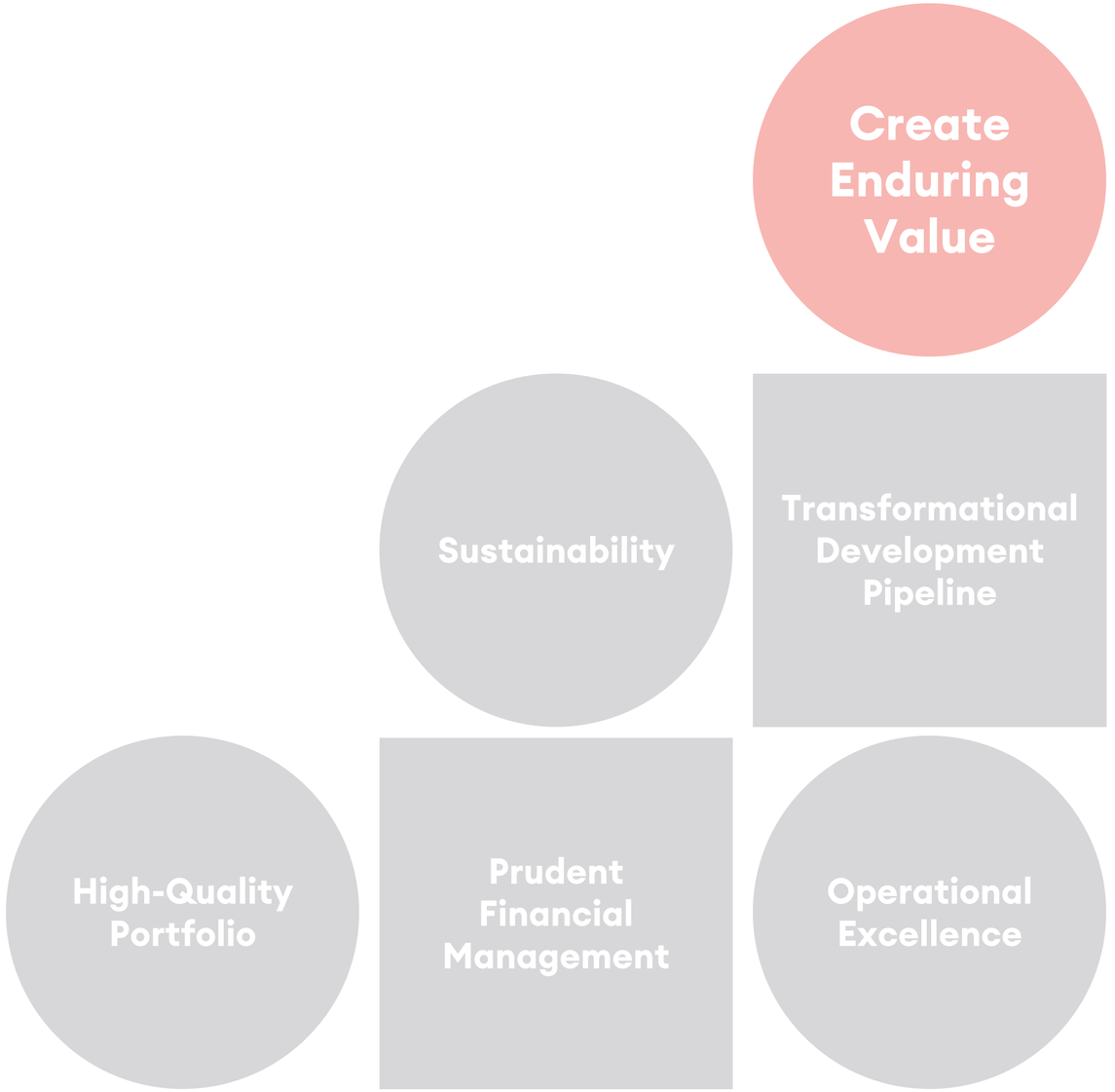
Guided by Our Values

CORE Values

Fighting Climate Change

Addressing Social Equity

Ethics & Compliance



High-Quality Portfolio



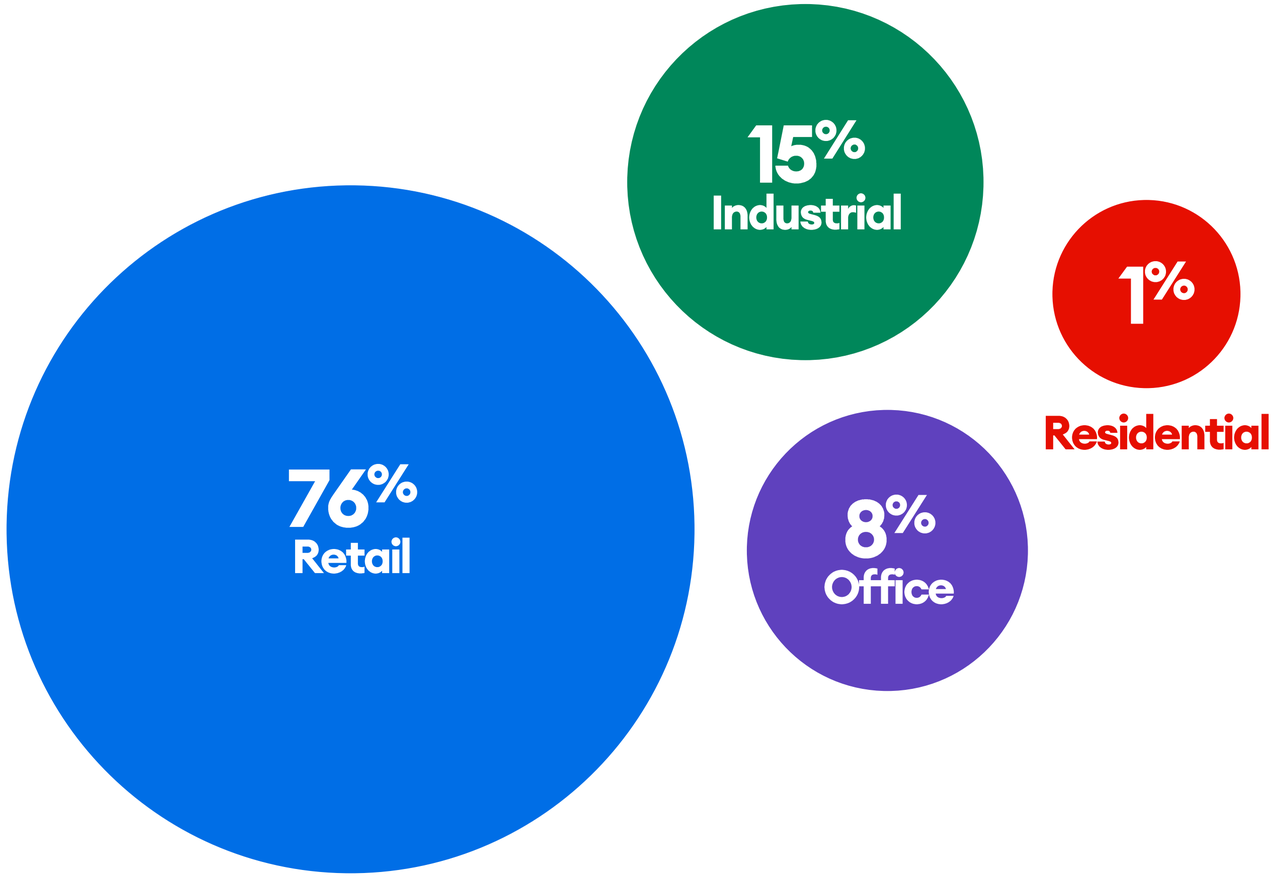
High-Quality Portfolio Canada's Largest REIT

709
Income Producing Properties

65.8M
Sq. Ft. of GLA

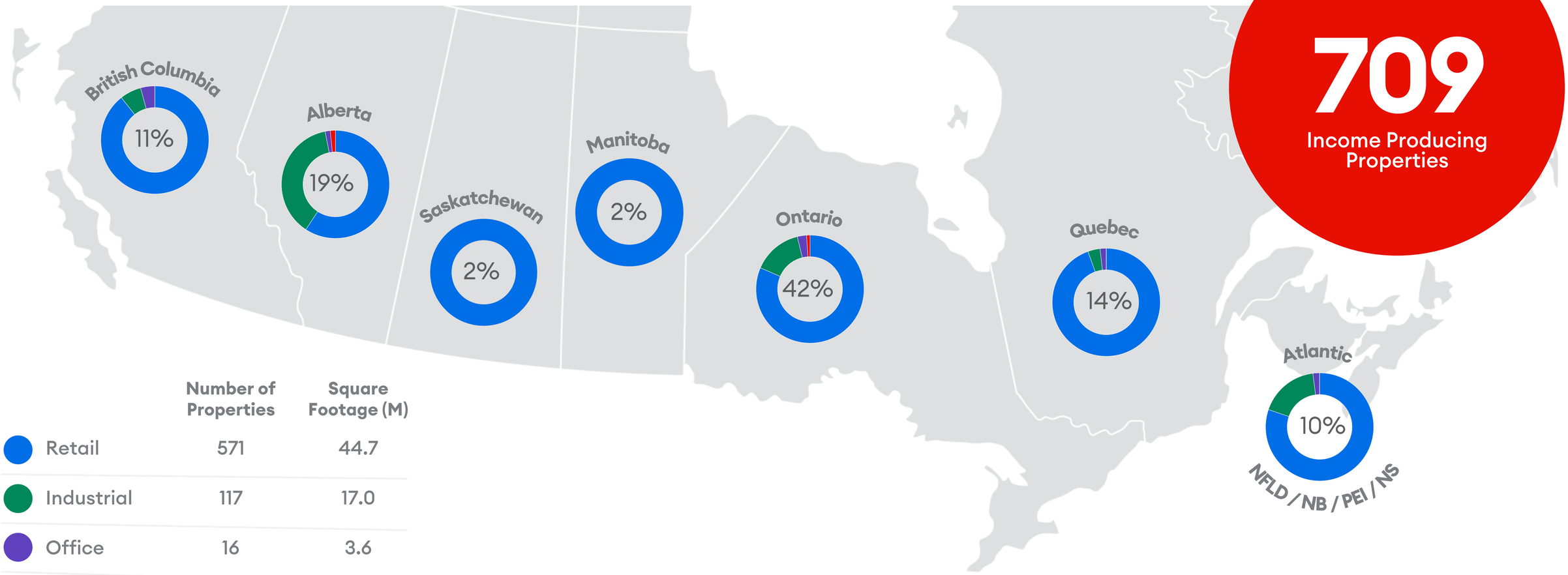
A **necessity-based** portfolio with a national footprint concentrated in the country's largest markets.

Offering **stability** through **long-term** leases and a **strategic** relationship with Loblaw – Canada's largest retailer.



Calculated as a % of total NOI on a cash basis for the three months ended December 31, 2021

National Footprint



709
Income Producing Properties

	Number of Properties	Square Footage (M)
Retail	571	44.7
Industrial	117	17.0
Office	16	3.6
Residential	5	0.5

Calculated as a % of total NOI on a cash basis for the three months ended December 31, 2021

Resilient Retail

Our portfolio is focused on **necessity-based** retail tenants with a strong composition of national retailers.

Strategic relationship with Loblaw provides long-term leases and access to future tenancy opportunities.



Retail Portfolio

Necessity Based Tenants Provide Reliable Cash Flow

	% of Retail NOI [1]	Tenants
Grocery Stores & Pharmacy	71%	Loblaws, Shoppers Drug Mart, Sobeys, metro, Rexall, Save On Foods
Specialty Retailers	6%	Canadian Tire, staples, Indigo, petvalu, Best Buy, Michaels
Value Retailers	5%	Dollarama, Walmart, Costco Wholesale, WINNERS, Giant Tiger, Dollar Tree
Essential Personal Service	5%	LCBO, TD, Scotiabank, SAQ, CIBC, RBC
Fitness & Other Personal Services	4%	GoodLife Fitness, LA Fitness, Orangetheory Fitness, H&R Block, Great Clips, KUMON
Restaurants & Cafes	4%	RECIPE, rbi, Starbucks, McDonald's, A&W, SUBWAY
Furniture & Home	4%	LOWE'S, Leon's, HomeSense, SleepCountry, The Home Depot, BED BATH & BEYOND
Other	1%	
Total	**100%**	

(1) Calculated as a % of total NOI on a cash basis for the three months ended December 31, 2021

Growing Industrial

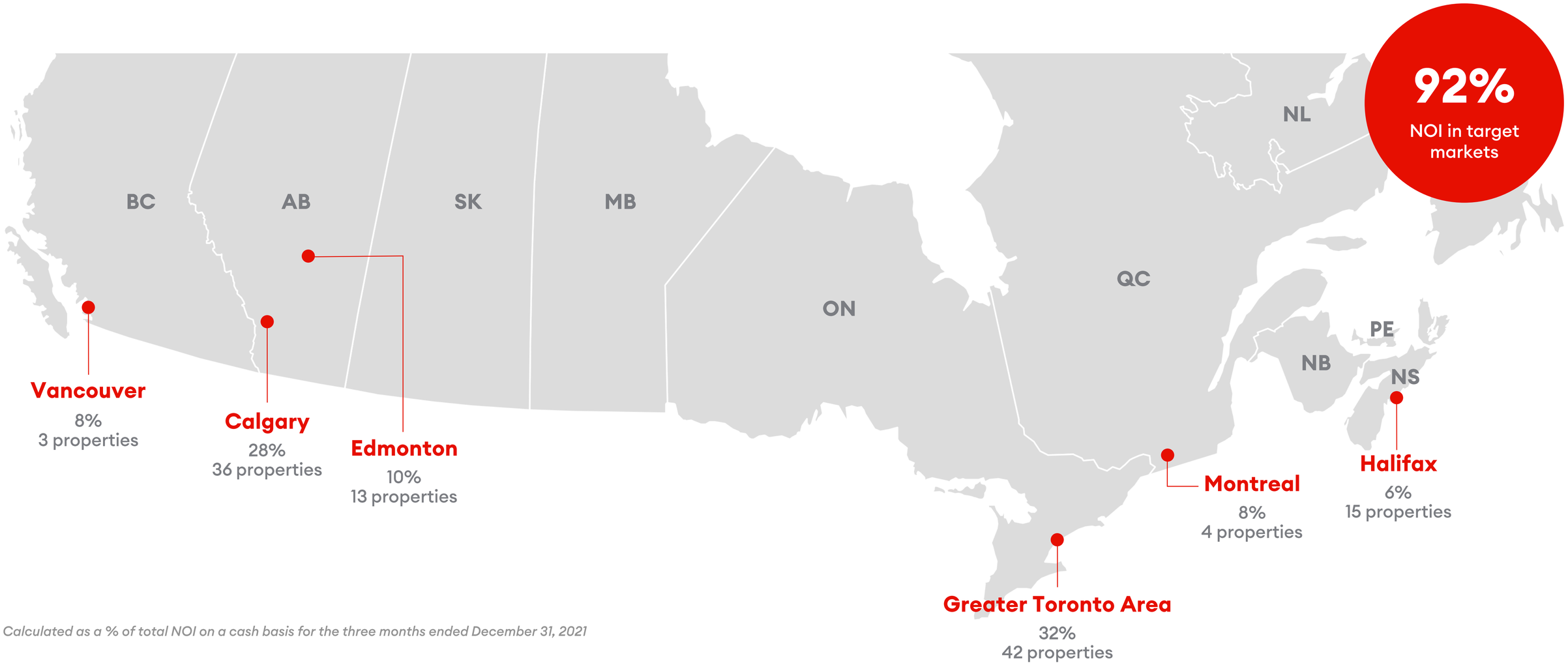
High quality and **generic** product in the growing logistics sector that readily accommodates a broad range of tenants.

Critical mass in **target distribution markets** provides management efficiencies.



Industrial Portfolio

Critical Mass in Target Distribution Markets



Calculated as a % of total NOI on a cash basis for the three months ended December 31, 2021

Industrial Properties

Great Plains Business Park



Calgary, AB

GLA (sq. ft.)	**1.0M**

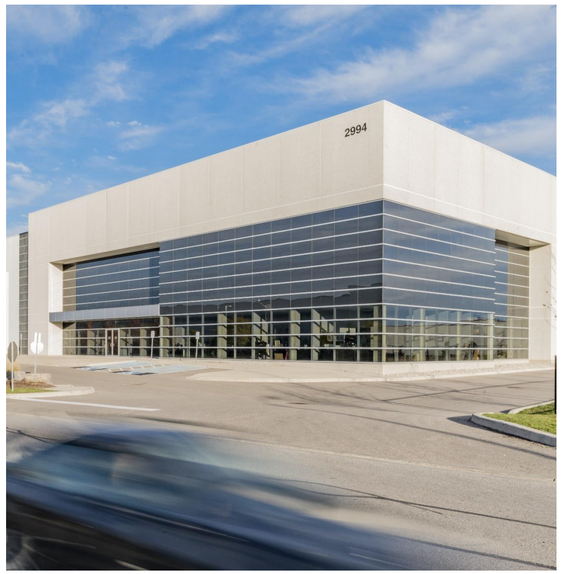
3333 James Snow Parkway



Milton, ON

GLA (sq. ft.)	**635K**

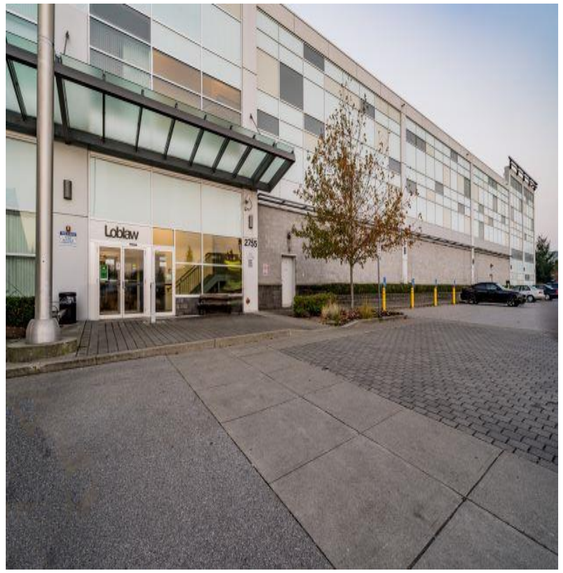
2994 Peddie Road



Milton, ON

GLA (sq. ft.)	**665K**

2755 190th Street



Surrey, BC

GLA (sq. ft.)	**407K**

Urban Core Office

Well-located office properties in the downtown core of some of Canada's largest cities.

Our objective is to seek **institutional partners.** As managing partner, overall returns are enhanced through generation of fee income from the day-to-day management and leasing activities.



Office Properties

525 University Ave.



Toronto, ON

GLA (sq. ft.)	**200K**
Ownership	**100%**

Major tenants:
- Hospital for Sick Kids
- Cancer Care Ontario

175 Bloor St. East

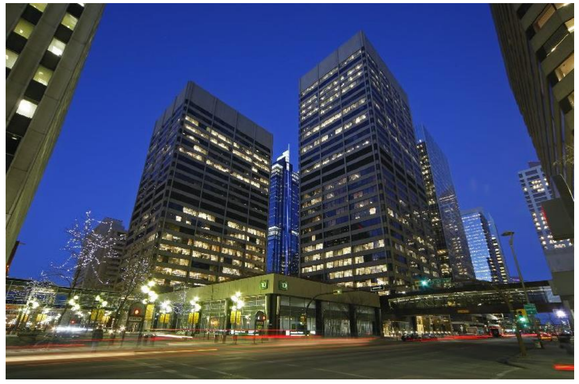


Toronto, ON

GLA (sq. ft.)	**600K**
Ownership	**50%**

Major tenants:
- Klick
- Leo Burnett
- NORR Limited

Calgary Place



Calgary, AB

GLA (sq. ft.)	**580K**
Ownership	**50%**

Major tenants:
- Alta Gas Ltd.
- A.E.S.O.
- MNP

1010 Sherbrooke Place



Montreal, QC

GLA (sq. ft.)	**330K**
Ownership	**100%**

Major tenants:
- Jarislowsky Fraser
- McGill University
- Canadian Bank

Operational Excellence



Best in Class Service

Strive to understand the **needs and values** of our tenants to provide best in class service.

Prioritize **building efficiency** and **climate resilience.**

Results in **high occupancy rates, income stability and long-term net asset value appreciation.**



Top 10 Tenants

High-quality tenant base.

Income **stability** through increased exposure to **national** investment grade tenants.

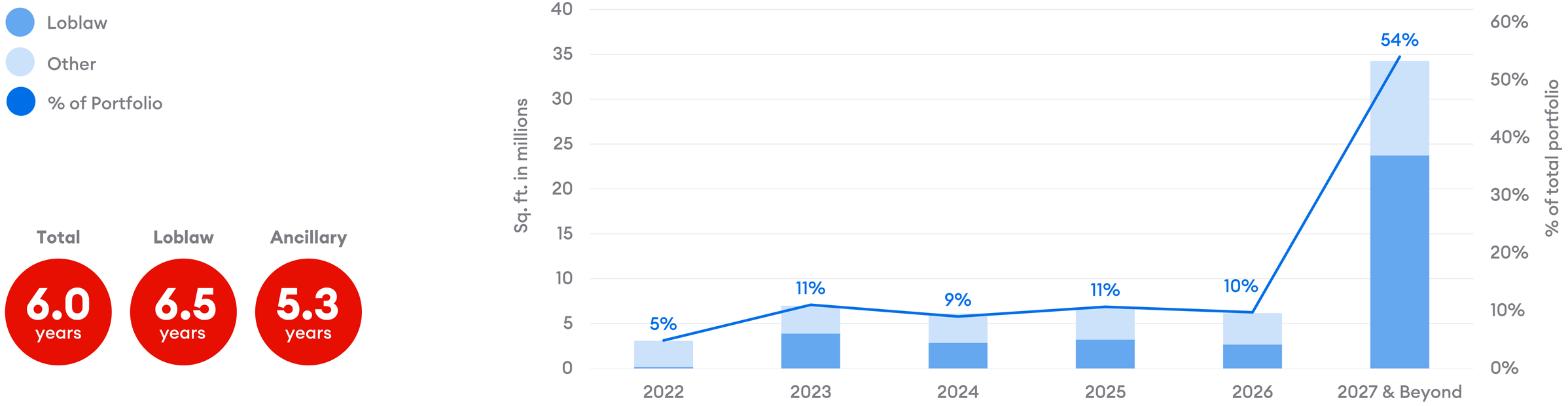
Anchored by a strategic relationship with Loblaw – Canada's largest retailer.

Top 10 Tenants	% of gross rental revenue[1]
Loblaws/Shoppers	**55.5**
Canadian Tire	1.9
TJX Companies	1.1
Dollarama	1.0
GoodLife	0.8
Staples	0.7
Canada Cartage	0.6
LCBO	0.6
TD Canada Trust	0.6
Lowe's Companies	0.6
Total	**63.4**

(1) Gross rent for the three months ended December 31, 2021 on a proportionate share basis

Long-Term Leases Provide Cash Flow Stability

Lease Expiry by Year



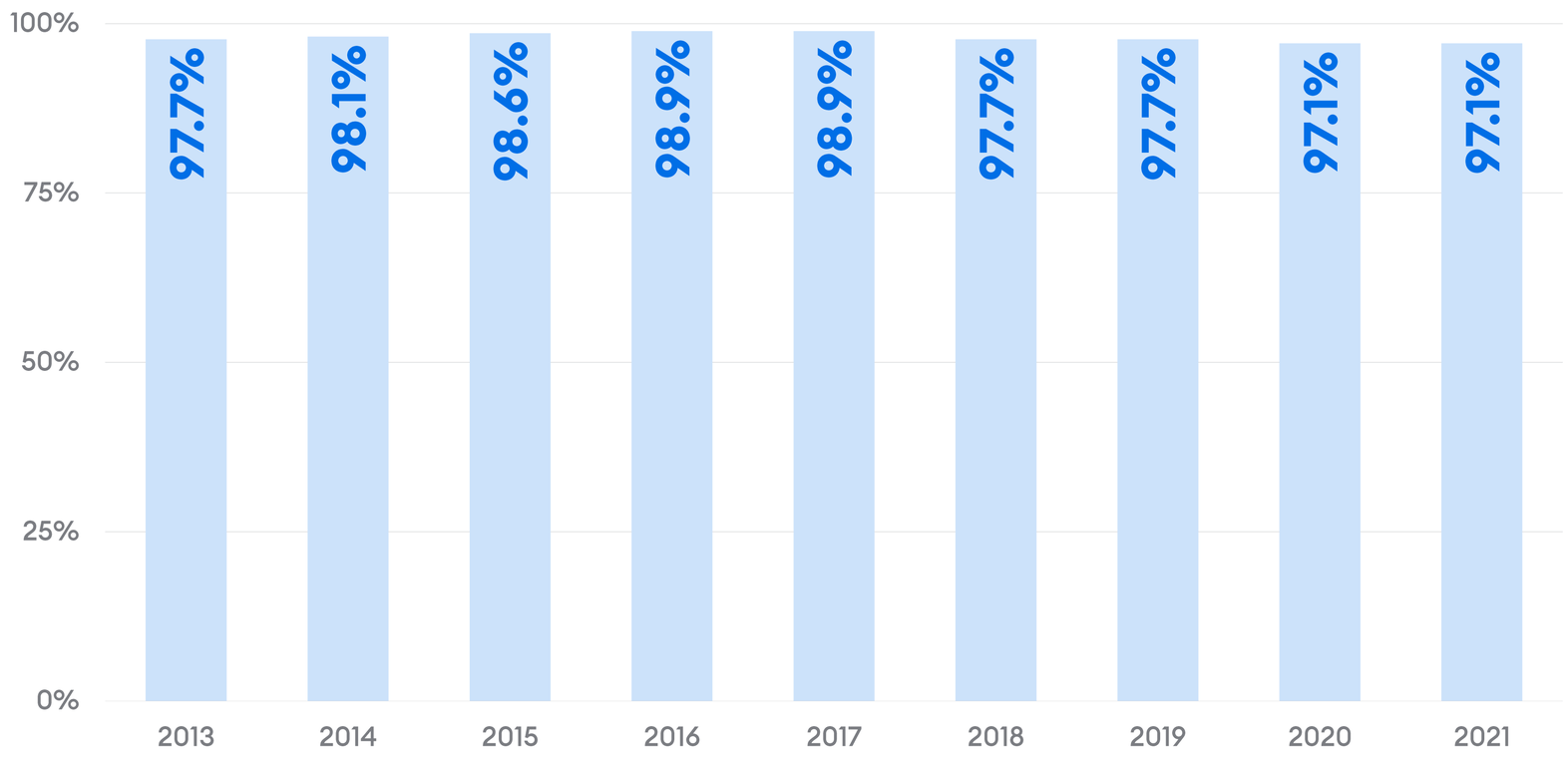
Total	Loblaw	Ancillary
6.0 years	6.5 years	5.3 years

Stable and Consistent Occupancy

Occupancy

Retail	97.5%
Industrial	98.0%
Office	88.2%
Total	**97.1%**

Occupancy by Year [1]



(1) Year end occupancy

Prudent Financial Management



Financial Flexibility

Our foundation
is built upon maintaining a **strong balance sheet** and financial flexibility through prudent and disciplined financial management.



Capital Structure[1]

Industry leading balance sheet is key to delivering stability and growth.

Provides additional capacity to fund our significant development program.



(1) As of December 31, 2021

(2) Mortgages and secured facilities are presented on a proportionate share basis

Financial Strength[1]

$12.8B
Unencumbered Assets

BBB+
Credit Rating (DBRS)

$1.5B
Revolving Credit Facility

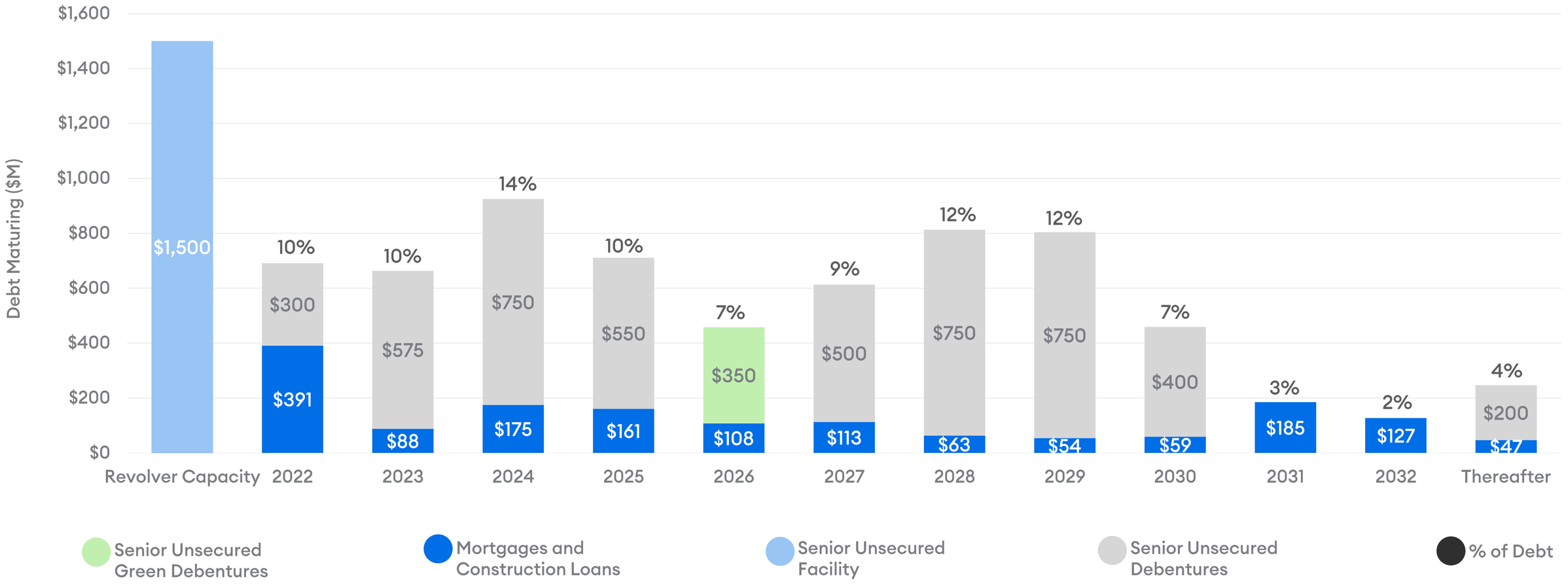
7.2x
Debt-to-EBITDA[2]

(1) As of December 31, 2021

Debt Maturity Profile[1] Well-balanced debt ladder

3.55% WAIR

5.4 years WATM



(1) As of December 31, 2021, on a proportionate share basis

Environment, Social & Governance Program



Building Healthy, Resilient Communities

Commitment to ESG practices is **integral to our purpose** of creating enduring value.

Aspire to develop healthy, resilient communities through our dedication to **social**, economic and **environmental** sustainability.

ESG program is focused around **two pillars** which align with stakeholder interests:

Fighting Climate Change

Addressing Social Equity

Fighting Climate Change

Committed to doing our part to preserve our planet's resources for current and future generations.

Net-Zero

Commitment to set science-based net-zero emissions targets through the Science Based Targets initiative (SBTi)

LED Upgrades

Achieved our lighting LED conversion target two years ahead of schedule

Green Buildings

Over 30M sq. ft. certified under LEED or BOMA BEST

Inaugural Green Bond Offering

Released Green Financing Framework and completed $350M inaugural green bond offering



Addressing Social Equity

Hold ourselves accountable for advancing diversity, equity and inclusion for all stakeholders. We view the collection of varied experiences, talents and perspectives as a strength.

Engagement

We “Tell It As It Is” in our annual colleague survey and provide health and wellness resources to all colleagues

Equity & Inclusion

Strengthened our culture with diverse recruitment panels, mandatory anti-bias training and representation targets for women and visible minorities

Choice Cares

Over $400K and 1,200+ hours of colleague time donated to Canadian charities in support of mental health initiatives



Governance

Dedicated to strong governance practices designed to maintain high standards of oversight, accountability, ethics and compliance.

Reporting

Annual ESG Report is forthcoming in Q2

Cybersecurity

Our cybersecurity maturity rating exceeds the industry benchmark after improving 33% in a year

Oversight

Expansion of Board's oversight of ESG in 2021



Transformational Development Program



Activating our Potential

Development pipeline provides us with opportunity to add **high quality** real estate to our portfolio at a **reasonable cost.**

With significant intensification and redevelopment opportunities and a long-term pipeline of mixed-use development projects, we are well positioned for **long-term growth and value creation.**



2021 Completed Projects [1]

Retail



8 projects

145K sq. ft.

$64M total investment

Residential



2 projects

305K sq. ft. / 394 units

$186M total investment

Total



10 projects

450K sq. ft. / **394** units

$250M total investment

(1) At Choice's Share

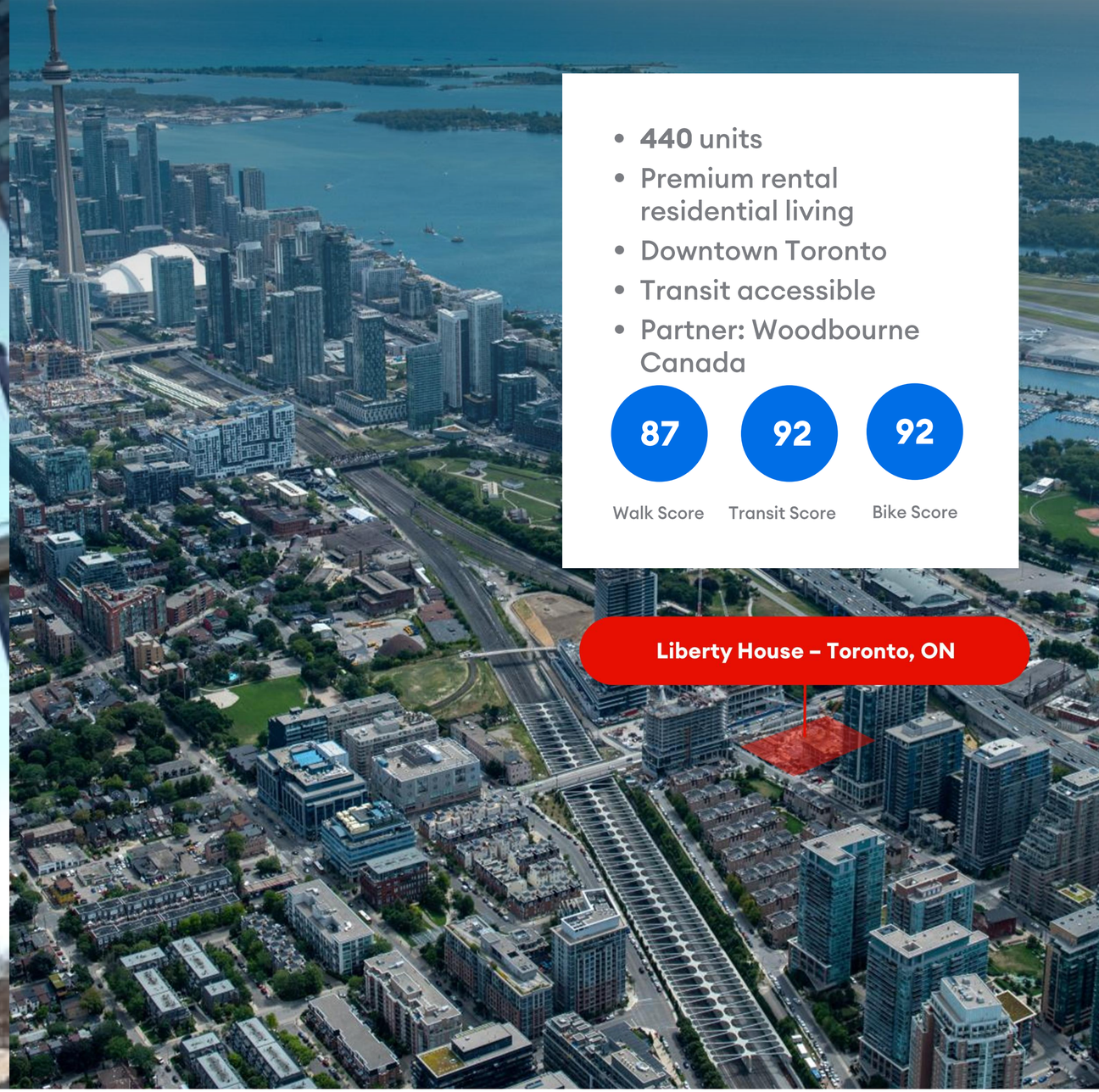
The Brixton
Toronto, ON



- **397** units / **3** buildings
- Luxury rental residential living
- Downtown Toronto
- Transit accessible
- Partner: Woodbourne Canada

92	87	86
Walk Score	Transit Score	Bike Score

Liberty House
Toronto, ON



- **440** units
- Premium rental residential living
- Downtown Toronto
- Transit accessible
- Partner: Woodbourne Canada

87	92	92
Walk Score	Transit Score	Bike Score

Active Development Pipeline[(1)(2)]

Provides long-term growth and value creation

Retail



15 projects

0.1M sq. ft.

$12M invested

$50M total investment

Industrial



2 projects

0.6M sq. ft.

$14M invested

$100M total investment

Residential



2 projects

0.3M sq. ft. / **348** units

$39M invested

$ 150M total investment

Total



19 projects

1.0M sq. ft. / **348** units

$65M invested

$300M total investment

(1) As of December 31, 2021

(2) At Choice's Share

Element
Ottawa, ON



- **252** units
- Located in trendy Westboro neighbourhood
- Close proximity to transit
- Partner: Woodbourne Canada

Mount Pleasant Village
Brampton, ON



- 444 units
- Directly adjacent to Mount Pleasant GO station
- **Geothermal System** offers low-carbon heating & cooling
- Partner: Daniels

Industrial Development



Choice Industrial Centre
Surrey, BC



- **17-acre**
- **350K** sq. ft.
- Well situated in **Campbell Heights** industrial node
- New generation logistic facility
- Pursing **LEED Silver** certification

Tullamore
Caledon, ON



- **330-net acres** of industrial development land
- **Excellent access** to major highways and intermodals
- Strong labour pool
- **Multi-phase** industrial park
- **New generation** logistic space
- Partner: Rice Group

Residential & Mixed-Use in Planning





- **19-acre** site in Toronto
- Adjacent to **two new transit stations** of Eglinton Crosstown LRT
- Large **mixed-use** community
- High density residential and retail

Golden Mile
Toronto, ON



Phase 1

- 1 **rental** tower and **2 condo** towers
- **1,450 units**
- Mixed-use
- **Community innovation district**
- Partner: Daniels


2280 Dundas St. W – Toronto, ON

2280 Dundas St. W
Toronto, ON



- **13-acre** site in Downtown Toronto
- **Major transit hub** (TTC, GO Train, UP Express)
- Large **mixed-use** community
- High density residential, retail and office


25 Photography Dr. – Toronto, ON

25 Photography Dr. Toronto, ON



- **7.7 -acre** site
- **7 mixed-use** buildings
- **Major transit hub** (Eglinton Crosstown LRT, GO Train, UP Express)
- **Community** integration

685 Warden Ave.
Toronto, ON



- **6.5-acre** site
- **1,500** units
- **6 residential** buildings
- Directly adjacent to **Warden TTC subway station**
- Dedicated **public park**


985 Woodbine Ave. – Toronto, ON

985 Woodbine Ave.
Toronto, ON



- **1.7-acre** site in **Downtown Toronto**
- **Two mid-rise** rental residential buildings
- **400** units
- **Directly adjacent** to Woodbine TTC subway station
- Grocery retail at grade

1050 Sheppard Ave. W
Toronto, ON



- **0.6-acre** site in **Toronto**
- **200** units
- Directly adjacent to **Sheppard West TTC subway station**
- Partner: Greenwin

Grenville & Grosvenor
Toronto, ON



- 1-**acre** site in **Downtown Toronto**
- **770** units
- Provincial Affordable Housing Lands Program
- Transit accessible
- Partner: Greenwin

99	97	91
Walk Score	Transit Score	Bike Score

Parkway Forest Dr.
Toronto, ON



- **3-acre** site
- **339** units
- **1 residential** building
- Close proximity to **Don Mills TTC subway station**
- Partner: Woodbourne Canada

720 Broadview Ave.
Toronto, ON



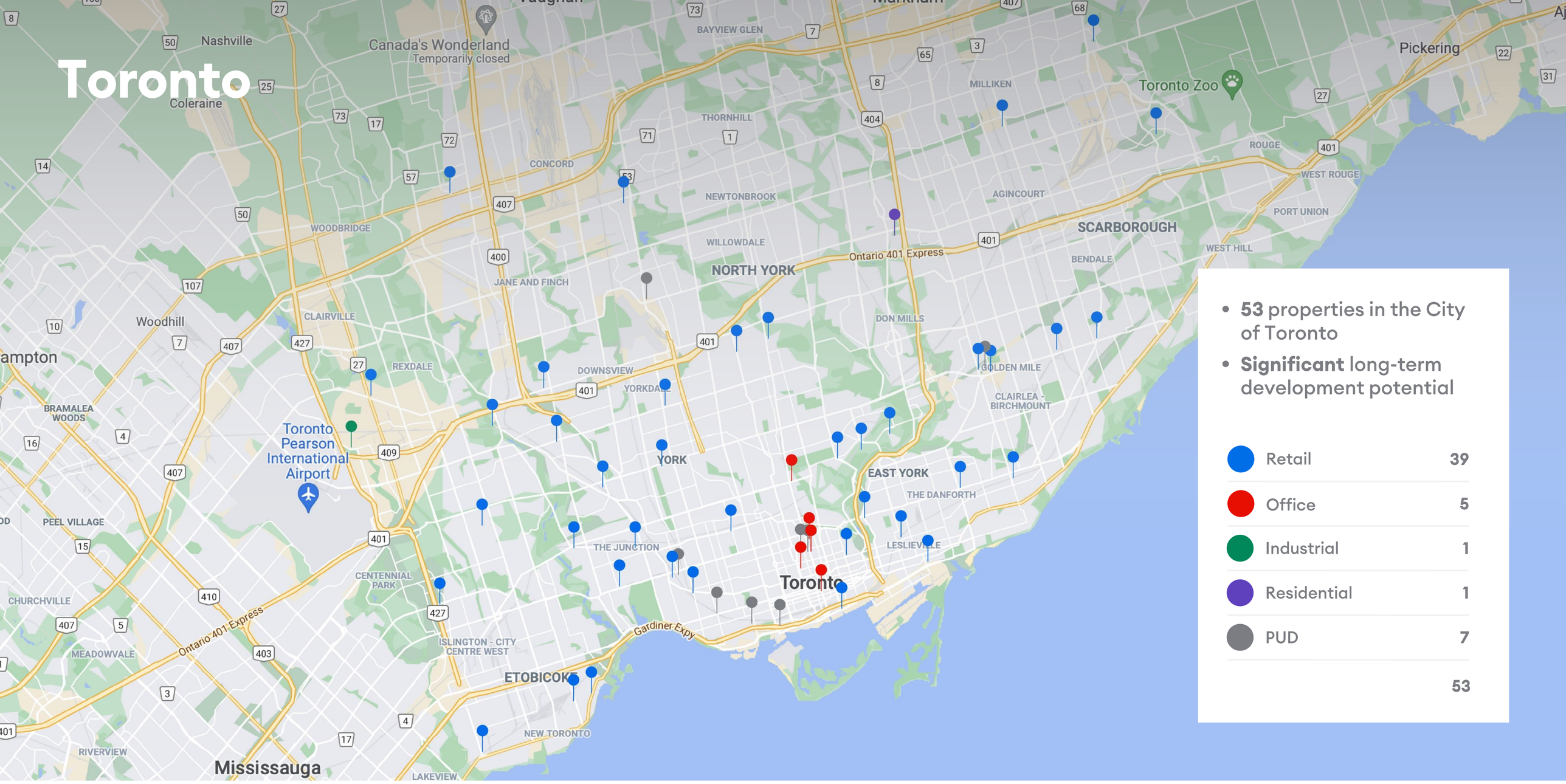
- **3.3-acre** site
- **500** units
- **1 residential** building
- Directly across from **Broadview TTC subway station**
- **New** grocery store
- Dedicated **public park**

Immense Value Opportunity

Choice Properties has a long-term development pipeline that we expect will create significant value.



Toronto



- **53** properties in the City of Toronto
- **Significant** long-term development potential

Retail	39
Office	5
Industrial	1
Residential	1
PUD	7
	53

449 Carlaw Ave.
Toronto, ON



- **6-acre** site
- Future stop on Downtown Relief Line

17 Leslie St.
Toronto, ON



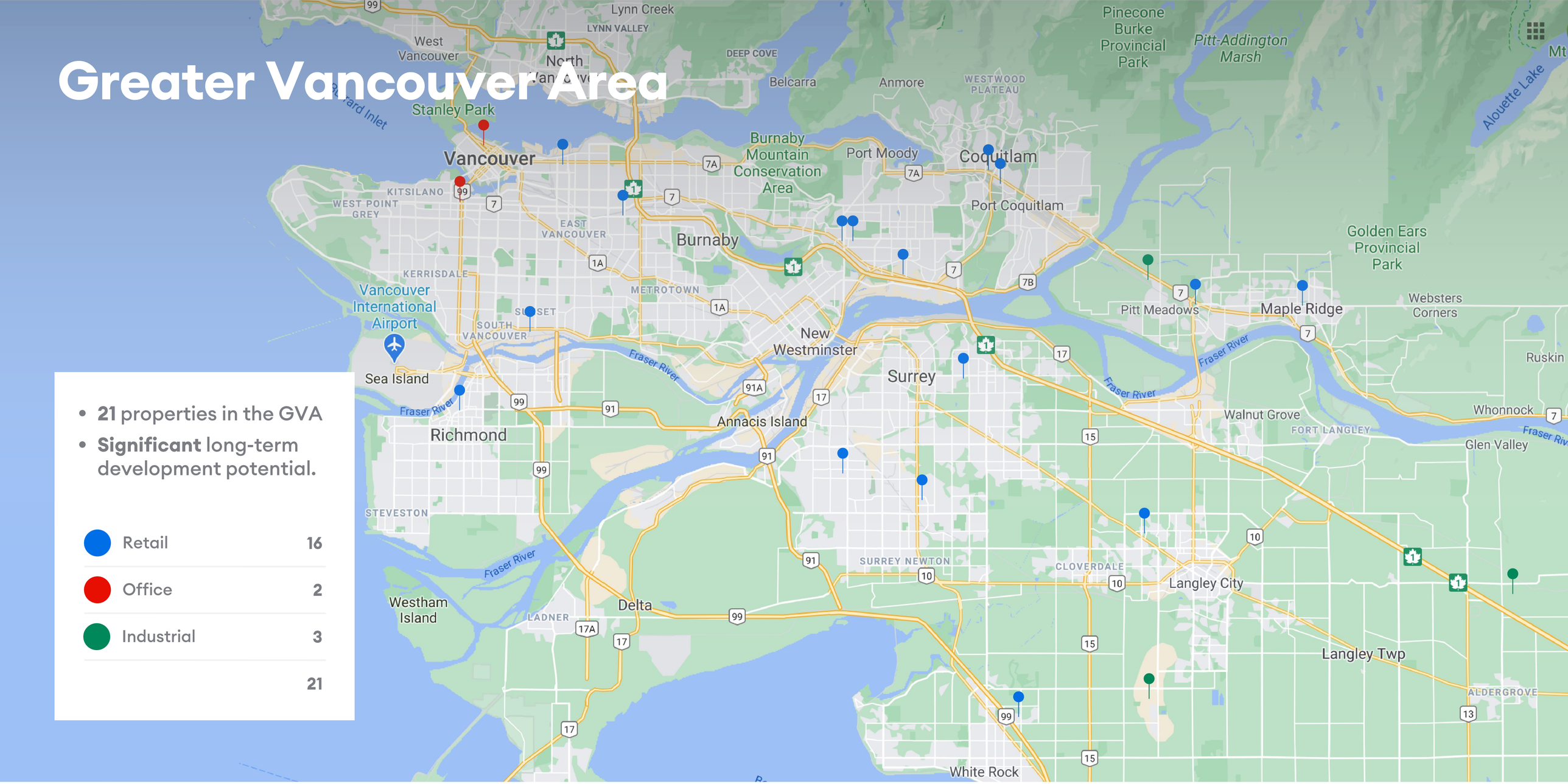
- **6-acre** site
- Close proximity to Queen Streetcar

10 Lower Jarvis St.
Toronto, ON



- **4-acre** site
- Core downtown location

Greater Vancouver Area



- **21** properties in the GVA
- **Significant** long-term development potential.

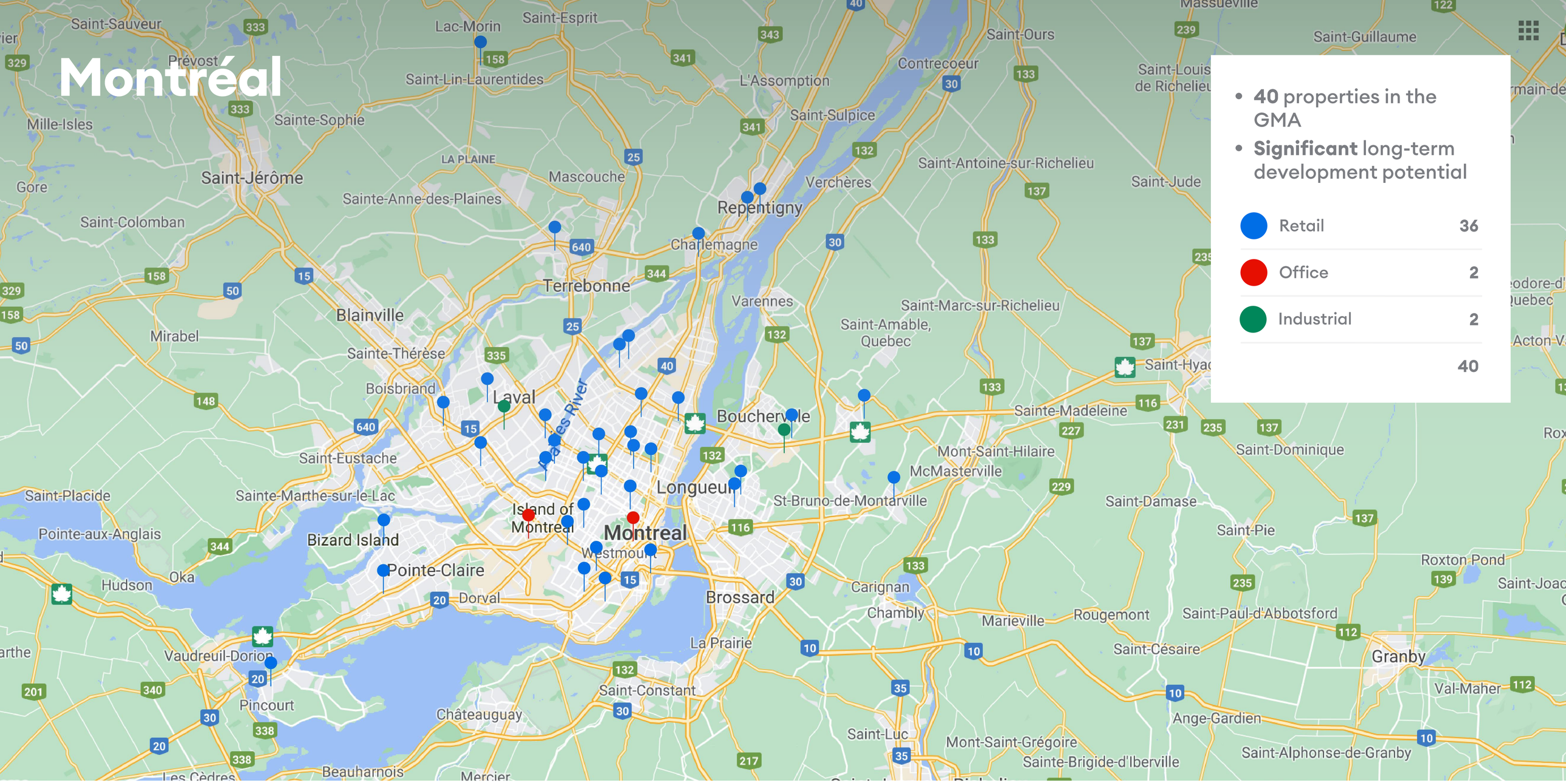
Retail	16
Office	2
Industrial	3
	21

North Road
Coquitlam, BC



- **7.8-acre** site in city centre
- Access to **two lines** of Vancouver SkyTrain
- **Revitalization** into **mixed-use** community
- High density residential and retail

Montréal



- **40** properties in the GMA
- **Significant** long-term development potential

Retail	36
Office	2
Industrial	2
	40

ChoiceProperties