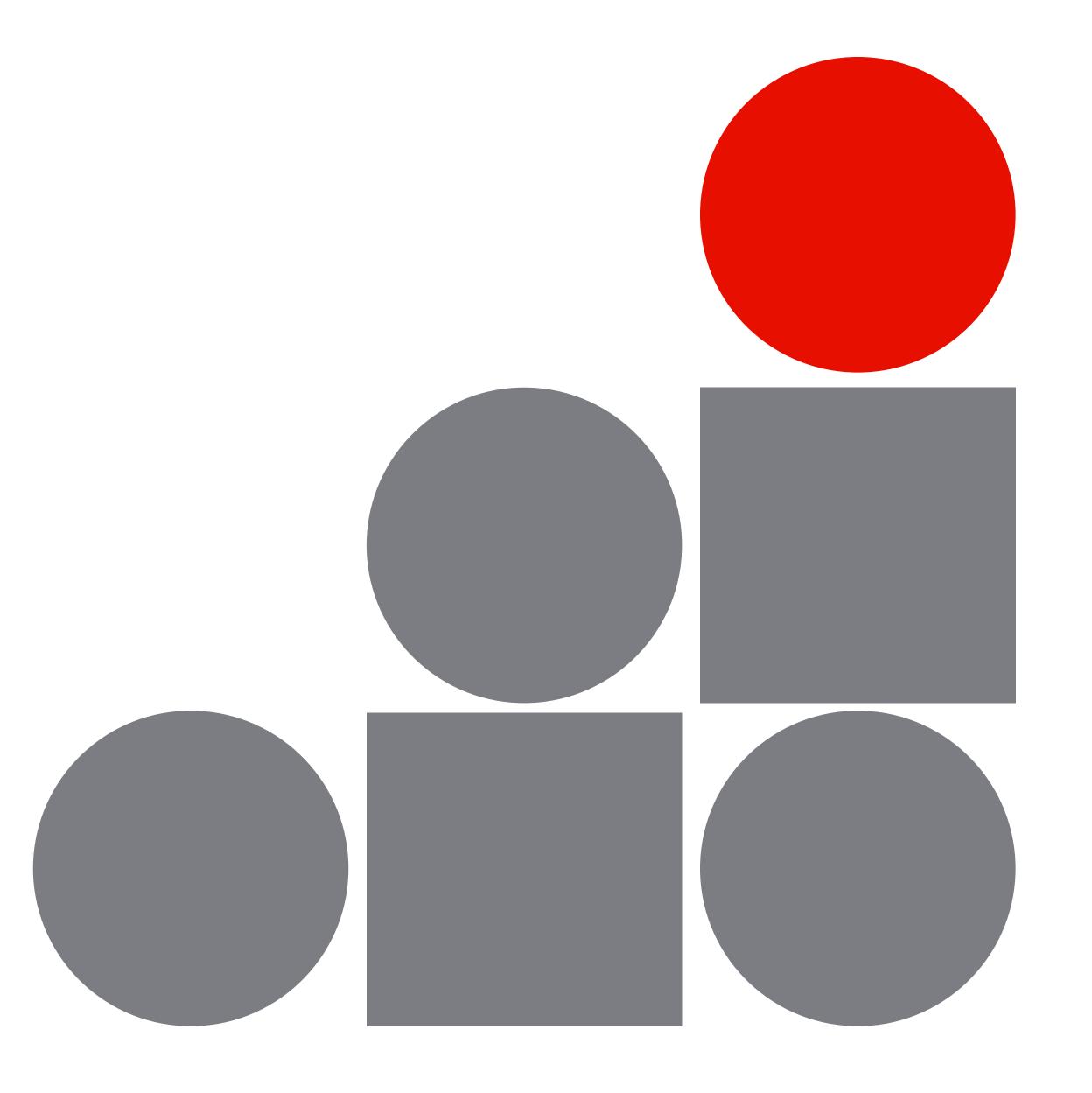
# Investor Presentation Q3 2022



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 November 9, 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 14, "Non-GAAP Financial Measures", of the Choice Properties MD&A for the three and nine months ended September 30, 2022, and are reconciled to the most comparable GAAP measure. Choice Properties' consolidated financial statements and MD&A for the three and nine months ended September 30, 2022 are available on Choice Properties' website at www.choicereit.ca and on SEDAR at www.sedar.com.



## 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.

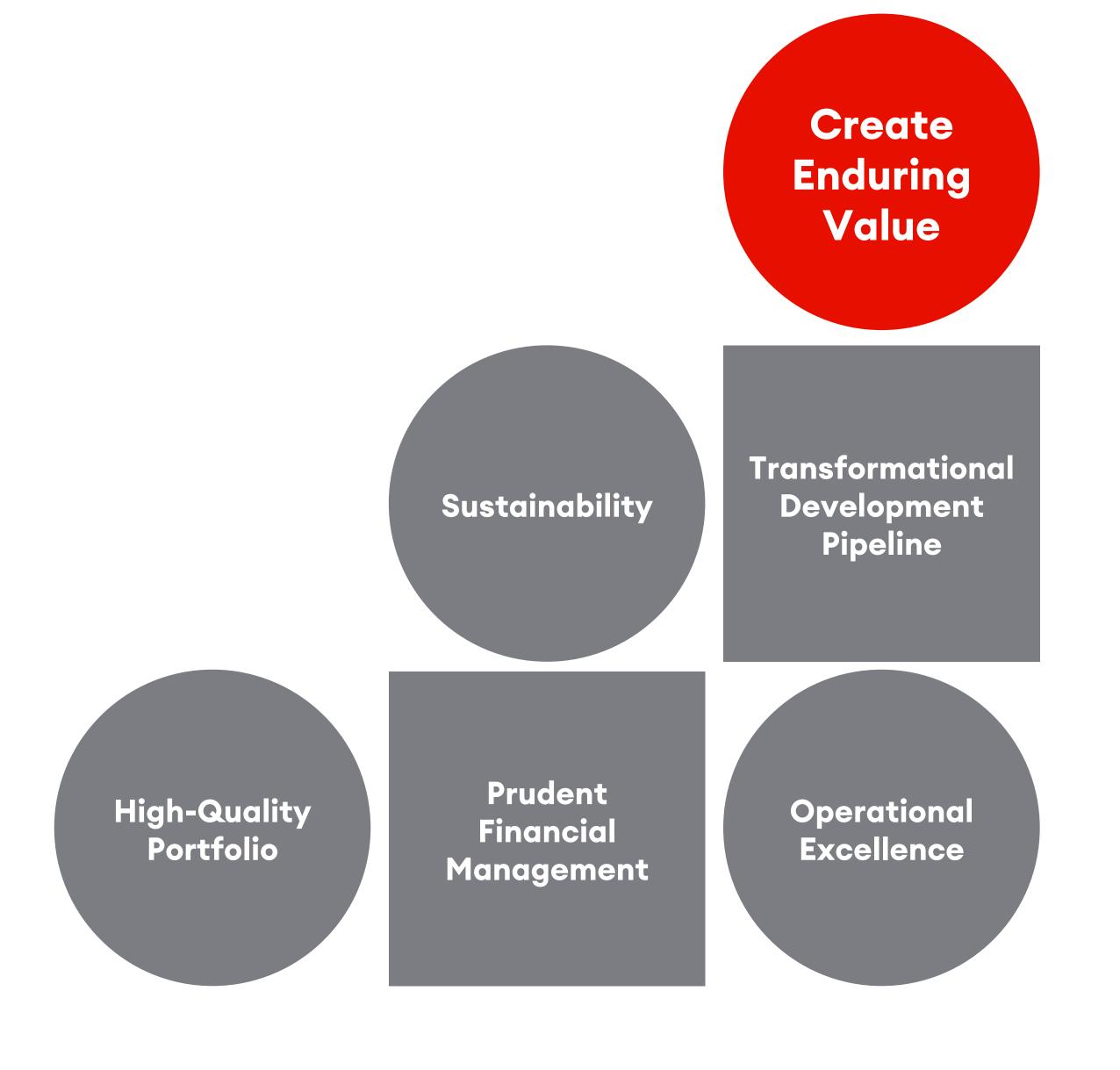


## Stability and Growth

#### 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 business strategy aims to achieve net asset value appreciation, stable NOI growth and capital preservation, all with a long-term focus.



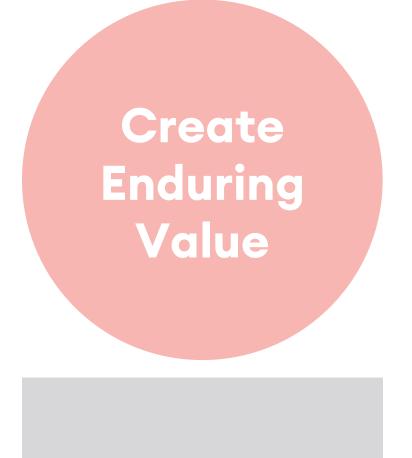
## Guided by Our Values











Sustainability

Transformational
Development
Pipeline



Prudent Financial Management

Operational Excellence



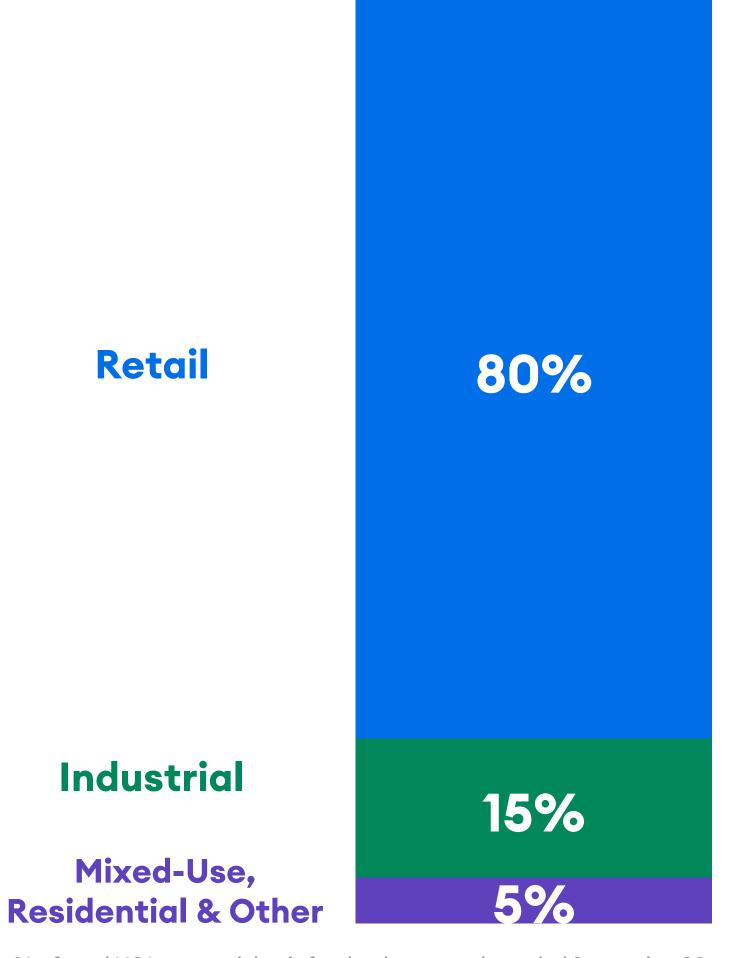
## High-Quality Portfolio Canada's Largest REIT

701
Income Producing Properties

**64.0** M Sq. Ft. of GLA

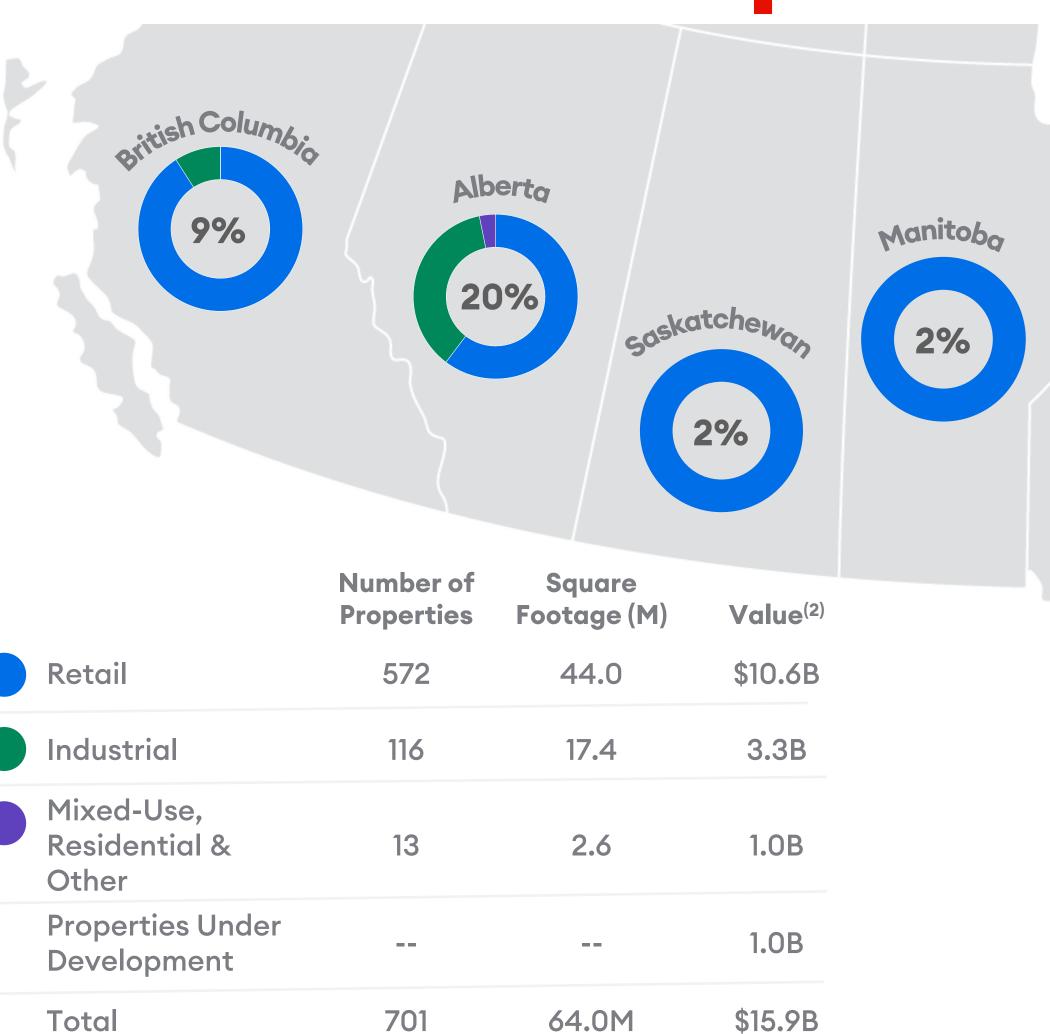
A necessity-based portfolio with a national footprint concentrated in the country's largest markets.

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



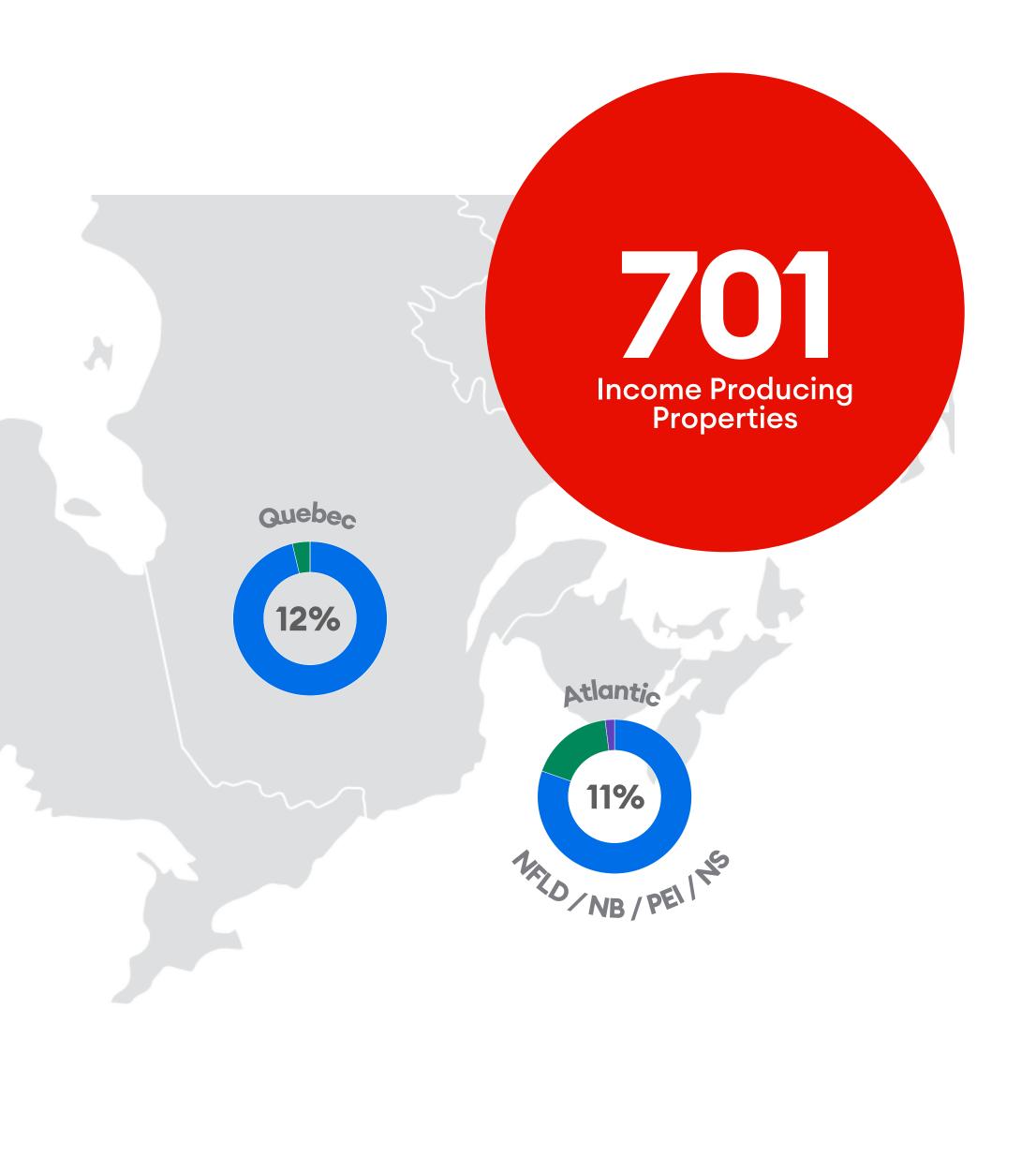
Calculated as a % of total NOI on a cash basis for the three months ended September 30, 2022

## National Footprint®









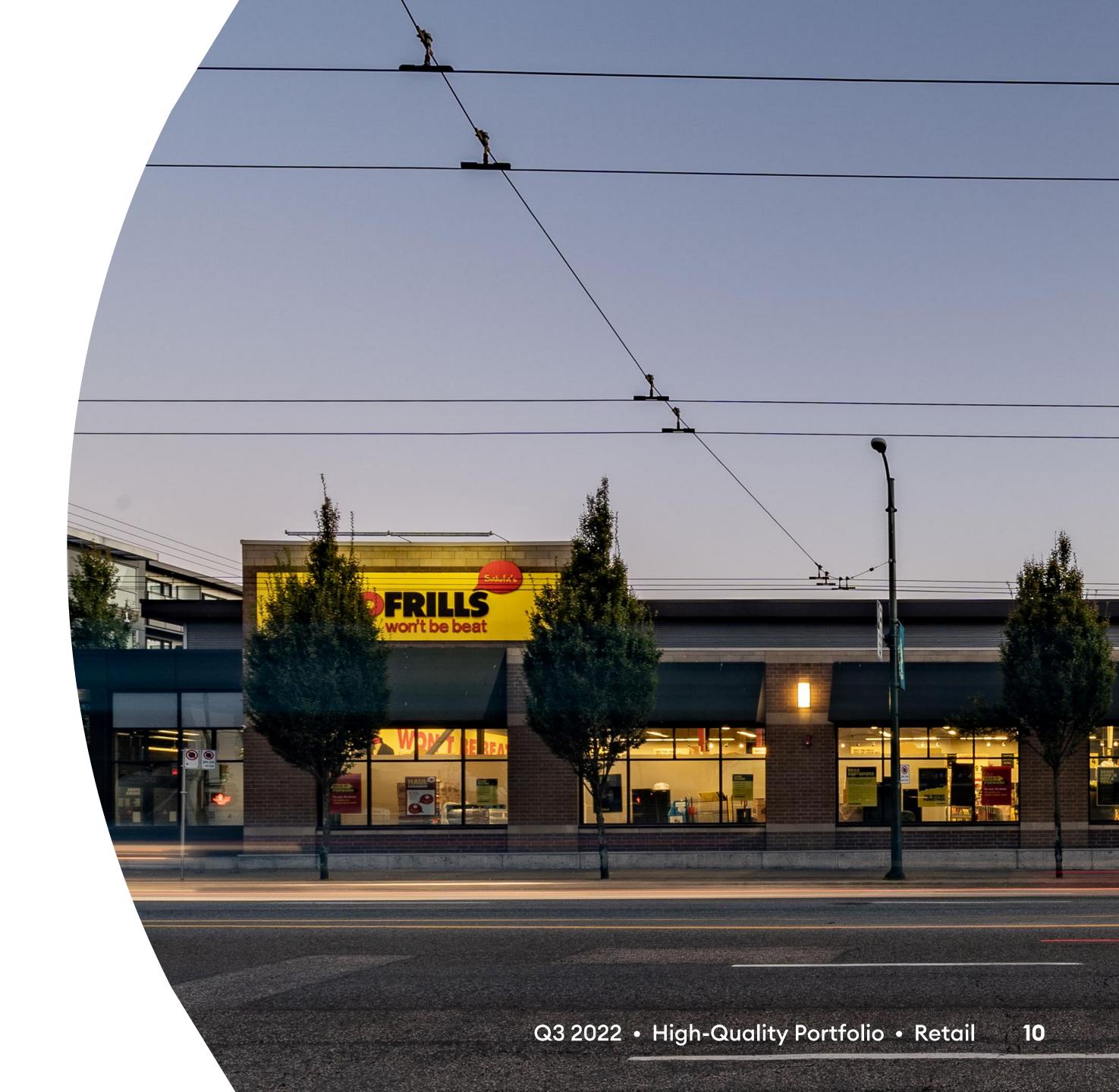
Ontario

44%

## Resilient Retail

Our portfolio is focused on necessity-based 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	Tenants					
Grocery Stores & Pharmacy	70%	<b>Loblaws</b>	SHOPPERS S.	<b>Sobeys</b>	metro	Rexall	save on foods
Specialty Retailers	6%	CANADIAN TIRE	staples[]	!ndigo	petvalu your pet · your store	BEST BUY	Michaels Made by you
Value Retailers	5%	DOLLARAMA (\$]	Walmart >	COSTCO	WINNERS	IANT IGER	OOLLAR TREE.
Essential Personal Service	5%	LCBO	Sco	otiabank <sub>®</sub>	□ SAQ	CIBC	RBC
Fitness & Other Personal Services	4%	GoodLife FITNESS.	A FITNESS.	rangetheory®		eat Clips® DNNA BE GREAT®	KUM () N
Restaurants & Cafes	4%	RECIPE	restaurant brands international	TM TM	M <sub>®</sub>	AGW	<b>SUBWAY</b>
Furniture & Home	4%	Lowe's		OMESENSE	SleepCountry	THE REPORT	BED BATH & BEYOND
Other	2%						
Total	100%						

(1) Calculated as a % of total NOI on a cash basis for the three months ended September 30, 2022

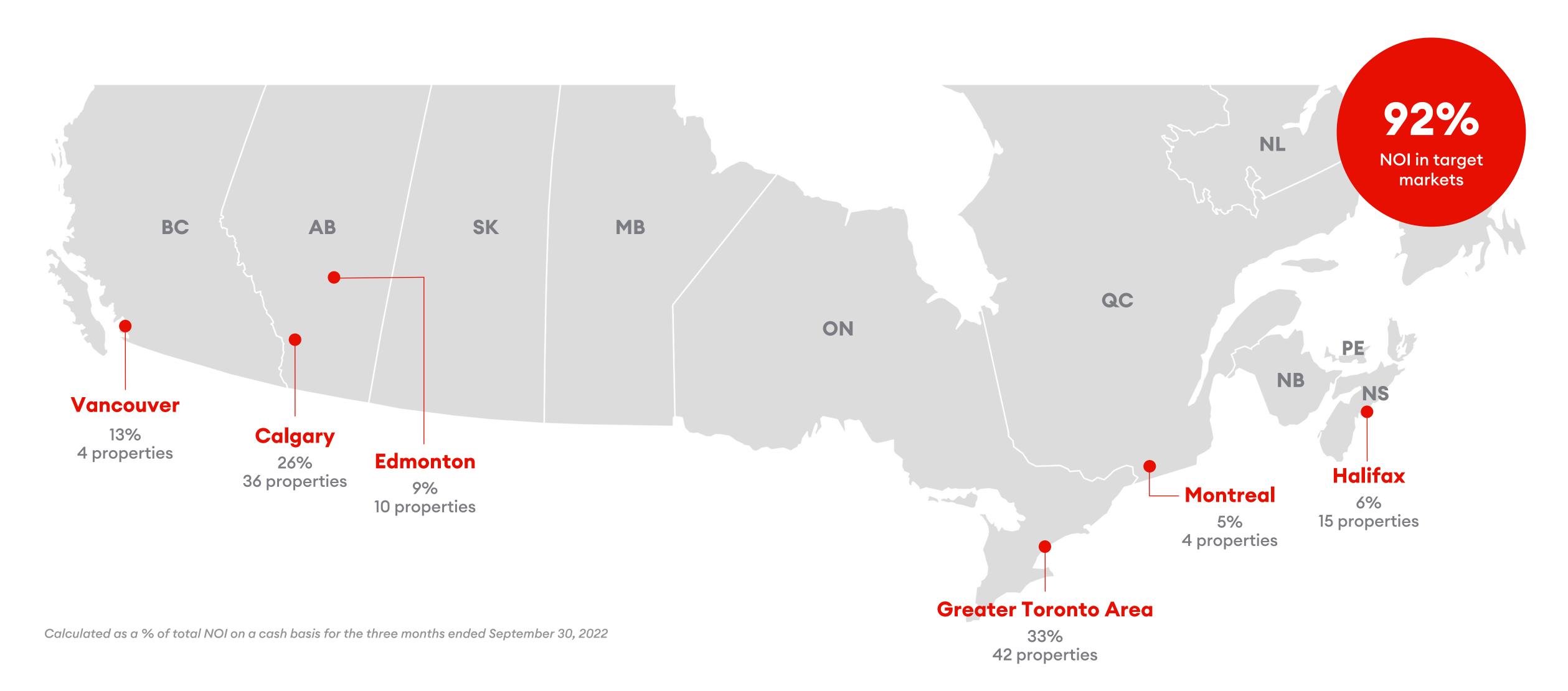
## Growing Industrial

High-quality generic industrial assets that readily accommodate a broad range of tenants in the growing logistics sector.

Critical mass in target distribution markets provides management efficiencies.



### Industrial Portfolio Critical Mass in Target Distribution Markets



## Industrial Properties

#### **Great Plains Business Park**



Calgary, AB

GLA (sq. ft.)

3333 James Snow Parkway

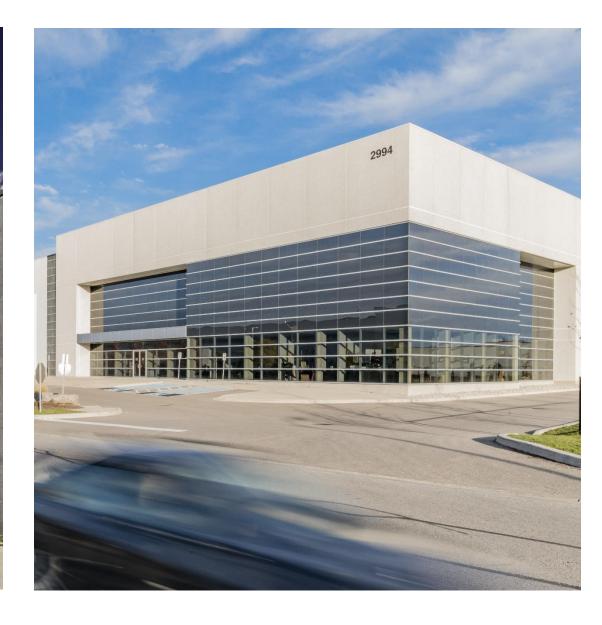


Milton, ON

GLA (sq. ft.)

1.0M

2994 Peddie Road



Milton, ON

GLA (sq. ft.)

635K

**2755 190th Street** 



Surrey, BC

665K

GLA (sq. ft.)

407K

## Mixed-Use, Residential & Other

Transit-oriented purpose-built rental residential buildings provide income diversification

Mixed-Use assets with a strategic office component primarily leased to entities within the Weston Group of Companies

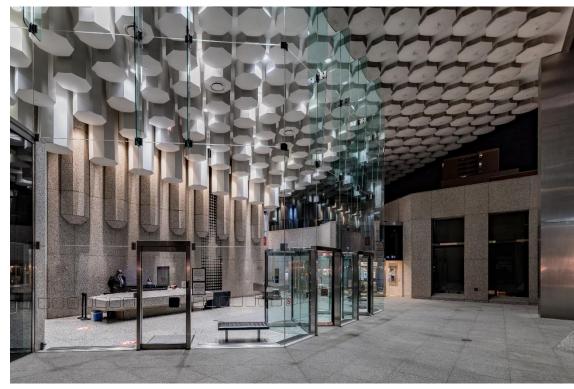


## Mixed-Use & Residential Properties

#### West Block Mixed-Use



#### The Weston Centre Mixed-Use



The Brixton
Residential



**Liberty House**Residential



#### Toronto, ON

GLA (sq. ft.) 259K

Ownership 100%

#### Toronto, ON

GLA (sq. ft.) 329K

Ownership 100%

#### Toronto, ON

Units 397 units

Ownership 50%

#### Toronto, ON

Units 440 units

Ownership 50%

#### Major tenants:

- Loblaws
- LCBO

#### Major tenants:

- George Weston Limited
- Wittington Investments, Limited
- Choice Properties REIT



## 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 <sup>(1)</sup>		
Loblaws/Shoppers	57.3		
Canadian Tire	1.9		
TJX Companies	1.2		
Dollarama	1.1		
Goodlife	0.8		
Canada Cartage	0.7		
Staples	0.6		
LCBO	0.6		
FGF Brands, Inc	0.6		
Sobeys	0.6		
Total	65.4		





















## Long-Term Leases Provide Cash Flow Stability

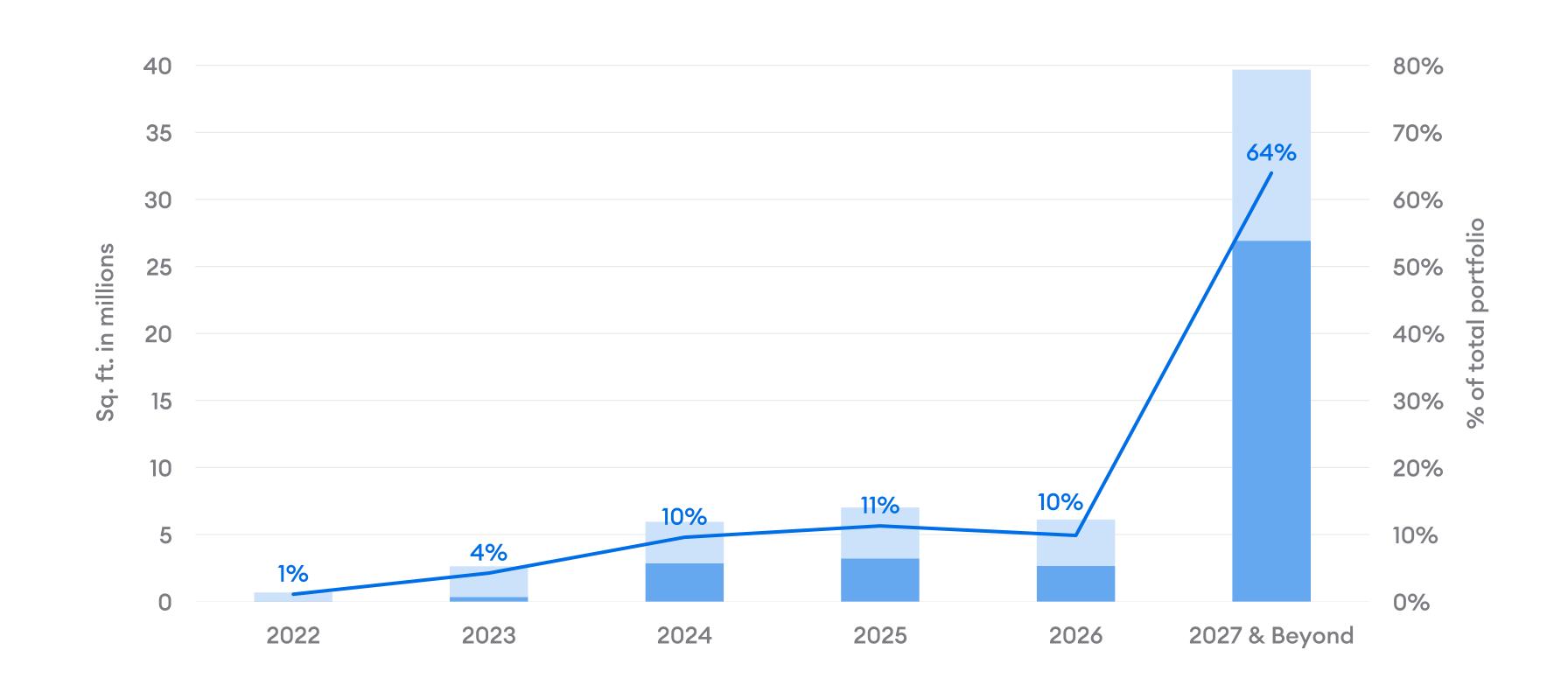
#### Lease Expiry by Year









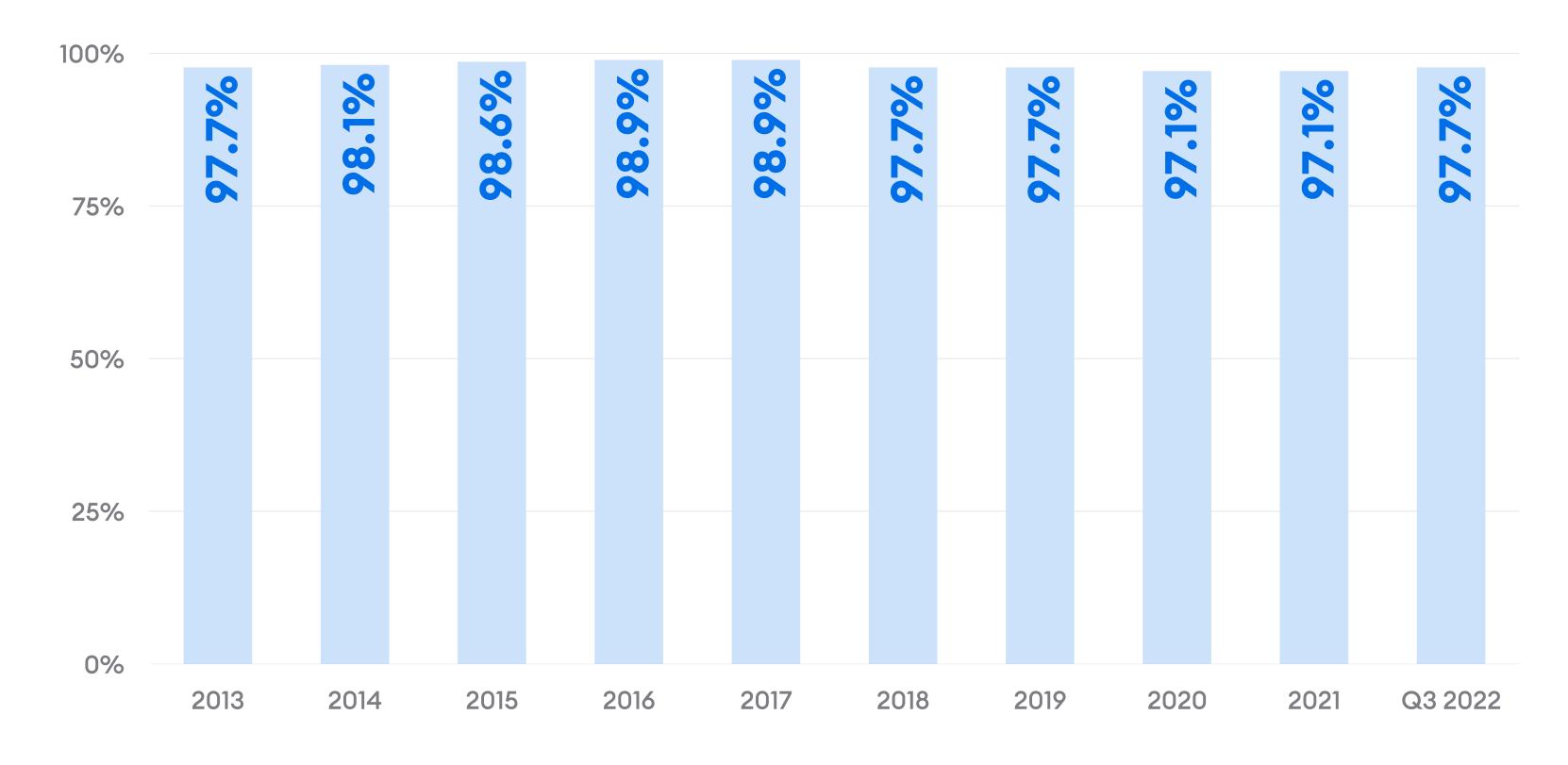


## Stable and Consistent Occupancy

#### Occupancy

Retail	97.7%
Industrial	99.0%
Mixed-Use, Residential & Other <sup>(1)</sup>	88.1%
Total	97.7%

#### Occupancy by Year

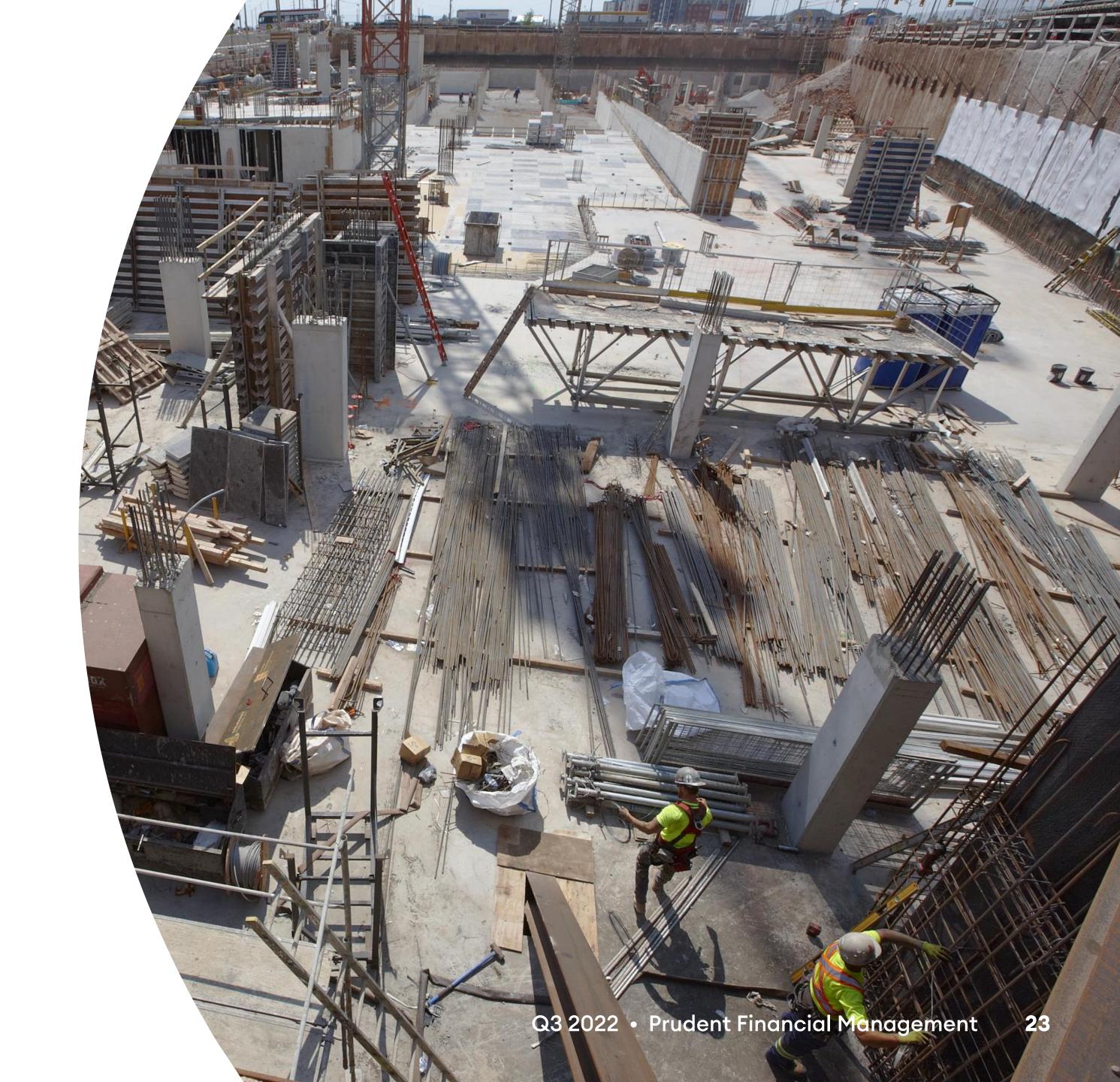


(1) Segment includes remaining office properties; occupancy disclosed excludes residential units



## Financial Flexibility

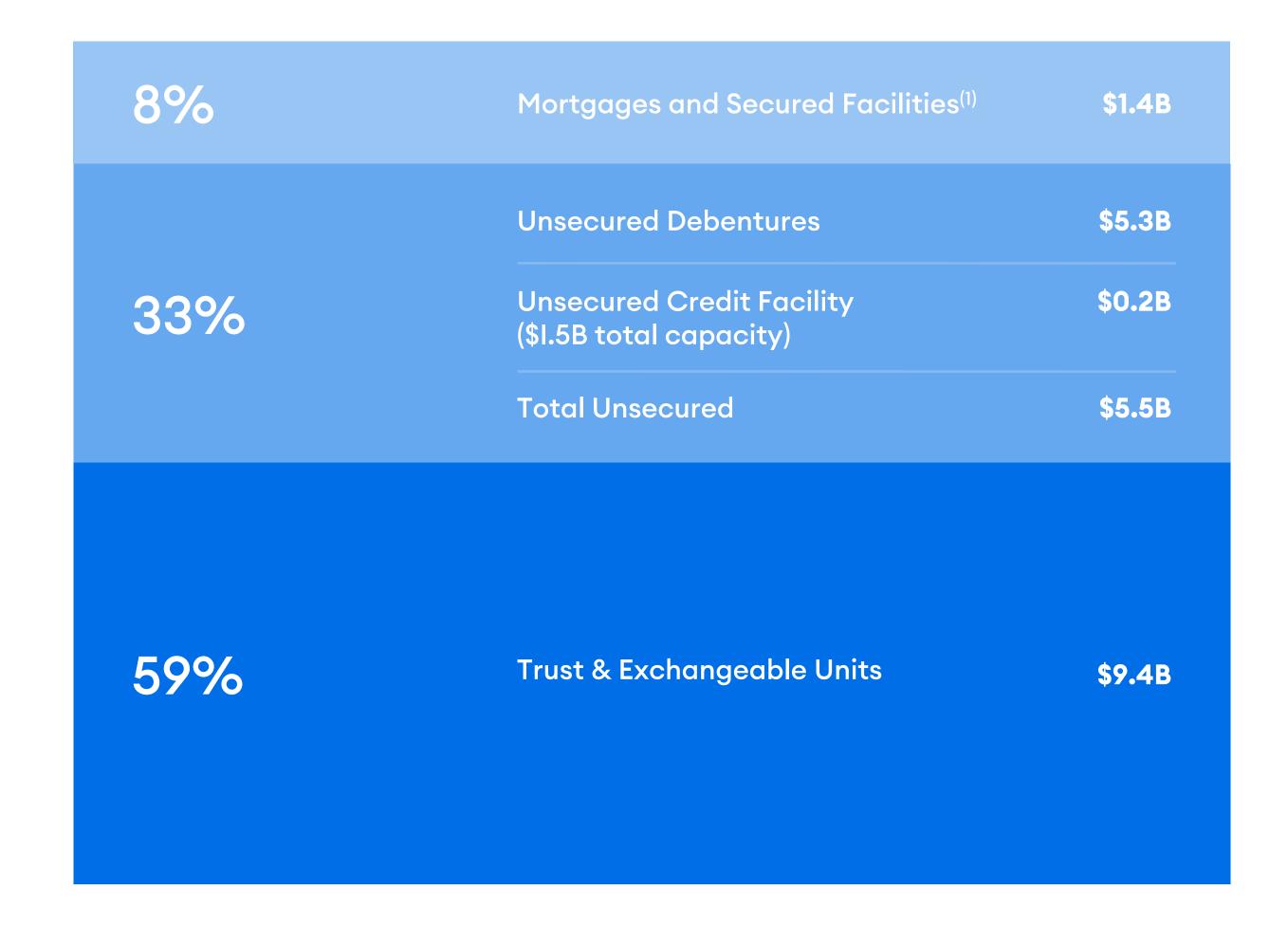
Our foundation
is built upon maintaining a
strong balance sheet and
financial flexibility through
prudent and disciplined
financial management.



## Capital Structure

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

Provides additional capacity to fund our significant development program.



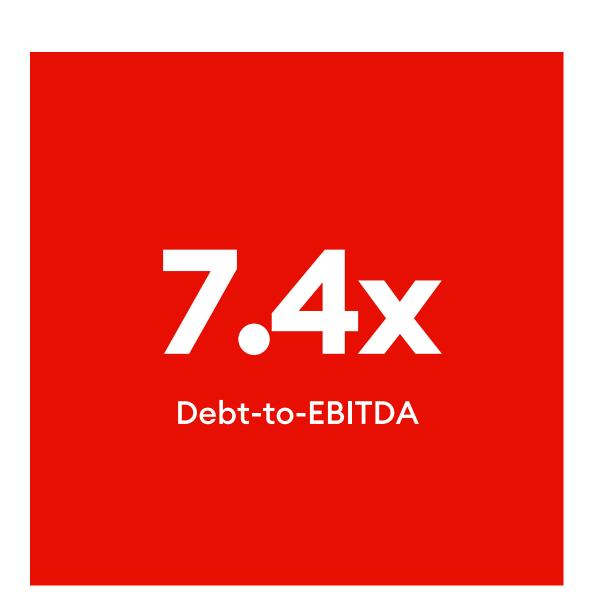
(1) Mortgages and secured facilities are presented on a proportionate share basis

## Financial Strength







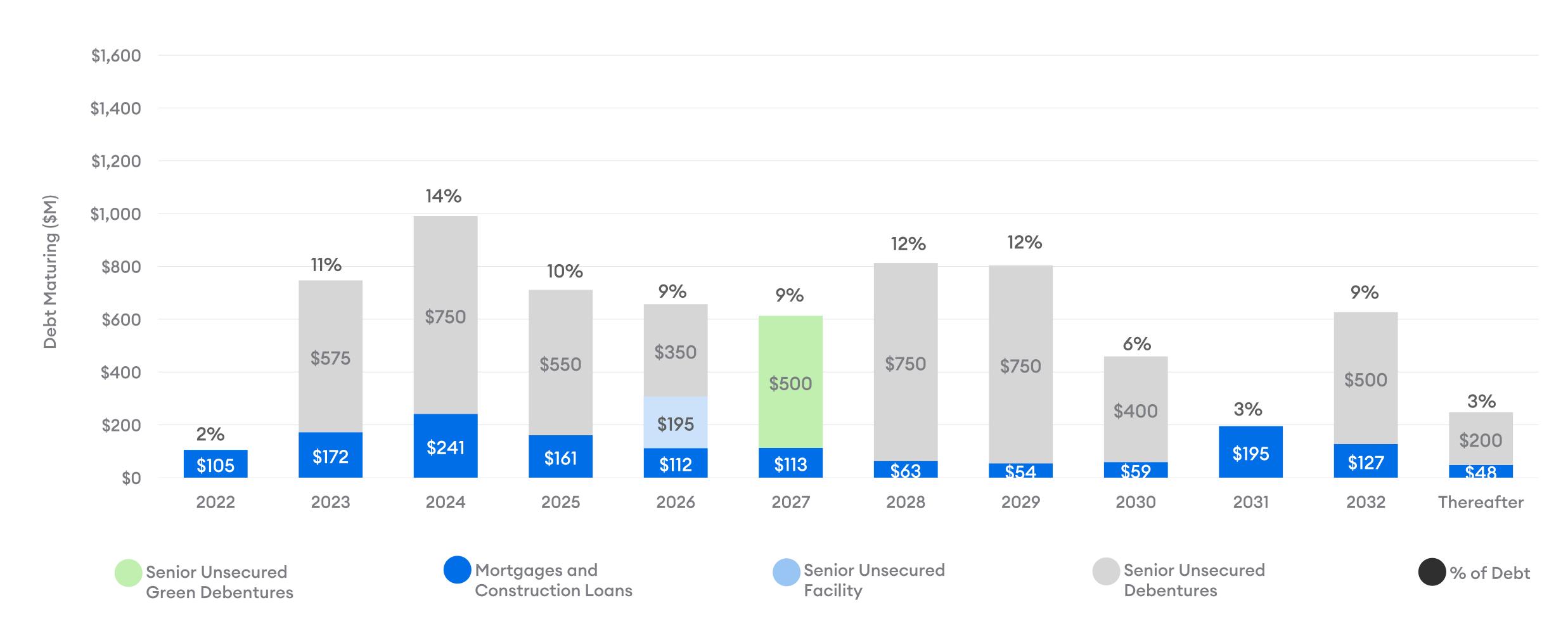


## Debt Maturity Profile well-balanced debt ladder



**WAIR** 





(1) As of September 30, 2022, on a proportionate share basis



## 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



Advancing Social Equity

## Fighting Climate Change

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

#### **Net-Zero**

One of the first entities in Canada to establish ambitious net-zero emission targets which have been validated by the Science Based Targets initiative (SBTi)

#### **LED Upgrades**

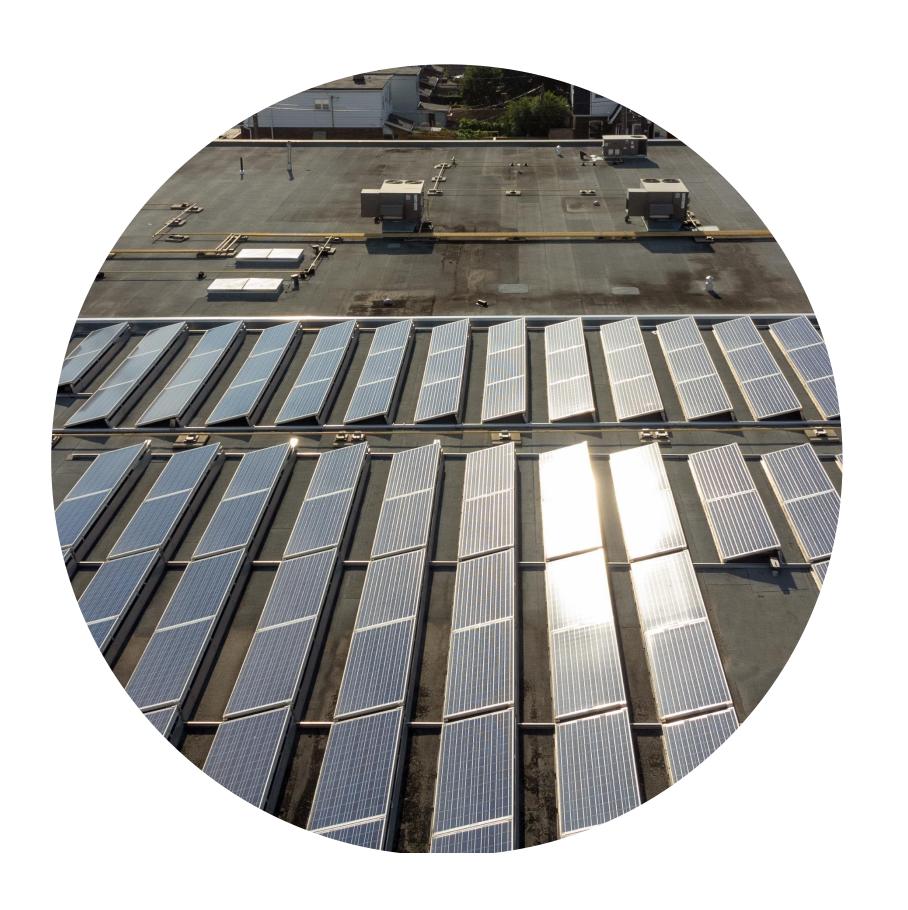
Achieved our lighting LED conversion target two years ahead of schedule

#### **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 in November 2021



## Advancing Social Equity

#### Engagement

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

#### **Choice Cares**

Over \$1 million and 3,800+ hours of colleague time donated to Canadian charities in support of mental health initiatives

#### **Equity & Inclusion**

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

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.



### Governance

#### Oversight

- Enhanced Executive oversight of the ESG program
- Revised Audit Committee mandate to provide for review of ESG disclosures
- Provided ESG-Specific Board training

#### Reporting

2021 Annual ESG Report was released in Q2 2022

#### Cybersecurity

Our cybersecurity maturity rating exceeds the industry benchmark after a 33% year-over-year improvement

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





## 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 deep pipeline of residential mixed-use development projects, we are well positioned for long-term growth and value creation.



## 2021 Completed Projects

#### Retail



#### 8 projects

145K sq. ft.

\$64M total investment

(1) At Choice's Share

#### **Residential**



#### 2 projects

305K sq. ft. / 394 units

\$186M total investment

#### **Total**

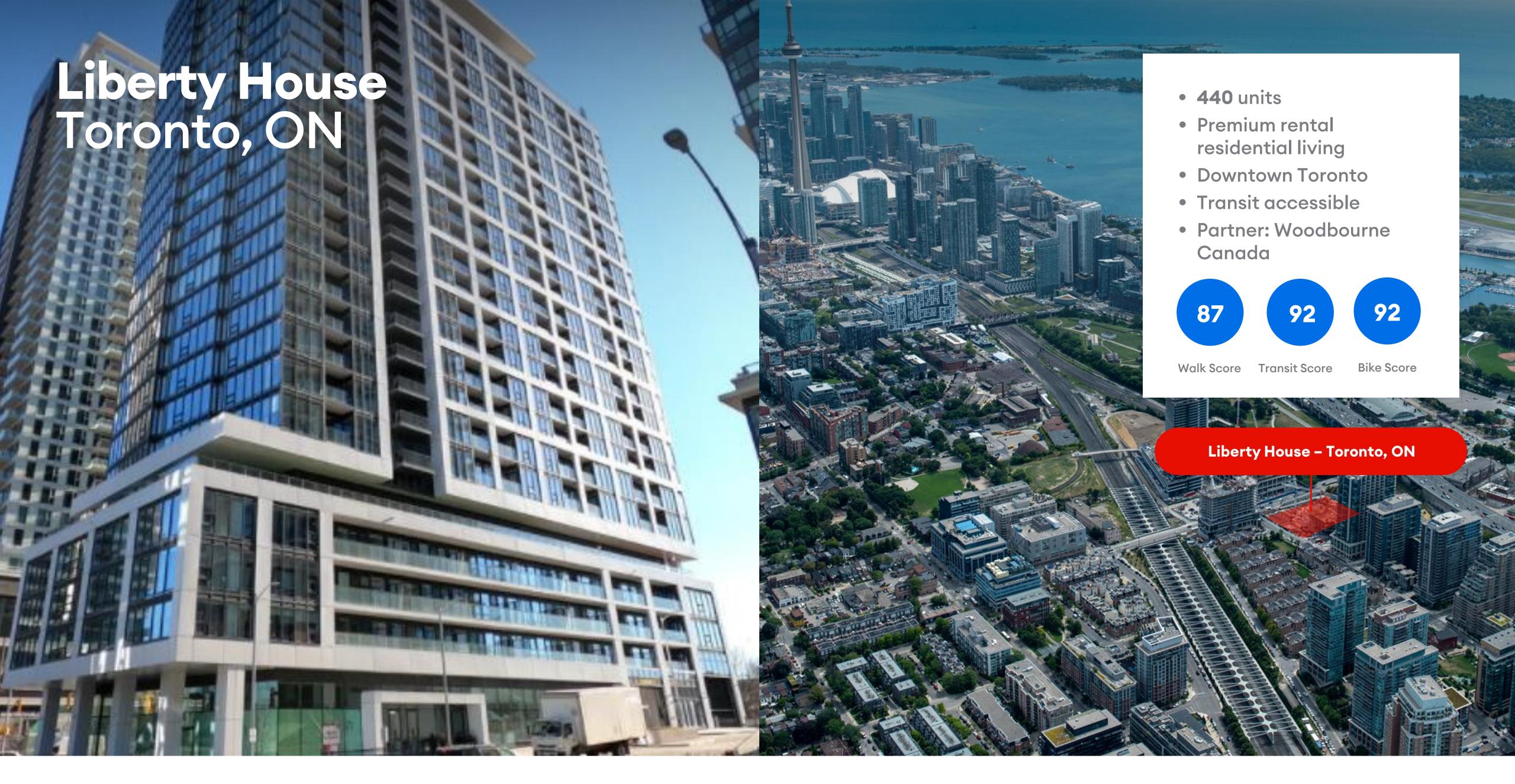


#### 10 projects

450K sq. ft. / 394 units

**\$250M** total investment





## Active Development Pipeline

### Provides long-term growth and value creation

#### Retail



#### **Industrial**



#### Residential



#### **Total**



#### 16 projects

**0.3M** sq. ft.<sup>(2)</sup>

\$12M invested

\$55M total investment

#### 3 projects

**1.4M** sq. ft.<sup>(3)</sup>

\$80M invested

\$182M total investment

#### 2 projects

**0.2M** sq. ft. / **348** units

\$70M invested

\$ 154M total investment

#### 21 projects

**1.9M** sq. ft. (2)(3) / **348** units

\$162M invested

**\$391M** total investment

(1) At Choice's Share

(2) Includes 0.1 million square feet associated with land leases

(3) Includes 0.9 million square feet associated with land leases





## Industrial Development









# Residential & Mixed-Use in Planning

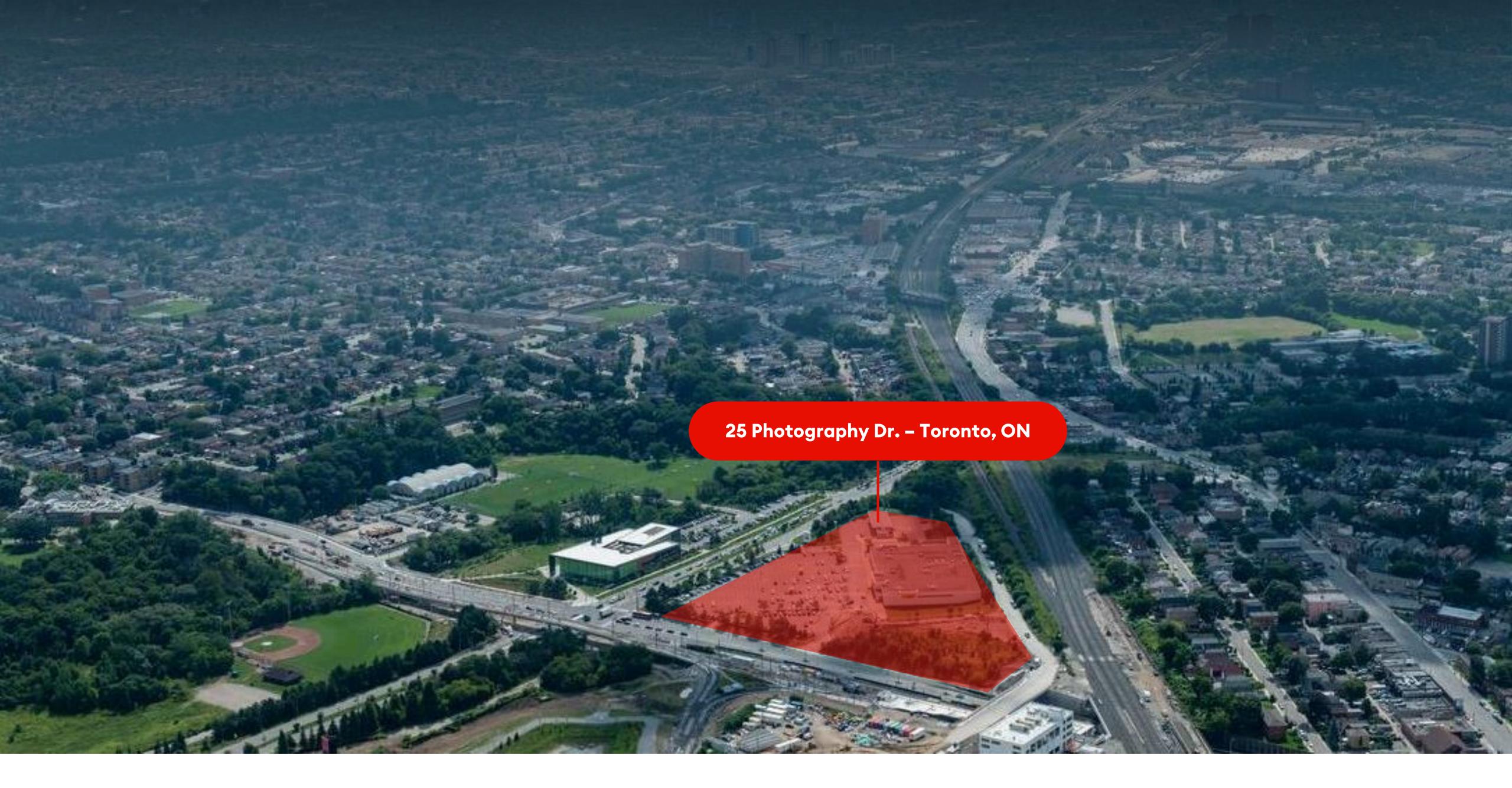






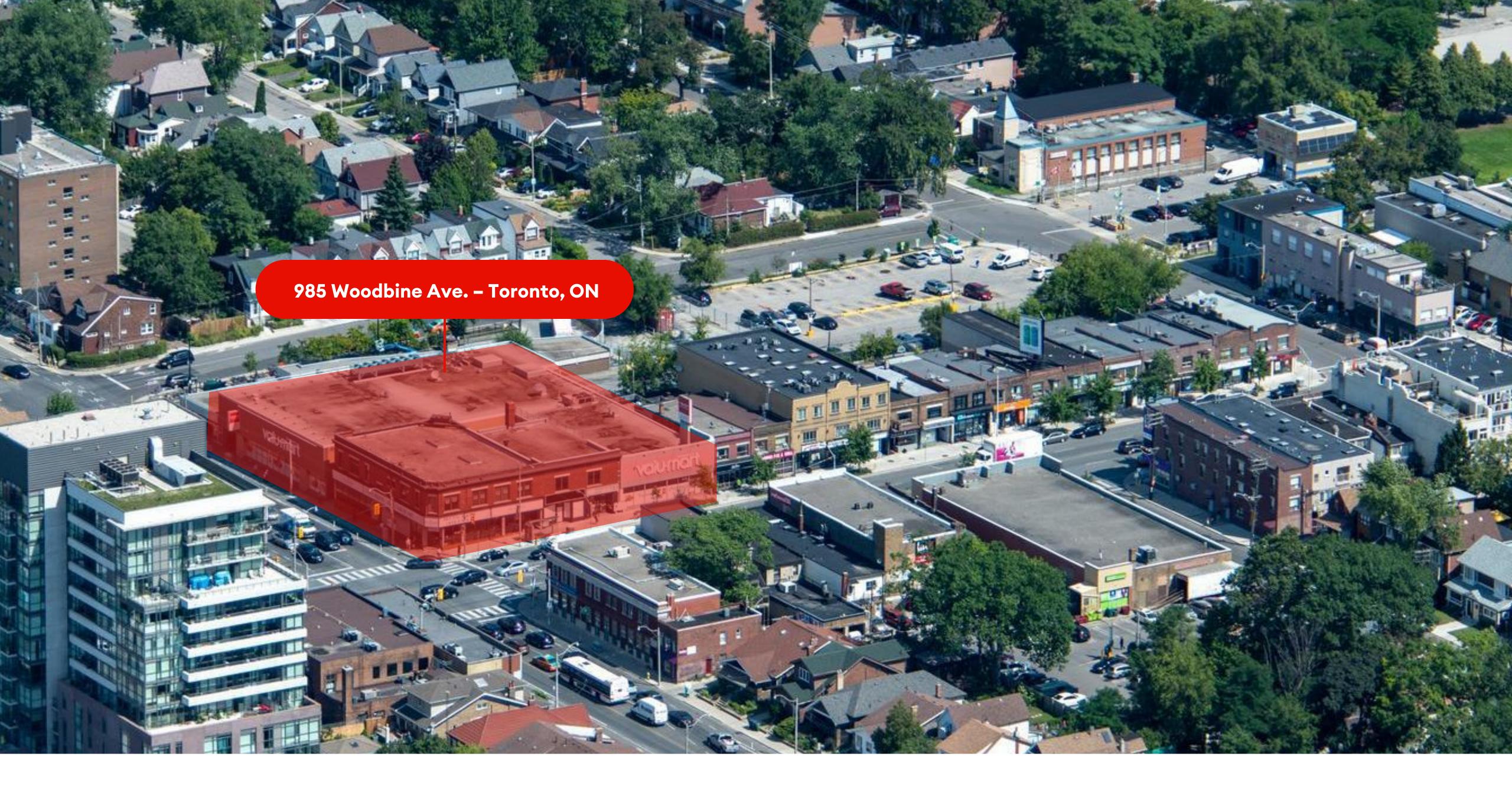




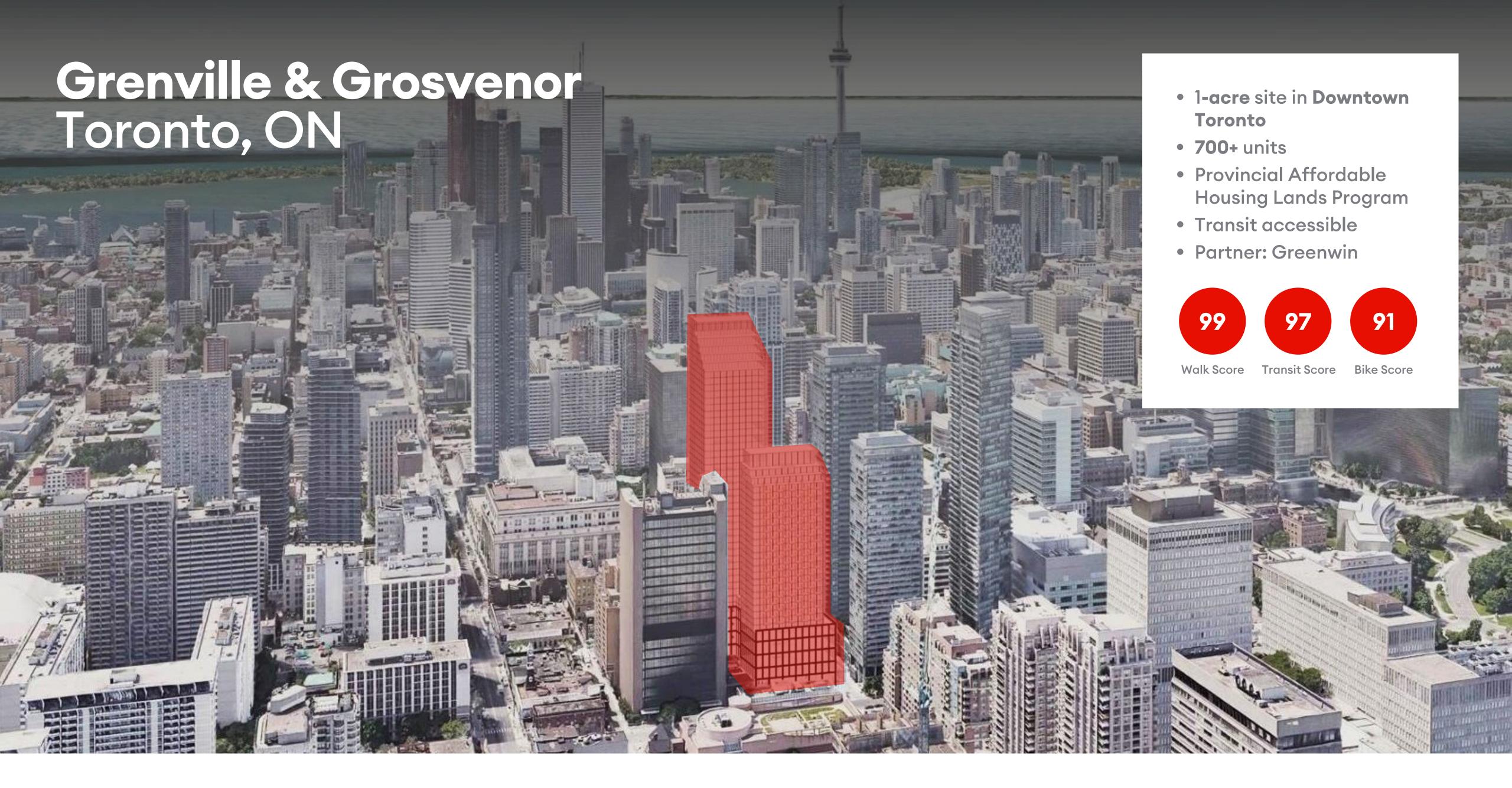












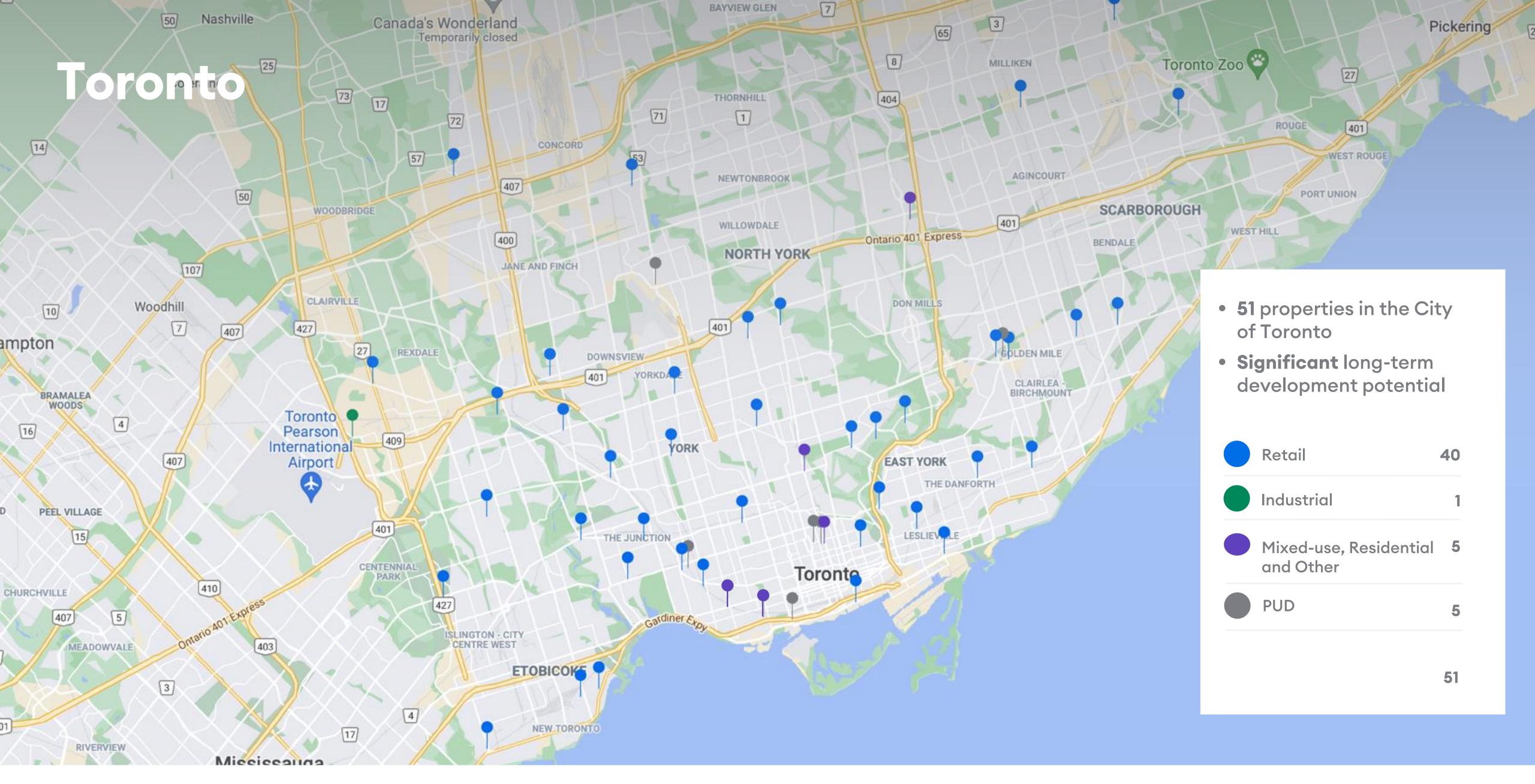




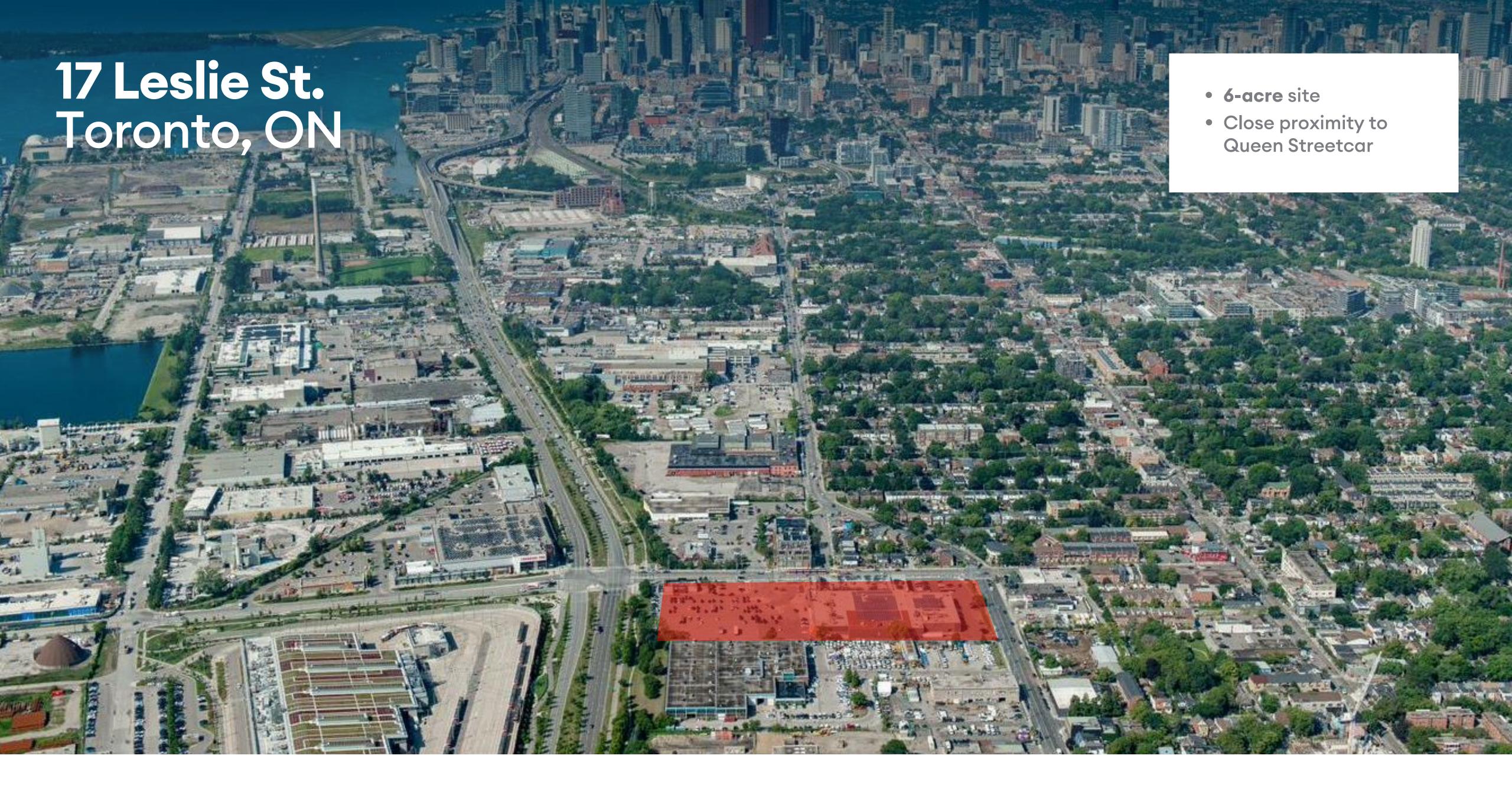
## Immense Value Opportunity

Choice Properties continues to grow and create value through its pipeline of potential commercial and mixed-use developments.

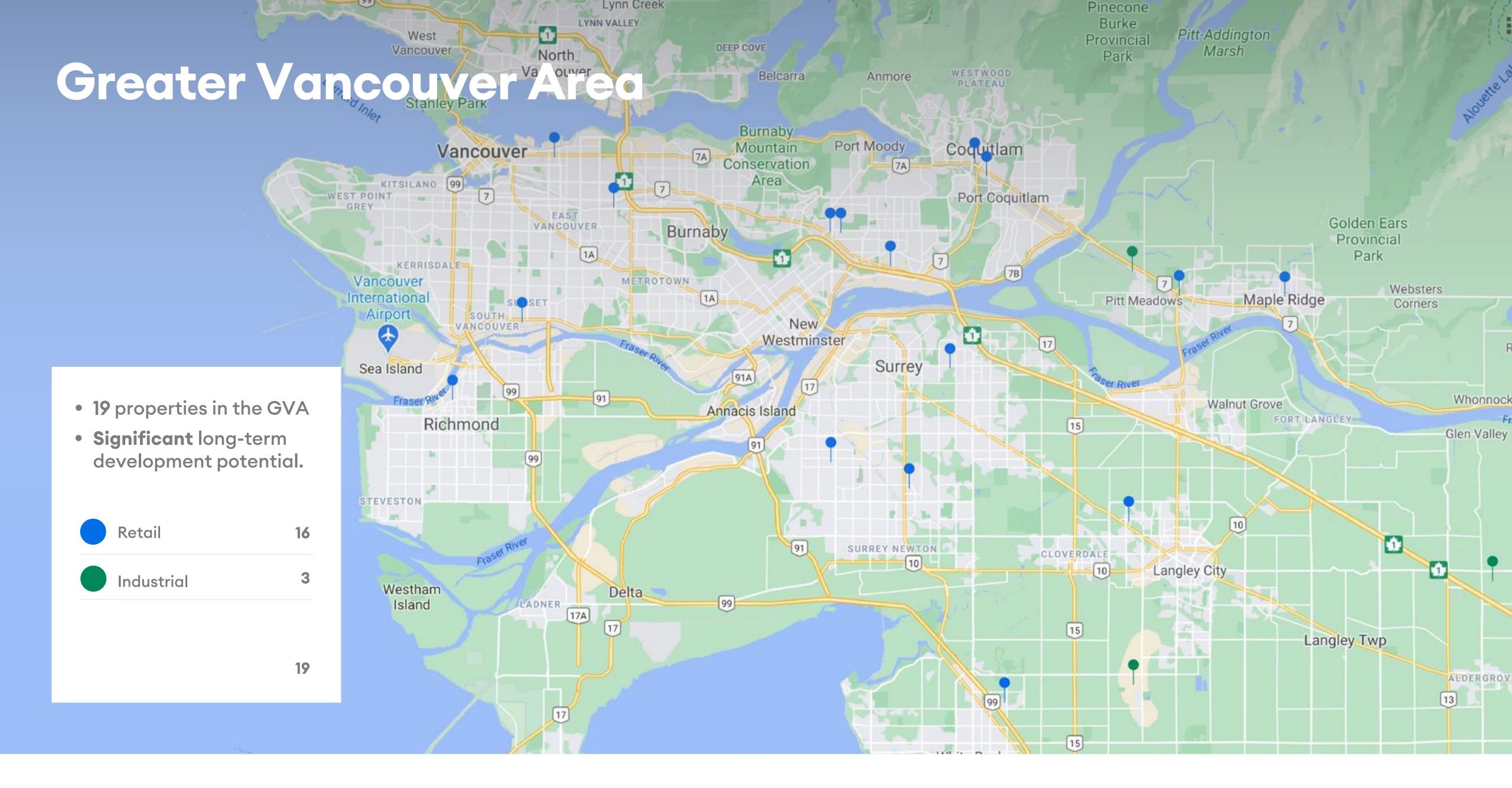




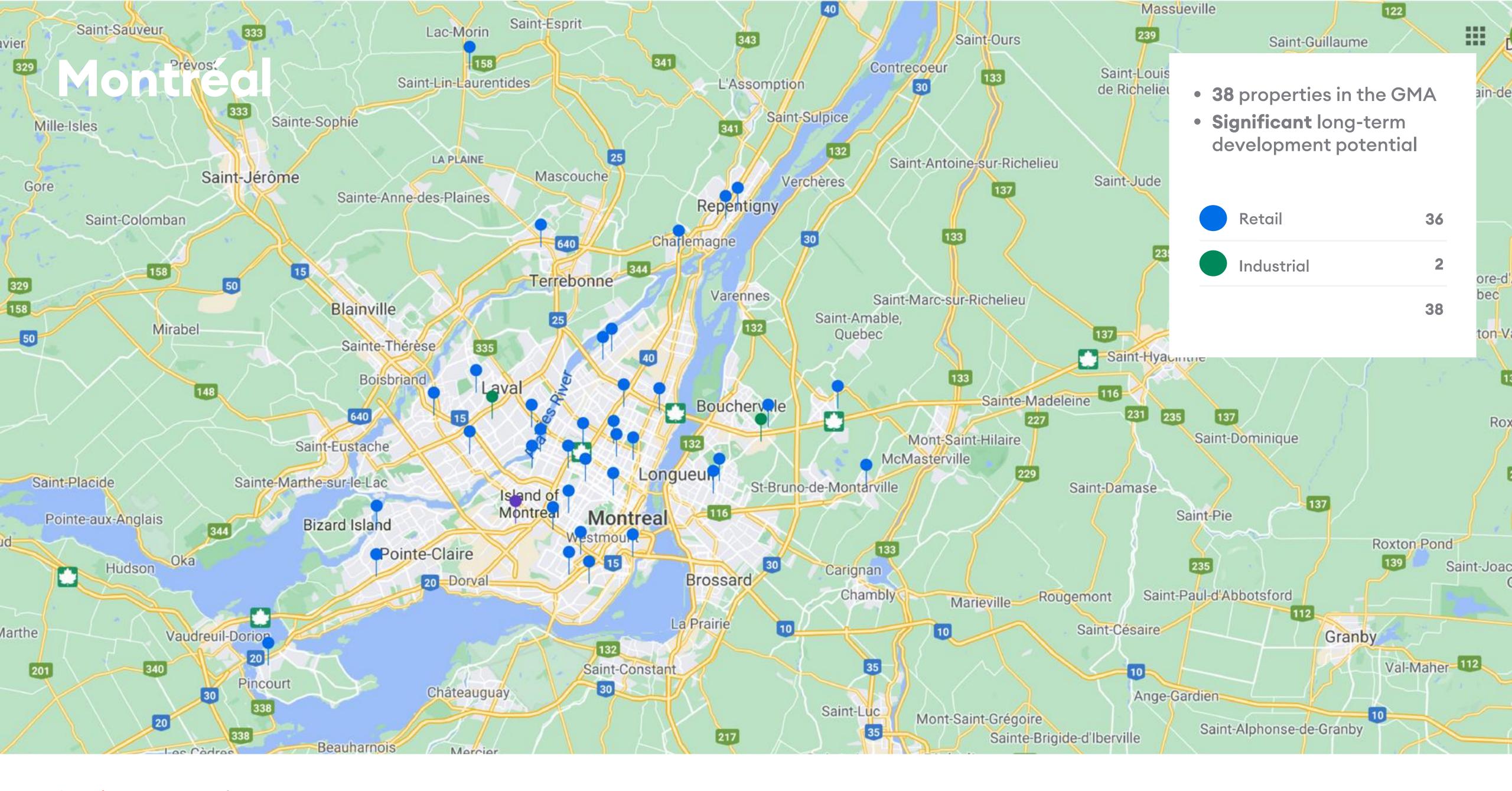












## ChoiceProperties