Delivering Today. Building for the Future. 042023

nvestor Presentation





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", "anticipate", "foresee", "goal", "seek", "strive", "aspire", "pledge", "aim", 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 14, 2024 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, 2023, and are reconciled to the most comparable GAAP measure. Choice Properties' consolidated financial statements and MD&A for the year ended December 31, 2023 are available on Choice Properties' website at www.choicereit.ca and on SEDAR at www.sedarplus.ca.

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Communities	
Development	

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2023 Performance

	Q4 2023	Q4 2022	YTD 2023	YTD 2022
FFO	\$0.255/unit +5.8%	\$0.241/unit	\$1.003/unit +4.0%	\$0.964/unit
AFFO	\$0.176/unit +0.6%	\$0.175/unit	\$0.827/unit +2.9%	\$0.804/unit
Same-Asset NOI, Cash Basis	\$236.9M +4.2%	\$227.3M	\$932.1M 1 +4.6%	\$891.1M
Occupancy		↑ 98.0% +0.1%	97.9%	
Adjusted Debt to EBI	TDAFV ⁽¹⁾	↓ 7.2 x	7.5 x	

(1) Adjusted Debt-to-EBITDAFV, net of cash was 7.0x as at December 31, 2023, and 7.4x as at December 31, 2022.

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Q4 2023 • Financial Performance



2023 Key Achievements

For the year ended December 31, 2023

Capital Recycling Program • Disposition of \$334.6M non-core assets • Acquisition of \$284.0M of retail and industrial properties **Operational Excellence** • Overall occupancy 98.0% • Retail at 97.7% Industrial at 99.0% • Mixed-Use & Residential at 94.2% **Output** Delivering on Developments • Transferred \$427.1M to income producing delivering approx. 1.8M sq. ft. of new commercial GLA on a proportionate share basis



Choice Eastway Industrial Centre, Phase 1

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Element



Delivering on our Full Year Outlook

	2023 Outlook	2023 Actual	Achieved
SA-NOI growth ⁽¹⁾	4% - 5%	4.6%	
FFO / unit ⁽¹⁾	\$0.99 - \$1.00	\$1.003	
Distribution / unit	\$0.75	\$0.75	
Adjusted Debt to EBITDAFV ⁽¹⁾	7.5 x	7.2x (7.0x net of cash)	

Environmental, Social & Governance

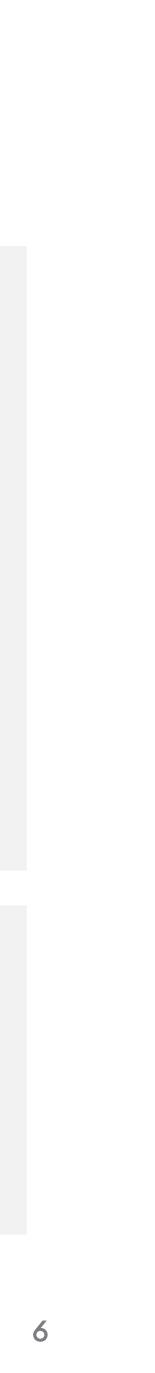
Completed net-zero transition plans for all income producing properties



Named one of Greater Toronto's Top Employers (2023 & 2024) in recognition of DEI-focused programs



(1) Represents a non-GAAP measure.



2023 Development Deliveries

We advanced our industrial portfolio, delivering 1.6M sq. ft.⁽²⁾ of new generation logistics facilities

	Completed Projects	Transferred GLA (sq. ft.)	Total Investment	Expected stabilized yield
Retail ⁽¹⁾	10	0.2M	\$35.8M	7.7%
Industrial ⁽²⁾	3	1.6M	200.8M	8.4%
Mixed-Use & Residential	1	0.1M	57.9M	5.1%
Total	14	1.9M	\$294.5M	7.7%

(1) Includes 0.1 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases. (2) Includes 0.9 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases.

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Element



Choice Eastway Industrial Centre, Phase 1

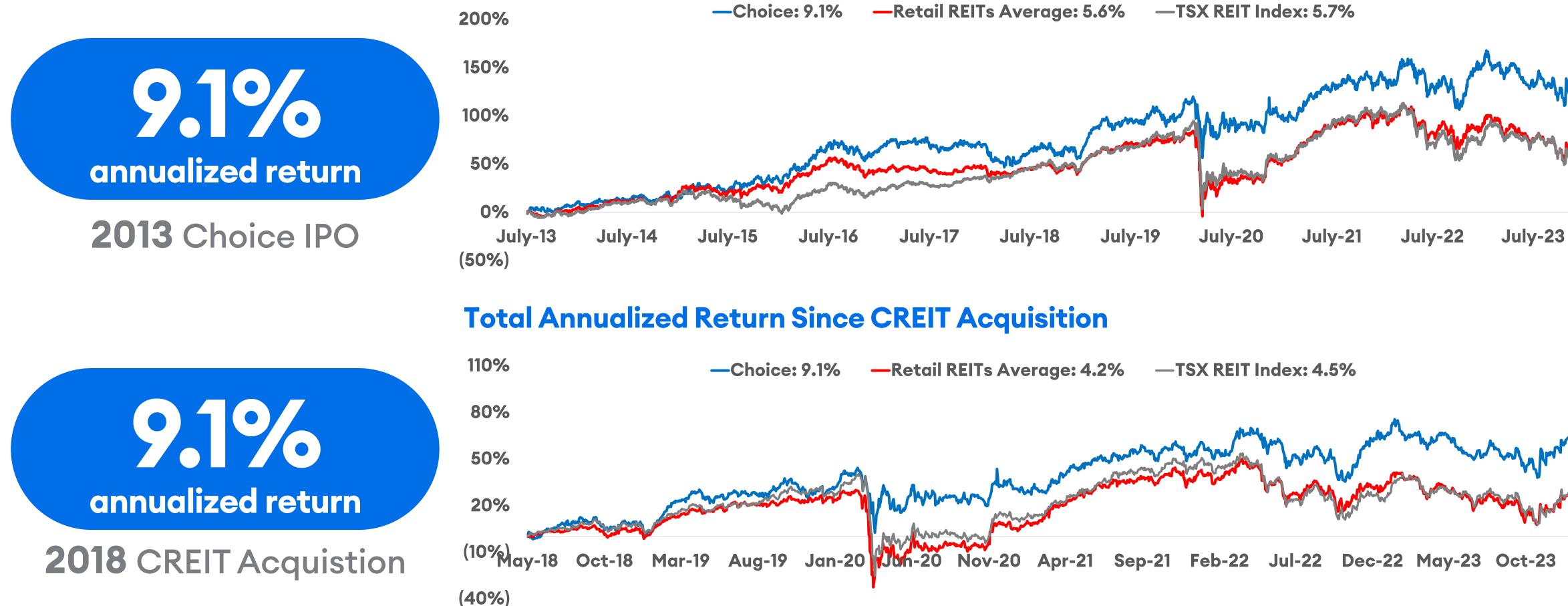




Continued Outperformance

Through consistency and discipline, Choice has delivered since IPO and through economic downturns and ongoing market uncertainty

Total Annualized Return Since Choice IPO



Calculated at December 31, 2023, with distributions reinvested at spot price. Retail REIT peers include Crombie, CT, First Capital, RioCan, SmartCentres.

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May-23 Oct-23









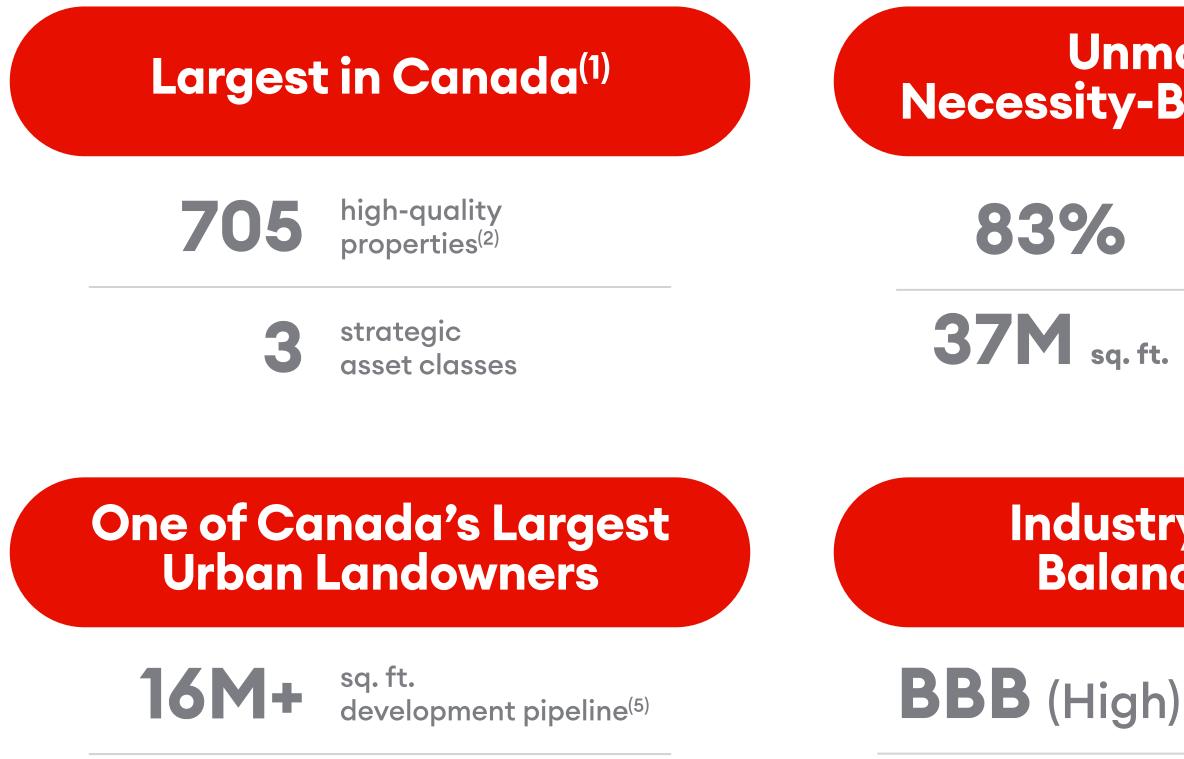


Canada's Preeminent REIT



Canada's Preeminent REIT

We lead where it matters most



sites with future development potential

- (1) Based on total portfolio GLA, number of properties and market capitalization.
- (2) Effective the fourth quarter of 2023, the Trust reassessed its internal definition of a distinct income producing property. The net impact was to increase the number of income producing properties by two.
- (3) Calculated as a % of the retail segment's gross rental revenue as at December 31, 2023.
- (4) Percentage is based on gross rental revenue as at December 31, 2023.
- (5) Includes 1.0 million sq. ft. that represents the building area on properties where the Trust will lease the underlying sites to the tenants through ground leases.

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Unmatched **Necessity-Based Portfolio**

Strategic Relationship with Canada's Leading Retailer

retail portfolio ⁽³⁾	

Grocery anchored, retail portfolio

57% Loblaw tenancy⁽⁴⁾

Loblaw relationship provides an irreplaceable competitive advantage

Industry Leading Balance Sheet

ESG Leadership

DBRS Rating

Adjusted Debt/EBITDA

Net Zero By 2050

one of Canada's first with targets validated by SBTi

Women Executives (VP+)







Creating Enduring Value

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 have a proven strategy to maximize the value of our portfolio and create enduring value for all our stakeholders. Our business is strong, and we are well positioned to continue to deliver on our Strategic Framework and achieve our goals.

Our priorities of maintaining our market-leading portfolio, sustaining operational excellence and delivering on our development pipeline remain the same, while our near-term focus areas are reflective of who we are and where we are going. While delivering on our priorities we continue to focus on strengthening our unmatched foundation.

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Q4 2023 • Creating Enduring Value



Proven Strategic Framework

Creating Preservation Preservation of capital Preservation



	 Strategic relationship with one of Canado
Foundation	Industry leading balance sheet
	Embedded ESG
	• Experienced, engaged and diverse team

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Stable and growing cash flows

Increases in NAV and distribution over time



- of Canada's largest retailer





Our Near-Term Focus

Priorities

Maintaining market-leading portfolio

Building for the Future

Maximizing value in our core asset classes Improving quality through balanced capital recycling

Foundation

Strengthening our unmatched foundation

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Sustaining operational excellence



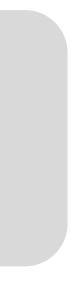
Delivering best-in-class property operations capabilities

Executing on our near-term Industrial opportunity

Creating value by advancing our Mixed-Use & Residential platform

Q4 2023 • Our Near-Term Focus







Market Leading Portfolio

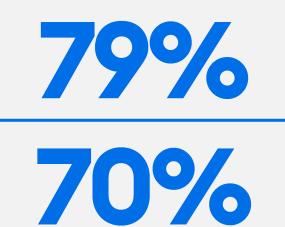


Three Strategic Asset Classes Strategically positioned across three asset classes

Retail

NOI, Cash Basis⁽¹⁾

Income Producing Properties Asset Value⁽²⁾

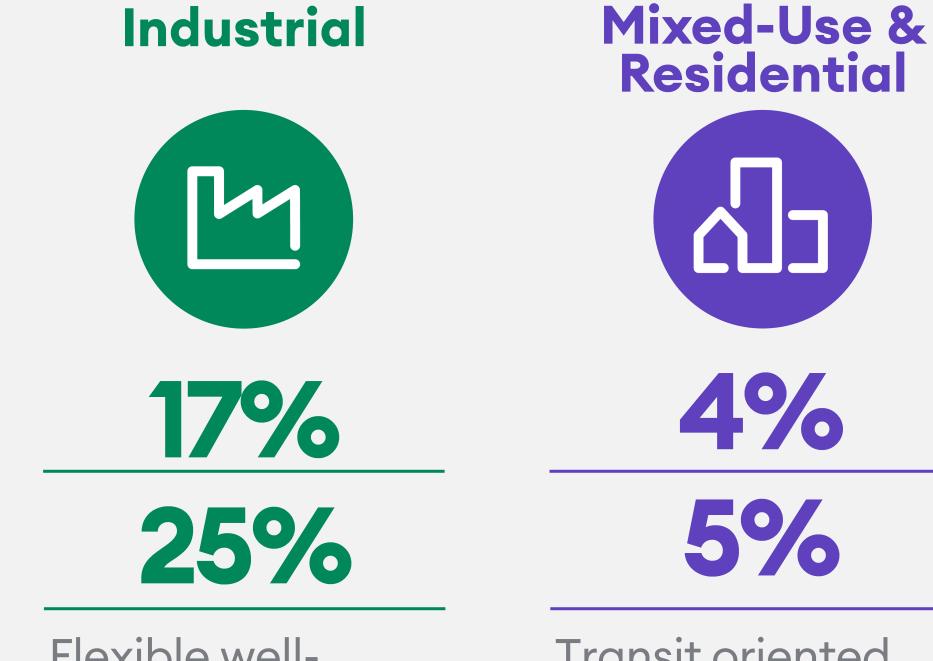


Predominately necessity-based grocery anchored retail portfolio

(1) As a % of total NOI, Cash Basis for the three months ended December 31, 2023

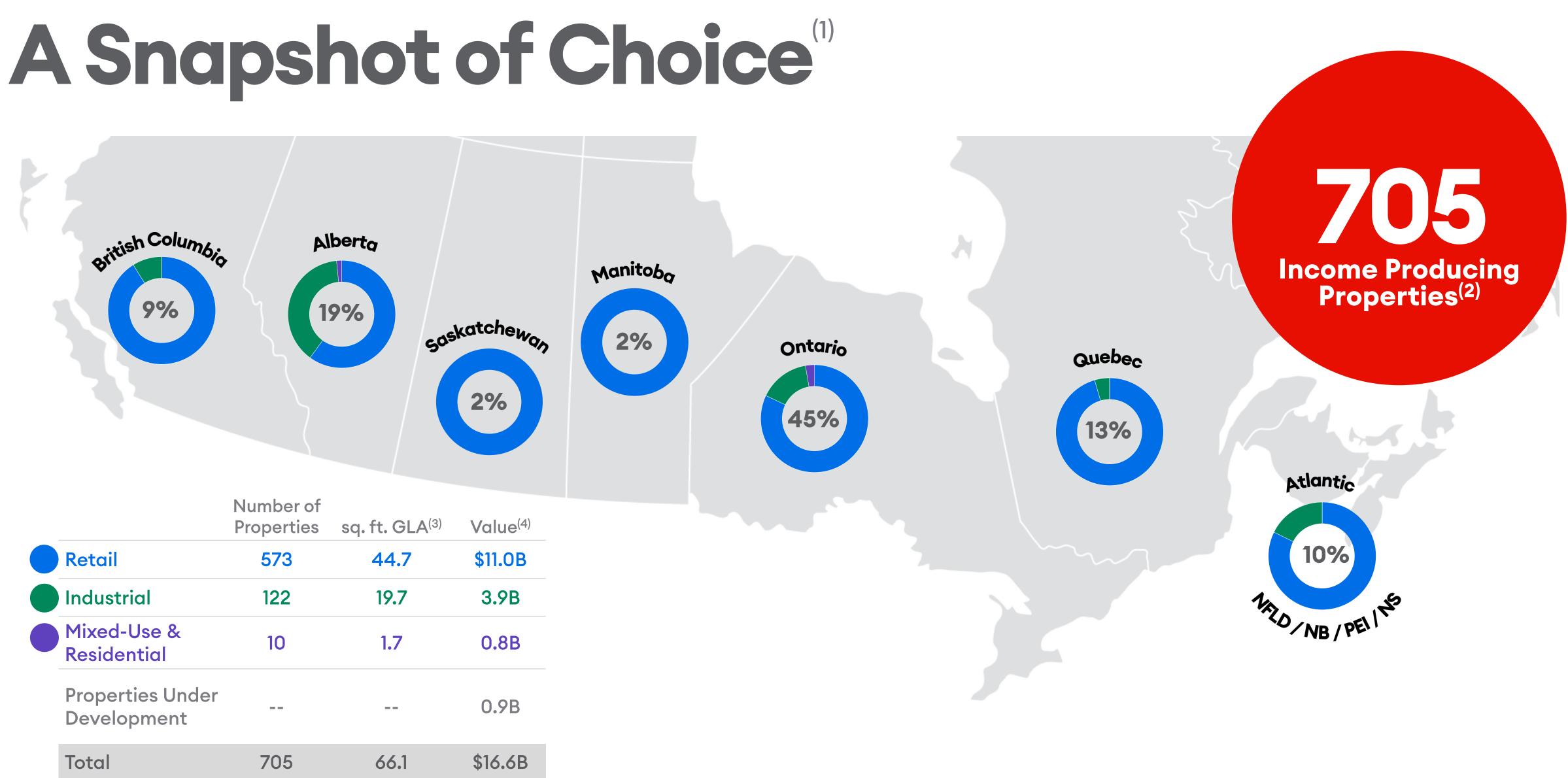
(2) As a % of total asset value excluding development as at December 31, 2023

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Flexible welllocated industrial portfolio **5%** Transit oriented mixed-use and residential portfolio





(1) Calculated as a % of cash NOI for the three months ended December 31, 2023.

(2) Effective the fourth quarter of 2023, the Trust reassessed its internal definition of a distinct income producing property. The net impact was to increase the number of income producing properties by two. (3) Includes 1.8 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases.

(4) Investment property value is shown on a proportionate share basis.



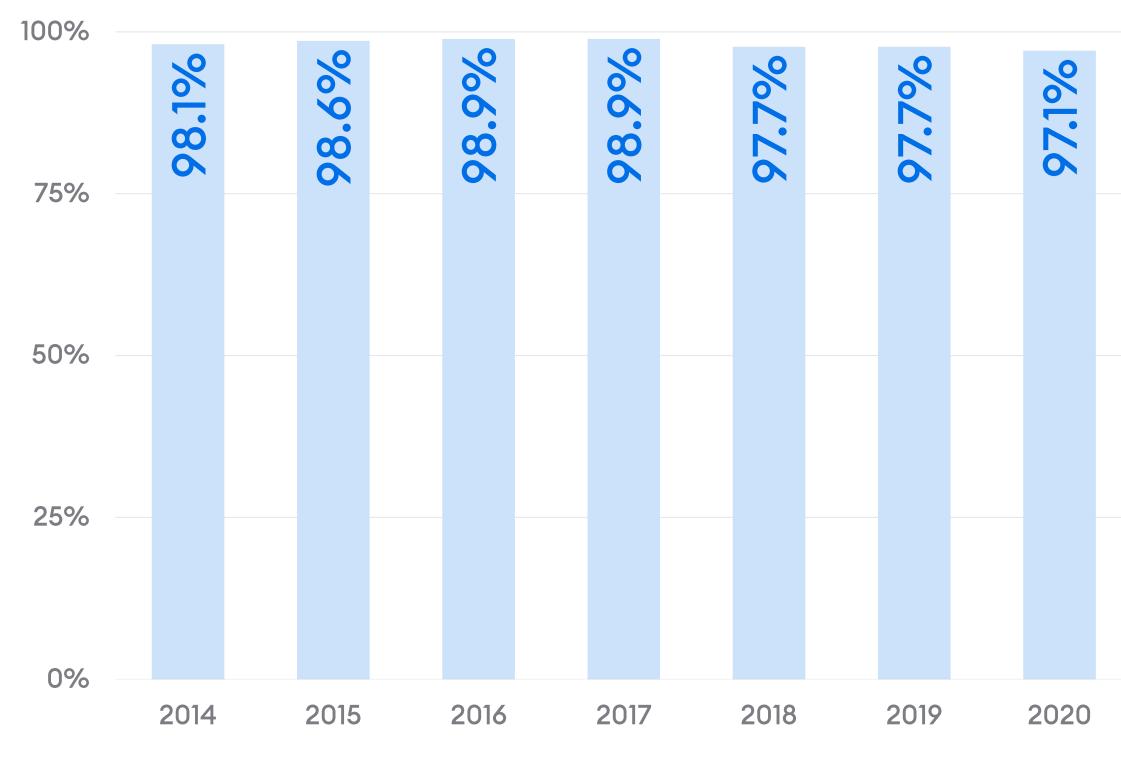
Stable and Consistent Occupancy

2021

2023

2022

Period-End Occupancy⁽¹⁾



(1) Effective the fourth quarter of 2023, building area associated with the Trust's ground leases has been included in occupancy. (2) Segment includes remaining office properties; occupancy disclosed excludes residential units.

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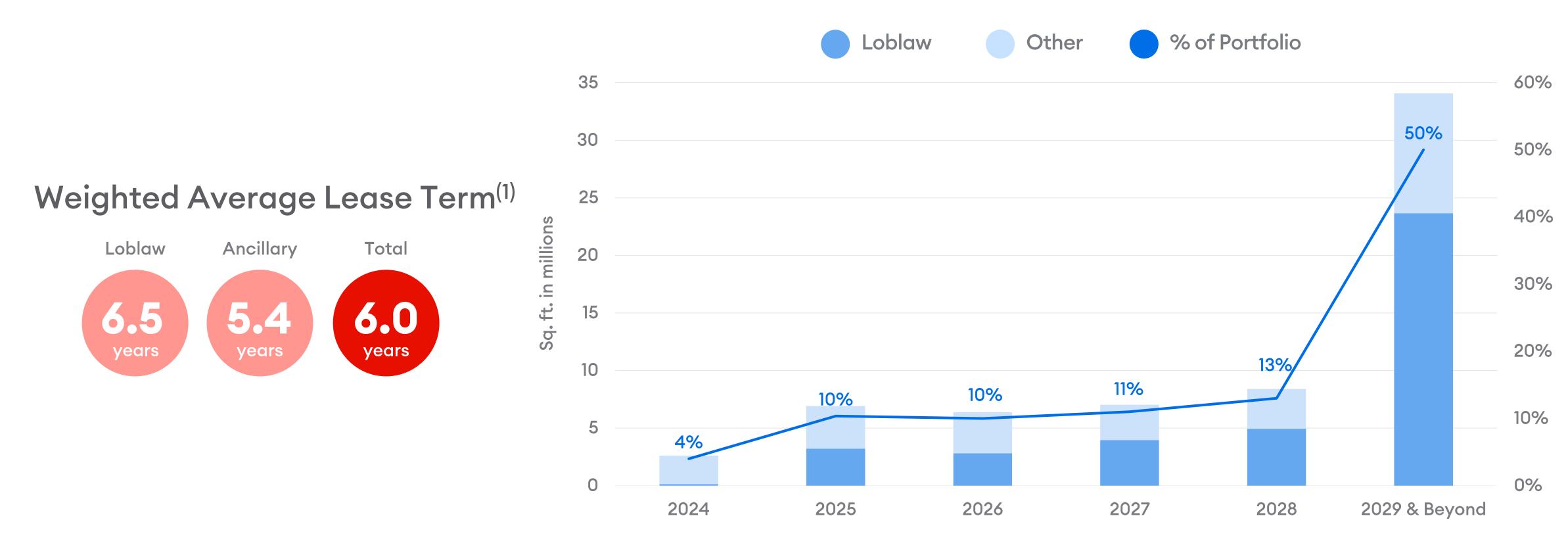
Occupancy by Asset Class

%	%	%		Retail	97.7%
97.2%	97.9%	98.0%	· · · · · · · · · · · · · · · · · · ·	Industrial	99.0%
				Mixed-Use & Residential ⁽²⁾	94.2%
				Total	98.0%





Lease profile provides cash flow stability



(1) Effective the fourth quarter of 2023, building area associated with the Trust's ground leases has been included in occupancy and the weighted average lease term.

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Lease Expiry by Year⁽¹⁾

% of total portfolio



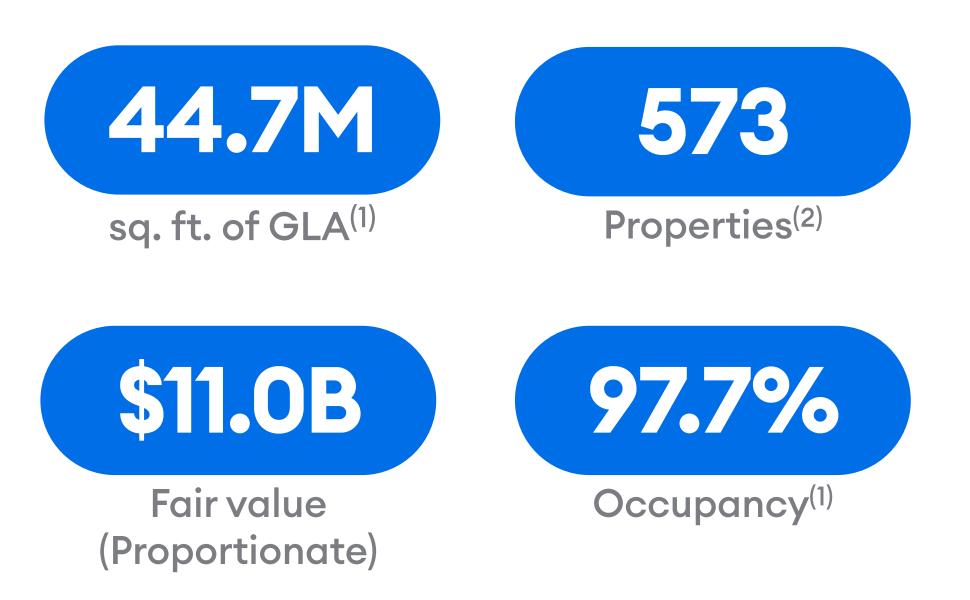
Winning Retail Portfolio Necessity-based, well-located assets supported by strong anchor tenants



Winning Retail Portfolio



Necessity-based, well-located assets supported by strong anchor tenants



- (1) Includes 0.6 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases. Effective the fourth quarter of 2023, building area associated with the Trust's ground leases has been included in occupancy.
- (2) Effective the fourth quarter of 2023, the Trust reassessed its internal definition of a distinct income producing property. The net impact was to decrease the number of retail income producing properties by three.



Strong Necessity-Based Retail Anchor Tenants Reliable and stable cash flow

of revenue from Loblaw banners

of revenue is from grocery and pharmacy

of revenue from necessity-based retail

Calculated as a % of the retail segment's gross rental revenue as at December 31, 2023



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Q4 2023 • Winning Retail Portfolio 21

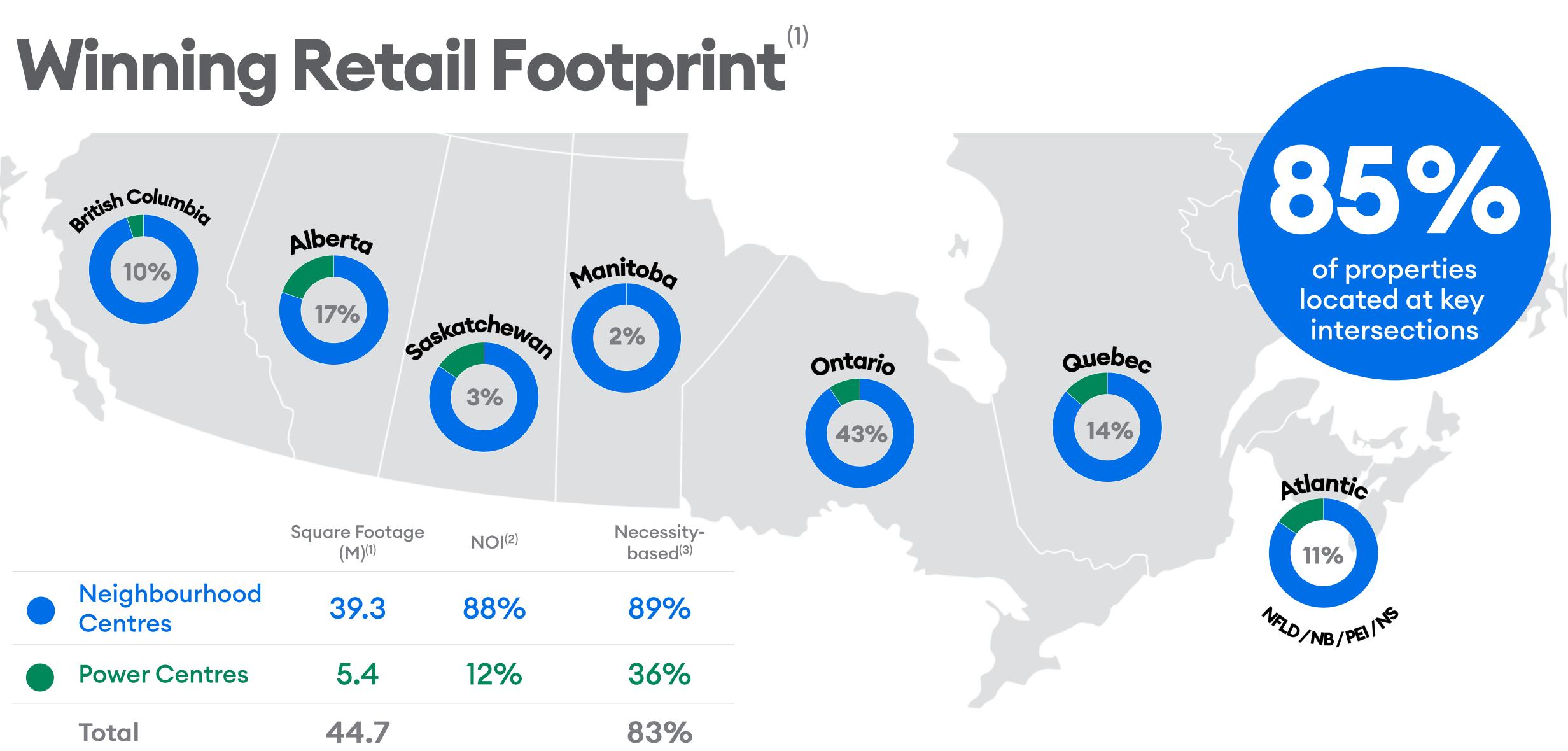












(1) Includes 0.6 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases.

(2) Calculated as a % of cash NOI for the three months ended December 31, 2023.

(3) Necessity-based calculated as a % of the retail segment's gross rental revenue as at December 31, 2023.

Strong Tenant Retention Reliable and stable cash flow

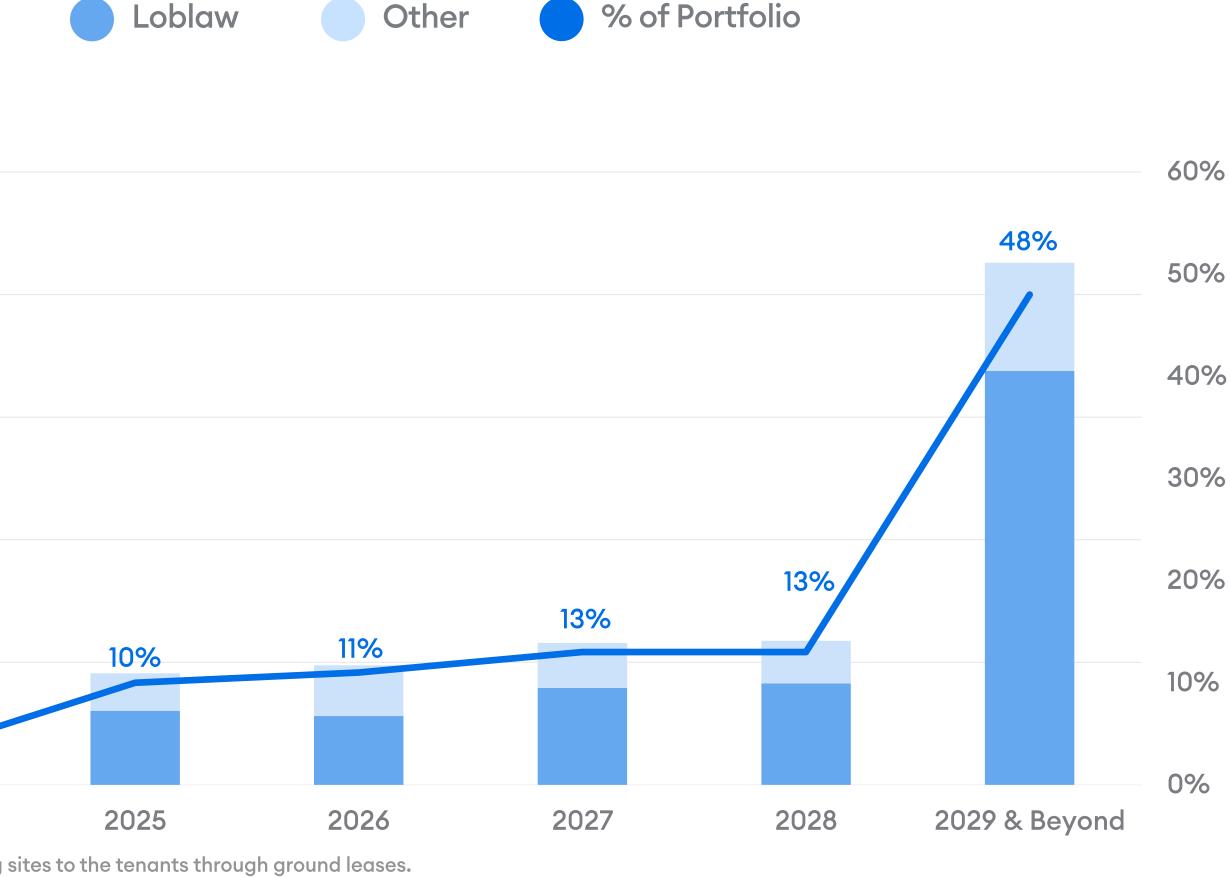
97.7% in-place		25	
in-place Occupancy ⁽¹⁾		20	
	in millions	15	
	Sq. ft	10	
 Staggered renewals 			
 High-probability of renewal 		5	
 Strong-covenant tenants 		0	3%
			2024

(1) Includes 0.6 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases. Effective the fourth quarter of 2023, building area associated with the Trust's ground leases has been included in occupancy.

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Lease Expiry by Year⁽¹⁾



Q4 2023 • Winning Retail Portfolio 23

50% 40% 30%

of total portfolio %

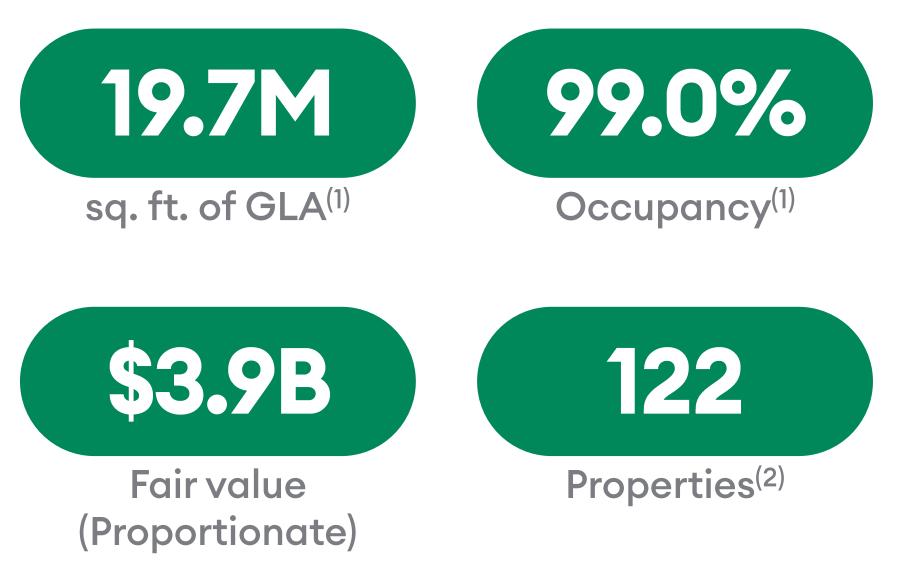
High-Demand Industrial High-quality generic industrial assets in key distribution markets



High-Demand Industrial



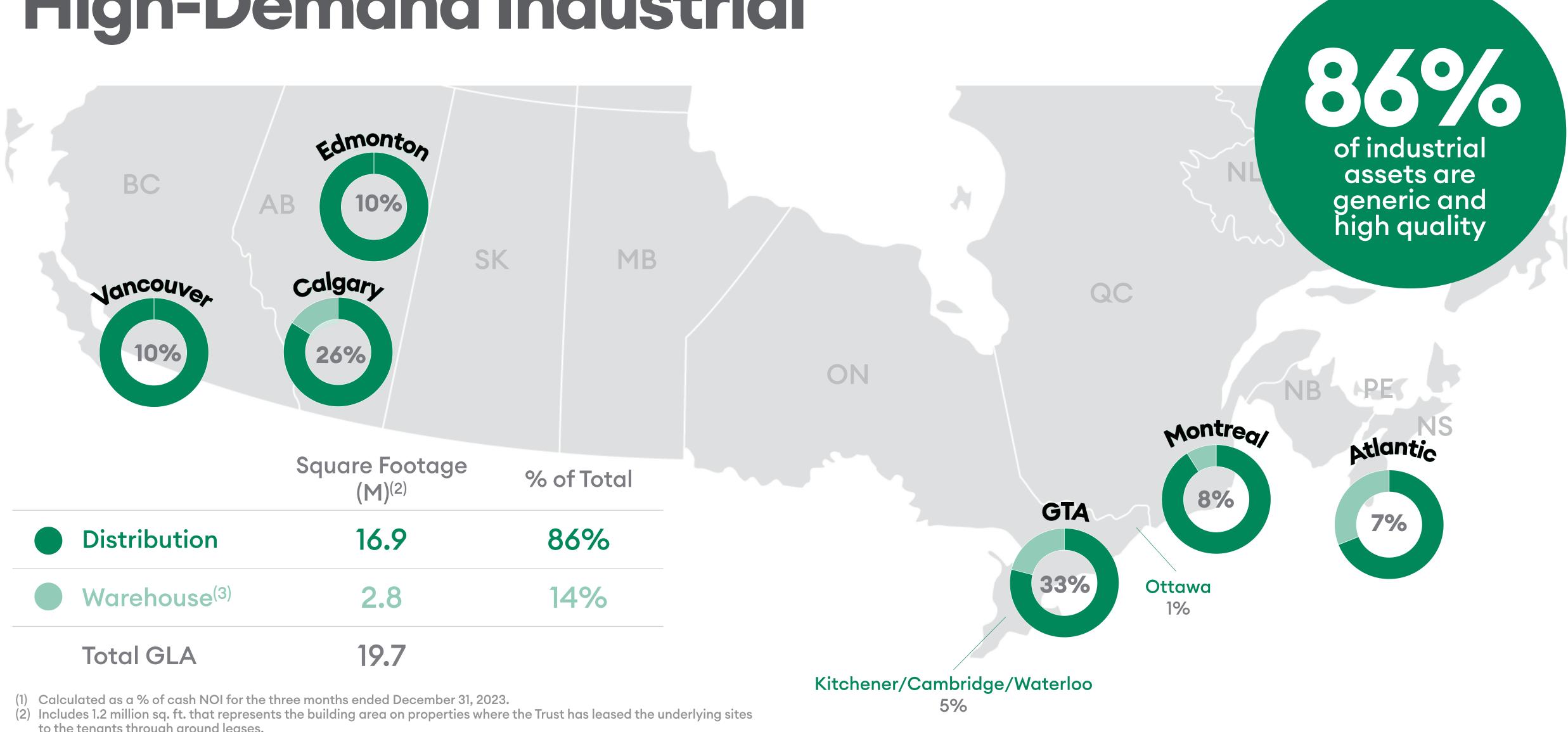
High-quality generic industrial assets in key distribution markets



- (1) Includes 1.2 million sq. ft. that represents the building area on properties where the Trust has leased the underlying sites to the tenants through ground leases. Effective the fourth quarter of 2023, building area associated with the Trust's ground leases has been included in occupancy.
- (2) Effective the fourth quarter of 2023, the Trust reassessed its internal definition of a distinct income producing property. The net impact was to increase the number of industrial income producing properties by five.



High-Demand Industrial ⁽¹⁾



- to the tenants through ground leases.
- (3) Warehouse includes certain Small Bay assets.





Resilient Industrial Tenant Base

Top 10 Tenants

1	Loblaw
2	Amazon
3	Canada Cartage
4	Wonderbrands Inc.
5	Pet Valu
6	NFIIPD
7	Uline Canada Corporation
8	Canadian Tire
9	Kimberly-Clark
10	Alberta Gaming, Liquor and Cannabis

(1) Calculated as a % of the industrial segment's gross rental revenue as at December 31, 2023.

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Loblaw Companies Limited









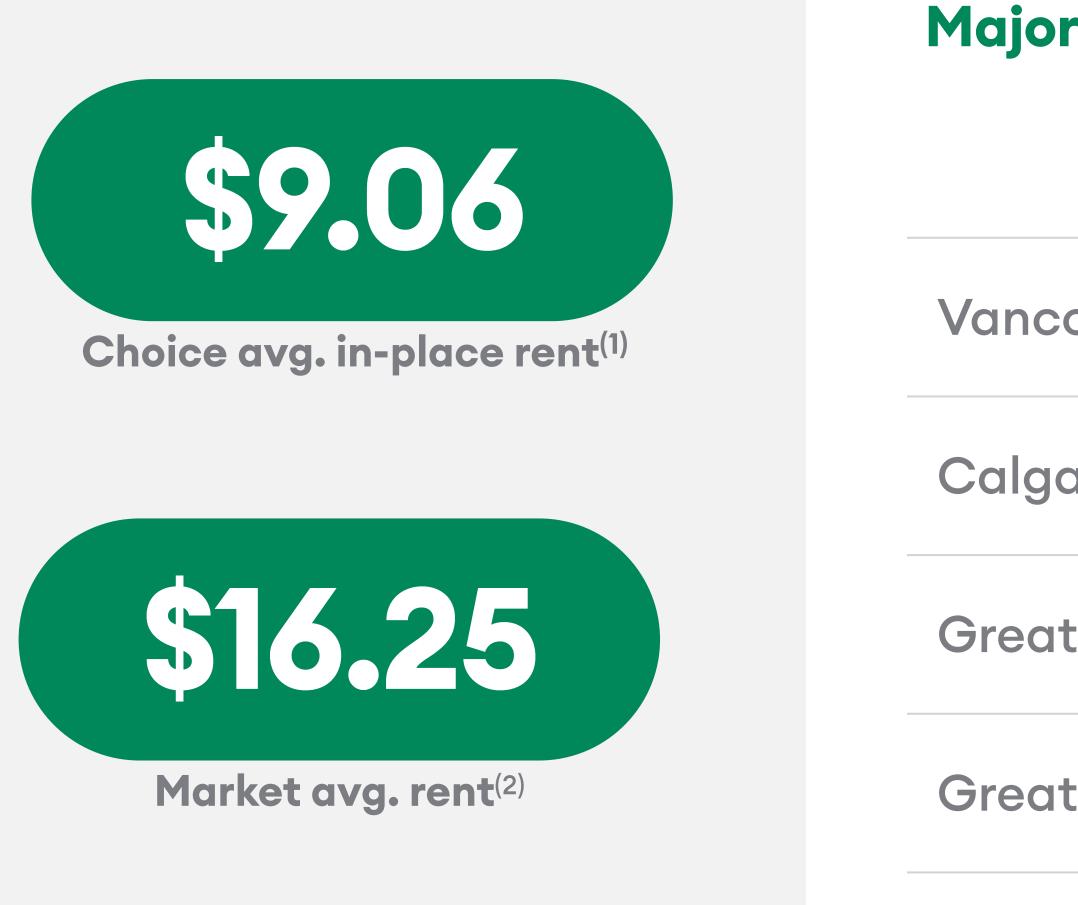




Q4 2023 • High-Demand Industrial 27



Significant Embedded Growth



(1) Average in-place rent per square foot as of December 31, 2023, excluding ground leases. (2) Average market rent per square foot. Source: CBRE Research, Industrial Canada Q4 2023.

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Major Market Breakdown

	Market Avg. Rent ⁽²⁾	Choice Avg. Rent ⁽¹⁾
ncouver	\$21.61	\$12.09
gary	\$11.33	\$8.13
ater Toronto Area	\$18.25	\$8.62
ater Montreal Area	\$16.42	\$9.88



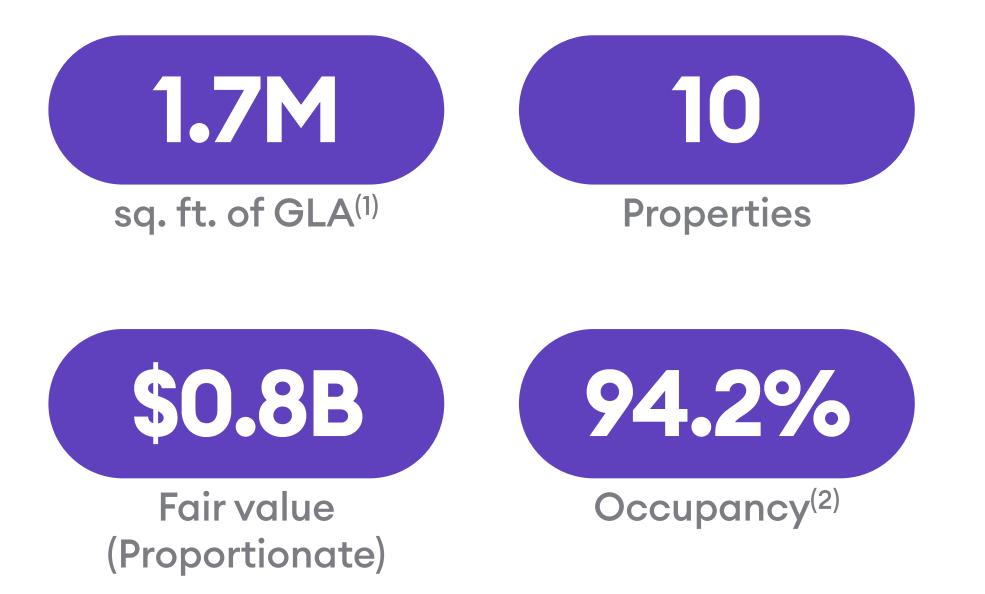


Mixed-Use & Residential Purpose built rental in key markets



Mixed-Use & Residential





1.7 million sq. ft. of GLA includes 0.6 million sq. ft. associated with Choice's 772 residential units.
 Occupancy shown is for retail and office portion of Mixed-Use properties, residential units are excluded.



Mixed-Use & Residential Properties

West Block Mixed-Use



Element Residential



Toronto, ON		Ottawa, ON
GLA (sq. ft.)	259K	Units
Ownership	100%	Ownership

Major tenants:

- Loblaws
- Shoppers Drug Mart
- LCBO

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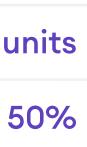
Liberty House Residential



The Brixton Residential



	Toronto, ON		Toronto, ON	
252 units	Units	440 units	Units	397 u
50%	Ownership	50%	Ownership	5





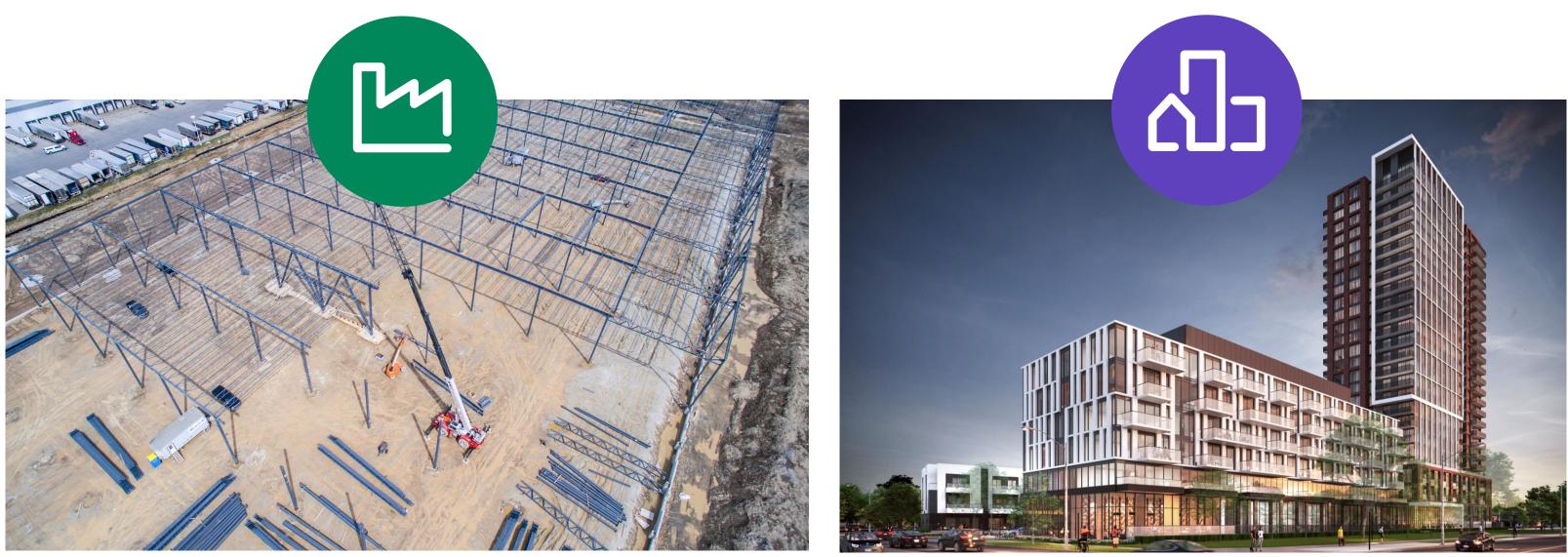
Transformational Development





Developing with Purpose Diversifying our tenant base while delivering steady growth





Retail Intensifications

Delivering steady growth and maintaining portfolio quality

Near-Term Industrial

Capitalizing on market trends with 6.0M sq. ft of high-quality industrial developments in core markets

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Mixed-Use & Residential

Transforming communities with long-term development opportunities





Maximizing Development Opportunities Our competitive advantages



Transit Oriented

Focused on residential near transit

Transparent relationship focused on long-term planning and site maximization

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Redevelopment

Developing on existing income producing retail sites

Key Locations

Developments located in key markets

Loblaw Advantage

Integrating ESG

Maintaining ESG leadership through sustainably focused development









Development Pipeline 16.8M sq. ft.

Active		Zoned and F	Ready	In Planning		Total (1)(2)	
sq. ft.	2.0M	sq. ft.	8.0M	sq. ft.	6.8M	sq. ft.	16.8
Retail	0.1M	Retail	0.2M	Retail	n/a	Retail	0.31
Industrial	1.8M	Industrial	4.2M	Industrial	n/a	Industrial	6.01
Mixed-Use & Residential	0.1M	Mixed-Use & Residential	3.6M	Mixed-Use & Residential	6.8M	Mixed-Use & Residential	10.51

sq. ft.	2.0M	sq. ft.	8.0M
Retail	0.1M	Retail	0.2M
Industrial	1.8M	Industrial	4.2M
Mixed-Use & Residential	0.1M	Mixed-Use & Residential	3.6M

(1) At the Trust's Share.

(2) Includes 1.0 million sq. ft. that represents the building area on properties where the Trust will lease the underlying sites to the tenants through ground leases.









On the Move

Strengthening our portfolio with active development projects

Choice Caledon Business Park (Buildings A&H)

Caledon, ON



Mount Pleasant Village

Brampton, **ON**



(1) Includes 1.0 million sq. ft. that represents the building area on properties where the Trust will lease the underlying sites to the tenants through ground leases.

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Projects under active development

\$479M **Estimated total investment**

2.0M

sq. ft. estimated upon completion⁽¹⁾

Estimated number of residential units

Q4 2023 • On the Move



Industrial Development Pipeline

Immense near-to-medium term opportunity within active and in planning developments





Choice Caledon Business Park

(1) At the Trust's Share.

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Caledon, ON



Net Developable Acres⁽¹⁾



2024 completions



2025+ completions

Q4 2023 • Industrial Development Pipeline



Mixed-Use and Residential Development Pipeline Significant future growth



10.4Msq. ft. Potential Density⁽¹⁾

12,014 **Potential Residential Units**⁽¹⁾ **Golden Mile**

Toronto, ON



3,600 total units

19 acres

3.2M sq. ft.

Multiple phases

(1) At the Trust's Share.

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25 Photography Dr. Toronto, ON



2,356 total units

7.7 acres

2.1M sq. ft.

1 phase



Prudent Financial Management



Measuring Financial Success Proven Stability. Positioned for Growth.

Stable and growing cash flows PRIORITIES from existing portfolio Maximizing value in our core asset classes Improving quality through balanced capital recycling Maintaining Delivering best-in-class property operations capabilities market-leading **Growth through development pipeline** portfolio Continuing to deliver retail intensifications Executing on our near-term Industrial opportunity Creating value by advancing Mixed-Use and Residential platform Sustaining **Maintaining our industry leading** operational excellence **balance sheet** Prudent financial management driving stable leverage metrics Ability to fund development pipeline Delivering **Stable and growing distribution** development pipeline 1% distribution increase in 2024, Choice's second consecutive annual

- distribution increase
- Current distribution yield of $5\%^{(1)}$

(1) Based on unit price as of December 31, 2023 of \$13.95 and a distribution of \$0.75.

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FINANCIAL GOALS

Preservation of capital

Stable and growing cash flows

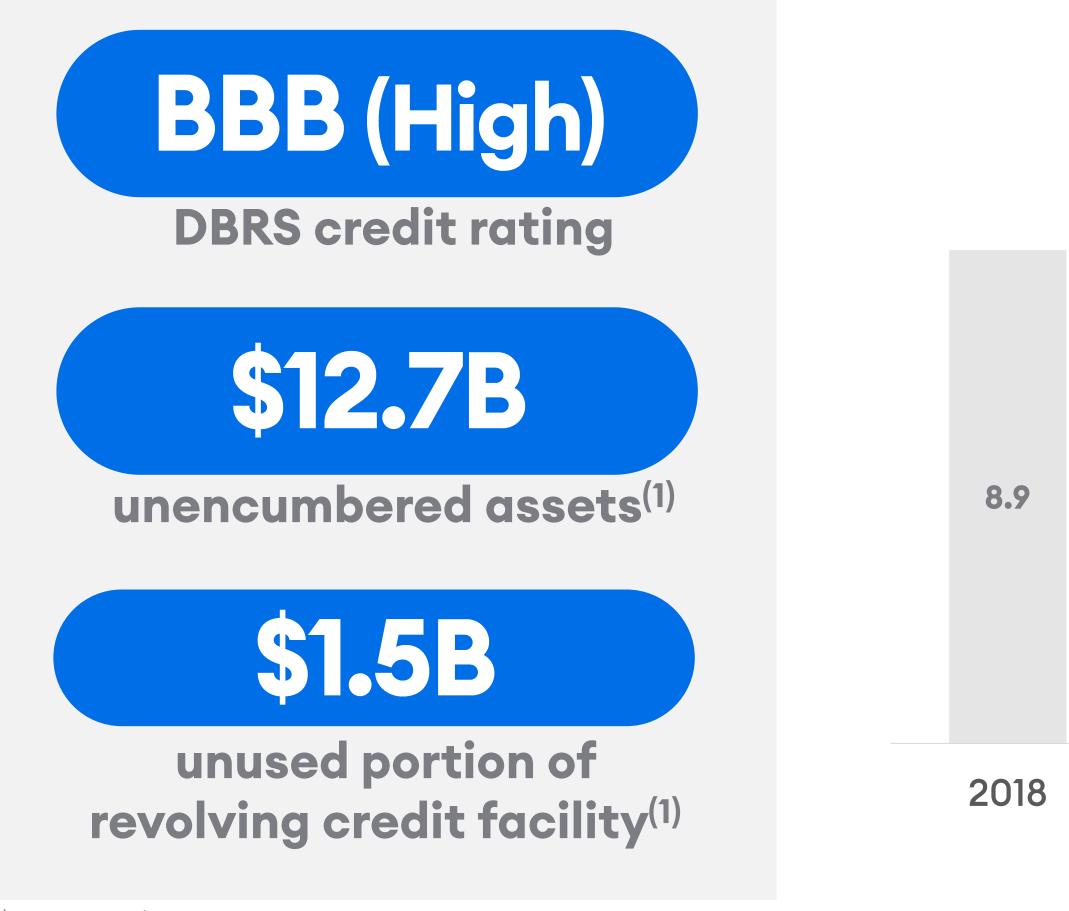
Increases in NAV and distribution over time

Q4 2023 • Measuring Financial Success





Significant Financial Capacity



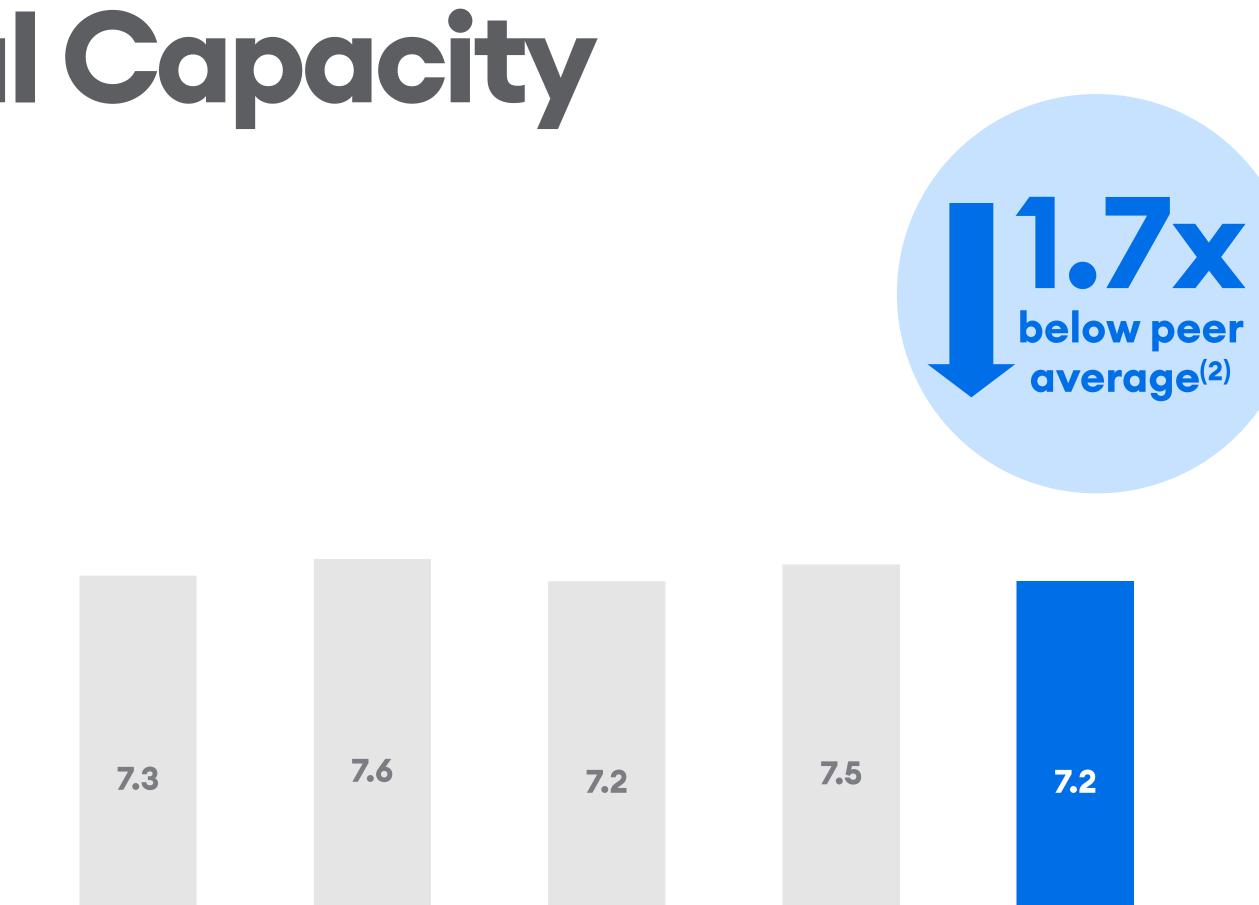
(1) As at December 31, 2023.

(2) Source: Q3 2023, RBC Research Reports.

(3) Represents a non-GAAP measure.

(4) Adjusted debt to EBITDAFV, net of cash was 7.0x as at December 31, 2023.

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2019 2020 2021 2022 2023 **Adjusted Debt to EBITDAFV**⁽³⁾⁽⁴⁾

Q4 2023 • Significant Financial Capacity





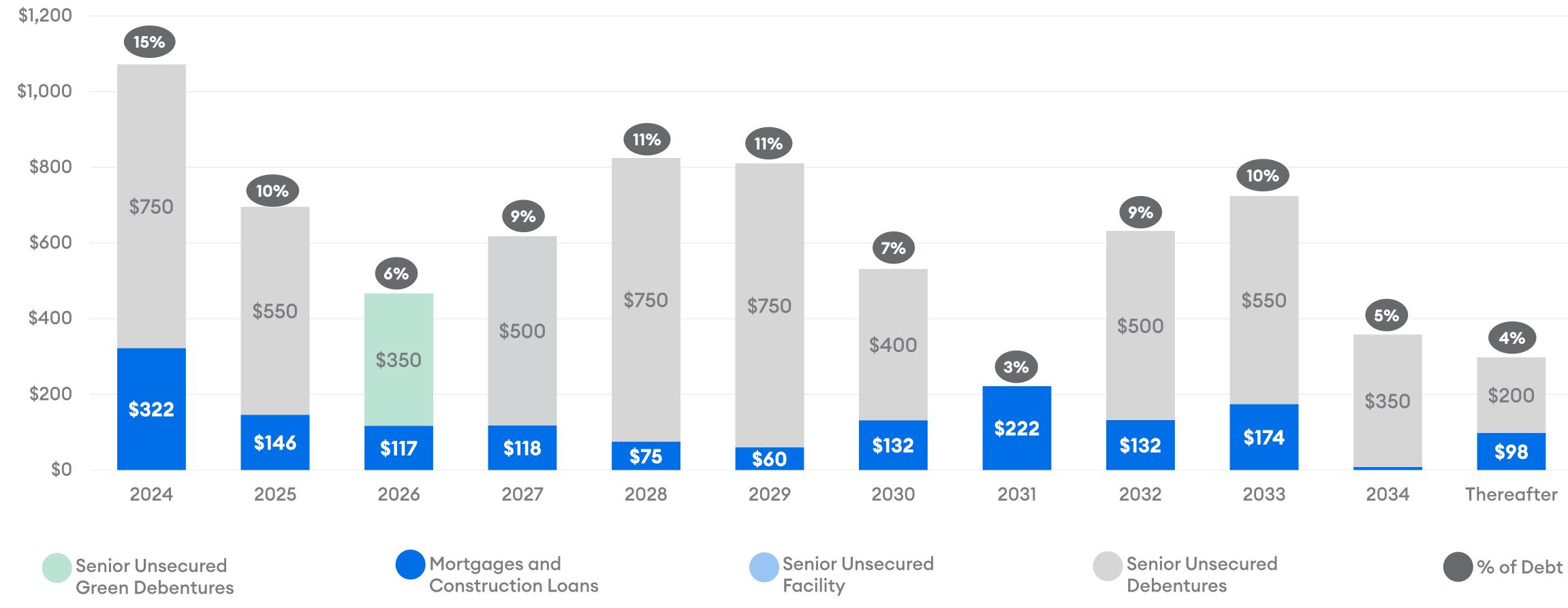
Capital Structure Targets Maintaining financial stability

	Q4 2023	Target Range	9%	Mortgages and Secured Facilities ⁽⁵⁾	\$1.6B
Unused portion of revolving credit facility		> \$1.0B		Unsecured Debentures Unsecured Credit Facility (\$1.5B total capacity)	\$5.7B \$0.0B
Adjusted debt to EBITDAFV ⁽¹⁾⁽²⁾	♂ 7.2x	~ 7.5 x	31%		
Weighted average term to maturity ⁽³⁾	5.7 years	~5.0 years		<section-header><section-header></section-header></section-header>	\$5.7B \$10.7B
Credit rating ⁽⁴⁾	Solution BBB (High)	BBB (High)	60%		
Leverage ratio	40.4%	< 50%			
Represents a non-GAAP measure.					

- (1
- (2) Adjusted debt to EBITDAFV, net of cash was 7.0x as at December 31, 2023.
- (3) Reflects senior unsecured debentures and fixed-rate secured debt.
- (4) DBRS rating.
- (5) Mortgages and secured facilities are presented on a proportionate share basis.
- (6) Includes other liabilities of \$0.8B.



Debt Maturity Profile⁽¹⁾ Well-balanced debt ladder



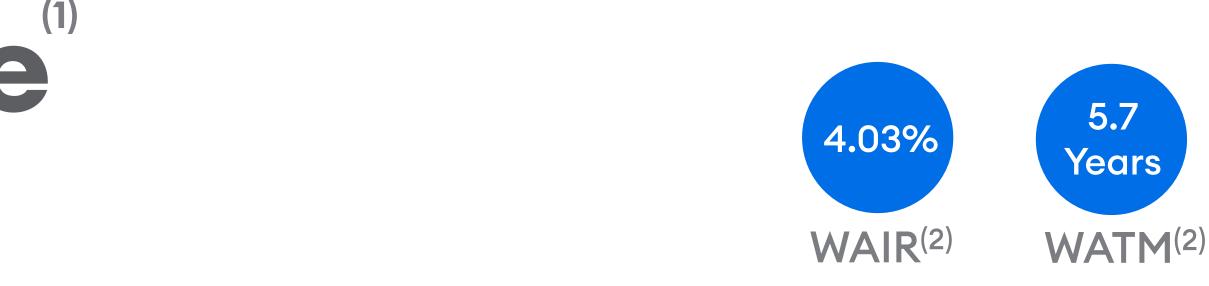




- (1) As of December 31, 2023, on a proportionate share basis.
- (2) Reflects senior unsecured debentures and fixed-rate secured debt.

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Debt Maturing (\$M)



Q4 2023 • Debt Maturity Profile





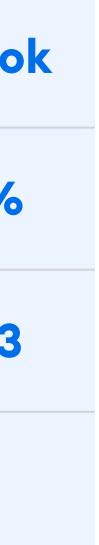
2023 Performance and 2024 Outlook

	2023 Actual	2024 Outloo
SA-NOI growth ⁽¹⁾	4.6%	2.5%-3.0%
FFO / unit ⁽¹⁾	\$1.003	\$1.02-\$1.03
Distribution / uni	t \$0.75	\$0.76

(1) Represents a non-GAAP measure.

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Q4 2023 • 2023 Performance and 2024 Outlook





Environmental, 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.

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





Strengthening **Communities to** Prosper



2023 Highlights

Net-Zero

Completed asset-specific net-zero transition plans for all income producing properties

Green Buildings

Achieved 5-year target of certifying 65% of portfolio GLA (at 100% share) under LEED or BOMA BEST

Green Leasing

Rolled out new green lease clauses to promote energy efficiency, renewable energy, and low-carbon design

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Culture

Named one of Greater Toronto's Top Employers (2023 & 2024) in recognition of programs such as DEI-focused group benefits enhancements and mentorship program

Choice Cares

Over \$600K and 1,400 hours of colleague time donated to Canadian charities in support of empowering youth in lowincome communities

Social Impact Framework

Developed a social impact framework that will allow us to further embed social sustainability practices across the business and drive impact for community stakeholders

Placemaking

The introduction of Vice President, Sustainability and Placemaking adds ESG role to the senior leadership team

Recognition

Maintained GRESB 4-star rating for second consecutive year (scored 82 on a 100-point scale), **ISS ESG Prime Status**

Cybersecurity

Cybersecurity maturity rating exceeds the industry benchmark by over 16%





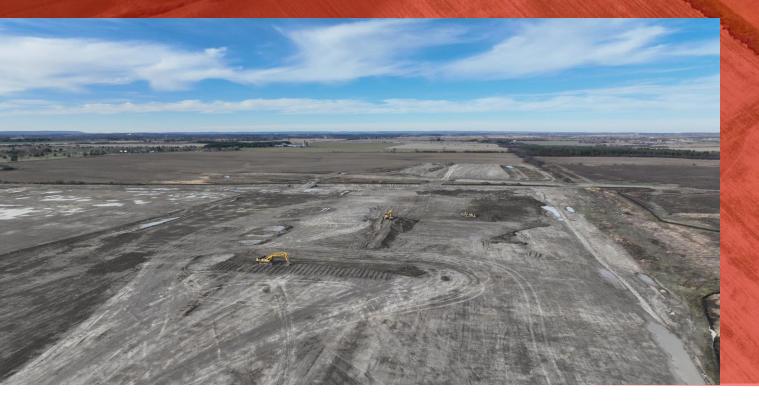


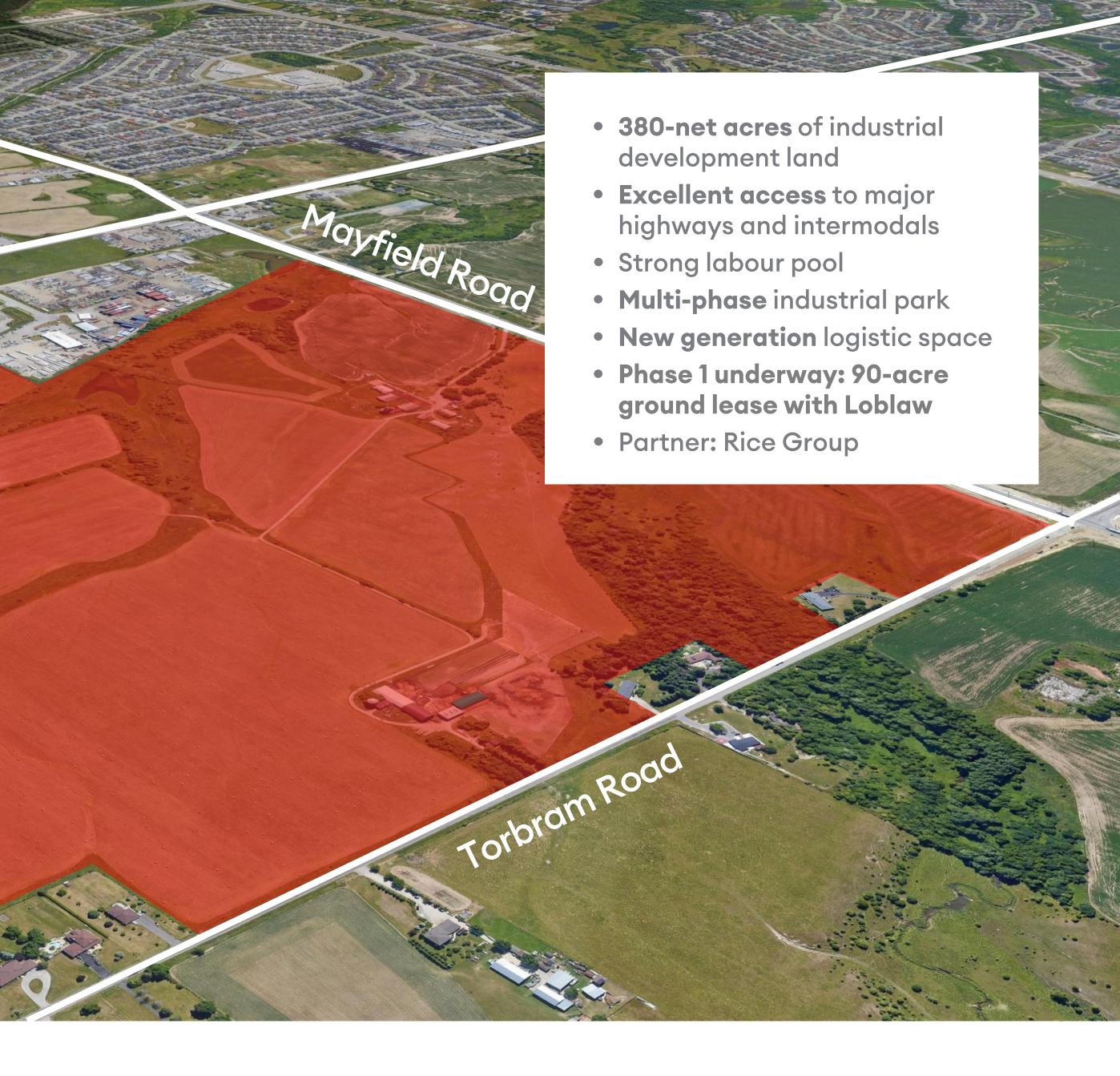


Transformational Industrial Development



Choice Caledon Business Park Caledon, ON Airport Road







Active Residential Development



Mount Pleasant Village Brampton, ON





Mixed-Use & Residential in Planning

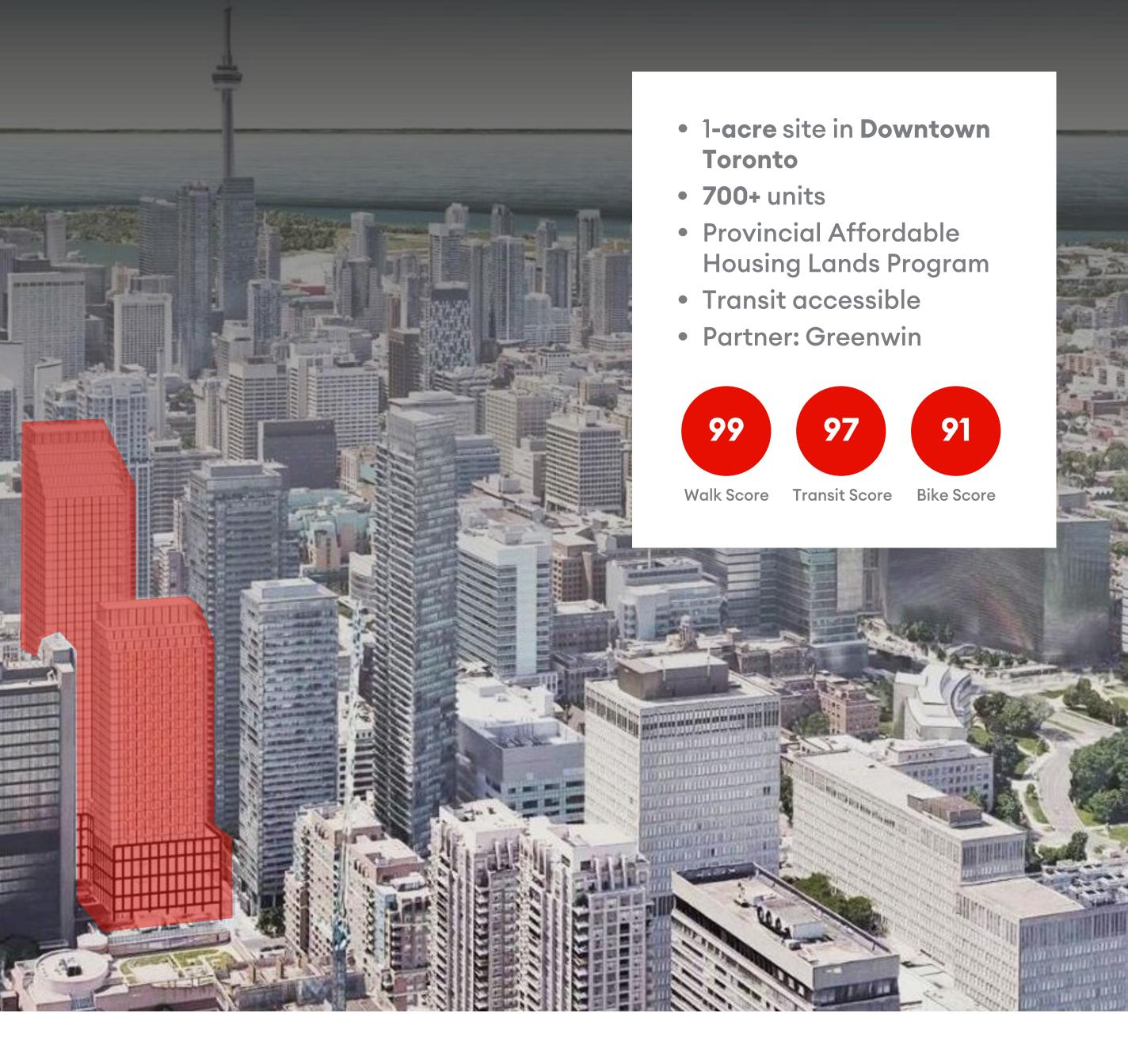


Grenville & Grosvenor Toronto, ON

H H H H H

ChoiceProperties

1 11 matter 1 1 1 1







Golden Mile – Toronto, ON

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





Golden Mile Toronto, ON



ChoiceProperties







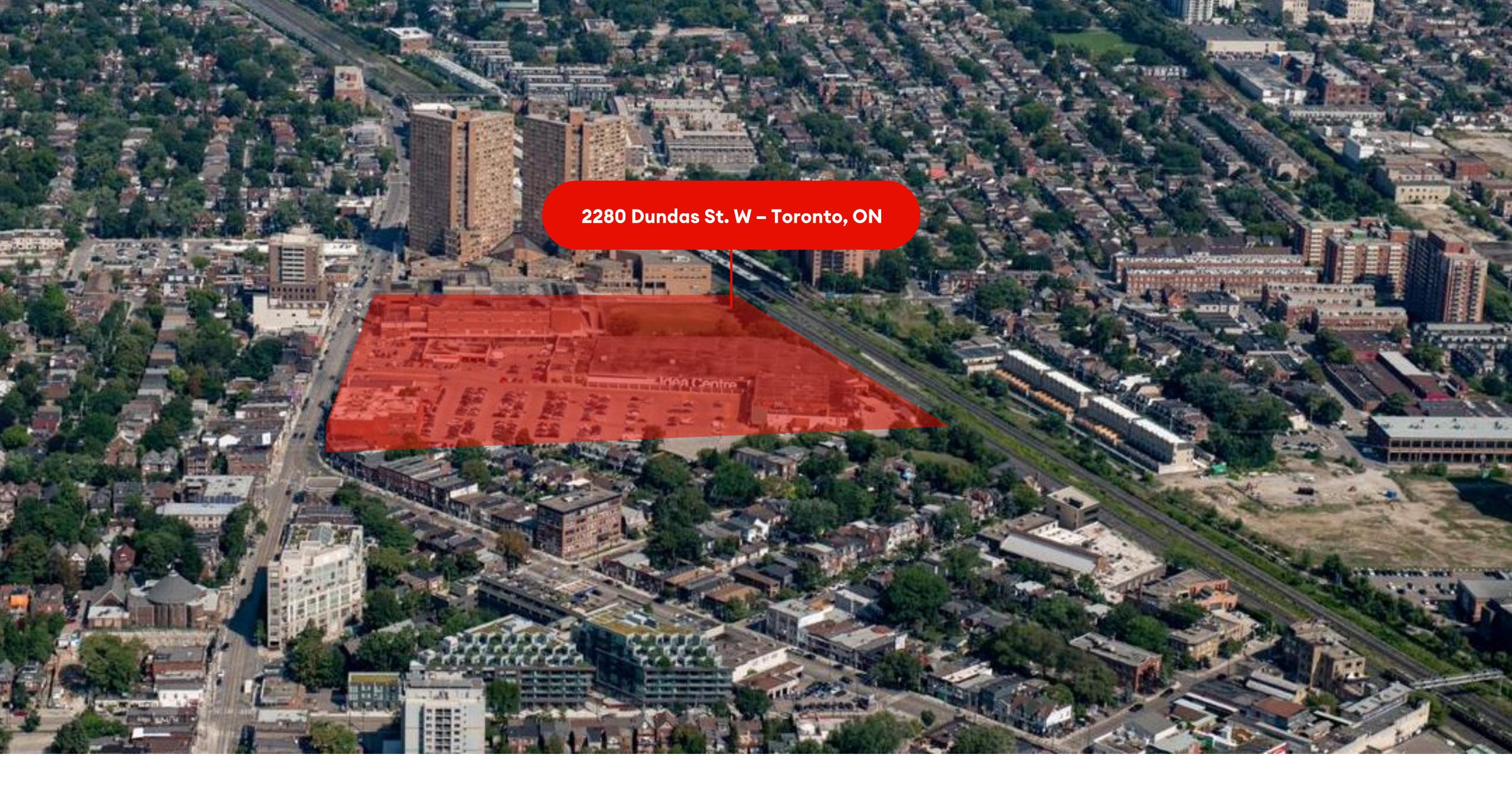
720 Broadview Ave. Toronto, ON













2280 Dundas St. W Toronto, ON

ChoiceProperties





Parkway Forest Dr. Toronto, ON

ChoiceProperties













25 Photography Dr. Toronto, ON







635 Marden Ave. Toronto, ON











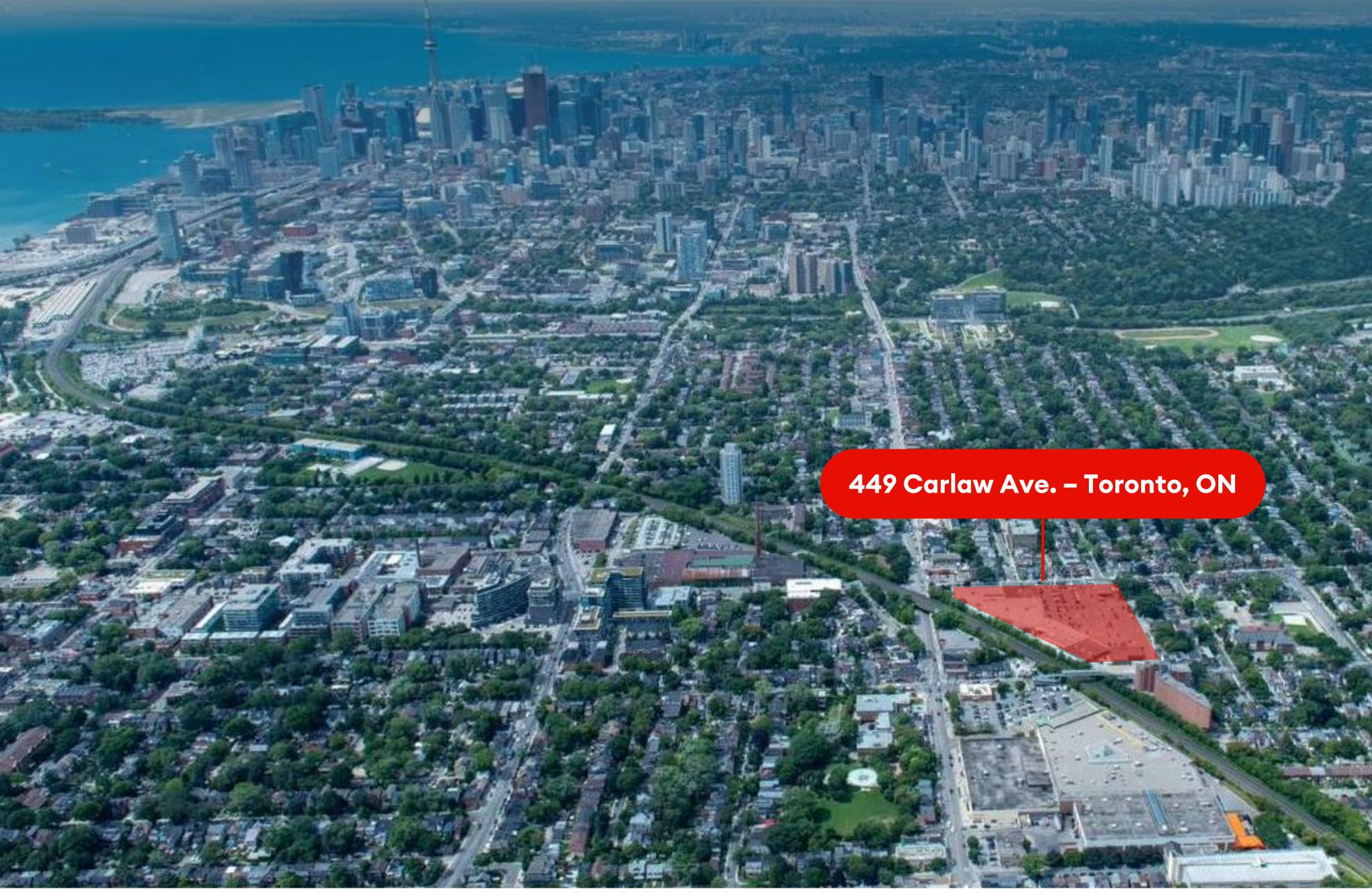
985 Woodbine Ave. Toronto, ON

ChoiceProperties

• 1.6-acre site in **Downtown Toronto** • Two mid-rise rental residential buildings • 646 units • Directly adjacent to Woodbine TTC subway station • Grocery retail at-grade Ц







- **5.6-acre** site
- 3 mixed-use buildings
- 1,080 units
- Transit-oriented community
- Future stop on Ontario Line

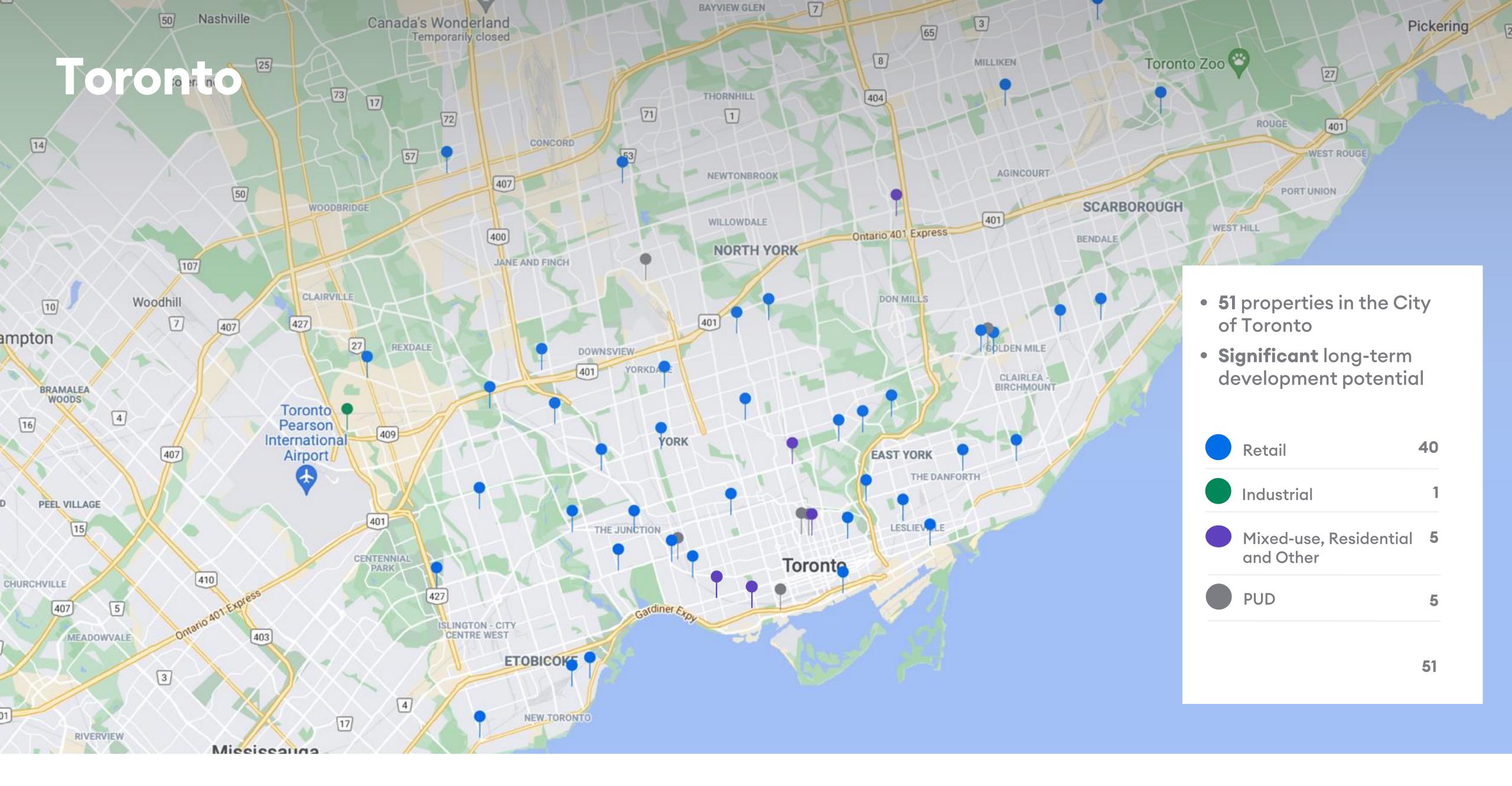




Immense Value Opportunity

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



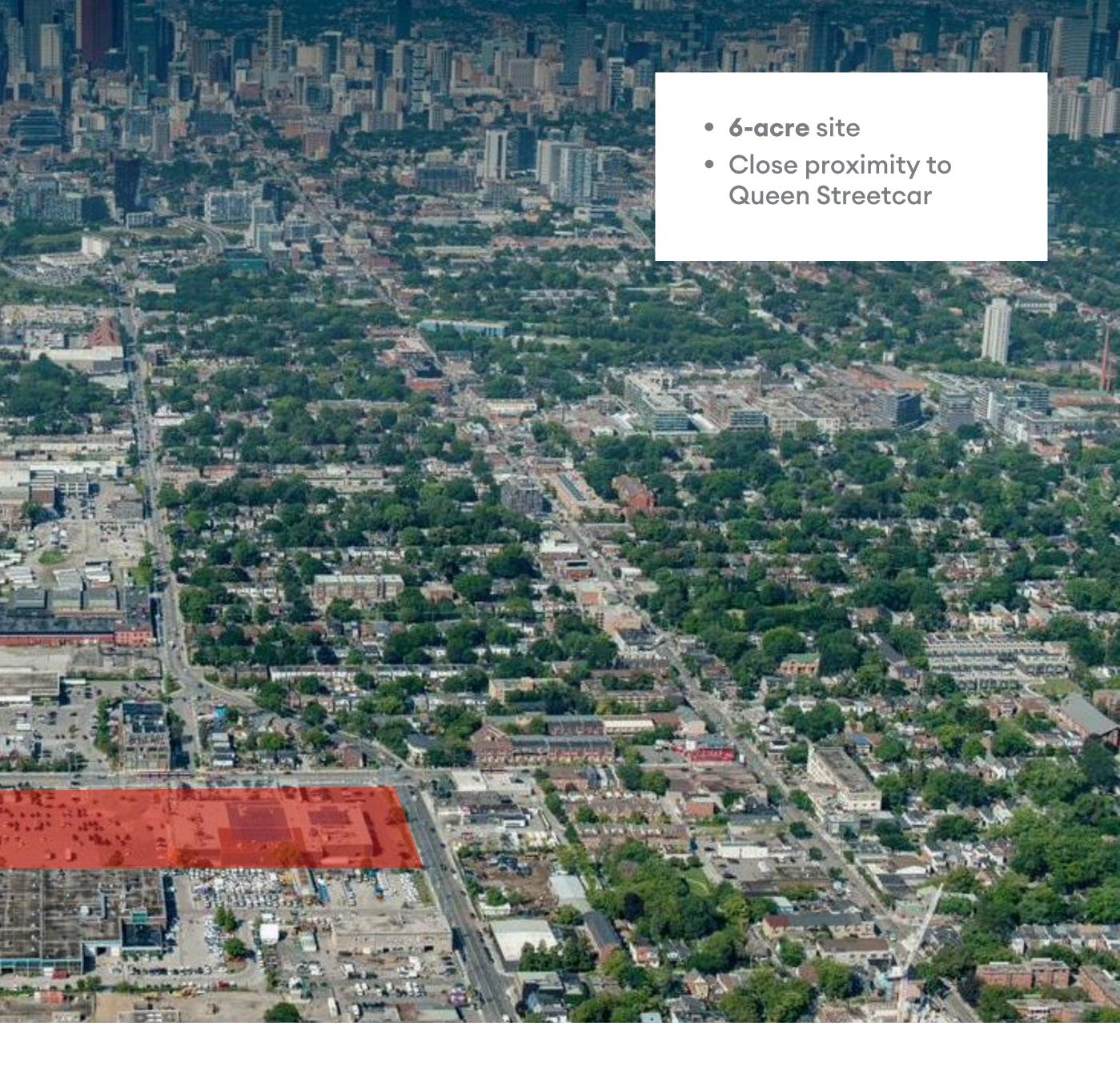




17 Leslie St. Toronto, ON

STATESTATE

ChoiceProperties



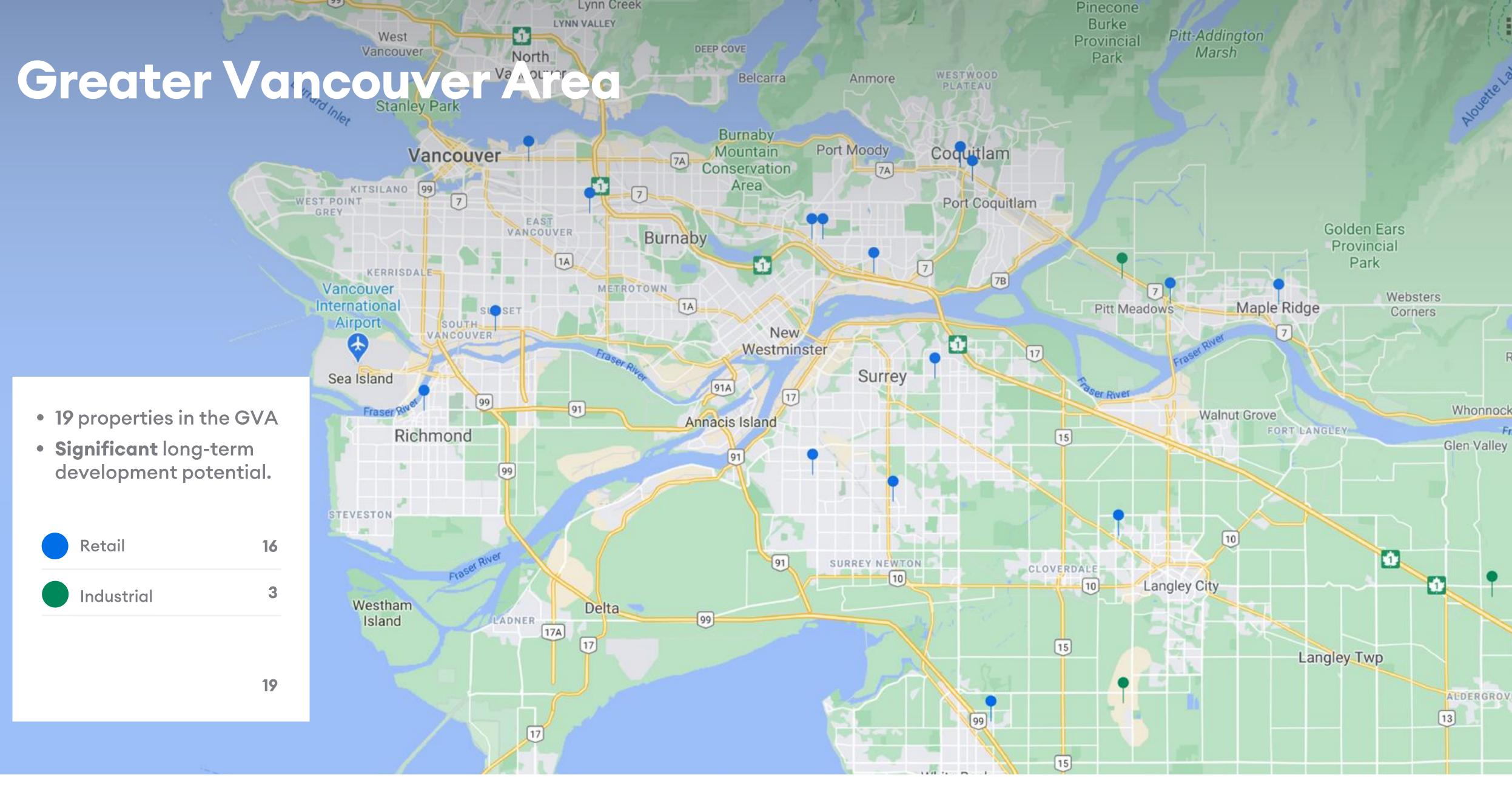
Q4 2023 • Appendices • Immense Value Opportunity



10 Lower Jarvis St. Toronto, ON









North Road Coquitlam, BC

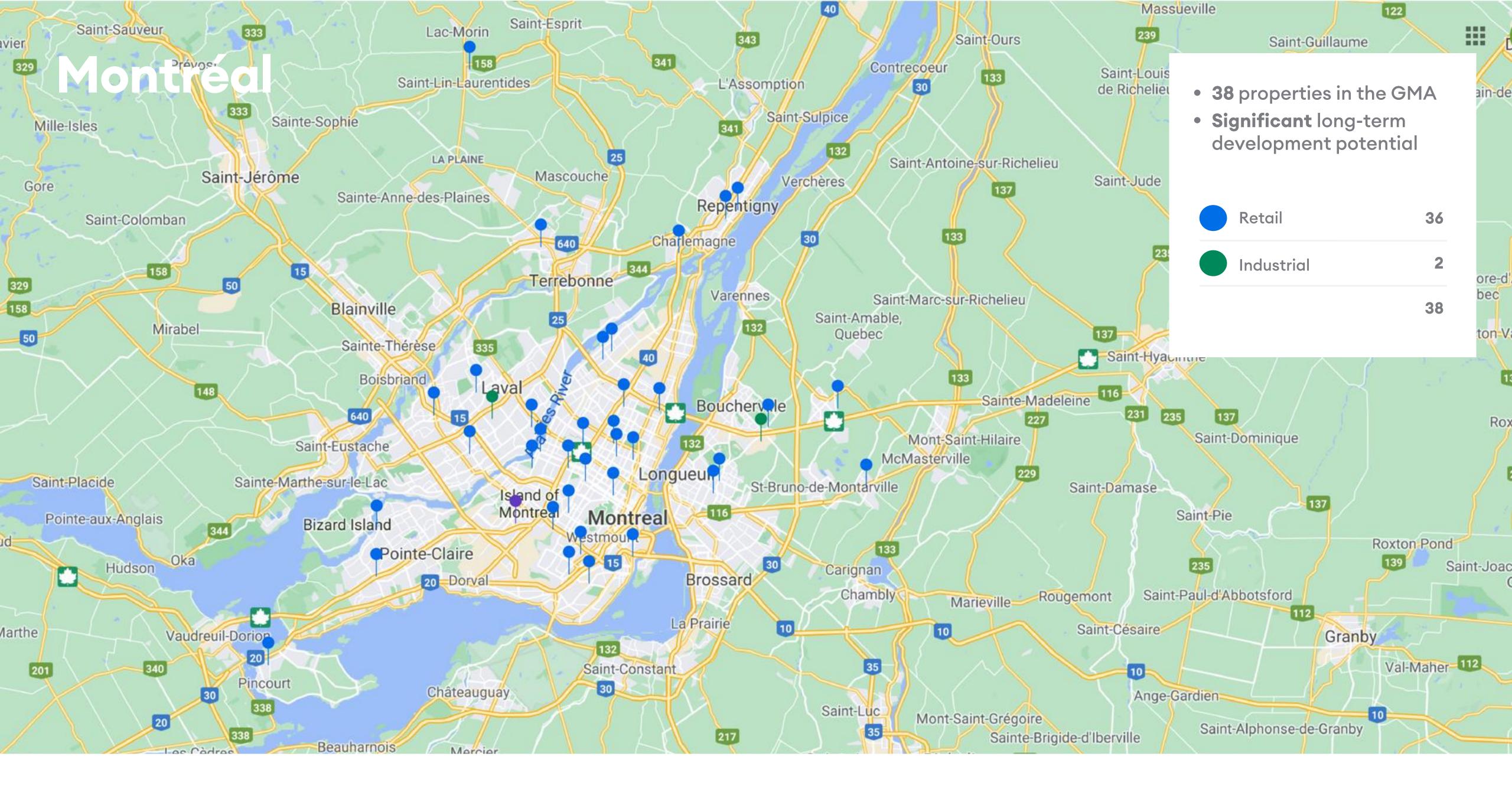
ChoiceProperties

Sector.



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