

Firm Capital

Firm Capital Property Trust

REAL ESTATE EQUITY PARTNERS



2018 Q3 Investor Presentation

November 2018

- Firm Capital Property Trust (“FCPT”) is a publicly (TSXV) listed REIT, designed for retail investors, as a play on a diversified real estate portfolio in Canada
- Ticker Symbol: FCD.UN
- The fund focuses on stable distributions derived from succession and co-ownership acquisitions with strong industry partners
 - Partial acquisitions with management and industry leaders;
 - Co-ownerships with existing owner groups through partial acquisitions; and
 - Stand alone acquisitions
- FCPT focuses on acquiring the following diversified asset classes:
 - Multi Residential
 - Industrial & Flex Industrial
 - Net Lease Convenience and Stand Alone Retail
 - Core Service Provider Professional /Healthcare Professional Office
- FCPT is externally asset and property managed
- Over the past 25 years, Firm Capital has developed a significant track record of investing capital for both institutional and retail investors focused on real estate debt and equity

Attractive Yield & Reasonable Leverage

- 7.78% Distribution Yield attractive relative to comparable REITs/REOCs
- 108% /114% Q3 FFO/AFFO Payout Ratio
- 65% LTV target on acquisitions (Max. 75% LTV; Q3 42.2%)

Experienced Management Team

- Partnership with a management team that has extensive experience in real estate acquisitions, management and finance
- Externally managed – limited operating expense risk

Alignment of Interests

- FCPT will have the option to acquire up to 50% or more of each new acquisition completed by the Asset Manager
- Performance-based compensation structure
- Due diligence risk and purchase deposits funded by the Asset Manager

Fundamental Growth

- **NAV/ unit increased from \$4.84 to \$7.05 (46% increase)**
- **Six distribution increases from \$0.35 to \$0.48 per annum over six years an increase of 37%**

FCPT targets and owns the following diversified asset classes:



**Industrial & Flex
Industrial**



**Net Lease &
Convenience Retail**

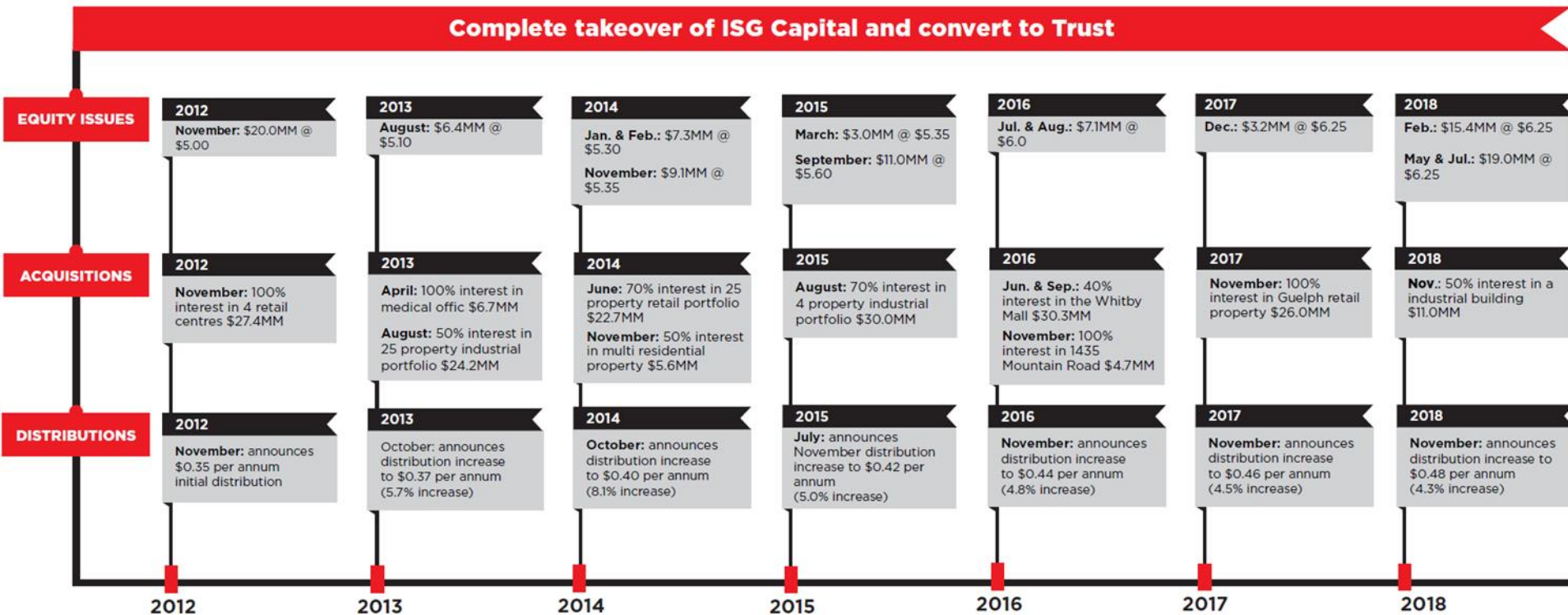


**Core Service Provider &
Healthcare Office**



Multi-Residential

FCPT KEY MILESTONES



External

- Partnering with industry leaders
- Joint venture acquisition program and acquisitions of partial interests
- Accretive stable income producing properties

Internal

- Tenant retention and tenant growth
- Rental income growth
- Development of excess density

- Acquisitions
 - 100% interest in 4 retail centres \$27.4MM
 - 100% interest in medical office \$6.7MM
 - 50% interest in 25 property industrial portfolio \$24.2MM
 - 70% interest in 26 property retail portfolio \$22.7MM
 - 50% interest in multi residential property \$5.6MM
 - 70% interest in 4 property industrial portfolio \$30.3MM
 - 40% interest in The Whitby Mall and Thickson Place \$30.0MM
 - 100% interest in 1435 Mountain Road \$4.7MM
 - 100% interest in Guelph Grocery Anchored Retail Plaza \$26.0MM
 - 50% interest in Montreal industrial building \$11.0MM

- Equity Issues
 - \$20.0MM @ \$5.00 November 2012
 - \$6.4MM @ \$5.10 August 2013
 - \$7.3MM @ \$5.30 January & February 2014
 - \$9.1MM @ \$5.35 November 2014
 - \$3.0MM @ \$5.35 March 2015
 - \$11.0MM @ \$5.60 September 2015
 - \$7.1MM @\$6.00 July & August 2016
 - \$3.2MM @ \$6.25 December 2017
 - \$15.4MM @ \$6.25 February 2018
 - \$9.0MM @ \$6.25 May & July 2018

- Strong independent board of trustees with significant real estate experience
- Governed by declaration of trust with operating policies and investment guidelines that protect investors
- Right to participate in a least 50% of all real estate acquisitions originated by Firm Capital

- Board of Trustees consists of nine members with substantial experience in real estate management, acquisitions, lending and finance

| Trustee | Role | Current Role |
|---------------------|-------------------------------|---|
| Stanley Goldfarb | Chairman, Independent Trustee | CEO of Goldfarb Management Services Limited Chairman of Firm Capital MIC (TSX : FC) |
| Larry Shulman | Independent Trustee | Retired Senior Partner of Goldfarb, Shulman, Patel & Co. Director of Firm Capital MIC (TSX : FC) |
| Howard Smuschkowitz | Independent Trustee | Corporate Director Director of Firm Capital American Realty Partners Corp. (TSXV : FCA.U) |
| Manfred Walt | Independent Trustee | CEO of Walt & Co. Inc., a consultant to the Reichmann Family Trustee of Killam Apartment REIT (TSX : KMP.U) |
| Geoffrey Bledin | Independent Trustee | Corporate Director Director of Firm Capital American Realty Partners Corp. (TSXV : FCA.U) Director of Firm Capital MIC (TSX : FC) |
| Jeff Goldfarb | Independent Trustee | Corporate Director, and Retired Partner of PricewaterhouseCoopers |
| Eli Dadouch | Vice Chairman | President & CEO of Firm Capital Corporation President, CEO and Director of Firm Capital MIC (TSX : FC) Vice Chairman and Director of Firm Capital American Realty Partners Corp. (TSXV : FCA.U) |
| Jonathan Mair | Trustee | Vice President, Mortgage Banking of Firm Capital Corporation CFO, Senior VP and Director of Firm Capital MIC (TSX : FC) |
| Robert McKee | Trustee | President & CEO of FCPT Past Trustee of True North Apartment REIT (TSX : TN.UN) |
| Sandy Poklar | Trustee | CFO of FCPT COO of Firm Capital MIC (TSX : FC) Trustee of True North Commercial REIT (TSX : TNT.UN) CFO and Director of Firm Capital American Realty Partners Corp. (TSXV : FCA.U) |
| Victoria Granovski | Trustee | Vice President, Credit & Equity Capital of Firm Capital MIC (TSX : FC) |

**Robert McKee
President & CEO**

- Managing Director; Firm Capital Realty Partners Inc. since October 2008
- Past Trustee of True North Apartment Real Estate Trust (TSX:TN.UN)
- Previously with TD Securities Inc. - Real Estate Investment Banking Group

Sandy Poklar CFO

- Chief Operating Officer and Managing Director, Capital Markets & Strategic Developments for Firm Capital Corporation
- Trustee of True North Commercial REIT (TSX: TNT.UN)
- Previously with Macquarie Capital - Vice President; Real Estate Investment Banking Group, TD Securities Inc. - Associate; Real Estate Investment Banking Group and with Canaccord Adams in real estate equity research

**Eli Dadouch Vice
Chairman & Co-Chief
Investment Officer**

- Since 1988, Founder, President and CEO of mortgage banking company, Firm Capital Corporation
- President and CEO of FCPT's Asset and Property Manager
- President, CEO and Director of Firm Capital Mortgage Investment Corporation (TSX : FC)
- Director, Global Risk Institute in Financial Services

**Jonathan Mair CA
Co-Chief Investment
Officer**

- Vice-President, Mortgage Banking, Firm Capital Corporation
- CFO, SVP and Director of Firm Capital Mortgage Investment Corporation (TSX: FC)
- Previously, Vice-President of KPMG Inc. from 1993 to 1997.

**Sergio Elport
Vice President,
Investments & Asset
Management**

- Managing Director, Real Estate Investments, Head of Canadian Acquisitions Firm Capital Realty Partners Inc.
- Previously Director of Investments Dream Global REIT (TSX:DRG.UN). Analyst BMO Capital Markets

In \$ millions, unless per unit or % amounts

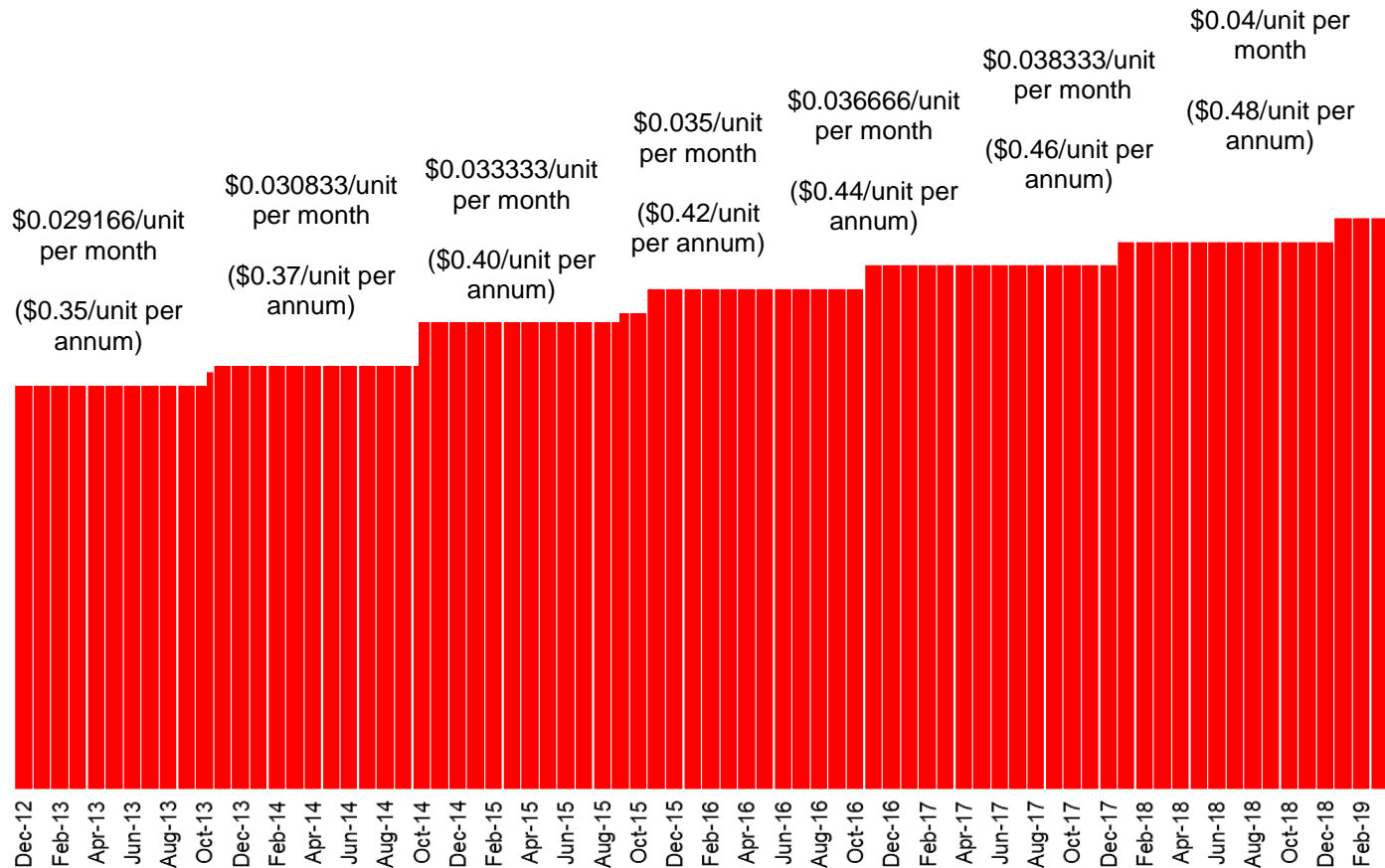
| | Quarter Ended September 30, 2018 | Quarter Ended June 30, 2018 |
|------------------------------------|--|-----------------------------------|
| Net Operating Income | \$3.27 | \$3.41 |
| AFFO/Unit | \$0.101 | \$0.116 |
| NAV / Unit | \$7.05 | \$7.01 |
| Distributions/Unit | \$0.115 | \$0.115 |
| Quarterly AFFO payout ratio | 114% | 99% |
| Debt to Gross Book Value | 42.2% | 41.2% |
| Portfolio Size | \$209.1 | \$207.3 |

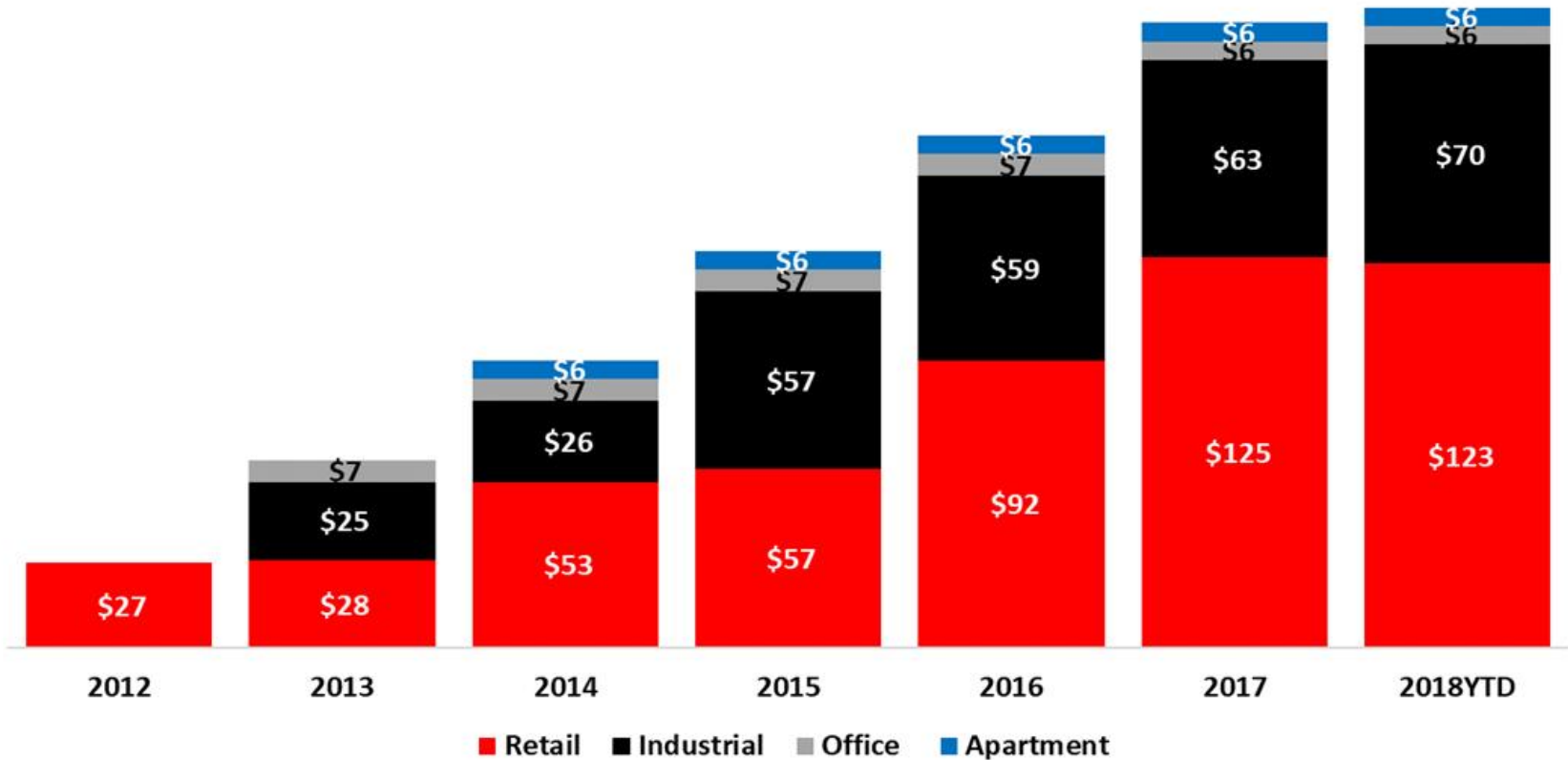
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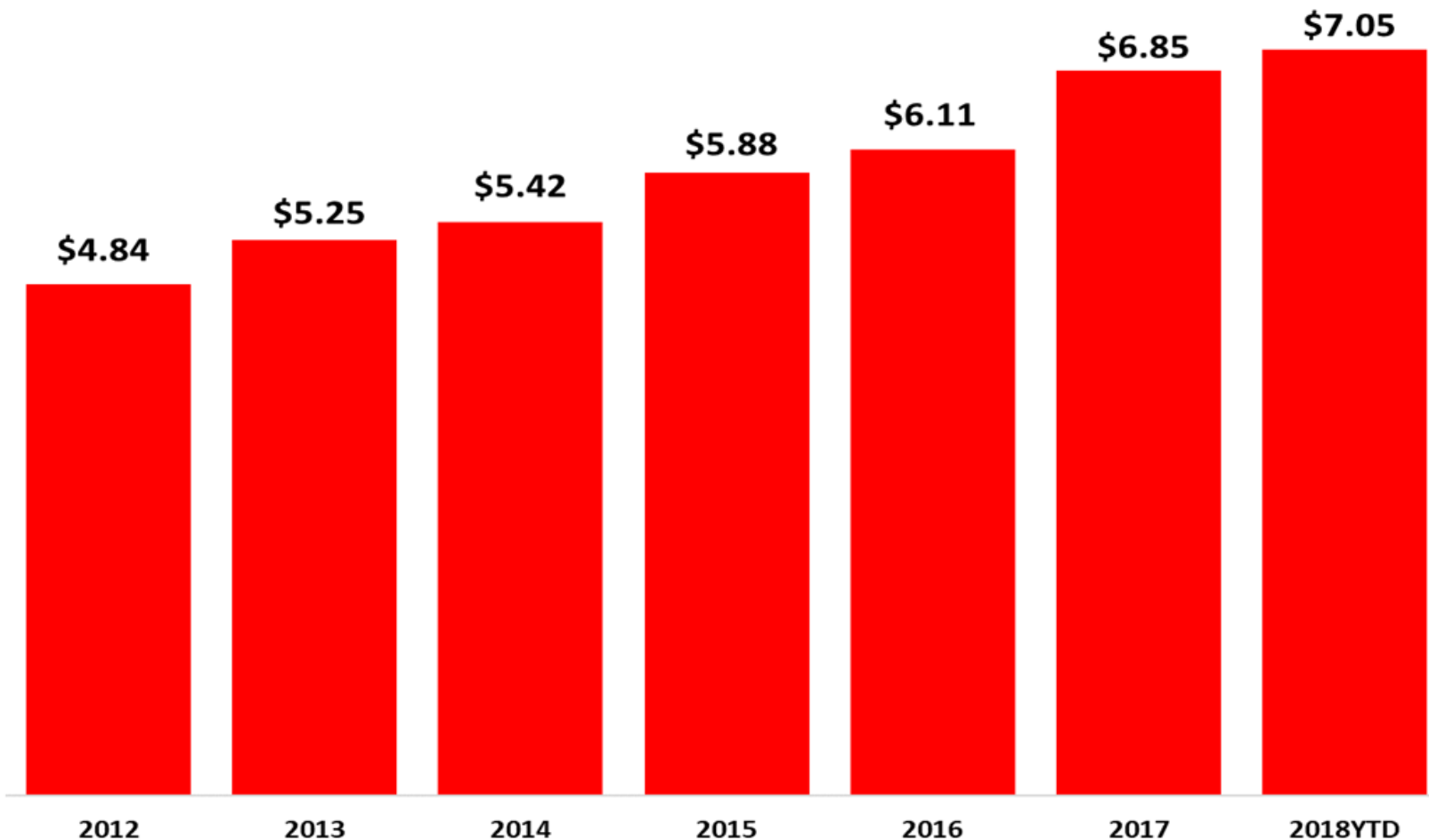
| | Year Ended December 31, 2017 | Year Ended December 31, 2016 |
|---|------------------------------------|------------------------------------|
| Net Operating Income | \$11.54 | \$9.44 |
| AFFO/Unit | \$0.467 | \$0.415 |
| Distributions/Unit | \$0.440 | \$0.423 |
| AFFO payout ratio | 94% | 102% |
| AFFO payout ratio including gain | 84% | 88% |
| Debt to Gross Book Value | 51.7% | 50.5% |
| Portfolio Size | \$200.2 | \$163.9 |
| NAV/Unit | \$6.85 | \$6.11 |

DISTRIBUTION HISTORY

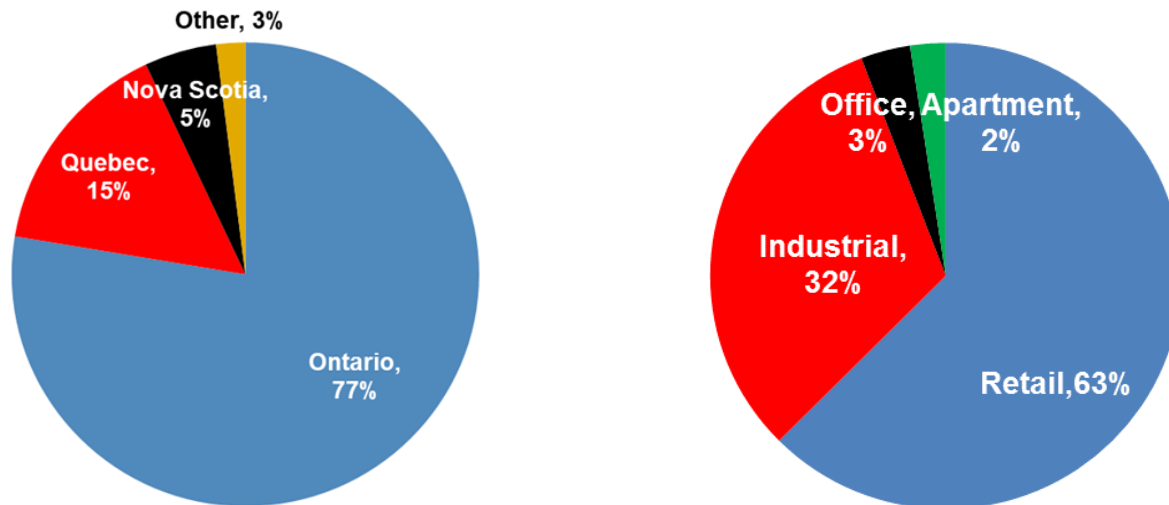
+37.1% Increase Since Inception







PORTFOLIO DIVERSIFICATION: The total portfolio at Q3 is diversified across geographies, asset classes and tenants by NOI:



| # | Tenant | Location | % of Total Net Rent |
|--------------|---------------------------------------|---|---------------------|
| 1 | PPG Architectural Coatings Canada Inc | 8 locations in ON, with 1 in each of NB, MB, AB | 5.0% |
| 2 | Sobey's | Guelph and Whitby, ON | 3.8% |
| 3 | NCR Canada Corp. | Waterloo, ON | 2.9% |
| 4 | LCBO | Guelph and Whitby, ON | 2.5% |
| 5 | Sport Systems Unlimited Corp. | Waterloo, ON | 2.1% |
| 6 | Connect Telecommunication Inc. | Waterloo, ON | 1.7% |
| 7 | QUEBECOR MEDIA INC. | Montreal, QC | 1.7% |
| 8 | Staples | Bridgewater, NS | 1.7% |
| 9 | World Gym | Waterloo, ON | 1.5% |
| 10 | Dollar Tree Stores Canada Inc | Guelph and Whitby, ON | 1.5% |
| Total | | | 24.5% |

- Long term track record of creating value for investors
- Focused on capital preservation
- Strong alignment of interests through direct investment in assets by management and board of trustees
- Track record of accretive acquisitions
- Growth that has benefited unitholders:
 - Six distribution increases totaling \$0.13 per annum in six years a 37% increase from the initial distribution

Key Metrics

- Ticker Symbol: FCD.UN
- Current Trading Price: \$6.17
- Current Yield: 7.78%
- Market Capitalization: \$110 million
- Property Portfolio: \$207million
- AFFO Payout Ratio : 114%
- Debt to GBV: 42.2%

Investment Highlights

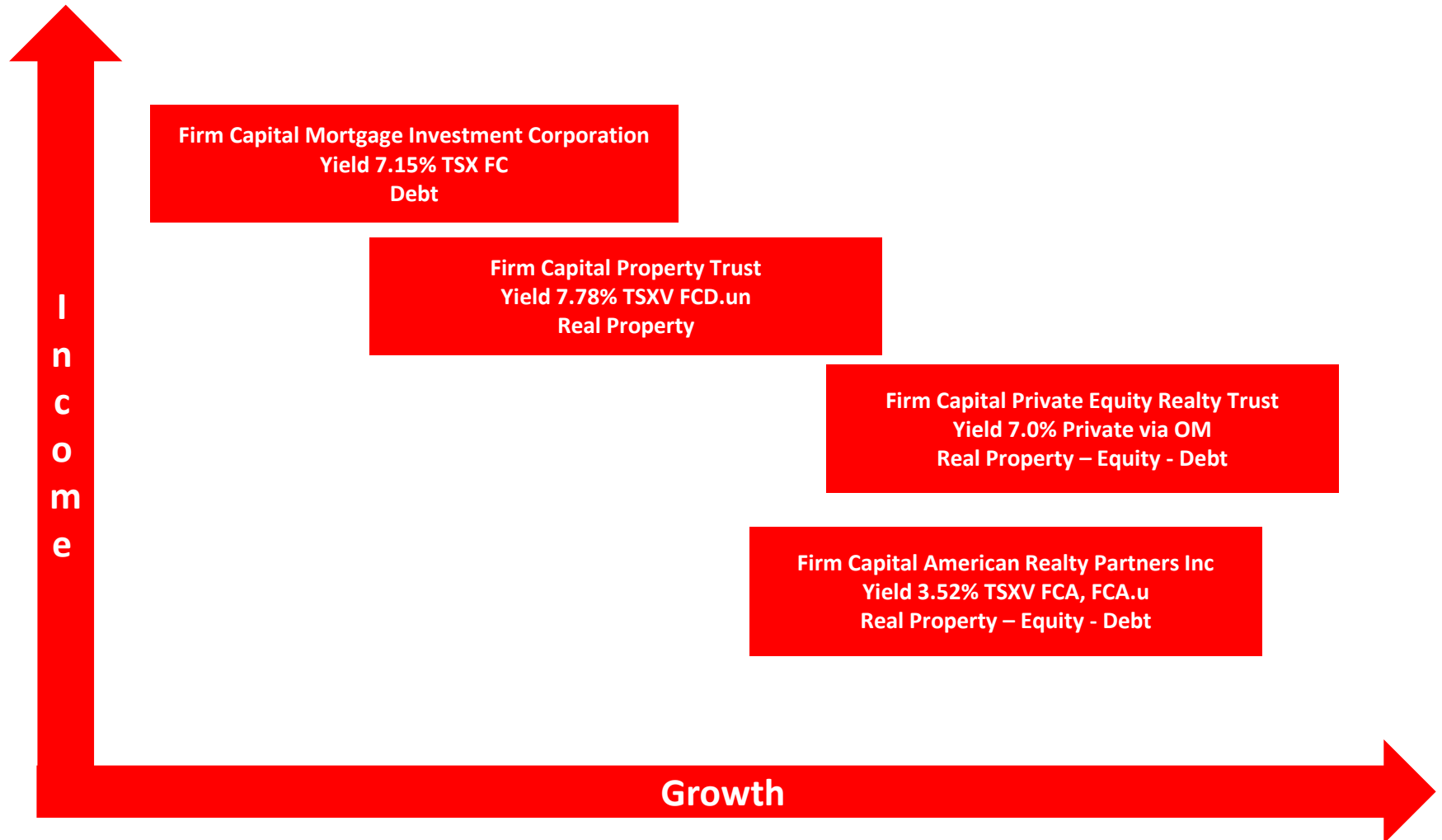
- Attractive & Responsible Leverage
- Experienced Management Team
- Strong alignment of interests
- Accretive acquisitions
- Distribution increases

Price Chart



Benefits to Unitholders

- Liquidity
- Strong balance sheet
- Great tenant quality
- Conservative leverage
- Compensation based on performance

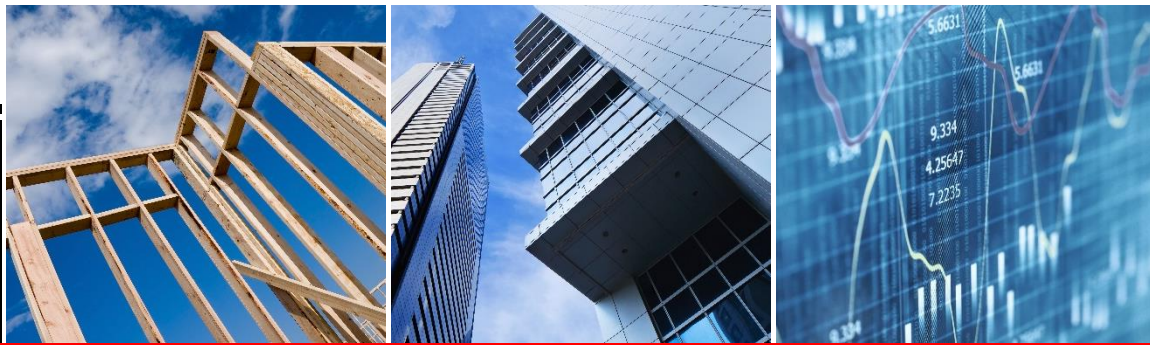


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