



**Firm
Capital**

**FIRM CAPITAL
PROPERTY TRUST**

INVESTOR PRESENTATION | AUGUST 2019

Overview

- ▶ **Firm Capital Property Trust (“FCPT” or the “Trust”) is a publicly (TSXV) listed REIT focused on a diversified real estate portfolio in Canada**
- ▶ **Ticker Symbol: FCD.UN**

- ▶ **FCPT focuses on stable distributions derived from succession and co-ownership acquisitions with strong industry partners**
 - **Partial acquisitions with industry leaders who retain property and asset management;**
 - **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 Office**
- ▶ **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**

Targeted Asset Classes

FCPT targets and owns the following diversified asset classes:



Net Lease and Standalone Convenience Retail



Industrial & Flex Industrial



Multi-Residential



Core Service Provider Professional & Healthcare Office

% of NOI¹

82%

15%

3%

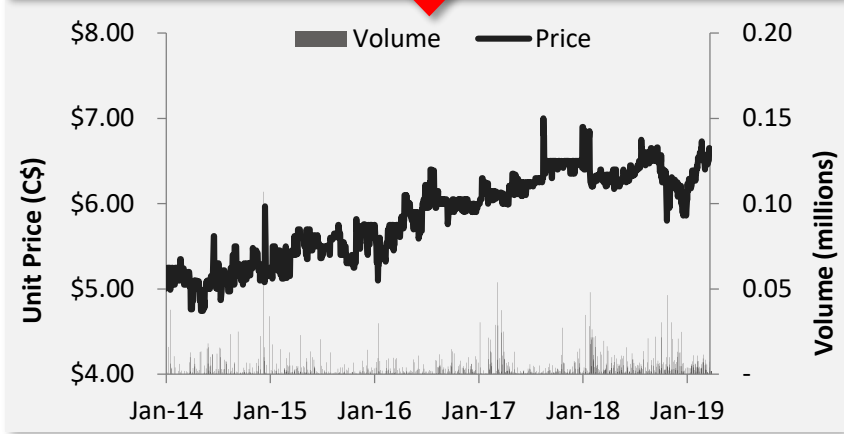
< 1%

Overview of FCPT

Key Metrics

- Ticker Symbol: FCD.UN
- Current Trading Price: \$6.28
- Current Yield: 7.78%
- Market Capitalization: \$164.8 million
- Property Portfolio: \$410.3 million
- Debt to GBV: PF ~54.3%

Unit Price Performance



Investment Highlights

- NAV Growth
- Distribution Increases
- Experienced Management Team
- Strong Alignment of Interests
- Responsible Leverage
- Track Record of Accretive Acquisitions

Benefits to Unitholders

- Liquidity
- Strong Balance Sheet
- Strong Tenant Quality
- Compensation Based on Performance

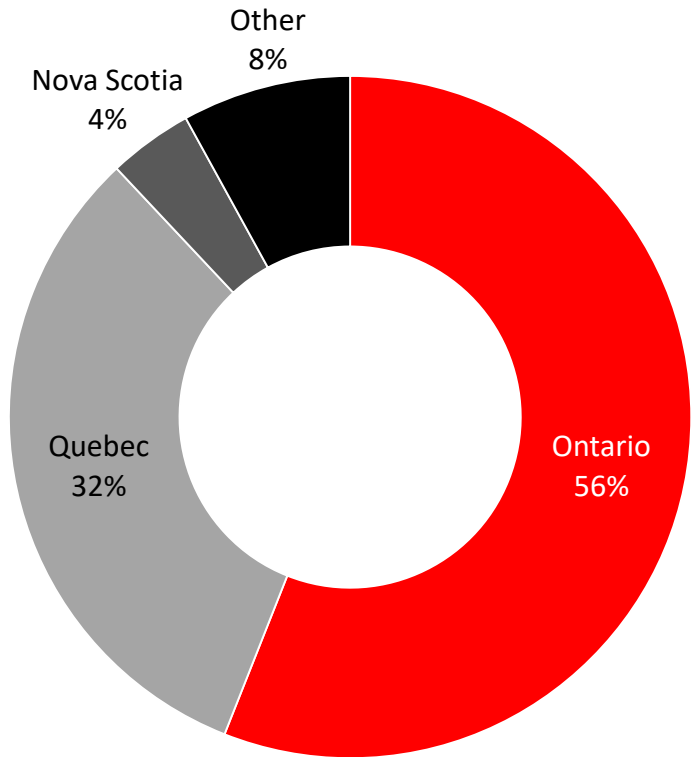
Investment Highlights

<p>Experienced Management Team</p>	<ul style="list-style-type: none"> • Over the past 25 years, the Firm Capital Organization has developed a significant track record of investing capital for investors focused on real estate debt and equity • Management possesses a valuable set of skills and relationships that can be leveraged to the benefit of the Trust
<p>Alignment of Interests</p>	<ul style="list-style-type: none"> • Approximately 7.0% of Trust Units currently held by insiders • Senior management of the Trust and its trustees own, in partnership with the Trust, approximately 21.6% of the real estate in which the Trust has a co-ownership interest
<p>Enhanced Scale Through Accretive Acquisitions</p>	<ul style="list-style-type: none"> • The Trust’s portfolio is comprised of 73 income-producing properties with 2,218,596 square feet of GLA and 204 residential units (at the Trust’s share) located across Canada
<p>Fundamental Growth</p>	<ul style="list-style-type: none"> • Since inception, net asset value per Trust Unit has increased from \$4.84 per unit in 2012 to \$7.00 per Trust Unit as of June, 2019 (a 45% increase) • The Trust has increased distributions six times over the last six years, rising from \$0.35 per Trust Unit per annum to \$0.48 per Trust Unit per annum • A \$100.00 investment in Trust Units in November 2012, assuming reinvested distributions, would be worth \$208.25 as of March 29, 2019
<p>Compelling Investment Metrics</p>	<ul style="list-style-type: none"> • 7.74% distribution yield is attractive relative to comparable REITs/REOCs • 2018 distribution qualified as 100% return of capital • Current price represents a significant discount to the Trust’s Net Asset Value

Portfolio Overview

Portfolio by Province – Pro Forma

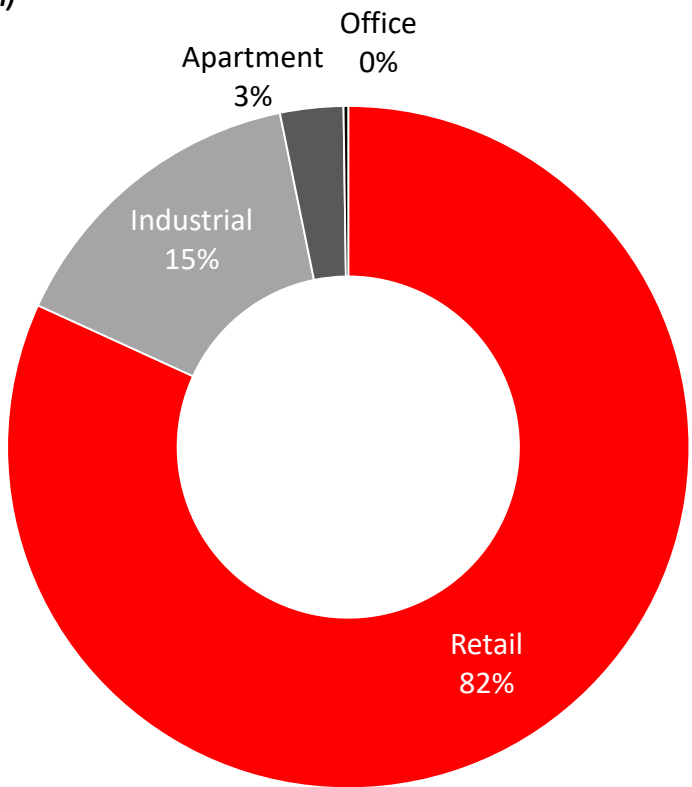
(by NOI)



(1). Includes Gateway

Portfolio by Asset Class – Pro Forma

(by NOI)



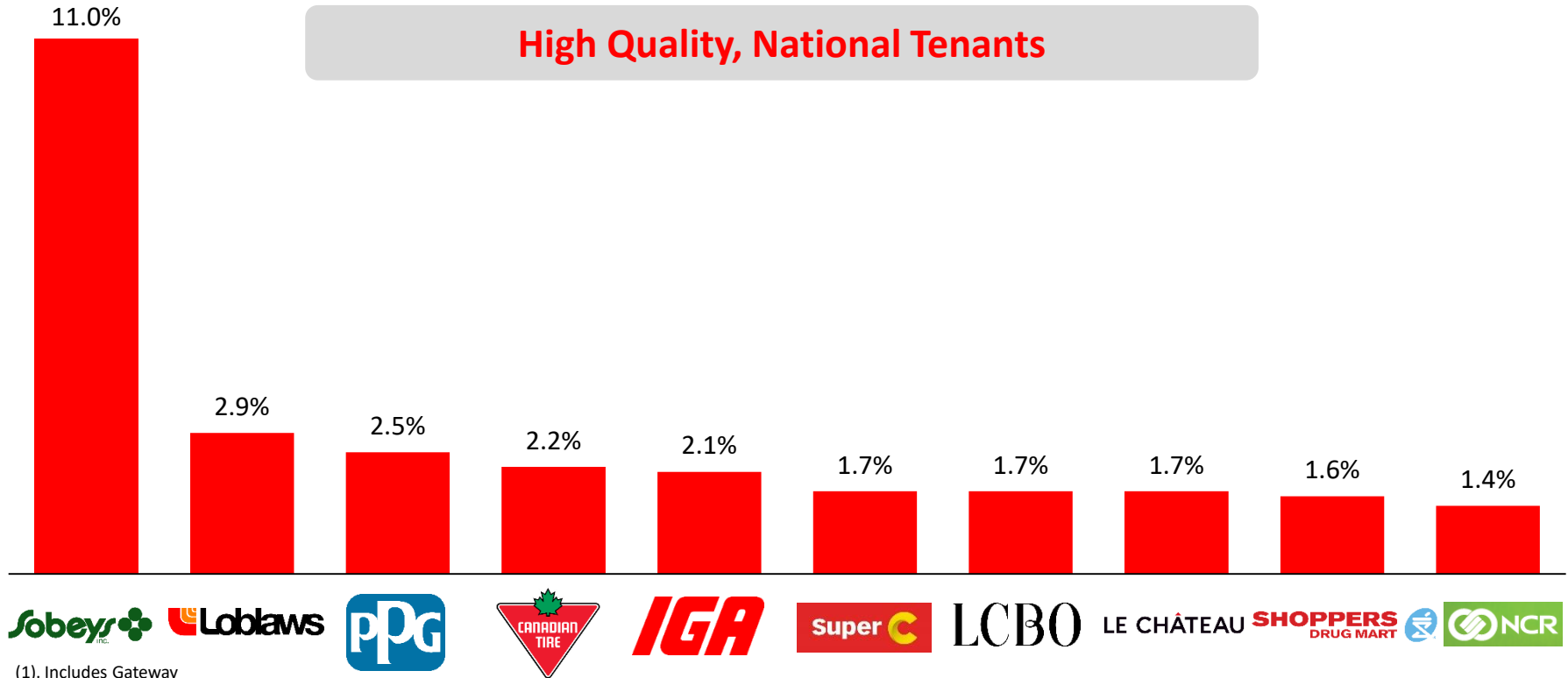
Portfolio is Diversified Across Geographies, Asset Classes and Tenants

Pro Forma Tenant Summary

Diversified Tenant Roster Largely Comprised of Necessity-Based Retailers

Top Ten Commercial Tenants

(by % of net rent)



Top 10 Tenants Only Comprise 28.8% of Net Rent

Current Portfolio Overview

Portfolio Name	Type	Acq. Date	GLA Sq. Ft. (@ Trust Share)	FCPT % Interest	Acq. Purchase Price (@100%)
Bridgewater	Retail	Nov 29, 2012	46,707	100%	\$9,140,000
Brampton	Retail	Nov 29, 2012	36,167	100%	\$11,400,000
Hanover	Retail	Nov 29, 2012	19,874	100%	\$3,975,000
Pembroke	Retail	Nov 29, 2012	11,247	100%	\$1,700,000
Moncton	Retail	Nov 1, 2016	16,372	100%	\$4,700,000
Guelph	Retail	Nov 30, 2017	115,744	100%	\$26,025,000
Centre Ice	Retail	Jun 25, 2014	122,767	70%	\$32,175,000
Whitby Mall	Retail / Office	Jun 9, 2016	154,651	40%	\$35,750,000
Thickson Place	Retail	Sep 29, 2016	41,942	40%	\$39,500,000
Crombie	Retail	Feb 6, 2019	148,188	50%	\$83,200,000
Barrie	Office	Mar 19, 2013	39,495	100%	\$6,700,000
Montreal	Industrial	Aug 1, 2013	515,129	50%	\$48,200,000
Ferrier	Industrial	Oct 15, 2018	79,582	50%	\$11,000,000
Waterloo	Industrial	Jul 27, 2015	359,462	70%	\$43,250,000
Ottawa	Multi-Residential	Nov 11, 2014	135 units	50%	\$11,200,000
Portland	Multi-Residential	Jan 7, 2019	69 units	100%	\$10,700,000
First Capital JV	Retail	May 9, 2019	511,300	50%	\$266,000,000
Total / Wtd. Avg.			2,218,596 Sq. Ft. / 204 Units		\$644,615,000
Gateway Village	Retail	July 9, 2019	52,679	50%	\$46,400,000
Total / Wtd. Avg.			2,271,275 Sq. Ft. / 204 units		\$691,015,000

First Capital Acquisition Portfolio

\$312 Million Retail Joint Venture Arrangement

Transaction Overview

\$156,200,000

(FCPT portion of the purchase price)

Closed May and July 2019

The Trust has completed an acquisition of a 50%, non-managing interest in six net-leased retail properties with a gross leasable area of approximately 1 million square feet (at a 100% interest). The acquisition portfolio is predominantly comprised of a mix of grocery and national anchor tenants and is situated in Ottawa, Ontario, Nepean, Ontario, Repentigny, Quebec, Gatineau, Quebec, and Edmonton, Alberta.

Seven Retail Properties



Joint Venture Partners



Crombie REIT Joint Venture Case Study

\$83 Million Retail Joint Venture Arrangement

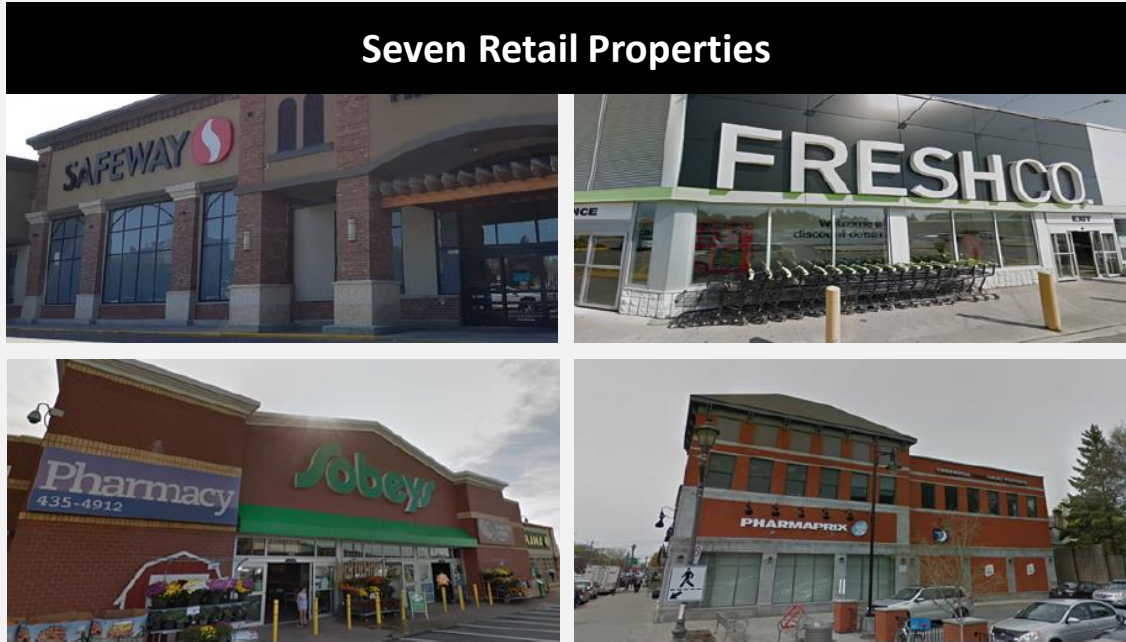
Transaction Overview

\$41,600,000

Closed 1st Quarter 2019

Firm Capital Property Trust completed a 50% joint venture with Crombie REIT in seven retail properties anchored by Sobeys owned grocery stores and one anchored with Shoppers Drug Mart located in Alberta, Nova Scotia, Saskatchewan, Ontario and Quebec for \$83.2 million (\$41.6 million on a pro-rata basis)

Seven Retail Properties



Joint Venture Partners



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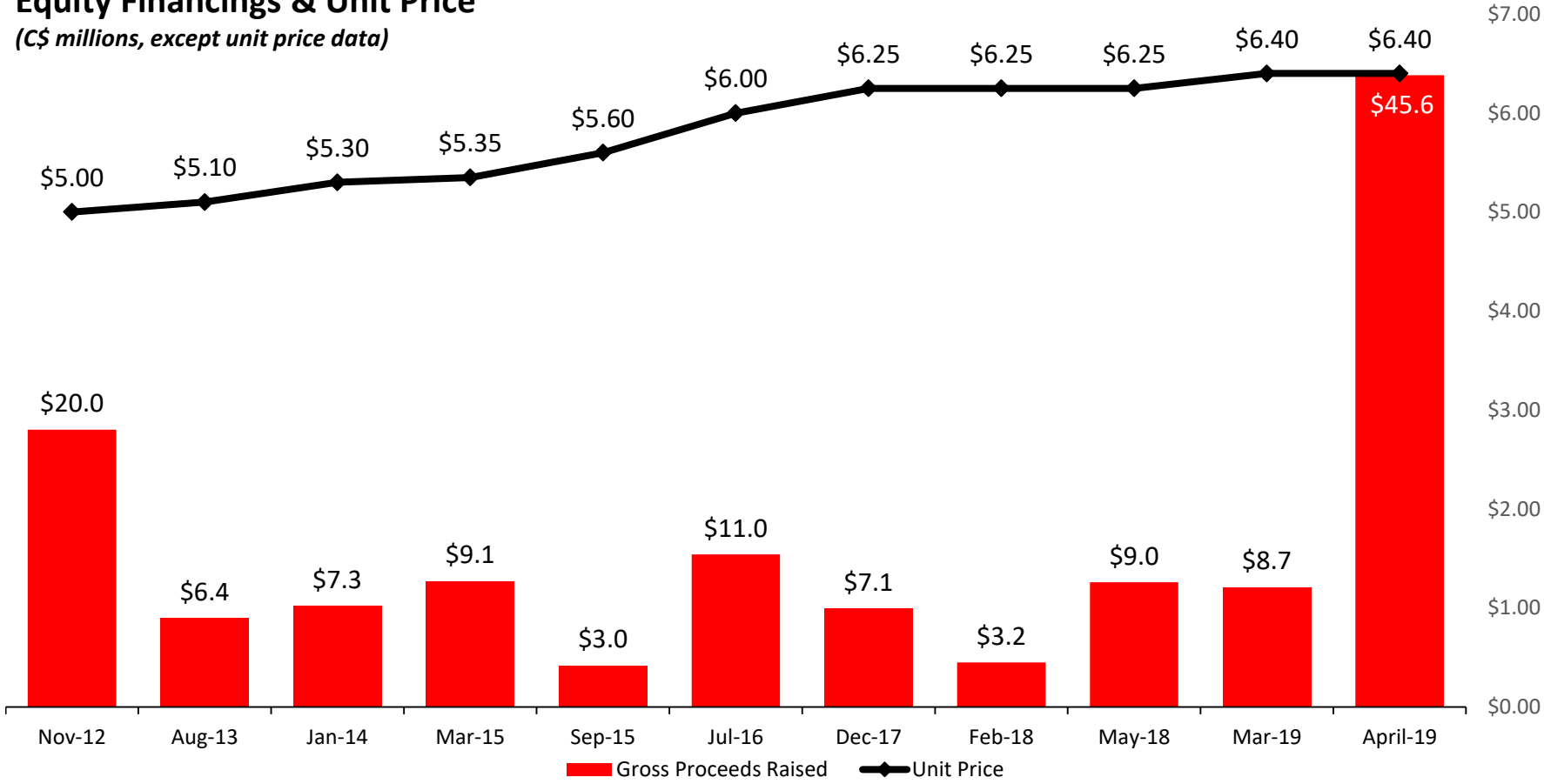


Crombie
REIT

**Firm
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Disciplined Equity Strategy

Equity Financings & Unit Price
(C\$ millions, except unit price data)



Equity Issued At Successively Higher Prices

Board of Trustees

Independent Trustees	Stanley Goldfarb Chairman, Independent Trustee	<ul style="list-style-type: none"> • CEO of Goldfarb Management Services Limited
	Larry Shulman Independent Trustee	<ul style="list-style-type: none"> • Retired Senior Partner of Goldfarb, Shulman, Patel & Co.
	Howard Smuschkowitz Independent Trustee	<ul style="list-style-type: none"> • Corporate Director • President, JRS Capital Management
	Manfred Walt Independent Trustee	<ul style="list-style-type: none"> • CEO of Walt & Co. Inc., a consultant to the Reichmann Family • Trustee of Killam Apartment REIT (TSX:KMP.U)
	Geoffrey Bledin Independent Trustee	<ul style="list-style-type: none"> • Corporate Director • Past President and CEO of Equitable Trust Company
	Jeff Goldfarb Independent Trustee	<ul style="list-style-type: none"> • Retired Partner of PricewaterhouseCoopers
Executive Trustees	Eli Dadouch Vice Chairman	<ul style="list-style-type: none"> • President & CEO of Firm Capital Corporation
	Jonathan Mair Trustee	<ul style="list-style-type: none"> • Vice President, Mortgage Banking of Firm Capital Corporation • CFO, Senior VP and Director of Firm Capital MIC (TSX:FC)
	Robert McKee Trustee	<ul style="list-style-type: none"> • President & CEO of FCPT • Past Trustee of True North Apartment REIT (TSX:TN.UN)
	Sandy Poklar Trustee	<ul style="list-style-type: none"> • CFO of FCPT • EVP, Finance 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	<ul style="list-style-type: none"> • Vice President, Credit & Equity Capital of Firm Capital MIC (TSX:FC)

Substantial Experience in Real Estate Management, Acquisitions, Lending and Finance

Management Team

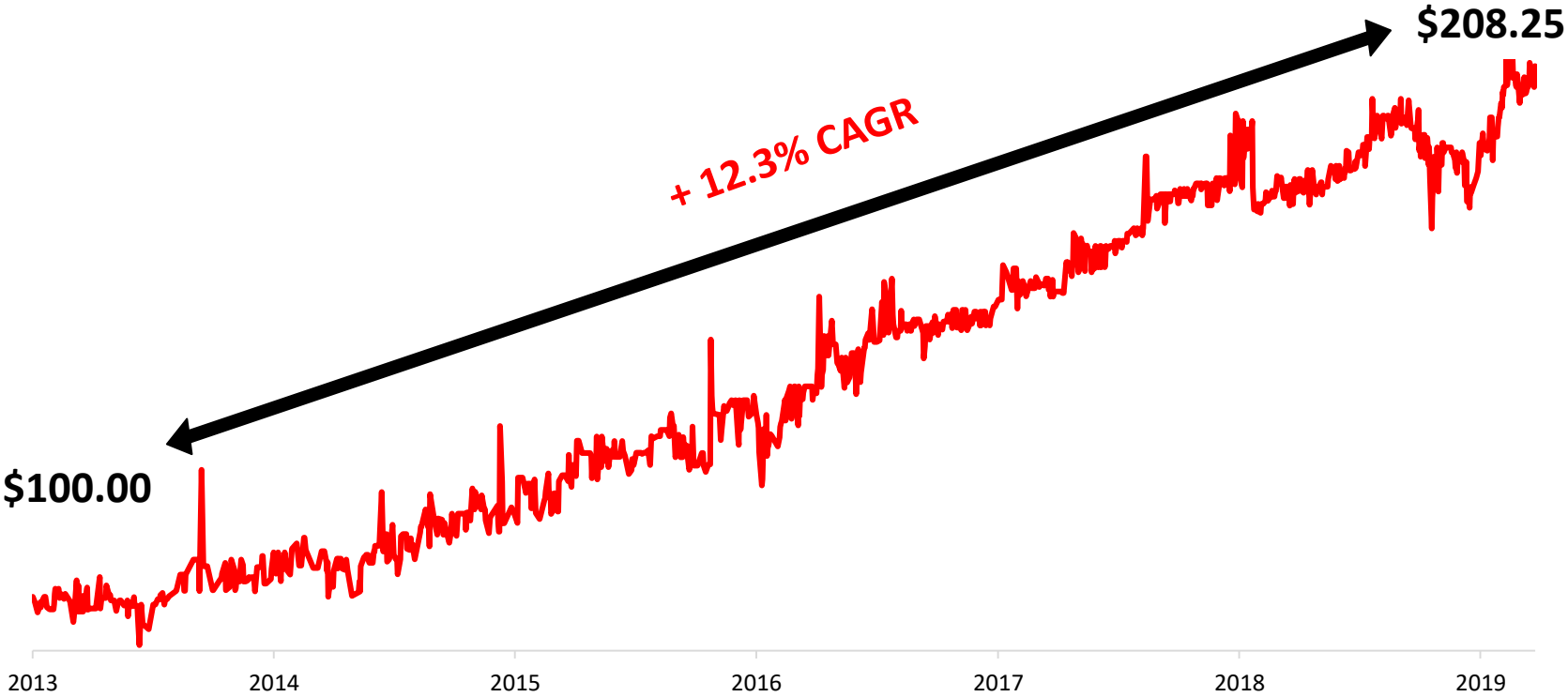
Robert McKee <i>President & Chief Executive Officer</i>	<ul style="list-style-type: none">• Managing Director - Firm Capital Realty Partners Inc. since October 2008• Past Trustee of True North Apartment REIT (TSX: TN.UN)• Previously with TD Securities - Real Estate Investment Banking Group
Sandy Poklar <i>Chief Financial Officer</i>	<ul style="list-style-type: none">• Chief Operating Officer and Managing Director, Capital Markets & Strategic Developments for Firm Capital Corporation• Trustee of True North Commercial REIT (TSX: TNT.UN)• Previous investment banking and equity research roles with Macquarie Capital, TD Securities, and Canaccord Genuity
Eli Dadouch <i>Vice Chairman & Co-Chief Investment Officer</i>	<ul style="list-style-type: none">• Founder, President and CEO of Firm Capital Corporation (founded 1988)• 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 <i>Co-Chief Investment Officer</i>	<ul style="list-style-type: none">• 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 <i>Vice President, Investments & Asset Management</i>	<ul style="list-style-type: none">• Managing Director, Real Estate Investments, Head of Canadian Acquisitions - Firm Capital Realty Partners Inc.• Previously Director of Investments - Dream Global REIT (TSX:DRG.UN)• Former investment banker with BMO Capital Markets

2019 Q1 Financial Highlights

In \$ millions, unless per unit or % amounts	Quarter Ended June 30, 2019	Quarter Ended March 31, 2019
AFFO/Unit	\$0.110	\$0.110
NAV / Unit	\$6.85	\$7.04
Distributions/Unit	\$0.120	\$0.120
Quarterly AFFO payout ratio	108%	109%

Total Return On Investment

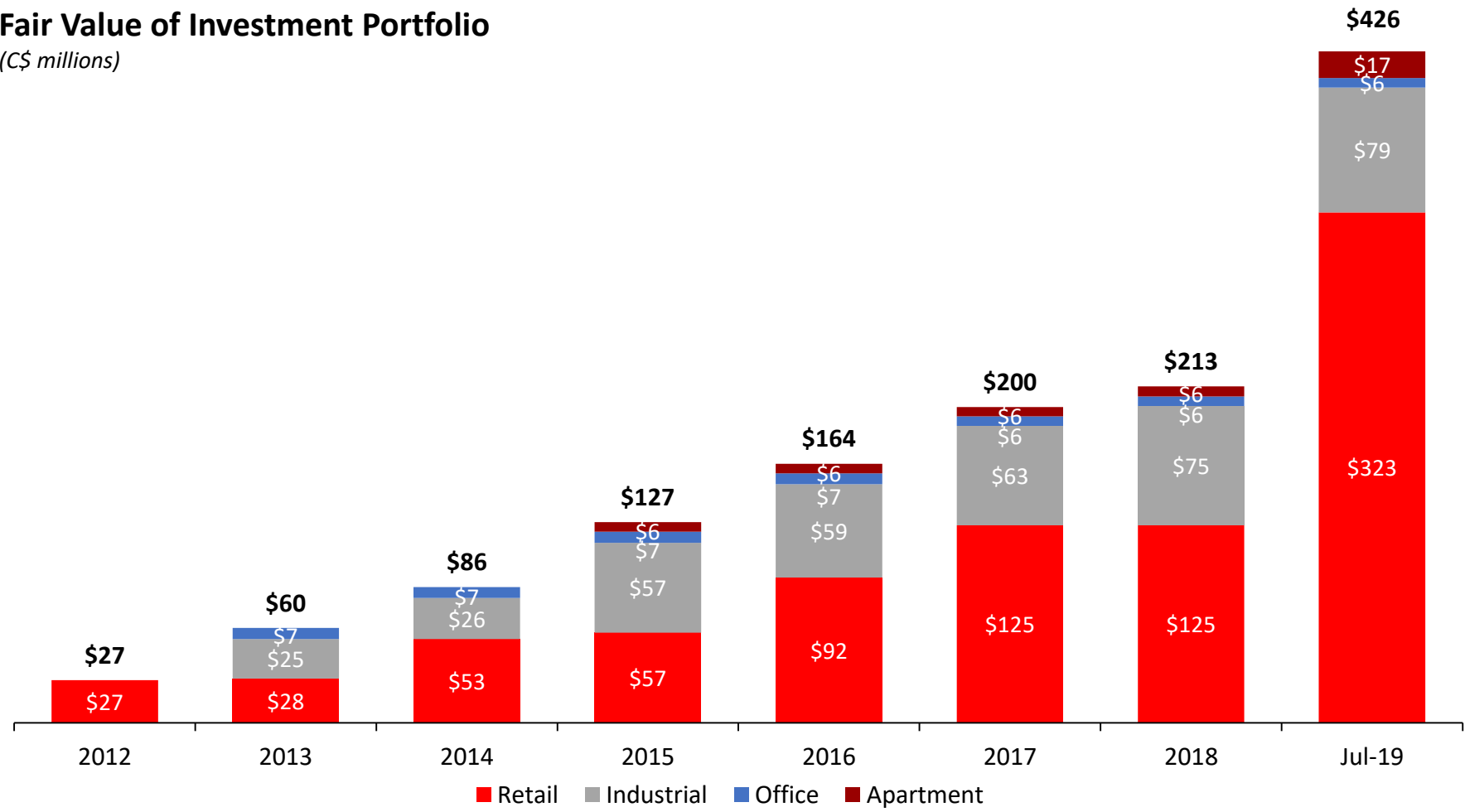
Since Inception, a \$100 Investment in FCPT Would be Worth \$208.25 Today!



Portfolio Growth

Fair Value of Investment Portfolio

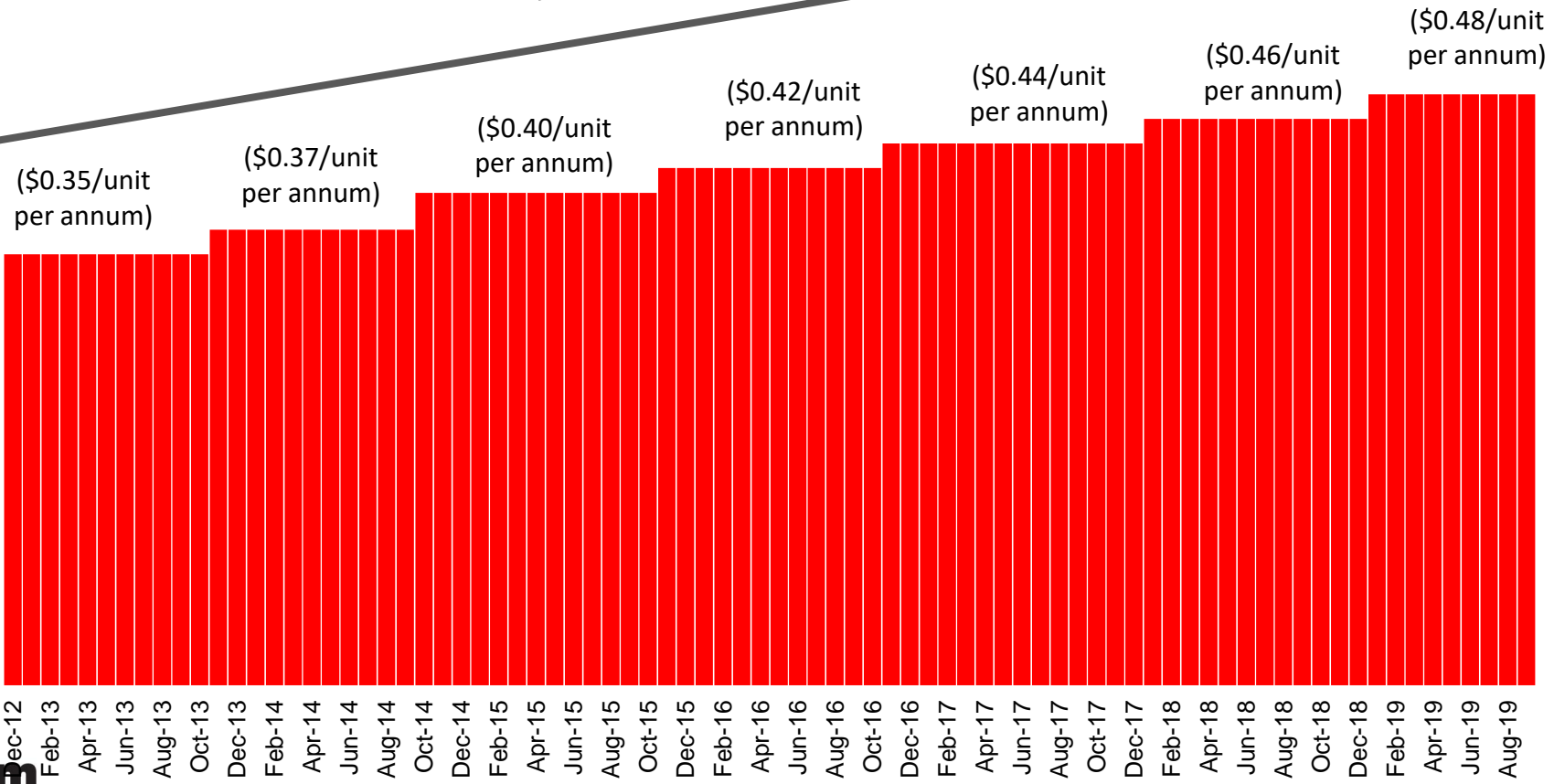
(C\$ millions)



Distribution Growth

Distribution History
(C\$)

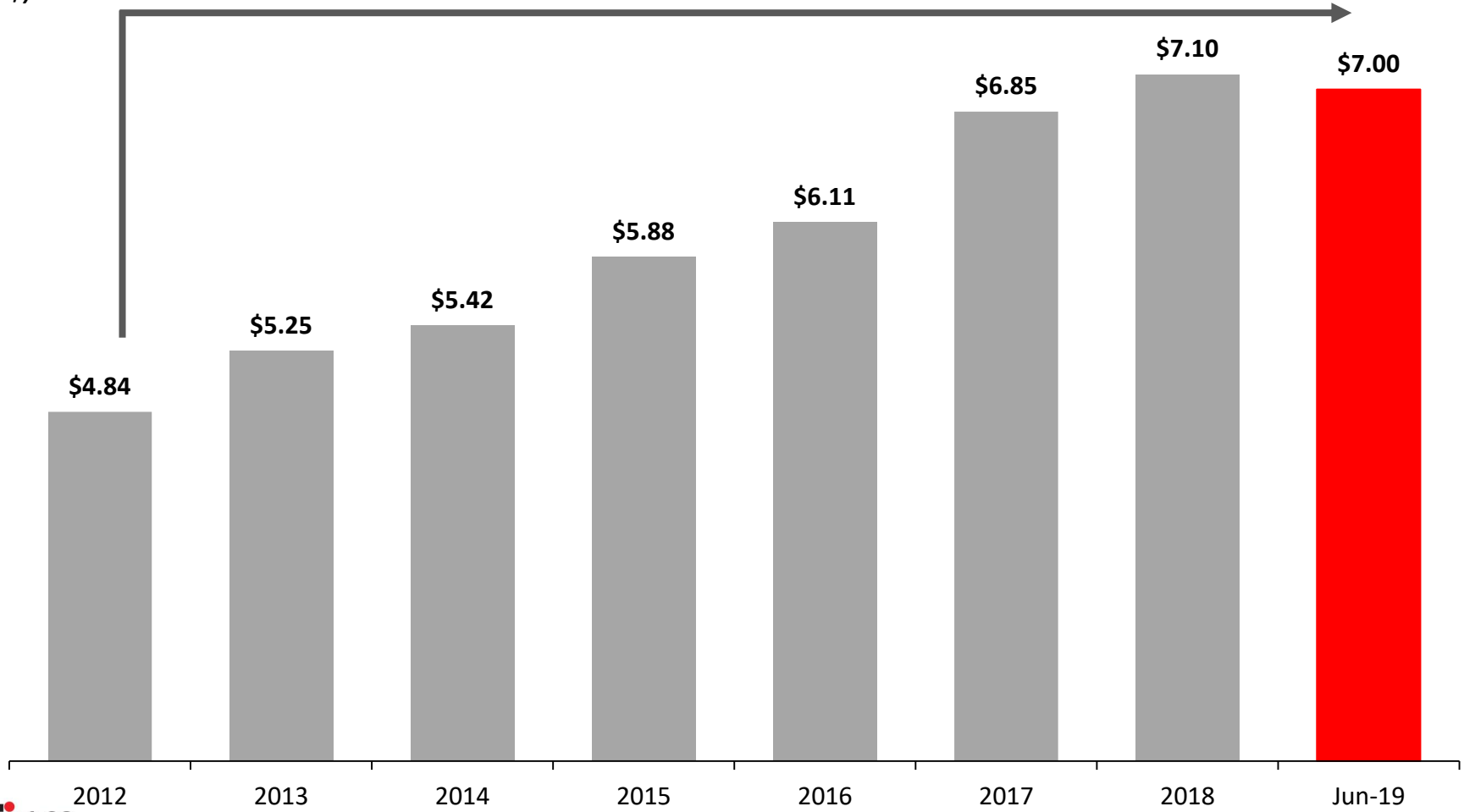
4.7% Annualized Increase



Net Asset Value Growth

Net Asset Value Per Unit
(C\$)

45% increase



Firm Capital Advantage



- **Focused on capital preservation**



- **Long term track record of creating value for investors**



- **Growth that has benefited unitholders:**
 - **Six distribution increases totaling \$0.13 in six years - a 37% increase from the initial distribution**



- **Strong alignment of interests through direct investment in assets by management and board of trustees**



- **Track record of accretive acquisitions**

Disclaimer

This presentation contains forward-looking statements within the meaning of applicable securities laws. These statements include, but are not limited to, statements made in this presentation, and other statements concerning Firm Capital Property Trust's ("FCPT" or the "Trust") objectives, its strategies to achieve those objectives, as well as statements with respect to management's beliefs, plans, estimates, and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "outlook", "objective", "may", "will", "would", "expect", "intend", "estimate", "anticipate", "believe", "should", "plan", "continue", or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect management's current beliefs and are based on information currently available to management. All forward-looking statements in this presentation are qualified by these cautionary statements. These statements are not guarantees of future events or performance and, by their nature, are based on FCPT's estimates and assumptions, which are subject to risks and uncertainties, which could cause actual events or results to differ materially from the forward-looking statements contained in this presentation. Those risks and uncertainties include, but are not limited to, those related to: liquidity in the global marketplace associated with current economic conditions, occupancy levels, access to debt and equity capital, interest rates, the relative illiquidity of real property, unexpected costs or liabilities related to acquisitions or dispositions, construction, environmental matters, legal matters, reliance on key personnel, income taxes, the conditions to the transactions not being satisfied resulting in the failure to complete some or all of the proposed transactions described herein, the trading price of the securities of FCPT, lack of availability of acquisition or disposition opportunities for the Trust and exposure to economic, real estate and capital market conditions in North America. Material factors or assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking information may include, but are not limited to: that the general economy remains stable, interest rates are relatively stable, acquisition/disposition capitalization rates are stable, competition for acquisition or disposition of residential apartments remains intense, and equity and debt markets continue to provide access to capital. These assumptions, although considered reasonable by the Trust at the time of preparation, may prove to be incorrect. Although the forward-looking information contained in this presentation is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Certain statements included in this presentation may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this presentation. You should not place undue importance on forward-looking information and should not rely upon this information as of any other date. While we may elect to, we are under no obligation and do not undertake to update this information at any particular time



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