



---

**FIRM CAPITAL PROPERTY TRUST  
QUARTERLY NEWSLETTER**

**Q3 2020 | September 30, 2020**



Disciplined Investing • Capital Preservation

[www.FirmCapital.com](http://www.FirmCapital.com)



## COMPANY OVERVIEW

**Firm Capital Property Trust (the “Trust”) (TSXV:FCD.UN) is focused on creating long-term value for unitholders through capital preservation and disciplined investing to achieve stable distributable income.**

In partnership with management and industry leaders, the Trust’s focus is on co-owning a diversified property portfolio.

The Trust focuses on acquiring the following diversified asset classes:

- Industrial and Flex Industrial
- Net Lease Convenience Retail and Stand-Alone Retail
- Medical and Core Service Provider Office
- Multi-Residential

In addition, to stand-alone acquisitions, the Trust will make acquisitions on a co-ownership basis with strong financial partners. The Trust will also make joint and partial interest acquisitions from existing ownership groups in a manner that provides liquidity to those selling and professional management for those remaining as partners.

## KEY METRICS

### TRADING HIGHLIGHTS

Exchange/Tickers	TSXV: FCD.UN
Distribution Yield	8.80%
Units Issued	29,349,694
Market Capitalization	\$167.0 million
Current Stock Price	\$5.69 /Unit

As at November 10 2020

### FINANCIAL HIGHLIGHTS

Q3 2020

Portfolio Size	\$457 million
Monthly Distribution/Unit	\$0.041667
AFFO Payout Ratio	90%
Debt to GBV	52.2%

### UNIT PRICE PERFORMANCE





**DID YOU KNOW:**

Investors have benefited from acquisitions through 8 distribution increases totaling \$0.16 per annum in the first eight years - a 46% increase from the initial distribution.



**INVESTMENT HIGHLIGHTS**

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

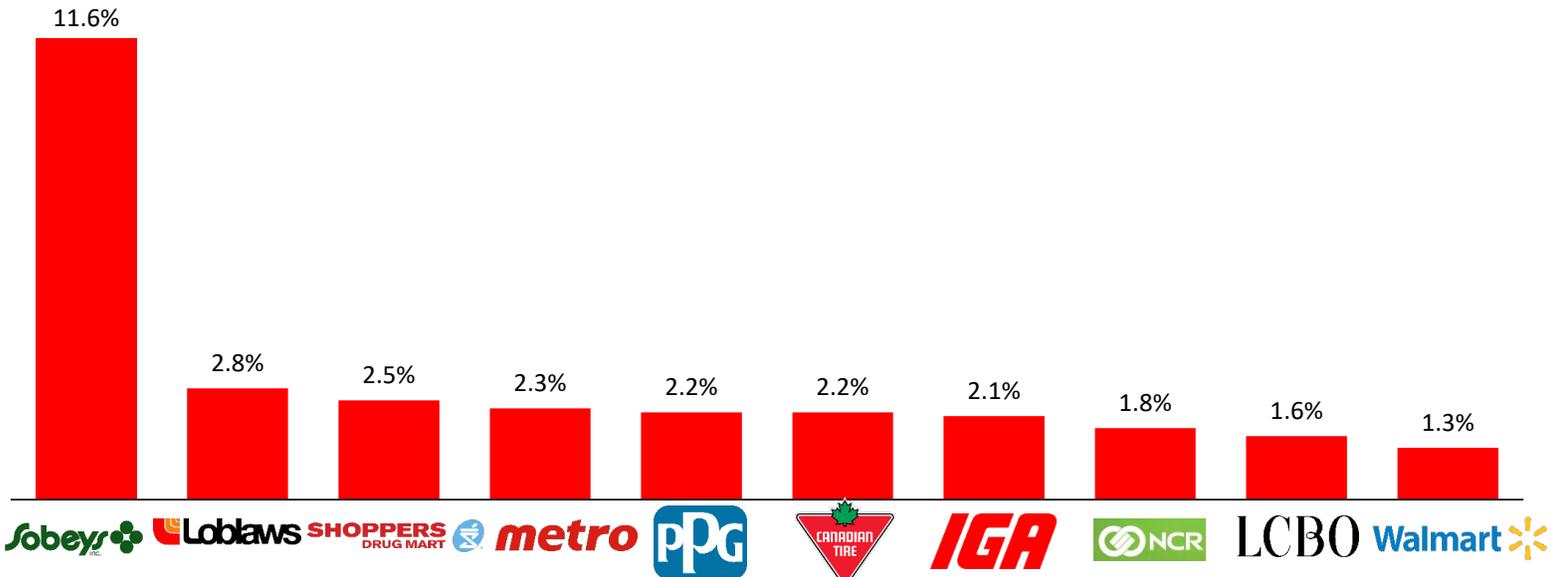
**BENEFITS TO UNITHOLDERS**

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

**STRONG TENANT BASE**

**Top Ten Commercial Tenants  
(by % of net rent)**

**High Quality National Tenants**





## INVESTMENT HIGHLIGHTS

<p><b>Attractive Yield &amp; Reasonable Leverage</b></p>	<ul style="list-style-type: none"> <li>• 8.80% Distribution Yield attractive relative to comparable REITs/REOCs</li> <li>• 90% AFFO Payout Ratio</li> <li>• 65% LTV target on acquisitions (Max. 75% LTV; 52.2%)</li> </ul>
<p><b>Experienced Management Team</b></p>	<ul style="list-style-type: none"> <li>• Partnership with a management team that has extensive experience in real estate acquisitions, management and finance</li> <li>• Externally managed - limited operating expense risk</li> </ul>
<p><b>Alignment Of Interests</b></p>	<ul style="list-style-type: none"> <li>• FCPT will have the option to acquire up to 50% or more of each new acquisition completed by the Asset Manager</li> <li>• Performance-based compensation structure</li> <li>• Due diligence risk and purchase deposits funded by the Asset Manager</li> </ul>
<p><b>Tax Efficient Vehicle For Vendors</b></p>	<ul style="list-style-type: none"> <li>• FCPT to purchase partial ownership interests for succession planning on a tax efficient basis</li> </ul>
<p><b>Accretive Acquisitions</b></p>	<ul style="list-style-type: none"> <li>• Initial acquisition of four properties from Calloway REIT for \$27.4MM</li> <li>• 50% acquisition of \$48.8MM, 25 property Montreal Industrial Portfolio</li> <li>• 70% acquisition of \$32.4MM, 26 property retail portfolio</li> <li>• 50% acquisition of \$11.2MM multi-residential complex</li> <li>• 70% acquisition of \$43.3MM, 4 property Waterloo Industrial Portfolio</li> <li>• 40% interest in The Whitby Mall and Thickson Place \$30.0MM</li> <li>• 100% interest in Moncton Retail \$4.7MM</li> <li>• 100% interest in grocery anchored retail \$26.0MM</li> <li>• 50% interest in Montreal Industrial Property \$11.0MM</li> <li>• 100% interest in Dartmouth Residential \$10.9MM</li> <li>• 50% interest in Crombie REIT JV \$41.6MM</li> <li>• 50% interest in First Capital JV \$159.5 MM</li> <li>• 50% interest in 2 Edmonton Industrial Properties \$11.4 MM</li> <li>• 50% interest in 2 Edmonton &amp; Leduc Industrial Properties \$10.7 MM</li> </ul>



## QUARTERLY FINANCIAL HIGHLIGHTS

In CAD\$ millions, unless per unit or % amounts	Quarter Ended September 30, 2020	Quarter Ended June 30, 2020
<b>NOI</b>	<b>\$7.6</b>	<b>\$6.8</b>
<b>AFFO/Unit</b>	<b>\$0.139</b>	<b>\$0.115</b>
<b>NAV/Unit</b>	<b>\$7.28</b>	<b>\$7.28</b>
<b>Distributions/Unit</b>	<b>\$0.125</b>	<b>\$0.125</b>
<b>Leverage</b>	<b>52.2%</b>	<b>51.2%</b>
<b>Portfolio Size</b>	<b>\$457</b>	<b>\$457</b>



**DISCLAIMER:**

This presentation is for informational purposes only and not intended to solicit Firm Capital Property Trust (“**FCD**”, “**FCPT**” or the “**Trust**”). This presentation may not provide full disclosure of all material facts relating to the securities offered. Investors should read the most recent Annual Report and Quarterly Financial Statements and Management Discussion & Analysis for disclosure of those facts, especially risk factors relating to the securities offered, before making an investment decision. A final base shelf prospectus containing important information relating to the securities described in this presentation has been filed with the securities regulatory authorities in each of the provinces of Canada, other than Quebec.

**FOR ADDITIONAL INFORMATION, PLEASE CONTACT:**

**Robert McKee**

President & CEO

T: 416.635.0221 X 250

E: [rmckee@firmcapital.com](mailto:rmckee@firmcapital.com)

**Sandy Poklar**

Chief Financial Officer

T: 416.635.0221 X 235

E: [spoklar@firmcapital.com](mailto:spoklar@firmcapital.com)

**Eli Dadouch**

Vice Chairman, Co-CIO

T: 416.635.0221 X 231

E: [edadouch@firmcapital.com](mailto:edadouch@firmcapital.com)

**Victoria Moayed**

Director, Investor Relations &

Private Client Capital

T: 416.635.0221 X 270

E: [vmoayed@firmcapital.com](mailto:vmoayed@firmcapital.com)

