



FIRM CAPITAL PROPERTY TRUST

FIRM CAPITAL PROPERTY TRUST REPORTS SOLID Q4/2023 RESULTS AND IMPROVING AFFO PAYOUT RATIO

Toronto, Ontario, March 12, 2024. Firm Capital Property Trust (“**FCPT**” or the “**Trust**”), (TSX: FCD.UN) is pleased to report its financial results for the three and twelve months ended December 31, 2023.

PROPERTY PORTFOLIO HIGHLIGHTS

The portfolio consists of 65 commercial properties with a total gross leasable area (“**GLA**”) of 2,553,184 square feet, five multi-residential complexes comprised of 599 units and four Manufactured Home Communities comprised of 537 units. The portfolio is well diversified and defensive in terms of geographies and property asset types, with 49% of NOI (42% of asset value) comprised of grocery anchored retail followed by industrial at 28% of NOI (32% of asset value). In addition, the portfolio is well diversified in terms of geographies with 38% of NOI (41% of asset value) comprised of assets located in Ontario, followed by Quebec at 37% of NOI (33% of asset value).

TENANT DIVERSIFICATION

The portfolio is well diversified by tenant profile with no tenant currently accounting for more than 11.2% of total net rent. Further, the top 10 tenants are comprised of large national tenants and account for 31.8% of total net rent.

TAX EFFICIENT DISTRIBUTIONS

94% of 2023 Distributions were Return of Capital (“ROC**”) or Non-Taxable.** For the year ended December 31, 2023 the Trust is pleased to report that 88% of distributions were ROC while 6% represented the non-taxable portion of capital gains.

Q4/2023 HIGHLIGHTS

Key highlights for the three months ended December 31, 2023 are as follows:

- Net income was approximately \$6.8 million, compared to \$8.7 million net income recorded for the same period in 2022;
- \$7.48 Net Asset Value (“**NAV**”) per Unit;
- Net Operating Income (“**NOI**”) was approximately \$9.5 million, a 3% increase from the same period in 2022;
- Same Property NOI increased 5% over Q4/2023 and YTD;
- Adjusted Funds From Operations (“**AFFO**”) was approximately \$4.7 million, 10% higher than the same period in 2022;
- AFFO per Unit for Q4/2023 increased by 10% to \$0.128 over Q4/2022.
- Payout ratio decreased to 101% for Q4/2023 from 112% over the same period in 2022;
- Commercial occupancy was 96.5%, Multi-Residential occupancy was 96.9% while Manufactured Homes Communities was 100.0%;

- The Trust closed on the sale of a retail property from the Center Ice Retail Portfolio, for gross proceeds of approximately \$2.0 million. The Trust's pro-rata share of the gross proceeds was \$1.4 million.
- Conservative leverage profile with Debt / Gross Book Value ("**GBV**") at 52.6%; and
- The Trust declared and approved monthly distributions in the amount of \$0.0433 per Trust Unit for Unitholders of record on April 30, 2024, May 31, 2024 and June 28, 2024, payable on or about May 15, 2024, June 17, 2024 and July 15, 2024, respectively.

See chart below for additional information:

	Three Months			Twelve Months Ended		
	Dec 31, 2023	Dec 31, 2022	Change	Dec 31, 2023	Dec 31, 2022	Change
Rental Revenue	\$ 14,544,449	\$ 14,245,157	2%	\$ 57,508,091	\$ 54,018,887	6%
NOI - IFRS Basis	9,451,214	9,165,483	3%	36,727,491	35,457,372	4%
NOI - Cash Basis	9,459,501	9,163,698	3%	36,597,428	35,074,668	4%
Same-Property NOI	11,548,507	10,973,479	5%	33,503,483	31,858,318	5%
Net Income (loss)	6,809,718	8,663,638	(21%)	15,367,821	(1,184,280)	NM ¹
FFO	5,253,312	4,586,850	15%	18,627,450	19,524,208	(5%)
AFFO	4,739,112	4,327,687	10%	16,700,144	16,445,149	2%
Total Assets				\$ 637,378,171	\$ 633,898,464	1%
Total Mortgages				303,792,112	306,781,314	(1%)
Credit Facility				31,300,000	18,726,067	67%
Unitholders' Equity				291,692,787	296,513,896	(2%)
Units Outstanding (000s)				36,926	37,100	(0%)
FFO Per Unit	\$0.142	\$0.123	15%	\$0.504	\$0.541	(7%)
AFFO Per Unit	\$0.128	\$0.116	10%	\$0.452	\$0.456	(1%)
Distributions Per Unit	\$0.130	\$0.130	0%	\$0.520	\$0.520	(0%)
FFO Payout Ratio	91%	106%	(1400 bps)	103%	96%	700 bps
AFFO Payout Ratio	101%	112%	(1100 bps)	115%	114%	100 bps
Wtd. Avg. Int. Rate - Mort. Debt				3.7%	3.8%	(10) bps
Debt to GBV				53%	51%	137 bps
GLA - Commercial, SF				2,553,184	2,552,214	0%
Units - Multi-Res				599	599	0%
Units - MHCs				537	422	27%
Occupancy - Commercial				96.5%	95.9%	60 bps
Occupancy - Multi-Res				96.9%	90.3%	660 bps
Occupancy MHCs				100.0%	99.8%	20 bps
Rent PSF - Retail				\$18.81	\$18.43	2%
Rent PSF - Industrial				\$8.16	\$7.60	7%
Rent per month - Multi-Res				\$1,405	\$1,198	17%
Rent per month - MHCs				\$612	\$603	1%

¹ NM = Percentage change is not meaningful

For the complete financial statements, Management's Discussion & Analysis and supplementary information, please visit www.sedar.com or the Trust's website at www.firmcapital.com

DISTRIBUTION REINVESTMENT PLAN & UNIT PURCHASE PLAN

The Trust has in place a Distribution Reinvestment Plan (“**DRIP**”) and Unit Purchase Plan (the “**UPP**”). Under the terms of the DRIP, FCPT’s Unitholders may elect to automatically reinvest all or a portion of their regular monthly distributions in additional Units, without incurring brokerage fees or commissions. Under the terms of the UPP, FCPT’s Unitholders may purchase a minimum of \$1,000 of Units per month and maximum purchases of up to \$12,000 per annum. Management and trustees have not participated in the DRIP or UPP to date and own or control approximately 10% of the issued and outstanding trust units of the Trust.

ABOUT FIRM CAPITAL PROPERTY TRUST (TSX : FCD.UN)

Firm Capital Property Trust 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 plan is to own as well as to co-own a diversified property portfolio of multi-residential, flex industrial, and net lease convenience retail. In addition to stand alone accretive acquisitions, the Trust will make joint acquisitions with strong financial partners and acquisitions of partial interests from existing ownership groups, in a manner that provides liquidity to those selling owners and professional management for those remaining as partners. Firm Capital Realty Partners Inc., through a structure focused on an alignment of interests with the Trust sources, syndicates and property and asset manages investments on behalf of the Trust.

FORWARD LOOKING INFORMATION

This press release may contain forward-looking statements. In some cases, forward-looking statements can be identified by the use of words such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "estimate", "predict", "potential", "continue", and by discussions of strategies that involve risks and uncertainties. The forward-looking statements are based on certain key expectations and assumptions made by the Trust. By their nature, forward-looking statements involve numerous assumptions, inherent risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts, projections and various future events will not occur. Although management of the Trust believes that the expectations reflected in the forward-looking statements are reasonable, there can be no assurance that future results, levels of activity, performance or achievements will occur as anticipated. Neither the Trust nor any other person assumes responsibility for the accuracy and completeness of any forward-looking statements, and no one has any obligation to update or revise any forward-looking statement, whether as a result of new information, future events or such other factors which affect this information, except as required by law.

This press release shall not constitute an offer to sell or the solicitation of an offer to buy, which may be made only by means of a prospectus, nor shall there be any sale of the Units in any state, province or other jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under securities laws of any such state, province or other jurisdiction. The Units of the Firm Capital Property Trust have not been, and will not be registered under the U.S. Securities Act of 1933, as amended, and may not be offered, sold or delivered in the United States absent registration or an application for exemption from the registration requirements of U.S. securities laws.

Certain financial information presented in this press release reflect certain non- International Financial Reporting Standards (“**IFRS**”) financial measures, which include NOI, Same Store NOI, FFO and AFFO. These measures are commonly used by real estate investment entities as useful metrics for measuring performance and cash flows, however, they do not have standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other real estate investment entities. These terms are defined in the Trust’s Management Discussion and Analysis (“**MD&A**”) for the year ended December 31, 2023 as filed on www.sedar.com.

For further information, please contact:

Robert McKee
President & Chief Executive Officer
(416) 635-0221

Sandy Poklar
Chief Financial Officer
(416) 635-0221

For Investor Relations information, please contact:

Victoria Moayedi
Director, Investor Relations
(416) 635-0221