



FIRM CAPITAL PROPERTY TRUST
QUARTERLY NEWSLETTER

Q1 2024 | March 31, 2024



Disciplined Investing • Capital Preservation

www.FirmCapital.com



Providing Investors with the Unique Opportunity to Own Real Estate in Partnership with Management, Trustees, and Industry Professionals

COMPANY OVERVIEW

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

The Trust will make strategic accretive acquisitions as follows:

- **Wholly-Owned acquisitions;**
- **Joint-Venture acquisitions** with strong industry leaders who retain property and asset management; and
- **Co-ownerships partial interest acquisitions** with existing owner groups and strong financial partners in a manner that provides liquidity to those selling and professional management for those remaining as partners.

In fact, only 9 of the Trust’s properties are 100% wholly-owned and the remaining 64 properties are co-owned with Senior Management, Trustees, and strategic partners.

The Trust focuses on acquiring the following diversified asset classes (financials as at Q1/2024):

- **Industrial:**
 - Comprised of approximately 1.4 million square feet with 94.5% occupancy and Net Rent of \$8.33 PSF (+6% YoY)
- **Grocery / Service Retail:**
 - Comprised of approximately 1.1 million square feet with 95.9% occupancy and Net Rent of \$18.96 PSF (+4% YoY)
- **Multi-Residential:**
 - Comprised of approximately 599 apartment units with 96.9% occupancy and Monthly Rent of \$1,448 per unit (+16% YoY)
- **Manufactured Home Communities (“MHCs”):**
 - Comprised of approximately 537 MHC pads with 100% occupancy and Monthly Rent of \$624 per MHC pad (+2% YoY)

KEY METRICS

TRADING HIGHLIGHTS*

Exchange/Tickers	TSX: FCD.UN
Distribution Yield	10.40%
Units Issued	36,925,682
Market Capitalization	\$184.6 million
Current Stock Price	\$5.00/Unit

*As at April 30, 2024

FINANCIAL HIGHLIGHTS Q1 2024

Portfolio Size	\$622 million
Monthly Distribution/Unit	\$0.0433
AFFO Payout Ratio	108%
Debt to GBV	52.2%

UNIT PRICE PERFORMANCE





DID YOU KNOW:

Investors have benefited from acquisitions through 9 distribution increases totaling \$0.17 per annum in the first nine years - a 49% increase from the initial distribution.



INVESTMENT HIGHLIGHTS

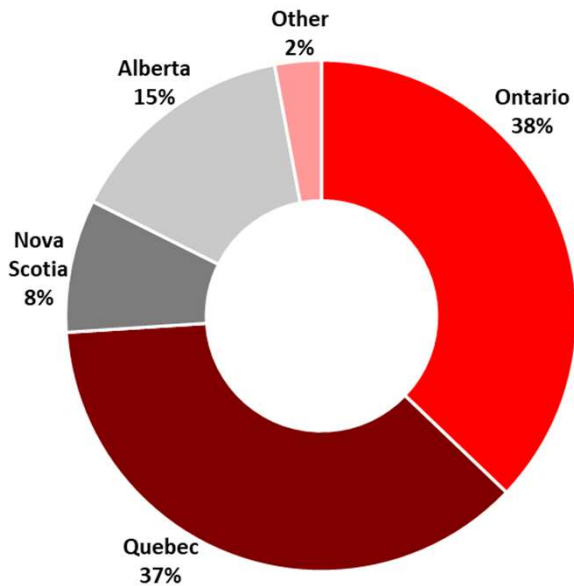
- Attractive & Responsible Leverage
- Experienced Management Team
- Strong alignment of interests
- Accretive acquisitions
- Distribution increases

BENEFITS TO UNITHOLDERS

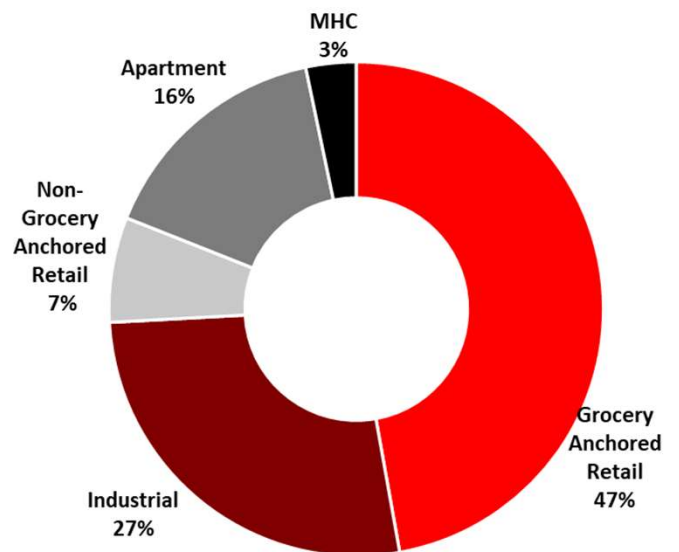
- Liquidity
- Strong balance sheet
- Great tenant quality
- Conservative leverage
- Compensation based on performance

PORTFOLIO OVERVIEW (BY NOI)

Portfolio by Province



Portfolio by Asset Class





INVESTMENT HIGHLIGHTS

Attractive Yield & Reasonable Leverage	<ul style="list-style-type: none"> • 10.40% Distribution Yield attractive relative to comparable REITs/REOCs • 65% LTV target on acquisitions (Max. 75% LTV; Current LTV 52%)
Experienced Management Team	<ul style="list-style-type: none"> • Partnership with a management team and trustees that have extensive experience in real estate acquisitions, management and finance • Externally managed – limited operating expense risk
Alignment Of Interests	<ul style="list-style-type: none"> • 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
Tax Efficient Vehicle For Vendors	<ul style="list-style-type: none"> • FCPT to purchase partial ownership interests for succession planning on a tax efficient basis
Accretive Acquisitions	<ul style="list-style-type: none"> • Initial acquisition of four properties from Calloway REIT for \$27.4MM • 50% acquisition of \$48.8MM, 25 property Montreal Industrial Portfolio • 70% acquisition of \$32.4MM, 26 property retail portfolio • 50% acquisition of \$11.2MM multi-residential complex • 70% acquisition of \$43.3MM, 4 property Waterloo Industrial Portfolio • 40% interest in The Whitby Mall and Thickson Place \$30.0MM • 100% interest in Moncton Retail \$4.7MM • 100% interest in grocery anchored retail \$26.0MM • 50% interest in Montreal Industrial Property \$11.0MM • 100% interest in Dartmouth multi-residential complex \$10.9MM • 50% interest in Crombie REIT JV \$41.6MM • 50% interest in First Capital JV \$159.5 MM • 50% interest in 2 Edmonton Industrial Properties \$11.4 MM • 50% interest in 2 Edmonton & Leduc Industrial Properties \$10.7 MM • 70% acquisition of \$24.96MM, multi-residential complex in Edmonton • 70% acquisition of \$18.2MM, multi-residential complex in Lower Sackville • 50% interest in Mountview Manufactured Housing Community \$17.3 MM • 50% interest in Hidden Creek Manufactured Housing Community \$10.7 MM • 100% interest in Woodstock & Stratford 3 Industrial Properties \$15.0 MM • 100% interest in Pointe Claire, QC Multi-Residential Property \$55.0 MM • 50% interest in Saint Laurent, QC Industrial Property \$6.3 MM • 50% interest in 6 building Edmonton, AB Industrial Properties \$36.3 MM • 50% interest in 2 building Edmonton, AB Industrial Properties \$6.2 MM • 50% interest in Parkhill Manufactured Housing Community \$3.1 MM • 50% interest in Skyview Manufactured Housing Community \$2.6 MM



QUARTERLY FINANCIAL HIGHLIGHTS

In CAD\$ millions, unless per unit or % amounts	Quarter Ended Mar. 31, 2024	Quarter Ended Dec. 31, 2023	Quarter Ended Mar. 31, 2023
NOI	\$9.3	\$9.5	\$9.2
AFFO/Unit	\$0.120	\$0.128	\$0.108
NAV/Unit	\$7.62	\$7.48	\$7.65
Distributions/Unit	\$0.130	\$0.130	\$0.130
AFFO Payout Ratio	108%	101%	121%
Leverage	52%	53%	52%
Portfolio Size	\$622	\$618	\$621



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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, risk of rising interest rates, acquisition/disposition capitalization rates are stable, competition for acquisition or disposition of commercial properties and residential apartments remains intense, and equity and debt markets continue to provide access to capital. These assumptions, although considered reasonable by the proposed investment entity at the time of preparation, may prove to be incorrect.

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