



(Listed 11/2012)



Firm Capital Property Trust

Investor Presentation – Q4 2024

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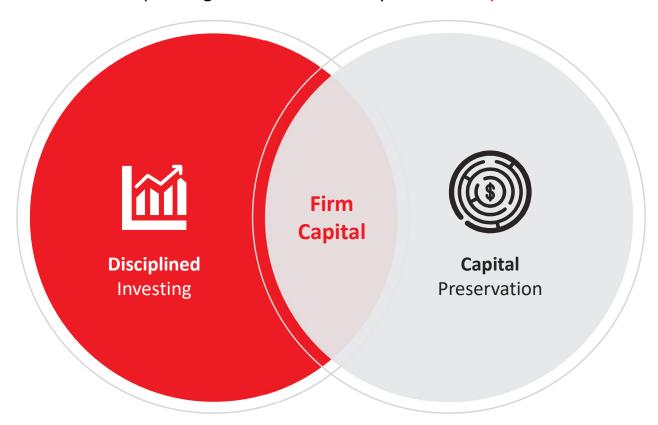
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Introduction



Firm Capital operates as a boutique real estate and financial services equity investment company deploying capital opportunistically between debt and equity in the real estate private and public markets across Canada and the U.S.

Operating in the same industry for over 35 years



KEY DIFFERENTIATOR OF THE FIRM CAPITAL PROPERTY TRUST:

Provides Investors with the Unique Opportunity to Own Real Estate in Partnership with Industry Professionals





Since inception in 1988,

Firm Capital has established an exceptional track record demonstrated by past performance and prides itself on its risk management abilities to protect and preserve capital, while acting as a disciplined investor.

PROFICIENT SERVICES PROVIDED BY FIRM CAPITAL:

- Mortgage Lending
- Real Estate Ownership
- Special Situation Investments
- Activist and Innovative Investor
- Principal Investor Along the Full Capital Stack
- Capital Partnership
- Loan Servicing, Property Management & Investor Asset Management

Firm Capital Advantage

Investing Integrity



EXPERIENCE MATTERS

Experienced team managing debt and real estate throughout a real estate cycle

35+ year track record with management industry experience in excess of 100 years

DIRECT INVESTMENTS

Strong alignment of interest through direct investment in assets by management team and board members currently greater than 50%

PUBLIC ENTITIES

Public entities provide transparency, safety & liquidity and are governed by rigid investment & operating policies



DISCIPLINED INVESTING

Disciplined investing focused on capital preservation & consistent returns

PROVEN TRACK RECORD

Long term track record creating value with attractive yields for investors

Investment Highlights



Stable & Growing Cash Flows	 9.11%* distribution yield +65% Return of Capital expected for 2025 distributions (currently approximately \$0.18/unit capital gains) Increased distributions 9 times over the last 11 years, rising from \$0.35/Unit per annum to \$0.52/Unit per annum (a 49% increase) NAV/Unit has increased from \$4.84/Unit in 2012 to \$7.83/Unit (a 62% increase) AFFO Payout ratio slightly decreased to 100% for Q4/2024 from 101% over the same period in 2023
Enhanced Scale Through Accretive Acquisitions	 The Trust's portfolio is comprised of 64 commercial properties with a total GLA of 4.4 million square feet (2.55 million square feet on an owned interest basis), interests in 5 apartment complexes comprised of 599 apartment units and 4 Manufactured Housing Communities containing 537 units located across Canada
Strategic Diversification & Acquisitions	 Acquiring diversified asset classes (Industrial, Grocery/Service Retail, Multi-Residential, and Manufactured Home Communities) Strategic accretive acquisitions: Partner with strong industry leaders who retain property and asset management Co-ownerships with existing owner groups through partial acquisitions Wholly-Owned acquisitions
Alignment of Interests	 Provides investors with a unique opportunity to own real estate in partnership with management, trustees, and industry professionals Over 11% of Trust Units currently held by Trustees and insiders Senior Management of the Trust and its Trustees have direct ownership interest in over 50% of the Trust's assets 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
Trades on the TSX (*as of March 31, 2025)	 TSX: FCD.UN CAD\$5.71/Unit Market Capitalization CAD\$210.8 Million

Benefit to Unitholders

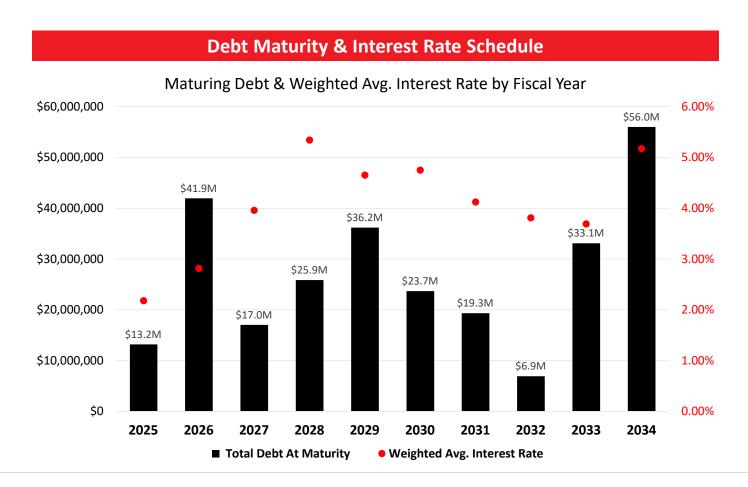


Liquidity	 Daily trading volume in excess of 24,500 units per day
Strong Balance Sheet	 Debt to GBV approximately 51% Approximately \$19.0MM available on credit facility The Trust has 3 unencumbered properties to address further capital requirements if needed. This financial flexibility provides the Trust with significant liquidity to fund its operations and capital programs without needing to raise additional equity
Strong Tenant Quality	 Strong roster of credit tenants More than 49% of retail properties are either grocery anchored, or shadow anchored
Embedded Growth	 Industrial Portfolio – Ontario and Montreal Industrial portfolios, have significant income growth on lease maturity Retail Portfolio – Achieving 10-15% growth on lease maturity Residential Portfolio – Ontario and Nova Scotia capped Alberta and Quebec are uncapped

Mortgage Re-Financing Update & Contractual Obligations



- The Trust was able to refinance or repay in full all 2024 mortgage maturities.
- Going forward, the Trust has only \$13.2 million and \$41.9 million or 4.3% and 13.8% of its total outstanding mortgages coming due in 2025 and 2026, respectively.
- Senior management is currently in active discussions with its lenders regarding the 2025 maturities and does not anticipate any refinancing issues to occur.





The Trust Owns the Following Asset Classes:



Portfolio Overview

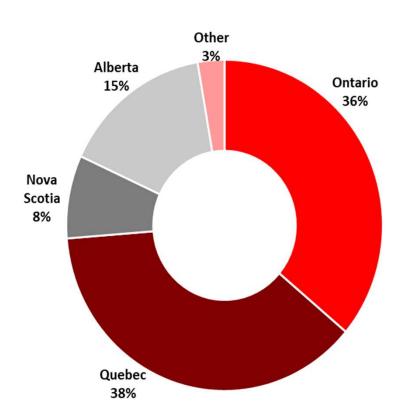


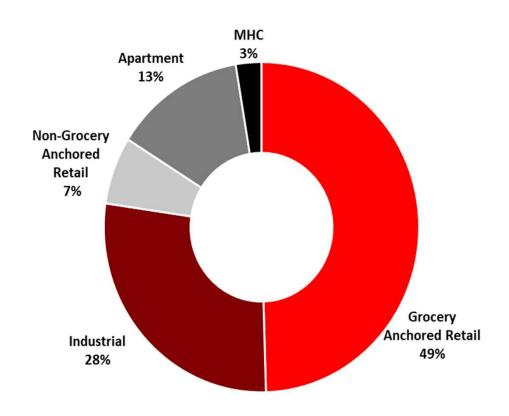
Portfolio by Province

Portfolio by Asset Class

(by NOI)







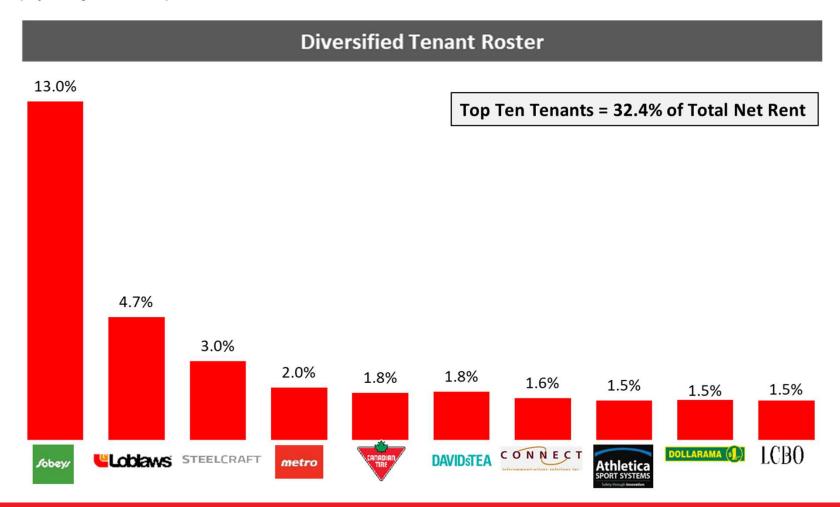
Portfolio is Diversified Across Geographies, Asset Classes and Tenants

Tenant Summary



Top Ten Commercial Tenants

(by % of net rent)



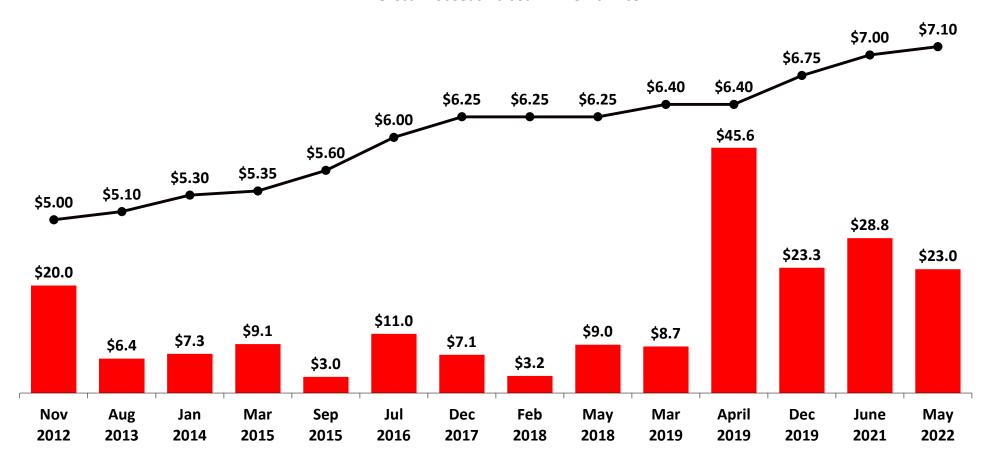
Largest Tenant Contributes 13.0% of Net Rent and Top 10 Tenants Comprise 32.4% of Net Rent



Equity Financings & Unit Issue Price

(\$ millions, except unit price data)

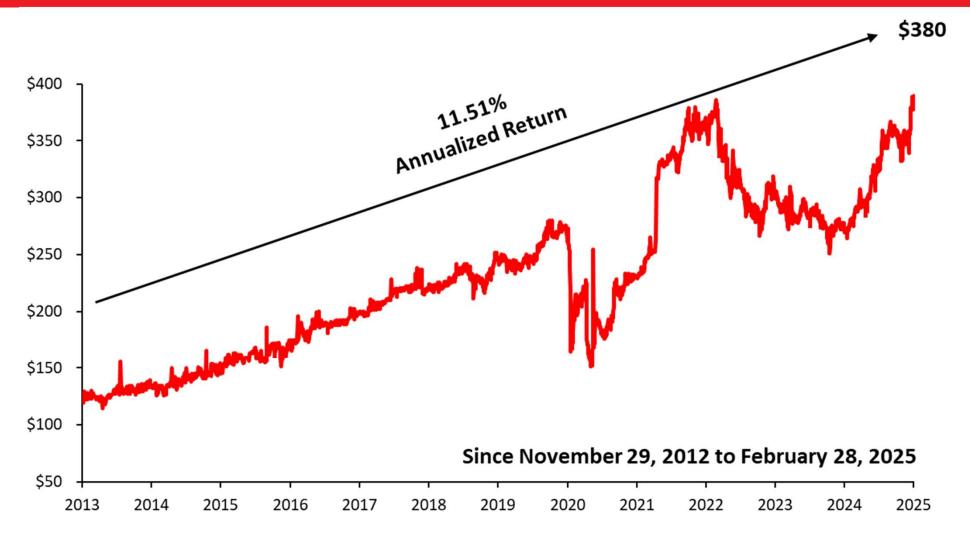
■Gross Proceeds Raised ◆Unit Price



Equity Issued At Successively Higher Prices



Since Inception, a \$100 Investment in FCPT Would be Worth \$380 Today!

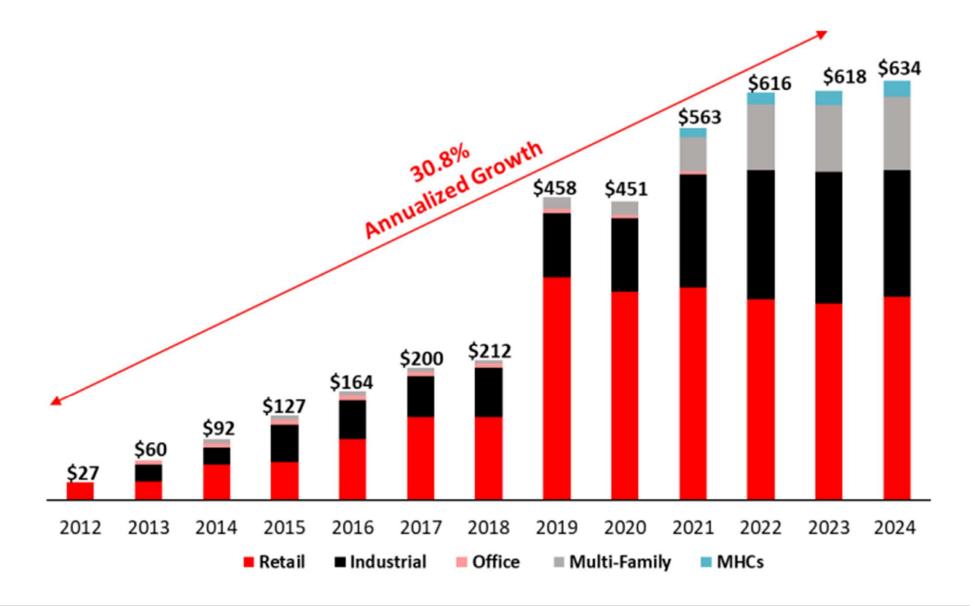


Note: Annualized Total Return on Investment includes stock price plus accumulated distributions from inception of November 29, 2012 to February 28, 2025.

Portfolio Growth

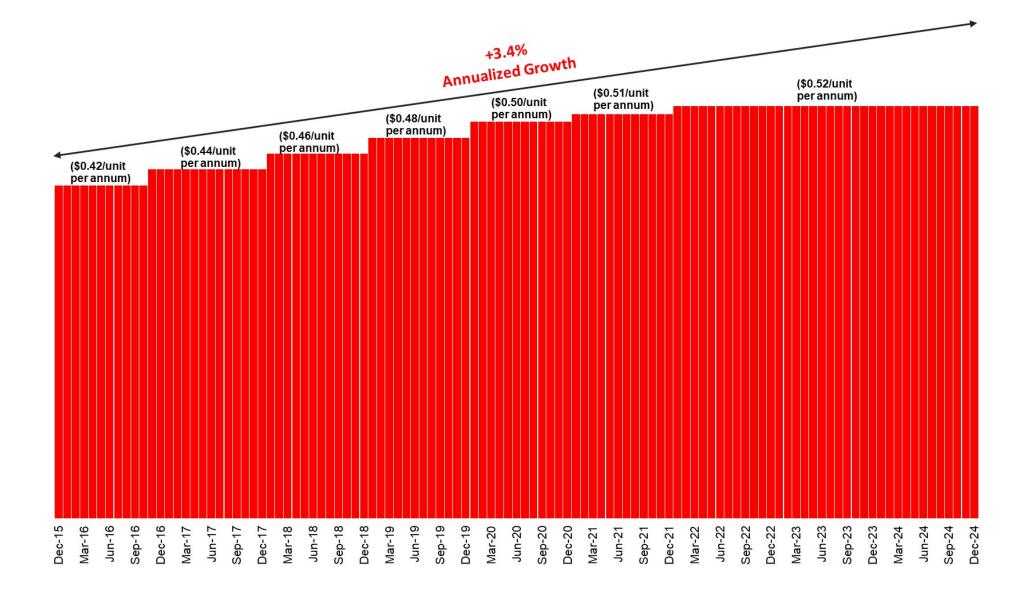
(Asset Value \$ Millions)





Distribution Growth

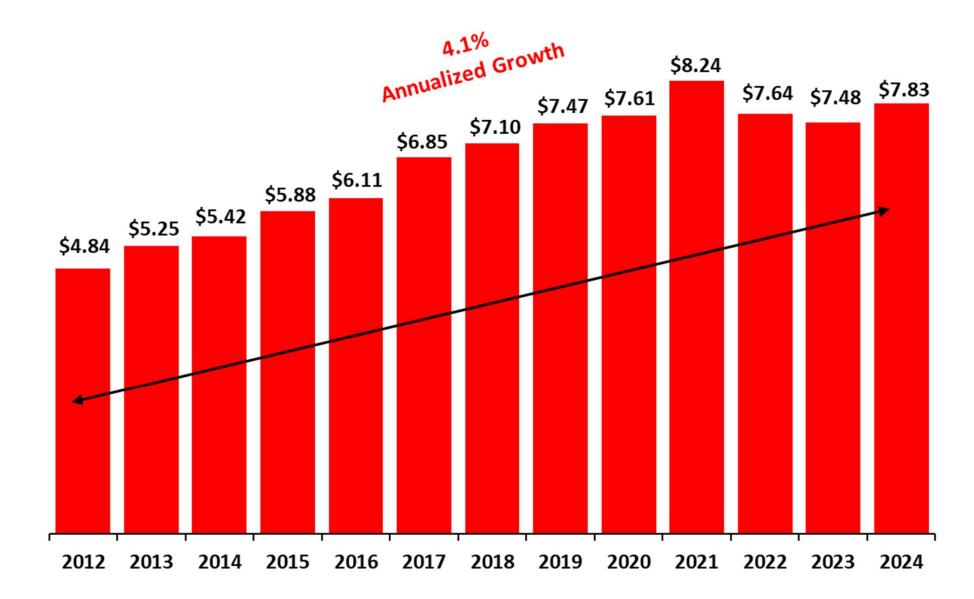




Net Asset Value Growth







Tax Deferral Opportunity



The Trust is highly tax efficient with a Return of Capital component.

	TAX YEAR				
	2024	2023	2022	2021	2020
RETURN OF CAPITAL	85%	88%	91%	48%	100%
CAPITAL GAINS	15%	11%	9%	52%	0%
TOTAL	100%	100%	100%	100%	100%
CAPITAL GAINS @ 50% TAX	7.5%	6%	4%	26%	0%
RETURN OF CAPITAL	85%	88%	91%	48%	100%
TOTAL TAX EFFICIENCY	92.5%	94%	96%	74%	100%

Q4 2024 Financial Highlights



(\$ millions, except per unit or % amounts)

	Quarter Ended	Quarter Ended	Quarter Ended
Metric	Dec. 31, 2024	Sept. 30, 2024	Dec. 31, 2023
NOI	\$9.8	\$9.7	\$9.5
AFFO/Unit	\$0.130	\$0.130	\$0.128
NAV/Unit	\$7.83	\$7.82	\$7.48
Distributions/Unit	\$0.130	\$0.130	\$0.130
AFFO Payout Ratio	100%	100%	101%
Leverage	51%	51%	53%
Portfolio Size	\$634	\$633	\$618



elve Months Ended
E

Dec. 31, 2024

Dec. 31, 2023

	DCC. 31, 2024	DCC. 31, 2023	
Investment Portfolio	Rent	Rent	Change
Retail ⁽¹⁾	\$18.84	\$18.81	+0.2%
Industrial ⁽¹⁾	\$9.12	\$8.16	+12%
Multi-Residential ⁽²⁾	\$1,604	\$1,405	+14%
Manufactured Home Communities ⁽²⁾	\$671	\$612	+10%

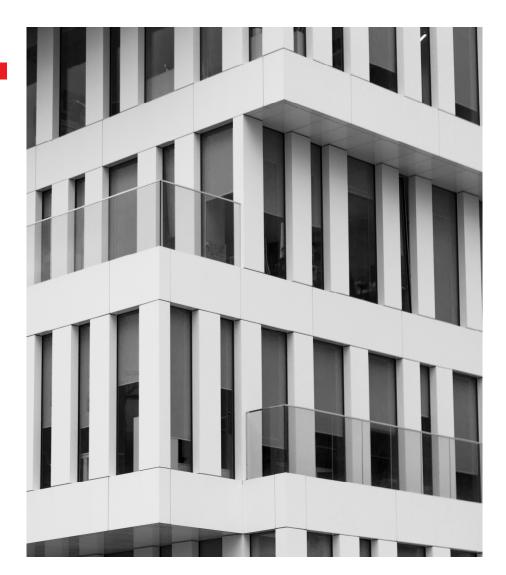
⁽¹⁾ Rent per square foot.

⁽²⁾ Rent per month.

2025 Outlook



- The Trust will continue to monitor and assess the segments of the economy that affect the Trust's performance.
- While recent economic indicators are pointing to the end of the inflationary environment we are facing, a new threat in tariffs from the United States. These tariffs are creating significant uncertainty in the Canadian economy and there is no clear indication on how long the tariffs will be in place.
- The Bank of Canada has continued the easing cycle by reducing the overnight rate to 2.75% with at least one more rate cut expected this year. The Bank of Canada is not giving a clear signal of how far interest rates will be decreased and to what frequency to stimulate the economy. While the previous interest rate environment affected our cash flows, we continue to see this effect mitigated by increased revenues through rising rental rates across most of our portfolio.
- While Canadian industrial markets have generally cooled off, we continue to see reasonable demand and higher rental rates on renewals across our Ontario and Quebec industrial portfolios. Overall, the Trust's in place rental rates are still significantly below prevailing market rates across these portfolios. Also, we continue to see strong demand for space across our convenience retail portfolio that is generating increasing cash flows.
- Even in the current interest rate environment, mortgage interest rates are still extremely attractive and in line with our average mortgage current
 face interest rates across the portfolio. Currently, the Trust has been successful in refinancing and increasing the principal balances on its renewing
 mortgages that will reduce our revolving credit facilities and enhance the Trust's liquidity. As always, management is focused on proactively
 managing the Trust's finance costs.
- The Trust has boosted its liquidity in 2024 with higher loan proceeds from mortgage refinancings. The Trust has enough capital to meet operational needs through 2025 and fund potential acquisitions and development projects. Maintaining a leverage ratio that is appropriate for the Trust is an essential part of our long-term strategy. At the end of Q4/2024, the Trust had an overall conservative leverage ratio of 51%, slightly below our desired range of 55% to 65%.
- Net Asset Value should continue to rise driven by NOI growth.
- AFFO Payout Ratio improved slightly to 100% for Q4/2024, compared to the 101% for Q4/2023.
- Management will opportunistically evolve the portfolio to increase long-term value and stability. Asset growth through acquisitions during 2025 will be below target until unit price improves.
- The Trust declared and approved monthly distributions in the amount of \$0.0433 per Trust Unit for Unitholders of record on January 31, 2025 through to June 30, 2025.





APPENDICES

- 1. Acquisition History
- 2. Board of Trustees
- 3. Management Team
- 4. Contact Information
- 5. Disclaimer

Acquisition History



					PROPERTY
Acquisition	Asset Class	Acquisition Date	GLA (sq. ft.) Based on FCPT % Interest ²	FCPT Interest Acquired (%)	Acquisition Price (@100%, millions)
Bridgewater, NS	Retail	Nov-2012	46,903	100%	\$9.1
Brampton, ON	Retail	Nov-2012	36,137	100%	\$11.4
Hanover, ON	Retail	Nov-2012	19,874	100%	\$4.0
Pembroke, ON	Retail	Nov-2012	11,247	100%	\$1.7
Centre Ice Portfolio	Retail	Jun-2014	111,740	70%	\$32.2
Whitby, ON	Retail / Office	Jun-2016	152,946	40%	\$35.8
Whitby, ON	Retail	Sep-2016	41,942	40%	\$39.5
Moncton, NB	Retail	Nov-2016	16,372	100%	\$4.7
Guelph, Ontario	Retail	Nov-2017	116,236	100%	\$26.0
Crombie Portfolio JV	Retail	Feb-2019	148,188	50%	\$83.2
First Capital Portfolio JV	Retail	May-2019	511,248	50%	\$266.0
Saint Alberta, AB	Retail	Jul-2019	52,748	50%	\$46.4
Barrie, ON	Office	Mar-2013	39,495	100%	\$6.7
Montreal, QC	Industrial	Aug-2013	515,048	50%	\$48.2
Waterloo, ON	Industrial	Jul-2015	358,174	70%	\$43.3
Montreal, QC	Industrial	Oct-2018	79,582	50%	\$11.0
Edmonton, AB	Industrial	Oct-2019	48,259	50%	\$11.4
Edmonton and Leduc, AB	Industrial	Mar-2020	45,174	50%	\$10.7
Woodstock & Stratford, ON	Industrial	Nov-2021	191,874	100%	\$15.0
Saint Laurent, QC	Industrial	Mar-2022	17,306	50%	\$6.3
Edmonton, AB	Industrial	April-2022	117,212	50%	\$36.3
Edmonton, AB	Industrial	Dec-2022	68,000	50%	\$6.2
Ottawa, ON	Multi-Family	Nov-2014	135 units	50%	\$11.2
Dartmouth, NS	Multi-Family	Jan-2019	69 units	100%	\$10.7
Edmonton, AB	Multi-Family	May-2021	128 units	70%	\$25.0
Lower Sackville, NS	Multi-Family	May-2021	132 units	70%	\$18.2
Pointe Claire, QC	Multi-Family	Jan-2022	135 units	100%	\$55.0
Calgary, AB	МНС	Mar-2021	181 units	50%	\$17.3
McGregor, ON	МНС	Aug-2021	242 units	50%	\$10.7
Peterborough, ON	МНС	Feb-2023	56 units	50%	\$3.1
Trenton, ON	МНС	Feb-2023	58 units	50%	\$2.6
Total ¹			2,745,213 Sq. Ft. / 1,136 units		\$908.9

⁽¹⁾ Does not reflect current portfolio due to dispositions.(2) Unit count based on 100% ownership

Board of Trustees



		PROPERTY
	Stanley Goldfarb Chairman, Independent Trustee	 CEO of Goldfarb Management Services Limited Chairman & Director of Firm Capital Mortgage Investment Corporation (TSX: FC)
rustees	Geoffrey Bledin Independent Trustee	 Director of Mortgage Investment Corporation (TSX:FC) Chairman & Trustee of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) Chairman & Trustee of Firm Capital Private Equity Realty Trust Past President and CEO of Equitable Trust Company Former Partner with Price Waterhouse
Independent Trustees	Howard Smuschkowitz Independent Trustee	 Corporate Director President of Total Body Care Inc. & JRS Capital Management Former President of Homeland Self Storage
Indepo	Jeffrey Goldfarb Independent Trustee	 Trustee of Firm Capital Private Equity Realty Trust Retired Partner of PricewaterhouseCoopers
	Larry Shulman Independent Trustee	 Independent Director of Firm Capital Mortgage Investment Corporation (TSX:FC) Retired Senior Partner of Goldfarb, Shulman, Patel & Co.
	Manfred Walt Independent Trustee	 CEO of Walt & Co. Inc., a consultant to the Reichmann Family Trustee of Killam Apartment REIT (TSX: KMP.U)
	Eli Dadouch Vice Chairman	 Founder, President & CEO of Firm Capital organization President & CEO of Firm Capital Mortgage Investment Corporation (TSX: FC) Vice-Chairman of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) CEO & Vice-Chairman of Firm Capital Private Equity Realty Trust
Si	<mark>Jonathan Mair</mark> Trustee	 Vice President, Mortgage Banking of Firm Capital Corporation COO, Senior VP and Director of Mortgage Investment Corporation (TSX:FC) Trustee of Firm Capital Private Equity Realty Trust
rustee	Robert McKee Trustee	 President & CEO of Firm Capital Property Trust (TSX: FCD.UN) Past Trustee of True North Apartment REIT (TSX:TN.UN)
Executive Trustees	Sandy Poklar CFO & Trustee	 COO and Managing Director, Capital Markets & Strategic Developments of Firm Capital Corporation EVP & Managing Director, Finance of Firm Capital Mortgage Investment Corporation (TSX: FC) CFO and Trustee of Firm Capital Property Trust (TSX: FCD.UN) President, CEO & Trustee of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) COO & Co-CIO of Firm Capital Private Equity Realty Trust Trustee of True North Commercial REIT (TSX: TNT.UN)
	Victoria Granovski Trustee	 Vice President, Mortgage Operations of Firm Capital Corporation Director & SVP, Credit & Equity Capital of Firm Capital Mortgage Investment Corporation (TSX: FC)

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

Management Team



Robert McKee President & CEO	 Managing Director - Firm Capital Realty Partners Inc. since October 2008 President & CEO of Firm Capital Property Trust (TSX: FCD.UN) Former Trustee of True North Apartment REIT (TSX:TN.UN) Formerly with TD Securities - Real Estate Investment Banking Group
Sandy Poklar Chief Financial Officer	 COO and Managing Director, Capital Markets & Strategic Developments of Firm Capital Corporation EVP, Finance of Firm Capital Mortgage Investment Corporation (TSX: FC) CFO and Trustee of Firm Capital Property Trust (TSX: FCD.UN) President, CEO & Trustee of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) COO & Co-CIO of Firm Capital Private Equity Realty Trust Trustee of True North Commercial REIT (TSX: TNT.UN) Former investment banking and equity research roles with Macquarie Capital, TD Securities, and Canaccord Genuity
Eli Dadouch Vice Chairman & Co-Chief Investment Officer	 Founder, President & CEO of Firm Capital Organization President, CEO and Director of Firm Capital Mortgage Investment Corporation (TSX:FC) Vice-Chairman of Firm Capital Apartment REIT (TSXV: FCA.U/FCA.UN) CEO & Chairman of Firm Capital Private Equity Realty Trust President and CEO of FCPT's Asset and Property Manager Director, Global Risk Institute in Financial Services
Jonathan Mair Co-Chief Investment Officer	 Vice President, Mortgage Banking of Firm Capital Corporation COO, SVP and Director of Firm Capital Mortgage Investment Corporation (TSX: FC) Co-CIO & Trustee of Firm Capital Property Trust (TSX: FCD.UN) Trustee of Firm Capital Private Equity Realty Trust Former Vice-President of KPMG Inc. from 1993 to 1997



OUR **CORE** PRINCIPLES



TRUST

Our partners, investors and clients can trust Firm Capital to execute on our commitment.



INNOVATION

Firm Capital brings an innovative approach to structuring a transaction.



RELATIONSHIPS

Firm Capital builds strong, longterm relationships with its partners, investors and clients.

Firm Capital is a real estate private equity investment firm and alternative investment manager based in Toronto, Canada. Since 1988, Firm Capital has focused on deploying proprietary and managed capital opportunistically between debt and equity investments in the private and public real estate markets. The organization has established an exceptional track record of successfully lending, financing, owning, investing, joint venturing and managing real estate all across Canada and parts of the US. Firm Capital focuses on a simple culture and goal: to be a client driven organization with impeccable integrity focused on preservation of capital through disciplined tactical investing at the same time as building long term relationships.

FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

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Chief Financial Officer

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Eli Dadouch

Vice Chairman, Co-CIO

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Director, Investor Relations & Compliance Officer

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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, if applicable, the trading price of the securities, lack of availability of acquisition or disposition opportunities for the investment entity proposed herein 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, 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.

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 time.

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