2018
ANNUAL GENERAL MEETING

May 10, 2018

MELCOR | REIT

AGENDA

- **FORMAL BUSINESS**
  - Introductions
  - Call to Order
  - Presentation of Financial Statements
  - Appointment of Auditors
  - Fixing the Size of the Board
  - Election of Trustees
- **MANAGEMENT PRESENTATION**
- **Q&A**

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YOUR TRUSTEES

Brian Hunt
Calgary, AB

Patrick Kirby
Edmonton, AB

Don Lowry
Edmonton, AB

Andy Melton
Calgary, AB

Larry Pollock
Edmonton, AB

Darin Rayburn
Edmonton, AB

Ralph Young
Edmonton, AB

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YOUR EXECUTIVE TEAM

Andy Melton
President & Chief Executive Officer

Years with Melcor: **33**
Industry Experience: **35+**

Naomi Stefura
Chief Financial Officer

Years with Melcor: **9**
Industry Experience: **11**

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TRUSTEE NOMINEES

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Patrick Kirby
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Don Lowry
Edmonton, AB

Andy Melton
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Larry Pollock
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MANAGEMENT PRESENTATION

Naomi Stefura
Chief Financial Officer

Andrew Melton
Chief Executive Officer

- **2017 Financial Results**
- **Reflection on 5 Years**
- **Melcor REIT Today**
- **The REIT Advantage**
- **Q&A**

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2017 FINANCIAL HIGHLIGHTS

NAOMI STEFURA, CFO

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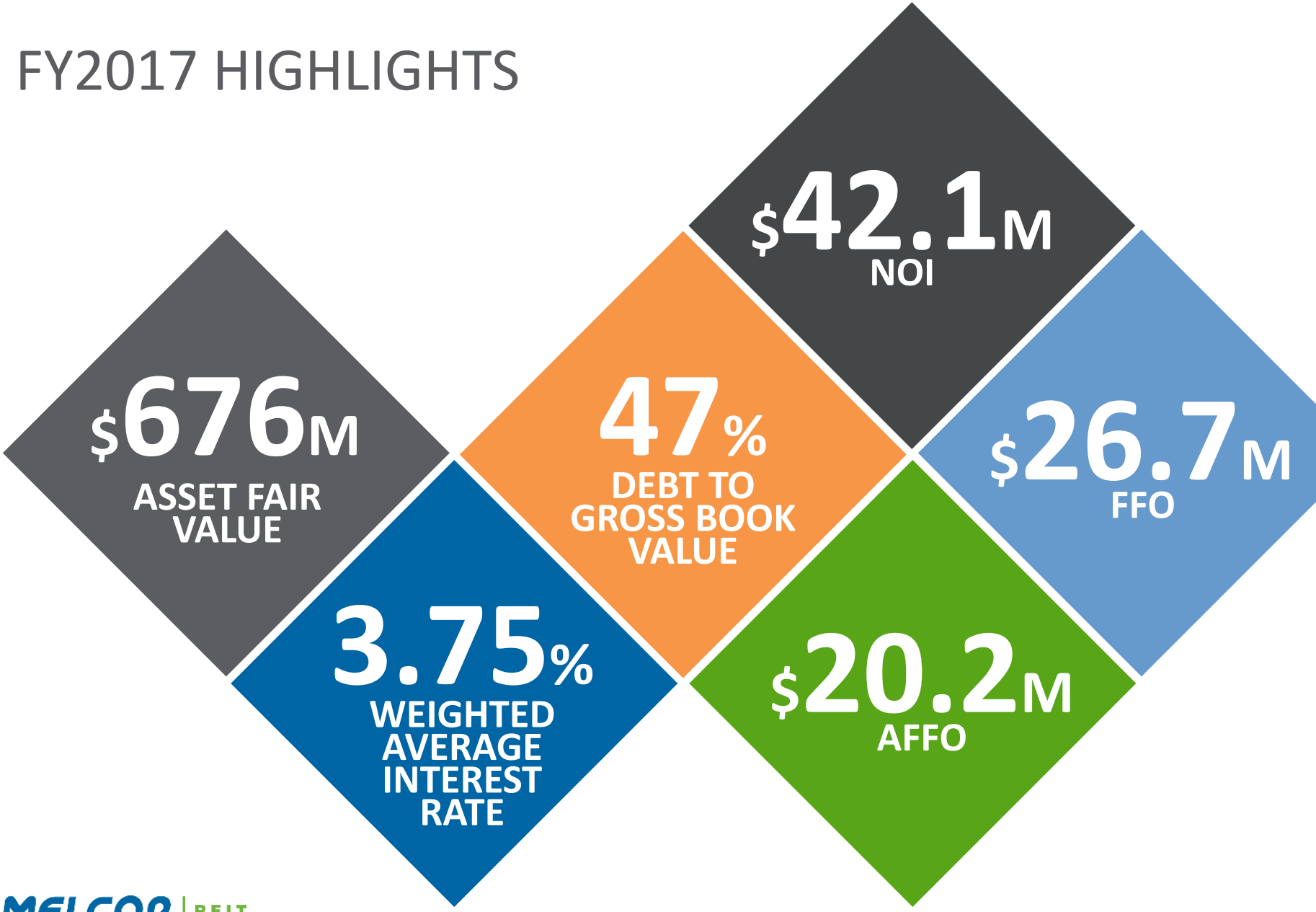
FORWARD-LOOKING STATEMENTS

This presentation may contain forward-looking statements. Forward-looking statements are disclosures regarding possible events, conditions, or results of operations that are based on assumptions about future economic conditions, courses of action and include future-oriented financial information. These statements represent Melcor REIT's intentions, plans, expectations, and beliefs and are based on our experience and our assessment of historical and future trends, and the application of key assumptions relating to future events and circumstances. Forward-looking statements may involve, but are not limited to, comments with respect to our strategic initiatives for 2018 and beyond, future development plans and objectives, targets, expectations of the real estate, financing and economic environments, our financial condition or the results of or outlook of our operations.

By their nature, forward-looking statements require assumptions and involve risks and uncertainties related to the business and general economic environment, many beyond our control. There is significant risk that the predictions, forecasts, valuations, conclusions or projections we make will not prove to be accurate and that our actual results will be materially different from targets, expectations, estimates or intentions expressed in forward-looking statements. We caution readers of this document not to place undue reliance on forward-looking statements. Assumptions about the performance of the Canadian and US economies and how this performance will affect Melcor REIT's business are material factors we consider in determining our forward-looking statements. For additional information regarding material risks and assumptions, please see the discussion under Risk Factors throughout our annual MD&A.

Readers should carefully consider these factors, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements. Except as may be required by law, we do not undertake to update any forward-looking statement, whether written or oral, made by the company or on its behalf.

FY2017 HIGHLIGHTS



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MANAGEMENT PRESENTATION

Naomi Stefura
Chief Financial Officer

Andrew Melton
Chief Executive Officer

- **2017 Financial Results**
- **Reflection on 5 Years**
- **Melcor REIT Today**
- **The REIT Advantage**
- **Q&A**

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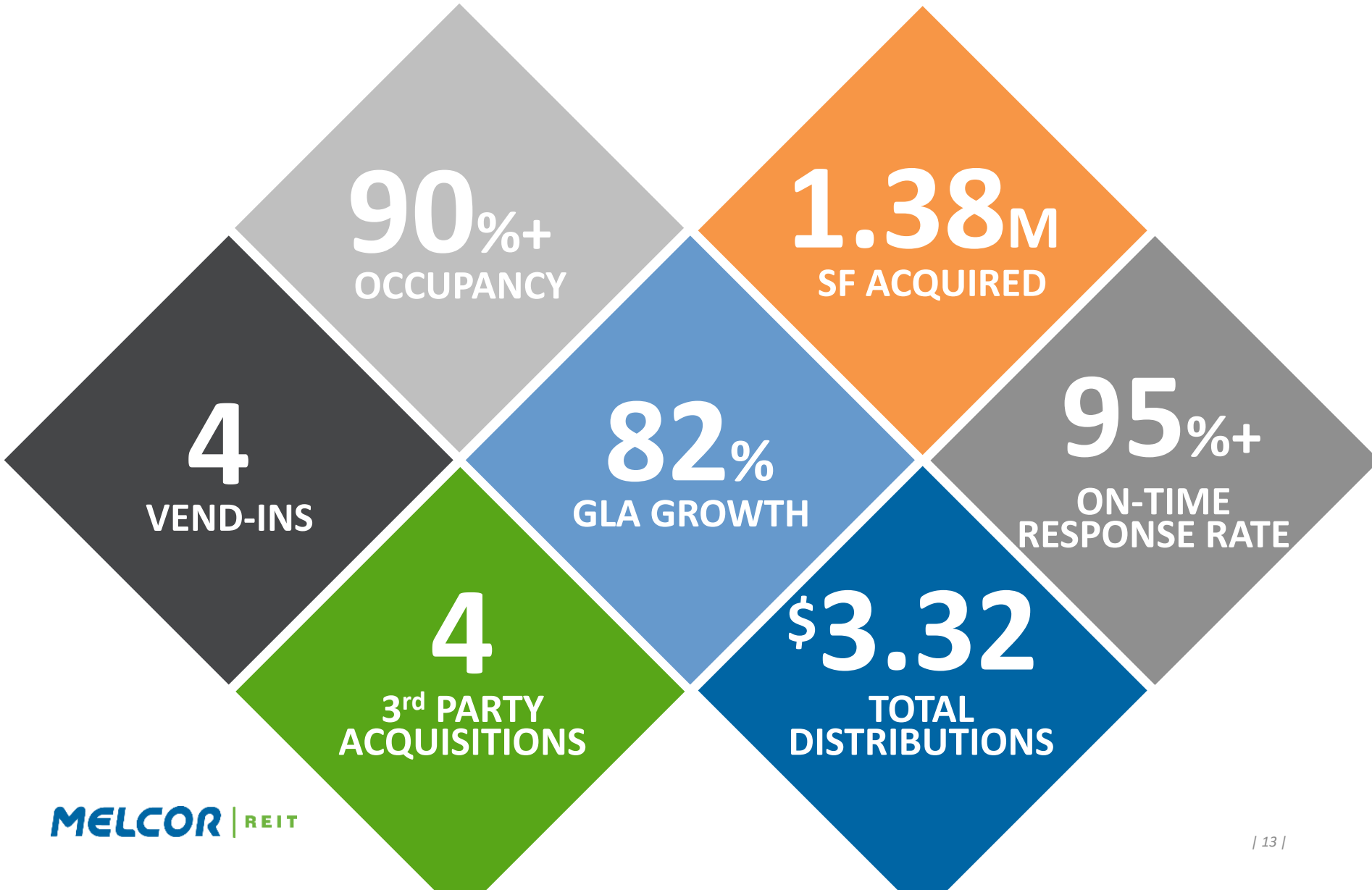
5 YEARS OF MELCOR REIT



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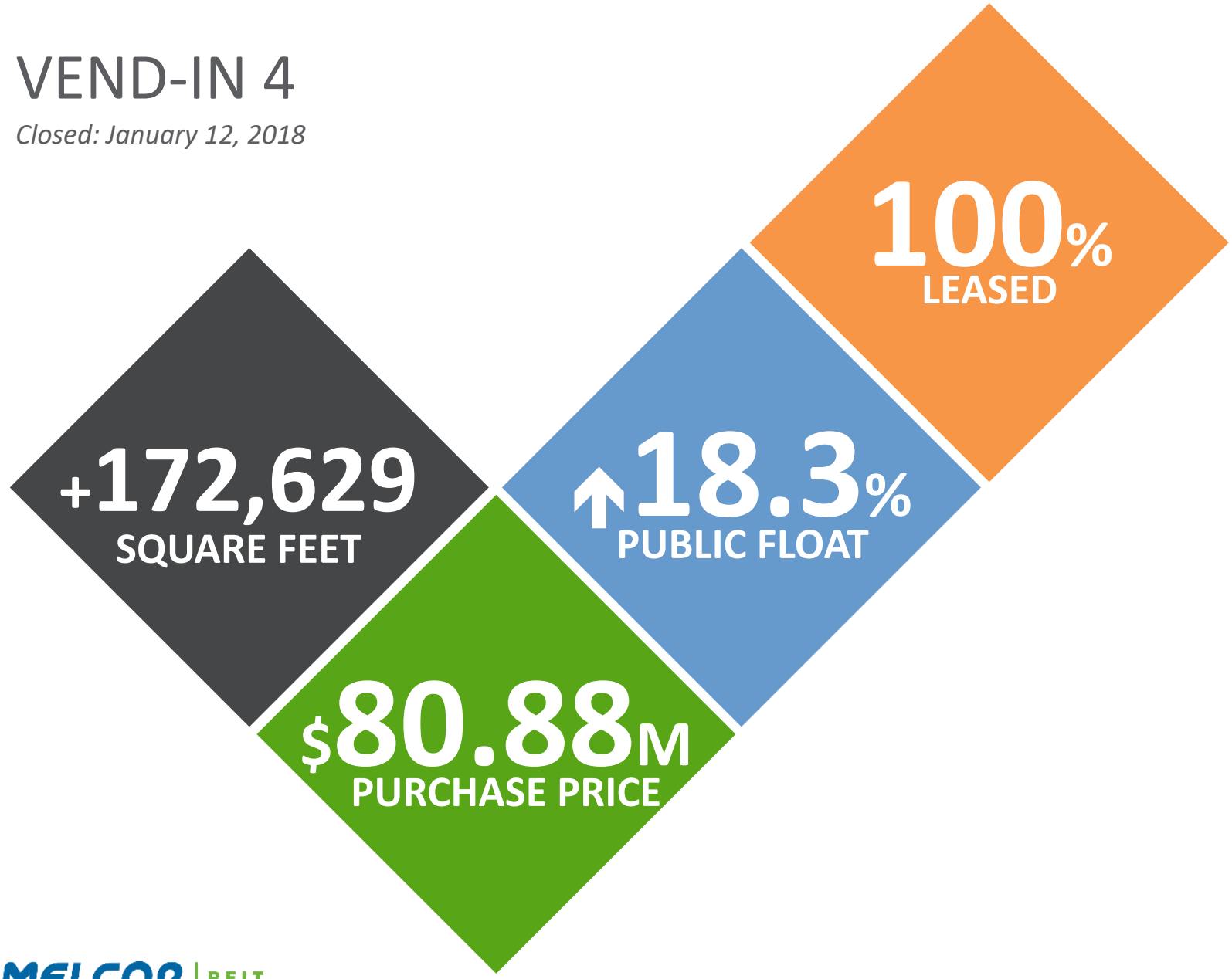
VEND-IN 4

Closed: January 12, 2018



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MELCOR REIT TODAY

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WHO WE ARE

36
ASSETS

$67m
2017 REVENUE

91%
OCCUPANCY

$724m
ASSET VALUE

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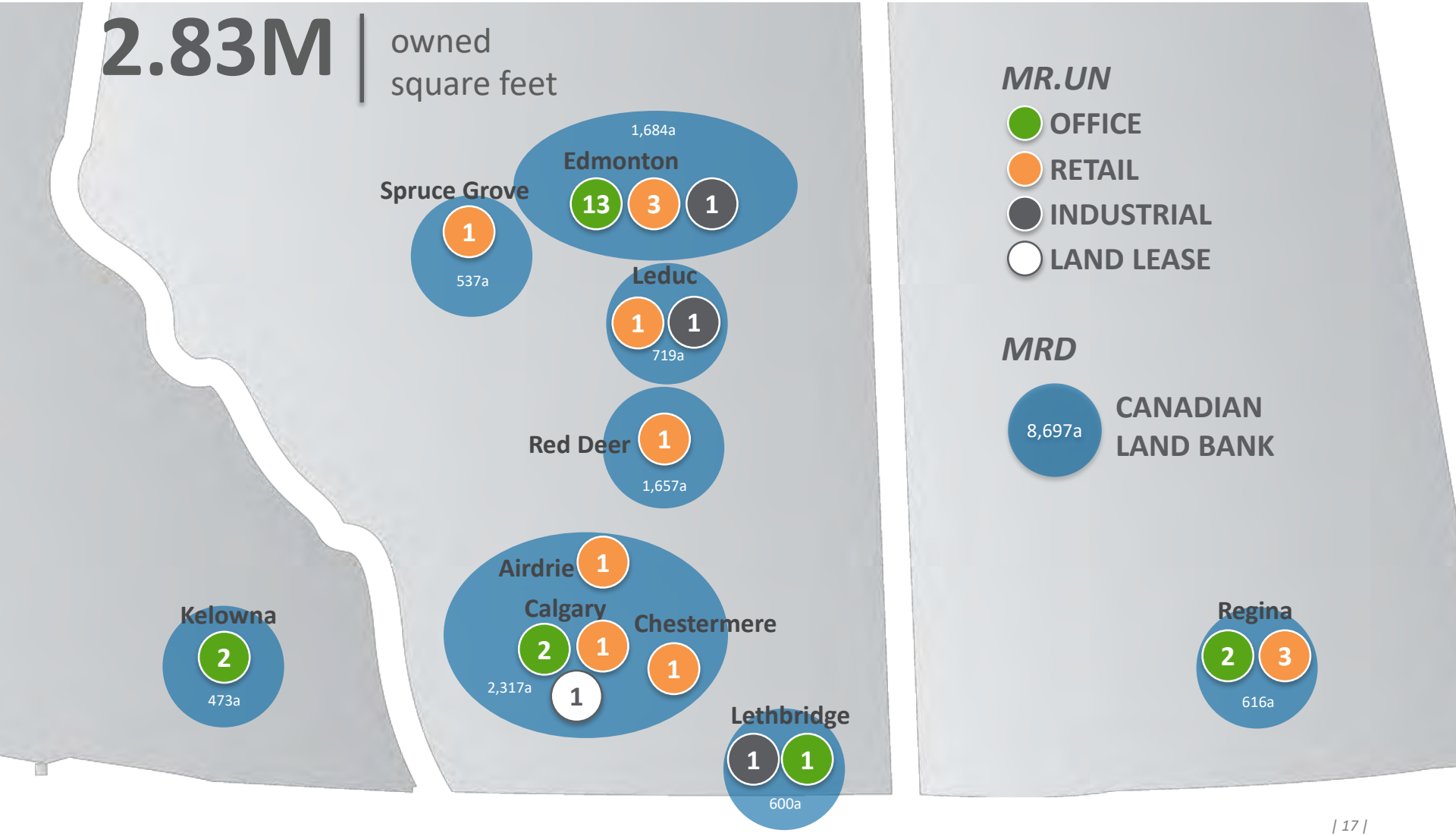
REIT PROPERTY PORTFOLIO



THE REIT ADVANTAGE

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LANDLORD OF CHOICE

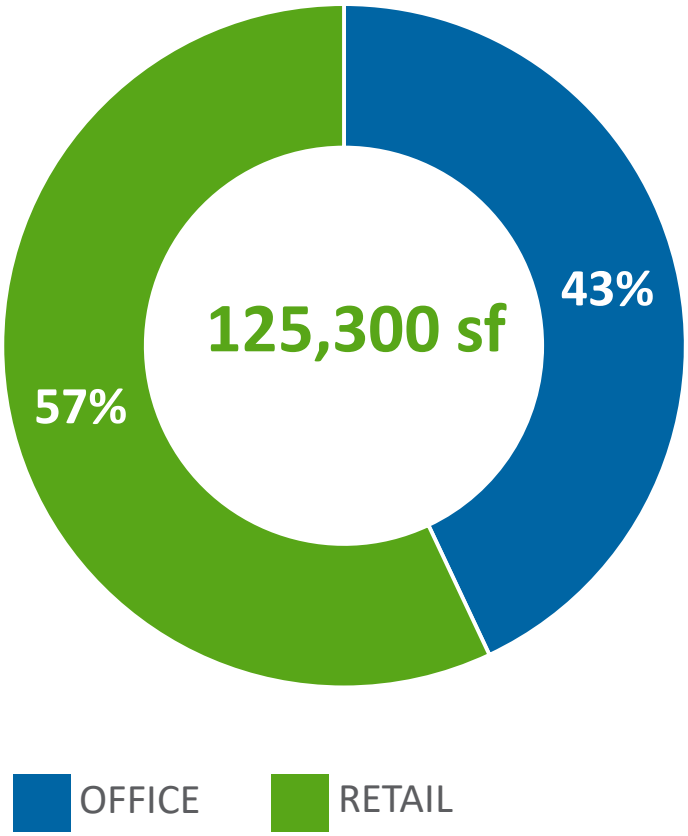
99%
ON TIME RESPONSE

STRATEGIC LEASING

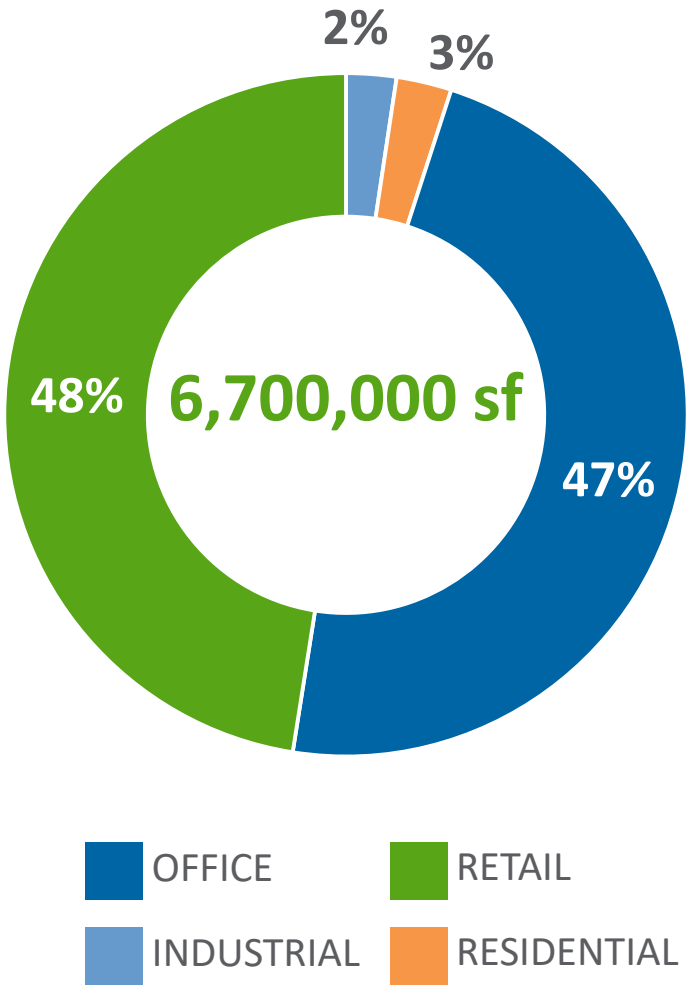
81%
RENEWALS & NEW DEALS

GROWTH PIPELINE

Under Development



Future Development



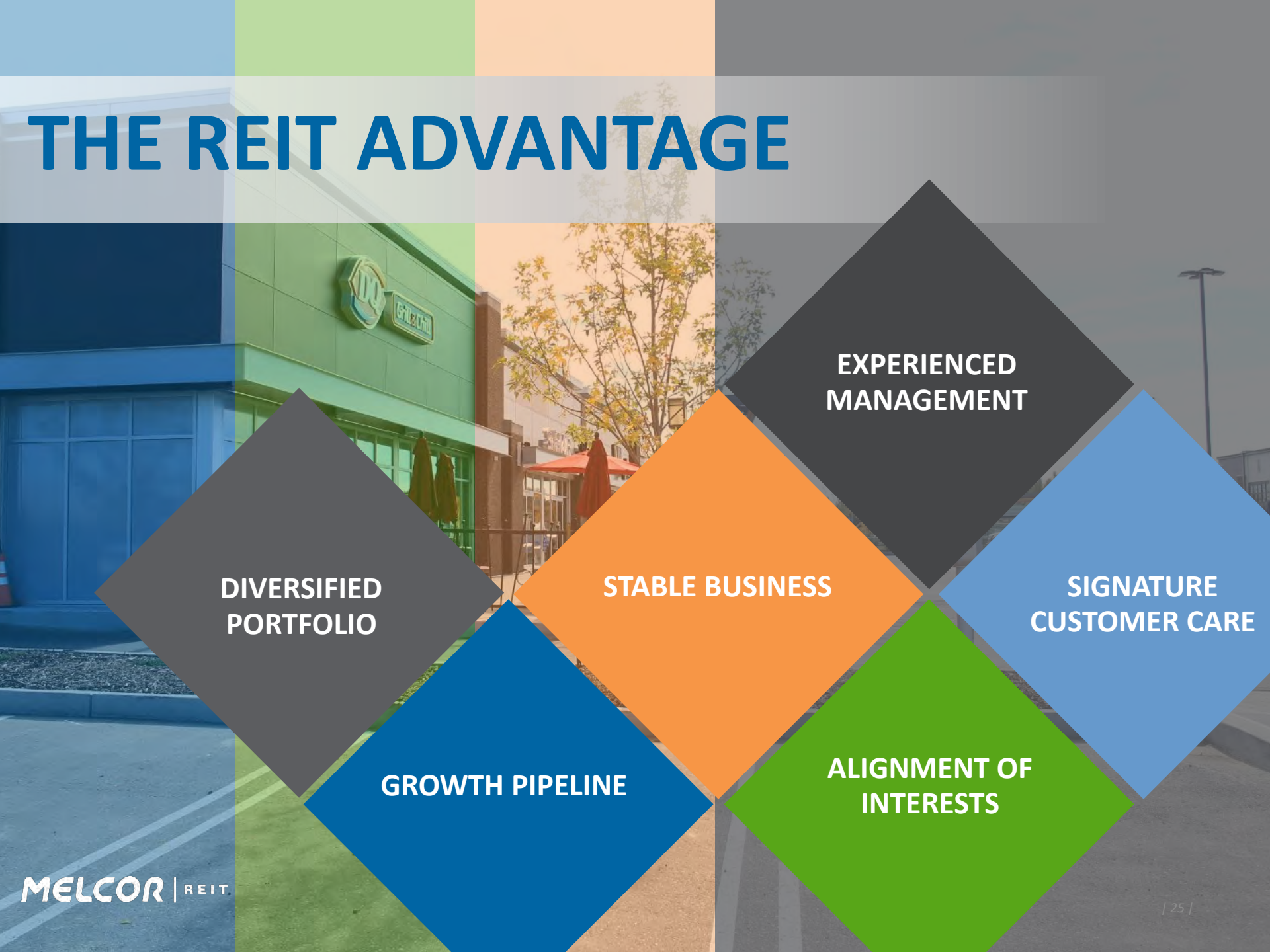
GROWTH PIPELINE

Village at Blackmud Creek (office - above)

Jensen Lakes Crossing (retail – left)

EXPERIENCED MANAGEMENT

THE REIT ADVANTAGE



QUESTIONS
& ANSWERS

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