



MELCOR
Infrastructure
Carbon & Water Savings With CHP
(Combined Heat + Power)

2019 ANNUAL GENERAL MEETING

April 30, 2019

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**

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

YOUR EXECUTIVE TEAM



Andy Melton

President & Chief Executive Officer

Years with Melcor: **34**

Industry Experience: **35+**



Naomi Stefura

Chief Financial Officer

Years with Melcor: **10**

Industry Experience: **12**

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TRUSTEE NOMINEES



Carolyn Graham
Edmonton, AB



Richard 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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MANAGEMENT PRESENTATION



Naomi Stefura
Chief Financial Officer



Andrew Melton
Chief Executive Officer

- **Who We Are**
 - The Melcor REIT Difference
- **What We Did**
 - 2018 Financial Highlights
 - Recent Developments
- **How We Do It**
- **Q&A**



2018 FINANCIAL HIGHLIGHTS

NAOMI STEFURA, CFO

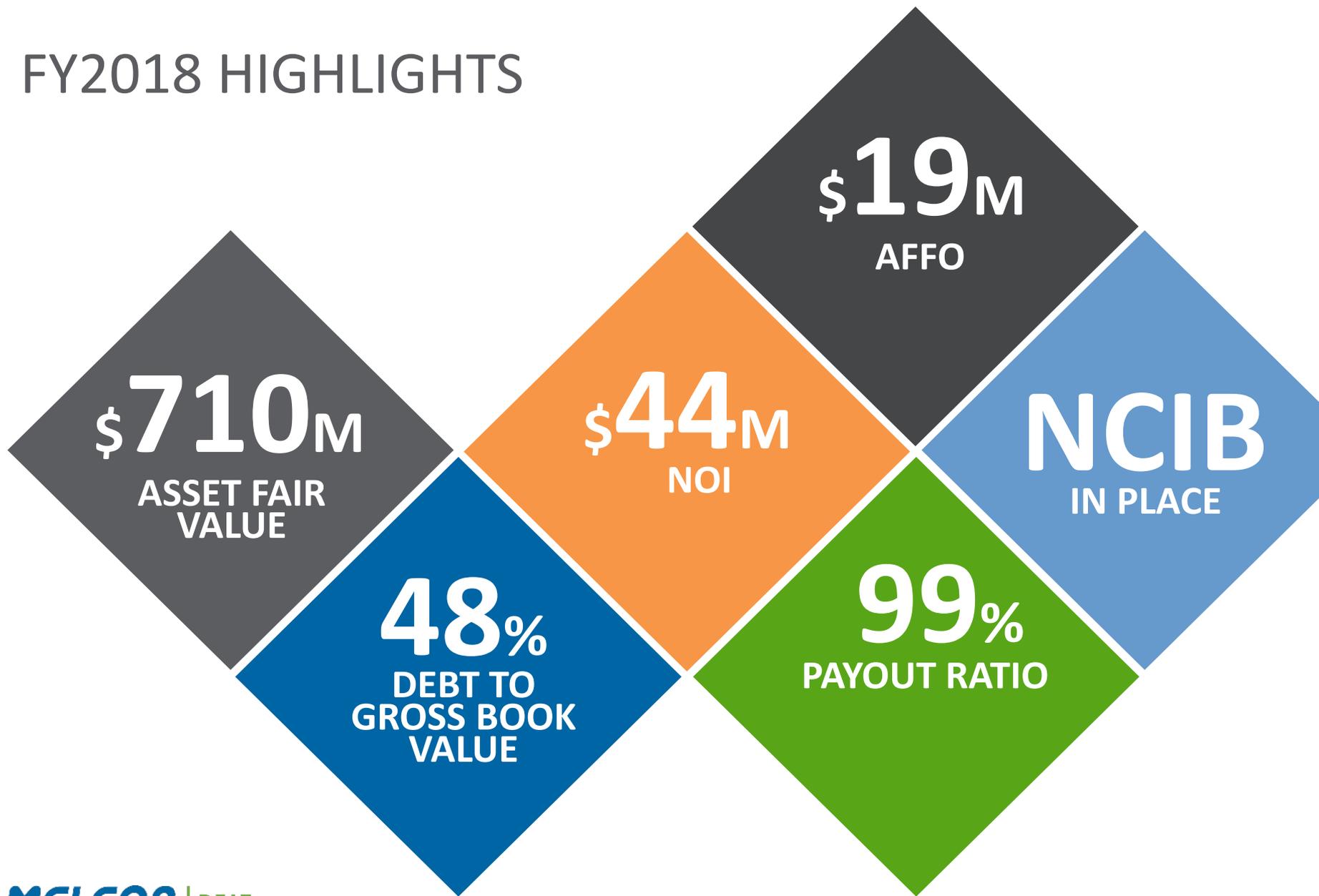
FORWARD-LOOKING STATEMENTS

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 2019 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.

FY2018 HIGHLIGHTS



MANAGEMENT PRESENTATION



Naomi Stefura
Chief Financial Officer

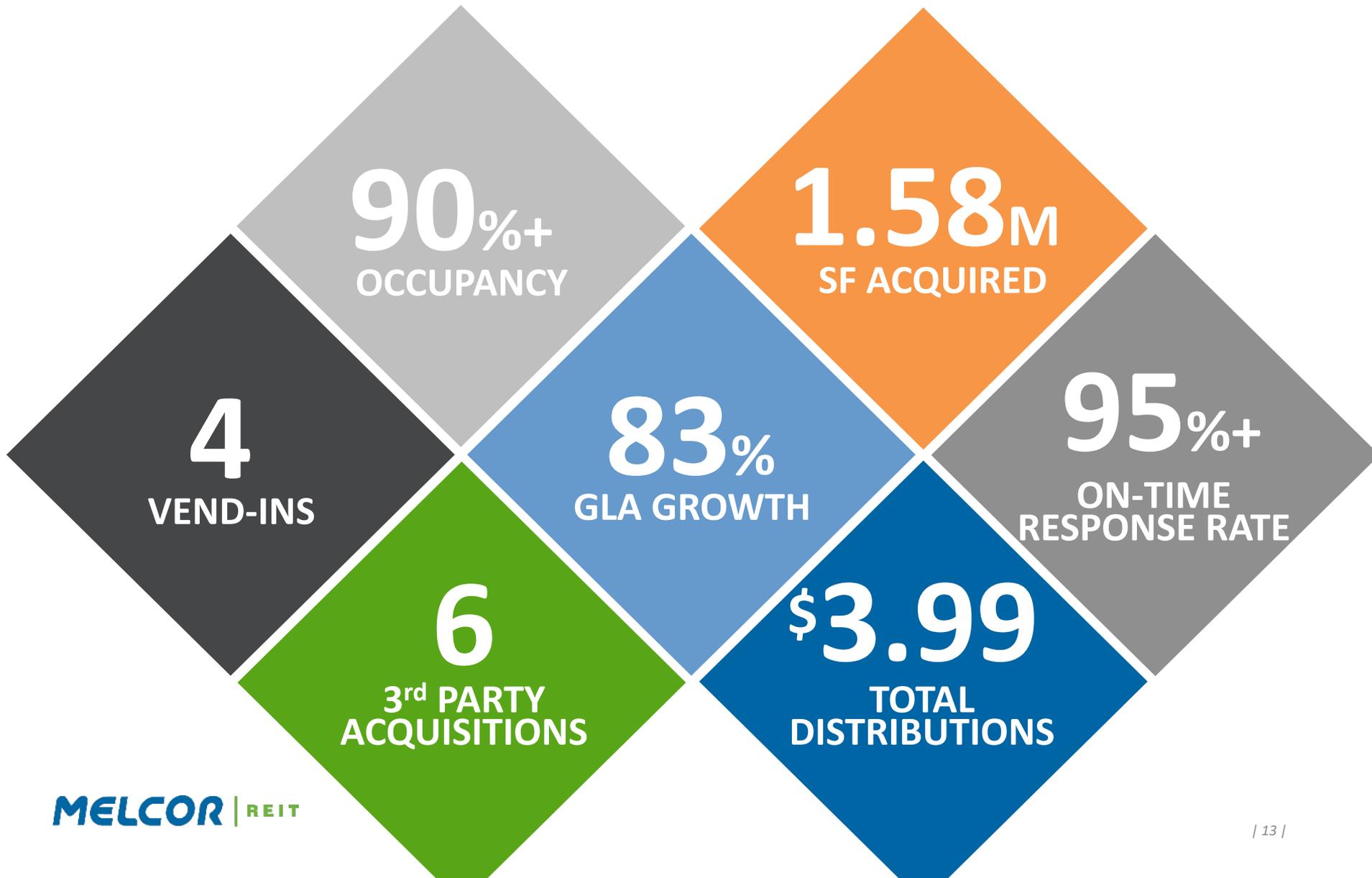


Andrew Melton
Chief Executive Officer

- **Who We Are**
 - The Melcor REIT Difference
- **What We Did**
 - 2018 Financial Highlights
 - Recent Developments
- **How We Do It**
- **Q&A**



MELCOR REIT 2013-2018



MELCOR REIT TODAY

MELCOR REIT

MELCOR | REIT





WHO WE ARE



38

ASSETS

\$70m

2018 REVENUE

90%

OCCUPANCY

\$710m

ASSET VALUE



REIT PROPERTY PORTFOLIO

2.93M

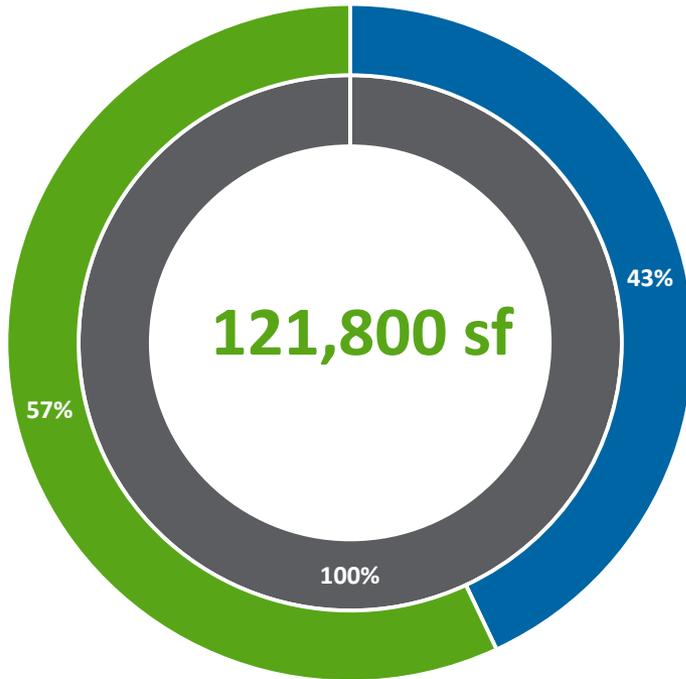
owned
square feet



THE REIT ADVANTAGE

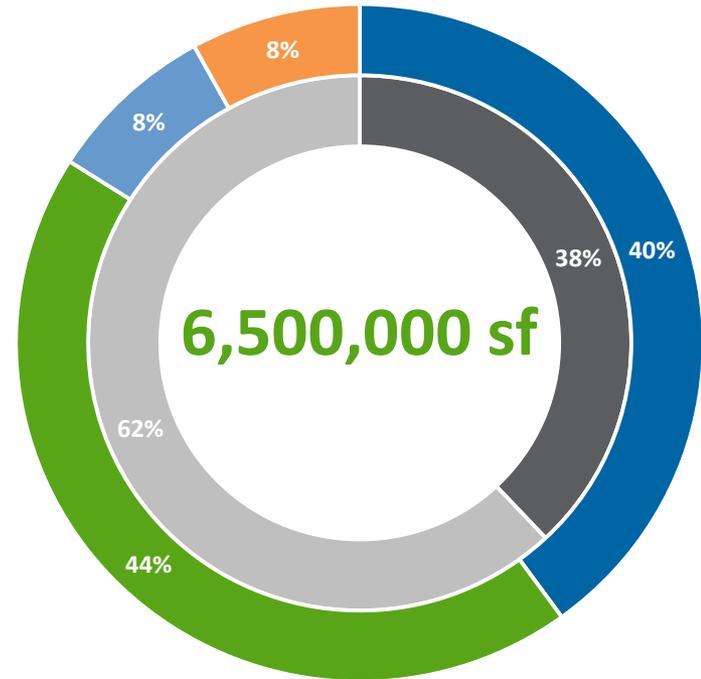
GROWTH PIPELINE

GLA Available & Under Development



OUTER - ASSET CLASS: ■ OFFICE ■ RETAIL
 INNER - REGION: ■ NORTHERN AB

GLA for Future Development



OUTER - ASSET CLASS: ■ OFFICE ■ RETAIL ■ INDUSTRIAL ■ RESIDENTIAL
 INNER - REGION: ■ NORTHERN AB ■ SOUTHERN AB



GROWTH PIPELINE



*Jensen Lakes Crossing (retail – above left)
Village at Blackmud Creek (office - above)
The Shoppes at Jagare Ridge (left)*

LANDLORD OF CHOICE



99%
ON TIME
RESPONSE

STRATEGIC LEASING



77%
RETENTION

THE REIT ADVANTAGE

**DIVERSIFIED
PORTFOLIO**

STABLE BUSINESS

**EXPERIENCED
MANAGEMENT**

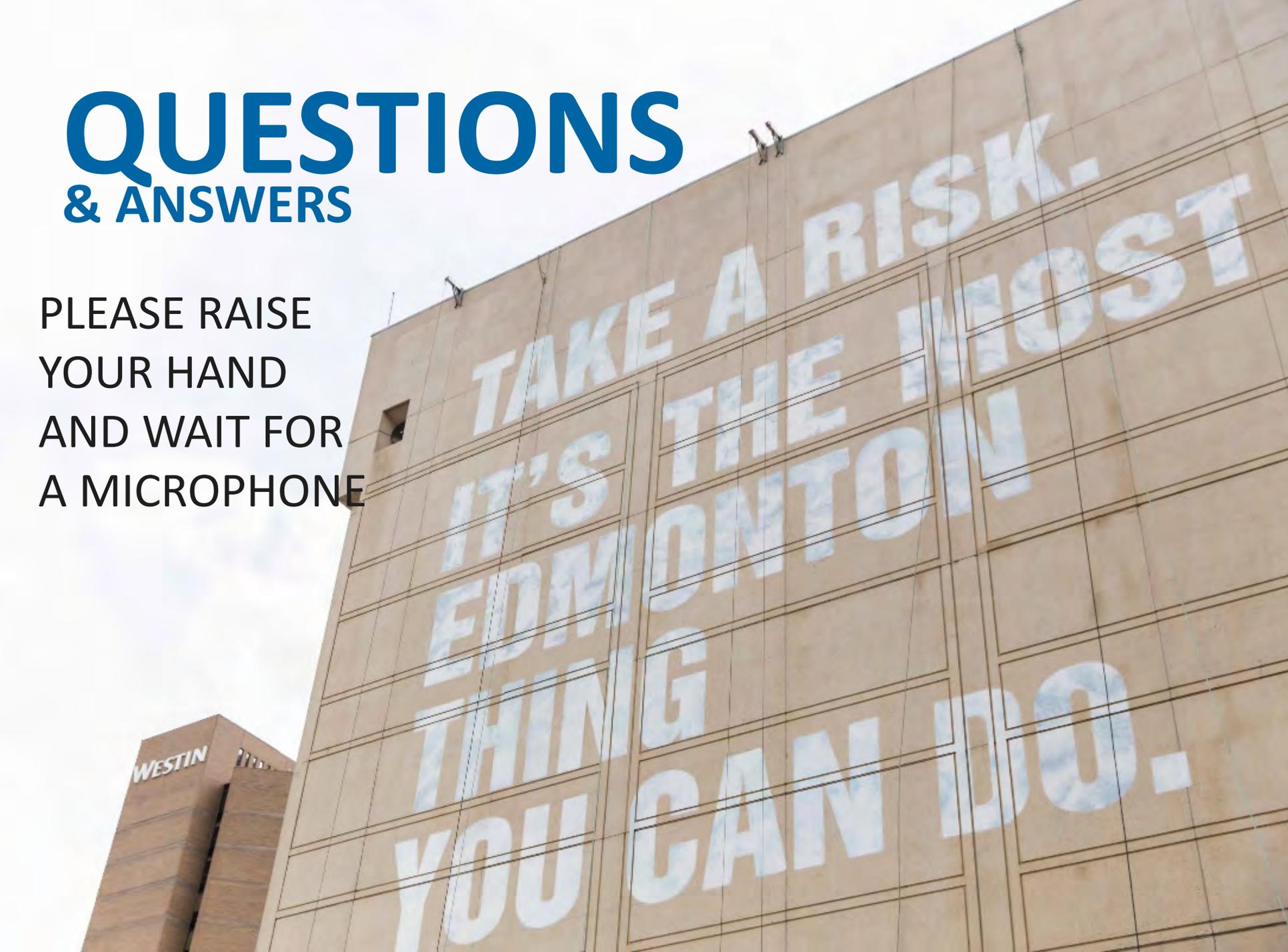
**SIGNATURE
CUSTOMER CARE**

GROWTH PIPELINE

**ALIGNMENT OF
INTERESTS**

QUESTIONS & ANSWERS

PLEASE RAISE
YOUR HAND
AND WAIT FOR
A MICROPHONE



TAKE A RISK.
IT'S THE MOST
THING YOU CAN DO.
EDMONTON

WESTIN



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