

annual  
general  
meeting

19

1968

2018

PROUDLY TRADED FOR  
50 YEARS

# AGENDA

## 1. Formal Business

- Introductions
- Call to Order
- Presentation of Financial Statements
- Fixing the Size of the Board
- Election of Directors
- Appointment of Auditors



3. Q&A



# YOUR BOARD OF DIRECTORS



**Gordon Clanachan**  
Edmonton, AB



**Ross Grieve**  
Edmonton, AB



**Andrew Melton**  
Calgary, AB



**Kathy Melton**  
Calgary, AB



**Timothy Melton**  
Edmonton, AB



**Eric Newell**  
Edmonton, AB



**Catherine Roozen**  
Edmonton, AB



**Allan Scott**  
Edmonton, AB



**Ralph Young**  
Edmonton, AB

# YOUR EXECUTIVE TEAM



**Darin Rayburn**

President & Chief Executive Officer

Years with Melcor: **16**  
Industry Experience: **27**



**Naomi Stefura**

Chief Financial Officer

Years with Melcor: **10**  
Industry Experience: **12**

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# DIRECTOR NOMINEES



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Edmonton, AB



**Ross Grieve**  
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3. Q&A



# MANAGEMENT PRESENTATIONS

- **Our History**

*Darin Rayburn* President & CEO

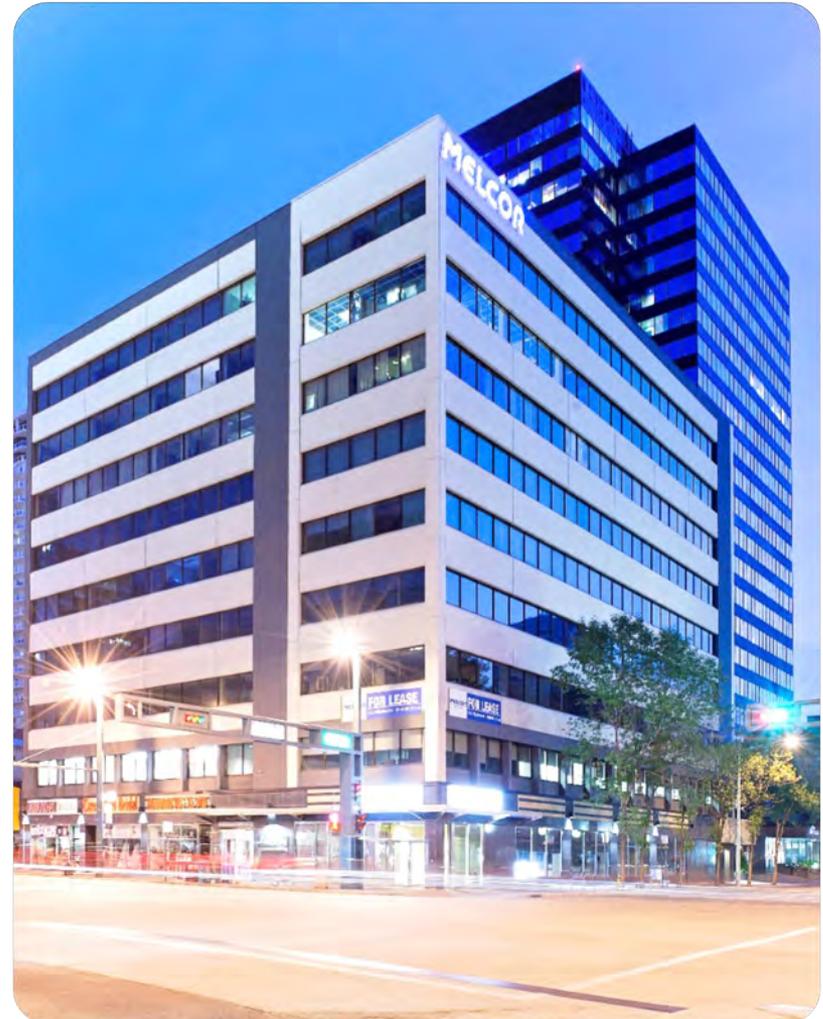
- **Financial Highlights**

*Naomi Stefura* CFO

- **Strategic & Operating Highlights**

*Darin Rayburn*

- **Shareholder Questions**



MELTON REAL ESTATE LTD.

annual report 68

COMPLIMENTS OF  
**Melton**  
REAL ESTATE LTD.

**SALES UP 25%** **BUSINESS IS GOOD!** 859

WE ARE PRIDE BY OUR MELTON MEN  
LET US APPROVED OUR SUPER PLACE BRANCH  
DEVELOPMENT IN STRATEGICAL POSITION. 1967 BY THE YEAR



WE NEED LISTINGS  
WE ARE RECRUITING YOUR FIRM

Call a Melton Man to Start Today!

2 HANDY REFERENCE MAPS  
Central Alberta Edmonton City

- ✓ HIGHWAYS
- ✓ MAIN HIGHWAYS
- ✓ AIR LINES
- ✓ NATURAL RESOURCES
- ✓ AGRICULTURE
- ✓ FIS HARBOURS
- ✓ MELTON OFFICES
- ✓ PUBLIC SCHOOLS
- ✓ SEPARATE SCHOOLS
- ✓ RECREATION
- ✓ UNIVERSITY OF ALBERTA
- ✓ E.S.A. BUS ROUTES
- ✓ HIGHWAYS
- ✓ INDUSTRIAL SITES
- ✓ CHECKED



EDMONTON'S LARGEST REALTORS  
IS OFFICES TO SERVE YOU

Call a **Melton Man**

PHONE 42181 AND START PACKING

# Milestones

# 9550

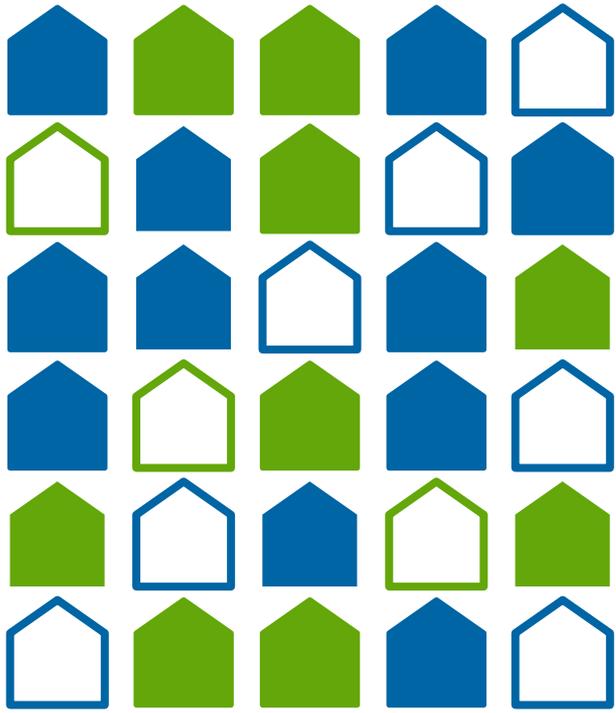


*Leewood*

NEAREST and EXCITING  
Subdivision  
IN EDMONTON WEST  
FOR PRIDE BUYER  
PROTECT YOURSELF

Melton Real Estate Ltd.  
EDMONTON, ALBERTA

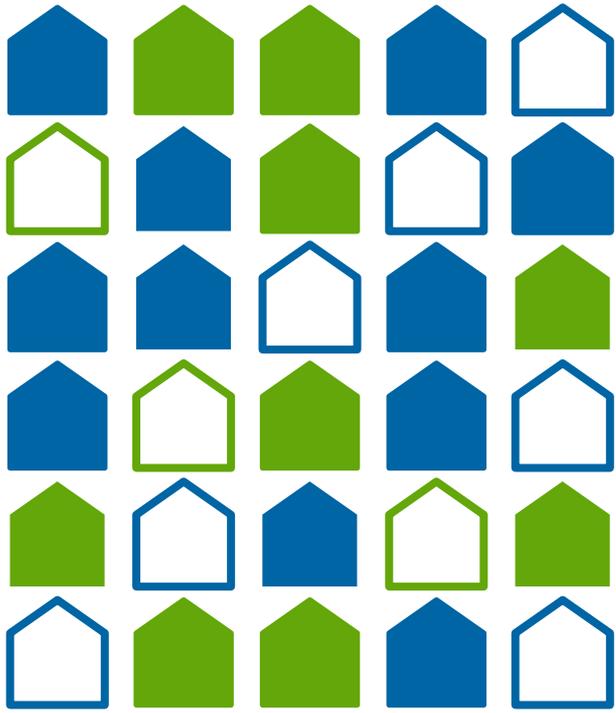
50 Years Serving  
Edmonton  
MELTON



1968  
**50**  
2018



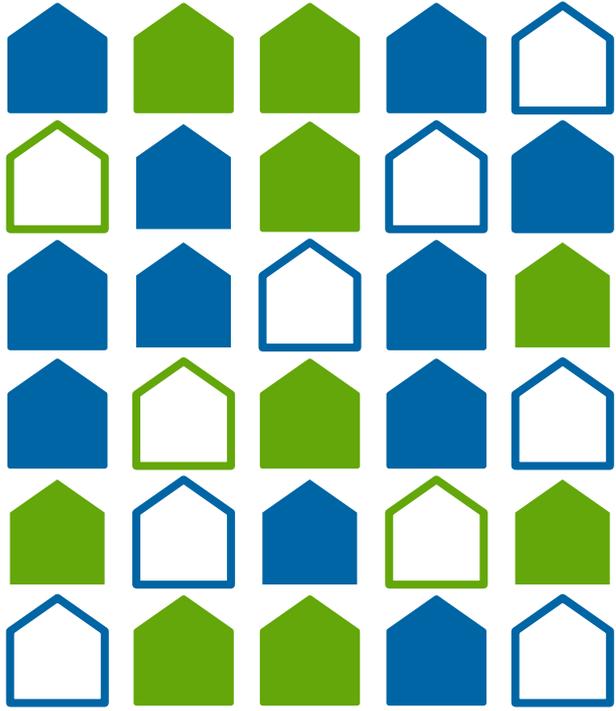
**1,166**  
YEARS OF  
SERVICE



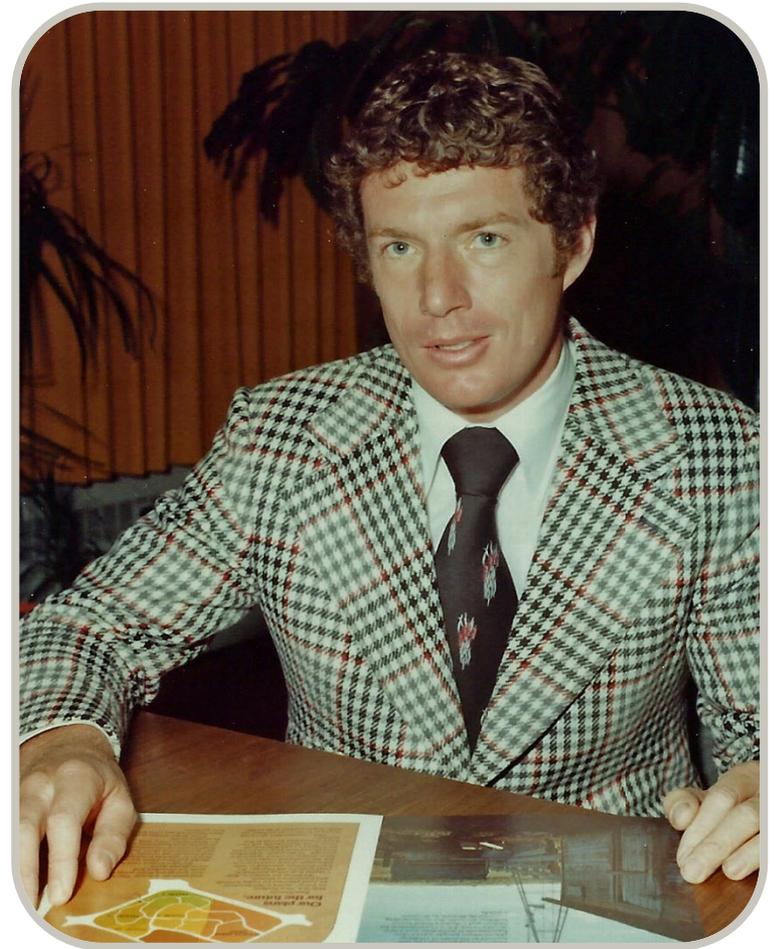
1968  
**50**  
2018



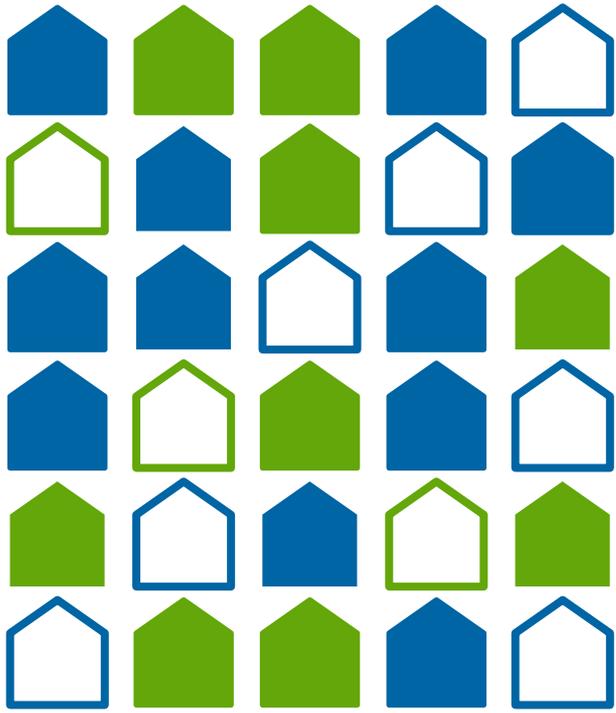
**22**  
QUARTER  
CENTURY CLUB  
MEMBERS



1968  
**50**  
2018



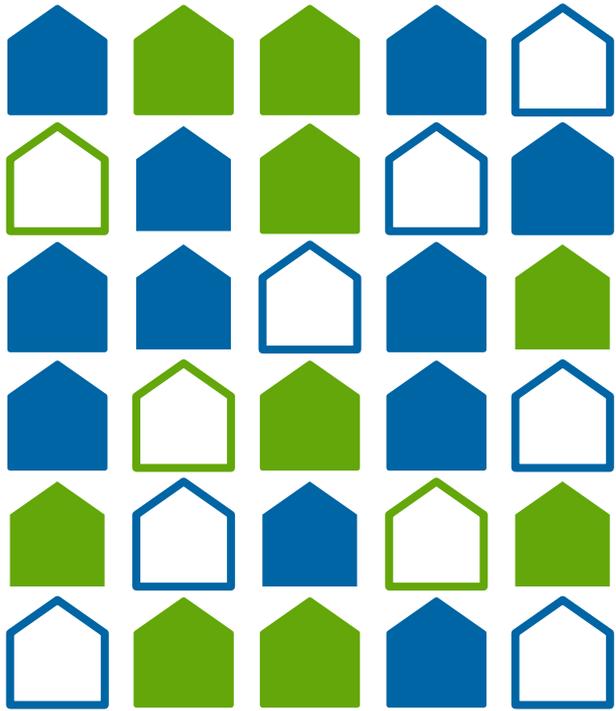
**1**  
HALF  
CENTURY CLUB  
MEMBER



1968  
**50**  
2018



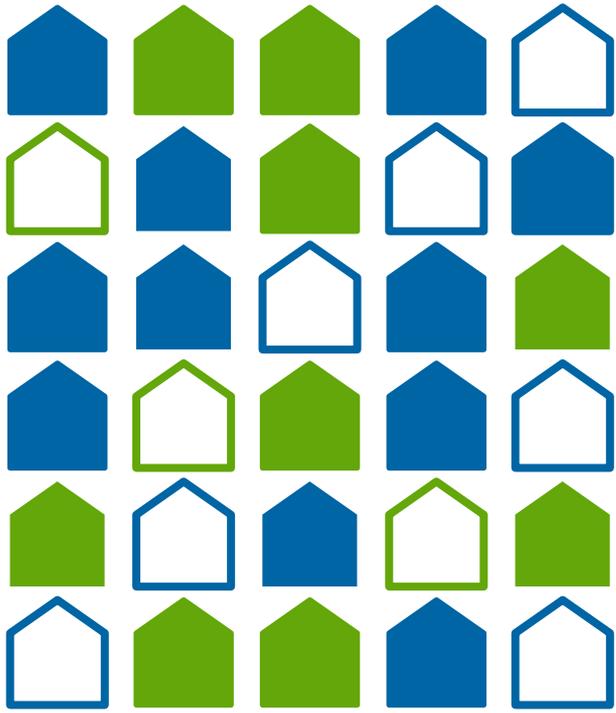
**41,982**  
LOTS  
DEVELOPED



1968  
**50**  
2018



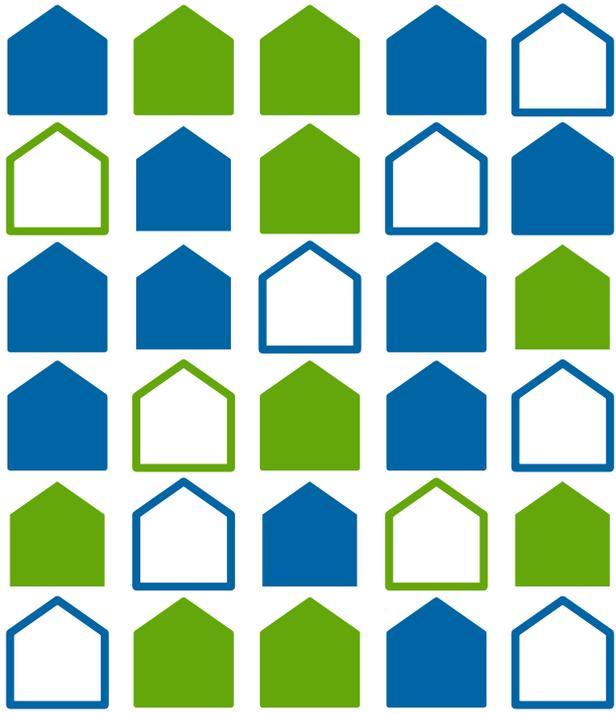
**144**  
COMMUNITIES  
DEVELOPED



1968  
**50**  
2018



**2.6M**  
SQUARE FEET  
DEVELOPED

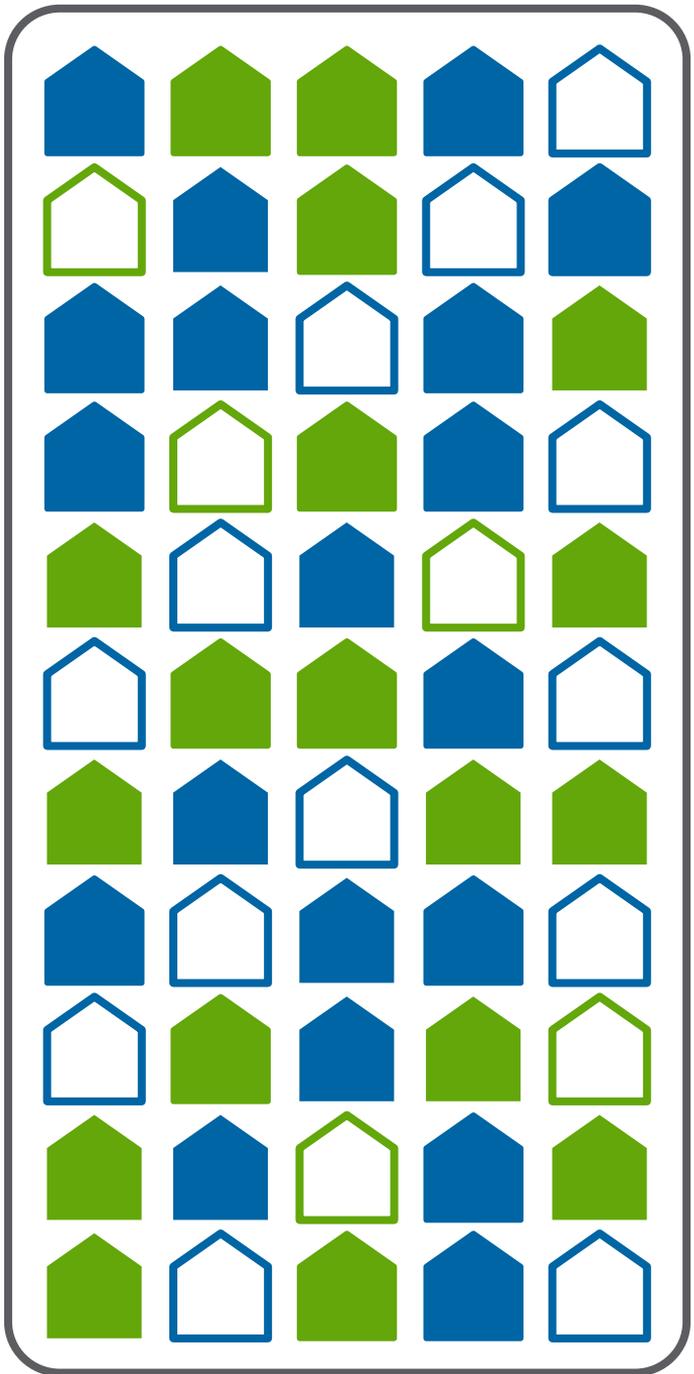


1968  
**50**  
2018



**4.2M**

SF UNDER  
MANAGEMENT



annual  
results

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# FORWARD LOOKING STATEMENTS

This presentation contains statements that are forward-looking.

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'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. Future-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'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 Business Environment and Risks in our annual MD&A.

Investors and others 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 Melcor or on its behalf.

\$267M

REVENUE



**GROSS** 47%  
margin



ARTWORKS

NET INCOME

\$64M





FUNDS  
from operations

\$56M



**\$0.52**  
**DIVIDEND**

**\$1.92** EPS

# ASSETS

## COMMUNITY DEVELOPMENT

10,334 acres  
raw land

1,448 single-  
family lots

59 multi-family  
acres

130 commercial  
acres

## PROPERTY DEVELOPMENT

121,800 sf in  
development

6.5M sf in new  
development  
based on plans

## INVESTMENT PROPERTIES/ REIT

4.13M sf  
commercial  
property

609 residential  
units

## RECREATIONAL PROPERTIES

4 championship  
golf courses

\$2.02B

# NCIB PURCHASES

FY 2018

57,156

shares purchased

\$761k

purchase price

Q1 2019

64,352

\$828k

# MANAGEMENT PRESENTATIONS

- **Our History**

*Darin Rayburn* President & CEO

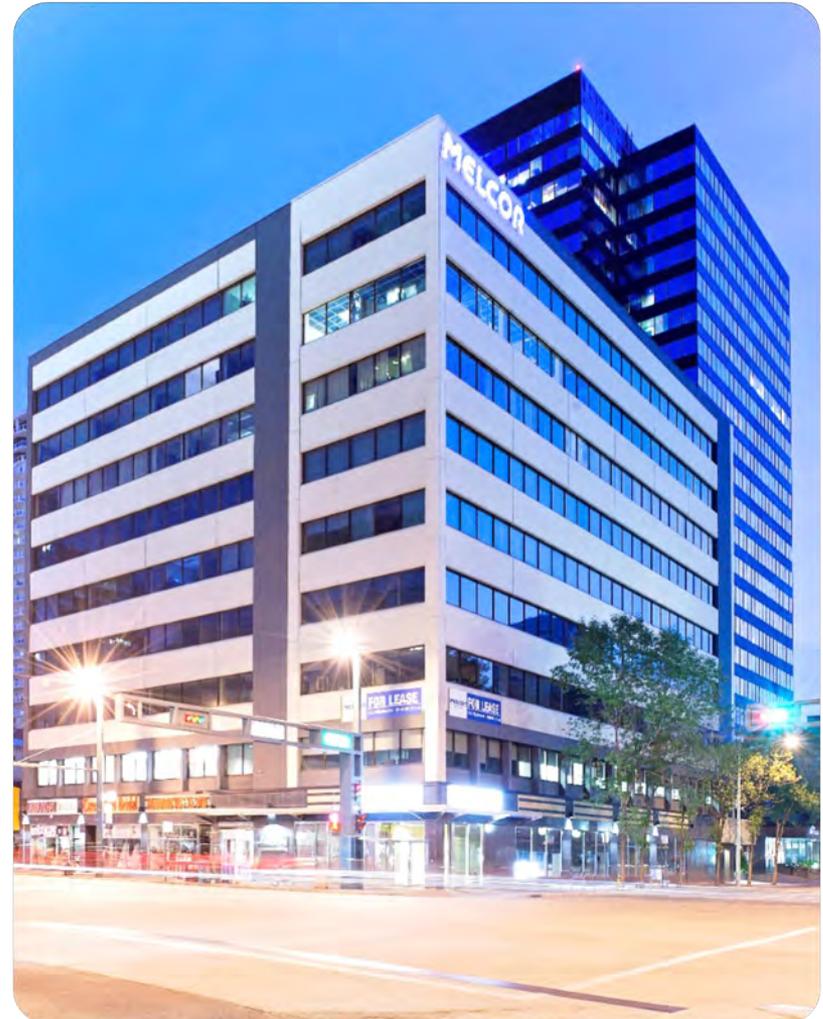
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*Naomi Stefura* CFO

- **Strategic & Operating Highlights**

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- **Shareholder Questions**





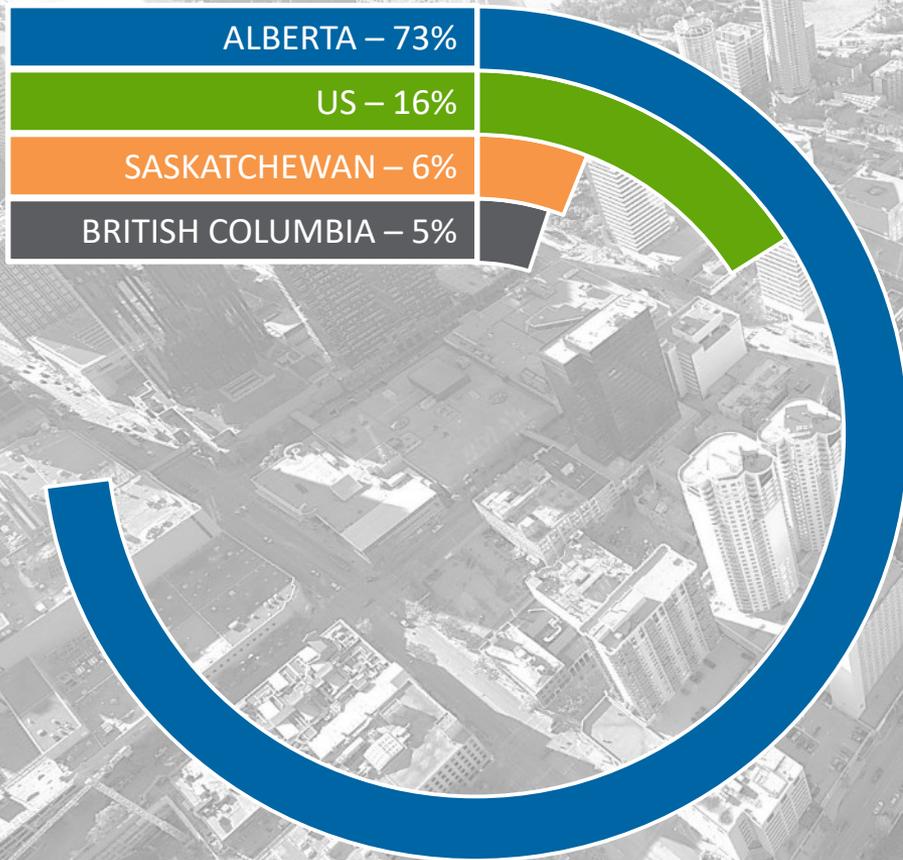
annual  
results

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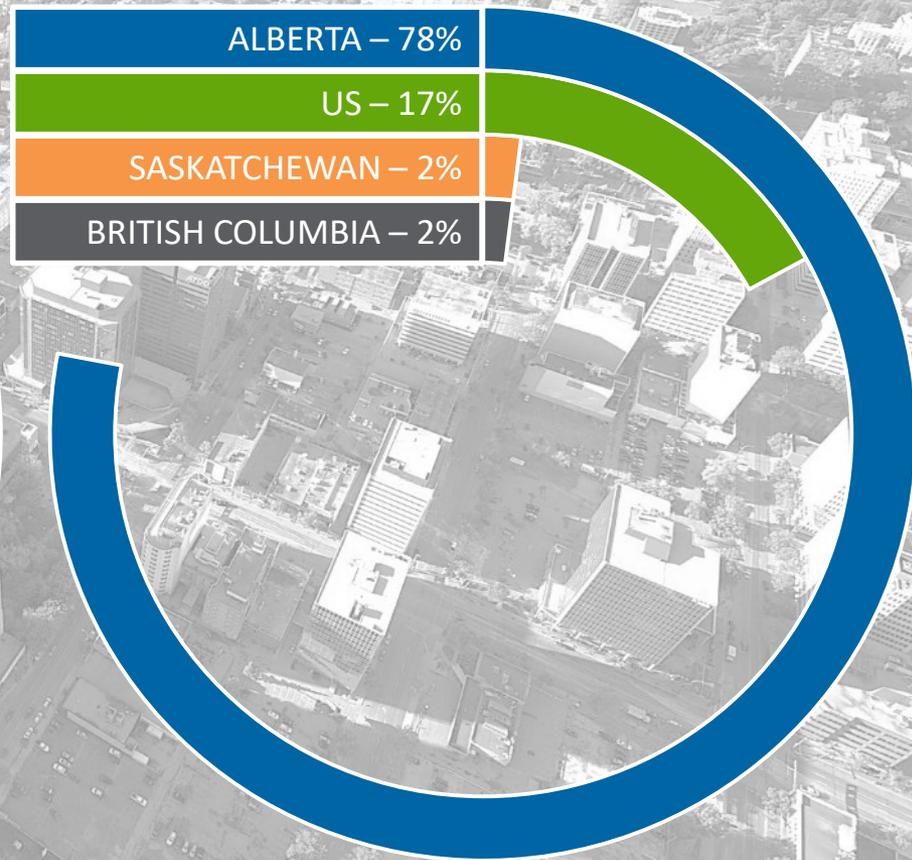
18

DIVERSIFICATION

# LANDHOLDINGS BY REGION



# REVENUE BY REGION



# US OPERATIONS

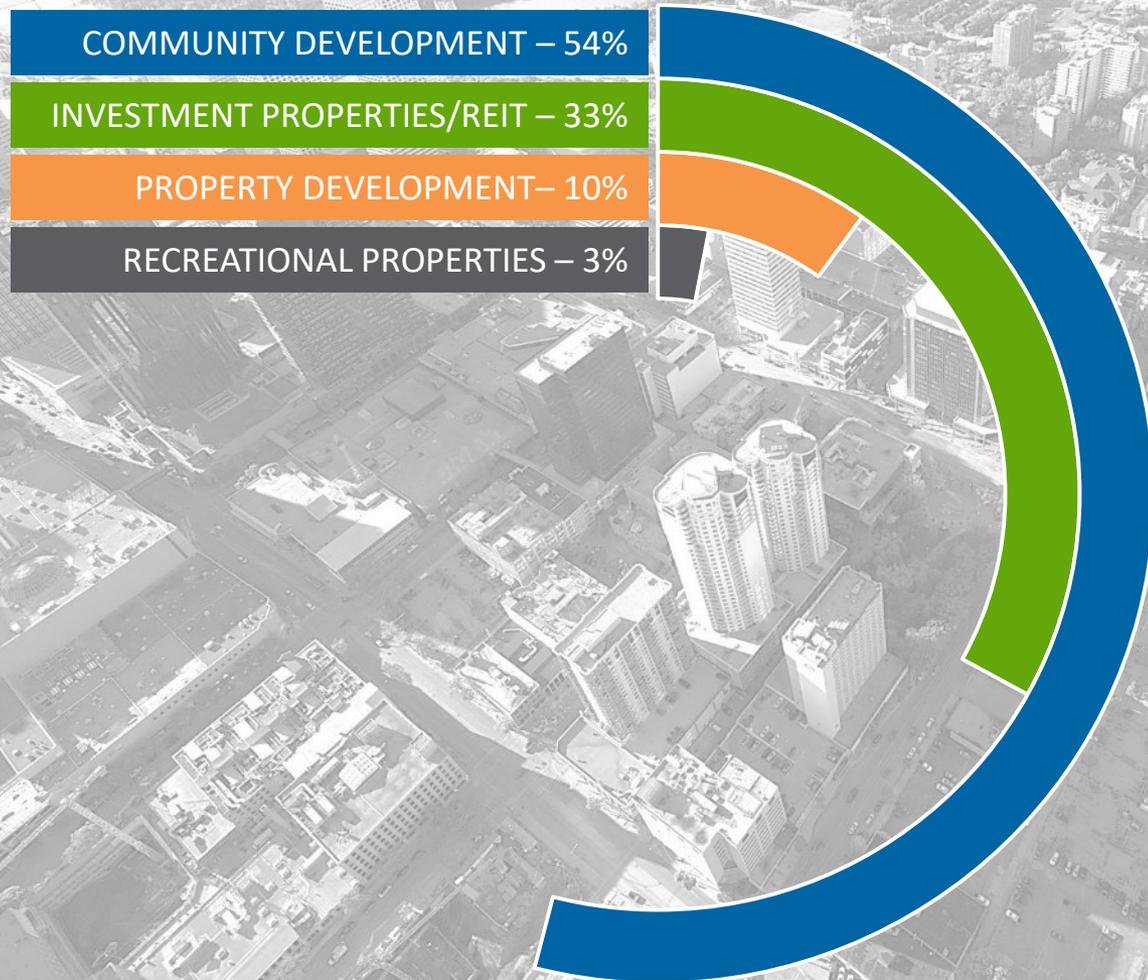


13% OF BALANCE SHEET

17% OF REVENUE

605,000 sf

# REVENUE BY DIVISION



1,540 single family  
**LOTS SOLD**



# US OPERATIONS

An aerial photograph of a large residential development. In the foreground, a paved road curves through a landscaped area with green lawns, young trees, and stone walkways. Two large, modern houses are visible. The house on the left is blue and white, while the house on the right is grey and white. Both have dark grey roofs and multiple gables. In the background, a large, flat, brownish field stretches out, with a road and some construction equipment visible. The sky is overcast.

**467** LOTS SOLD  
**1,646** ACRES



**47 ACRES**  
sold

**200 ACRES**  
purchased

65,990 SF



Completed commercial development

# 121,800 SF

In progress  
commercial  
development





**188,000**  
**SF ACQUIRED**

**50,500**  
**SF DIVESTED**



**4.2** **MILLION SF**  
under management



89%  
OCCUPANCY



96,930

**ROUNDS**  
played



annual  
results

18

OUTLOOK

# SUSTAIN

- Financial discipline
- Reputation

# PEOPLE

- Culture
- Values



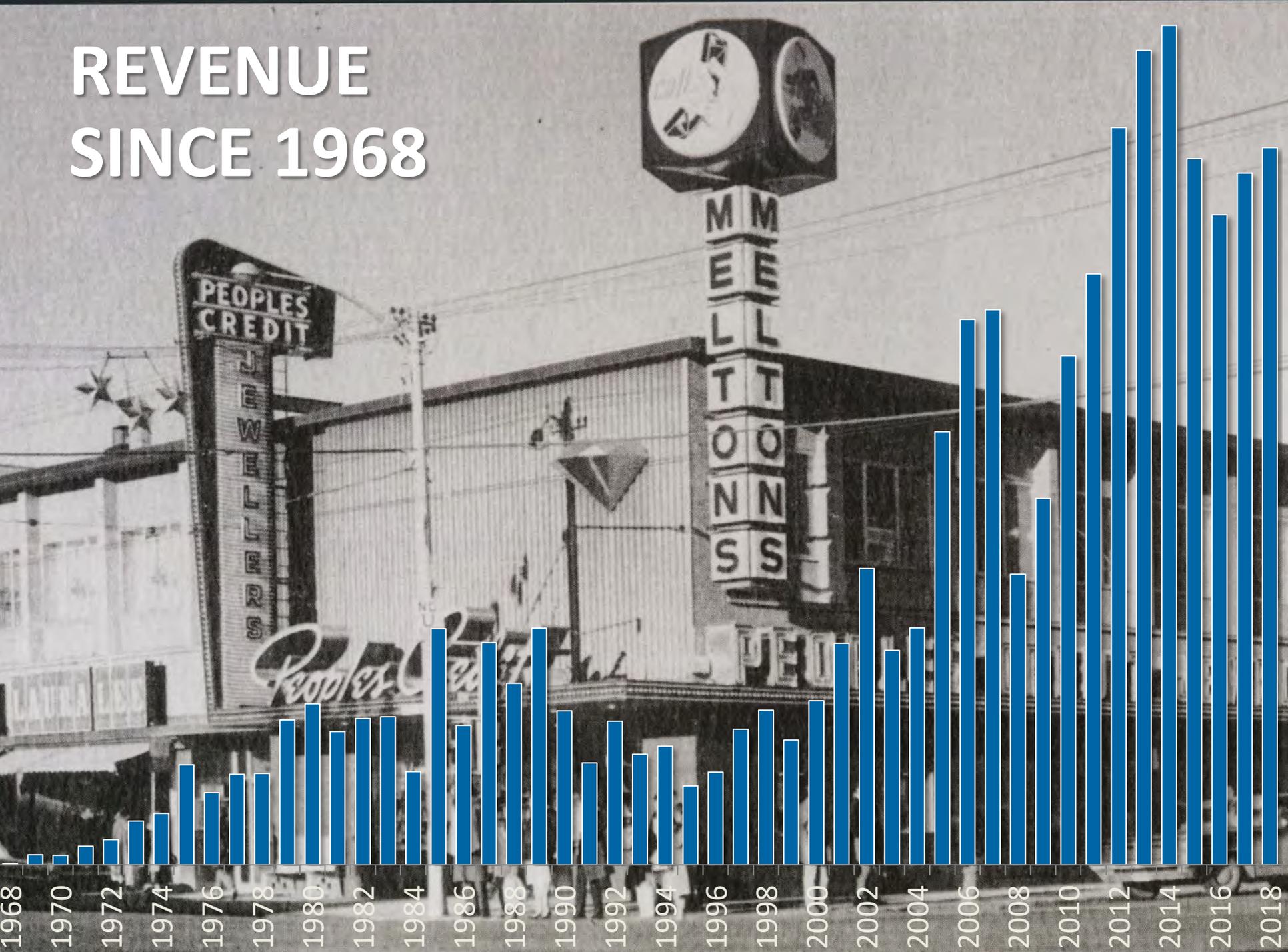
# GROW

- Land harvesting
- Commercial assets

# DIVERSIFY

- Business lines
- Geographic

# REVENUE SINCE 1968



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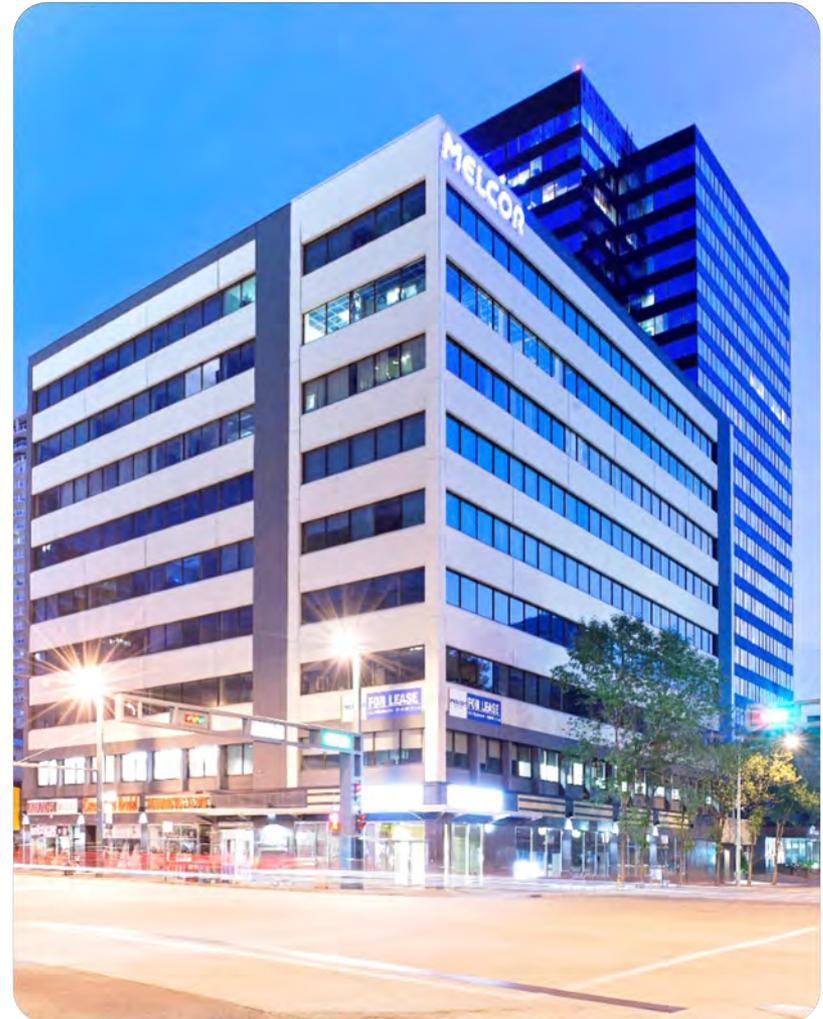
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**QUESTIONS &  
ANSWERS**

