



# INVESTOR FACT SHEET

## Q2 2024 (TSX:PRV.UN)

Founded in 2013, PROREIT is an industrial-focused REIT that owns and operates high-quality commercial properties, located in mid-sized Canadian cities with strong economies.

### OUR VISION

To be a best-in-class pure-play Canadian industrial REIT driven by sustainable growth and value creation.

### AN INDUSTRIAL-FOCUSED, HIGH-QUALITY CANADIAN REIT (AT JUNE 30, 2024)

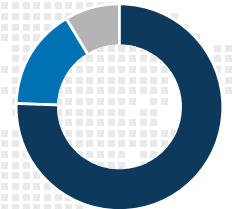
|                                                                          |                                         |                                                   |                                                                |
|--------------------------------------------------------------------------|-----------------------------------------|---------------------------------------------------|----------------------------------------------------------------|
| 117<br>Properties<br>Across Canada <sup>1</sup>                          | \$990.2M<br>Total<br>Assets             | 6.2M<br>Owned Gross<br>Leasable Area<br>(sq. ft.) | 10.3M<br>Managed Gross<br>Leasable Area<br>(sq. ft.)           |
| 83.0%<br>Industrial Gross<br>Leasable Area<br>(sq. ft.)                  | 97.1%<br>Occupancy<br>Rate <sup>2</sup> | 3.8<br>Weighted<br>Average Lease<br>Term (years)  | \$38.0M<br>In available<br>Credit Facility<br>+ \$8.9M in cash |
| \$0.45<br>Annual Cash Distribution/Unit<br>(100% Tax Deferred-Estimated) |                                         | 9.05%<br>Distribution<br>Yield <sup>3</sup>       |                                                                |

### Base Rent by Region<sup>4</sup>

|                 |       |
|-----------------|-------|
| Atlantic Canada | 52.1% |
| Ontario         | 28.9% |
| Western Canada  | 10.5% |
| Quebec          | 8.5%  |

### Base Rent by Asset Class<sup>4</sup>

|            |       |
|------------|-------|
| Industrial | 75.7% |
| Retail     | 15.9% |
| Office     | 8.4%  |



### SIGNIFICANT VALUE EMBEDDED IN OUR PORTFOLIO (AS AT JUNE 30, 2024)

| Asset Class  | Weighted Avg. In-Place Net Rent | Estimated Market Net Rent* | Spread | Fair Value per sq. ft. |
|--------------|---------------------------------|----------------------------|--------|------------------------|
| Industrial   | \$8.66                          | \$12.31                    | 42%    | \$156                  |
| Retail       | \$13.04                         | \$13.14                    | 1%     | \$153                  |
| Office       | \$15.17                         | \$15.47                    | 2%     | \$172                  |
| Leased Total | \$9.51                          | \$12.16                    | 32%    | \$156                  |

66.0% of 2024 gross leasable area renewed at 34.6% average spreads.

\* Based on management's estimates derived from Q2 2024 Colliers, CBRE, Cushman & Wakefield and JLL reports, as well as internal appraisal reports.

### FINANCIAL DISCIPLINE

#### Q2 2024 Highlights

- / Net operating income (NOI) up 2.3% in Q2 year-over-year
- / Same Property NOI<sup>5</sup> up 11.4% in Q2 year-over-year; up 6.4% excluding the impact of a one-time revenue adjustment and a 2023 temporary property vacancy
- / Sale of three non-core properties for gross proceeds of \$13.5 million in Q2
- / Entered into binding agreements for the sale of three non-core properties, expected to close in Q3, for gross proceeds of \$31.6 million

- / Reduction of \$47.7 million in total debt in Q2 year-over-year
- / Debt to Gross Book Value<sup>5</sup> of 49.5% at June 30, 2024, compared to 50.9% at same date last year
- / \$38.0 million available through credit facility, in addition to \$8.9 million in cash, at June 30, 2024

1) As at June 30, 2024, Of the 117 properties, 75 are 100% owned and 42 are 50% owned. For properties that are 50% owned, GLA numbers reported herein represent 50% of the total GLA of such properties.

2) Includes committed space of approximately 57,329 square feet, as at June 30, 2024.

3) Distribution yield is calculated as annual distribution per trust unit of \$0.45 divided by the closing trust unit price of \$4.97 as at August 6, 2024.

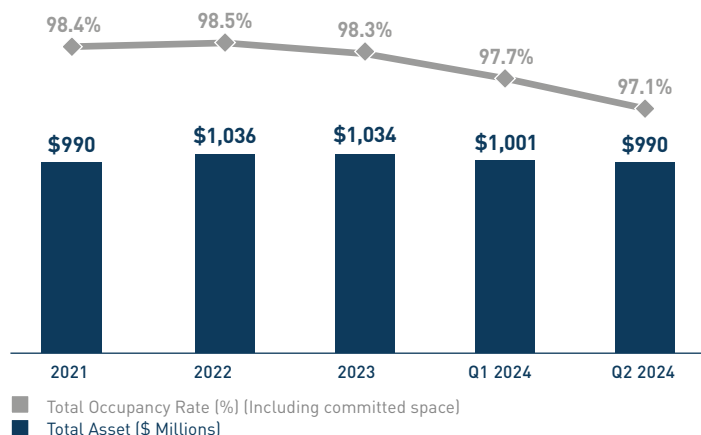
4) Based on annualized in-place and committed base rent at June 30, 2024.

5) Non-IFRS financial measures. See Non-IFRS measures.

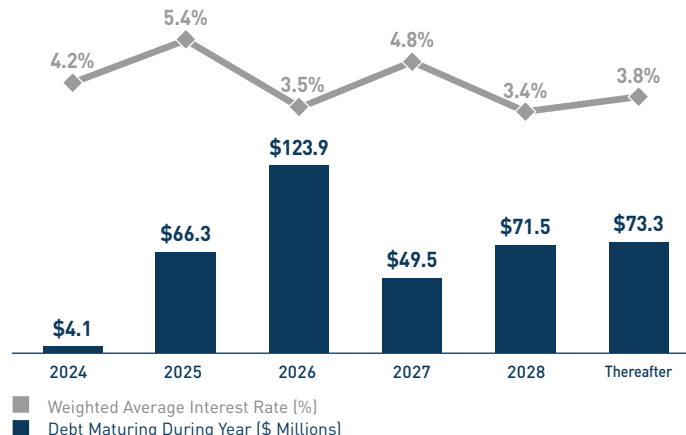
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Q2 2024 [TSX:PRV.UN]

## Total Assets and Occupancy Rate



## Actively Managed Capital Structure



## CLEAR STRATEGY FOR GROWTH AND VALUE CREATION

|                                             |                                                       |                                                |
|---------------------------------------------|-------------------------------------------------------|------------------------------------------------|
|                                             | Increase scale through organic and acquisitive growth | Focus on light industrial properties in Canada |
| Medium-Term Target (3-5 years) <sup>1</sup> | \$2.0B<br>Total Assets                                | 90%<br>Industrial-Based Rent                   |

## COMMITMENT TO SUSTAINABLE DEVELOPMENT (AT DECEMBER 31, 2023)

### Environmental

21%  
portfolio BOMA  
certified

49%  
properties are tracked on  
ENERGY STAR® Portfolio  
Manager

### Social

52%  
of management  
are women

689  
employee volunteer  
hours donated

### Governance

75%  
Board Trustees  
are independent

37.5%  
of Board  
are women

## SEASONED MANAGEMENT TEAM WITH PROVEN TRACK RECORD

| Name              | Role                                                                                           |
|-------------------|------------------------------------------------------------------------------------------------|
| Gordon G. Lawlor  | President and CEO                                                                              |
| Alison J. Schafer | CFO and Secretary                                                                              |
| Chris Andrea      | President, Compass Commercial Realty<br>Senior Vice President,<br>Property Management, PROREIT |
| Zachary Aaron     | Vice President, Investments and<br>Asset Management                                            |
| Isabelle Monté    | Senior Manager, Human Resources<br>and Administration                                          |

## ANALYST COVERAGE

| Company                         | Analyst         |
|---------------------------------|-----------------|
| Canaccord Genuity               | Mark Rothschild |
| TD Securities Inc.              | Sam Damiani     |
| Scotia Capital Inc.             | Himanshu Gupta  |
| Raymond James Ltd               | Brad Sturges    |
| National Bank Financial Markets | Matt Kornack    |
| CIBC Capital Markets            | Sumayya Syed    |
| Ventum Capital Markets          | David Chrystal  |

## CONTACT

2000 Mansfield Street, Suite 1000, Montreal, QC H3A 2Z7

Tel 514.933.9552 / Fax 514.933.9094 / [info@proreit.com](mailto:info@proreit.com) / [www.proreit.com](http://www.proreit.com)

### Cautionary Statements

This document is dated August 7, 2024 and is intended to provide general information about PRO Real Estate Investment Trust ("PROREIT") and its business. This document does not constitute an offer to sell or the solicitation of an offer to buy any securities of PROREIT. Unless otherwise noted, all information is as of June 30, 2024 and dollar amounts are in Canadian dollars.

### Non-IFRS Measures

PROREIT's consolidated financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). In this document, as a complement to results provided in accordance with IFRS, PROREIT discloses and discusses certain non-IFRS financial measures, non-IFRS ratios and other specified financial measures (collectively, "non-IFRS measures"), including Same Property NOI. These non-IFRS measures are not defined by IFRS and do not have a standardized meaning under IFRS. PROREIT's method of calculating these non-IFRS measures may differ from other issuers and may not be comparable with similar measures presented by other issuers. PROREIT has presented such non-IFRS measures as management believes they are relevant measures of PROREIT's underlying operating and financial performance. For (i) information on the most directly comparable measure that is disclosed in the primary financial statements of PROREIT, as applicable, (ii) an explanation of the composition of the non-IFRS measures, (iii) a description of how PROREIT uses these measures, (iv) an explanation of how these measures provide useful information to management and investors, and (v) a reconciliation of the non-IFRS measures, as applicable, refer to the "Non-IFRS Measures" section of PROREIT's management's discussion and analysis for the six month period ended June 30, 2024, dated August 7, 2024, available on PROREIT's SEDAR+ profile at [www.sedarplus.ca](http://www.sedarplus.ca), which is incorporated by reference into this document. Non-IFRS measures should not be considered as alternatives to net income, cash flows provided by operating activities, cash and cash equivalents, total assets, total equity, or comparable metrics determined in accordance with IFRS as indicators of PROREIT's performance, liquidity, cash flow, and profitability.

<sup>1</sup> Medium-term targets are based on the REIT's current business plan and strategies and are not intended to be a forecast of future results. The medium-term targets contemplate the REIT's historical growth and certain assumptions including but not limited to (i) current global capital market conditions (ii) access to capital (iii) interest rate exposure (iv) availability of high-quality industrial properties for acquisitions (v) dispositions of retail and office properties and (vi) capacity to finance acquisitions on an accretive basis.