



# Investor Fact Sheet

April 2017

## CORPORATE PROFILE

PROREIT is an unincorporated, open-ended real estate investment trust established in March 2013 to own a portfolio of diversified commercial real estate properties in Canada. PROREIT is mainly focused on primary and secondary markets in Québec, Atlantic Canada and Ontario. Since inception the REIT has successfully acquired 40 properties providing a portfolio of approximately 2.1 million square feet of commercial gross leasable area.

PROREIT's objectives are to provide unitholders with stable and growing cash distributions, on a tax efficient basis, from its Canadian real estate, to expand the asset base of the REIT and enhance the value of the REIT's assets to maximize long-term Unit value. These objectives are met by increasing the REIT's net operating income and AFFO per Unit, through internal growth strategies and accretive acquisitions.

### Fast Facts (as at April 3, 2017)

Stock Exchange	TSX Venture
Ticker Symbol	PRV.UN
DRIP Eligible	3% bonus units
Tax Deferred Distribution	100% (estimated)
Annual Distribution	\$0.21
Total Units	47,887,361
Trust Units	44,309,634
Class B LP Units	3,577,727

## INVESTMENT HIGHLIGHTS

### *Experienced Management Team and Board with Proven Track Record of Value Creation*

- Decades of collective operating, acquisition and financing experience in the Canadian real estate industry
- Former senior management team of CANMARC REIT who oversaw the acquisition and management of over \$4.2 billion of assets

### *Sustainable Cash Flow with Upside*

- Geographic focus on stable Eastern Canada market
- Strategic relationships provide access to a pipeline of opportunity
- In 2016, acquisitions exceeding \$43 million helped grow assets by over 27% and debt to gross book value dropped to 58.9% at year-end compared to 2015. Revenues were up over 26% to \$23.0 million and AFFO was up over 22% to \$7.7 million for the year-ended Dec 31, 2016.
- Total of 151 tenants, well diversified by industry sector. Government and national tenants represent 82.8% of base rent. Credit quality tenants represent 54.7% of base rent
- Portfolio is currently 94.7% occupied providing upside. It has a weighted average remaining lease term of approx. 6.4 years

## FINANCIAL HIGHLIGHTS

	As at December 31 2016	As at December 31 2015	As at December 31 2014
<i>(CAD \$, 000s except per unit amounts)</i>			
Number of properties	39	32	23
Gross leasable area	2,004,604	1,669,947	1,044,095
Occupancy rate	94.7%	95.9%	93.1%
Weighted average lease term	6.4	6.6	7.6
Net operating income (NOI)	\$14,105	\$11,207	\$5,758
Funds from operations (FFO)	\$6,442	\$5,460	\$2,301
Basic FFO per unit	\$0.1746	\$0.1883	\$0.1668
Adjusted funds from operations (AFFO)	\$7,659	\$6,258	\$2,944
Basic AFFO per unit	\$0.2077	\$0.2158	\$0.2134
AFFO payout ratio – Basic	101.1%	97.3%	98.4%
Total Assets	257,995	203,194	141,501
Debt to GBV	58.9%	61.3%	59.5%
Weighted average interest rate (mortgages)	3.70%	3.71%	3.74%
Interest coverage ratio	2.6x	2.7x	2.4x

## PORTFOLIO OVERVIEW

### Top Ten Tenants

High-quality tenants with long term leases

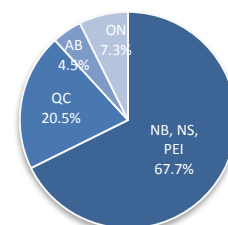
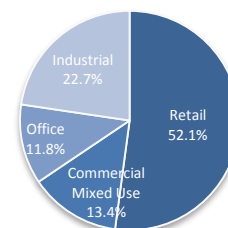
### Diversified Portfolio

Base rent by asset class and geography

Tenant	% of Base		
	Rent <sup>1</sup>	GLA (sq ft)	Credit Rating <sup>2</sup>
1 Sobeys	13.6%	222,491	na/BB+/BBH
2 Shoppers Drug Mart	6.5%	54,184	na/BBB/BBB
3 Government of Canada	4.9%	34,547	Aaa/AAA/AAA
4 NFI Industries	4.7%	196,877	na
5 Versacold	4.5%	88,840	na
6 Lawtons	3.8%	40,901	na/BB+/BBH
7 Hydro Quebec	3.3%	65,000	Aa2/A+/AH
8 Xerox	3.2%	50,732	Baa3/BBB-/na
9 CIBC	3.1%	20,809	Aa3/A+/AA
10 Best Buy	2.8%	25,476	Baa1/BBB-/na
<b>Top 10 Sub-Total</b>	<b>50.2%</b>	<b>799,857</b>	

1) Based on in-place and committed base rent

2) Source: Moody's, S&P, and DBRS. Credit rating assigned to tenant or to its parent



PROREIT's portfolio is comprised of 40 commercial properties totaling 2.1 million square feet of GLA. The portfolio is diversified by asset type and geography across Quebec, New Brunswick, Nova Scotia, Prince Edward Island, Ontario and Alberta. The portfolio properties are mostly situated in prime locations within their respective markets, along major traffic arteries benefiting from high visibility and easy access.

The portfolio's ten largest tenants account for approximately 50.2% of base rent, and no tenant will comprise more than 13.6% of the portfolio's base rent. Six of the top ten tenants (or their corporate parent) have been assigned investment grade credit ratings. The portfolio's lease maturities are well staggered into the future, with 62.1% of base rent expiring 2022 and thereafter and not more than 10.1% of base rent matures in any given year over the next five years.

## BOARD OF TRUSTEES AND MANAGEMENT

Name	Role	Name	Role
John Levitt	Chair, Independent Trustee	James W. Beckerleg	President, CEO
James W. Beckerleg	Trustee	Gordon G. Lawlor	CFO and Secretary
Shenoor Jadavji	Trustee	Mark P. O'Brien	Managing Director, Operations
G�rard A. Limoges	Independent Trustee	Alison J. Schafer	Director of Finance
Vincent Chiara	Independent Trustee		
Martin C�t�	Independent Trustee		
Ronald E. Smith	Independent Trustee		
Peter Aghar	Trustee		

## CONTACT

*Head Office*  
 PROREIT  
 2000 Mansfield Street, Suite 920, Montreal, QC H3A 2Z6  
 Tel 514.933.9552 Fax 514.933.9094  
 www.proreit.com

*Registrar and Transfer Agent*  
 TSX Trust Company  
 200 University Ave, Suite 300, Toronto, ON M5H 4H1  
 Tel 416.361.0930  
 TMXInvestorServices@tmx.com