



# INVESTOR FACT SHEET

## NOVEMBER 2020

**92** NUMBER OF PROPERTIES

**4.6M** GROSS LEASABLE AREA (SQUARE FEET)

**98.1%** OCCUPANCY RATE

**5.2** WEIGHTED AVERAGE LEASE TERM (YEARS)

### 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 strong secondary markets in Québec, Atlantic Canada and Ontario with selective exposure in Western Canada.

#### Clear Strategy to Build a Mid-Cap Diversified REIT

PROREIT's objectives are threefold: to provide unitholders with stable and growing cash distributions, on a tax efficient basis, to expand the asset base and to enhance the value of the REIT's assets to maximize long-term unit value. These goals are achieved by increasing the REIT's net operating income and AFFO per unit, through prudent internal growth strategies and accretive acquisitions.

### INVESTMENT HIGHLIGHTS

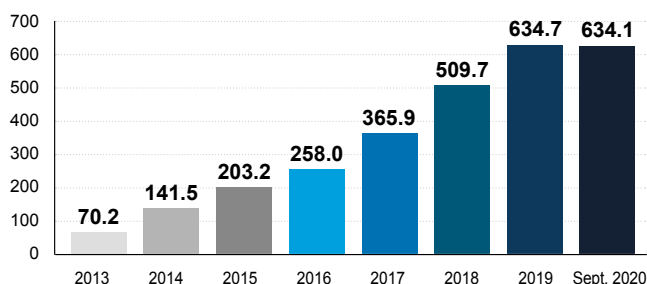
#### Q3-2020 Highlights

- ▶ Strong financial and operational performance, sufficient cash flow, and outstanding collection capacity during COVID-19.
- ▶ 99.2% rent collected in Q3-2020 and 99.6% collected in October 2020.
- ▶ 92.5% of leases maturing in 2020 renewed, at average 4% rent increase year 1.
- ▶ Well-diversified tenant mix by industry sectors. Credit quality tenants represent 47.0% of base rent. 86% of portfolio base rent from national and government tenants.
- ▶ 68.4% of base rent in retail segment from necessity based tenants, including groceries, drugstores, banks, governments and medical offices.

#### Sound Business Fundamentals

- ▶ Robust, well-diversified portfolio in terms of asset class and geography.
- ▶ Fully internalized asset and property management platform generating economies of scale.
- ▶ Uninterrupted monthly distributions since January 2014.
- ▶ Experienced Management Team and Board.

### TOTAL ASSET GROWTH (MILLION OF \$)

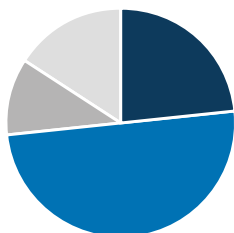


### FAST FACTS (AS AT NOVEMBER 10, 2020)

Stock Exchange	TSX
Ticket Symbol	PRV.UN
DRIP Eligible	3% bonus units (currently suspended)
Tax Deferred Distribution	100% for 2019
Annual Distribution	\$0.45
Total Units	40,023,023
Trust Units	38,484,562
Class B LP Units	1,538,461

### GLA BY ASSET CLASS (AS AT SEPTEMBER 30, 2020)<sup>1</sup>

Retail	23.4%
Industrial	50.0%
Office	10.8%
Commercial Mixed-Use	15.8%



### FINANCIAL HIGHLIGHTS (3 MONTHS ENDED SEPTEMBER 30)

(CAD \$, 000s except per unit amounts)	2020 (3 months)	2019 (3 months)	YoY
Property revenue	\$17,302	\$13,241	30.7%
Net operating income (NOI) <sup>2</sup>	\$10,399	\$8,525	22.0%
Net income (loss) and comprehensive income (loss)	\$(709)	\$6,910	—
Adjusted funds from operations (AFFO) <sup>2</sup>	\$5,863	\$5,070	15.6%
Basic AFFO per unit <sup>2,3</sup>	\$0.1465	\$0.1419	3.2%
Total assets	\$634,079	\$628,604	0.9%
Debt to Gross Book Value <sup>2</sup>	58.72%	56.72%	—
Weighted average interest rate (mortgages)	3.73%	3.74%	—
Interest coverage ratio <sup>2</sup>	2.8x	2.8x	—

1) Gross leasable area ("GLA") Based on annualized in-place and committed base rent at September 30, 2020.

2) Non-IFRS measure. See "Cautionary Statements".

3) Total basic units consist of trust units of the REIT and Class B limited partnership units of PRO REIT Limited Partnership, a subsidiary of the REIT.

## PORTFOLIO OVERVIEW

### TOP TEN TENANTS

High-quality tenants with long-term leases

Tenant	% of Base Rent <sup>1</sup>	GLA (sq ft)	Credit Rating <sup>2</sup>
1 Rexall	6.2%	104,929	Baa2/BBB+/na
2 Sobeys	5.9%	222,491	na/BBB-/BBB-
3 DRS Technologies Canada	5.6%	127,334	Ba1/BB+/BBB-
4 Government of Canada	3.5%	81,611	Aaa/AAA/AA+
5 Ribbon Communications Canada	3.4%	98,057	na
6 Shoppers Drug Mart	3.4%	66,083	na/BBB/BBB
7 Versacold	3.3%	224,334	na
8 ArcelorMittal Tailored Blanks	2.1%	185,633	Ba1/BBB-/BB+
9 Barry Callebaut	1.7%	176,070	Baa3/BBB-/na
10 Lawtons Pharmacy	1.6%	40,901	na/BBB-/BBB-
<b>Top 10 Sub-Total</b>	<b>36.7%</b>	<b>1,327,443</b>	

1) Based on annualized in place and committed base rent at September 30, 2020.  
2) Source: Moody's, S&P, and DBRS. Credit rating assigned to tenant or its parent.

### BOARD OF TRUSTEES

Name	Role
John Levitt	Chair, Independent Trustee
James W.Beckerleg	Trustee
Shenoor Jadavji	Trustee
G�rard A.Limoges	Independent Trustee
Vincent Chiara	Independent Trustee
Martin Cot�	Independent Trustee
Ronald E.Smith	Independent Trustee
Peter Aghar	Trustee

### MANAGEMENT

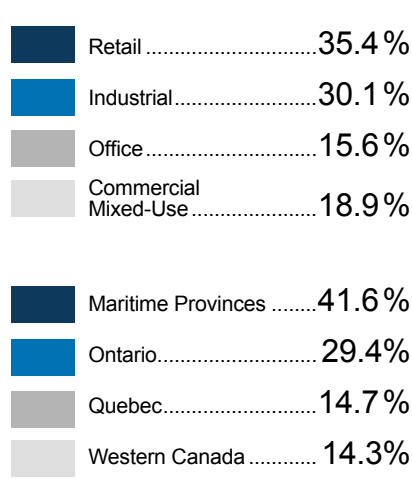
Name	Role
James W.Beckerleg	President, CEO
Gordon G.Lawlor	Executive VP, CFO and Secretary
Mark P.O'Brien	Managing Director, Operations
Alison J.Schafer	Director of Finance
Chris Andrea	President, Compass Commercial Realty LP

#### Cautionary Statements

This document is dated November 10, 2020 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 September 30, 2020 and dollar amounts are in Canadian dollars. Certain statements contained in this document constitute forward-looking information or statements within the meaning of securities laws, including statements relating to PROREIT's objectives and future performance. These statements represent PROREIT's intentions, plans, expectations and beliefs as of the date hereof, are subject to certain risks and uncertainties and are based on certain factors and assumptions regarding expected growth, results of operations, performance and business prospects. Although such forward-looking statements are based upon assumptions that management believes are reasonable, there can be no assurance that actual results will be consistent with these forward-looking statements and actual results in future periods may differ materially from those expressed or implied by such forward-looking statements. These risks and uncertainties are more fully described in PROREIT's regulatory filings, including in its most recent annual information form and management's discussion and analysis ("MD&A"), available on SEDAR at [www.sedar.com](http://www.sedar.com). Investors should not place undue reliance on forward-looking statements. Subject to applicable law, PROREIT does not undertake any obligation to update or revise any forward-looking statements. PROREIT's 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, including AFFO, NOI, FFO, AFFO, FFO per unit, AFFO per unit, Debt to Gross Book Value and interest coverage ratio. These non-IFRS measures are not defined by IFRS, do not have a standardized meaning 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 performance and debt management. For a full description of these measures and, where applicable, a reconciliation to the most directly comparable measure calculated in accordance with IFRS, please refer to the "Non-IFRS and Operational Key Performance Indicators" section in PROREIT's MD&A for the quarter ended September 30, 2020, available on SEDAR at [www.sedar.com](http://www.sedar.com).

### DIVERSIFIED PORTFOLIO

Base rent by asset class and geography<sup>(1)</sup>



1) Based on annualized in-place and committed base rent at September 30, 2020.

### ANALYST COVERAGE

Company	Analyst
CANACCORD GENUITY	Brendon Abrams
LAURENTIAN BANK SECURITIES	Yashwant Sankpal
HAYWOOD SECURITIES INC.	Colin Healey
BMO NESBITT BURNS INC.	Jenny Ma
INDUSTRIAL ALLIANCES SECURITIES INC.	Fr�d�ric Blondeau

### CONTACT

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