

GRANITE  
REIT



# INVESTOR PRESENTATION

May 2023

# PRESENTATION OF CERTAIN INFORMATION



- Unless otherwise indicated in this presentation, all information is presented as of March 31, 2023 and all financial information that is identified as current refers to the period ending March 31, 2023. For definitions of certain non-IFRS performance measures and non-IFRS ratios used in this presentation including funds from operations (“FFO”), adjusted funds from operations (“AFFO”), FFO payout ratio, AFFO payout ratio, net operating income calculated on a cash basis (“NOI-cash basis”), constant currency same property NOI, net leverage ratio, earnings before interest, income taxes, depreciation and amortization (“EBITDA”), available liquidity, total debt and net debt, unencumbered asset coverage ratio, indebtedness ratio, and interest coverage ratio, please refer to Appendix A and Appendix B on pages 23, 24 and 25. For reconciliation of these non-IFRS performance measures and non-IFRS ratios, please refer to Granite’s Management Discussion and Analysis (“MD&A”) in the First Quarter report 2023 (available on Granite’s website <https://granitereit.com/investors/financial-reports-and-fillings/>).
- This presentation may contain statements that, to the extent they are not recitations of historical fact, constitute “forward-looking statements” or “forward-looking information” within the meaning of applicable securities legislation, including the United States Securities Act of 1933, as amended, the United States Securities Exchange Act of 1934, as amended, and applicable Canadian securities legislation. Forward-looking statements and forward-looking information may include, among others, statements regarding Granite’s future plans, goals, strategies, intentions, beliefs, estimates, costs, objectives, capital structure, cost of capital, tenant base, tax consequences, economic performance or expectations, or the assumptions underlying any of the foregoing. Words such as “outlook”, “may”, “would”, “could”, “should”, “will”, “likely”, “expect”, “anticipate”, “believe”, “intend”, “plan”, “forecast”, “project”, “estimate”, “seek” and similar expressions are used to identify forward-looking statements and forward-looking information.
- Forward-looking statements and forward-looking information should not be read as guarantees of future events, performance or results and will not necessarily be accurate indications of whether or the times at or by which such future performance will be achieved. Undue reliance should not be placed on such statements. There can also be no assurance that Granite’s expectations regarding various matters, including the following, will be realized in a timely manner, with the expected impact or at all: the effectiveness of measures intended to mitigate such impact, and Granite’s ability to deliver cash flow stability and growth and create long-term value for unitholders; Granite’s ability to implement its ESG+R program and related targets and goals; the expansion and diversification of Granite’s real estate portfolio and the reduction in Granite’s exposure to Magna and the special purpose properties; Granite’s ability to accelerate growth and to grow its net asset value and FFO and AFFO per unit; Granite’s ability to find and integrate satisfactory acquisition, joint venture and development opportunities and to strategically deploy the proceeds from recently sold properties and financing initiatives; Granite’s sale from time to time of stapled units under its At-The-Market Equity Distribution Program; the potential for expansion and rental growth at the property in Ajax, Ontario and the enhancement to the yield of the property from such potential expansion and rental growth; the development of three modern distribution facilities in Lebanon, Tennessee, and the yield from the development; the development of a 0.4 million square foot distribution facility on the 22.0 acre site in Brantford, Ontario, and the potential yield from the project; the development of a 0.2 million square foot built-to-suit modern distribution facility at a 13.0 acre site in Bolingbrook, Illinois, and the potential yield from the project; the development of a 1.3 million square foot multi-phased business park on the remaining 101.0 acres of land in Houston, Texas and the potential yield from the project; the development of 12.9 acres of land in West Jefferson, Ohio and the potential yield from that project; the development of a 1.3 million square foot multi-phased business park on the remaining 70.0 acre parcel of land in Brantford, Ontario and the potential yield from that project; the development of a 0.2 million square foot modern distribution/logistics facility on the 10.1 acres of land in Brant County, Ontario and the potential yield of the project; the timing of payment of associated unpaid construction costs and holdbacks; Granite’s ability to dispose of any non-core assets on satisfactory terms; Granite’s ability to meet its target occupancy goals; Granite’s ability to secure sustainability or other certifications for any of its properties; the impact of the refinancing of the term loans on Granite’s returns and cash flow; and the amount of any distributions and distribution increase.
- Forward-looking statements and forward-looking information are based on information available at the time and/or management’s good faith assumptions and analyses made in light of Granite’s perception of historical trends, current conditions and expected future developments, as well as other factors Granite believes are appropriate in the circumstances. Forward-looking statements and forward-looking information are subject to known and unknown risks, uncertainties and other unpredictable factors, many of which are beyond Granite’s control, that could cause actual events or results to differ materially from such forward-looking statements and forward-looking information.
- Important factors that could cause such differences include, but are not limited to, the risk of changes to tax or other laws and treaties that may adversely affect Granite REIT’s mutual fund trust status under the *Income Tax Act* (Canada) or the effective tax rate in other jurisdictions in which Granite operates; the risks related to Russia’s 2022 invasion of Ukraine that may adversely impact Granite’s operations and financial performance; economic, market and competitive conditions and other risks that may adversely affect Granite’s ability to expand and diversify its real estate portfolio and dispose of any non-core assets on satisfactory terms; and the risks set forth in the “Risk Factors” section in Granite’s AIF for 2022 dated March 8, 2023, filed on SEDAR at [www.sedar.com](http://www.sedar.com) and attached as Exhibit 1 to the Trust’s Annual Report on Form 40-F for the year ended December 31, 2022 filed with the SEC and available online on EDGAR at [www.sec.gov](http://www.sec.gov), all of which investors are strongly advised to review. The “Risk Factors” section also contains information about the material factors or assumptions underlying such forward-looking statements and forward-looking information.
- Forward-looking statements and forward-looking information speak only as of the date the statements and information were made and unless otherwise required by applicable securities laws, Granite expressly disclaims any intention and undertakes no obligation to update or revise any forward-looking statements or forward-looking information contained in this presentation to reflect subsequent information, events or circumstances or otherwise.



## ORGANIZATIONAL PRINCIPLES

Long-term total return focused

Conservative and flexible capital structure

Platform strength and active asset management

Institutional quality real estate portfolio

Alignment with unitholders

## PORTFOLIO OVERVIEW

137 income-producing properties + 5 development properties/land

62.8M square feet with 97% occupancy

\$9B in property value

High quality and creditworthy tenant base

6.6 years of weighted average lease term

## FINANCIAL PERFORMANCE

74% LTM AFFO POR<sup>3</sup>

32% net leverage ratio<sup>3</sup>

6.5 – 7.5% constant currency SPNOI<sup>3</sup> growth in 2023

Market Cap. of ~\$5.2B and EV of ~\$8.1B

Investment grade ratings with stable outlook (BBB (high) / Baa2)

12 consecutive annual distribution increases

## Global Industrial Real Estate Platform

<sup>1</sup> Market capitalization and enterprise value are as of May 5, 2023 (GRT.UN on TSX and GRP.U on NYSE).

<sup>2</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

<sup>3</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on page 20 and 21.

<sup>4</sup> Granite investment grade ratings are as per DBRS/Moody's.

# GRANITE HIGHLIGHTS – ESG+R



## ENVIRONMENTAL

Promote energy efficiency and sustainable practices at our properties

Reduce use of resources and promote waste diversion

Commitment to build to a green building certification for all Granite developments

Promote use of public transit through financial support

Encourage the use of local and recycled materials

Reduction in GHG emissions and Solar PV targets established

## SOCIAL

Hybrid work model supporting work-life balance

Promote employee well-being via financial support for fitness memberships

Promote volunteerism and community support

Employee engagement monitoring

Provide a 24/7 support and counselling resource

## GOVERNANCE

100% independent Board excluding CEO

Experienced and diverse board

Internally managed

Robust governance policies with CGN Committee oversight

Whistle-blower hotline and reporting process

## RESILIENCE

Program aligned with TCFD<sup>(1)</sup>, SASB<sup>(1)</sup> and GRI<sup>(1)</sup> standards and frameworks

Assess physical and transition climate-change risks in underwriting/due diligence process

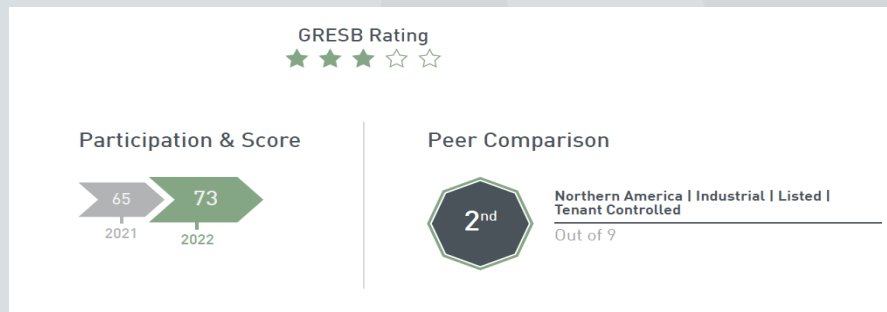
Regular portfolio evaluation of climate-change risks and strategies to mitigate risks

Work with property teams to ensure mitigation measures and emergency response plans are in place

<sup>1</sup> TCFD – Task Force on Climate-Related Financial Disclosures; SASB – Sustainability Accounting Standards Board; GRI – Global Reporting Initiative.



**Granite ranked 3<sup>rd</sup> in the United States of America Industrial public disclosure group**



**Granite ranked 2<sup>nd</sup> in the North America/Industrial/Listed/Tenant Controlled peer group**

# ESG –\$1B GREEN BONDS USE OF NET PROCEEDS (AS AT DEC 31, 2022<sup>1</sup>)



## 2027 Debentures

Location	Eligible Green Certification	Date	Allocation
Lancaster, TX, USA	LEED Silver	Q1-19	<b>\$106.1</b>
Weert, NED	BREEAM “Excellent”	Q2-20	<b>31.9</b>
Plainfield, IN, USA	Two Green Globes	Q2-20	<b>36.0</b>
Ede, NED	BREEAM “Very Good”	Q3-20	<b>21.4</b>
Tilburg, NED	BREEAM “Excellent”	Q3-20	<b>83.8</b>
Bleiswijk, NED	BREEAM “Very Good”	Q3-20	<b>66.2</b>
Antioch, IL, USA	LEED Silver	Q3-21	<b>56.5</b>
Altbach, GER	DGNB Gold	Q2-22	<b>41.2</b>
Fort Worth, TX, USA	Two Green Globes	Q2-22	<b>51.4</b>
Mississauga, ON, Canada	Two Green Globes	Q3-22	<b>0.2<sup>3</sup></b>
Other LED lighting projects	> 15% improvement in energy efficiency	Various	<b>1.8</b>
Other HVAC replacements	> 15% improvement in energy efficiency	Q2-22	<b>0.4</b>
Total Net Proceeds Allocated			<b><u>\$496.9</u></b>
% of Net Proceeds Allocated			<b>100%</b>

## 2028 Debentures

Location	Eligible Green Certification	Date	Allocation
Mississauga, ON, Canada	Two Green Globes	Q3-22	<b>11.0<sup>3</sup></b>
Murfreesboro, TN, USA	Two Green Globes <sup>2</sup>	Q2-23	<b>83.6</b>
Houston, TX, USA	Two Green Globes <sup>2</sup>	Q2-23	<b>150.0</b>
Lebanon, TN, USA	Two Green Globes <sup>2</sup>	Q3-23	<b>58.2</b>
Bolingbrook, IL, USA	Two Green Globes <sup>2</sup>	Q3-23	<b>40.1</b>
Brantford, ON, Canada	Two Green Globes <sup>2</sup>	Q1-24	<b>22.5</b>
Total Net Proceeds Allocated			<b><u>\$365.4</u></b>
% of Net Proceeds Allocated			<b>73.5%</b>

**Granite has allocated \$862.3M (87%) of Green Bond net proceeds to Eligible Green Investments**

<sup>1</sup> Granite has committed to providing annual updates on green bond allocation.

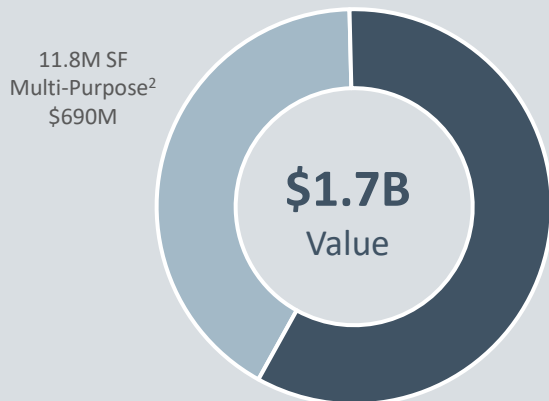
<sup>2</sup> Development is in progress, the green certification is being pursued and certification is expected by the date herein.

<sup>3</sup> The Mississauga, ON Green expansion is partially funded by each of the 2027 Debentures and the 2028 Debentures.

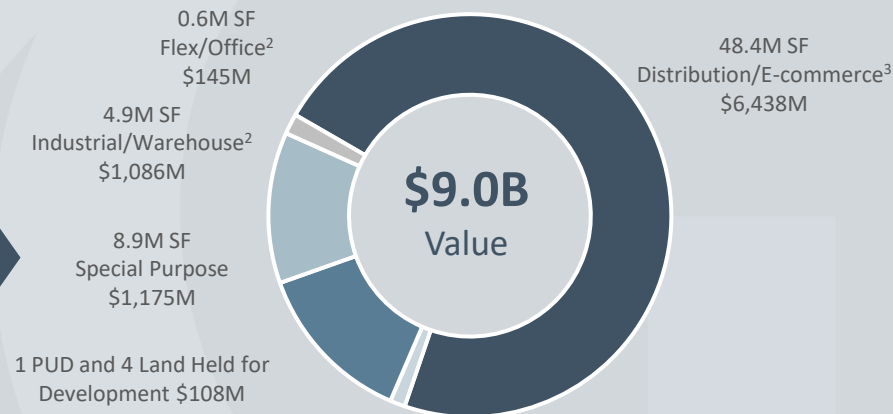


## Investment Property Summary

Then - December 31, 2012



Now - March 31, 2023



28.0	93%	13%	\$1.8B	\$2.43	~\$570M
GLA (MSF)	Magna % of GLA	Net Leverage Ratio <sup>5</sup>	Market Cap	FFOPU <sup>5</sup>	Incremental Debt Capacity @ 35%

62.8	19%	32%	\$5.2B <sup>1</sup>	\$4.62	~\$460M
GLA (MSF)	Magna % of GLA	Net Leverage Ratio <sup>5</sup>	Market Cap	LTM FFOPU <sup>5</sup>	Incremental Debt Capacity @ 35%

**Transforming the portfolio while creating value, cash flow growth, and maintaining financial flexibility**

<sup>1</sup> Market capitalization is as at May 5, 2023.

<sup>2</sup> Multi-Purpose property type has been split and renamed into two new categories: Industrial/Warehouse and Flex/Office as of Q1 2021.

<sup>3</sup> Modern warehouse has been renamed to Distribution/E-commerce as of Q1 2021.

<sup>4</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

<sup>5</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on page 20 and 21.

# PORTFOLIO TRANSFORMATION STRATEGY



Target markets with superior economic conditions and market fundamentals

Proximity to major MSAs

Available labour

Strategic location

Population growth

Liquidity

Major infrastructure

Focus on modern facilities that meet the demands of E-Commerce and traditional distribution users

Modern characteristics

Lower capex requirements

Potential for expansion or redevelopment

Strategic location within market

Captive tenancy

Invest opportunistically in evolving property types and markets benefiting from technological advancement & E-Commerce trends

Cold Storage  
(Food & Pharma)

Multi-level fulfillment

Transport facilities

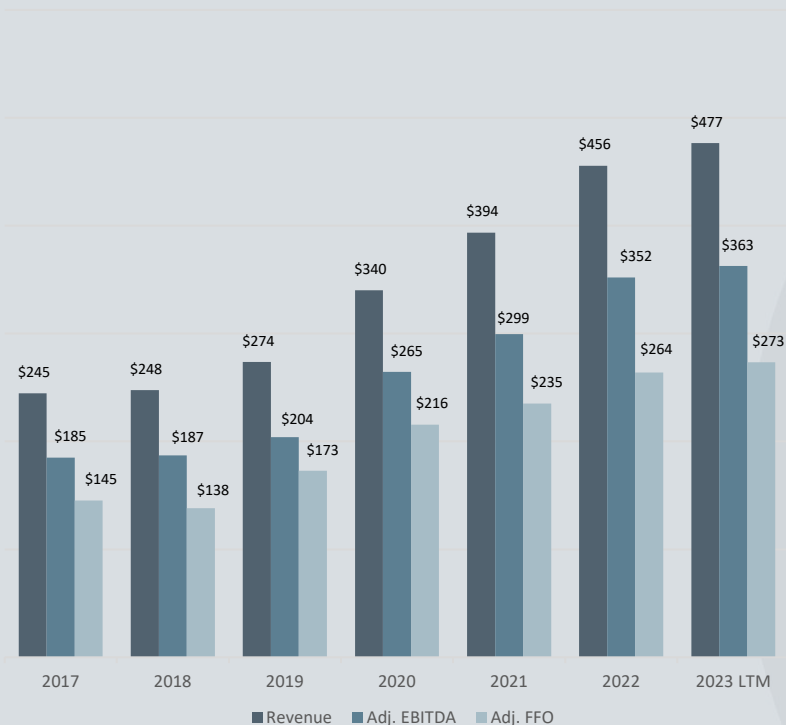
**Focusing on characteristics that meet current and evolving user demand**



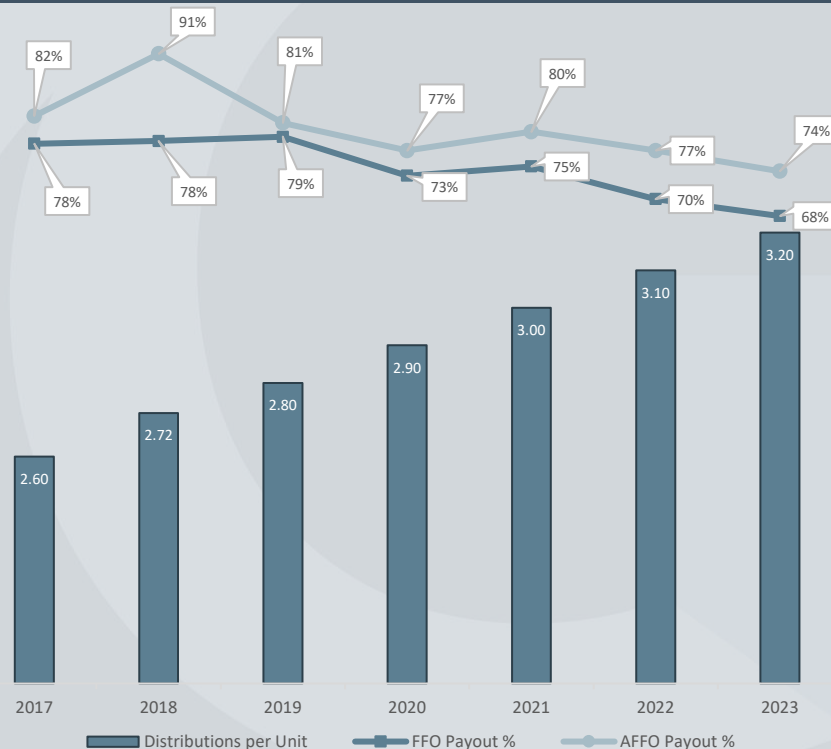
# FINANCIAL PERFORMANCE



## Historical Operating Performance (\$M)<sup>2</sup>



## Distributions and Payout Ratios<sup>1,2</sup>



**Consistent annual revenue and FFO growth. Distribution increase of 3.2% made in 2023.**

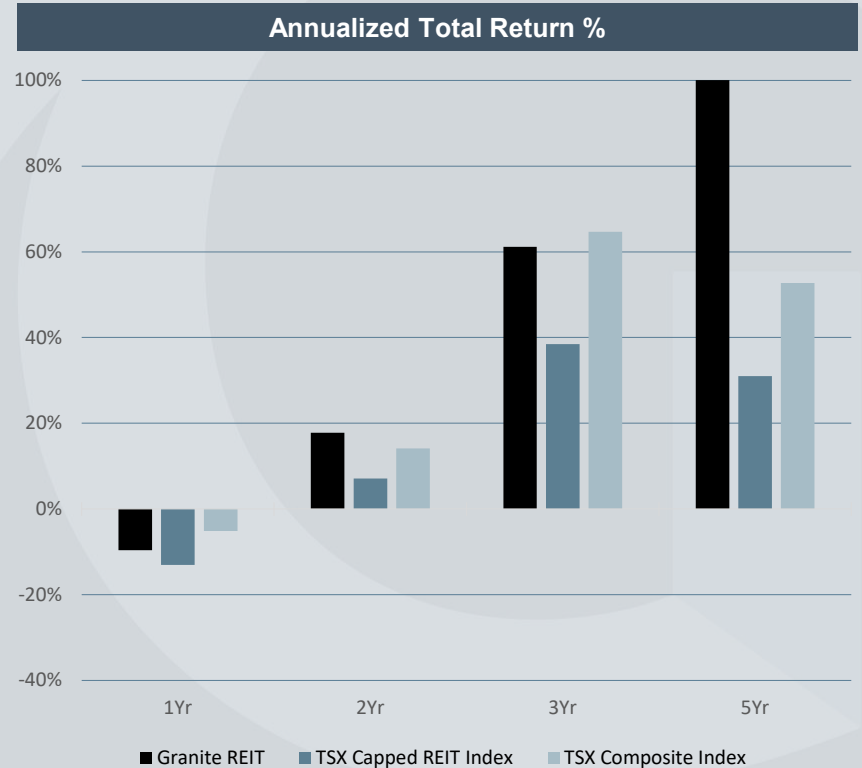
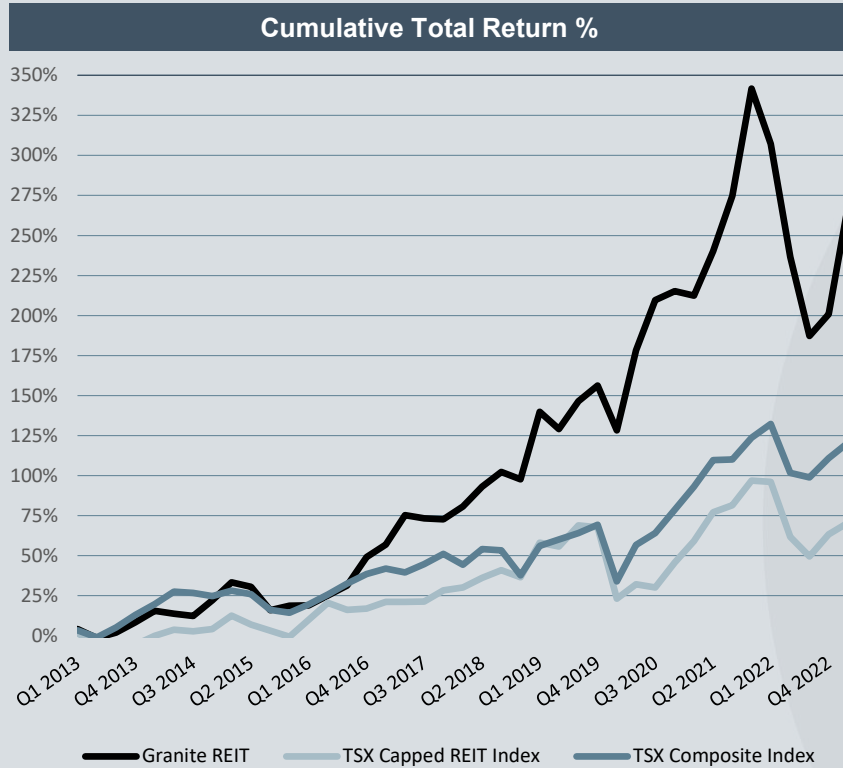
<sup>1</sup> 2019 Distributions excludes the special distribution paid in January 2019 of \$1.20 per unit.

<sup>2</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on page 20 and 21.

# GRT HISTORICAL PERFORMANCE



## Total Return vs TSX Composite & TSX Capped REIT Indices



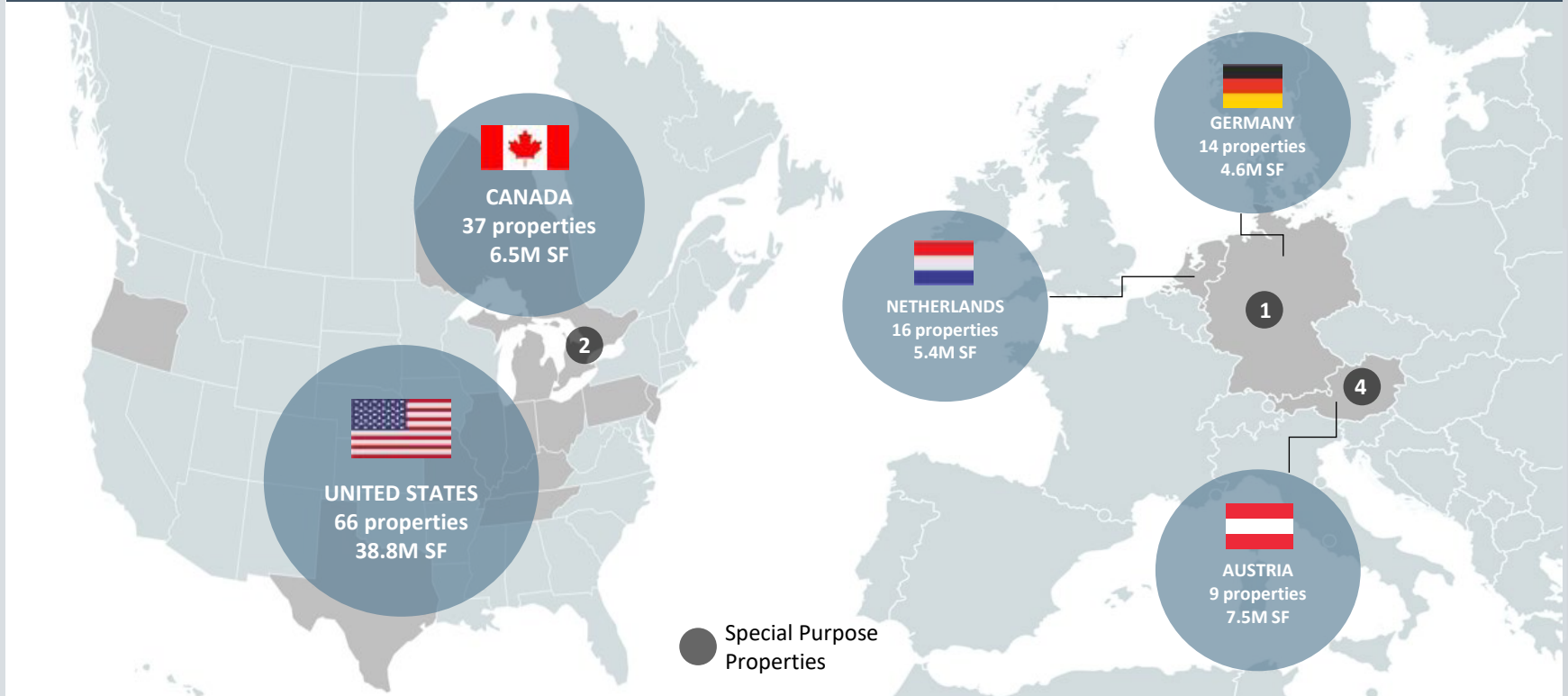
**Granite has outperformed the TSX and Capped REIT Total Return indices on a long-term basis**

Total return data is as at March 31, 2023.

# GLOBALLY DIVERSIFIED PORTFOLIO<sup>1</sup>



5 countries – 142 properties – 62.8 million square feet



Global footprint with scale in North America & Western Europe

May 2023

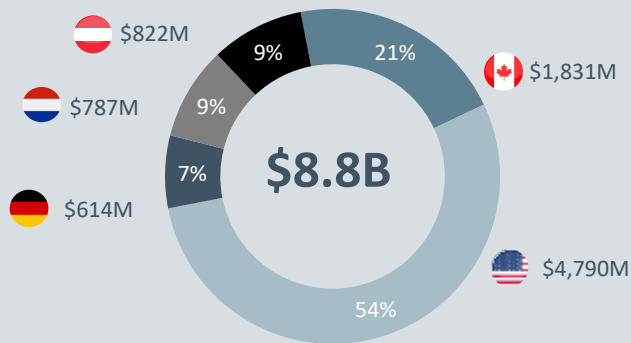
11

<sup>1</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

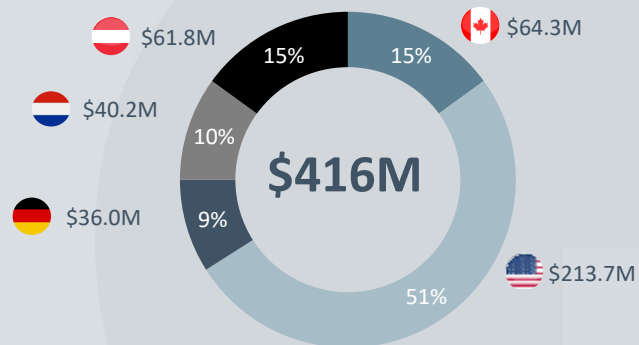
# PORTFOLIO SEGMENTATION BY GEOGRAPHY<sup>1</sup>



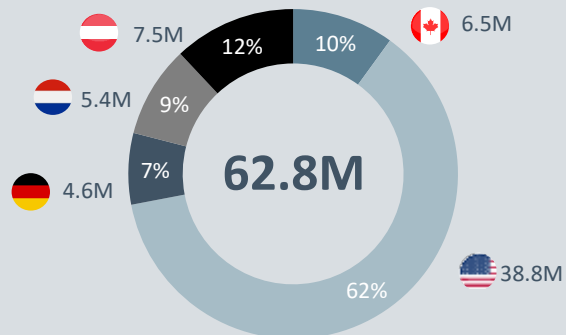
## By Income Producing Property Fair Value



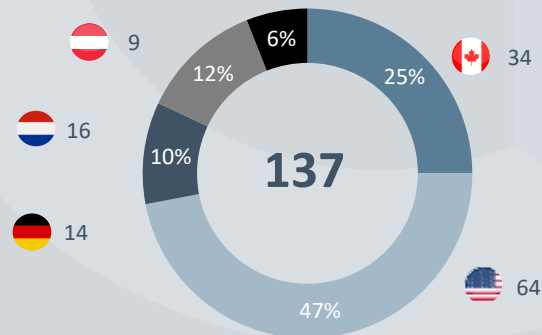
## By Annualized Revenue



## By Square Feet



## By Number of Income-Producing Properties



**Geographically diversified asset base**

<sup>1</sup>Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

# IPP PORTFOLIO SEGMENTATION BY CATEGORY<sup>1</sup>

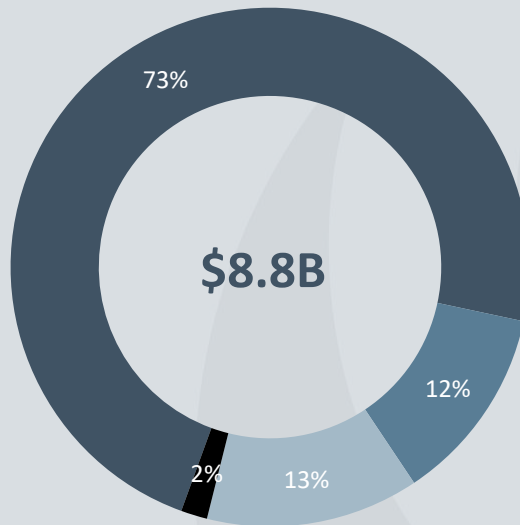


## Distribution/E-commerce Properties

95 Properties  
 48.4M SF (~510K SF/property)  
 \$6.4B Fair Value (~\$133/SF): 73%  
 WALT: 6.4 years  
 \$285.6M Annualized Revenue(~\$5.90/SF): 69%  
 Magna Concentration: 1%  
 Concentration in the GTA (rev): 6%  
 Clear Height: 35'  
 Average Age: 10 Yrs  
 Overall Cap Rate: 4.79%

## Flex/Office

3 Properties  
 0.6M SF (~203K SF/property)  
 \$0.1B Fair Value (~\$238/SF) : 2%  
 WALT: 5.9 years  
 \$8.5M Annualized Revenue (~\$13.95/SF): 2%  
 Magna Concentration: 31%  
 Concentration in the GTA (rev): 43%  
 Clear Height: 27'  
 Average Age: 23 Yrs  
 Overall Cap Rate: 5.47%



## Industrial/Warehouse

32 Properties  
 4.9M SF (~154K SF/property)  
 \$1.1B Fair Value(~\$220/SF): 12%  
 WALT: 3.8 years  
 \$43.7M Annualized Revenue(~\$8.81/SF): 11%  
 Magna Concentration: 77%  
 Concentration in the GTA (rev): 58%  
 Clear Height: 32'  
 Average Age: 36 Yrs  
 Overall Cap Rate: 4.26%

## Special Purpose Properties

7 Properties (2 GTA, 1 Germany, 4 Austria)  
 8.9M SF (~1,268K SF/property)  
 \$1.2B Fair Value (~\$132/SF): 13%  
 WALT: 9.8 years  
 \$78.2M Annualized Revenue(~\$8.81/SF): 19%  
 Magna Concentration: 91%  
 Concentration in the GTA (rev): 22%  
 Clear Height: 31'  
 Average Age: 54 Yrs  
 Overall Cap Rate: 6.84%  
 Cap Rate in Canada: 4.65%  
 Cap Rate in Europe: 7.88%

**IPP Total Fair Value of \$8.8B with an overall WALT of 6.6 years**

<sup>1</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

# DEVELOPMENT AND EXPANSION PIPELINE



Ajax, Ontario ~50K SF



Brantford, Ontario (Phase I) ~410K SF



Brantford, Ontario (Phase II) ~727K SF

**Active development program to enhance total return & platform value**

# LEASE EXPIRATION PROFILE<sup>1</sup>



## Outstanding Lease Expiries by Annualized Revenue

Annualized Revenue

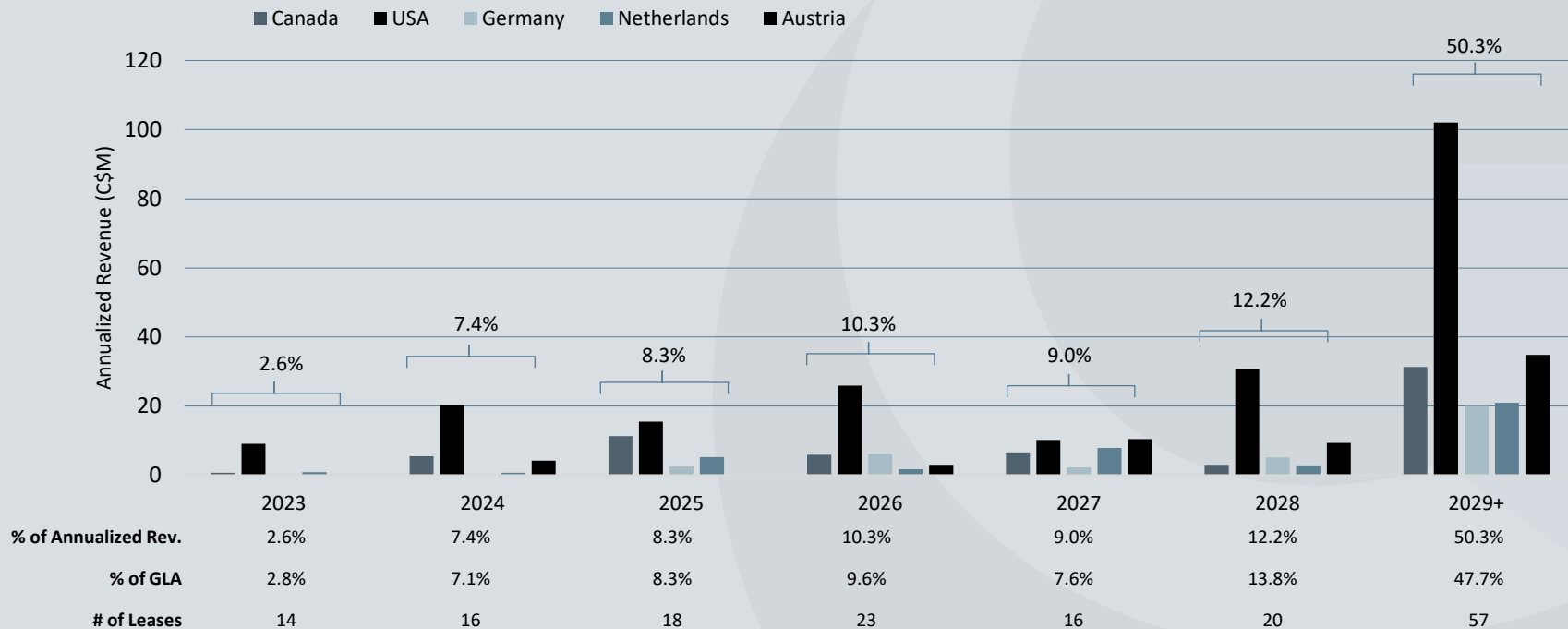
**\$416M**

Overall WALT

**6.6 Years**

Occupancy

**97.0%**



**Staggered and geographically diversified lease maturity profile**

May 2023

15

<sup>1</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

# HIGH QUALITY & CREDITWORTHY TENANT BASE



Top 10 Tenants		Annualized Revenue %	GLA %	WALT	Credit Rating <sup>1,2</sup>
Magna		26%	19%	7.6	A-
Amazon		4%	4%	15.9	AA
Mars Petcare US		3%	4%	7.3	NR
True Value Company		2%	2%	17.9	NR
Adesa		2%	—%	6.3	CC
Light Mobility Solutions Gmbh		2%	1%	12.7	NR
Ceva Logistics US Inc.		2%	2%	1.8	B1
Restoration Hardware		2%	2%	5.1	Ba3
Samsung		2%	1%	3.5	AA-
Spreetail FTP		2%	2%	3.6	NR
<b>Top 10 Tenants</b>		<b>47%</b>	<b>37%</b>	<b>8.5</b>	

### Other Tenants

**Creditworthy non-Magna tenants each comprising no more than 5% of Revenue and GLA**

<sup>1</sup> Credit rating is quoted on the S&P or equivalent rating scale where publicly available. NR refers to Not Rated.  
<sup>2</sup> The credit rating indicated may, in some instances, apply to an affiliated company of Granite's tenant which may not be the guarantor of the lease.



# BALANCE SHEET STRENGTH<sup>2</sup>



## Capitalization

Unit Price (05/05/2023)	\$81.72
Units Outstanding	63.7
<b>Market Capitalization<sup>1</sup></b>	<b>\$5,209</b>
Construction Loan due Dec/23	\$56
Debentures 3.873% due Nov/23	\$400
US\$185M Term Loan due Dec/24	\$250
US\$400M Term Loan due Sept/25	\$541
C\$300M Term Loan due Dec/26	\$300
Debentures 3.062% due Jun/27	\$500
Debentures 2.194% due Aug/28	\$500
Debentures 2.378% due Dec/30	\$500

**Debt<sup>4</sup>** **\$3,047**

Less: Cash and Cash Equivalents (\$117)

Less: Proceeds from Assets Held for Sale (\$18)

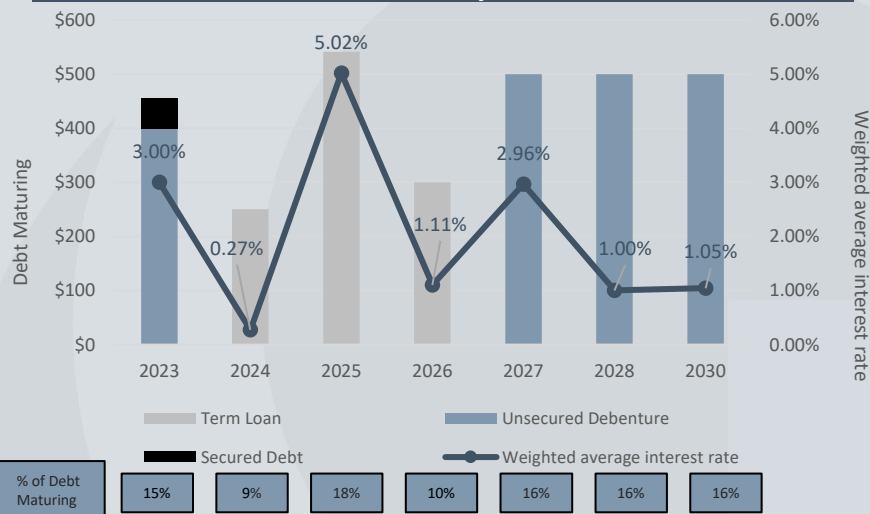
Add: Non-controlling Interests \$7

**Enterprise Value<sup>1</sup>** **\$8,128**

## Debt Metrics<sup>3</sup>

LTM Adj. EBITDA / LTM Interest	6.6x
Net Debt / LTM Adj. EBITDA	7.8x
LTM FFO / Net Debt	10%
Net Debt / Fair Value of Investment Properties	32%
Unencumbered Assets / Unsecured Net Debt	3.2x
Secured Debt / Fair Value of Investment Properties	0.6%
Incremental Net Debt Capacity at 35% Net Leverage Ratio	\$460M

## Debt Maturity Profile



Weighted average debt term-to-maturity 3.9 Years  
Weighted average cost of debt 2.29%

Cash and Cash Equivalents \$117  
Credit Facility Available \$997  
**Total Available Liquidity<sup>3</sup> \$1,114**

**Sector leading balance sheet with significant liquidity and substantially all unencumbered assets**

<sup>1</sup> Market capitalization and enterprise value are as at May 5, 2023.

<sup>2</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

<sup>3</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on page 20 and 21.

<sup>4</sup> Debt excludes swap mark-to-market liabilities and lease obligations.

# FINANCIAL FLEXIBILITY & TARGET LONG-TERM LEVERAGE RATIO<sup>1</sup>



- Strong balance sheet provides pathway for measured growth with potential for further diversification and optimization of the portfolio
- Target long term net leverage ratio<sup>1</sup> of ~30 - 35% while maintaining patient and opportunistic approach to acquisitions and development
- Long term leverage target fully reflected in current credit ratings from Moody's and DBRS

## Credit Strengths

Stable industrial real estate fundamentals

Reduced lease maturity risk in 2023/2024

Consistent track record and stable cash flows

Positive re-leasing spreads across all regions

## Rating Agency Commentary

### Moody's 06/24/2022: Baa2 (Stable)

*"Granite REIT Holdings Limited Partnership's Baa2 senior unsecured rating reflects the company's consistent track record in the global industrial warehouse and logistics space and proven business model with stable cash flows driven by its long-term net lease contracts. It also reflects Granite's strong operating performance, with consistently high occupancy levels and positive re-leasing spreads across all regions, buoyed by robust industrial real estate fundamentals. We also note Granite's commitment to maintaining a prudent capital structure and a fully unencumbered asset base, as the REIT executes its strategic growth plan and portfolio transformation."*

### DBRS Morningstar 03/29/2023: BBB(high) (Stable)

*"The rating actions consider Granite's efforts in offsetting previously noted lease maturity risk in 2023 and 2024 with high renewal rates and double-digit base rent spreads. The Stable trends also consider DBRS Morningstar's expectation that industrial real estate fundamentals will remain stable in the near term and that Granite will continue to execute its long-term strategy of growing and diversifying its asset base through acquisitions and developments. DBRS Morningstar notes Granite's continued portfolio size growth as a result of recent acquisitions (\$481 million completed in 2022) and its development pipeline (\$330 million invested throughout 2022), which will continue to further increase EBITDA in the near to medium term. DBRS Morningstar expects Granite to operate with a total debt-to-EBITDA ratio of approximately 8.0 times (x) throughout 2023 and 2024."*

**Commitment to maintaining a sustainable investment grade rating and conservative capital structure**

<sup>1</sup> For definitions of Granite's non-IFRS performance measures and non-IFRS ratios, refer to Appendix A and B on page 20 and 21.

<sup>2</sup> Excludes assets held for sale and reflects adjustments for subsequent events. Refer to the "Subsequent Events" section in Appendix C on page 22.

# LEADERSHIP TEAM



**Kevan Gorrie**

President and Chief Executive Officer



**Teresa Neto**

Chief Financial Officer



**Lorne Kumer**

Executive Vice President,  
Head of Global Real Estate



**Michael A. Ramparas**

Executive Vice President,  
Global Real Estate and Head of Investments



**Witsard Schaper**

Senior Vice President,  
Head of Europe based in Amsterdam



**Lawrence Clarfield**

Executive Vice President,  
General Counsel and Corporate Secretary



**Jon Sorg**

Senior Vice President,  
Head of U.S. based in Dallas

# APPENDIX



- ❖ The following non-IFRS performance measures and non-IFRS ratios are important measures used by management in evaluating the Trust's underlying operating performance and debt management. These non-IFRS performance measures and non-IFRS ratios are not defined by IFRS and do not have standard meanings. The Trust's method of calculating non-IFRS performance measures may differ from other issuers' methods and, accordingly, may not be comparable with similar measures presented by other issuers. All non-IFRS performance measures as well as non-IFRS ratios shown within this presentation have been adjusted for subsequent events. Please refer to section C of this Appendix for details on the Trust's subsequent events.

## A) NON-IFRS PERFORMANCE MEASURES AND RATIOS

### Funds from operations

FFO is a non-IFRS performance measure that is widely used by the real estate industry in evaluating the operating performance of real estate entities. Granite calculates FFO as net income attributable to stapled unitholders excluding fair value gains (losses) on investment properties and financial instruments, gains (losses) on sale of investment properties including the associated current income tax, deferred income taxes and certain other items, net of non-controlling interests in such items. The Trust's determination of FFO follows the definition prescribed by the Real Estate Property Association of Canada ("REALPAC") guidelines on Funds From Operations & Adjusted Funds From Operations for IFRS dated January 2022 ("REALPAC Guidelines"). Granite considers FFO to be a meaningful supplemental measure that can be used to determine the Trust's ability to service debt, fund capital expenditures and provide distributions to stapled unitholders. FFO is reconciled to net income, which is the most directly comparable IFRS measure. FFO should not be construed as an alternative to net income or cash flow generated from operating activities determined in accordance with IFRS.

### Adjusted funds from operations

AFFO is a non-IFRS performance measure that is widely used by the real estate industry in evaluating the recurring economic earnings performance of real estate entities after considering certain costs associated with sustaining such earnings. Granite calculates AFFO as net income attributable to stapled unitholders including all adjustments used to calculate FFO and further adjusts for actual maintenance capital expenditures that are required to sustain Granite's productive capacity, leasing costs such as leasing commissions and tenant allowances incurred and non-cash straight-line rent and tenant incentive amortization, net of non-controlling interests in such items. The Trust's determination of AFFO follows the definition prescribed by REALPAC's Guidelines. Granite considers AFFO to be a meaningful supplemental measure that can be used to determine the Trust's ability to service debt, fund expansion capital expenditures, fund property development and provide distributions to stapled unitholders after considering costs associated with sustaining operating earnings. AFFO is also reconciled to net income, which is the most directly comparable IFRS measure. AFFO should not be construed as an alternative to net income or cash flow generated from operating activities determined in accordance with IFRS.

### Net operating income - cash basis

Granite uses NOI on a cash basis, which adjusts NOI to exclude lease termination and close-out fees, and the non-cash impact from straight-line rent and tenant incentive amortization recognized during the period. NOI - cash basis is a commonly used measure by the real estate industry and Granite believes it is a useful supplementary measure of the income generated by and operating performance of income-producing properties in addition to the most comparable IFRS measure, which Granite believes is NOI. NOI - cash basis is also a key input in Granite's determination of the fair value of its investment property portfolio.

## Same property net operating income - cash basis

Same property NOI - cash basis refers to the NOI - cash basis for those properties owned by Granite throughout the entire current and prior year periods under comparison. Same property NOI - cash basis excludes properties that were acquired, disposed of, classified as properties under or held for development or assets held for sale during the periods under comparison. Granite believes that same property NOI - cash basis is a useful supplementary measure in understanding period-over-period organic changes in NOI - cash basis from the same stock of properties owned.

## Constant currency same property NOI

Constant currency same property NOI is a non-GAAP measure used by management in evaluating the performance of properties owned by Granite throughout the entire current and prior year periods on a constant currency basis. It is calculated by taking same property NOI as defined above and excluding the impact of foreign currency translation by converting the same property NOI denominated in foreign currency in the respective periods at the current period average exchange rates.

## Adjusted earnings before interest, income taxes, depreciation and amortization (“Adjusted EBITDA”)

Adjusted EBITDA is calculated as net income before lease termination and close-out fees, interest expense, interest income, income tax expense, depreciation and amortization expense, fair value gains (losses) on investment properties and financial instruments, other expense relating to real estate transfer tax and loss on the sale of investment properties. Adjusted EBITDA, calculated on a 12-month trailing basis (“trailing 12-month adjusted EBITDA”), represents an operating cash flow measure that Granite uses in calculating the interest coverage ratio and indebtedness ratio noted below. Adjusted EBITDA is also defined in Granite’s debt agreements and used in calculating the Trust’s debt covenants.

## Available Liquidity

Available liquidity is a non-IFRS performance measure defined as the sum of cash and cash equivalents and the unused portion of the Credit Facility. Granite believes that available liquidity is a useful measure to investors in determining the Trust’s resources available as at period-end to meet its ongoing obligations and future commitments.

## Total Debt and Net Debt

Total debt is a non-IFRS performance measure calculated as the sum of all current and non-current debt, the net mark to market fair value of derivatives and lease obligations as per the consolidated financial statements. Net debt subtracts cash and cash equivalents from total debt. Granite believes that it is useful to include the derivatives and lease obligations for the purposes of monitoring the Trust’s debt levels.

## B) NON-IFRS RATIOS

### FFO and AFFO payout ratios

The FFO and AFFO payout ratios are calculated as monthly distributions, which exclude special distributions, declared to unitholders divided by FFO and AFFO (non-IFRS performance measures), respectively, in a period. FFO payout ratio and AFFO payout ratio may exclude revenue or expenses incurred during a period that can be a source of variance between periods. The FFO payout ratio and AFFO payout ratio are supplemental measures widely used by analysts and investors in evaluating the sustainability of the Trust’s monthly distributions to stapled unitholders.





### **Interest coverage ratio**

The interest coverage ratio is calculated on a 12-month trailing basis using Adjusted EBITDA (a non-IFRS performance measure) divided by net interest expense. Granite believes the interest coverage ratio is useful in evaluating the Trust's ability to meet its interest expense.

### **Indebtedness ratio**

The indebtedness ratio is calculated as total debt (a non-IFRS performance measure) divided by Adjusted EBITDA (a non-IFRS performance measure) and Granite believes it is useful in evaluating the Trust's ability to repay outstanding debt using its operating cash flows.

### **Leverage and net leverage ratios**

The leverage ratio is calculated as the carrying value of total debt (a non-IFRS performance measure) divided by the fair value of investment properties (excluding assets held for sale) while the net leverage ratio subtracts cash and cash equivalents from total debt. The leverage ratio and net leverage ratio are supplemental measures that Granite believes are useful in evaluating the Trust's degree of financial leverage, borrowing capacity and the relative strength of its balance sheet.

### **Unencumbered asset coverage ratio**

The unencumbered asset coverage ratio is calculated as the carrying value of investment properties (excluding assets held for sale) that are not encumbered by secured debt divided by the carrying value of total unsecured debt and is a supplemental measure that Granite believes is useful in evaluating the Trust's degree of asset coverage provided by its unencumbered investment properties to total unsecured debt.

## **C) SUBSEQUENT EVENTS**

- ❖ On April 6, 2023, Granite reached substantial completion of three properties totaling 509,250 square feet in Lebanon Tennessee. These state-of-the-art facilities have modern features including 32' clear height, LED lighting and other sustainable design features. The properties have direct access to Highway 109 and are located 19 miles from Nashville International Airport and 24 miles from downtown Nashville. The properties are currently vacant and leasing activity is underway.
- ❖ On April 12, 2023, Granite reached substantial completion of its 220,620 square foot development in Bolingbrook, Illinois. The building is 100% leased to La-Z-Boy Manufacturing for an initial term of 12.4 years.