

**GRANITE**  
REIT



# Investor Presentation

August 2019

# PRESENTATION OF CERTAIN INFORMATION

Unless otherwise indicated in this presentation, all information is presented as of June 30, 2019 and all financial information that is identified as refers to the three month period ending June 30, 2019. For definitions of certain non-IFRS measures 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”), net leverage ratio, earnings before interest, income taxes, depreciation and amortization (“EBITDA”), unencumbered asset coverage ratio, indebtedness ratio, and interest coverage ratio, please refer to Granite’s Management Discussion and Analysis (“MD&A”) in the Second Quarter 2019 Report.

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, economic performance or expectations, or the assumptions underlying any of the foregoing. Words such as "may", "would", "could", "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.

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 our perception of historical trends, current conditions and expected future developments, as well as other factors we believe are appropriate in the circumstances, and 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) (the “Tax Act”) or the effective tax rate in other jurisdictions in which Granite operates; economic, market and competitive conditions and other risks that may adversely affect Granite’s ability to achieve desired developments in its relationships with its tenants, expand and diversify its real estate portfolio and increase its leverage; and the risks set forth in the annual information form of Granite REIT and Granite REIT Inc. dated March 6, 2019 (the Annual Information Form). The “Risk Factors” section of the Annual Information Form also contains information about the material factors or assumptions underlying such forward-looking statements and forward-looking information, and is incorporated herein by reference. This presentation is qualified in its entirety by the information in such risk factors, which readers are strongly advised to review.

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.

# GRANITE OVERVIEW

## Description

- Owner and manager of industrial, warehouse and logistics properties
- Operate in nine countries in North America and Europe
- Creditworthy and diversified tenant base
- Magna and its operating subsidiaries are the largest tenant (ratings of A- / A (low) / A3 with stable outlook)

## Properties

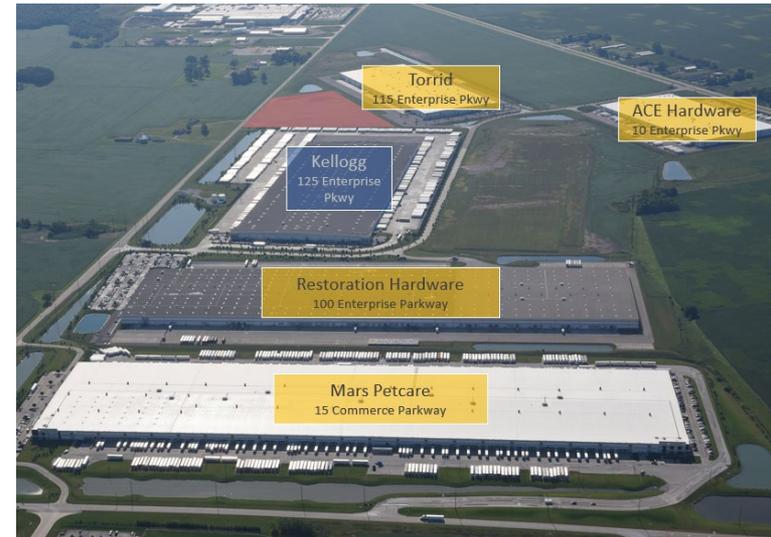
- 81 income-producing properties + 5 development properties
- 35.0M square feet
- \$3.9B in property value
- 6.0 years of weighted average lease term
- 6.3% overall capitalization rate

## Financial Information

- \$241M in annualized rental revenue
- \$163M Adj. FFO for LTM Q2 2019
- 78% LTM Q2 2019 FFO payout ratio
- 18% net leverage ratio

## Public Listing

- GRT.UN on TSX and GRP.U on NYSE
- Market capitalization of ~\$3.1B and enterprise value of ~\$3.8B
- Investment grade ratings with stable outlook (BBB / Baa2)



West Jefferson, OH Portfolio

## Global Industrial Real Estate Platform

Magna International Inc. ratings are as per S&P/DBRS/Moody's and are based on Magna's public filings.

Annualized revenue is calculated as rental revenue excluding tenant recoveries, recognized in accordance with IFRS in June 2019 multiplied by 12 months.

Adjusted FFO and FFO payout ratio may exclude items that can be a source of variance between periods. See Granite's MD&A in the Second Quarter 2019 report.

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019.

Market capitalization and enterprise value are as at Aug 26, 2019.

Granite investment grade ratings are as per DBRS/Moody's.

Net leverage excludes swap mark-to-market liabilities and lease obligations.

# INVESTMENT HIGHLIGHTS

## Global industrial property portfolio

- Strategically located in Canada, US and Europe
- Large scale and mostly single-tenanted properties
- 99.3% occupied

## Diverse and creditworthy tenant base

- 54 tenants across broad spectrum of industries
- Magna, rated A- / A (low) / A3
- Other major tenants include ADESA, Mars Petcare, Restoration Hardware, Ingram Micro, Wayfair, and Samsung

## Potential for further diversification and optimization of portfolio

- Approximately \$1.2B in strategic acquisitions and \$0.8B in dispositions of non-core assets in past 24 months
- Significant growth opportunities through acquisitions and development.
- Continued divestment of non-core assets

## Strong track record of profitability and stable cash flow generation

- Consistent growth in annual cash flow since January 2012
- Prudent FFO/AFFO payout ratio targets of 75%/80%
- Seven consecutive annual distribution increases totaling 40%

## Favorable lease terms

- Predominantly net lease structure with tenant responsible for operating costs
- Contractual rent escalators typical during term and reset to market upon renewal/new
- Portfolio WALT of 6.0 years overall

## Industry leading balance sheet provides financial flexibility

- Unencumbered assets, low leverage and investment grade ratings (BBB / Baa2) with stable outlook
- Liquidity of ~\$1.0B
- Incremental debt capacity ~\$1.0B at 35% net leverage ratio target

## Experienced Management Team

## Global industrial platform with stable cash flow and industry leading balance sheet

Magna International Inc. ratings are as per S&P/DBRS/Moody's and are based on Magna's public filings.

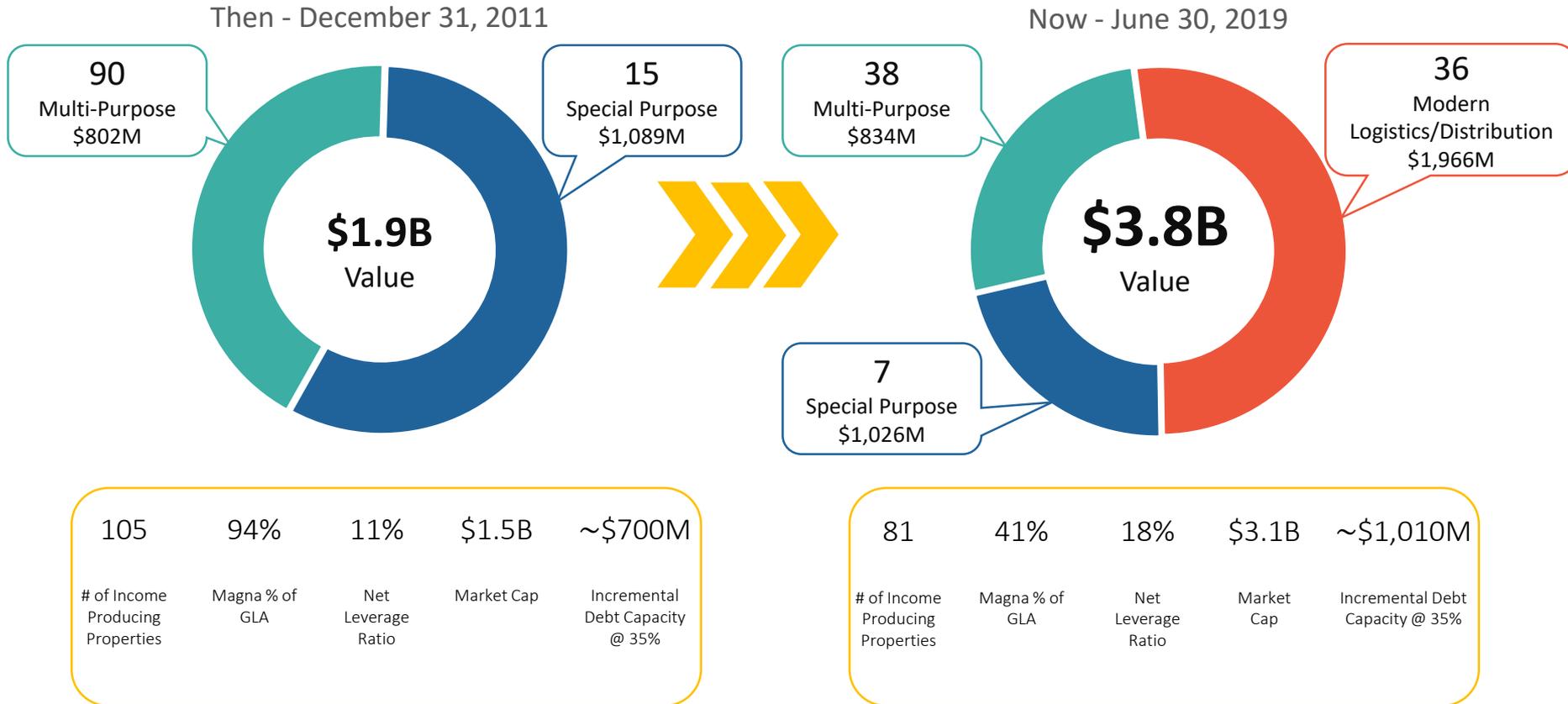
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Market capitalization and enterprise value are as at Aug 26, 2019.

Granite investment grade ratings are as per DBRS/Moody's.

# GRANITE'S EVOLUTION

## Income-Producing Properties Summary



### De-risking and transforming the portfolio while creating value and maintaining financial flexibility

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019.  
 Market capitalization and enterprise value are as at Aug 26, 2019.  
 Net leverage excludes swap mark-to-market liabilities and lease obligations.

# STRATEGIC PRIORITIES

## Growth & Diversification

- Leverage Granite's geographic footprint to seek investment opportunities that:
  - Meet Granite's investment criteria and disciplined approach
  - Enhance the quality of the portfolio and cash flow on a long term basis
  - Are accretive to both FFO and AFFO
- Explore and pursue:
  - Property, portfolio and company acquisitions and development opportunities
  - Joint venture and similar arrangements with local partners
- Continue to reduce Magna concentration over the long term

## Optimize Value of Core Business

- Actively manage Granite's core portfolio for value creation opportunities:
  - Manage and optimize operating efficiencies of core business
  - Recycle non-core properties (primarily Magna-tenanted)
  - Exploit development opportunities from existing portfolio

## Capital Structure

- Preserve investment grade ratings and strong liquidity
- Target long term net leverage ratio of ~35%
- Use global footprint to access lowest cost and most flexible sources of capital
- Reduce overall cost of capital

## Return of Capital

- Seek to consistently grow distributions over the long term while retaining financial flexibility and prudent FFO/AFFO payout ratios
- Consider purchase of units via normal course issuer bid (NCIB) at opportunistic prices



2020 Logistics Drive, Mississauga, ON



120 Velocity Way, Shepherdsville, KY

**Strategic priorities to be guided by value creation potential on a risk-adjusted basis**

# 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 selectively/opportunistically in evolving property types and markets benefiting from technological advancement/E-Commerce trends

Cold Storage  
(Food & Pharma)

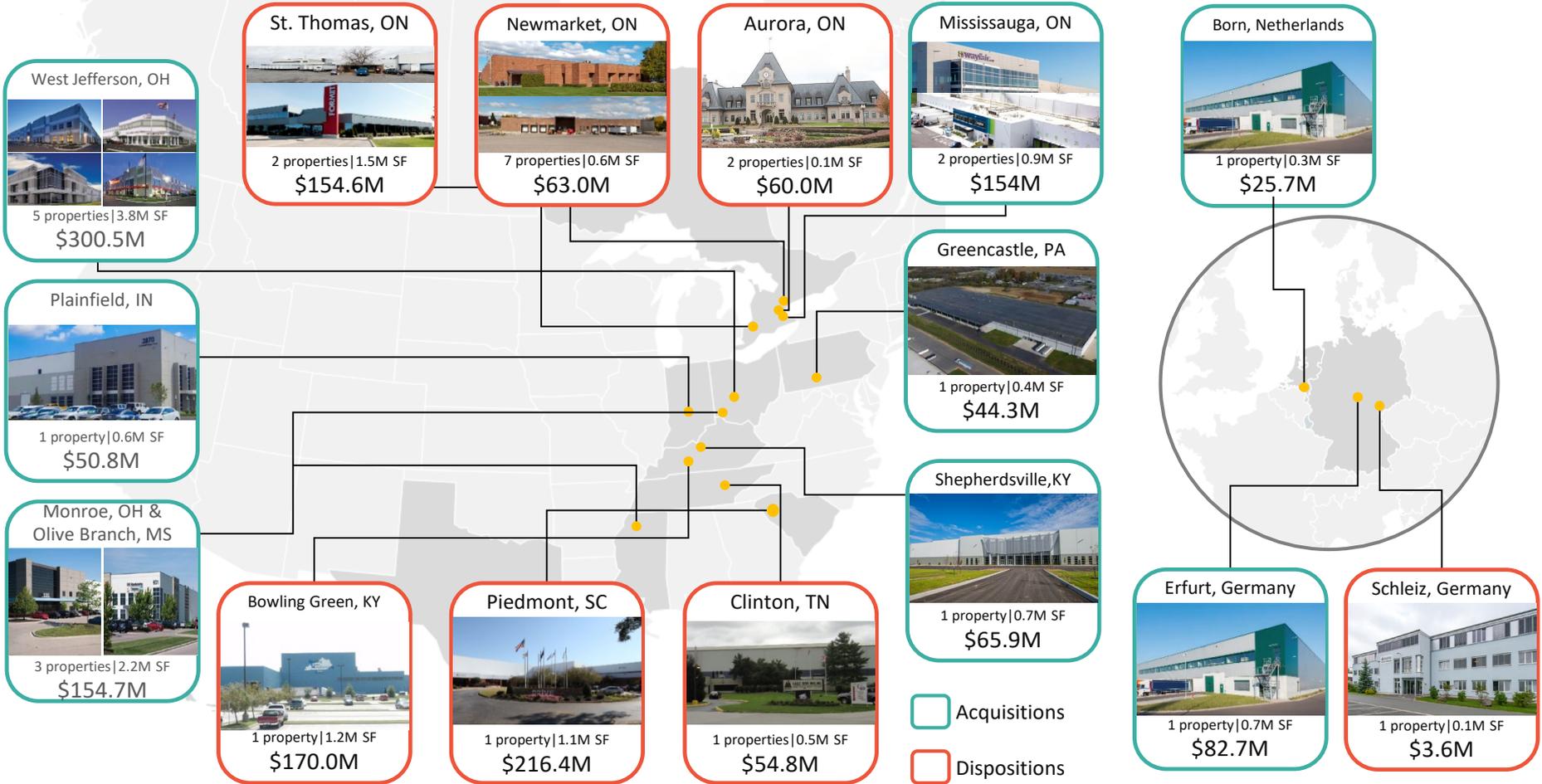
Multi-Level

Transport facilities

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

# RECENT TRANSACTION HIGHLIGHTS

~\$1.2B in acquisitions and ~\$0.8B in dispositions during previous 24 months



**Significant capital turnover as part of portfolio transformation**

Above excludes approximately \$300M of commitments made to acquire, construct, or develop properties over the next year and assets classified as AHFS as at June 30, 2019.

# DEVELOPMENT AS PART OF GROWTH STRATEGY

Leverage our in-house expertise to pursue and execute on development and redevelopment opportunities

Target ~\$400M (~10% of asset value) in capital over the next five years on development

Develop properties having state-of-the-art design characteristics meeting evolving trends in tenant requirements

Target higher yield & IRR in core markets and enhanced growth prospects

Partner with experienced developers in select target markets to manage risk and generate higher number of opportunities for scale

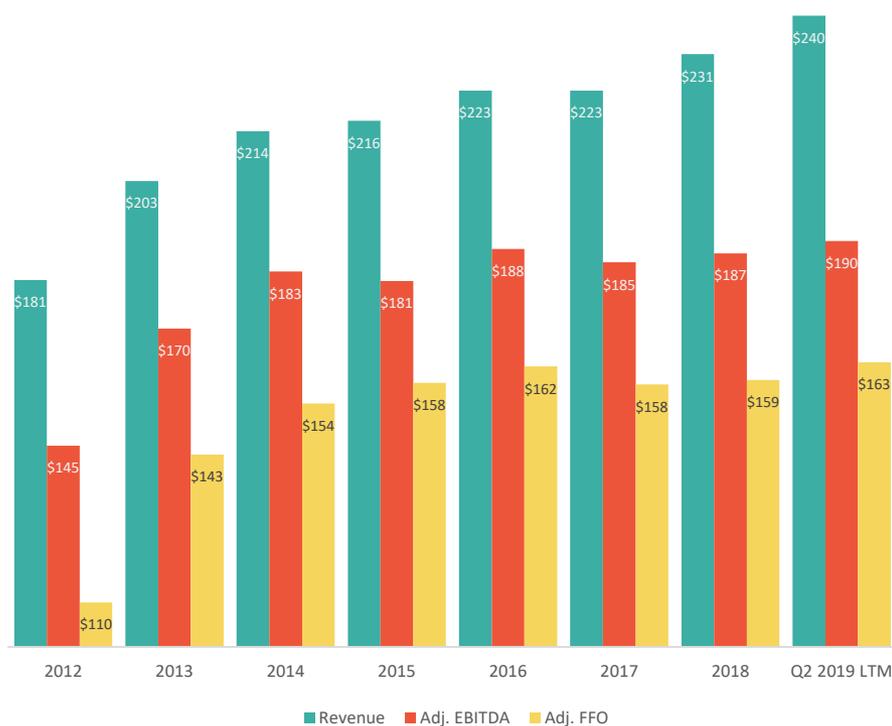
Target IPP acquisition opportunities with redevelopment potential

Incorporate sustainable practices throughout the development program

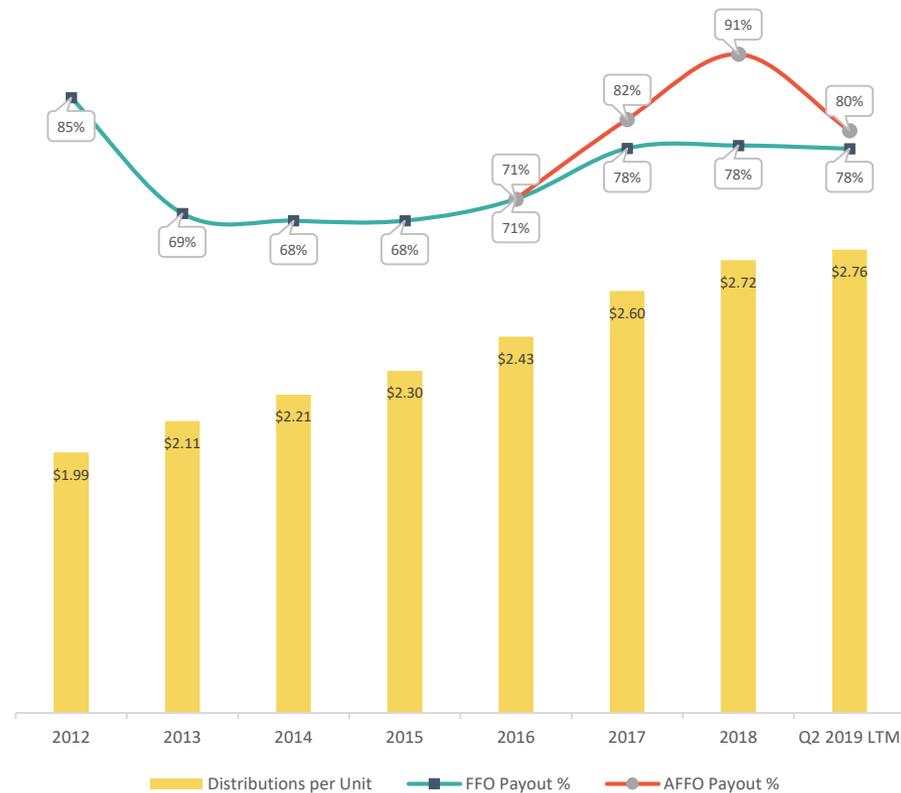
**Incorporate development into our growth plans to enhance IRR & platform value**

# GRANITE HISTORICAL PERFORMANCE

### Historical Operating Performance (\$M)



### Distributions and Payout Ratios



**Track record of profitability, growth and stable cash flows with conservative distribution payout ratio**

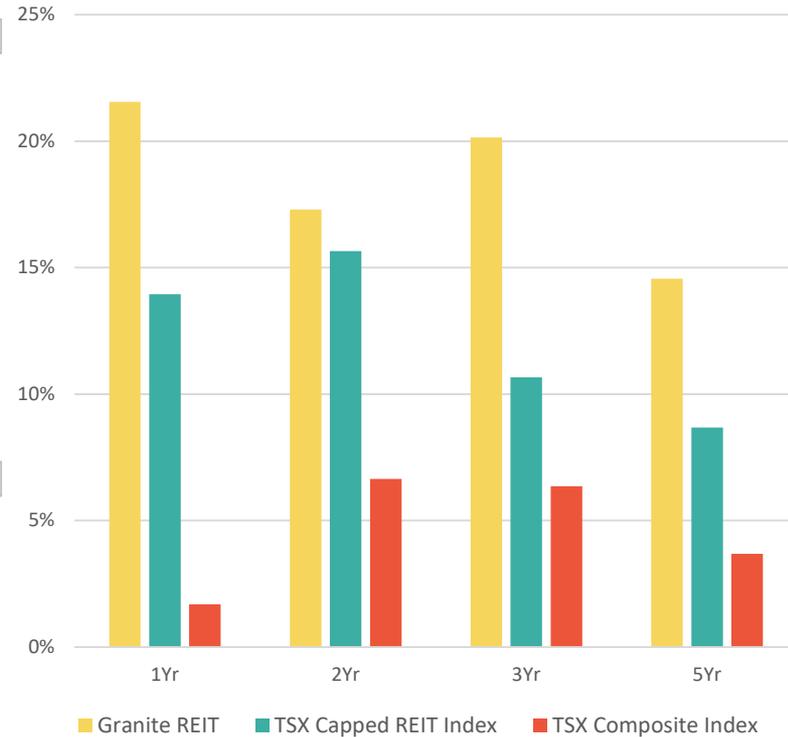
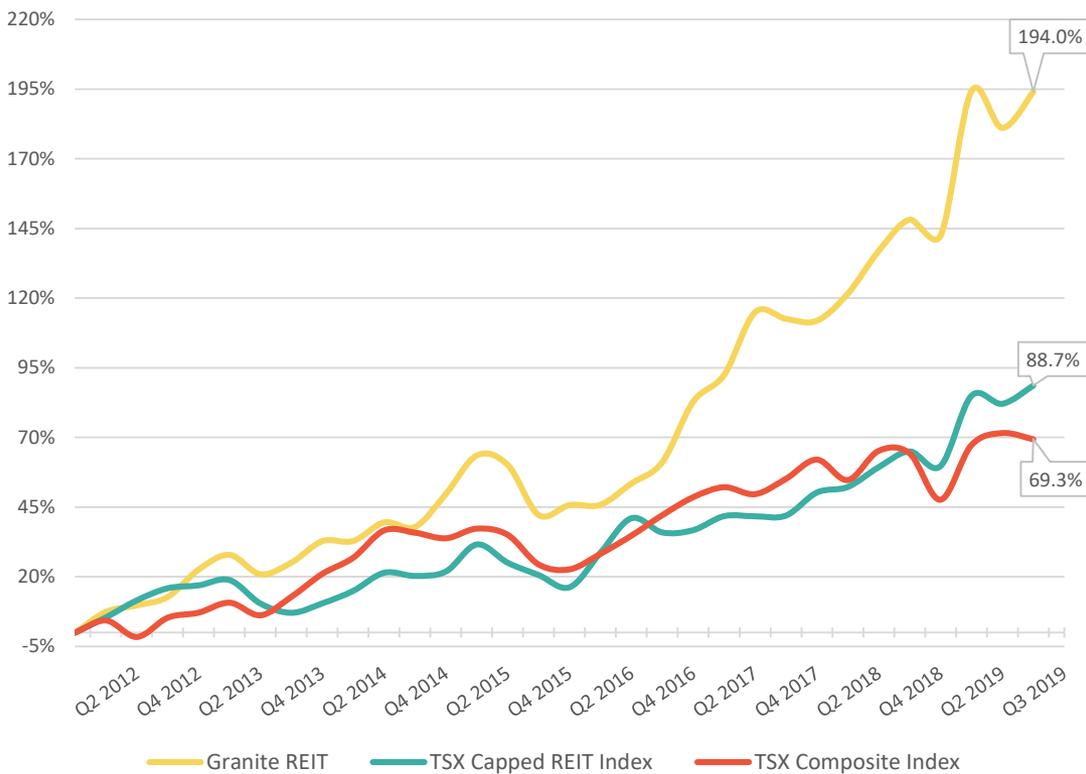
On November 6, 2018, Granite increased its targeted annualized distribution by 2.9% to **\$2.80 per unit** for 2019 from \$2.72 per unit in 2018. Adjusted FFO and FFO payout ratio may exclude items that can be a source of variance between periods. See Granite's MD&A in the Second Quarter 2019 Report. For revenue, the IFRS 15 impact has been excluded.

# GRANITE HISTORICAL PERFORMANCE

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

Cumulative Total Return %

Annualized Total Return %

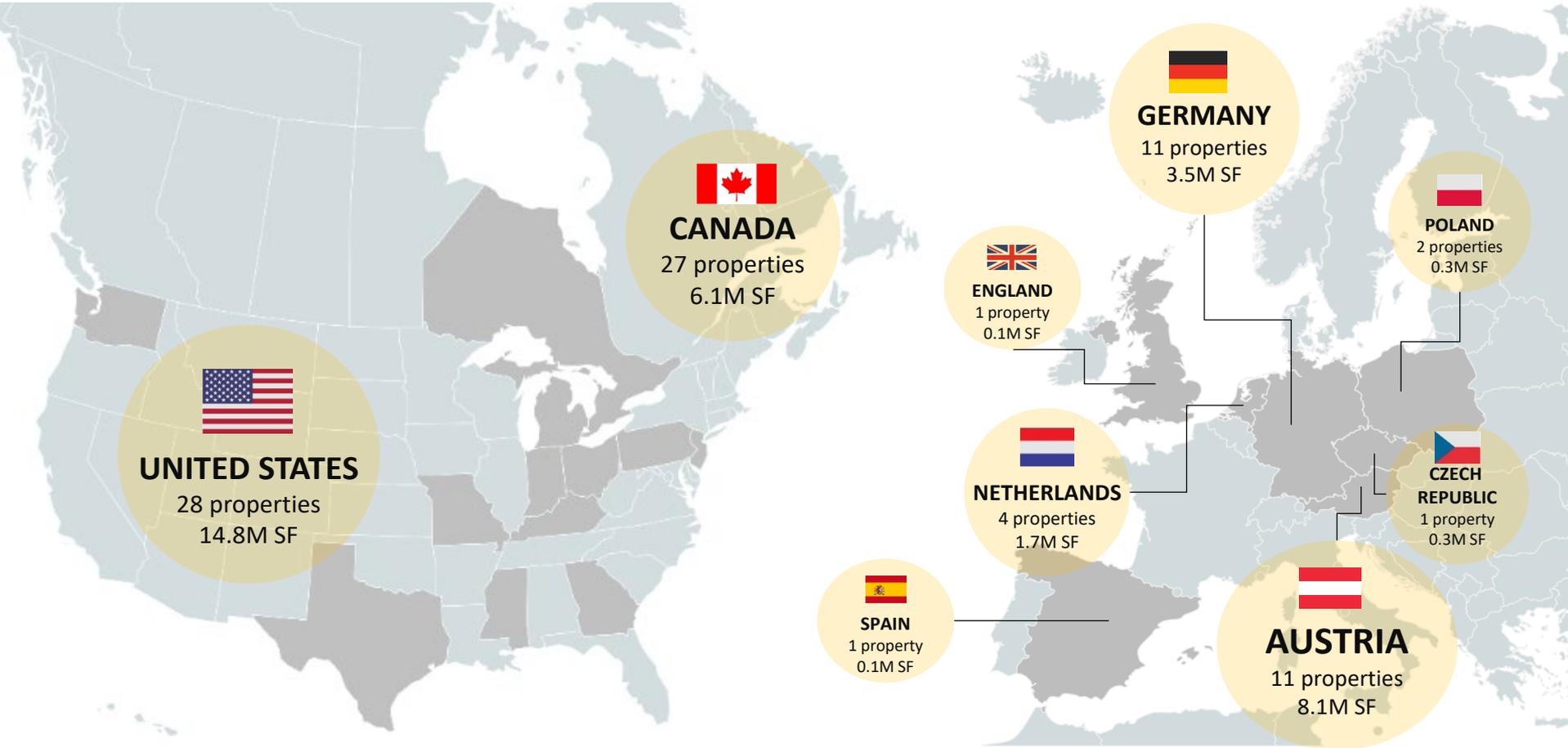


**Granite has consistently outperformed the TSX and Capped REIT Total Return indices**

Total return data sourced from Bloomberg and is as at August 26, 2019.

# GLOBALLY DIVERSIFIED PORTFOLIO

Nine countries/86 properties/35.0 million square feet

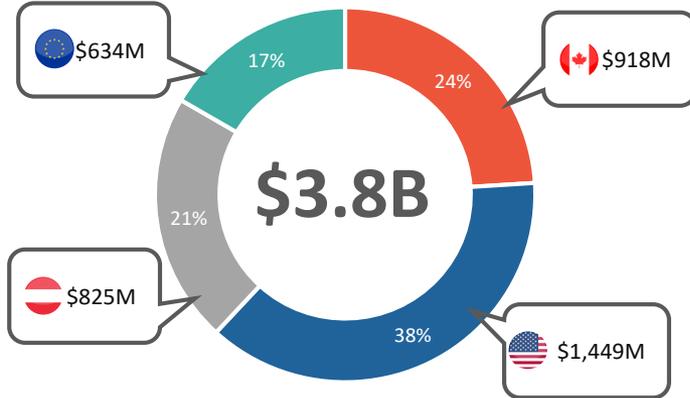


Global footprint with large scale in low-risk countries

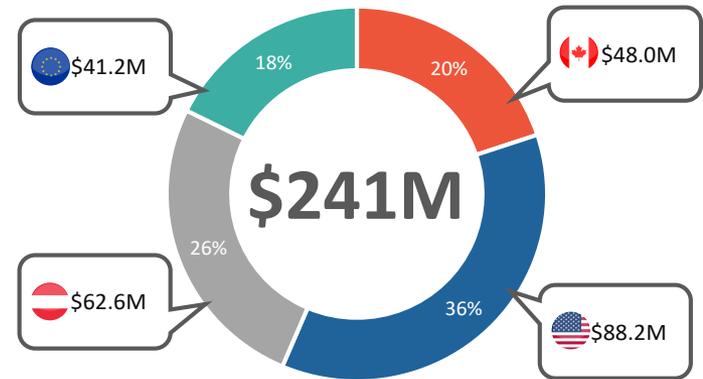
Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019.

# PORTFOLIO SEGMENTATION BY GEOGRAPHY

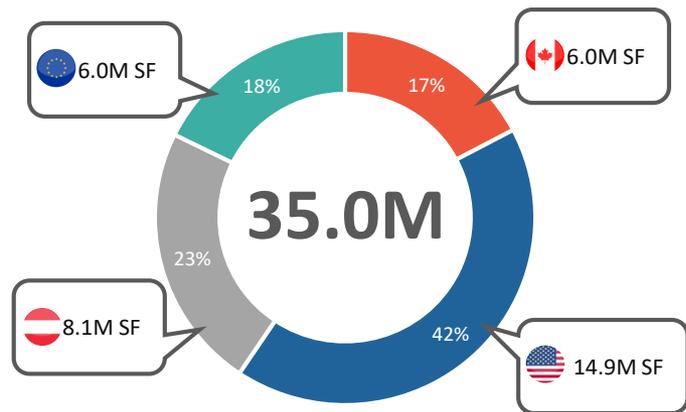
By Income Producing Property Fair Value



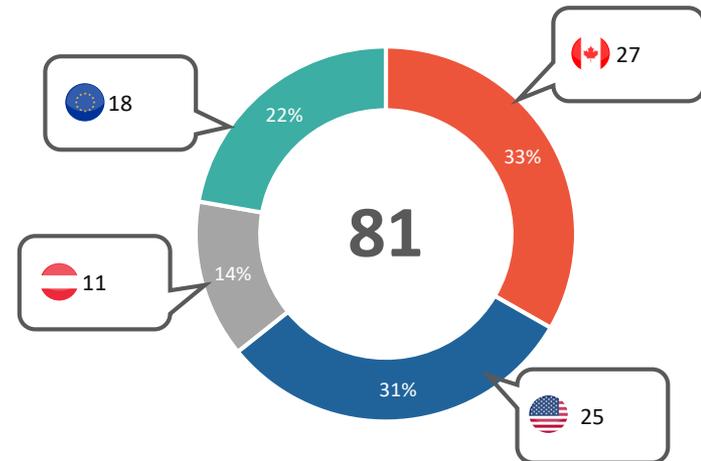
By Annualized Revenue



By Square Feet



By Number of Income-Producing Properties

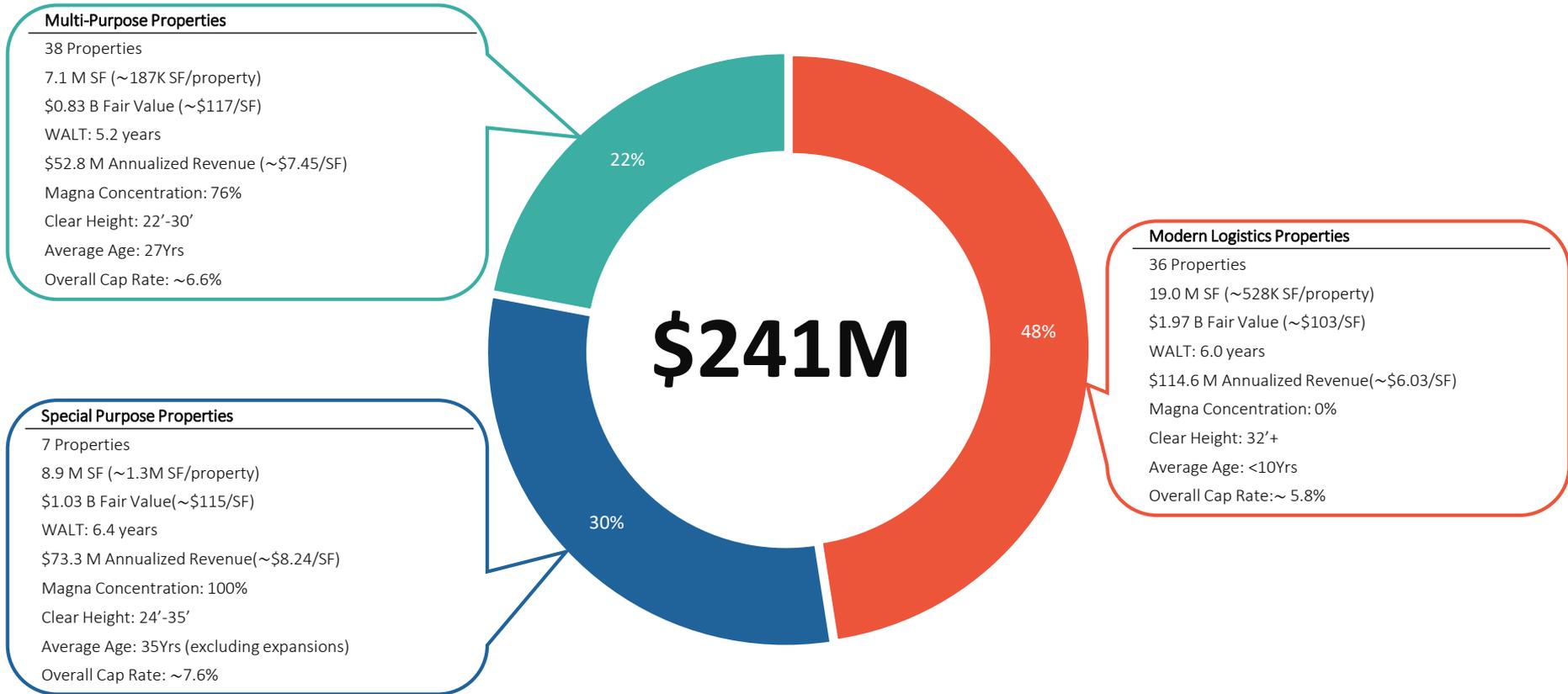


**Geographically diversified asset base**

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019. Annualized revenue is calculated as rental revenue excluding tenant recoveries, recognized in accordance with IFRS in June 2019 multiplied by 12 months.

# PORTFOLIO SEGMENTATION BY CATEGORY

## Income-Producing Properties by Annualized Revenue Segmented by Category



**Total Annualized Revenue of \$241M with an overall WALT of 6.0 years**

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019. Annualized revenue is calculated as rental revenue excluding tenant recoveries, recognized in accordance with IFRS in June 2019 multiplied by 12 months.

# LEASE EXPIRATION PROFILE

## Lease Expiration by Annualized Revenue

Annualized Revenue

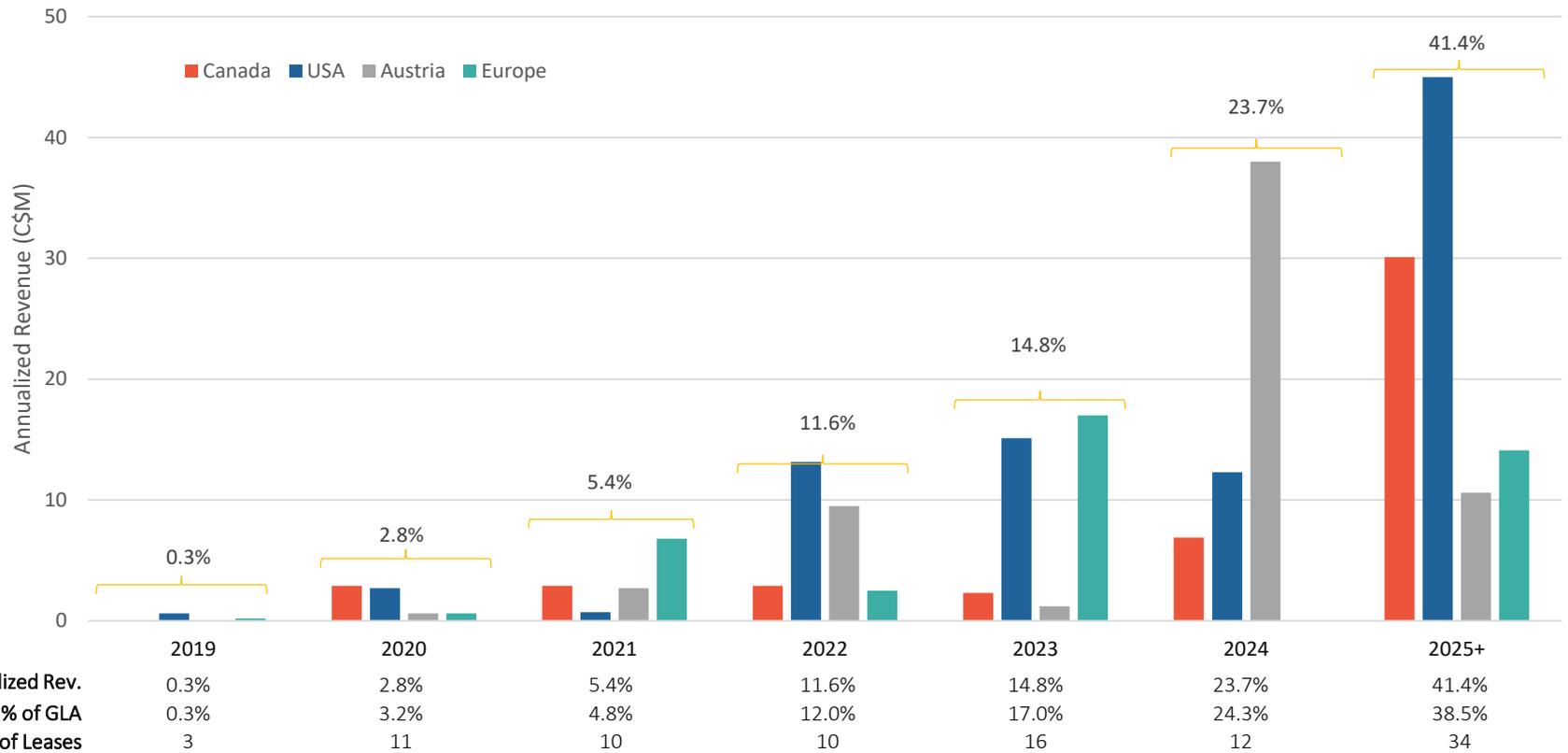
**\$241M**

Overall WALT

**6.0 Years**

Occupancy

**99.3%**



**Staggered and geographically diversified lease maturity profile**

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019. Annualized revenue is calculated as rental revenue excluding tenant recoveries, recognized in accordance with IFRS in June 2019 multiplied by 12 months.

# HIGH QUALITY TENANT BASE

Top 10 Tenants		Annualized Revenue % <sup>1</sup>	GLA % <sup>1</sup>	WALT	Credit Rating <sup>2</sup>
Magna		45%	38%	5.7	A (low)
E-Commerce User <sup>2</sup>		6%	6%	20.0	AA (low)
ADESA		3%	1%	10.1	BB (low)
Restoration Hardware		3%	3%	8.8	NR
Ingram Micro		2%	3%	5.5	BBB (low)
MARS Petcare		2%	3%	2.8	NR
Wayfair		2%	2%	6.3	NR
Hanon Systems		2%	1%	13.6	AA
Ricoh		2%	2%	6.0	BBB (high)
Grupo Antolin		2%	2%	9.3	B (high)
<b>Top 10 Tenants</b>		<b>69%</b>	<b>66%</b>	<b>7.5</b>	

## Other Tenants

Samsung



Ace Hardware



Jet.com



Torrid



LGI TechLog



Milwaukee Tools



Geodis



Van Uden Logistics



Kühne + Nagel



Cardinal Health



Mercedes-Benz



**Creditworthy non-Magna tenants each comprising less than 10% of Revenue and GLA**

<sup>1</sup> Proforma E-Commerce property under development in Texas scheduled to be completed in Q3/19 and the acquisition of properties in Born, NL, & Horn Lake, MS.

<sup>2</sup> Credit rating is quoted on the DBRS equivalent rating scale.

# BALANCE SHEET STRENGTH

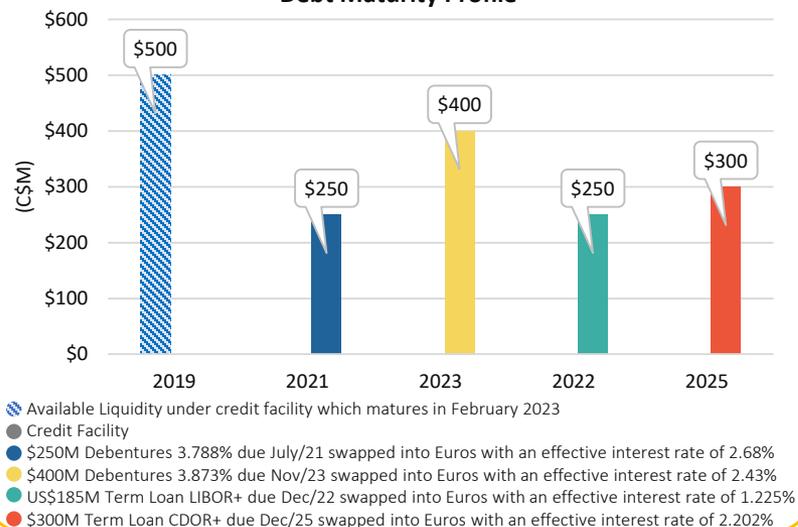
## Capitalization

Unit Price (08/26/2019)	\$62.26
Units Outstanding	49.4
<b>Market Capitalization</b>	<b>\$3,101</b>
Credit Facility	\$0
Debentures 3.788% due Jul/21	\$250
Debentures 3.873% due Nov/23	\$400
Term Loan 1.225% due Dec/22	\$250
Term Loan 2.202% due Dec/25	\$300
<b>Total Unsecured Debt (interest bearing)</b>	<b>\$1,200</b>
Less: Cash and Cash Equivalents	\$447
Less: Proceeds from Assets Held For Sale	\$50.5
Add: Non-controlling Interests	\$1
<b>Enterprise Value</b>	<b>\$3,804</b>

## Available Liquidity

Cash and Cash Equivalents	\$447
Proceeds from Assets Held For Sale	\$51
Credit Facility Available	\$500
<b>Total Available Liquidity</b>	<b>\$998</b>

## Debt Maturity Profile



## Select Debt Metrics

LTM Adj. EBITDA / LTM Interest	9.3x
Net Debt / LTM Adj. EBITDA	3.7x
LTM FFO / Net Debt	23%
Net Debt / Fair Value of Investment Properties	18%
Net Debt / Enterprise Value	18%
Unencumbered Assets / Unsecured Net Debt	5.5x
Secured Debt / Fair Value of Investment Properties	0%
Incremental Net Debt Capacity at 35% Net Leverage Ratio	\$1,010M

**Industry leading balance sheet with significant liquidity and fully unencumbered assets**

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019.

Market capitalization and enterprise value are as at Aug 26, 2019.

Total Unsecured Debt excludes swap mark-to-market liabilities and lease obligations.

# CREDIT METRICS SUMMARY

- The following table was sourced from DBRS' Canadian Real Estate Peer Comparison dated January 2019.

## DBRS Canadian Real Estate Peer Comparison<sup>1</sup>:

	Granite	Peer Group Average	Granite Rank Among Peer Group
Total Debt to Capital	24.1%	48.4%	#1
Total Debt to EBITDA	4.8x	9.3x	#1
Cash Flow to Total Debt <sup>2</sup>	0.26x	0.09x	#1
Debt Service Coverage <sup>2</sup>	9.74x	2.64x	#1
EBITDA Interest Coverage	9.74x	3.38x	#1
Distributions to FFO <sup>2,3</sup>	70.1%	70.5%	#4

### Granite's balance sheet offers a competitive advantage

<sup>1</sup> Source: DBRS Canadian Real Estate Peer Comparison for 16 issuers as of January 2019. Credit metrics for each issuer are as of the dates indicated in the report. Certain terms used, such as EBITDA and FFO, do not have standardized meanings under IFRS and as such may not be comparable between the Canadian Real Estate Peer issuers used in the study.

<sup>2</sup> Peer Group Average excludes Choice Properties (metric is N/A per DBRS)

<sup>3</sup> Peer Group Average excludes Morguard Corporation

# FINANCIAL FLEXIBILITY & TARGET LONG-TERM LEVERAGE RATIO

- Strong balance sheet provides pathway for measured growth with potential for further diversification and optimization of the portfolio
- Target long term net leverage ratio of ~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

## Incremental Net Debt Capacity

Net Leverage Ratio	Incremental Debt Capital (\$ M)
18% (current)	N/A
30%	\$661
35%	\$1,010
40%	\$1,418

## Rating Agency Commentary

### Moody's 03/13/2019: Baa2 (Stable)

*"The rating reflects the REIT's commitment to maintaining a conservative capital structure, with moderate long-term target leverage of debt/total assets under 40% and fully unencumbered asset base, as the REIT executes its strategic growth plan and enters the second, accelerated growth stage of the portfolio transformation. The ratings are further supported by Granite's good liquidity and long-term net-lease contracts with minimal rollover that result in stable earnings. A ratings upgrade would be contingent upon greater tenant diversification with Magna comprising less than 40% of Granite's total revenues, while maintaining net debt/EBITDA closer to 5.5x, fixed charge coverage above 4.0x and secured debt % gross assets at or below 10%."*

### DBRS 4/01/2019: BBB (Stable)

*"The Stable rating outlook takes into consideration Granite's strong progress toward executing its strategic initiatives, including instating Kevan Gorrie as the new chief executive officer (CEO); investing \$775.1 million into acquisitions and developments of modern assets in key e-commerce and distribution markets, with future contractual commitments of \$457.0 million through Q3 2019; reducing Magna exposure to 54% of annualized rental revenue via disposing of \$773.3 million in assets, including five special purpose properties in Ontario and the United States; and DBRS's expectation that total debt-to-EBITDA will remain below 8.0x through YE2020."*

**Industry leading balance sheet with significant liquidity and fully unencumbered assets**

Where applicable, figures include the acquisition of properties subsequent to June 30, 2019 in Born, NL, Horn Lake, MS, & Harris County, TX and two committed leases signed in Q2 2019. Net leverage excludes swap mark-to-market liabilities and lease obligations.

# KEY DIFFERENCES BETWEEN GRANITE AND OTHER REITs

Global footprint including Canada, US, and Europe

Unencumbered assets and low leverage

Significant liquidity and incremental debt capacity

Historically low maintenance capex / tenant improvements / leasing commissions

Favorable operating leverage results in significant pass-through of cash flow

Prudent payout ratio targets

Disciplined and opportunistic approach to acquisitions, dispositions, and development



**Benefits of a REIT with the financial flexibility of a corporation**

# APPENDIX

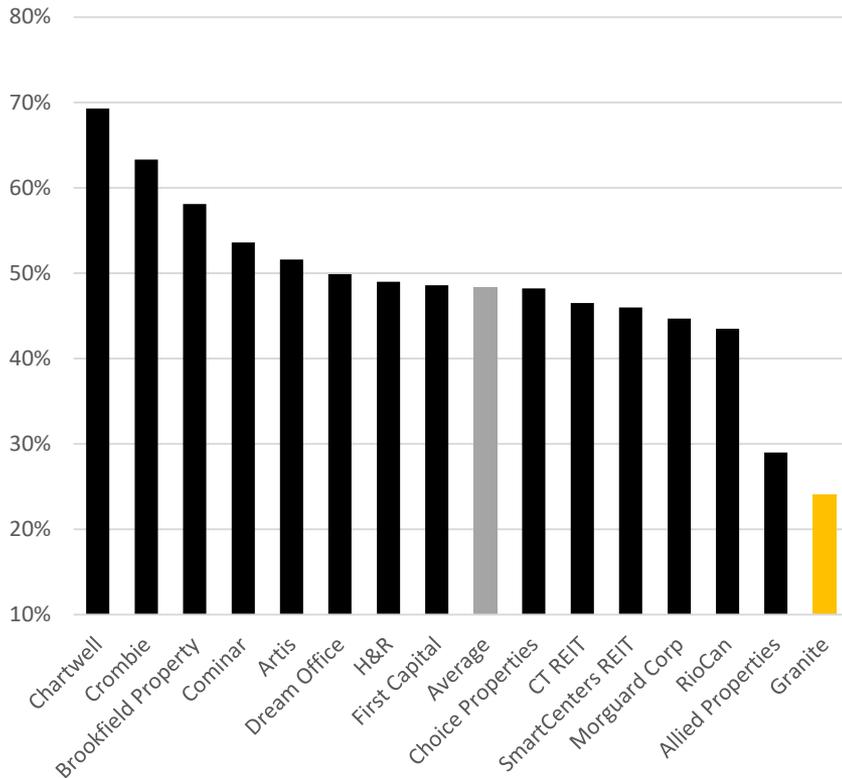
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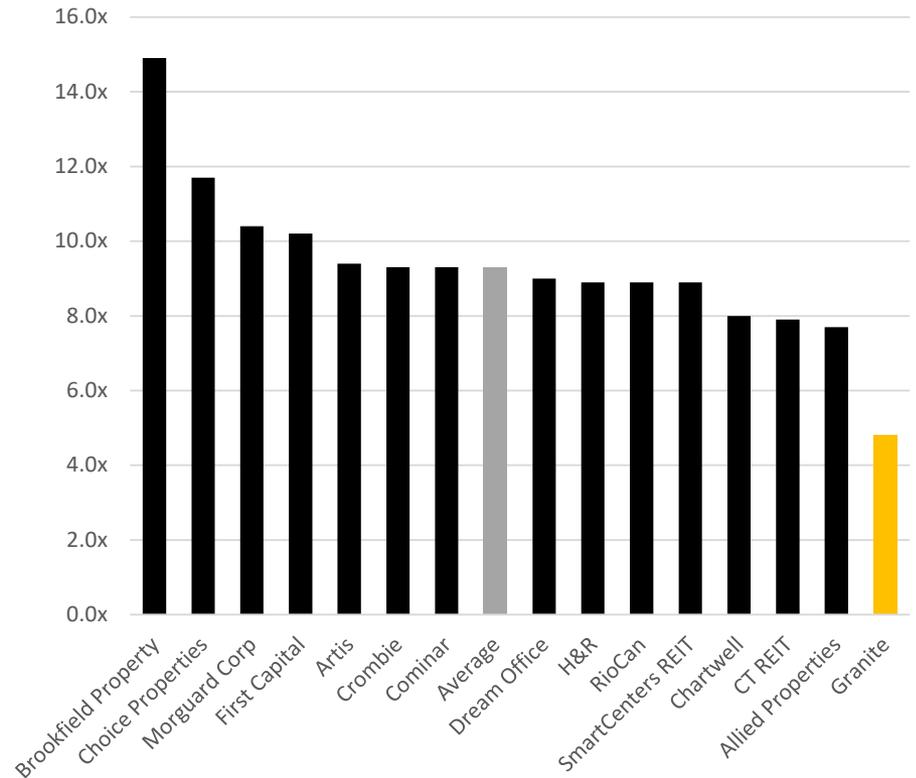
2020 Logistics Drive, Mississauga, ON / Pearson International Airport

# CANADIAN REAL ESTATE DEBT PEER COMPARISON<sup>1</sup>

Total Debt-to-Capital



Total Debt-to-EBITDA

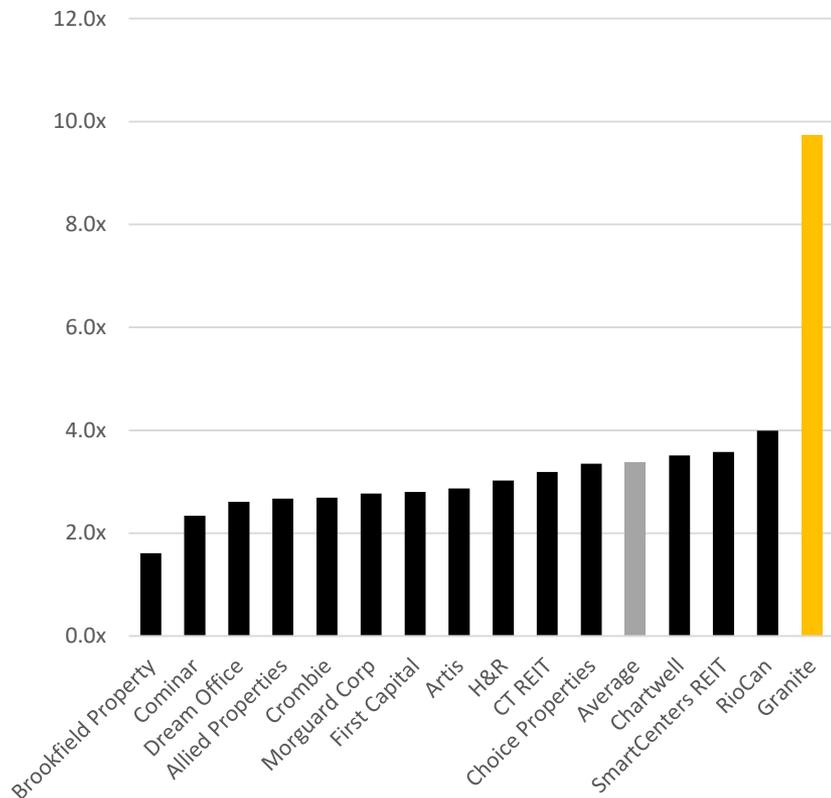


**Granite has the lowest leverage within DBRS<sup>1</sup> universe of Canadian Real Estate entities**

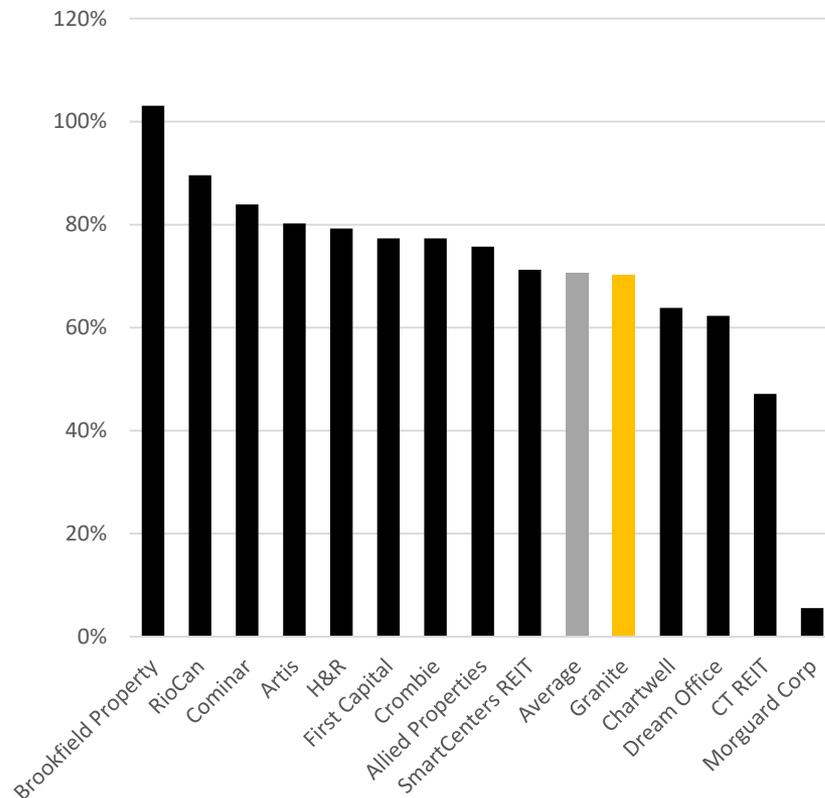
<sup>1</sup> Source: DBRS Canadian Real Estate Peer Comparison January 2019. Credit metrics for each issuer are as of the dates indicated in the report (December 31, 2017 for Granite). Certain terms used, such as EBITDA and FFO, do not have standardized meanings under IFRS and as such may not be comparable between the Canadian Real Estate Peer issuers used in the study.

# CANADIAN REAL ESTATE DEBT PEER COMPARISON<sup>1</sup>

EBITDA Interest Coverage



Distributions/Cash Flow from Operations<sup>2</sup>



**Granite has leading cash flow coverage metrics among DBRS<sup>1</sup> universe of Canadian Real Estate entities**

<sup>1</sup> Source: DBRS Canadian Real Estate Peer Comparison January 2019. Credit metrics for each issuer are as of the dates indicated in the report (December 31, 2017 for Granite). Certain terms used, such as EBITDA and FFO, do not have standardized meanings under IFRS and as such may not be comparable between the Canadian Real Estate Peer issuers used in the study.

<sup>2</sup> Choice Properties excluded as metric is N/A per DBRS Canadian Real Estate Peer Comparison

# LEADERSHIP TEAM

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**Kevan Gorrie**

- President and Chief Executive Officer
- Over 20 years of real estate experience in Canada, the United States and Germany.
- Previously served as the President and Chief Executive Officer of PIRET, where he led the business until its strategic sale to Blackstone Property Partners and Ivanhoé Cambridge in May 2018.



**Teresa Neto**

- Chief Financial Officer
- Over 30 years of varied business experience, including thirteen years as a CFO for publicly-traded real estate investment trusts in Canada.
- Previously served as the CFO of Pure Industrial Real Estate Trust and prior to that at Northwest Healthcare Properties REIT.



**Lorne Kumer**

- Executive Vice President, Head of Global Real Estate
- Over 25 years of experience in the real estate industry working for both public and private development companies
- Experience includes acquisitions, due diligence, leasing, land use and development approvals, sales and construction



**Michael Ramparas**

- Senior Vice President, Global Real Estate and Head of Investments
- Over 16 years of broad work experience with a focus on real estate, equity investments, and corporate underwriting.
- Previously held senior positions at Fortress Investment Group and Hexagon Capital Partners