

Q2 2024
INVESTOR PRESENTATION



Forward-Looking Statements and Non-IFRS Financial Measures

This material may contain forward-looking statements, including those identified by the expressions “anticipate”, “believe”, “plan”, “estimate”, “expect”, “intend” and similar expressions to the extent they relate to First Capital REIT (“First Capital”) or its management. The forward-looking statements are not historical facts but reflect First Capital’s current beliefs and are based on information currently available to management. Certain material factors and assumptions were applied in providing these forward-looking statements, many of which are beyond our control.

Management believes that the forward-looking statements are based upon reasonable assumptions; however, management can give no assurance that actual results will be consistent with those expressed or implied in these forward-looking statements. These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from those expressed or implied in these forward-looking statements. Additional information about the risks and uncertainties that could cause actual results to differ materially, and the material factors or assumptions that were applied in providing these forward-looking statements, are contained in our various securities filings, including our Management’s Discussion and Analysis for the year ended December 31, 2023 (the “MD&A”) and our current Annual Information Form, all of which are available on SEDAR+ at www.sedarplus.ca and on our website at www.fcr.ca.

You should not place undue reliance on any such forward-looking statements. Further, a forward-looking statement speaks only as of the date on which such statement is made. These forward-looking statements are made as of July 31, 2024. Except as required by securities law, First Capital undertakes no obligation to publicly update or revise any such statements whether to reflect new information, the occurrence of future events or circumstances, or otherwise. Additionally, past performance, including the key operating metrics described in this presentation, is not indicative of future results given the risks and uncertainties described in detail in our MD&A.

This material references certain non-IFRS financial measures, including but not limited to FFO, FFO per unit, NOI and NAV. These non-IFRS measures are further defined and discussed in the MD&A, which should be read in conjunction with this material and the conference call. Since these non-IFRS measures do not have standardized meanings prescribed by IFRS, they may not be comparable to similar measures reported by other issuers. First Capital uses and presents the above non-IFRS measures as management believes they are commonly accepted and meaningful financial measures of operating performance. Reconciliations of certain non-IFRS measures to their nearest IFRS measures are included in the MD&As. These non-IFRS measures should not be construed as alternatives to net income or cash flow from operating activities determined in accordance with IFRS as measures of First Capital’s operating performance.

All figures in this presentation are as of June 30, 2024 unless otherwise noted.

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1.0

FCR Overview



1.0 FCR Overview

First Capital owns, operates and develops grocery-anchored, open-air centres in neighbourhoods with the strongest demographics in Canada.



FCR.UN
ON THE TSX



22.2M SF
GROSS LEASABLE AREA
(19.4M SF AT FCR SHARE)



138
NEIGHBOURHOODS



\$9.5B
TOTAL ASSETS



\$7.2B
ENTERPRISE VALUE



23.1M SF
FUTURE INCREMENTAL DENSITY



Core Competencies

- 1 Acquiring, developing, owning and operating open-air, grocery-anchored shopping centres
- 2 Rezoning future development sites

Competitive Advantages

- 1 Core portfolio of grocery-anchored, open-air shopping centres
- 2 Portfolio of development sites

Key Objectives

1

FFO per unit growth

2

NAVPU growth

3

Distribution Per Unit growth

1.0 FCR Overview– Fair Values Across Canada’s Major Cities

Western Canada

GLA **6.2M**

Fair Value % **30%**

Central Canada

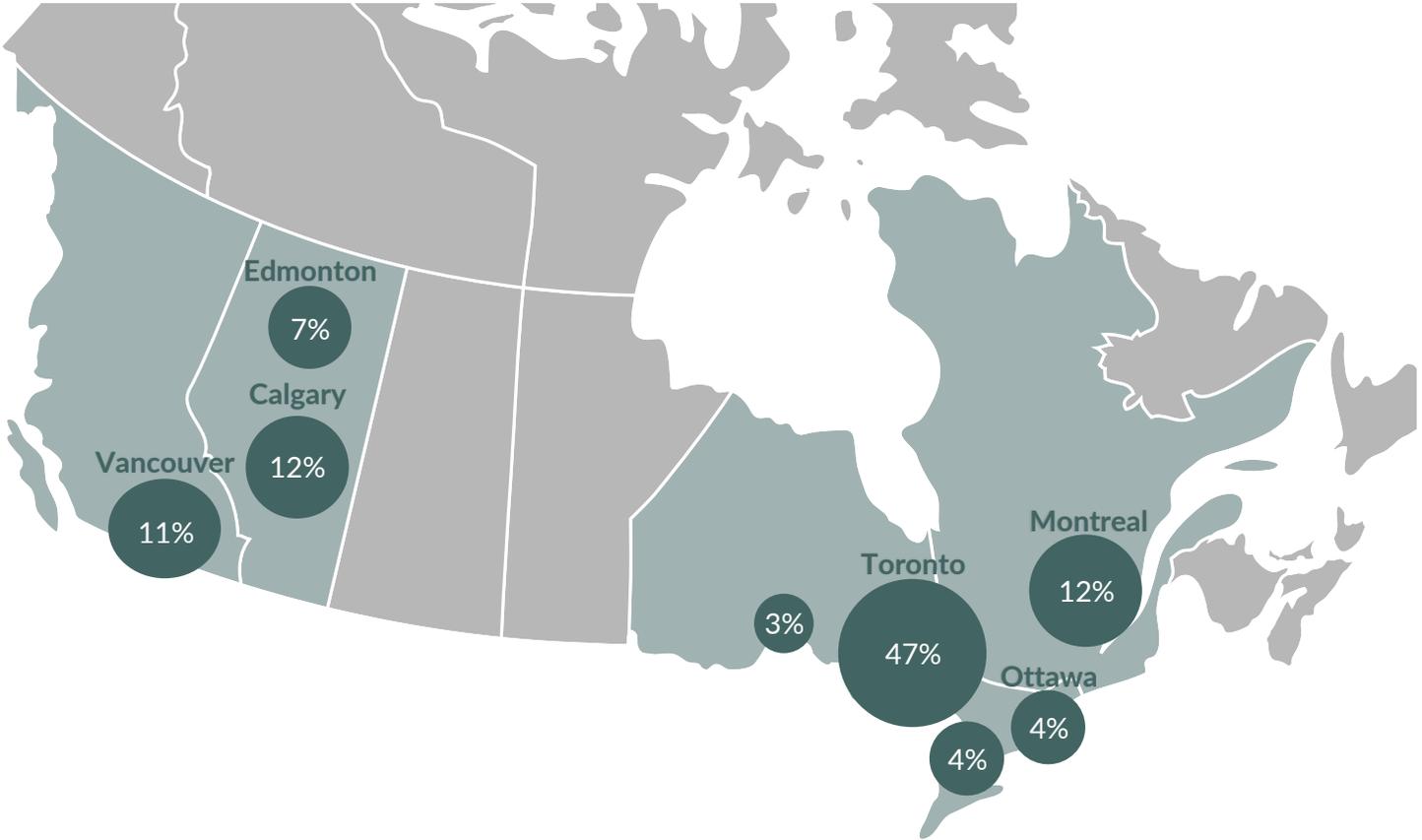
GLA **8.6M**

Fair Value % **54%**

Eastern Canada

GLA **4.6M**

Fair Value % **16%**

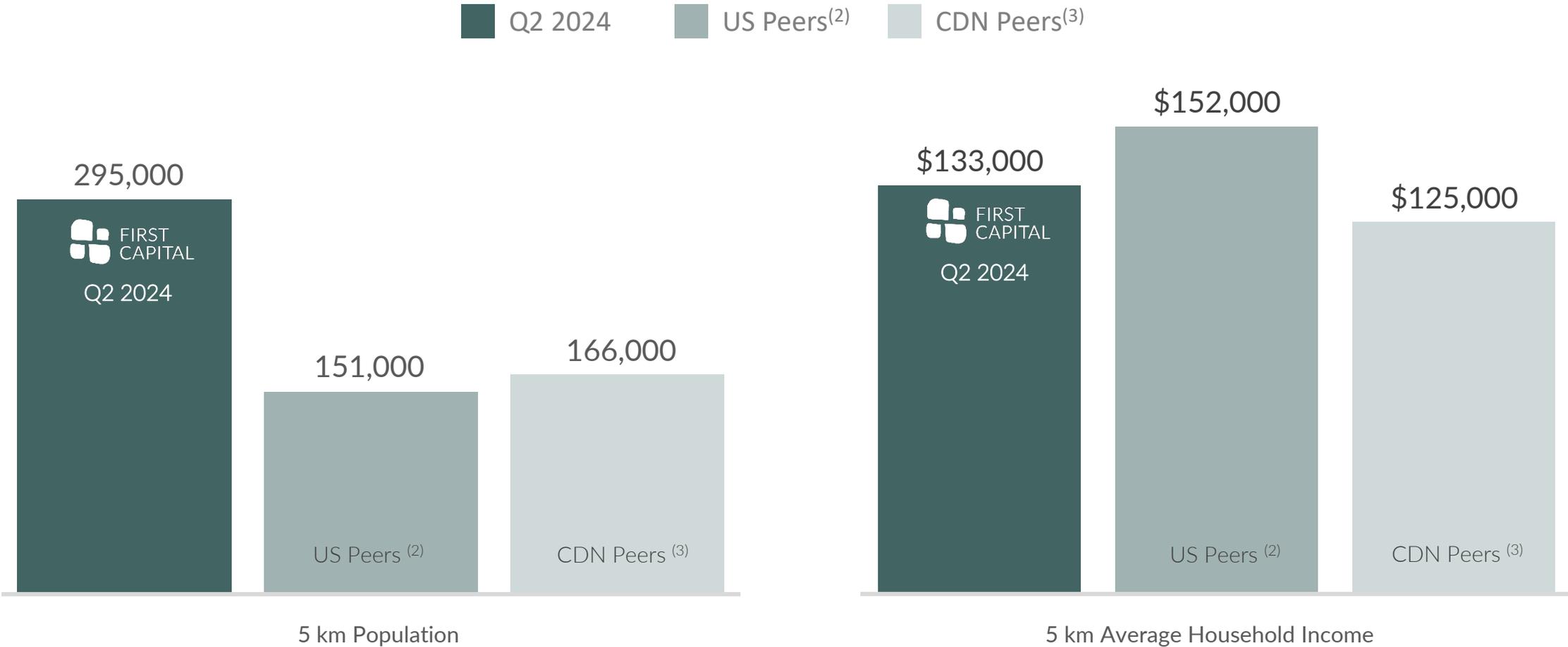


1.0 FCR Overview– Strategic and Diversified Retail Tenant Mix

	% of Rent	# of locations	
Grocery Stores	17.1	122	
Medical, Professional & Personal Services	15.0	1,259	
QSR, Chains and Cafes	13.0	912	
Other Necessity-Based Retailers	12.5	374	
Pharmacies	9.0	115	
Other Tenants	8.0	454	
Banks & Credit Unions	8.5	186	
Value-Based Retailers	5.7	89	
Fitness Facilities	4.5	82	
Liquor Stores	3.1	88	
Other Restaurants	1.9	75	
Daycare & Learning Centres	1.7	105	

1.0 North American Leader in Population Density

FCR Portfolio Demographic Metrics versus Peer Group: Q2 2024⁽¹⁾



As of June 30, 2024

⁽¹⁾ Source: Sitewise, Environics Analytics (2023 estimates)
⁽²⁾ US Peers include: Federal Realty and Regency Centers – Source: Company Reports
⁽³⁾ Canadian Peers include: Riocan, SmartCentres, Choice Properties (Retail only)
 Property portfolio based on 2023 AIF for SmartCentres and Choice Properties, Source: Company Reports, Sitewise, Environics Analytics

1.0 FCR Overview– Capital Structure Highlights

\$4.7B

NAV

16%

SECURED DEBT/TOTAL ASSETS

\$4.1B

NET DEBT

\$6.4B

UNENCUMBERED ASSETS

66% / 34%

UNSECURED / SECURED

67%

UNENCUMBERED ASSETS OF TOTAL ASSETS



2.0

Q2 2024 Financial and Operating Highlights



Strandherd Crossing, Ottawa



FINANCIAL PERFORMANCE

8.4% OFFO Per Unit Growth

\$0.32 OFFO Per Unit

3.7%⁽¹⁾ SP NOI Growth



LEASING & OCCUPANCY

Strong Leasing Activity

720,000 sf of renewal leasing at an average lift of 13.2% plus 182,000 sf of new leasing

\$23.73 Net Rent PSF

+3.3% (+\$0.76) YoY primarily due to renewal lifts, and rent escalations

96.3% Occupancy

+0.1% from Q4 2023, and +0.4% from Q2 2023

⁽¹⁾ Excluding lease termination fees and bad debt expense. Reported Q2 2024 SP NOI growth was +4.6%.

2.0 Highlights – Q2 2024 Balance Sheet and Capital Allocation



FLEXIBLE BALANCE SHEET

\$1.2B Corporate Liquidity

Including \$698M of availability on \$700M of revolving credit facilities and \$457M of cash

~\$6.4B Unencumbered Assets

~67% of total assets

Improved Debt Metrics

9.2x net debt to EBITDA down from 10.3x at Q2 2023



CAPITAL ALLOCATION STRATEGIC RESULTS

\$168M of H1 Asset Sales⁽¹⁾

~2% run rate NOI yield

\$114M of H1 Investment Activity

\$34M purchase of Seton Gateway (50%); \$81M of capital and development expenditure

\$300M Unsecured Debenture Issuance

Series C; 8-year term at 5.455% (195bps spread)

⁽¹⁾ Including net proceeds from an assignment fee, bonus density, and earnout payments received totalling \$16m



3.0

Asset Profile

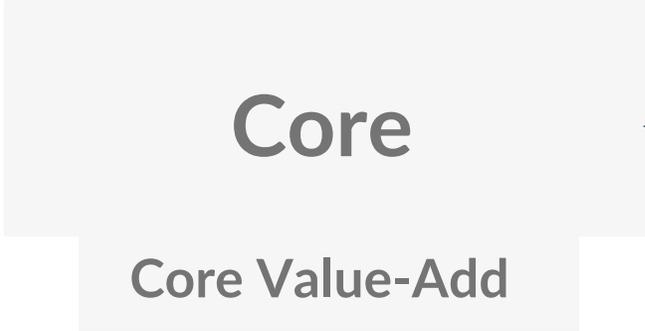


Leaside Village, Toronto

3.0 Asset Profile and Core Competencies

Assets

Core Competencies



3.1 Asset Profile – Core Properties, Q2 2024

Category	IFRS Value (\$B)	% of Value	Yield (%)
Core	6.3	72%	
Core Value-Add	0.8	9%	
Total Core	7.1	82%	5.6%

Core Properties

- Grocery-Anchored
- High-Occupancy
- Steady & Growing Income
- Low Management Intensity



3.1 Asset Profile – Core Properties

Core Properties are the Key Drivers of FCR's leading Performance Metrics:

High & stable occupancy

Highest rents in-place

Top tier renewal spreads

Industry leading SP NOI growth

Supported by high population density and excellent transit connectivity



241,000⁽¹⁾
Average population within 5km radius



~98%
Of portfolio within 5-minute walk of public transit

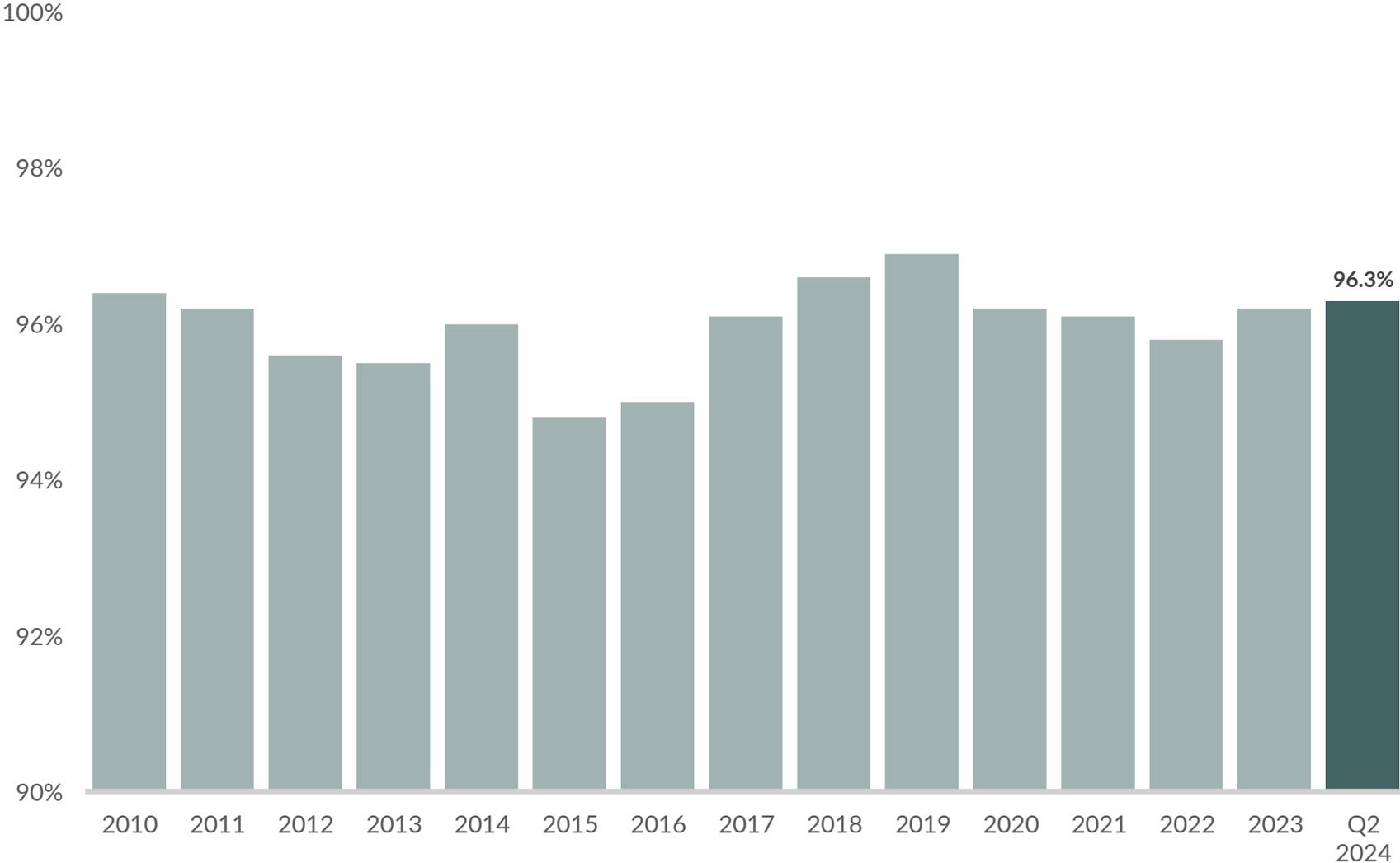
⁽¹⁾ Core Properties only. Average population within 5km radius for the total portfolio is at 295,000

3.1 Asset Profile – Total Portfolio Occupancy

96.3%
(Q2 2024)

96%⁽¹⁾
LTA

~95-97%
LOW/HIGH RANGE

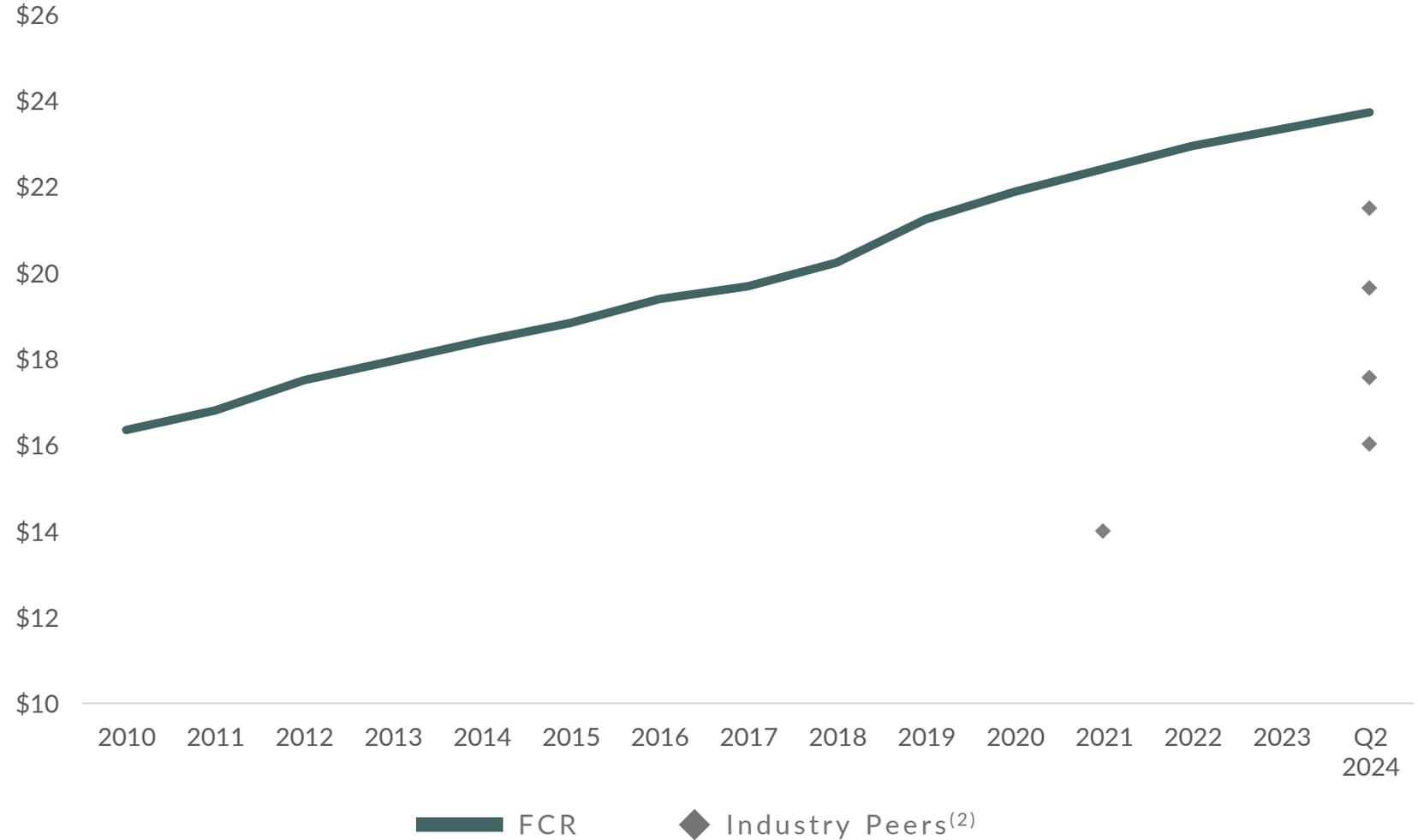


⁽¹⁾ Since 2010

Asset Profile – FCR and Peer Net Rent Per Square Foot

\$23.73
(Q2 2024)

2.8%⁽¹⁾
CAGR



⁽¹⁾ Since 2010

⁽²⁾ Industry peers include RioCan, Crombie REIT, SmartCentres (Net rent per square foot as of Q1 2024), Choice Properties (Net rent per square foot as of Q2 2024), and CT REIT has not disclosed rent per square foot since 2021

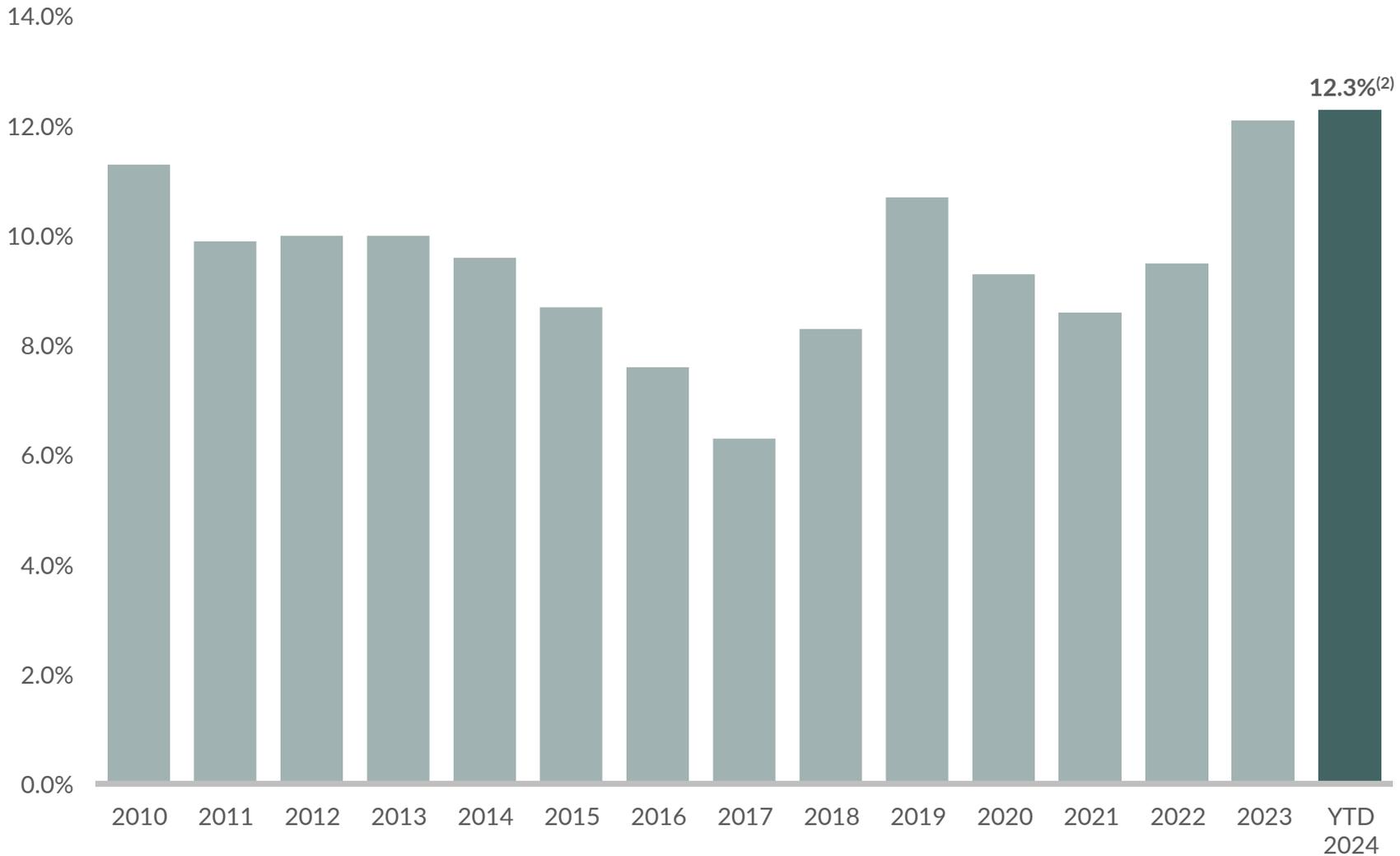
3.1 Asset Profile – Lease Renewal Spread

+9.4%⁽¹⁾

LTA

+6 - 12%

LOW/HIGH RANGE

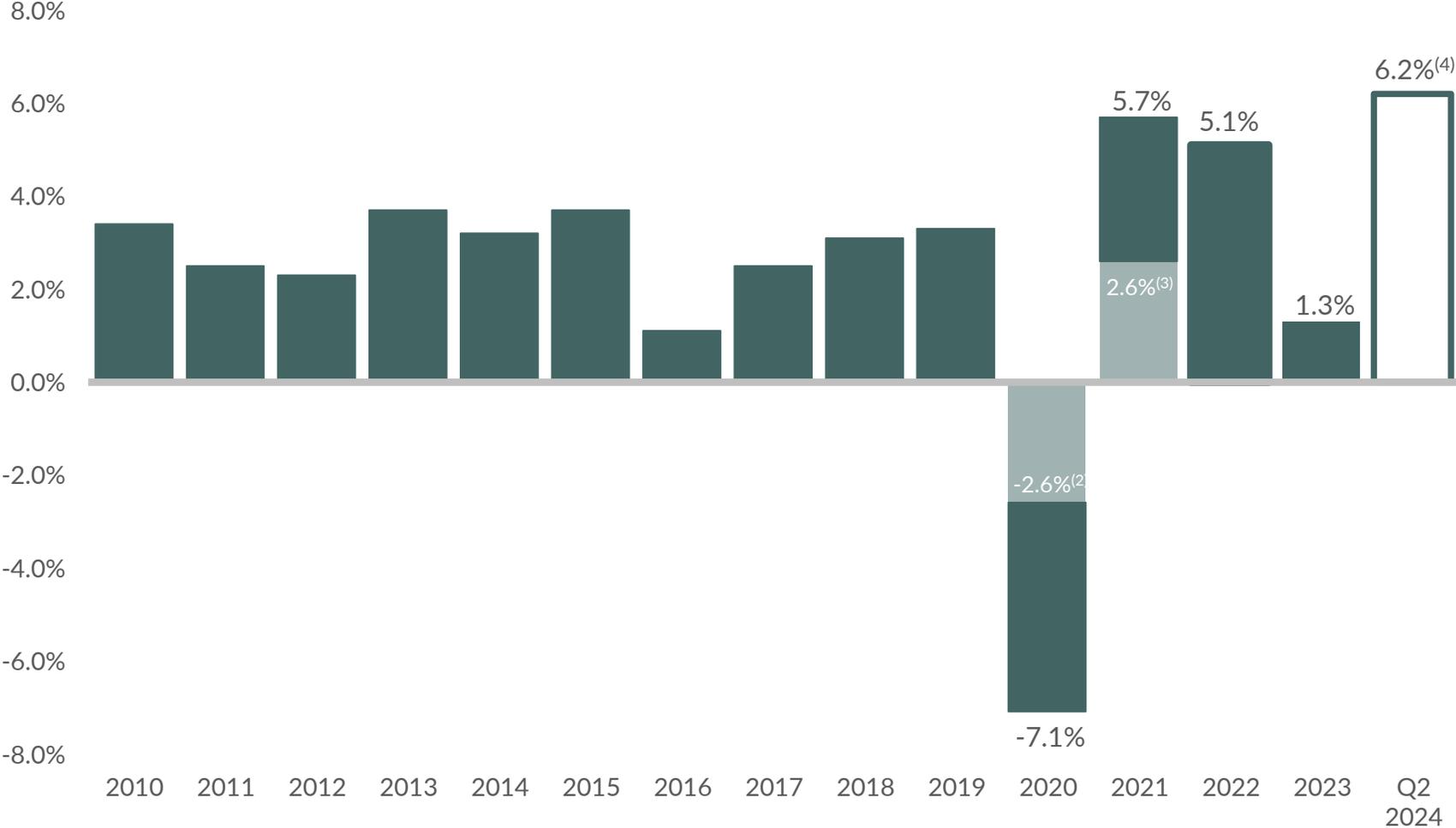


⁽¹⁾ Since 2010 based on annual data. Lease renewal spread is on a total portfolio basis and includes all renewals and contractual fixed rate renewals

⁽²⁾ 16.7% when comparing the average rental rates over the renewal term to the rental rate in the last year of expiring term

3.1 Asset Profile – Same Property NOI Growth

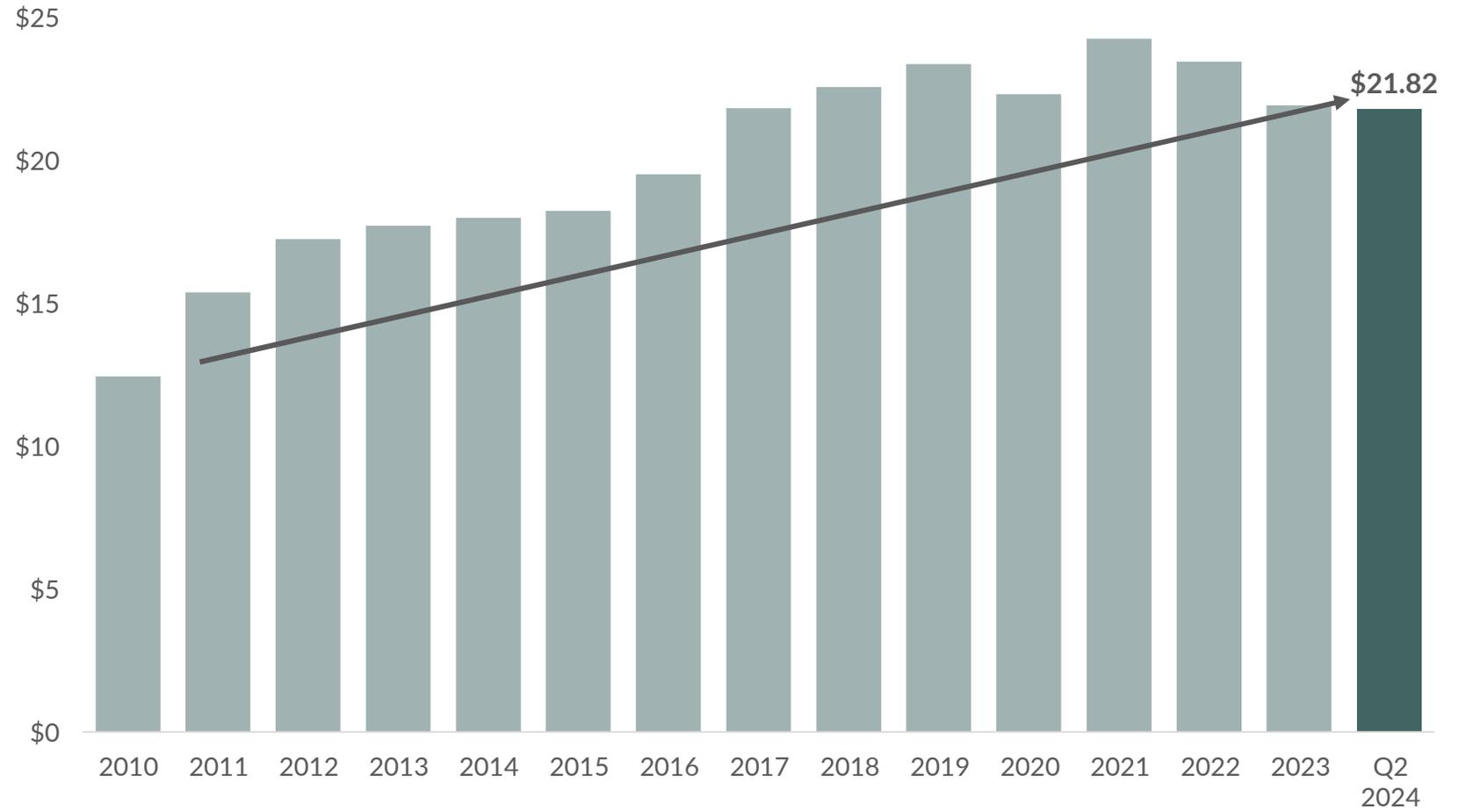
2.4%⁽¹⁾
LTA



(1) 2.9% LTA pre-pandemic (2010-2019)
 (2) Ex-COVID Same Property NOI growth of (2.6%) adjusts for bad debt expense increase and wage subsidy
 (3) Ex-COVID Same Property NOI growth of 2.6% adjusts for bad debt expense decrease and wage subsidy decrease
 (4) SP NOI growth excluding bad debt expense (recovery) and lease termination fees was 3.0%

3.1 Asset Profile – Growth in NAV Per Unit

4.2%⁽¹⁾
CAGR



⁽¹⁾ Since 2010

3.1 Asset Profile – Core Properties

Core Asset
Leaside Village

Toronto



198,000 SF
 GLA



100%
 OCCUPANCY



512,000
 POPULATION - 5KM



13 ACRES
 LAND SIZE



3.1 Asset Profile – Core Properties

Core Asset

McKenzie Towne Centre

Calgary

 **234,000 SF**
GLA

 **99.5%**
OCCUPANCY

 **140,000**
POPULATION – 5KM

 **19 ACRES**
LAND SIZE



3.1 Asset Profile – Core Properties

Core Asset
Brewery District
 Edmonton

 **296,000 SF⁽¹⁾**
 GLA

 **99.7%**
 OCCUPANCY

 **202,000**
 POPULATION – 5KM

 **11.8 ACRES**
 LAND SIZE



⁽¹⁾ GLA at 100%; FCR ownership is 50%

3.2 Asset Profile – Core Value-Add Properties, Q2 2024

Core Value-Add Properties

- Small sub-set of Core Properties
- Typically, current format is not optimal (e.g enclosed areas, dated store formats, large box or other vacancy)
- Offer the potential for capital investment at an attractive risk- weighted return
- Upon successful execution they can become Core Properties



3.2 Asset Profile – Core Value-Add Properties - Redevelopment

Humbertown Shopping Centre

Toronto

 **148,000+ SF**
GLA

 **\$140,000**
HOUSEHOLD INCOME - 5KM

 **352,000**
POPULATION - 5KM



HUMBERTOWN
JEWELLERS



3.2 Asset Profile – Core Value-Add Properties

Humbertown

~\$45M INVESTMENT >7% DEVELOPMENT YIELD

3 phases x ~1 year each



3.2 Asset Profile – Core Value-Add Properties

Humbertown - Phase 1



Humbertown - Phase 2



Humbertown - Phase 3



3.3 Asset Profile – Other Properties, Q2 2024

Category	IFRS Value (\$B)	% of Value	Yield (%)
Core	7.1	82%	5.6%
Other ⁽¹⁾	1.6	18%	~2.5%
Total Real Estate Assets	8.7	100%	5.1%

Other Properties

- Low or no yielding properties with development density
- Select Yorkville, residential and other low yield income properties
- Includes no multi-tenant grocery-anchored shopping centres
- A key source of value creation and capital recycling for purposes of investing in new developments, core properties and debt repayment

⁽¹⁾ Includes Residential Inventory of \$236M



3.3 Asset Profile – Other Properties



3.3 Asset Profile – Other Properties, Q2 2024

Other Properties have a low NOI yield in part because they include ~\$0.4B of recognized density value as well as various properties under construction.

23.1M SF
DENSITY PIPELINE

Reflected on Balance Sheet

1. 6.2M sf of zoned density - \$377M; 28% Density Pipeline
2. Properties under construction - \$126M; 352,000 sf upon completion
3. Residential inventory - \$236M; 372,000 sf upon completion

Entitlement Program

37
PLANNING APPLICATIONS

20M SF
INCREMENTAL DENSITY

11M SF
SUCCESSFULLY REZONED

5M SF
EXPECTED WITHIN 3 YEARS

~\$325M value uplift
~\$1.50 per unit

3.4 High-Quality Portfolio on to New Heights

\$3.6B of total investment and disposition activities in 2019 to Q2 2024

	2019 – Q2 2024 \$ Amount	5km Average Population	5km Average Household Income
Acquisitions	\$667M	519,000	\$140,000
Development Spend	\$700M	421,000	\$131,000
Investment Total	\$1,367M	469,000	\$135,000
Dispositions	\$2,263M ⁽¹⁾	243,000	\$111,000

⁽¹⁾ Including the monetization of FCR's former partner's 50% interest in 2150 Lake Shore Boulevard W, Etobicoke for a net price of \$100M (sale price, net of option exercise price)



4.0

Environmental, Social and Governance (ESG)



Seton Gateway, Calgary

4.0 ESG Recognitions



Awarded **2024 Gold Green Lease Leader** Recognition by the Institute for Market Transformation



Selected for inclusion in “**The Career Directory**” for 2021 – 2024 as one of Canada’s Best Employers for Recent Graduates



Awarded Prime Status for Corporate ESG Performance by Institutional Shareholder Services in 2023



Listed as a top 30 Canadian company in Sustainalytics ‘Road to Net Zero’ Ranking for our strong low carbon transition rating management score



2023 Sector Leader for Developments Benchmark 2nd amongst our peers in the Standing Investments Benchmark



Recognized as one of Greater Toronto’s **Top 100 Employers** (2020 – 2022, 2024)



170 BOMA BEST certifications
18M SF (2023)



‘AAA’ rating in the Morgan Stanley Capital International ESG Ratings assessment in 2023



7.1M SF Achieved WELL Health-Safety Rating (35 Properties)



Scored a B in our 2023 CDP Disclosure, which is higher than the North American average of C



Received The **Outstanding Building of the Year Award** (“TOBY”) from BOMA International for 85 Hanna



Named one of **Canada’s 2024 Top Small & Medium Employers**



127 LEED-certified Projects
>4.4M SF (2022)

4.0 ESG Roadmap (2020-2024)

Environment

2030 Greenhouse Gas Reduction

Target to achieve reduction of 46% in Scope 1 & 2 emissions has been validated and approved by the Science Based Targets initiative (SBTi).

Decarbonization Plan

By end of 2024, create actionable 5-year portfolio plan to achieve 2030 target of 46% reduction.

Waste Diversion

Targeting a 50% average waste diversion rate across our portfolio.

EV Charging Stations

Continue to annually increase the network of EV charging stations at our properties.

Social

Launched Foundation

Launched the FCR Thriving Neighbourhoods Foundation, with focus on 4 pillars: Food Insecurity/Poverty, Mental Health, Social Justice and Youth (achieved)

Retail Tenant Guide

Developed and implemented a Retail Tenant Guide to Sustainable Operation

FCR Tenant Sustainability Forum

Hosted 'FCR Tenant Sustainability Forum' with sustainability leads from national tenants to foster relationships and facilitate brainstorming around joint actions to reduce GHG emissions. Established ongoing Working Group to enable ongoing collaboration and pilot projects (achieved)

Top Employer

Strive to be in the Top 100 Toronto employers ranking annually

Governance

TCFD

Aligned disclosures with the Task Force on Climate-related Financial Disclosures (TCFD) recommendations (achieved)

Sustainable Financing

Participate in sustainable financing opportunities

ESG Strategy

Assigned a Board Trustee responsible for ESG strategy oversight

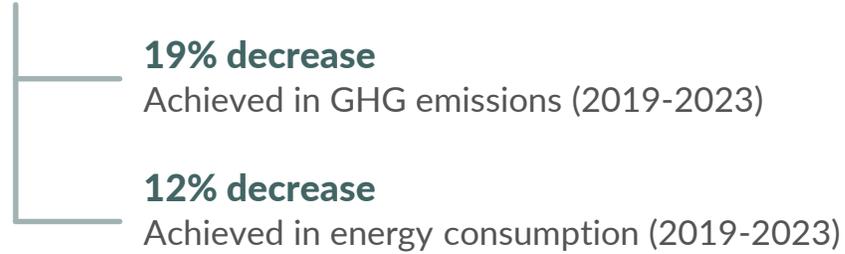
ESG Taskforce

ESG Taskforce to embed ESG Roadmap in business planning, monitor progress and assign accountability (achieved)

4.0 ESG Initiatives

GHG Reduction

2030 GHG reduction target validated by the Science-Based Target Initiative (SBTi): 46% in Scope 1 & 2 GHG emissions from 2019 baseline



Incorporated sustainability-linked

feature into our \$450m unsecured operating facility

>\$925,000 Raised

Employee-led charitable giving to focus on food insecurity and mental health; Annual CRE Softball Classic tournament to support Kids Help Phone

Net Zero Transition Plans

Created for 95% of our assets, by GLA

>300 EV Chargers

Installed as of 2023

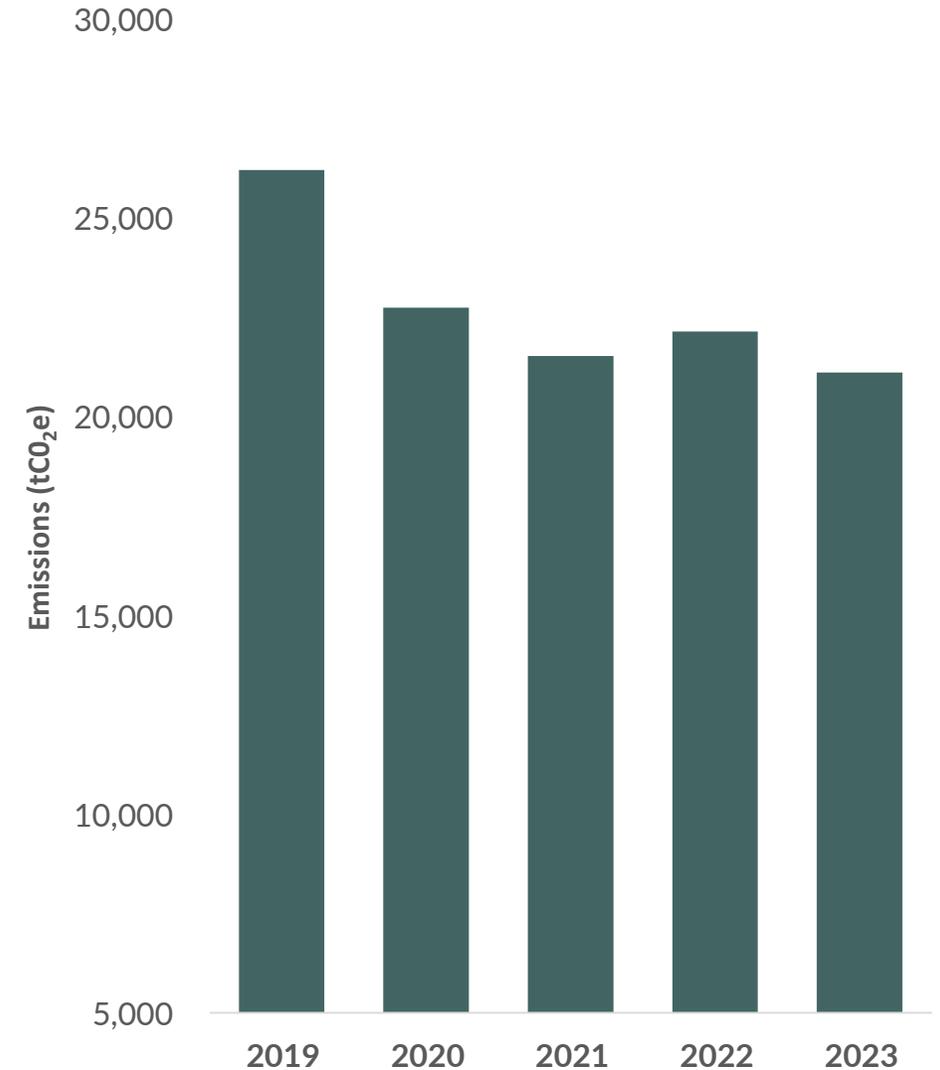
46% waste diversion

Average across our portfolio

Released ESG Report

www.fcr.ca/esg-2023report

GHG Emissions



4.0 Enhancing Thriving Neighbourhoods Through Public Art



32

Public Art Installations
commissioned across our portfolio

Supporting Public Art
partnerships with



4.0 Strong Gender Diversity Metrics Across the Organization



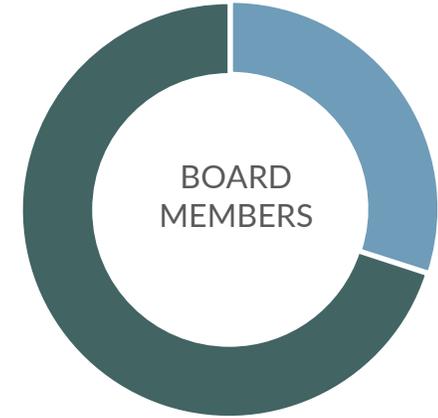
Selected for inclusion in “The Career Directory” for 2023 & 2024 as one of Canada’s Best Employers for Recent Graduates

>50%

of management positions are held by females



■ 33% Women ■ 67% Men



■ 30% Women ■ 70% Men



■ 56% Women ■ 44% Men



■ 60% Women ■ 40% Men

4.0 FCR Thriving Neighbourhoods Foundation

Founded in 2020

The FCR Thriving Neighbourhoods Foundation has raised over \$925,000 since 2020. It is an employee-led organization supporting registered charities and philanthropic initiatives that support the neighbourhoods in which we operate.

Four Pillars

The Foundation has four pillars of focus including Food Insecurity & Poverty, Mental Health, Youth Initiatives and Social Justice.

Current Pillar of Focus

For 2024/2025 we are focused on our Food Insecurity & Poverty pillar as selected by FCR staff. Our signature charitable partner is Community Food Centres Canada, a national organization that builds health, belonging and social justice in communities across Canada through the power of food.





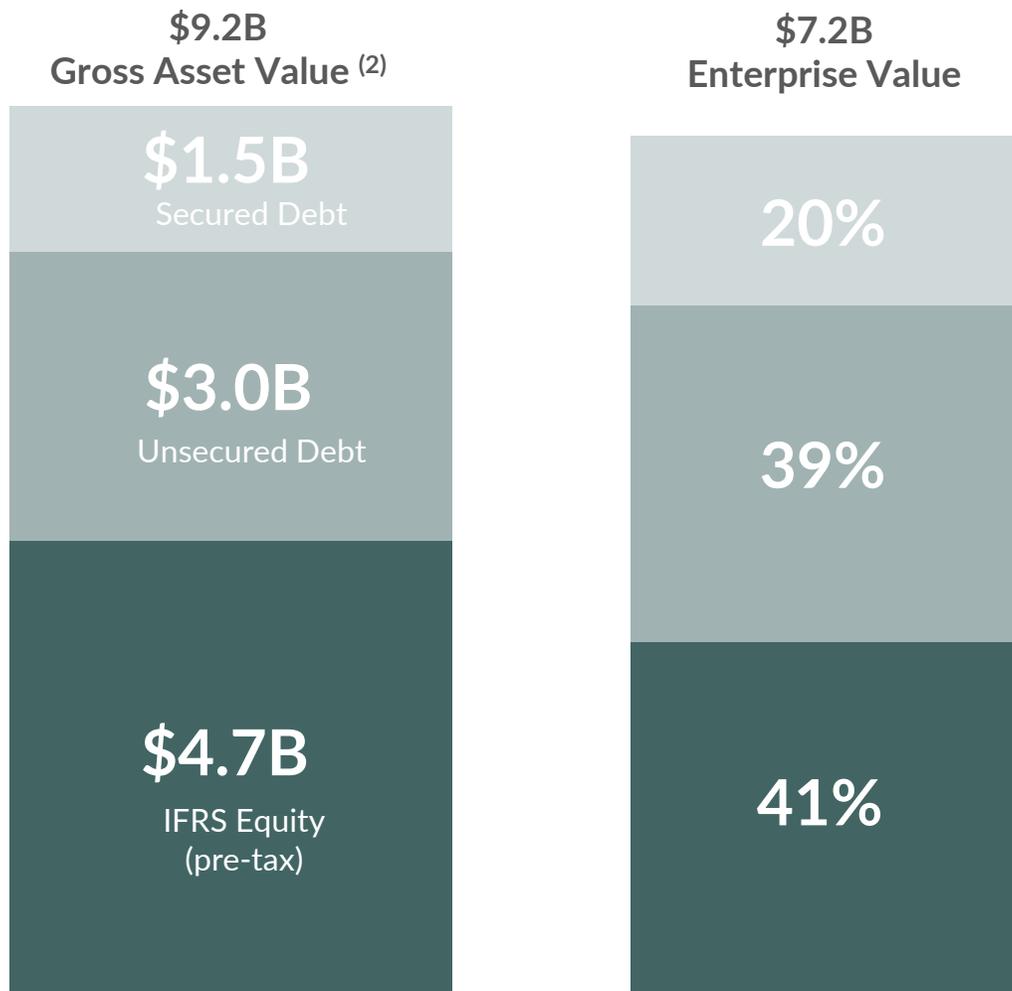
5.0

Financial Strength and Flexibility



Carré Lucerne, Montréal

5.0 Capital Structure ⁽¹⁾



⁽¹⁾ As of June 30, 2024

⁽²⁾ Excludes Accounts Payables and other liabilities

⁽³⁾ Weighted average interest rate

⁽⁴⁾ \$700M total capacity

⁽⁵⁾ 212M units

	\$B	WAIR ⁽³⁾
Mortgages	1.4	3.9%
Secured Facilities	0.1	6.6%
Total Secured	1.5	4.2%
Unsecured Debentures	2.2	4.4%
Unsecured Term Loans	0.8	4.9%
Unsecured Revolving Facilities ⁽⁴⁾	-	-
Total Unsecured	3.0	4.5%
Total Debt	4.5	4.4%
Less Cash	(0.5)	
Net Debt	4.1	
Trust Units⁽⁵⁾	3.1	
Enterprise Value	7.2	

5.0 Liquidity and Well-Staggered Term Debt Maturities (\$M)

4.3%

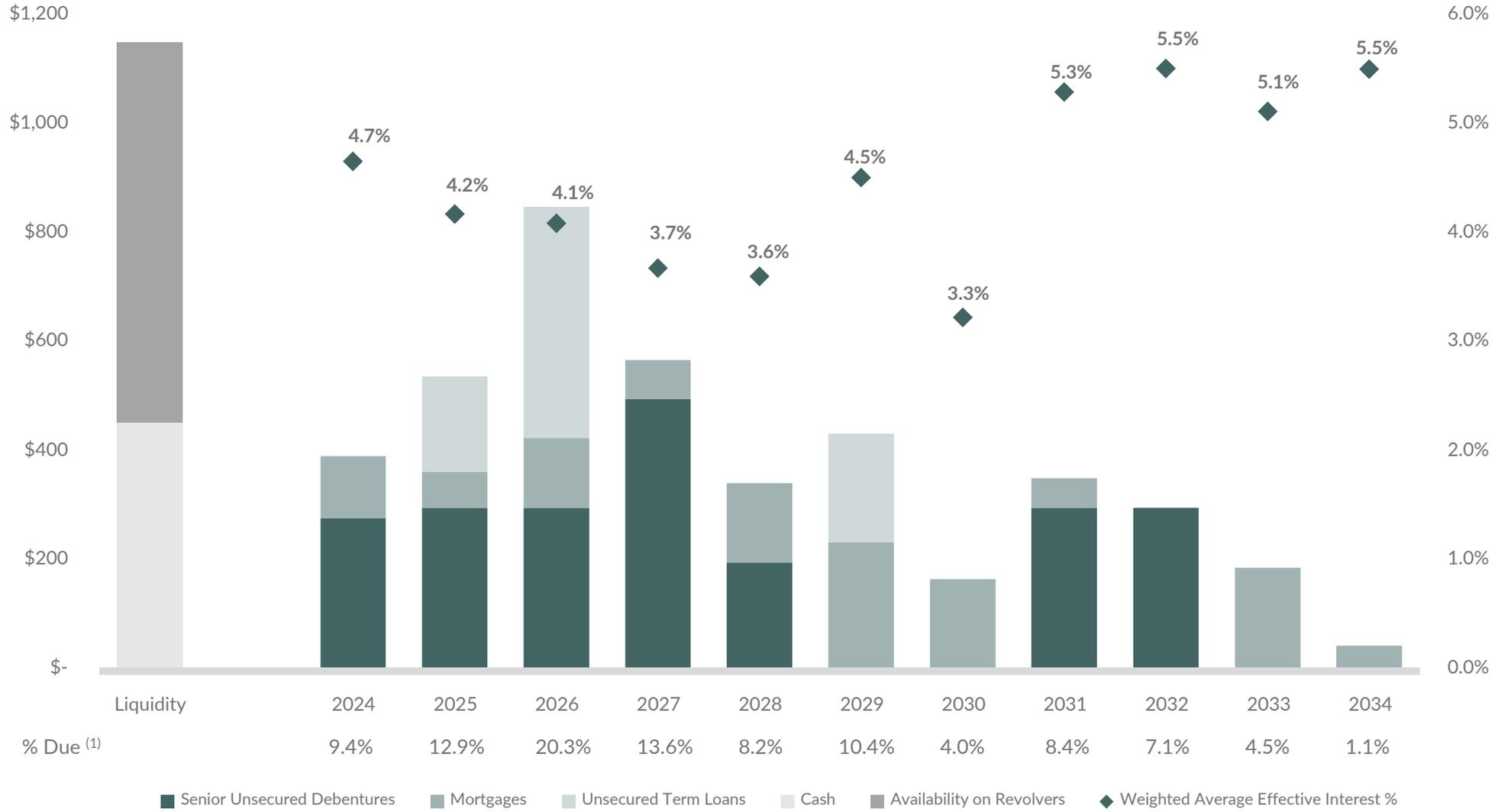
WAIR

3.6 Years

Term to Maturity

100%

Term Debt is Fixed Rate



⁽¹⁾ As of June 30, 2024. Excluding principal amortization

5.0 Liquidity and Well-Staggered Term Debt Maturities (\$M) – Proforma ⁽¹⁾

4.3%

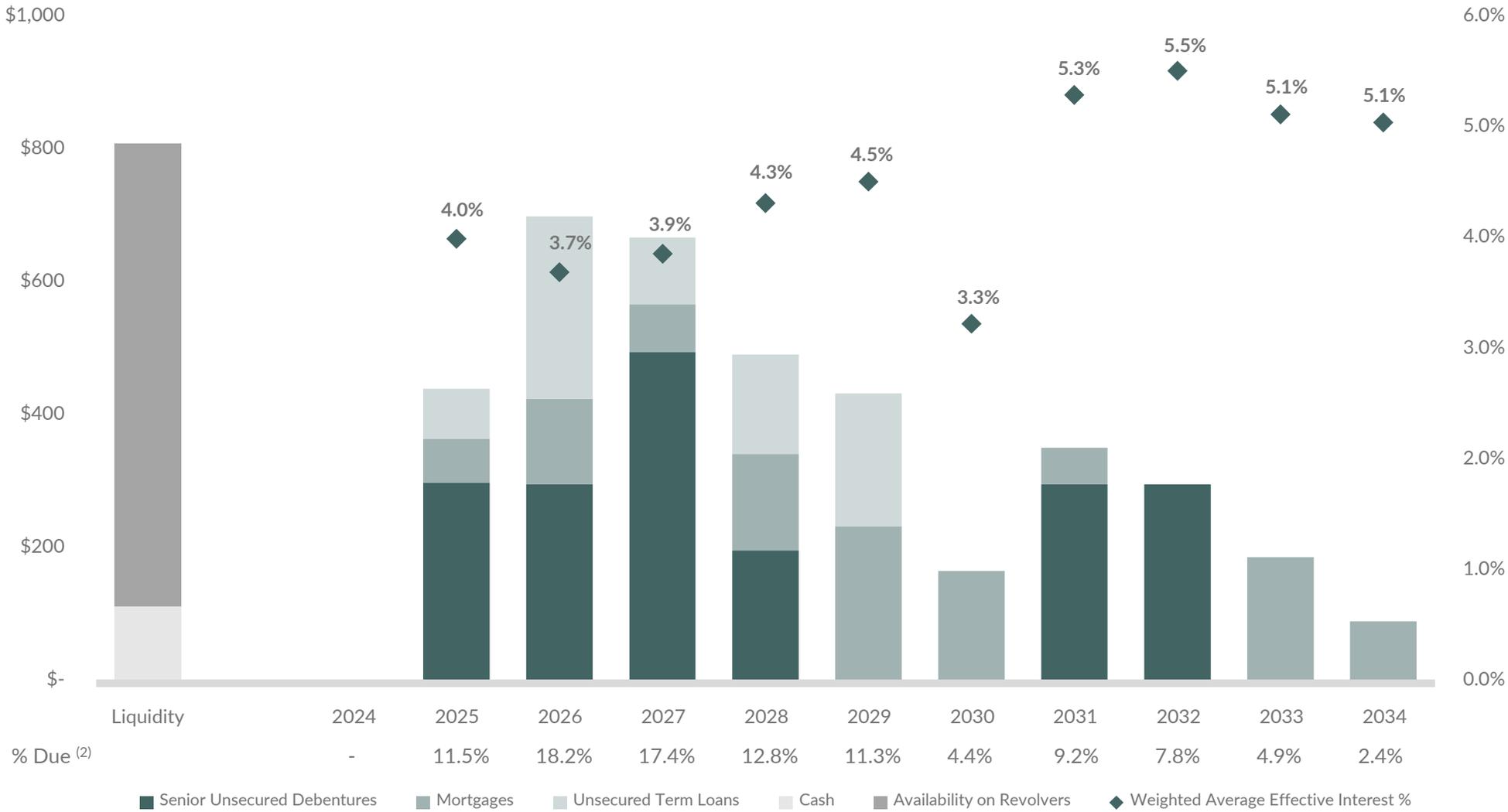
WAIR

4.0 Years

Term to Maturity

100%

Term Debt is Fixed Rate



⁽¹⁾Pro forma June 30, 2024, for Series R Repayment (August 30, 2024), new 10-Year mortgage, repayment of \$61m of mortgages through August 1st, 2024, and Term loan extensions (\$250m in total)

⁽²⁾Excluding principal amortization

5.0 Financial Strength and Flexibility

	2019	2020	2021	2022	2023	Q2 2024
Unsecured revolving credit facilities (million)	\$800	\$800	\$800	\$800	\$700	\$700
Unencumbered assets (Billion)	\$7.0	\$7.0	\$7.4	\$6.6	\$6.0	\$6.4
Unencumbered assets ⁽¹⁾ to unsecured debt	2.2x	2.1x	2.3x	2.3x	2.4x	2.2x
Secured debt as % of total assets	14.6%	15.2%	12.7%	13.6%	16.8%	16.3%
Net debt to total assets	46.7%	47.3%	43.9%	44.0%	45.0%	45.1%
Net debt to EBITDA	10.0x	12.0x	11.2x	10.2x	9.9x	9.2x
EBITDA interest coverage	2.4x	2.1x	2.3x	2.4x	2.3x	2.4x

67%
of total assets are
Unencumbered
(Q2 2024)

⁽¹⁾ Using 10 quarter average capitalization rate



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