

MELCOR 9
2012 Annual General Meeting

## Forward Looking Statements

This presentation contains statements that are forward-looking.
Forward-looking statements are disclosures regarding possible events, conditions, or results of operations that are based on assumptions about future economic conditions, courses of action and include futureoriented financial information.

These statements represent Melcor's intentions, plans, expectations, and beliefs and are based on our experience and our assessment of historical and future trends, and the application of key assumptions relating to future events and circumstances. Future-looking statements may involve, but are not limited to, comments with respect to our strategic initiatives for 2013 and beyond, future development plans and objectives, targets, expectations of the real estate, financing and economic environments, our financial condition or the results of or outlook of our operations.

By their nature, forward-looking statements require assumptions and involve risks and uncertainties related to the business and general economic environment, many beyond our control. There is significant risk that the predictions, forecasts, valuations, conclusions or projections we make will not prove to be accurate and that our actual results will be materially different from targets, expectations, estimates or intentions expressed in forward-looking statements. We caution readers of this document not to place undue reliance on forwardlooking statements. Assumptions about the performance of the Canadian and US economies and how this performance will affect Melcor's business are material factors we consider in determining our forward-looking statements. For additional information regarding material risks and assumptions, please see the discussion under Business Environment and Risks, pages 25-26 of our annual MD\&A.
Investors and others should carefully consider these factors, as well as other uncertainties and potential events, and the inherent uncertainty of forward-looking statements. Except as may be required by law, we do not undertake to update any forward-looking statement, whether written or oral, made by Melcor or on its behalf.

## AGENDA

## Formal Business

$\square \quad$ Call to Order
$\square \quad$ Presentation of Financial Statements
$\square \quad$ Election of Directors
$\square \quad$ Appointment of Auditors
Management Presentations
Q\&A

## MANAGEMENT PRESENTATIONS

Message from the Executive Chairman
Message from the CEO
Message from the President
Q\&A

## BRIAN BAKER

Message from the President

## Why Melcor

Why have you invested your hard-earned dollars in this company?

Why do you stay invested?
Why should you stay invested?


## Our History



## 45 Years of Results



## Our Present




Earnings, EPS \& Dividend


MELCOR 9

## Our Present







## Our People



## Our Future




78\% of
Revenue


51\% of
Pre-tax Earnings

acres land inventory
Community Development

## Community Development



560 acre
Masterplanned community

$\frac{\text { MEVELOPMENTS LTD. }}{\text { DECOP }}$

## Community Development



## 160 acre

Estate community

## Community Development



Far from ordinary.

160 acre
Master-planned community


## Community Development

## Greenwich 80 acre Mixed-Use



## 95955 <br> year pipeline



## Property Development

## Property Development



## Property Development

## WWest Henday



## Property Development




600,000 sf Industrial Park


## Property Development



## Property Development



## Recreational Properties

| Remaining |
| :--- |
| Profitable |
| in a Highly |
| Competitive |
| Market |
|  |
|  |
|  |

$\square 4$ Championship Golf Courses


MELCOR
DEVELOPMENTS LTD.

## Melcor USA



## Introducing

## MELCOR|пеіт

## MELCOR ${ }_{\text {reit }}$

## Attractive Yield

6.25-6.75\% - 93\% AFFO payout, reliable, sustainable yield

## Established \&

 Diversified Portfolio1.57 M sf gross leasable area 27 assets across office, retail and industrial classes

Direct Alignment of Interests with Melcor Developments

Melcor to retain significant ownership of 51\%

## MELCOR|reit

## Assured and Consistent Growth via Melcor's Development Pipeline

636,000 sf active development $3.8+$ million sf in future development on 565 acres

## Experienced Management

## Exposure to High <br> Growth Western <br> Canadian Markets

Alberta and Saskatchewan to lead nation in GDP growth
Extensive knowledge \& history Average ownership of 12 years

## The Melcor REIT Advantage

## Enables Continued Growth

- Melcor REIT will provide capital to fund growth


## Provides Continued Ownership

- We retain significant ownership of assets \& participate in receive REIT distributions


## Buyer for Properties

- Provides additional working capital, revenue and profit


## Key Metrics

Debt to Equity Ratio
Minimum Availability on Credit Facility
Gross Margin
Return on Equity Ratio
Admin Expense to Revenue Ratio
Debt Coverage

## Why Melcor?

- Dividend paying growth company
- Highly talented, motivated \& ethical team
- Integrated operations
$\square$ Hedging against industry cycles
- Responsible growth
$\square$ Relentless innovation \& improvement

MELCOR OT:

