



MELCOR

ANNUAL GENERAL MEETING

April 26, 2017



AGENDA

- **Formal Business**

- ☐ Introductions
- ☐ Call to Order
- ☐ Presentation of Financial Statements
- ☐ Fixing the Size of the Board
- ☐ Election of Directors
- ☐ Appointment of Auditors

- **Management Presentations**

- **Q&A**

YOUR BOARD OF DIRECTORS



Gordon Clanachan
Edmonton, AB



Ross Grieve
Edmonton, AB



Andrew Melton
Calgary, AB



Kathy Melton
Calgary, AB



Timothy Melton
Edmonton, AB



Eric Newell
Edmonton, AB



Catherine Roozen
Edmonton, AB



Allan Scott
Edmonton, AB



Ralph Young
Edmonton, AB

YOUR EXECUTIVE TEAM



Darin Rayburn

President & Chief Executive Officer

Years with Melcor: **15**
Industry Experience: **25**



Naomi Stefura

Chief Financial Officer

Years with Melcor: **8**
Industry Experience: **10**

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DIRECTOR NOMINEES



Gordon Clanachan
Edmonton, AB



Ross Grieve
Edmonton, AB



Andrew Melton
Calgary, AB



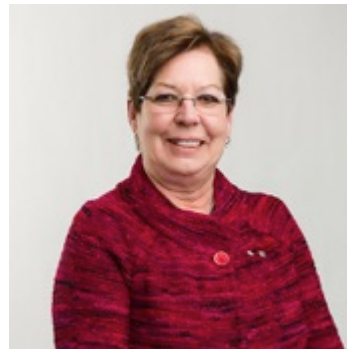
Kathy Melton
Calgary, AB



Timothy Melton
Edmonton, AB



Eric Newell
Edmonton, AB



Catherine Roozen
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MANAGEMENT PRESENTATIONS

- **Financial Highlights**
Naomi Stefura – CFO
- **Strategic & Operations Highlights**
Darin Rayburn – President & CEO
- **Shareholder Questions**

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 future-oriented 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 2017 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 forward-looking 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 in 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.



REVENUE

\$242M

GROSS 45%
margin





NET INCOME

\$34M

FUNDS
from operations

\$43M





\$0.48
DIVIDEND

\$1.04 EPS

FINANCIAL STRENGTH



MANAGEMENT PRESENTATIONS

- **Financial Highlights**
Naomi Stefura – CFO
- **Strategic & Operations Highlights**
Darin Rayburn – President & CEO
- **Shareholder Questions**

958 single family
LOTS SOLD



A photograph of a residential development. In the foreground, a new concrete sidewalk curves along a dirt road. The sidewalk is made of large, light-colored concrete slabs. The dirt road is brown and has tire tracks. In the background, there are several houses with dark roofs and light-colored walls. A water tower is visible in the distance. The sky is clear and blue.

**147 ACRES
LAND SOLD**

90,694 SF

commercial
development



3.9 MILLION SF
under management





92%

OCCUPANCY



116,700 ROUNDS
played



REVENUE

\$242M



DIVERSIFICATION



REVENUE BY MAJOR REGION



MELCOR

A low-angle photograph looking up at two palm trees flanking a modern building with large glass windows. The sky is a clear, vibrant blue. The text is overlaid on this image.

US Operations

11% OF BALANCE SHEET

475,000 sf

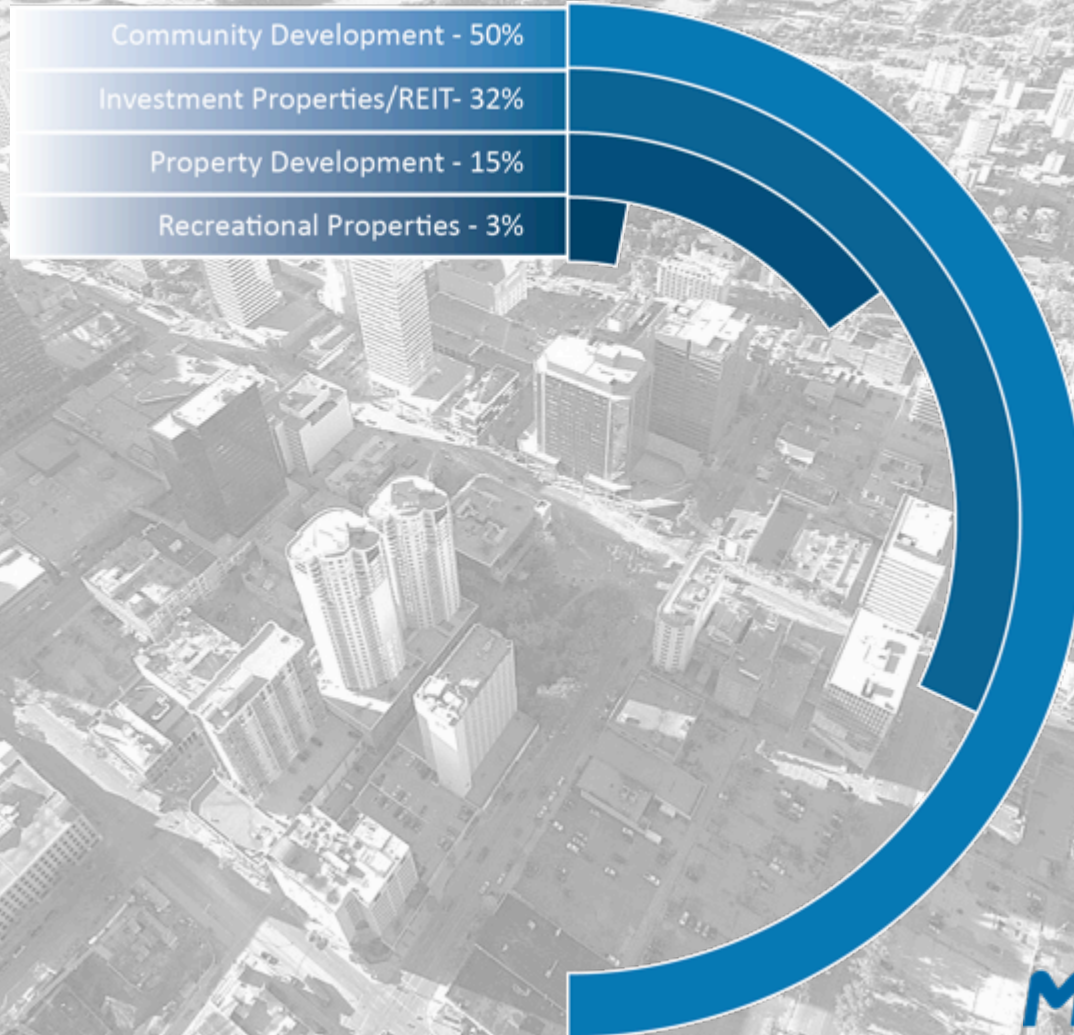
1,285 acres



US Asset Sale

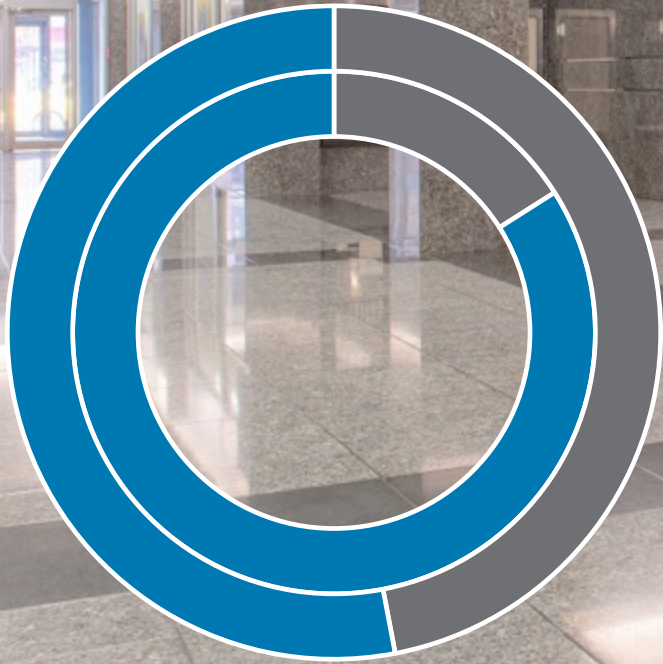
103% ROI

REVENUE BY DIVISION



MELCOR

Income Properties



47%
OF REVENUE



OPPORTUNITIES



DEBT:ASSETS

A thick blue wavy line that starts under the 'D' of DEBT, rises slightly, and then slopes down towards the right, ending under the 'S' of ASSETS.

38.9%

The background of the slide is a grayscale aerial photograph. The top half shows a cloudy sky. The bottom half shows a landscape with a city or town in the distance, surrounded by fields and some trees in the foreground.



Buying Opportunities

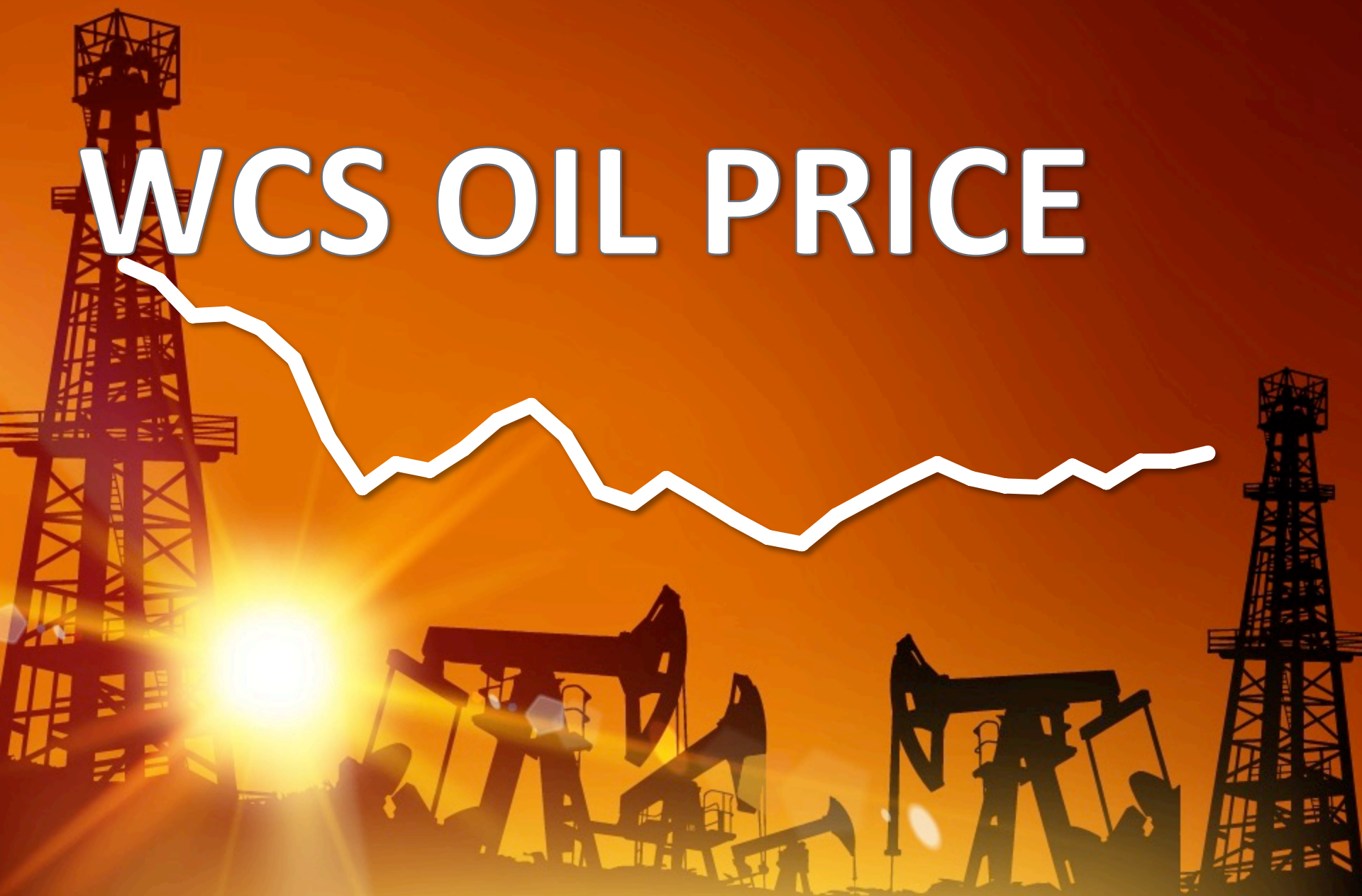


↓ Construction & Servicing Costs



**OUTLOOK:
STABLE**

WCS OIL PRICE



MLS Sales



Housing Starts





1 year inventory



Underserved
markets



Municipal approvals

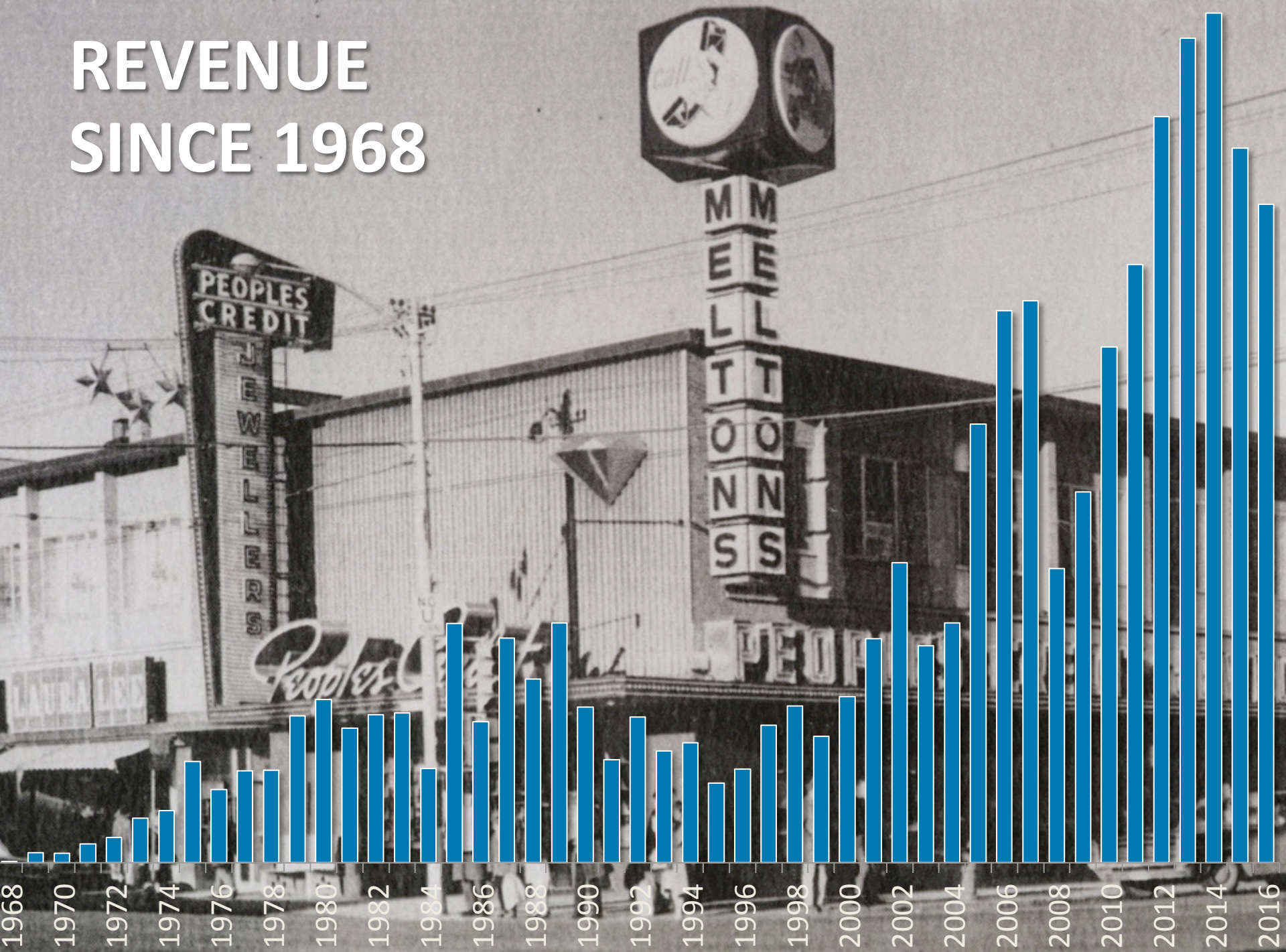
Retail Trade





Commercial
steady

REVENUE SINCE 1968



QUESTIONS & ANSWERS





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