



MELCOR

ANNUAL GENERAL

**&
SPECIAL MEETING**

MAY 10, 2018



AGENDA

1. Formal Business

- Introductions
- Call to Order
- Presentation of Financial Statements
- Fixing the Size of the Board
- Election of Directors
- Appointment of Auditors
- Amendments to 2007 Share Option Plan
- Adopt Restricted Share Unit Plan



2. Presentation by Management

3. Q&A



YOUR BOARD OF DIRECTORS



Gordon Clanachan
Edmonton, AB



Ross Grieve
Edmonton, AB



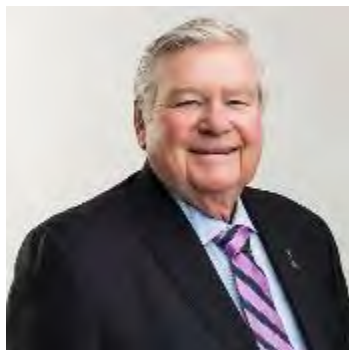
Andrew Melton
Calgary, AB



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: **26**



Naomi Stefura

Chief Financial Officer

Years with Melcor: **9**
Industry Experience: **11**

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DIRECTOR NOMINEES



Gordon Clanachan
Edmonton, AB



Ross Grieve
Edmonton, AB



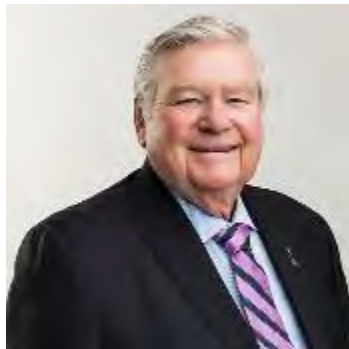
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MANAGEMENT PRESENTATIONS

- **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 2018 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.

\$258M



REVENUE

GROSS
margin

45%



NET INCOME



\$39M



FUNDS \$59M
from operations



\$0.52
DIVIDEND

\$1.77 FFO

MANAGEMENT PRESENTATIONS

- **Financial Highlights**

Naomi Stefura – CFO

- **Strategic & Operations Highlights**

Darin Rayburn – President & CEO

- **Shareholder Questions**



MELTON REAL ESTATE LTD

annual report 68

COMPLIMENTS OF Melton REAL ESTATE LTD.



SALES UP 25%

BUSINESS IS GOOD!

859 REGISTERED AGENTS

WE ARE PROUD OF OUR MELTON MEN
LET US INTERVIEW YOU TODAY. PLACE RESUME
LETTERS FROM A REPRESENTATIVE FRIEND OF OUR OFFICE

- 2 HANDY REFERENCE MAPS
Central Alberta & Edmonton City
- ✓ HIGHWAYS
 - ✓ MAIN HIGHWAYS
 - ✓ AIR LINES
 - ✓ NATURAL RESOURCES
Oil Fields
Hunting Game
Fishing and Salt Deposits
 - ✓ MELTON OFFICES
 - ✓ PUBLIC SCHOOLS
 - ✓ SEPARATE SCHOOLS
 - ✓ RECREATION
Playgrounds
Parks
 - ✓ UNIVERSITIES OF ALBERTA
 - ✓ I.T.A. BUS ROUTES

EDMONTON'S LARGEST REALTORS
IS OFFICES TO SERVE YOU

Call a Melton Man

PACKING

Milestones

REAL ESTATE LTD.



Glamora

Map showing the location of the house.



50 Years Serving
Edmonton
MELTON

95505



Melton Man

WILD MARCH

Realtor Stan Melton dies at game



1968
50
2018

1,095
YEARS OF
SERVICE

1968
50
2018

21

QUARTER
CENTURY
CLUB
MEMBERS

40,784

LOTS
DEVELOPED

1968
50
2018

144

COMMUNITIES
DEVELOPED

1968
50
2018

1968
50
2018

2M

SF DEVELOPED



MELCOR

2017

RESULTS



1,405 single family
LOTS SOLD





49 ACRES
land sold

38,199 SF
commercial
development





3.9 MILLION SF
under management

\$80.88M SALE to REIT



92%

OCCUPANCY





103,590 **ROUNDS**
played

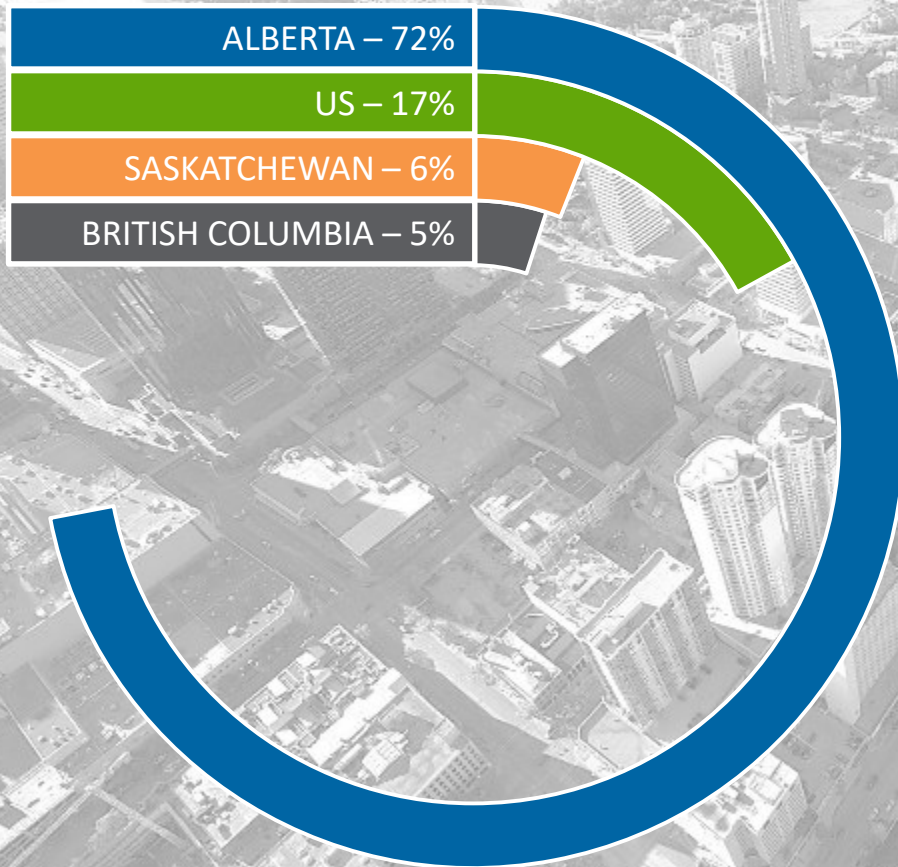
\$258M



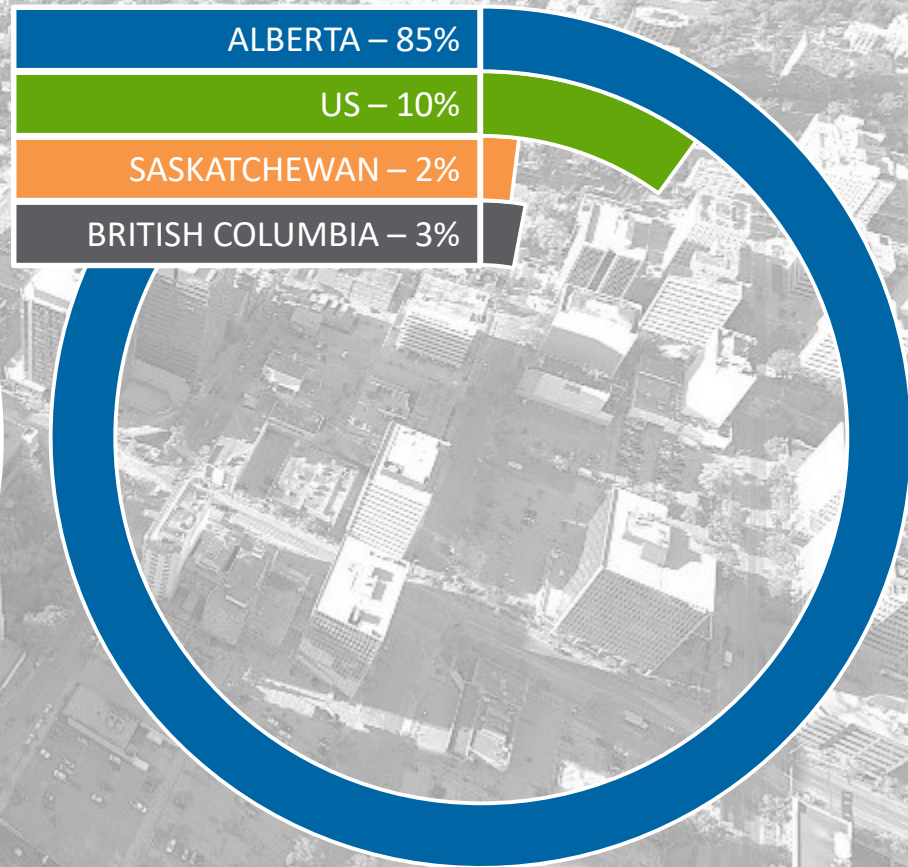
REVENUE

DIVERSIFICATION

LANDHOLDINGS BY REGION



REVENUE BY REGION





US Operations

10% OF BALANCE SHEET

475,000 sf

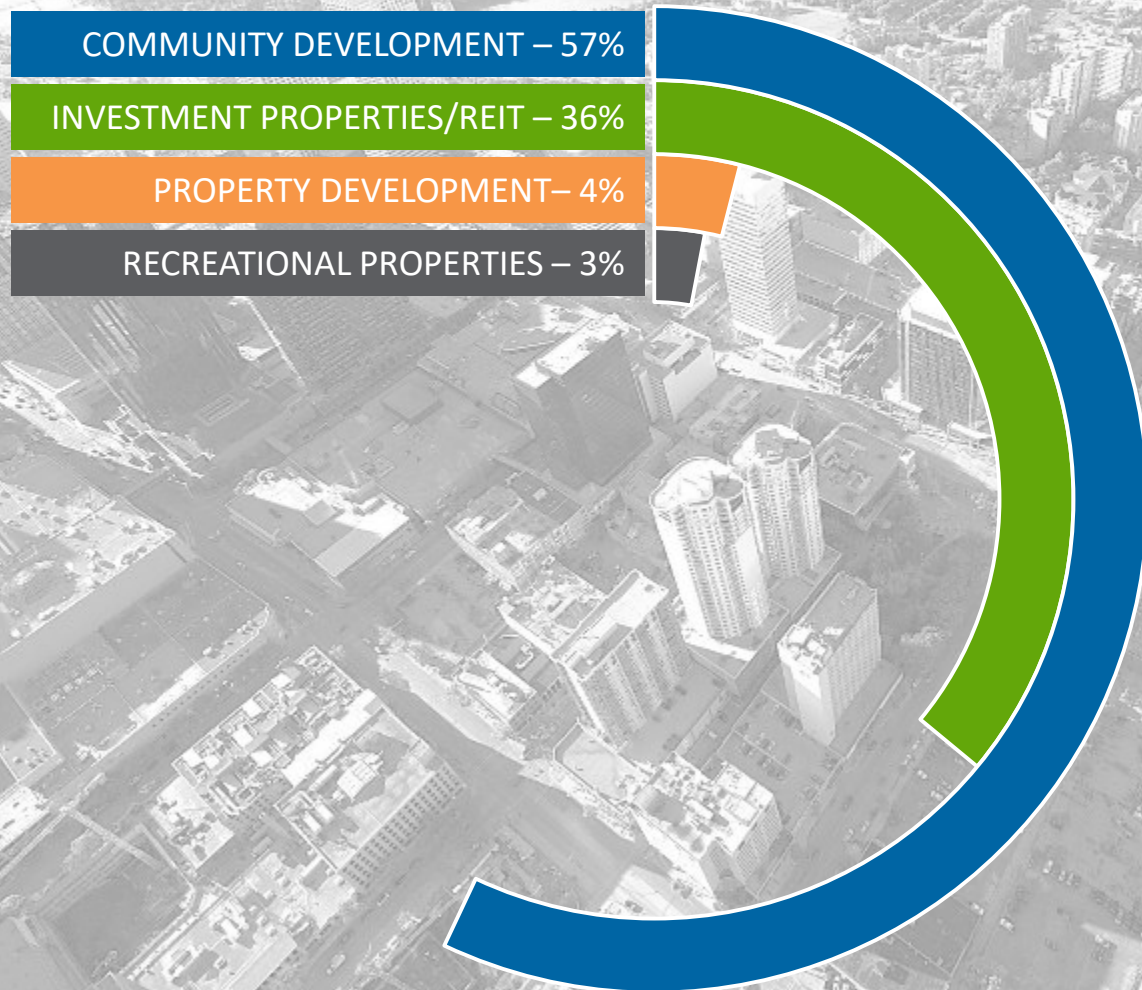
1,721 acres

ACTIVE LAND

development



REVENUE BY DIVISION



OPPORTUNITIES

DEBT:ASSETS



40.0%





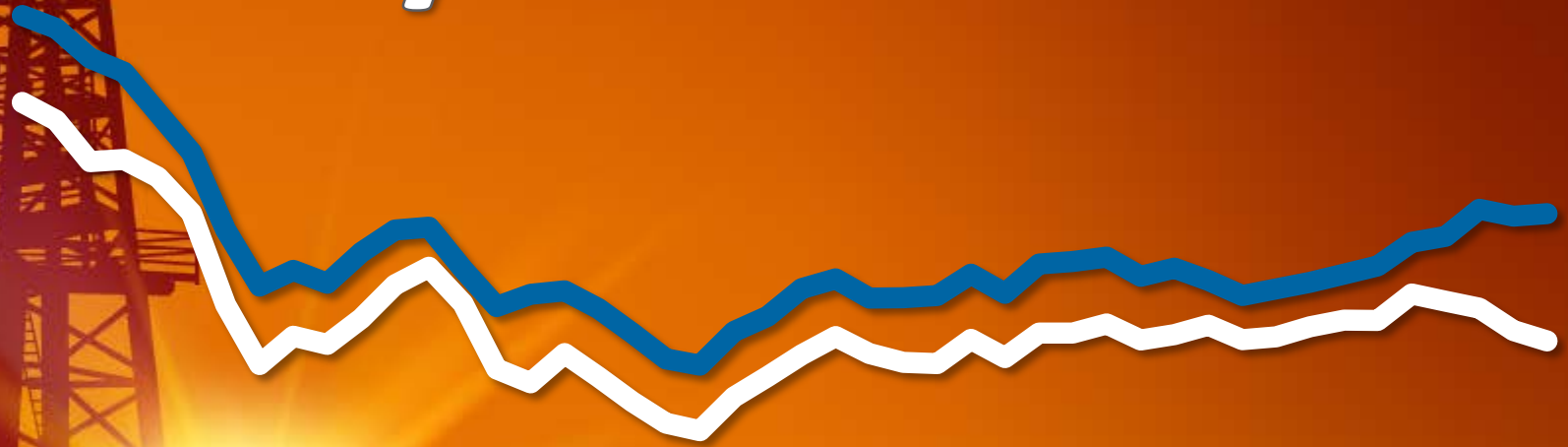
Buying Opportunities



Construction & Servicing Costs

**OUTLOOK:
STABLE**

WTI/WCS



MLS Sales



Housing Starts





1 year inventory



**Underserved
markets**

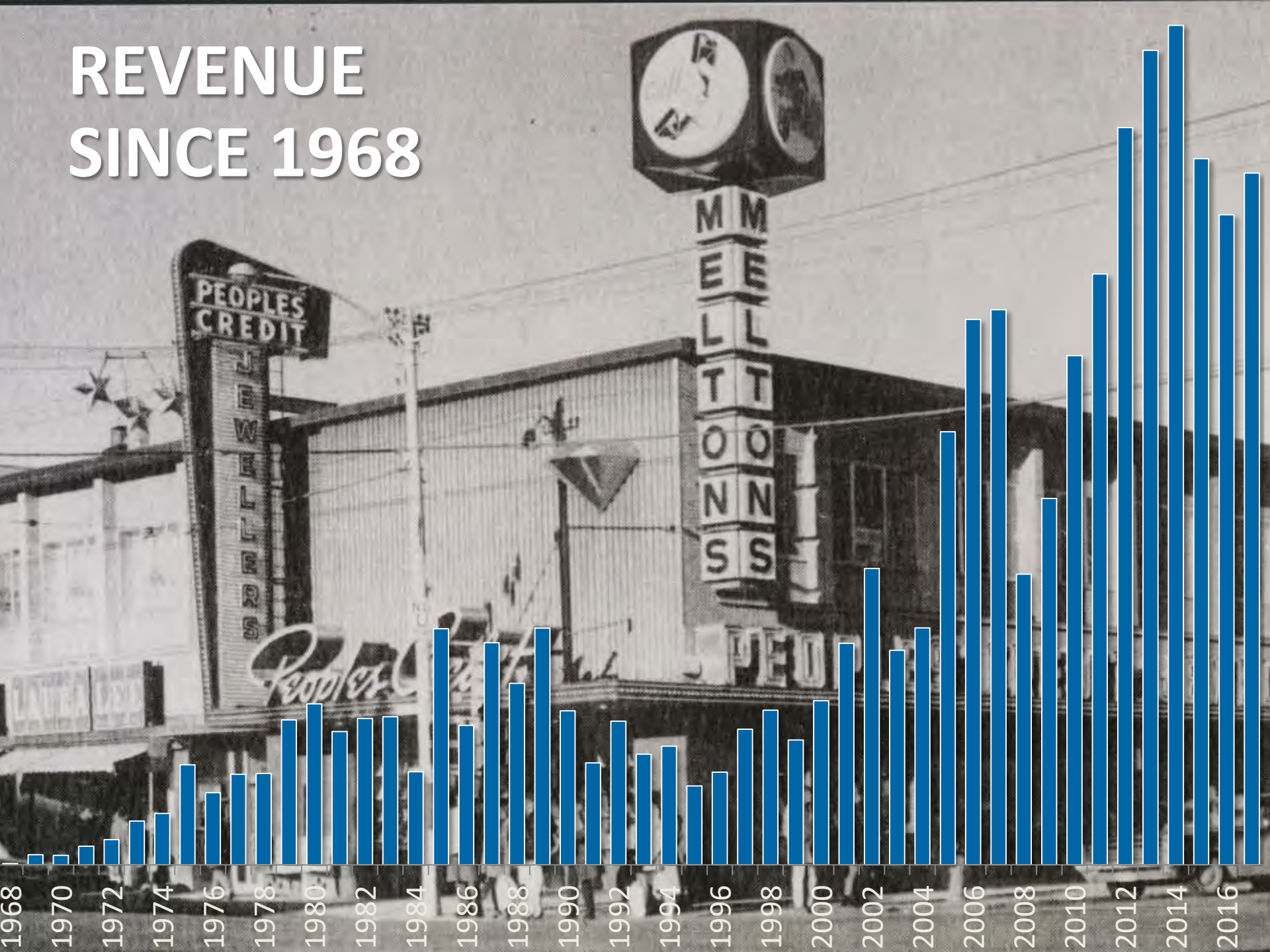
Retail Trade





Commercial Steady

REVENUE SINCE 1968



1968
50
2018

“Your Directors are very pleased with the performance of the Company to date and look forward with confidence and optimism to a continued yearly increase in net earnings and expansion of activities.”

- Stan Melton
1968 Annual Report

**QUESTIONS &
ANSWERS**





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