

#### **AGENDA**

#### **Formal Business**

- Call to Order
  - Financial Statements
  - Fixing the Size of the Board
  - Election of Directors
  - Appointment of Auditors
- Adjournment





#### **Q&A INSTRUCTIONS**





#### **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 2023 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.



#### **DIRECTOR NOMINEES**



**Doug Goss** Edmonton, AB



Andrew Melton Calgary, AB



Kathy Melton Calgary, AB



**Timothy Melton** Edmonton, AB



**Bruce Pennock** Edmonton, AB



**Janet Riopel** Edmonton, AB



**Catherine Roozen** Edmonton, AB



Ralph Young Edmonton, AB

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#### YOUR EXECUTIVE TEAM



Naomi Stefura
Chief Operating Officer
& Chief Financial Officer

Years with Melcor: **15** Industry Experience: **17** 

Timothy Melton
Executive Chair &
Chief Executive Officer

Years with Melcor: **50+** Industry Experience: **50+** 



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#### INTRODUCING THE REST OF THE TEAM



Randy Ferguson
Senior VP, Investment
Properties



Susan Keating
VP, Community
Development Edmonton



**Leah Margiotta** *VP, Property Development* 



Graeme Melton

VP, Community

Development Calgary



Sinead O'Meara
VP, Finance



Guy Pelletier

VP, Community

Development Red Deer

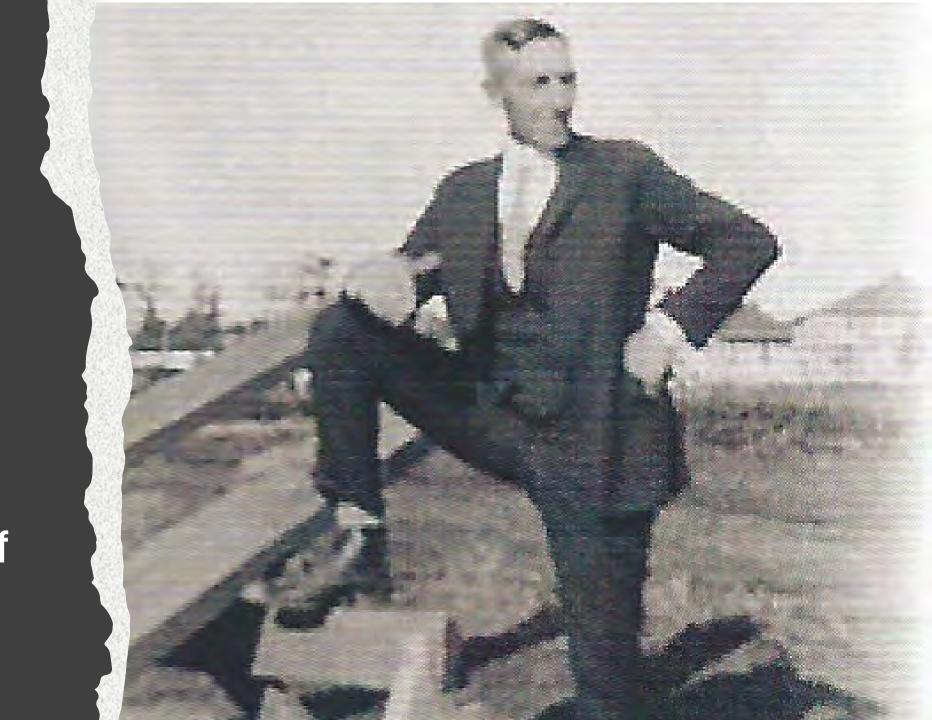


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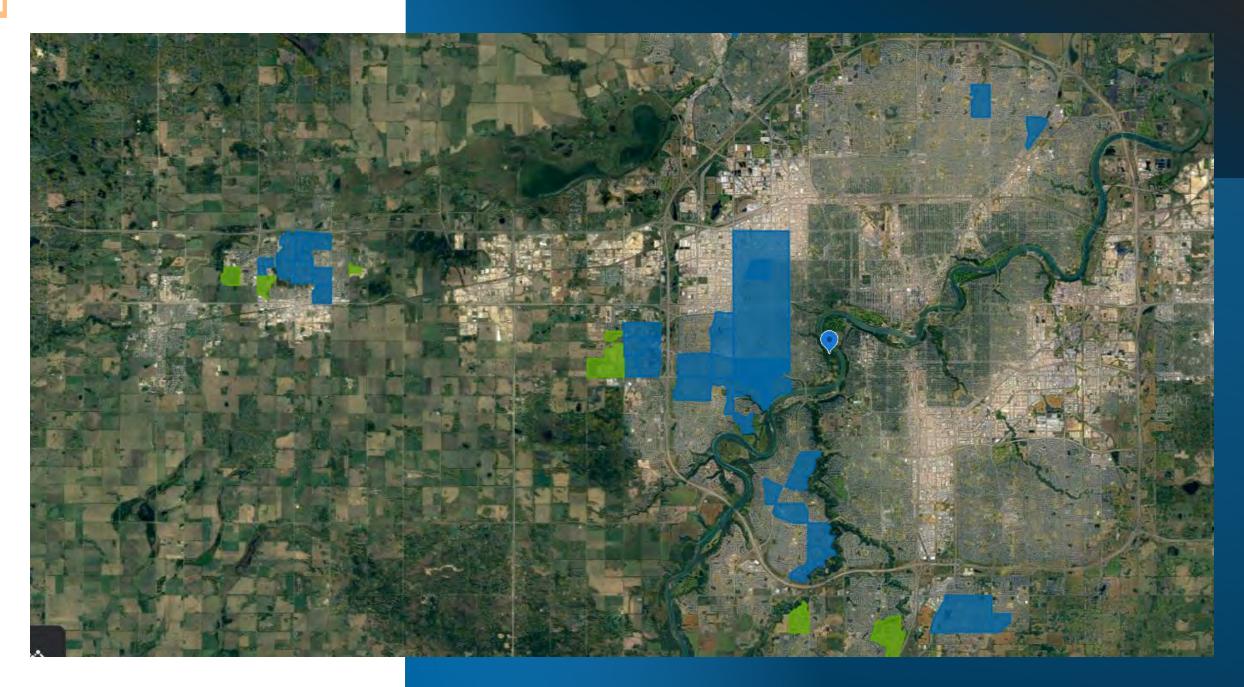
## MELCOR100

### 1923 - 1947 laying the foundation

It all began with a man scanning Edmonton's west horizon, exploring opportunities and achieving his dream of helping young families purchase a home of their own.











# FOR SALE

## L. T. MELTON REAL ESTATE

SOUTH SIDE WEST BRANCH















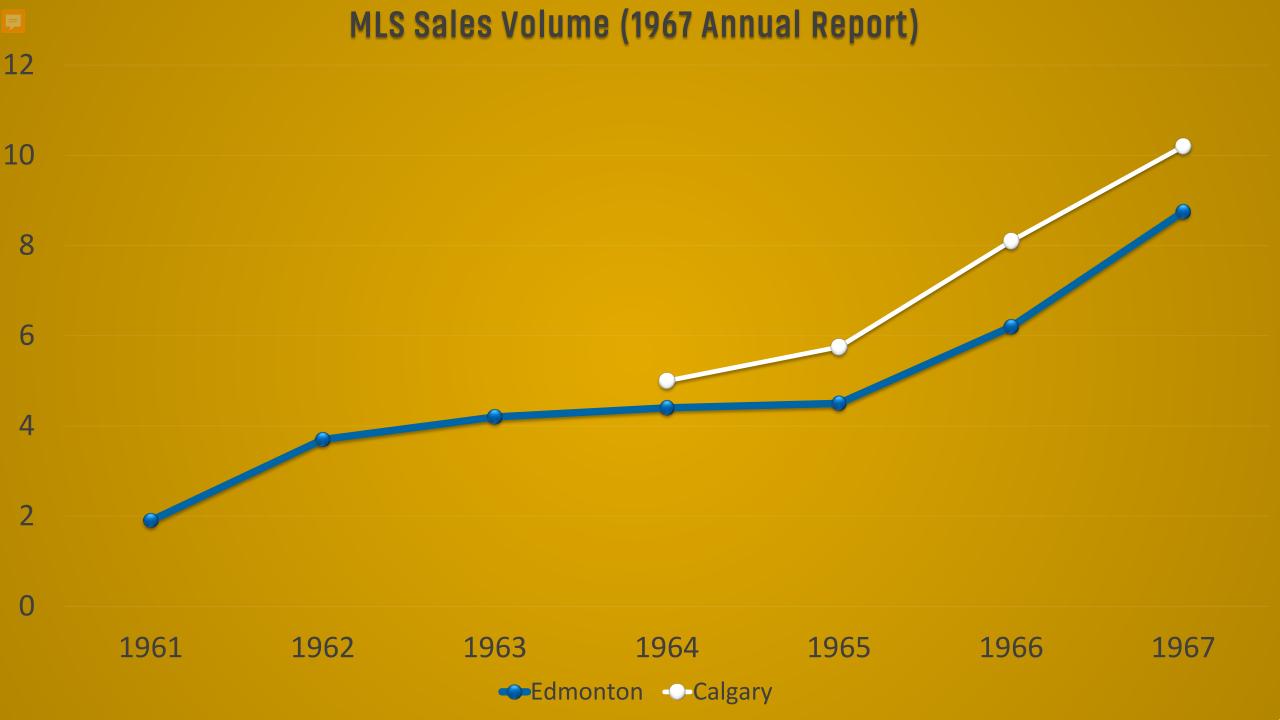




### 1947 - 1973 the building years



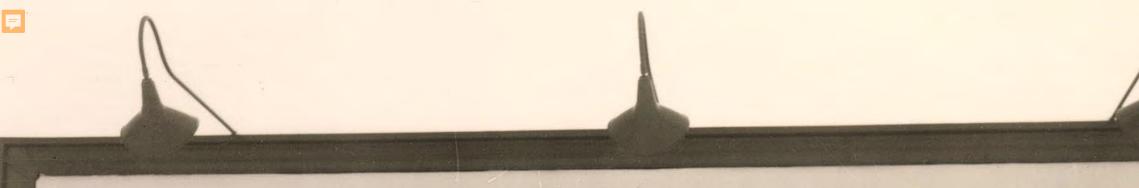




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## "...and GOD BLESS EVERYONE"

\*MELTON REAL ESTATE LTD.

@ 1954 - GENERAL OUTDOOR ADV. CO., INC.

## THE DISTRIBUTION

BIGGEST NAME IN REALTOR SERVICE

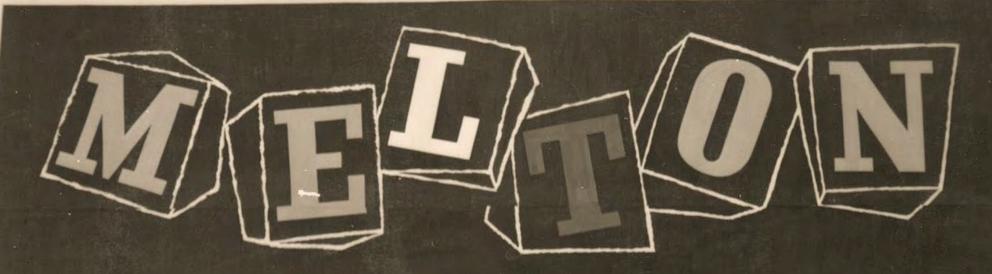
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MELTON

**MELTON REAL ESTATE** 



Block's n' Block's of..... EDMONTON'S finest HOMES.



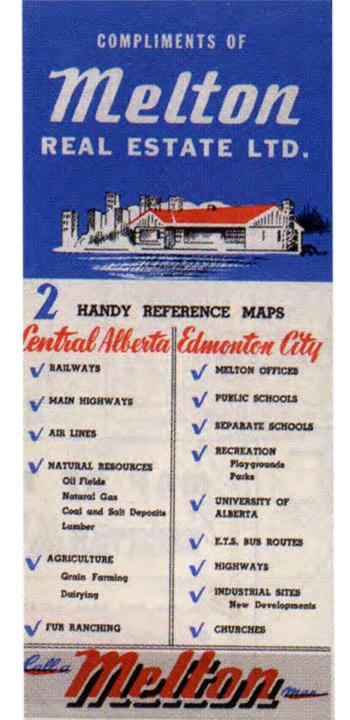
















### Realtor Stan Melton dies at game

Well-known city realtor, the 1973 football games. Am-Stan Melton, died in the stands at Clarke Stadium Sunday from a heart attack in the last moments of the Eskimo-Roughrider final.

Mr. Melton, 54, was president of Melton Real Estate. one of the largest such firms in Western Canada.

He was declared dead on arrival at the Royal Alexandra Hospital after being rushed there in the city police wagon which is at all football games.

A police spokesman said the ambulance which is normally at the end zone was not present Sunday.

The dispatcher for Smith's Ambulance says there hasn't been an ambulance at any of

bulances were one of the expenses cut by the football club this year.

He added that an ambulance was at the stadium within three minutes of being called.

Mr. Melton was a member of the Loval Edmonton Regiment when he received the Military Medal from King George VI for his bravery in saving a comrade from burning to death during the invasion of Sicily in 1943.

He fought on the beaches of Normandy with the Queen's Own Cameron Highlanders, and was wounded in the leg by a shrapnel.

estate firm his father had begun, but would farm somewhere on Alberta's frontier.

from the war, he agreed to help his father temporarily. When his father fell ill he had to take over the company's downtown office.

Under his direction Melton Real Estate has grown into an operation with a staff of more than 350, and offices in Edmonton, Calgary, Saskatoon, Vancouver and Winnipeg.

Mr. Melton was born in Jasper Place and educated there, in Grandin School and St. Joseph's High School.

He married the former He once said he did not Peggy Lane, of London, Engintend to enter the real land, and is the father of

seven children: Timothy C. of Calgary: and Leslie Macleod, Patricia Metcalfe, Anthony, However, on his return Andrew, Nicholas, and Mary, all of Edmonton.

> Mr. Melton is also survived by his mother. Doreen Melton, brother Mike Melton, of Calgary and a sister, Mrs. Mignone Wharry, of Edmon-

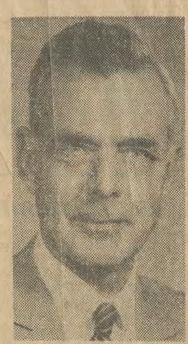
Mr Melton has served as past president of the Edmonton Real Estate Board, past president of the Alberta Real Estate Association and past president of the Canadian Real Estate Association.

He was also a member of the property development committee of the International Real Estate Federation, made up of representatives from 40 countries.

Mr. Melton was active in the scouting movement, the Crestwood Community League, Junior Achievement. the chamber of commerce and a variety of other community and church organiza-

Prayers will be held 8 p.m. Tuesday at St. John's Church, 98th Avenue and 148th Street, where mass of Christian Burial will be held Wednesday at 10 a.m. Burial will be at the Holy Cross Cemetery.

In lieu of flowers, donations will be accepted for the Edmonton Cardiac Institute. Funeral arrangements are being made by Connelly Mc-Kinley Ltd.



Stan Melton



# 1974-1998 developing a future





The

A.E.LEPAGE

News

**Volume Six** 

**Number Two** 

SPECIAL MELLON EDITION

A. E. LEPAGE

**Commemorating January 1, 1976** 

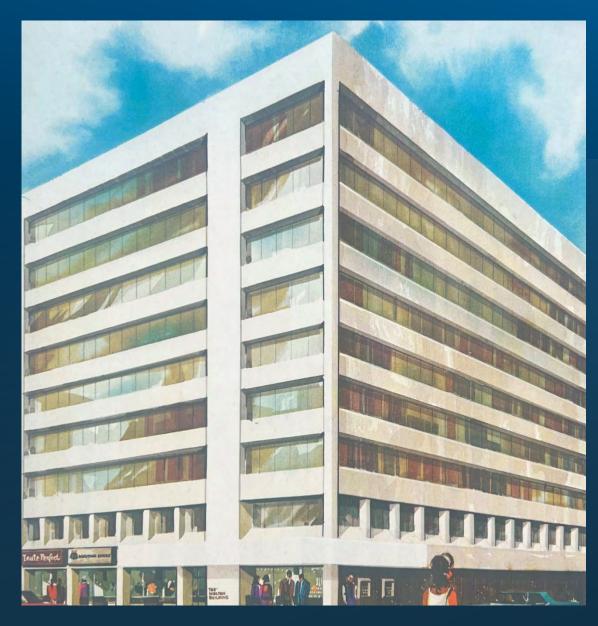
### Melton Brokerage Merger Completes Western Span

From 1923 to 1976. Melton Real Estate grew from a modest fice in Downtown Edmonton to a highly influential firm which panned four provinces and became as well known in each of em as A. F. LePage Limited has become in British Columbia.



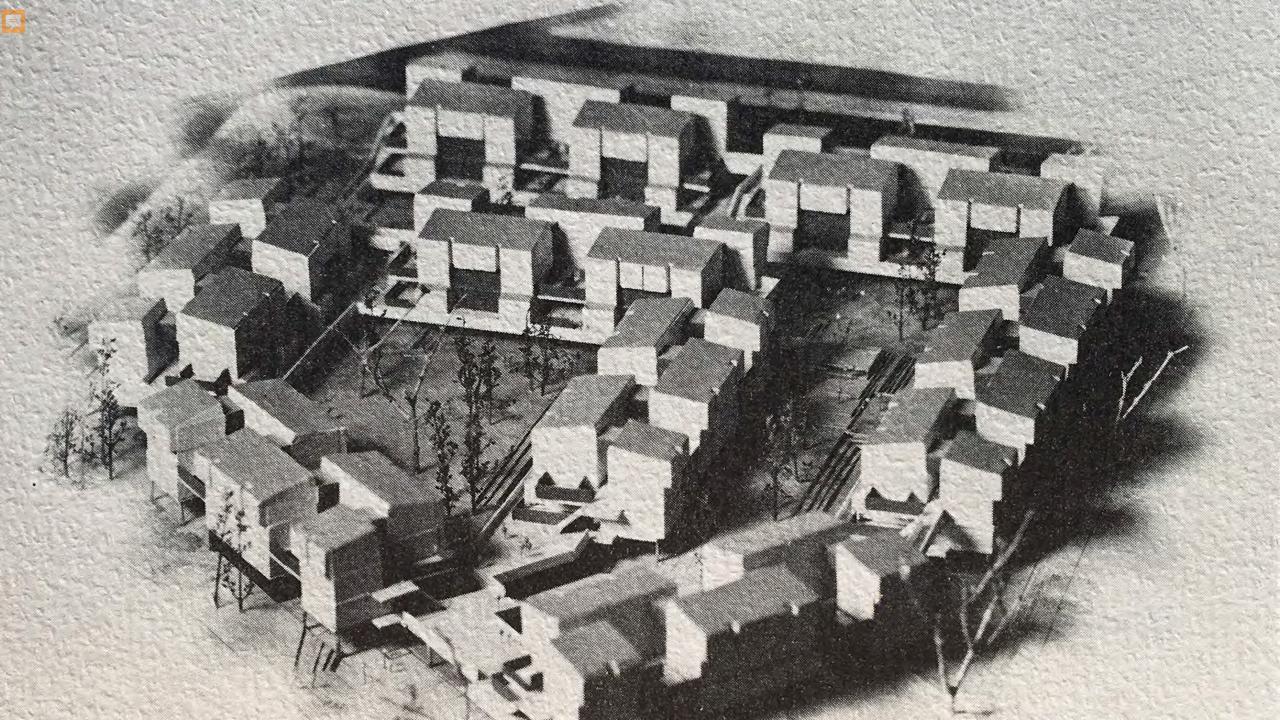


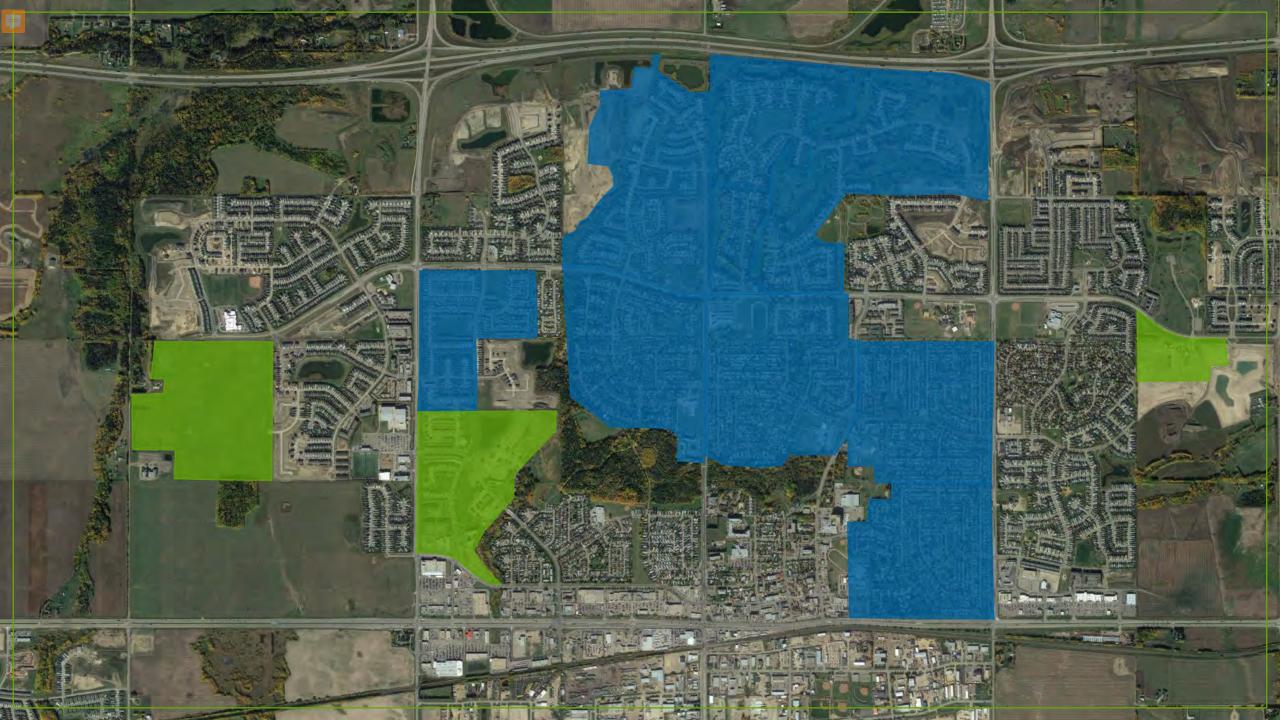
































Ralph B. Young, President and CEO of Melcor Developments Ltd. is pleased to announce the following appointments



Darin Rayburn has joined the company as Senior Division Manager, Investment Property Division. In this newly created role, Darin will be leading a team responsible for the acquisition, leasing, and management of Melcor's commercial property division throughout Alberta and Saskatchewan, while also focusing on managing a significant and successful portfolio of assets in the commercial real estate sector. Darin is a University of Alberta graduate and he brings with him twelve years experience in commercial real estate. He has spent the past eight years with Oxford Properties with the three most recent years as General Manager of Oxford's downtown Edmonton office portfolio.

Darin can be contacted at (780) 945-4652 or drayburn@melcor.ca.



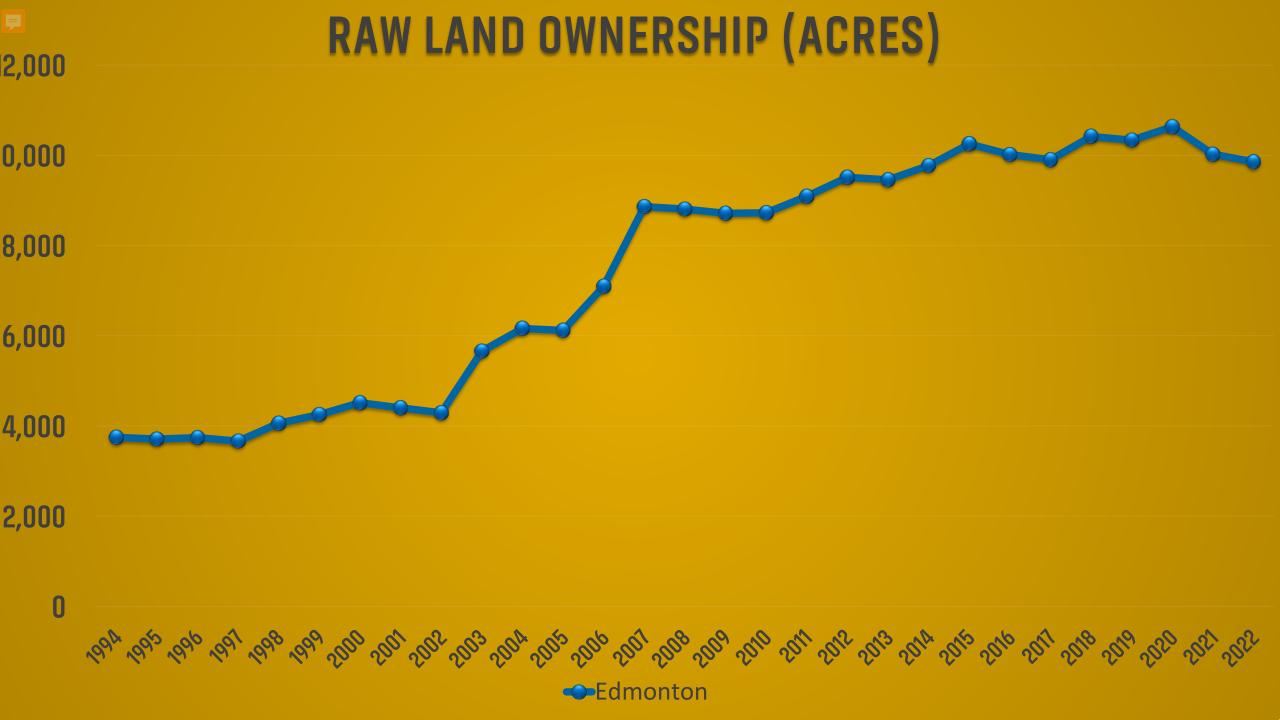
Brian Baker is appointed Division Manager, Property Development Division. In this new role, Brian will be focused on the development of commercial and industrial properties primarily in Melcor communities in Alberta. Brian joined Melcor five years ago and his prior responsibilities included overseeing the community development activities in Spruce Grove and managing Lewis Estates Communities Inc., a joint venture developing the communities of Lewis Estates.

Brian is a University of Alberta graduate and is active in the Urban Development Institute, Edmonton.

Brian can be contacted at (780) 945-4651 or bbaker@melcor.ca

Alberta's Premier Community Developer

### **Built & Owned GLA** 3,000,000 2,500,000 2,000,000 1,500,000 1,000,000 500,000 **—Owned** —Built

































# 1923-2023 a century of traditions

























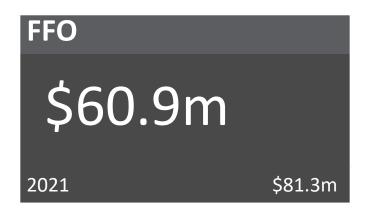


#### 2022 FINANCIAL RESULTS

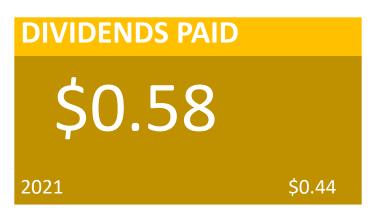








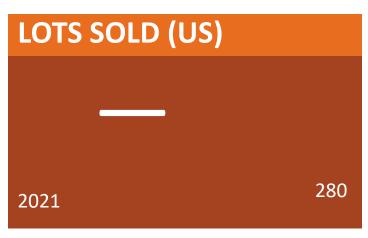




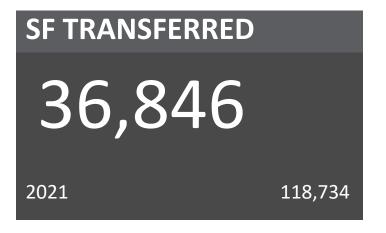


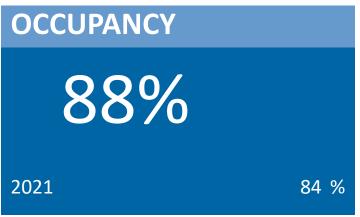
#### 2022 KEY METRICS | KPIs













## Q8A

In person: approach a mic Online: type your question in the chat