

# Summit II REIT

Summit Industrial Income REIT

## Investor Fact Sheet

February 16, 2016

### Profile:

**Summit Industrial Income Real Estate Investment Trust** is an unincorporated open-end trust focused on growing and managing a portfolio of light industrial properties across Canada. Currently the REIT owns interests in 48 properties well-located in five Canadian provinces aggregating approximately 4.5 million square feet of gross leaseable area. The REIT is managed by Sigma Asset Management Limited, composed of an experienced and proven team of real estate professionals responsible for a ten-year 20% compound annual return generated for investors with the former Summit REIT.

### Quick Facts

Stock Exchange:	TSX (SMU.UN)
Units Outstanding:	28.9 million
Principals' Interest	13.7%
Investor Contact:	Mr. Paul Dykeman Chief Executive Officer (902) 405-8813 <a href="mailto:pmdykeman@sigmarea.com">pmdykeman@sigmarea.com</a>

### Why Invest in Summit II REIT?

- Solid industry fundamentals provide stable secure and growing cash flows
  - Highly fragmented asset class provides consolidation opportunities
- Strong portfolio growth
  - Targeting high growth GTA and Montreal markets
- Attractive current cash yield
  - Annual \$0.504 per Unit distribution
- Experienced, proven management team
  - Fully aligned with 13.7% principals' interest



### Recent Events:

- ✓ Strong property operations, focused on accelerated growth
- ✓ 2015 acquisitions expand presence in vibrant GTA / Montreal markets
- ✓ Attractive and accretive acquisition financing
- ✓ New joint venture partnerships to drive additional growth
- ✓ Special distribution of \$0.016 in June 2015



### FINANCIAL HIGHLIGHTS

Year Ended December 31, (\$,000 except per Unit amounts)	2015	2014	2013
Portfolio Occupancy	98.1%	100.0%	98.9%
Revenue	38,377	28,740	22,047
Net Operating Income (NOI)	26,512	21,214	16,492
Funds from Operations (FFO)	16,980	12,447	9,707
FFO per Unit	\$0.593	\$0.588	\$0.593
Adjusted Funds from Operations (AFFO)	14,202	11,032	8,875
AFFO per Unit	\$0.496	\$0.521	\$0.543
Weighted Average Units Outstanding	28,628	21,164	16,356
FFO Payout Ratio* (%)	85.0%	84.9%	68.7%
Total Debt to Gross Book Value (%)	53.7%	55.2%	60.9%
Wtd. Avg. Mortgage Interest Rate	3.52%	3.68%	3.68%
Wtd. Avg. Mortgage Term to Maturity	4.5 yrs	4.5 yrs	4.9 yrs

\* Payout ratio without DRIP benefit