

# Summit II REIT

Summit Industrial Income REIT

## Investor Fact Sheet

November 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 53 properties well-located in five Canadian provinces aggregating approximately 5.2 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:	34.9 million
Insiders' Interest	12.2%
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 Canadian markets
- Attractive current cash yield
  - Annual \$0.504 per Unit distribution
- Experienced, proven management team
  - Fully aligned with 12.2% insiders' interest



### Recent Events:

- ✓ Strong property operations, focused on accelerated growth
- ✓ Acquisitions expand presence in vibrant GTA / Montreal markets
- ✓ Re-entry into Calgary, Edmonton markets with strong cap rates
- ✓ Attractive and accretive acquisition financing
- ✓ New joint venture partnerships to drive additional growth
- ✓ Acquired 50% interest in first value-add property in Montreal
- ✓ Only 0.5% of lease portfolio remaining to mature in 2016



### FINANCIAL HIGHLIGHTS

(\$,000 except per Unit amounts)	9 months 2016	9 months 2015	2015	2014	2013
Portfolio Occupancy	99.2%	99.1%	98.1%	100.0%	98.9%
Revenue	32,184	28,669	38,377	28,740	22,047
Net Operating Income (NOI)	21,916	19,770	26,512	21,214	16,492
Funds from Operations (FFO)	14,134	12,665	16,980	12,447	9,707
FFO per Unit	\$0.452	\$0.444	\$0.593	\$0.588	\$0.593
Weighted Average Units Outstanding	31,252	28,550	28,628	21,164	16,356
FFO Payout Ratio	83.6%	85.2%	85.0%	84.9%	68.7%
Total Debt to Gross Book Value	54.6%	54.1%	53.7%	55.2%	60.9%
Wtd. Avg. Mortgage Interest Rate	3.43%	3.52%	3.52%	3.68%	3.68%
Wtd. Avg. Mortgage Term to Maturity	4.8 yrs	4.7 yrs	4.5 yrs	4.5 yrs	5.0 yrs