# REVESCO PROPERTIES TRUST

# DISCLOSURES

This document is being furnished to you solely for informational purposes in considering an investment in Revesco Properties Trust (the "Trust"). All information included in this document is current as of the date hereof and is subject to change, completion or amendment without notice. This document does not purport to contain all the information necessary to evaluate an investment in the Trust, and it is understood that you will make your own independent investigation of the merits and risks of the proposed investment. This document does not constitute an offer to sell, or a solicitation of an offer to buy, an interest in the Trust.

Your receipt of this document constitutes your agreement with the Trust: (a) to maintain the confidentiality of this document, as well as any supplemental information provided to you by the Trust or its representatives, either orally or in written form; (b) that any reproduction or distribution of this document, in whole or in part, or disclosure of any of its contents to any other person or its use for any purpose other than to evaluate the Trust and its affiliates ("Revesco") is strictly prohibited; and (c) to return promptly to the Trust this document, as well as other materials that subsequently may be provided to you by and on behalf of the Trust, if you decide not to proceed with the investigation of Revesco.

This document includes forward-looking statements. All statements other than statements of historical facts included in this document, including, without limitation, statements regarding the future financial position, including the initial goal of acquiring \$1 billion in retail shopping centers, targeted or projected investment returns, financing terms, business strategy, projected property acquisitions, budgets and projected costs, plans and objectives of Revesco for further operations, current and future market conditions, the impacts of e-commerce, Revesco's ability to acquire retail properties below replacement cost, and Revesco Properties' continued investment of at least \$5 million, are forward-looking statements. In addition, forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expect," "intend," "forecasted," "projected," "estimate," "anticipate," "believe," or "continue" or the negative usages thereof or variations thereon or similar terms. Forward-looking statements reflect our current expectations and assumptions as of the date of the statements, and are subject to a number of known and unknown risks, uncertainties and other factors, many of which are beyond our control, which may cause actual results, performance or achievements to be materially different from any anticipated future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include, among other things; risks related to: the effects of general economic and business conditions; real property ownership; governmental legislation and regulatory developments including changes to investment eligibility and other tax matters; environmental matters; inability to access capital or debt financing; availability of cash flow; interest rates; potential conflicts of interest; fluctuations in cash distributions; dilution; and cybersecurity. The Trust cautions that this list of risk factors is not exhaustive.

Material factors or assumptions that were applied in drawing a conclusion or making an estimate set out in the forward-looking statements include that: Revesco has or will identify investment targets that meet its desired criteria, and that it will be able to acquire such targets on terms materially similar to those described in this document or on terms otherwise favorable to Revesco; Revesco will remain in good standing with respect to its obligations to senior lenders; the general economy is stable; local real estate conditions are stable; interest rates are relatively stable; equity and debt markets continue to provide access to capital; and that Revesco's expenses will not be materially greater than anticipated. These factors and assumptions should be considered carefully by readers. Readers are cautioned not to place undue reliance on the forward-looking statements or the assumptions on which the forward-looking statements are based on. Investors are further cautioned that the foregoing list of factors and assumptions is not exhaustive.

In addition, information regarding targeted returns is based on the following principles and assumptions: Revesco will maintain a consistent level of indebtedness with respect to the identified investment properties and will not materially incur additional indebtedness, other than with respect to acquisition costs or as disclosed herein; the consumer price index, property taxes, operating expense growth, and market rent growth will be as anticipated; revenue will equal the scheduled lease income less a vacancy allowance; existing tenants will fulfill their current contractual lease obligations and remain in occupancy and pay rent for the term of their leases; upon expiry of their leases, the number of retained tenants will meet historical retention experience; any vacancy downtime (being the period to replace non-renewing tenants) will be limited to projected time periods; Revesco will maintain cash reserves as anticipated.

Although we believe that the assumptions on which the forward-looking statements are made are reasonable, based on the information available to it on the date such statements were made, no assurances can be given as to whether these assumptions will prove to be correct. Accordingly, readers should not place undue reliance on forward-looking statements. We will not update any forward-looking information except as, and to the extent, required by applicable Canadian securities laws. The forward-looking statements contained herein, and all subsequent written and oral forward-looking statements attributable to Revesco, or persons acting on any of their behalf, are expressly qualified in their entirety by this cautionary statement.

In considering the prior performance information contained herein, prospective investors should bear in mind that past performance is not necessarily indicative of future results, and there can be no assurance that the Trust will achieve comparable results.

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### THE WHY

Why Open-Air Retail? Why Revesco?

# WHO WE ARE

## PRINCIPALS AND TRUSTEES

**100+ Years** combined real estate experience

Rhys Duggan President & CEO, Revesco (USA) Properties, LP **Chris Wood** Trustee, Revesco Properties Trust



**Scott Lee** Trustee, Revesco Properties Trust



**Mark Myles** CFO, Revesco Properties Trust

# HOW & WHAT WE DO

## WHAT WE BUY







# WHAT WE BUY



Below Replacement Cost



Cash Flowing Properties



Highly Credited Anchor Tenants



# $\sim$

WHAT WE DO

**Restructure Leases** 



**Increase Density** 



Improve Tenant Mix

#### Lease Vacant Space

We increase the value of our assets by maintaining a high occupancy rate.

#### **Restructure Leases**

We adjust lease terms to include embedded rent increases or other financial adjustments, potentially increasing revenue for property owners.

#### **Increase Density**

By adding freestanding pads, densifying the property, and repurposing existing space, we can raise property value substantially.

#### **Improve Tenant Mix**

The relationships formed over years allows us to draw in highly successful retailers.

# HOW WE DO IT



**30+ years** in retail real estate



Relationships with largest tenants in the U.S.





# HOW WE DIFFERENTIATE



10% Sponsor co-invest<sup>1</sup>





Long term strategy: goal of no more than 15% of debt renewing in any one year



Unparalleled access to tenant information

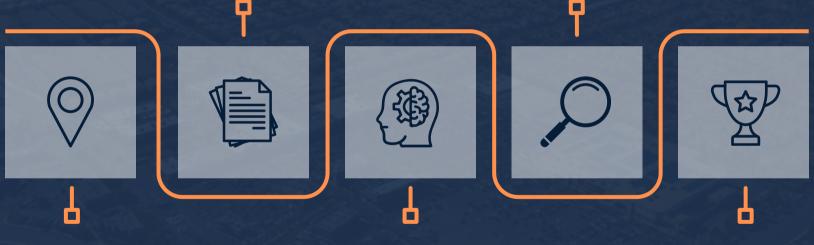
## OUR PROCESS

#### **Underwrite the Deal**

Market and submarket analysis, property documentation review, deal package preparation with proforma returns, and creation of investment memo for management review.

#### **Due Diligence**

A Letter of Intent is submitted with price and terms. Seller-provided details are analyzed to ensure alignment with targets. Property inspections and third-party surveys are conducted. Due diligence data is reviewed by management.



#### Source the Deal

Revesco sources deals through diverse channels thanks to their 30+ years of industry connections. Each opportunity is evaluated based on alignment with investment goals and financing metrics.

#### Review

Management evaluates the deal package, considering factors like achieving target returns, aligning financing terms with the fund's debt strategy, including timing of loan renewals, and assessing potential tenants for current vacancies and lease renewal likelihoods.

#### Close

The investment proposal undergoes final review and approval by the investment committee. Upon approval, negotiation of legal and financing documentation ensues. Closing typically occurs within 90-120 days thereafter.

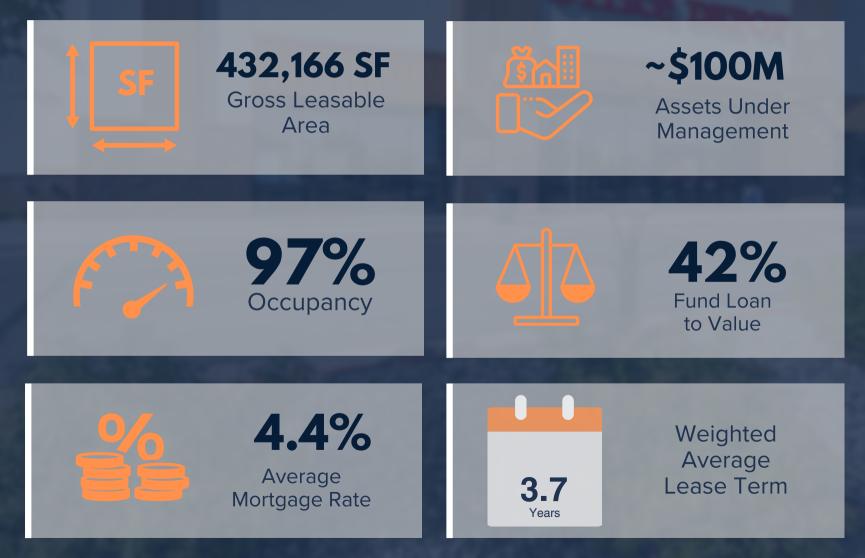
# THE FUND

# SPONSOR TRACK RECORD



<sup>2</sup>Weighted average annualized return includes retail income producing properties, and are calculated as follows: Weighted average is based on equity invested in each of the properties Annualized pre-tax returns for each sold property = [(Total pre-tax return expressed as a %) / ((investment period expressed as number of days)/365)]. Past performance is not indicative of future returns.

# PORTFOLIO OVERVIEW



### FUND FACTS: SERIES A & F



6%

Targeted Distribution Per Annum

Carried Interest 25% of excess returns above a 7% compounding hurdle rate only after surpassing the high water mark (Calculated at the U.S. LP)

# USD\$10,000

### Minimum Subscription

(eligible for registered accounts)

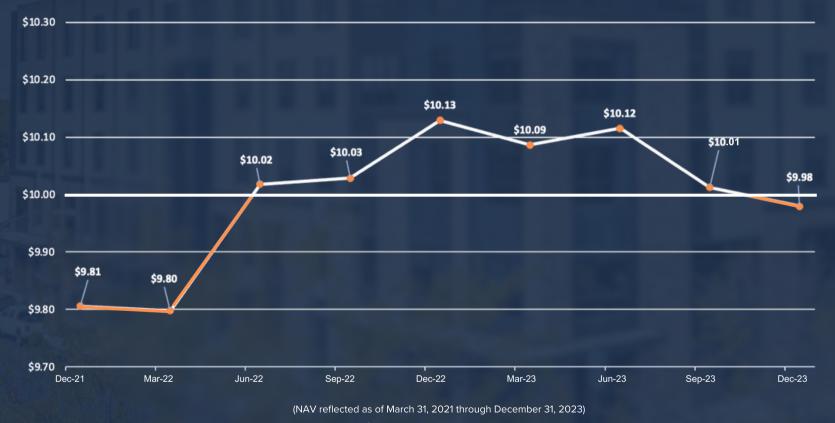
# **INVESTMENT HIGHLIGHTS**



# THE RESULTS

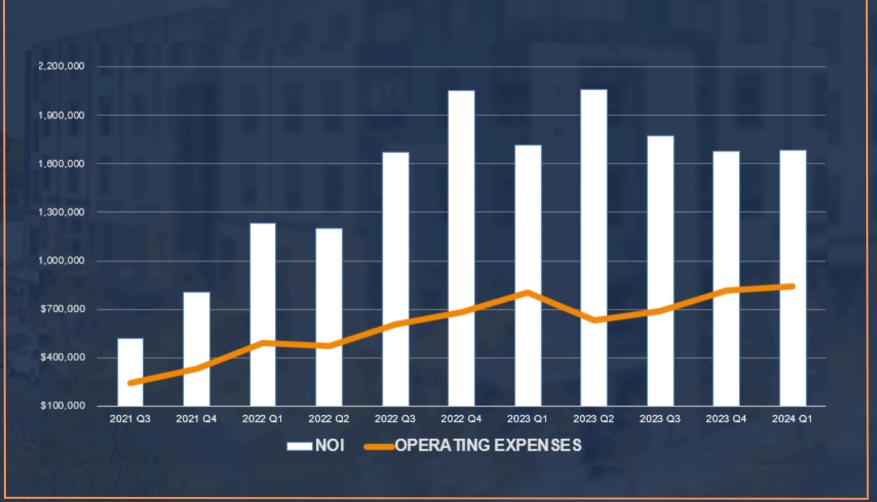
# SERIES F 15.43% Total Return (December 31, 2021 to December 31, 2023)

## NET ASSET VALUE (Series F Units)



NAV calculation is inclusive of distributions. Returns based on an initial \$10.00 NAV and consider the reinvestment of all distributions; Figures shown are past results and are not indicative of future results; Current and future results may be lower or higher than those shown; Returns presented as of Q4 2023.

### NOI GROWTH

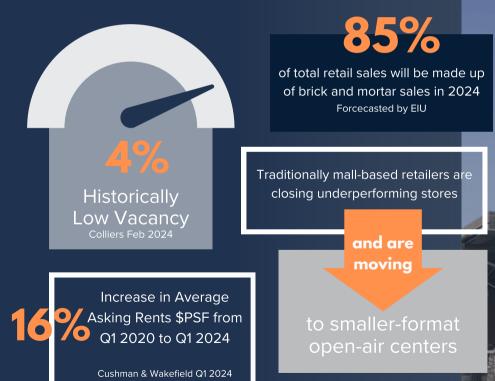


# THE WHY

# WHY OPEN-AIR RETAIL

Investors benefit from the deep industry experience and relationships of the team that has led to Revesco Properties' success over the past 12 years. With RPT our money is right beside our investors - the principals of Revesco Properties personally invest 10%<sup>6</sup> of any equity placed by investors.

<sup>6</sup>Sponsor will invest 10% of all equity invested up to a minimum of \$5M



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# WHY REVESCO

# Qualified & experienced sponsor

Tax efficient exposure to U.S. real estate investments

Real estate ownership without responsibility of management



Prioritizes a steady income stream with planned quarterly distributions. Investments can be made in both Canadian and U.S. dollars

# CONTACT

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