

Slate Grocery REIT

Investor Update

Q1 2024



SLATE

Slate Grocery REIT – Overview

100%

Pure-play grocery-
anchored focused

SGR.UN

TSX-Listed

\$2.4B

Asset value^{1,2}

117

Properties
All U.S. locations¹

15.3M

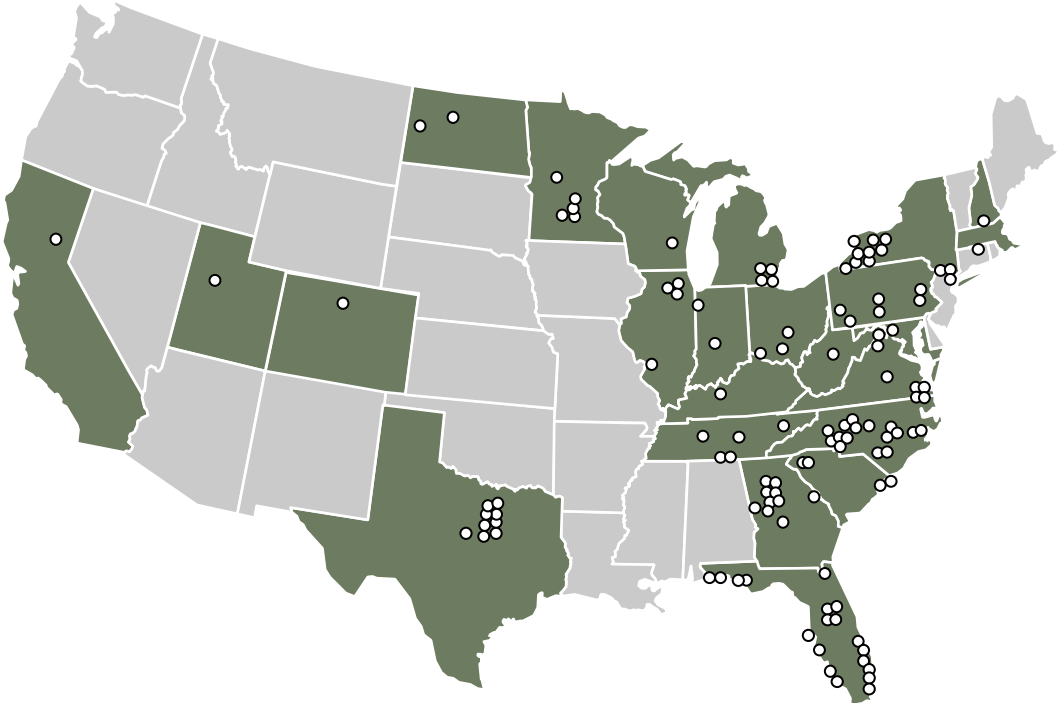
Square feet¹

24

States¹

\$12.49

PSF in-place rent¹



Note: Amounts are in US\$.
¹ As at March 31, 2024.
² Amount is shown at proportionate interest, which is a non-IFRS financial measure. Refer to 'Non-IFRS Reconciliations and Financial Measures' in part III of Management's Discussion and Analysis for further information.

Outlook on Grocery



Why Grocery Real Estate?



Necessity Based

Critical to day-to-day life



Defensive Asset Class

Proven to outperform in periods of economic volatility



Facilitates Omni-Channel Distribution

All purchase methods require brick-and-mortar stores



Supply Chain Efficiencies

Stores near end-consumers optimize costs and fulfillment timing



Strong Fundamentals

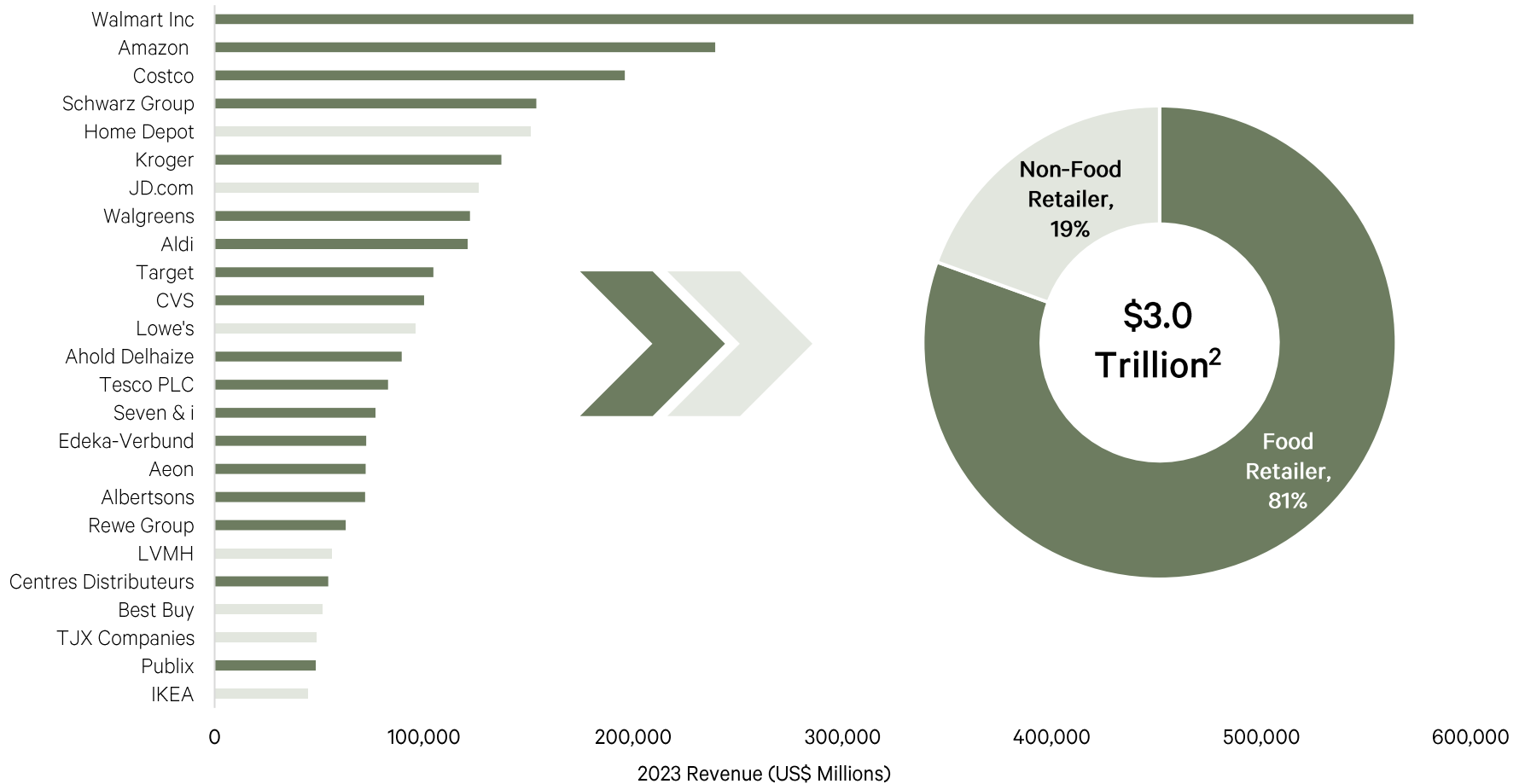
Rising tenant demand, low vacancy and limited new construction



Consumers Require Essential Goods in Good and Bad Times

Food retailers comprise 18 of the 25 largest consumer good distributors globally¹

Top 25 Global Retailers, Ranked by Revenue



Note: Amounts are in US\$.

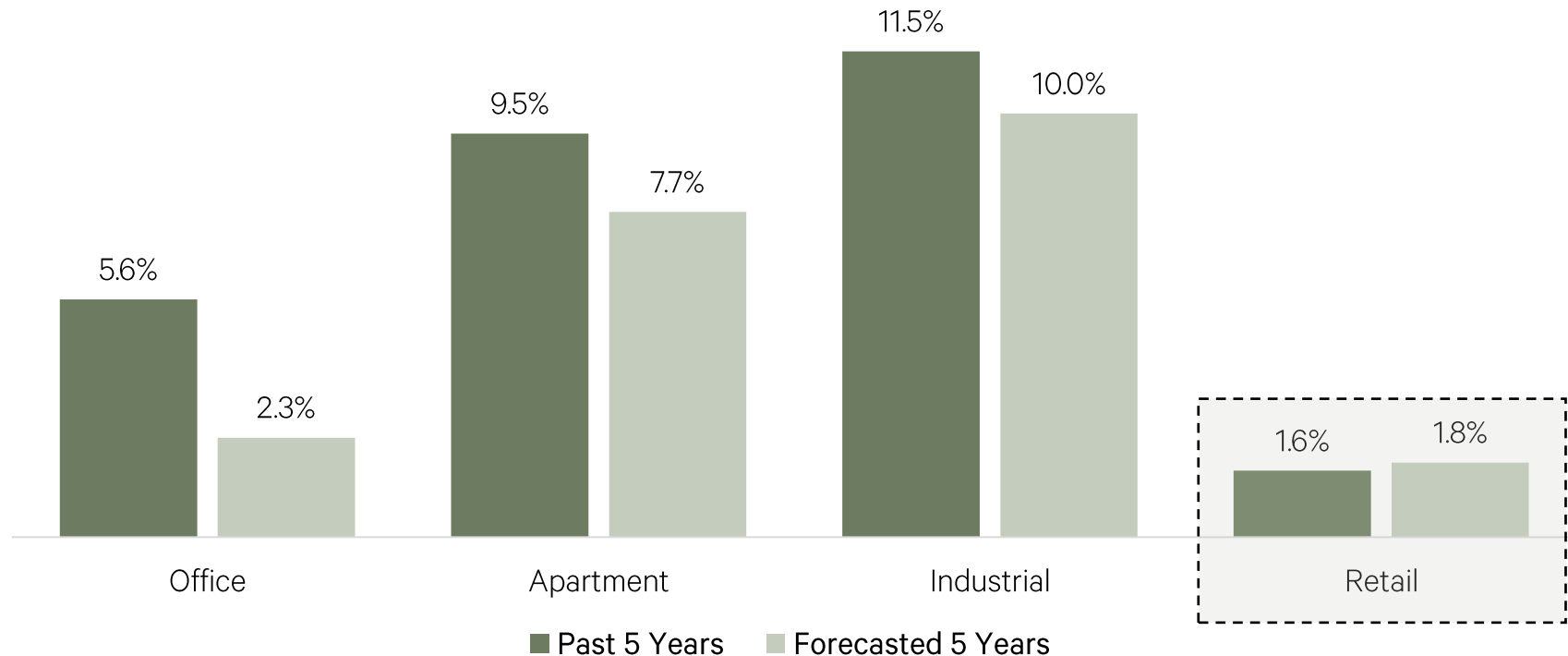
¹ Source: Deloitte Global Powers of Retail 2023.

² Represents total revenue for the top 25 global retailers in US\$.

Retail Space is Supply Constrained

Retail has experienced the lowest amount of new supply amongst competitive asset classes and is projected to sustain this favorable trend in coming years

Cumulative New Supply – Historical and Forecasted



¹CBRE Econometric Advisors as of Q4 2023.

Grocery Stores Facilitate the Last Mile

Grocery stores play a critical role in distributing food and other essential goods to end consumers by facilitating the last mile of food logistics



Online grocery sales currently represent 11.2% of total sales and are forecasted to grow to 13.6% by 2027

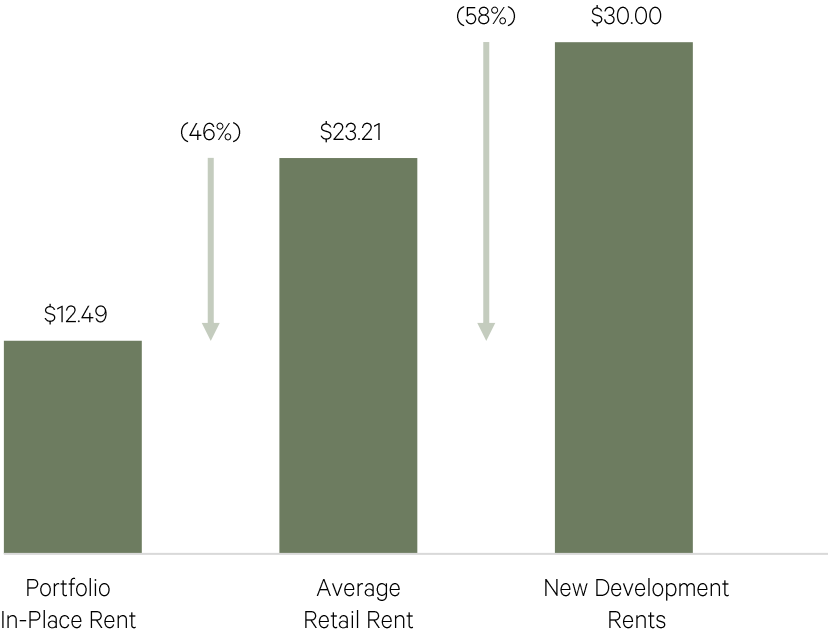
Source: Brick Meets Click, 2024.

Shopping Center Fundamentals Remain Strong

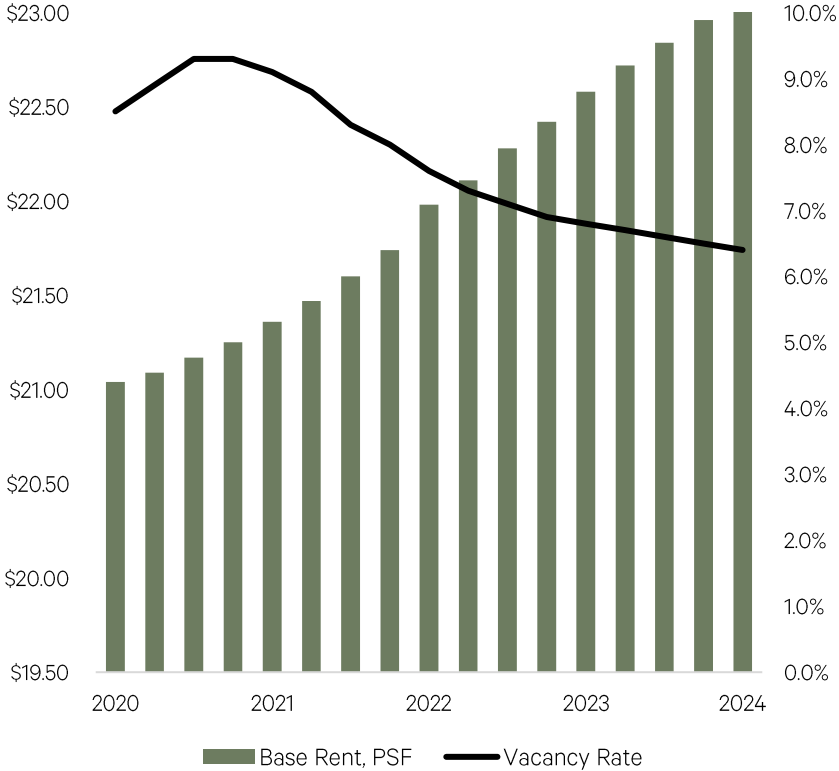
Demand for grocery-anchored centers and limited new construction has resulted in record-low new supply and accretive rent mark-to-market opportunities

Shopping Centers – Rent Comparison¹

\$PSF per annum



Shopping Centers – Overall Vacancy & Base Rent²



¹ New development rents: rent required to achieve a 10% yield-on-cost at a development basis of \$300 PSF.
² CBRE Econometric Advisors, Q1 2024.



Operations and Strategy Update

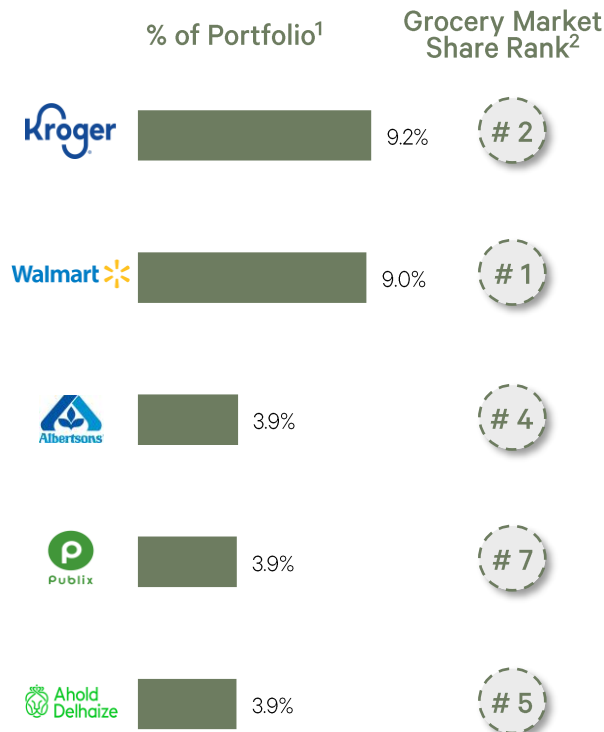


Tanglewood Commons, Winston-Salem, NC

World Class Grocery and Essential Based Tenants

Top five tenants

SGR's portfolio is comprised of the world's largest, most sophisticated, credit-worthy grocers, including six of the top seven US grocers by market share



Essential tenancies

High concentration of essential and grocery tenants

94%

Grocery-anchored properties³

69%

Essential tenancies¹

47%

Grocery tenancies¹

Omnichannel distribution

SGR's properties are key to the distribution of in-store, click-and-collect and home delivery grocery sales



In-store



Click-and-collect



Delivery



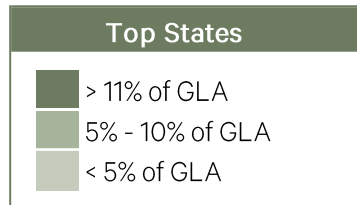
Note: As at March 31, 2024.

¹ Calculated as a percent of total portfolio GLA.

² U.S. grocery market share rankings based on Goldman Sachs Equity Research.

³ Calculated as a percent of number of properties.

Strong Presence in Growing Markets

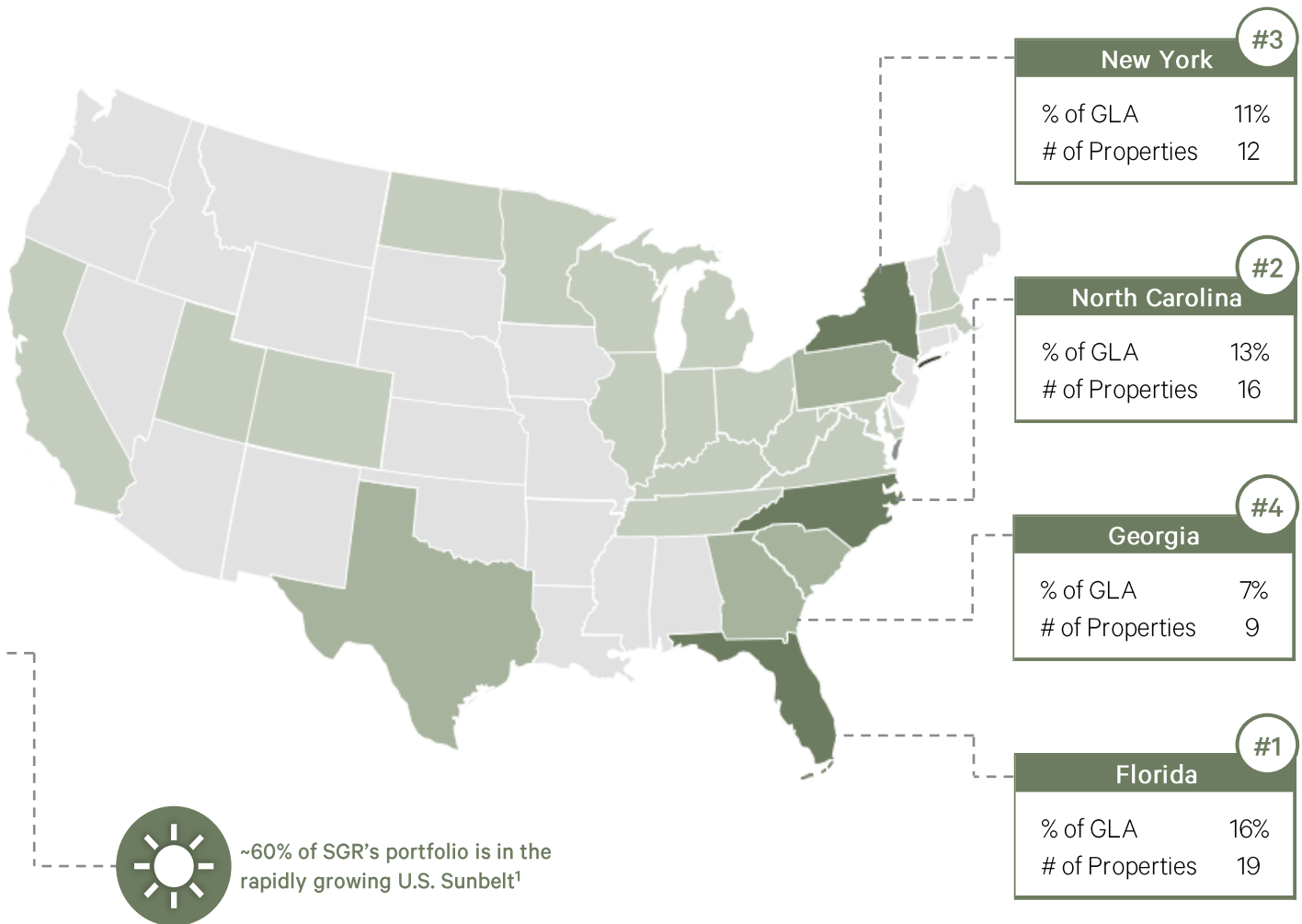


Top 5 MSAs

	% of GLA
Dallas	6%
Atlanta	6%
Charlotte	5%
Greenville	4%
Rochester	4%

Top 5 Regions

	% of GLA
Southeast	45%
Midwest	17%
Mid-Atlantic	15%
Northeast	14%
Southwest	6%



Note: As at March 31, 2024.

¹U.S. Sunbelt includes California, Florida, Georgia, North Carolina, South Carolina, Tennessee, Texas and Virginia.

Upside Through Under Market Rents

Historically low vacancy rates combined with under market rents provide significant opportunity to grow NOI across the portfolio

6.5%

Shopping Center
Vacancy Rate¹

32.2%

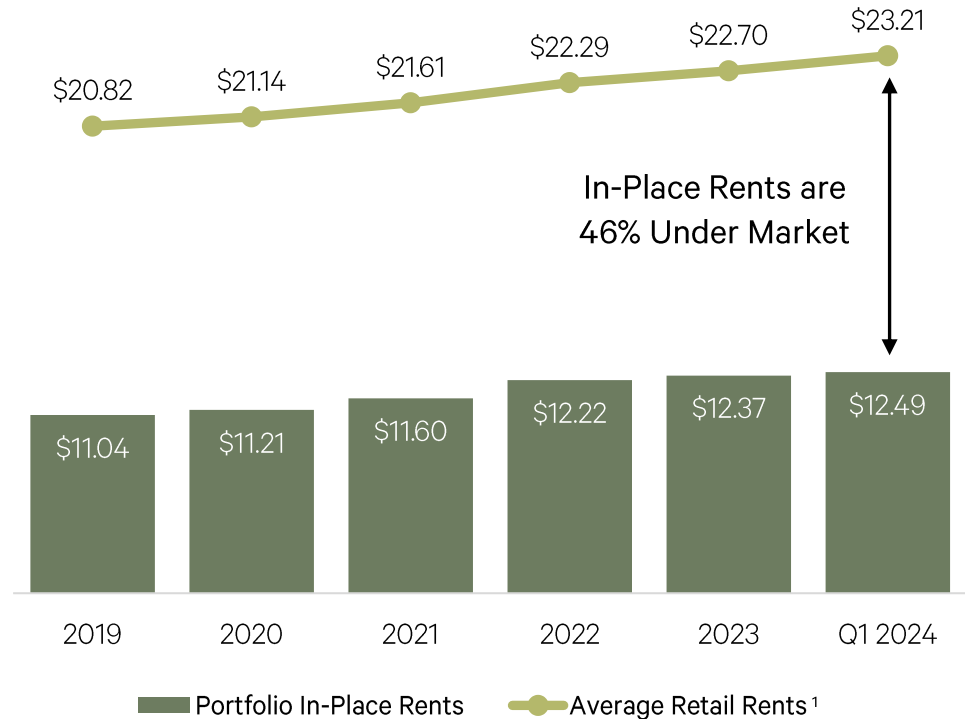
GLA Expiring in the
next 3 years

\$12.49

Average In-Place
Rent PSF

\$23.21

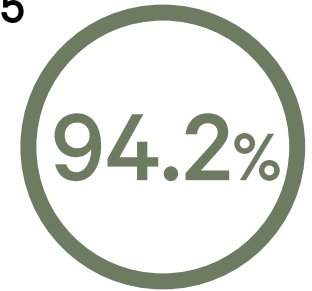
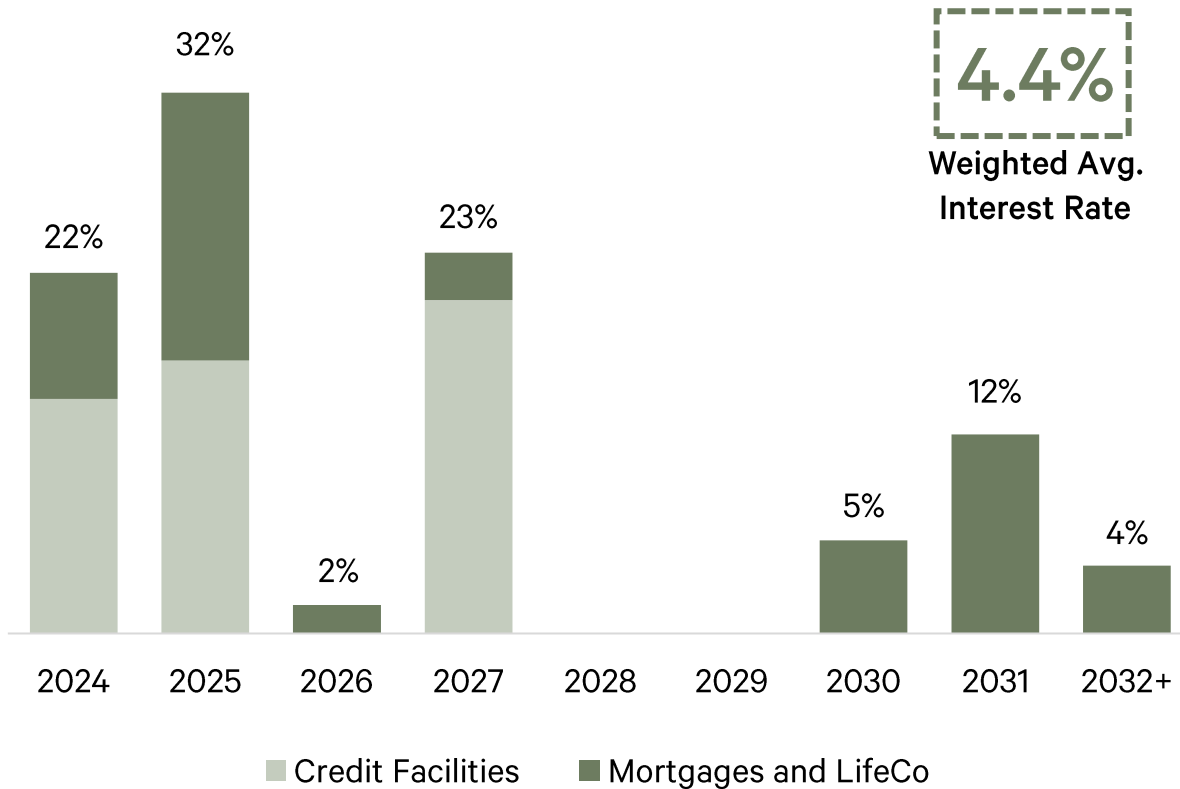
National Average
Retail Rent PSF¹



Note: Amounts are in United States Dollars and are as of March 31, 2024.
¹Source: CBRE EA Retail Market Trends Report, 2024.

Near-Term Loan Maturities

SGR is engaged in positive discussions with lenders to extend its upcoming corporate revolver and term loan facilities that expire in 2024 & 2025



Fixed Rate Debt



Weighted Avg.
Interest Rate Swap
Duration

Operational Excellence

Strong Leasing

770K +10.8%

Total SF

Total Spread

Robust leasing volumes
at strong rental rate
spreads

Fixed-Rate Debt

94.2%

As of Q1 2024

Fixed majority of the REIT's
total debt and addressed
near-term debt maturities

ESG Integration

283 1.3M

Signed Green Leases

Total Square
Footage

Advanced key ESG initiatives
through negotiated
green lease language

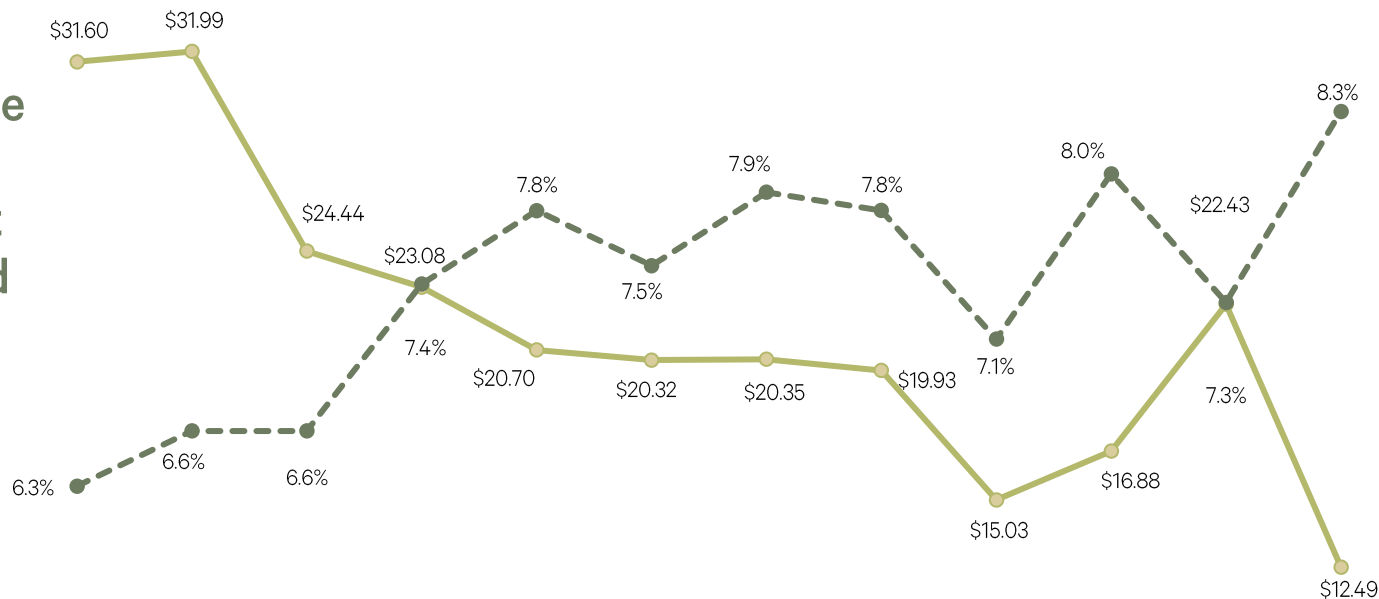
The Investment Opportunity



Sheridan Square, Miami-Fort Lauderdale, FL

Trading Discount to Net Asset Value

Significant discount to NAV despite having the lowest in-place rents and highest grocery-anchored percentage.



	Federal Realty	Acadia Realty Trust	Regency Centers	Retail Opportunity Investments Corp	Kite Realty Group	Kimco Realty	Site Centers	Urban Edge Properties	Phillips Edison	Brixmor Property Group	Strip Center REIT Average	Slate Grocery REIT ⁴
—●— In-Place Rent PSF (\$) ¹	\$31.60	\$31.99	\$24.44	\$23.08	\$20.70	\$20.32	\$20.35	\$19.93	\$15.03	\$16.88	\$22.43	\$12.49
—●— Grocery-Anchored (%) ¹	20%	22%	70%	84%	37%	43%	9%	32%	93%	51%	51%	94%
—●— Implied Cap Rate (%) ¹²	6.3%	6.6%	6.6%	7.4%	7.8%	7.5%	7.9%	7.8%	7.1%	8.0%	7.3%	8.3%
—●— Implied Value PSF (\$) ¹	\$514	\$486	\$328	\$296	\$289	\$286	\$257	\$240	\$199	\$182	\$308	\$105
—●— Discount to NAV ³	6%	(2%)	(6%)	(24%)	(9%)	(13%)	(7%)	(10%)	(0%)	(8%)	(4%)	(43%)

¹ Source: Green Street Advisors as of April 30, 2024.

² Implied capitalization rates for US Peers are based on Green Street projections while SGR is based on management's expectations for 12-month forward NOI.

³ Based on Green Street Advisors' NAV estimate for US peers and Q1 2024 IFRS NAV for SGR.

⁴ Includes the REIT's proportionate share of its joint ventures and wholly-owned assets.

Environmental, Social & Governance

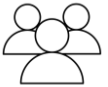
ESG Priorities



Managing climate change risks and opportunities



Limiting our environmental impact



Engaging our tenants and stakeholders for social impact



Strong governance of ESG risks and opportunities

Current ESG Initiatives

- Energy, carbon, water and waste data collection will support IFRS/ISSB¹ sustainability and climate reporting requirements.
- Energy audits are being considered to support the analysis and understanding of the REIT's climate transition positioning.
- Collected data, energy audit findings and climate analyses are being reviewed to inform ESG projects and associated capital planning.
- Tenant discussions are ongoing to align with tenants' environmental and social priorities and the exchange of property environmental performance.
- Roll out of green leases underway to support tenant collaboration on environmental and social initiatives.

“With ESG best practices as our foundation, our focus remains on aligning our ESG strategies with generating value for our investors.”

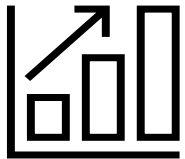
– Bozena Jankowska, Global Head of ESG

¹ IFRS/ISSB International Financial Reporting Standards Foundation (IFRS) and the newly affiliated International Sustainability Standards Board (ISSB).

Closing Thoughts



Grocery-anchored real estate facilitates the last mile of food logistics and has **proven its resiliency and ability to perform in all market conditions**



The REIT's in-place rents are significantly below market, providing **runway for long-term revenue growth and value creation**











With a strong balance sheet and financial flexibility, the REIT is **well-positioned to pursue high-quality, accretive acquisitions**

Additional Information



Mooreville Town Square, Mooreville, NC

Strong Corporate Governance

	Independent	Audit Committee	Investment Committee	Compensation, Governance and Nominating Committee
 Andrea Stephen (Chair of the Board)	Yes	Member	Chair	Member
 Colum Bastable	Yes	Chair	Member	Member
 Christopher Chee	Yes		Member	
 Patrick Flatley	Yes		Member	
 Marc Rouleau	Yes	Member		Chair
 Mary Vitug	Yes	Member		Member
 Blair Welch	No		Member	
 Brady Welch	No			

Analyst Coverage



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Disclaimer

Forward-Looking Statements

This presentation contains forward-looking information within the meaning of applicable securities laws. These statements include, but are not limited to, statements concerning the REIT's objectives, its strategies to achieve those objectives, as well as statements with respect to management's beliefs, plans, estimates, and intentions, and similar statements concerning anticipated future events, results, circumstances, performance or expectations that are not historical facts. Readers should not place undue reliance on any such forward-looking statements. Forward-looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the REIT to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. Actual results and developments are likely to differ, and may differ materially, from those expressed or implied by the forward-looking statements contained herein. Such forward-looking statements are based on a number of assumptions that may prove to be incorrect, including, but not limited to, the continued availability of mortgage financing and current interest rates; the extent of competition for properties; assumptions about the markets in which the REIT and its subsidiaries operate; the global and North American economic environment; and changes in governmental regulations or tax laws. Although the forward-looking information contained in this presentation is based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Certain statements included in this presentation may be considered "financial outlook" for purposes of applicable securities laws, and such financial outlook may not be appropriate for purposes other than this presentation. Except as required by applicable law, the REIT undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Non-IFRS Measures

This presentation contains financial measures that do not have a standardized meaning under International Financial Reporting Standards ("IFRS") as prescribed by the International Accounting Standards Board. Slate Grocery uses the following non-IFRS financial measures: Funds from Operations ("FFO"), Adjusted Funds from Operations ("AFFO"), Net Operating Income ("NOI"), and Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"). Management believes that in addition to conventional measures prepared in accordance with IFRS, investors in the real estate industry use these non-IFRS financial measures to evaluate the REIT's performance and financial condition. Accordingly, these non-IFRS financial measures are intended to provide additional information and should not be considered in isolation or as a substitute for performance measures prepared in accordance with IFRS. In addition, they do not have standardized meanings and may not be comparable to measures used by other issuers in the real estate industry or other industries. Additional information on the REIT's non-IFRS financial measures is available in the Management, Discussion and Analysis report for the quarter ended March 31, 2024, section "Non-IFRS Measures", page 15.

Use of Estimates

The preparation of the REIT financial statements in conformity with IFRS requires management to make estimates, judgments and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Management's estimates are based on historical experience and other assumptions that are believed to be reasonable under the circumstances. Actual results could differ from those estimates under different assumptions.



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