Retail REIT

SLATE

Annual General Meeting
June 2017

CAUTIONARY STATEMENTS

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 Office 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.

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.

WHO WE ARE

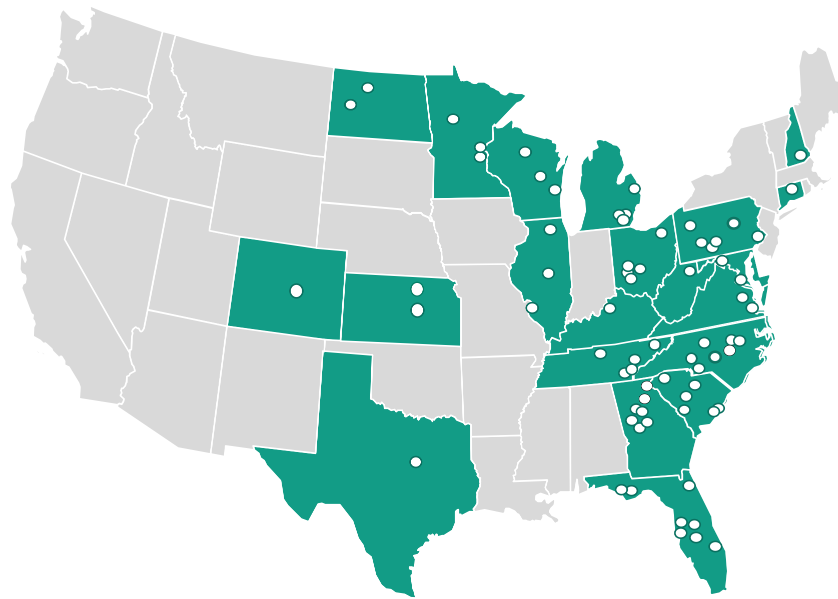
- **Pure Play:** 100% grocery-anchored asset base located in the United States
  - Acquired first property in 2011 and listed on the TSX in April 2014
  - 72 properties located across 21 states totaling 8.5 million square feet
- **Focused Strategy:** Build scale in large markets with focus on market-leading grocers
  - Focus on over-looked secondary markets in Metropolitan Statistical Areas ("MSAs") with population of 1 million or more
- **Embedded Growth:** Below-market rents, limited new grocery store supply and anchor redevelopment opportunities
- **Operators:** Apply hands-on real estate expertise through a proactive approach to unlock value in under-managed real estate

WHO WE ARE

Our portfolio is well diversified by geography and grocer with 72 properties across 21 states and presence in 23 major metropolitan areas

Top Grocery Tenants

Tenant	% of Base Rent	% of GLA	Credit Rating
Kroger	7.7%	11.9%	Baa1 / BBB
Winn-Dixie	5.4%	5.3%	–
Sam's Club / Walmart	4.8%	7.8%	Aa2 / AA
Stop & Shop	4.8%	2.8%	Baa2 / BBB
Save A Lot / Farm Fresh	4.1%	4.1%	B1 / B
Publix	3.2%	3.7%	A2
Lowes Foods	2.4%	2.1%	–
Cash Wise	2.3%	1.4%	–
Jewel-Osco / Safeway	1.4%	2.0%	B3



2016 Accomplishments

- Leased over 915,000 square feet via 182 transactions (69% increase YoY)
- Rental spreads on shop space of 8%
- New leases completed at a 39% premium to in-place rents
- Grew portfolio by over 800,000 square feet
- Increased fixed rate debt from 27% to 67%
- 100% anchor tenant retention rate
- Portfolio occupancy rate at the end of 2016 of 94%
- Increased distribution 4% while maintaining industry leading low payout ratio
- January 1st 2015 – December 31st 2016 total returns (in USD)
    - Slate Retail REIT (TSX: SRT.U): 22.0%
    - MSCI US REIT Index: 11.4%
    - S&P/TSX Capped REIT Index: (3.1%)
    - S&P/TSX Composite Index: (4.0%)

2017 Plan

- Strengthen liquidity and balance sheet position
  - Increase borrowing capacity within existing credit facility
  - Increase borrowing capacity outside of existing credit facility to stagger maturities and diversify capital structure
  - Equity offerings
    - Take advantage of over-looked investment opportunities
    - Execute on growing redevelopment pipeline
- Deliver organic growth through value add initiatives
  - Execute on proactive leasing program
  - Focus on operations and expense reduction
  - Reinvest in opportunities within existing portfolio
- Grow portfolio through external acquisitions in existing markets and new markets
  - Purchase below replacement cost
  - Opportunity to add scale for operations
  - Diversify by business and geography

SLATE Retail REIT

2017 Growth Plan

- Organic and external growth driven by current market landscape:
  - Investors continue to focus heavily on the top 5-6 MSAs
  - Secondary markets lack institutional presence
  - Strip center supply remains at multi-decade lows
  - Occupancy and rents are rising as tenant demand exceeds available supply
  - Slate can purchase properties below replacement cost
  - Anchor tenants are redeveloping vs. building new buildings due to more attractive returns

Source: Company disclosures, CBRE.

2017 *Organic* Growth Plan

- Existing properties with under market rents
    - Continue to target 5-10% rental growth on shop space renewals (8% in 2016)
- Leverage relationships built with our anchors over the past six years to secure long-term renewals
- Redevelopment is “prevalent”
    - Grocers expanding/reinvesting in existing stores presents opportunity to execute long-term leases
- Focus on increasing credit quality and complimentary uses which drives increased foot traffic and sales
- Stable profile
    - No anchors roll in 2017 and <7% leases expire
    - Allows the REIT to spend time proactively renewing 2018+ expiries early
- Site intensifications
    - Selectively target pad site and other growth opportunities that meet return hurdle

2017 *Organic* Growth Plan

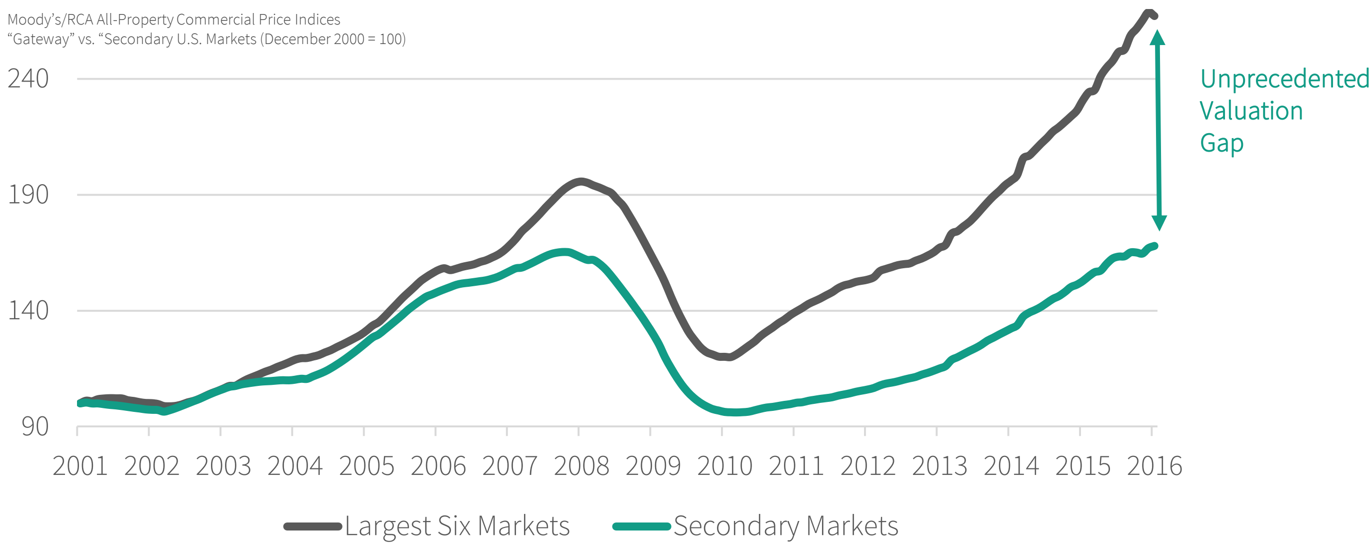
- Food City ~$5M Remodeling in St. Elmo Central, Tennessee
    - BI-LO lease acquired by Food City to accommodate growth plans at attractive locations
    - Food City completed overhaul of the interior and exterior of the building and addition of a gas station
    - Slate accompanied Food City's multi-million renovation by investing ~$700,000 in capital improvements including; parking lot overlay, LED lighting, new roof, significant landscape work and exterior painting of the shopping center
    - Tenant agreed to extend the term for an additional 6 years (until 2026) at a new rental structure (for the entire 10 year term) from $8.36 psf to $8.56 psf on the 44,977 square feet
    - Weighted average rent for the expiring 7,700 square feet is $9.95 psf compared to $19.70 psf for new deals, a 98% increase

Before

After

2017 *External* Growth Plan

- Target overlooked markets for mispriced assets



Source: Moody's/RCA

2017 *External* Growth Plan

- Bring capital to markets and investment opportunities where capital is scarce
- Purchase below replacement cost providing margin of safety and leasing advantage
- Grow asset base in existing markets to gain operational efficiencies
- Larger portfolio becomes more diversified geographically and by tenant / business type

Amazon / Whole Foods Transaction

We agree with Amazon

- Bricks and mortar remains essential for retailers
- Physical location is paramount in grocery retail because of the distribution of food / perishable goods
- Grocery-anchored real estate derives value in part from the proximity to the end customer
- The cost of the "last mile" is the most expensive and grocery stores are still the most cost effective, safe and convenient way to distribute food
- SRT has invested in grocery retail since 2011 because we agree with Amazon on the importance of bricks and mortar and believe it will continue to grow in importance

Amazon gets access to the Whole Foods Customer

- Amazon gains access to 436 US stores or <1.5% of the total US store count
- Whole Foods represented ~1.0% of grocery sales in 2016
- Whole Foods stores are located in high-disposable income and/or urban "24-7" trade areas
- There is little overlap between the Whole Foods customer and the other 300 million Americans who shop elsewhere
- SRT is focused on the larger population segment where the majority of Americans do their everyday 'convenience based' shopping

Grocery business is competitive

- Grocery is a low margin business that requires scale and distribution
- Whole Foods has been under pressure from activist investors due to poor operational performance in their quest for growth / scale
- Whole Foods has relied on landlord capital in an attempt to gain scale and build locations resulting in bloated cost structure
- SRT focuses on grocery stores with durable and growing sales, under market rents, and high profitability
- Low cost basis and proactive management provides competitive advantage for SRT and value to our grocers
- Well positioned for change and to react to opportunities

Amazon CEO Jeff Bezos now seems to understand that he can't win the grocery game with websites, warehouses and trucks alone. The world's biggest online retailer sees brick-and-mortar stores playing a key role in a renewed grocery push, documents reviewed by Bloomberg show.[1]

[1] Source: Bloomberg, 2017

Q&A

Thank you