

# FUND FACT SHEET 2024

Class A | November 2024

## INVESTMENT OBJECTIVES

Pier 4 Real Estate Investment Trust ("Pier 4") seeks to provide investors with monthly distributions while creating long term growth through the direct investment in multi-family apartment buildings. Pier 4 looks to offer investors a well diversified portfolio of assets located across Canada.

## WHO INVESTS

- An investor seeking monthly income
- An investor looking to diversify their investment portfolio and obtain direct exposure in real estate
- An investor looking for potentially reduced volatility during the investment period
- An investor searching for an experienced management team with strong corporate governance
- An investor pursuing returns through value creation strategies
- An investor seeking real estate ownership without the responsibility of management

## PIER 4 ADVANTAGES

- Over 100 years of combined company experience in real estate and asset management
- Over 100 years of combined company experience in general contracting and property revitalization
- Assets are geographically diversified
- Investment into income-producing apartment buildings
- Anticipate monthly cash distributions with a Distribution Reinvestment Plan

## FUND SUMMARY [AS OF SEPTEMBER 30, 2024]



NET ASSET VALUE

**\$10.75 / UNIT**



OCCUPANCY RATE

**97.48%**



TARGETED  
DISTRIBUTIONS

**8.00%**



WEIGHTED AV.  
CAP RATE

**5.47%**



LOAN TO VALUE

**64.02%**

## ANNUAL RETURNS [%]

### FUND STATS [AS OF SEPTEMBER 30, 2024]

	Q3-Q4 2020	FY 2021	FY 2022	FY 2023	2024 YTD	INCEPTION
CLASS A CASH	4.17	9.50	11.00	10.43	7.90	40.82
CLASS A DRIP	4.26	10.46	12.65	10.59	8.02	42.26



# PIER 4

Real Estate Investment Trust

## PIER 4 REIT: CLASS A

Class A									
<b>FUNDSERV CODES</b>	BEL3201								
<b>*TARGETED RETURN</b>	8.0% targeted net distribution per annum 12.0% - 15.0% targeted total net annual return								
<b>DISTRIBUTION FREQUENCY</b>	Monthly								
<b>PRICE PER UNIT</b>	\$10.75 per unit								
<b>MINIMUM INVESTMENT</b>	\$10,000 (RRSP, RIF, LIRA, TFSA, RESP - eligible)								
<b>DRIP</b>	Yes (2% discount per each unit at the current market price)								
<b>REGISTERED PLANS</b>	Eligible								
<b>CARRIED INTEREST</b>	70% (Investors) / 30% (Management) (Hurdle Rate of 8.0%)								
<b>SELLING COMMISSIONS</b>	Up to 6.5% 10.0% carried interest								
<b>REDEMPTION SCHEDULE</b>	<table border="0"> <tr> <td>Year 1</td> <td>92%</td> </tr> <tr> <td>Year 2</td> <td>94%</td> </tr> <tr> <td>Year 3</td> <td>96%</td> </tr> <tr> <td>Thereafter</td> <td>100%</td> </tr> </table>	Year 1	92%	Year 2	94%	Year 3	96%	Thereafter	100%
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<b>REDEMPTION RIGHTS</b>	<p>Cash redemption limit: the greater of \$25,000 per quarter OR 0.75% of AUM per quarter</p> <p>Redemption Notes: issued in lieu of cash if redemption requests exceed the cash redemption limit</p> <p>Redemption Notes are NOT eligible for registered plans</p>								

## INVESTMENT STRATEGY

Pier 4 targets undermanaged and under-performing assets in regions which present strong market fundamentals. Pier 4 pursues buildings off-market as management is inclined to purchase under-valued properties in order to generate value at inception. As a company, Pier 4 is committed to the "Triple R" approach:

### 1 REALIZE

- Undervalued properties with strong return potential
- Assess growth potential
- Avoid market competition with off market acquisitions

### 2 REVITALIZE

- Increase revenue streams and expense reducers
- Cost conscientious renovations
- Remove utility costs

### 3 RETURN

- Short term monthly distributions
- Long term returns through:
  - Net asset value growth
  - Special distributions



\*29 PROPERTIES      \*9 COMMUNITIES      3 PROVINCES

### SPECIAL DISTRIBUTIONS

Upon a refinance or sale of property, Pier 4 pledges to distribute at minimum 30% of excess profits to investors.

### PORTFOLIO DIVERSIFICATION

Allows for real estate ownership and the ability to invest in the multi-family industry without the management responsibility

### TARGETED MONTHLY DISTRIBUTIONS

Distributions are available to be paid on a monthly basis.

### LONG TERM GROWTH

The ability to earn equity through the pay down of the principal mortgage as well as through the overall appreciation of the property.

\*As of the date of this presentation, the figures on this slide include all properties that are under management as well as properties under contract. Management believes that the properties under contract are expected to close in Q4 2024 and Q1 2025. Subject to unforeseen circumstances outside of Management's control, we cannot stipulate that the said properties will close, or close during that anticipated close date.

**Past Performance:** The past performance may not be repeated as there is no guarantee of performance year over year. Investing can involve significant risks and the value of the investments may go up or down resulting in inconsistent results year over year. For more information, please review the offering memorandum dated August 29, 2024.

**Disclaimer:** This is not a formal offering document. Prospective purchasers of this investment opportunity will be provided with a formal Offering Memorandum and will need to be qualified for investment prior to making any investment. No person has been authorized to give any information or to make any representation not contained in the formal Offering Memorandum. No securities regulatory authority or regulator has assessed the merits of the proposed offering or reviewed the formal Offering Memorandum. This investment opportunity is speculative and involves a high degree of risk. There is a risk that any investment made will be lost entirely or in part. Only prospective investors who do not require immediate liquidity of their investment and who can afford the loss of their entire investment should consider this investment. Please refer to the below and the Offering Memorandum for our advisory on forward-looking statements. Certain statements contained herein as they relate to Pier 4 Real Estate Investment Trust ("Pier 4", "Pier 4 REIT" or "the REIT") and related parties and their respective views or predictions about the possible future events or conditions and their business operations and strategy, are "forward-looking statements" within the meaning of that phrase under applicable Canadian securities laws. Any statements that express or involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions or future events or performance are forward-looking statements. Forward-looking statements are often, but not always, identified by the use of words such as "may", "will", "should", "expect", "plan", "anticipate", "believe", "estimate", "predict", "potential", "targeting", "target", "intend", "could", "might", "continue", or the negative of these terms or other comparable terminology. These statements are only predictions. Undue reliance should not be placed on these forward-looking statements as there can be no assurance that the plans, intentions or expectations upon which they are based will occur. By its nature, forward-looking statements involve numerous assumptions, known and unknown risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts, projections and other forward-looking statements will not occur and may cause actual results or events to differ materially from those anticipated in such forward-looking statements. The forward-looking statements contained in this document are expressly qualified by this cautionary statement and given as of the date hereof. Except as otherwise required by law, Pier 4 does not intend to and assumes no obligation to update or revise these or other forward-looking statements it may provide, whether as a result of new information, plans or events or otherwise. Readers are cautioned not to place undue reliance on these forward-looking statements as there can be no assurance that the condition, events, plans and assumptions on which they were based will occur. ALL REFERENCE SHOULD BE MADE TO THE OFFERING MEMORANDUM DATED AUGUST 29, 2024.



Darrell Ashby, Chairman  
dashby@pier4reit.com



Adam Ashby, CEO  
aashby@pier4reit.com



Michael Ashby, CFO  
mashby@pier4reit.com

# FUND FACT SHEET 2024

Class C | November 2024

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# PIER 4

Real Estate Investment Trust

## PIER 4 REIT: CLASS C

Class C									
<b>FUNDSERV CODES</b>	BEL3203								
<b>*TARGETED RETURN</b>	8% targeted net distribution at invested unit price per annum 12.0% - 15.0% targeted total net annual return								
<b>DISTRIBUTION FREQUENCY</b>	Monthly								
<b>PRICE PER UNIT</b>	\$10.75 per unit								
<b>MINIMUM INVESTMENT</b>	\$25,000 (RRSP, RIF, LIRA, TFSA, RESP - eligible)								
<b>DRIP</b>	Yes (2% discount per each unit at the current market price)								
<b>REGISTERED PLANS</b>	Eligible								
<b>CARRIED INTEREST</b>	80% (Investors) / 20% (Management) (Hurdle Rate of 8.0%)								
<b>SELLING COMMISSIONS</b>	Up to 4.5% 0.75% trailer fee								
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Darrell Ashby, Chairman  
dashby@pier4reit.com



Adam Ashby, CEO  
aashby@pier4reit.com



Michael Ashby, CFO  
mashby@pier4reit.com