



Building a Better REIT

Investor Presentation

March 2019



Forward-looking Information

This presentation contains forward-looking statements that reflect the current expectations of management of Crombie about Crombie's future results, performance, achievements, prospects and opportunities. Wherever possible, words such as "continue", "may", "will", "estimate", "anticipate", "believe", "expect", "intend" and similar expressions have been used to identify these forward-looking statements. These statements, including statements regarding the development potential of Crombie's development sites, the total estimated cost to develop these sites, impact on net asset value and expected development returns, reflect current beliefs and are based on information currently available to management of Crombie. Forward-looking statements necessarily involve known and unknown risks and uncertainties, including real estate market cycles, general economic conditions, the availability of financing opportunities and labour, actual development costs, uncertainties in obtaining required municipal zoning and development approvals, concluding successful agreements with existing tenants, and where applicable, successful execution of development activities undertaken by related parties not under the direct control of Crombie.

A number of additional factors, including the risks discussed in the 2017 Annual Information Form, could cause actual results, performance, achievements, prospects or opportunities to differ materially from the results discussed or implied in the forward-looking statements. These factors should be considered carefully and a reader should not place undue reliance on the forward looking statements. There can be no assurance that the expectations of management of Crombie will prove to be correct.

Readers are cautioned that such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from these statements. Crombie can give no assurance that actual results will be consistent with these forward-looking statements.

Non-GAAP Measures

Certain terms used in this presentation, such as AFFO, FFO, NAV, SANOI, NOI, EBITDA and yield on cost are not measures defined under Generally Accepted Accounting Principals ("GAAP") and do not have standardized meanings prescribed by GAAP. AFFO, FFO, NAV, SANOI, NOI, EBITDA and yield on cost should not be construed as an alternative to net earnings or cash flow from operating activities as determined by GAAP. AFFO, FFO, NAV, SANOI, NOI, EBITDA and yield on cost as presented, may not be comparable to similar measures presented by other issuers. Crombie believes that AFFO, FFO, NAV, SANOI, NOI, EBITDA and yield on cost are useful in the assessment of its operating performance and that these measures are also useful for valuation purposes and are relevant and meaningful measures of its ability to earn and distribute cash to unitholders. Examples of reconciliations of AFFO and FFO to the most directly comparable measure calculated in accordance with GAAP are provided in the Management Discussion and Analysis of Crombie for the most recently completed reporting period.

Crombie REIT

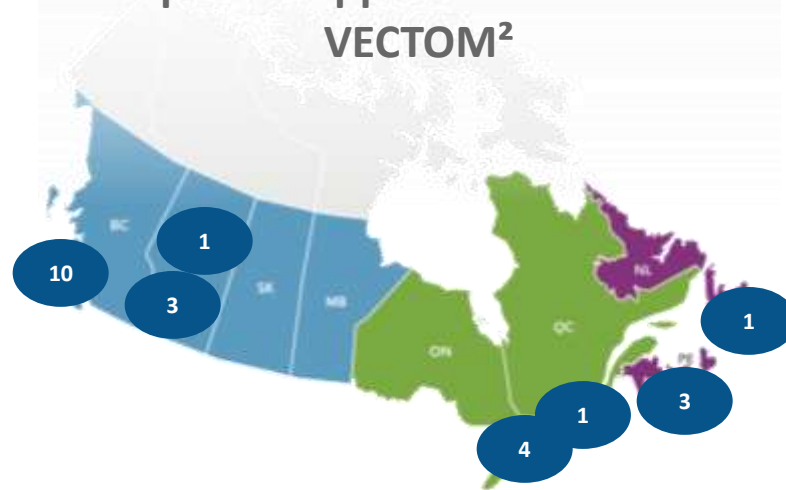
Who are we?

- Established in 2006, and one of Canada's leading national retail landlords
- Focused on NAV and FFO/AFFO growth by owning, operating and developing high quality grocery and drug store anchored shopping centres, freestanding stores and mixed use developments primarily in Canada's top urban and suburban markets
- Member of the S&P/TSX Composite Index, CRR.UN
- Rated BBB low Stable by DBRS

Crombie Outperforms the Sector & the Broader Canadian Market



National Portfolio with Extraordinary Development Opportunities Focused on VECTOM²



Quick Facts

Number of Properties	288
Gross Leasable Area	18,896,000
Committed Occupancy	96.0%
Average Rent/sf at Expiry	\$18.39
2018 Renewal Leasing Spreads	3.0%



¹Bloomberg, ²Vancouver, Edmonton, Calgary, Toronto, Ottawa, Montreal

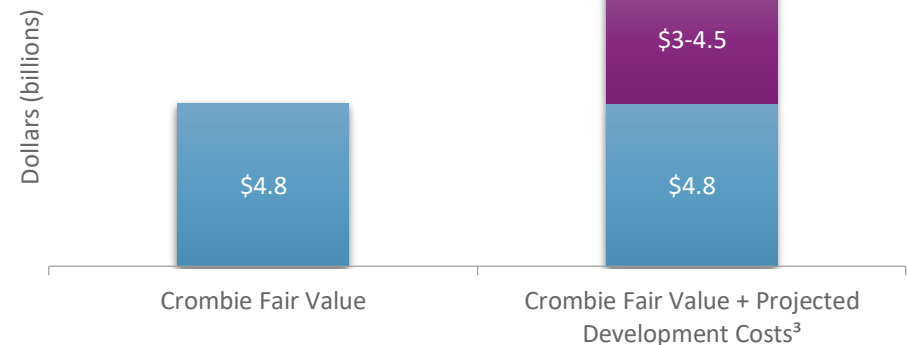
Why Invest in Crombie?

Investment Thesis

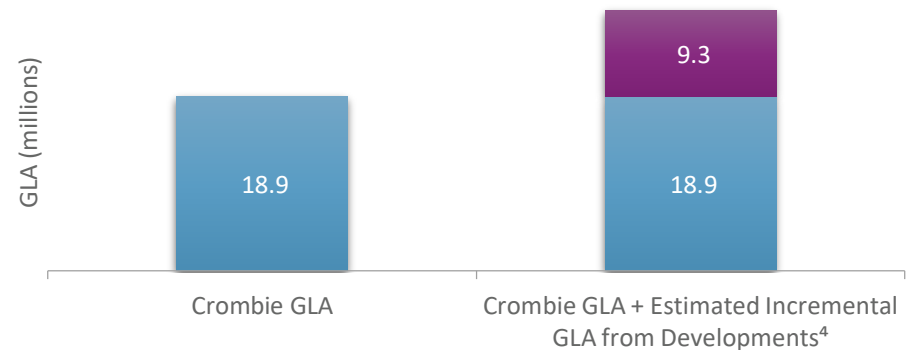
Current
Discount
to NAV
(9.7%)³

- Stable, high-quality everyday-needs-anchored portfolio, resulting in strong, stable cash flow growth
- Strong fundamentals driving 96% occupancy
- Materially accretive VECTOM focused development pipeline opportunities
 - First 5 Active Developments expected to create \$1-2/unit in NAV in 1-2 years¹**
- Units current yielding approximately 6.3%²
- Development expertise with 5-30yrs experience per individual on 21 person team
- Current IFRS cap rate and current trading price do not reflect future growth opportunities

Development Pipeline Creates Accretive Growth Opportunities



Material Square Footage Growth



¹Assumes NAV creation equals difference between Crombie's current estimated stabilized value based on current market cap rates and estimated development cost. Please see the Risk Management section in our MD&A for risks, ²Based on unit price of \$14.15 as of March 4, 2019, ³Analyst consensus NAV, ⁴Assumes all development projects per MD&A are completed at 100% Crombie interest and no additional acquisitions or dispositions

Crombie's Vision – Strategic Pillars

Supported and Enabled by Strong Risk Management



IMPROVING PORTFOLIO QUALITY

Through smart capital allocation, accelerate FFO/AFFO and NAV growth through active development and active asset management:

- Focused on high growth urban and suburban markets with development opportunities, while disposing of lower growth and/or non-core assets.
- Growing exposure to higher growth central and western regions.



BUILDING FINANCIAL STRENGTH

Maintain a strong balance sheet with ample financial flexibility, liquidity and access to capital. Committed to our investment grade rating.



CULTURE AND TALENT

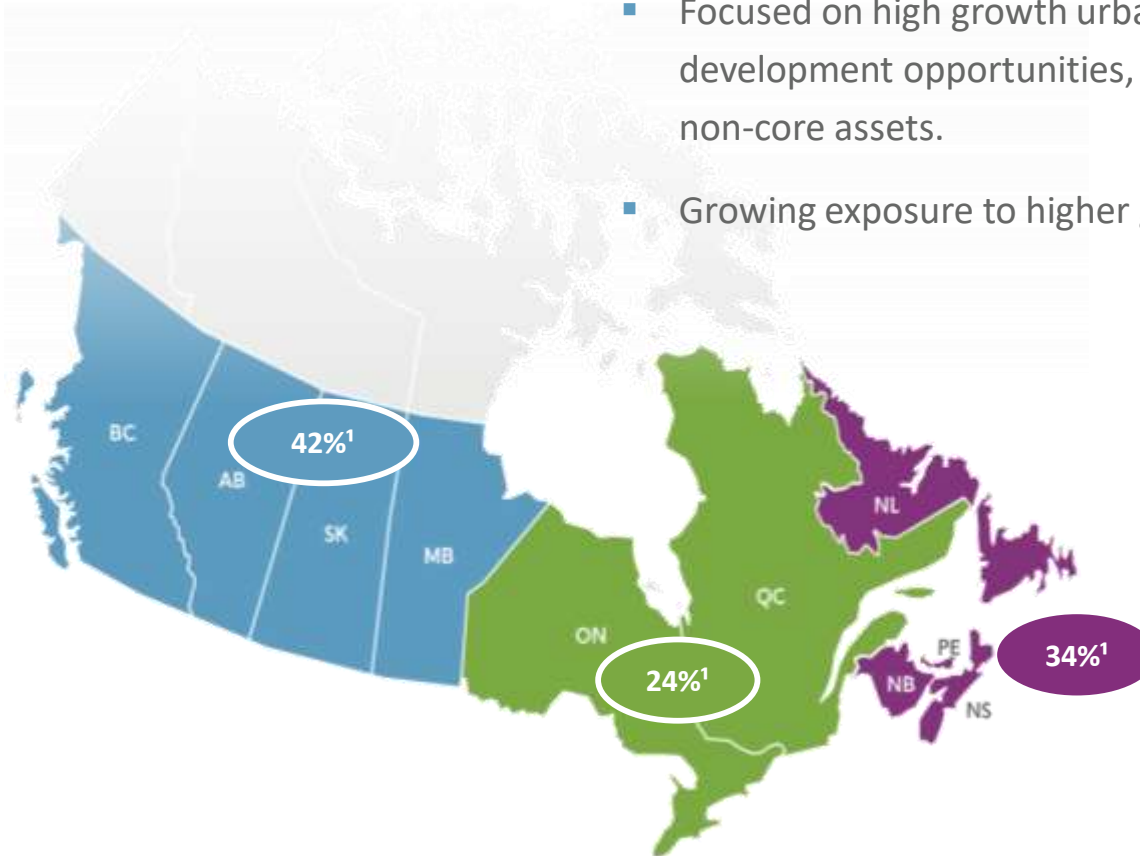
Recruiting and refocusing existing high-potential talent for tomorrow's success.

DRIVING UNITHOLDER VALUE

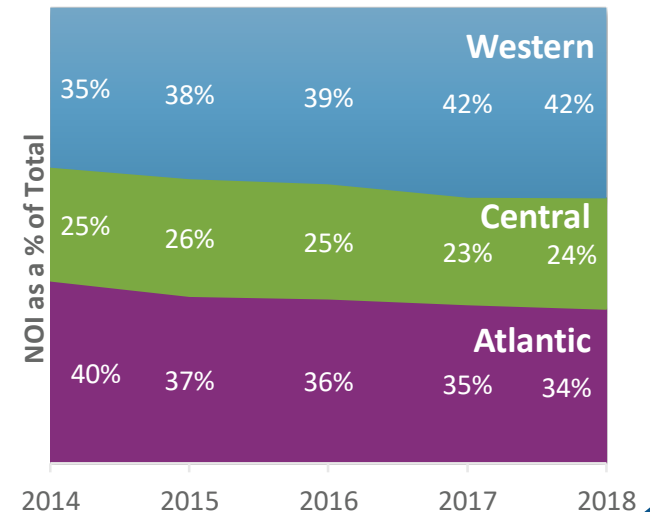
Nationwide Portfolio

Growing Exposure to Major Markets

- Focused on high growth urban and suburban markets with development opportunities, while disposing of lower growth and/or non-core assets.
- Growing exposure to higher growth central and western regions.



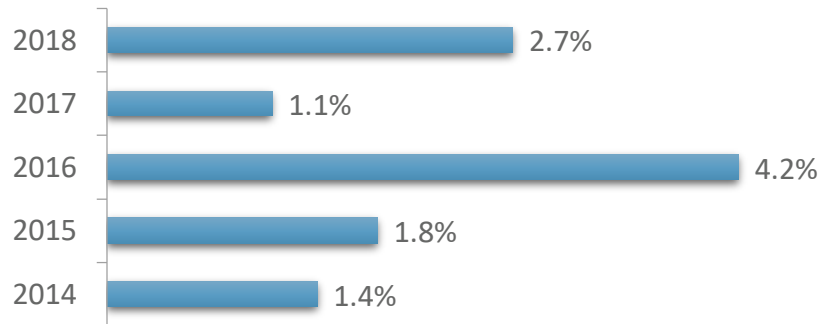
Growing Western Exposure



Leasing & Value Creation

Built in Organic Growth

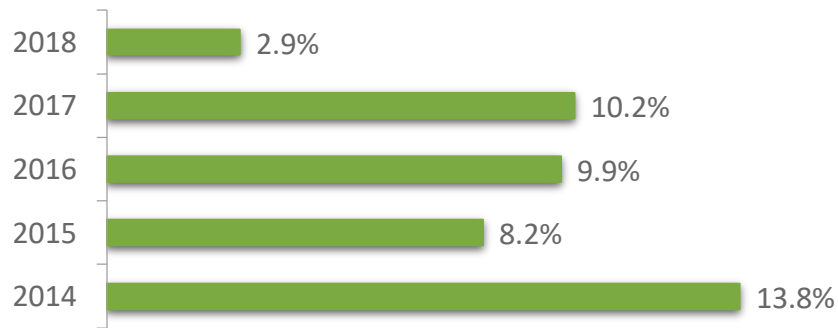
Same Asset NOI Growth



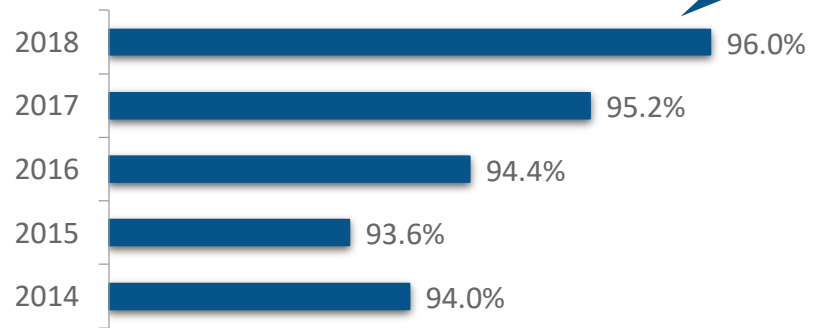
Current Year Renewal Rates



Current Year Renewal Leasing Spreads



Committed Occupancy

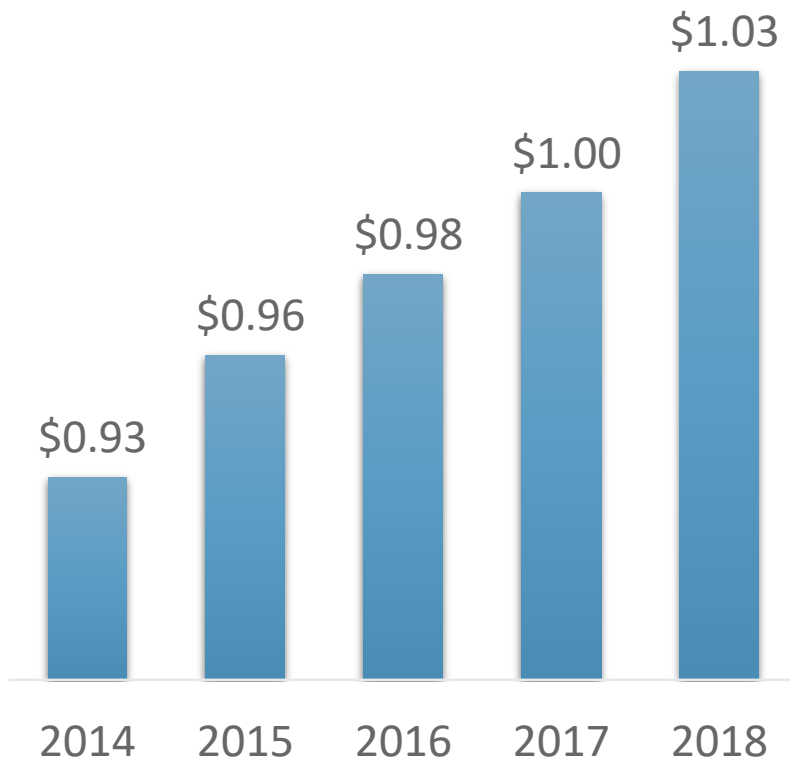


Highest Year-End
Occupancy in
Crombie's History

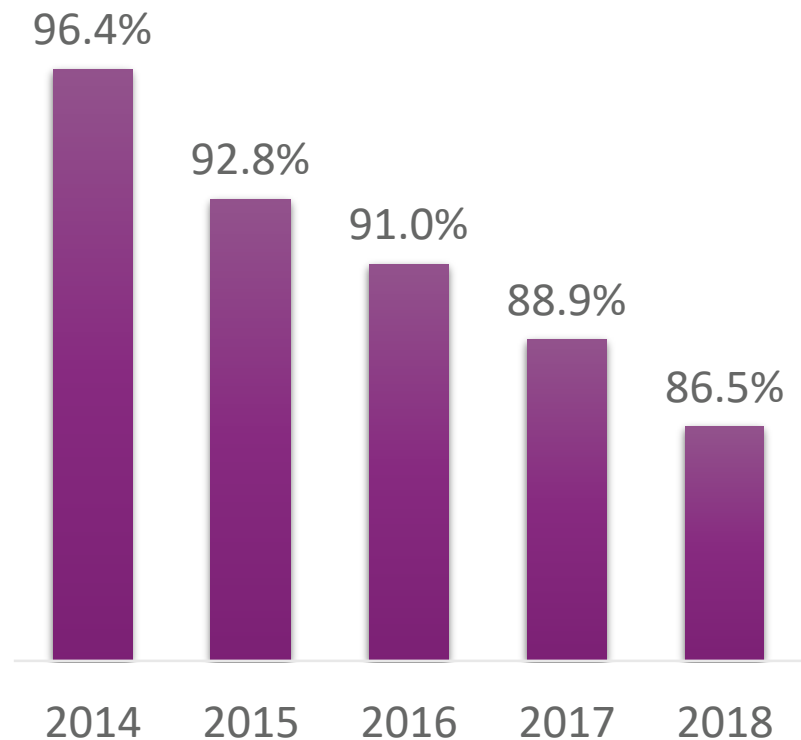
Consistent Historical AFFO Growth

Improving AFFO Payout Ratio

AFFO/Unit, diluted



AFFO Payout Ratio



Tenant Mix

Strong Retailer Relations Driving Growth

Tenant	% of AMR	Avg Remaining Lease Term (yrs)	DBRS Rating
Sobeys	55.5%	14	BB (high)
Shoppers Drug Mart	4.4%	10	BBB
Dollarama	1.2%	6	BBB
Province of Nova Scotia	1.1%	1	A (high)
CIBC	1.1%	13	AA
Lawtons/ Sobeys Pharmacy	1.0%	9	BB (high)
GoodLife Fitness	1.0%	9	
Bank of Montreal	1.0%	9	AA
Bank of Nova Scotia	0.9%	3	AA
Cineplex	0.8%	10	



Sobeys

Aggressively Building, Adapting & Growing

Expanding FreshCo to the West

Investing in Bricks-and-Mortar

Leading Edge Omnichannel Technology

- Game-changing Ocado-driven e-commerce business
- Will expand presence in under-penetrated GTA

Farm Boy Acquisition

- Will benefit from Sobeys infrastructure and capabilities, such as real estate, sourcing and logistics
- Most insulated Canadian food retailer from e-commerce disruption due to focus on fresh, private label and prepared foods
- Will be a growth vehicle in urban and suburban markets in under-penetrated GTA and Ontario

\$870 million in Operating Cash Flow over TTM

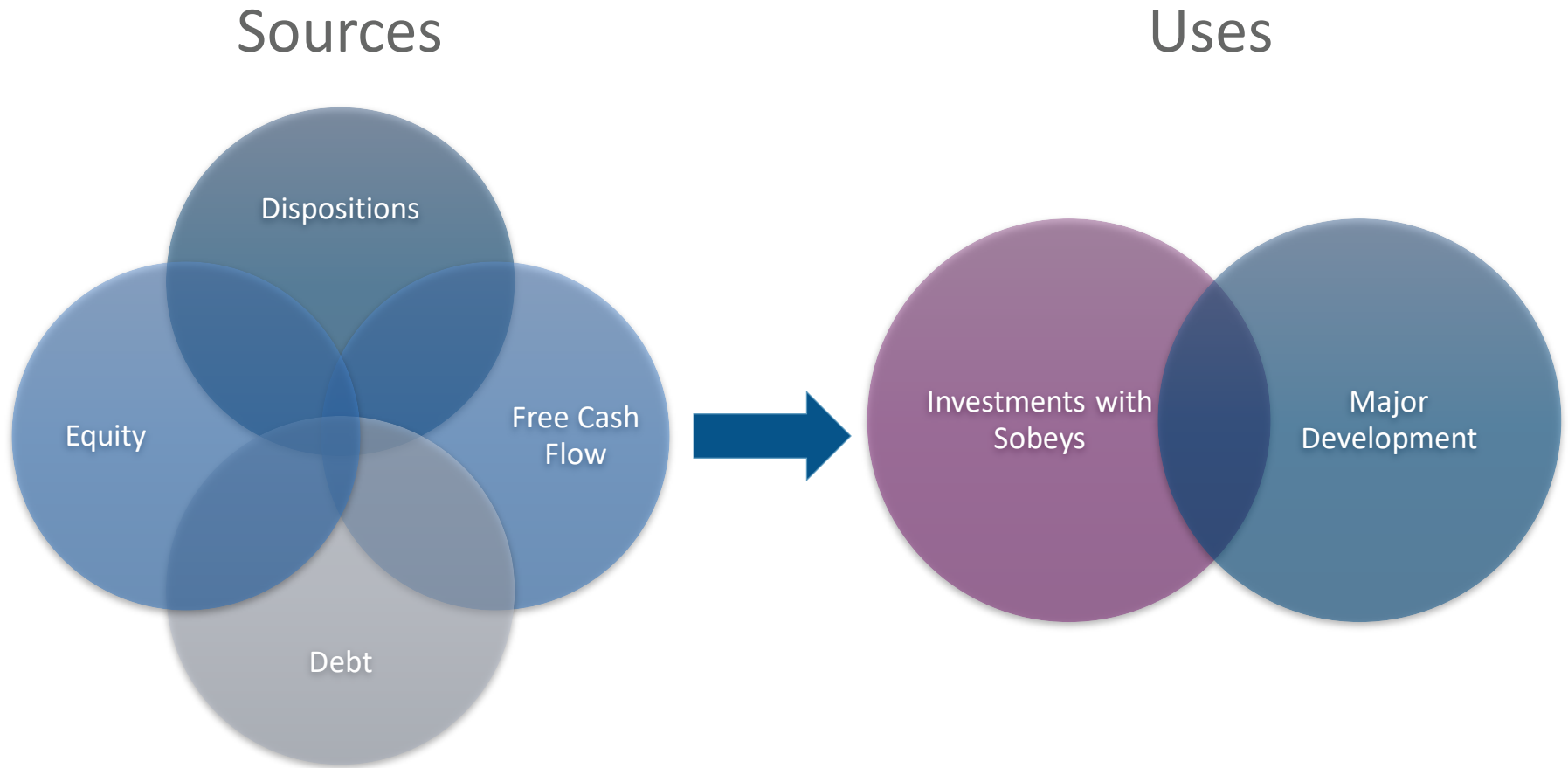
Improving Portfolio Quality

Davie Street,
Vancouver, British Columbia

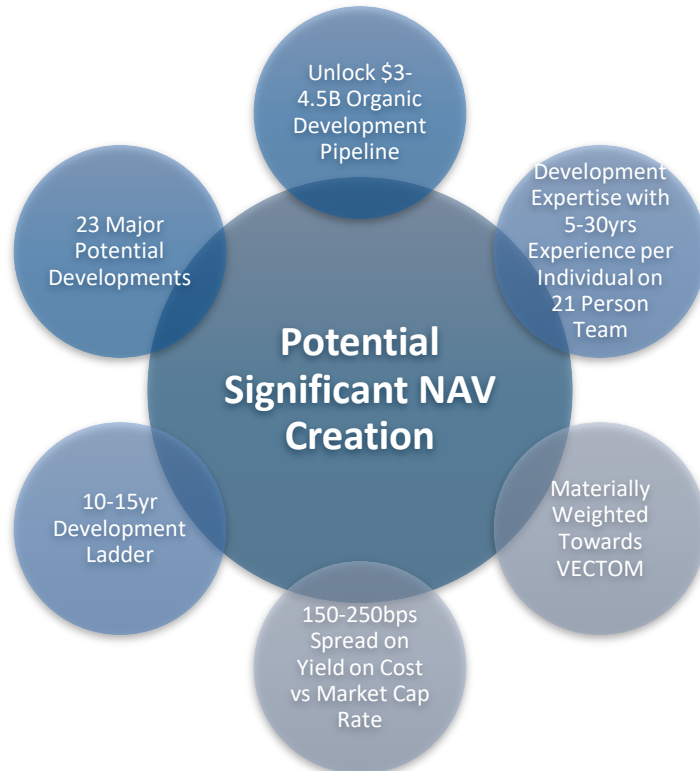


Smart Capital Allocation: Highest & Best Use

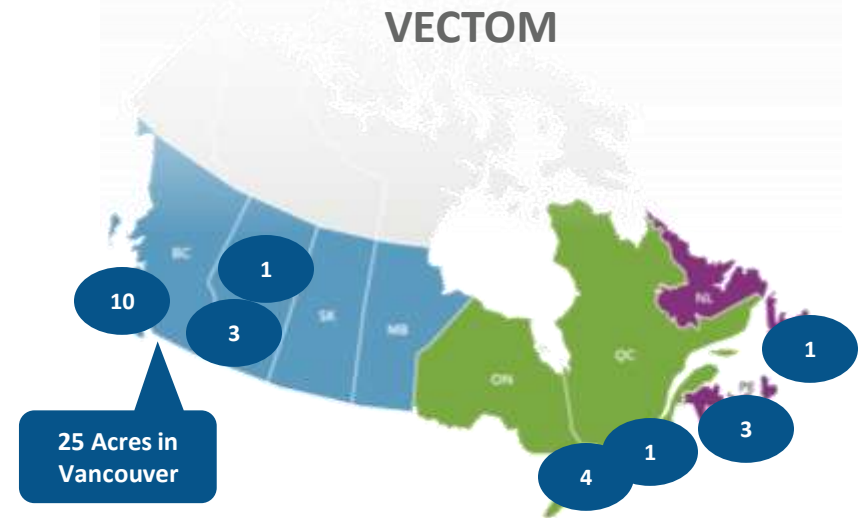
Prioritize Growth in NAV & AFFO/Unit



Building a Better REIT Into the Next Decade & Beyond



National Portfolio with Extraordinary Development Opportunities Focused on VECTOM



Development Team

In-House Expertise

~30yrs Residential
Development
Experience

Chief Executive Officer

Development
Team of 21
Professionals

Chief Operating Officer

5-30yrs Mixed-
Use Development
Experience per
Individual

SVP, Development & Construction

VP, Atlantic
Development

VP, Construction
West

VP, Construction
East

Director

Director

Director

Engineering

Leasing

Construction

Financing

Legal

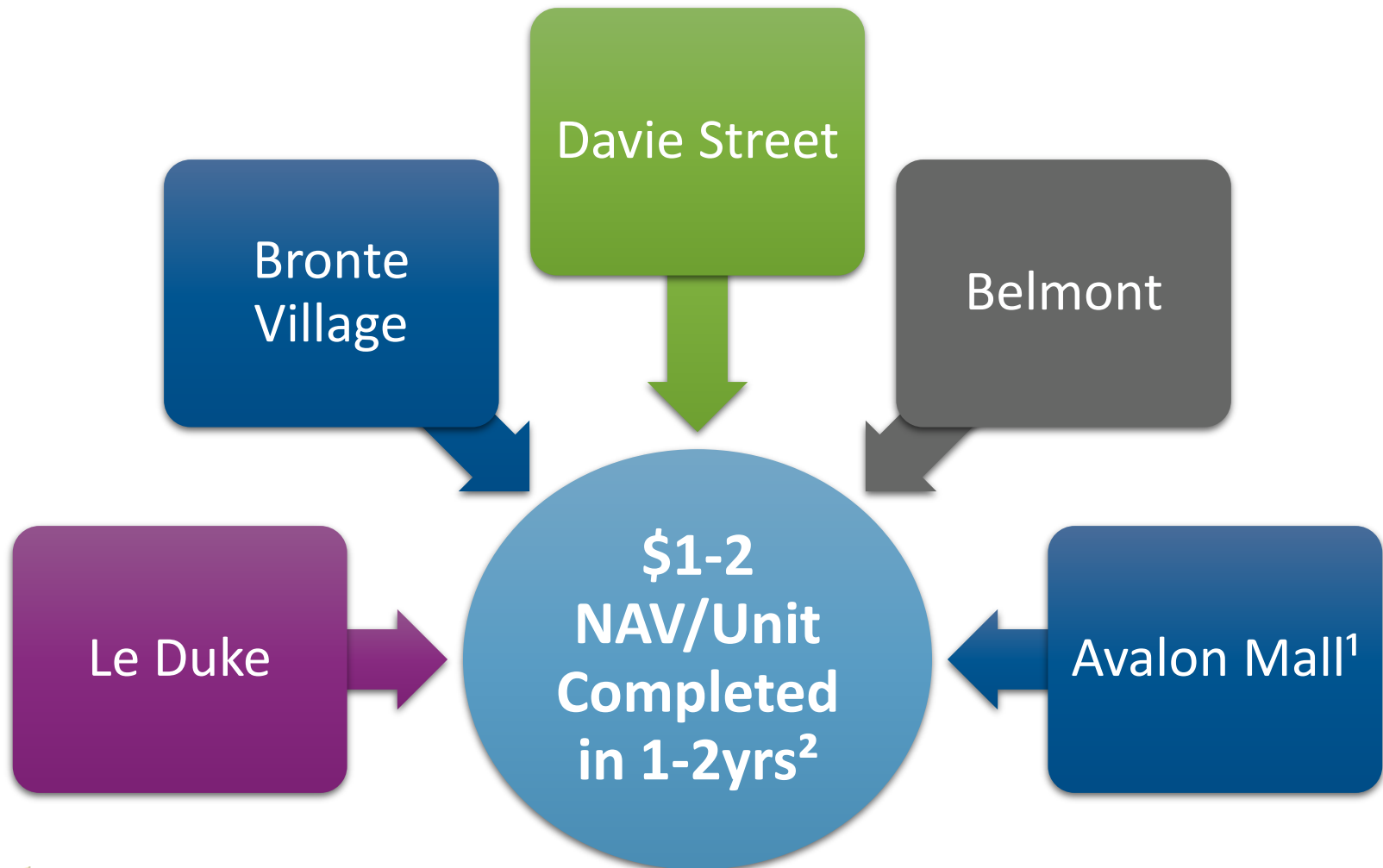
Environmental

Analytics

Design

Material NAV Creation

\$450M¹ Investment in First 5 Major Developments



Active Major Development Pipeline

Value Creation in Action

\$511M² under Active Development

Estimated Yield on Cost 5.2-6.2%

Belmont Market Phase I Producing Income

#	Property	Phase	Location	Commercial GLA	Residential GLA	Estimated Completion Date	Estimated Annual NOI ²	Estimated Total Cost ²	Estimated Yield on Cost ²
1	Avalon Mall	Phase I	St. John's, NL	-	-	Q3 2019	-	\$54.5	-
		Phase II	St. John's, NL	165,000	-	Q2 2020	\$5.8-7.5	\$57.8	10.0-13.0%
2	Davie Street ¹		Vancouver, BC	53,000	253,000	Q2 2020	\$5.8-6.3	\$104.8	5.5-6.0%
3	Le Duke ¹		Montreal, QC	26,000	251,000	Q3 2020	\$3.1-3.7	\$61.8	5.0-6.0%
4	Belmont Market ¹		Langford, BC	160,000	-	Q4 2020	\$5.1-5.8	\$93.0	5.5-6.3%
5	Bronte Village ¹		Oakville, ON	48,000	472,000	Q2 2021	\$6.9-8.3	\$138.6	5.0-6.0%
Total				452,000	976,000		\$26.7-31.6	\$510.5	5.2-6.2%

Q3 2019

Q2 2020

Q3 2020

Q4 2020

Q2 2021

• Avalon Mall Phase I

• Davie Street
• Avalon Mall Phase II

• Le Duke

• Belmont Market

• Bronte Village



¹Anchored by Sobeys/Safeway/Thrifty's/IGA, ²At Crombie's share

Avalon Mall, St. John's, NL

Dominant Enclosed Shopping Centre



Certificate of
Excellence



Overview

In April 2017 Crombie launched a three year capital investment program to enhance Avalon Mall's position as the dominant retail choice in Newfoundland and Labrador, enabling Avalon Mall to continue to improve tenant mix and increase sales per square foot. Phase I includes a four-level parking structure (complete) and the redesign and realignment of the vehicular access and phased renovation of the centre's interior common areas, entrances and exterior façade. Phase II involves the demolition and redevelopment of the former Sears space into modern common areas and CRU.

	Phase I	Phase II
Expected Completion	Q3 2019	Q2 2020
Expected Development Cost	\$54.5M	\$57.8M
Expected Yield on Cost		10.0-13.0%
Current Market Cap Rate		~6.0%
Potential Value Creation		\$50-60M



Crombie is
developer



Davie Street, Vancouver, BC

Potential to Create Upwards of \$100M in Value

Overview

Davie Street will include a 44,000 sf grocery store with 9,000 sf of ancillary retail and 253,000 sf, or up to 330 rental residential units. Davie Street has emerged from the ground and concrete is being poured for the first floor of residential.

Expected Completion	Q2 2020
Expected Development Cost	\$104.8M ¹
Expected Yield on Cost	5.5-6.0%
Current Market Cap Rates ²	Residential 2.75-3.75% Retail 4.00-5.00%
Potential Value Creation ¹	Upwards of \$100M



**SIGNIFICANT
NAV CREATION,
NOI AND CASH
FLOW GROWTH**



**Residential Market Vacancy
Rates = <1%³
Residential Rental Growth Rates
= 5.7%³**



Le Duke, Montreal, QC

Placemaking along the Bonaventure Greenway

Overview

Le Duke is adjacent to the Bonaventure Greenway in Old Montreal, and is being built with our 50% JV partners as a 25 storey mixed use tower with 390 residential rental units above a 25,000 sf urban format IGA. The concrete and formwork for the perimeter walls and columns are underway.

Expected Completion	Q3 2020
Expected Development Cost ¹	\$61.8M
Expected Yield on Cost	5.0-6.0%
Current Market Cap Rate ²	Residential 3.75%-4.75% Retail 4.50-5.00%



Belmont Market, Langford, (Victoria), BC

Upgrading by Developing A+ Real Estate

Crombie is
100%
developer

Overview

Phase I tenants of this 160,000 sf vibrant open-air centre have taken possession and rental income has commenced. Construction is complete on three buildings and Thrifty's is opening their 53,000 sf grocery store in Q2. Phase II is over 70% leased.

Expected Completion ¹	Q4 2020
Expected Development Cost ¹	\$93.0M
Expected Yield on Cost ¹	5.5-6.3%
Current Market Cap Rate ²	4.75-5.25%
Potential Value Creation	\$17M



Elevating
Portfolio
Quality



Bronte Village, Oakville, ON

Building Community in Major Urban Centres

Overview

Bronte Village will be a special luxury rental opportunity in a vibrant, unique and highly sought after community. This 50% JV development will include 480 units of refined rental living and a 30,000 sf Sobeys. Excavation and shoring of the residential portion of the development is well underway.

Expected Completion	Q2 2021
Expected Development Cost ¹	\$138.6M
Expected Yield on Cost	5.0-6.0%
Current Market Cap Rate ²	Residential 3.50-4.50% Retail 4.00-5.00%



**Residential Market Vacancy
Rates = 1%³
Residential Rental Growth
Rates = 4%³**



Potential Major Development Pipeline

Value Creation Opportunities for Years to Come

52% of Potential
Major Development
Pipeline located in
VECTOM

46 Acres in Toronto,
Vancouver,
Edmonton & Calgary

Current in-place NOI
= 5.2% on pipeline
properties

#	Property	Location	Site Size (acres)	Status
1	Broadway & Commercial ¹	Vancouver, BC	2	Pre-planning
2	Lynn Valley ¹	North Vancouver, BC	3	Pre-planning
3	King George Blvd ¹	Surrey, BC	5	Pre-planning
4	Royal Oak ¹	Burnaby, BC	3	Pre-planning
5	Penhorn Lands	Dartmouth, NS	26	Pre-planning
6	Mission ¹	Calgary, AB	2	TBD
7	East Hastings ¹	Burnaby, BC	3	TBD
8	West Broadway ¹	Vancouver, BC	2	TBD
9	Kingsway ¹	Vancouver, BC	4	TBD
10	King Edward ¹	Vancouver, BC	2	TBD

#	Property	Location	Site Size (acres)	Status
11	813 11 Avenue SW ¹	Calgary, AB	3	TBD
12	410 10 Street NW ¹	Calgary, AB	2	TBD
13	10930 82 Avenue ¹	Edmonton, AB	2	TBD
14	Brampton Mall	Brampton, ON	9	TBD
15	Centennial Parkway	Hamilton, ON	3	TBD
16	McCowan & Ellesmere ¹	Toronto, ON	4	TBD
17	Triangle Lands	Halifax, NS	1	TBD
18	Scotia Square	Halifax, NS	14	TBD
Total			90	

McCowan & Ellesmere, Toronto, ON

Future Major Transit Hub

Overview

A future major mixed use, transit oriented development site in Toronto, Ontario, acquired from a 3rd party. Together, Sobeys and Crombie are uniquely positioned to unlock the development value embedded in this site.

Residential Market Vacancy Rates = 0.5%¹
Residential Rental Growth Rates = 4.7%¹

**Key
Redevelopment
Site for the City**

**Subway
Line
Extension**



TTC



Building Financial Strength

Belmont, Victoria, British Columbia



Strong Financial Condition

Investment Grade, with Improving Debt Metrics

8.67x Debt to EBITDA

2.93x Interest Coverage

1.91x Debt Service Coverage

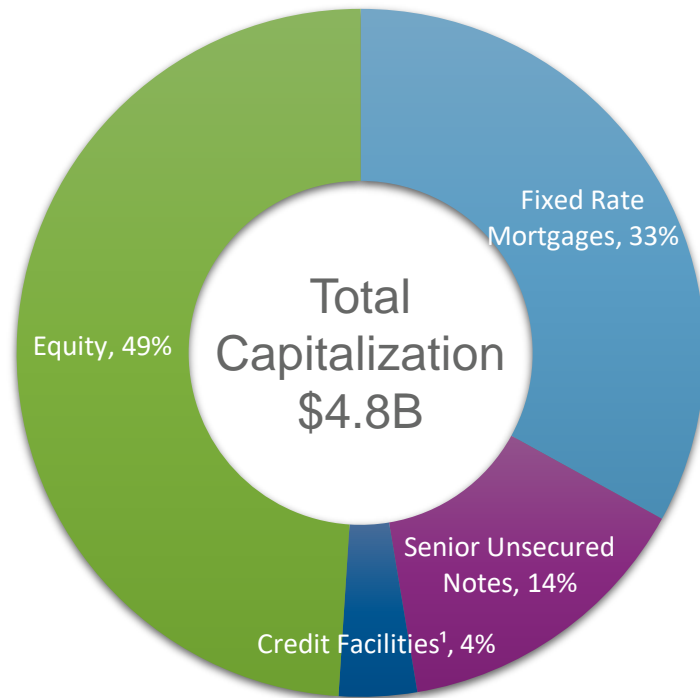
BBB Low Stable by DBRS

312M¹ Bank Credit Capacity

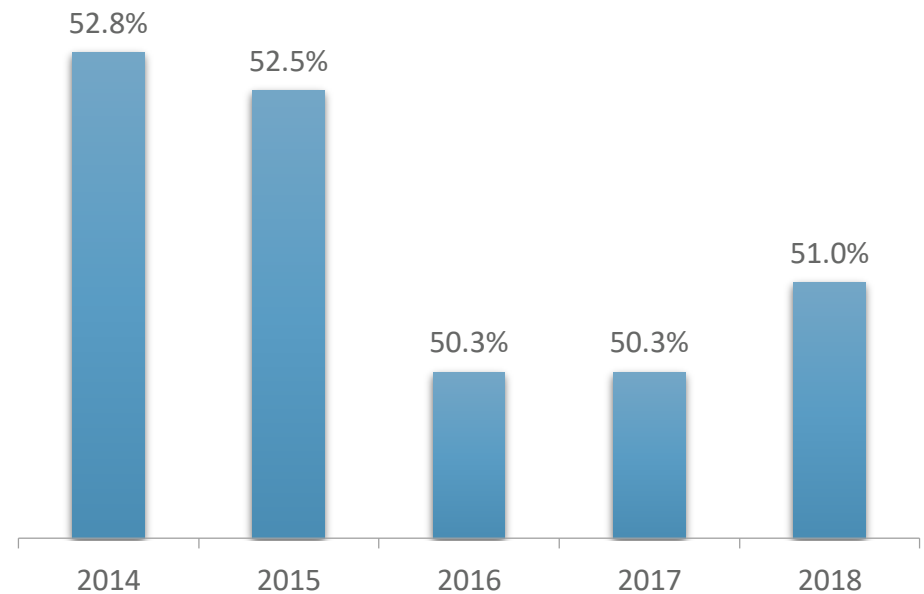
\$999M Unencumbered Assets

4.20% WAIR²

4.2yrs WATM³



D/GBV - FV⁴



Well-Laddered Debt Maturity Profile

Improving the Capital Stack with Unsecured Notes



Culture & Talent

Canmore, Alberta



Strong Leadership with Deep Bench

Nationwide Talent



DON CLOW

President & CEO
Halifax, NS

Years of Experience:
Crombie REIT 10 | Industry 29+



GLENN HYNES

EVP, COO, CFO & Secretary
New Glasgow, NS

Years of Experience:
Crombie REIT 9 | Industry 26+



CHERYL FRASER

CTO, VP Communications
New Glasgow, NS

Years of Experience:
Crombie REIT 7 | Industry 7+



JOHN BARNOSKI

SVP, Corporate Development
Mississauga, ON

Years of Experience:
Crombie REIT 4 | Industry 21+



TREVOR LEE

SVP, Development & Construction
Calgary, AB

Years of Experience:
Crombie REIT 5 | Industry 16+



ARIE BITTON

SVP, National Leasing & Operations
Mississauga, ON

Years of Experience:
Industry 15+



Culture & Talent

Continuing to Build the Crombie of Tomorrow



Crombie is like a community: where people treat each other with respect and where we're working together toward a common long term goal. Crombie values integrity, strong relationships and commitments to our business, colleagues, tenants and customers. We are creating long term sustainable communities.

Cheryl Fraser, Chief Talent Officer & VP Communications

18% of Board Members are Women

25% of Executive Team are Women

75% of 2018 Promotions were Women

>25 Managers Highly Skilled in RE Development

56% of Women have Leadership Development Plans

10% Annual Turnover Nationally

Environmental Sustainability Commitment

Social, Environmental & Economic

Crombie's core values include a commitment to adopt environmental sustainability principles in our business practices by integrating environmental considerations in our decision-making processes and striving to ensure we conduct our activities in accordance with these principles.

We believe that everyone has a responsibility to do his/her part to help protect and sustain our environment. We encourage our employees, customers and suppliers to make the “reduce, reuse, recycle” principle part of their lifestyle, at work and at home.



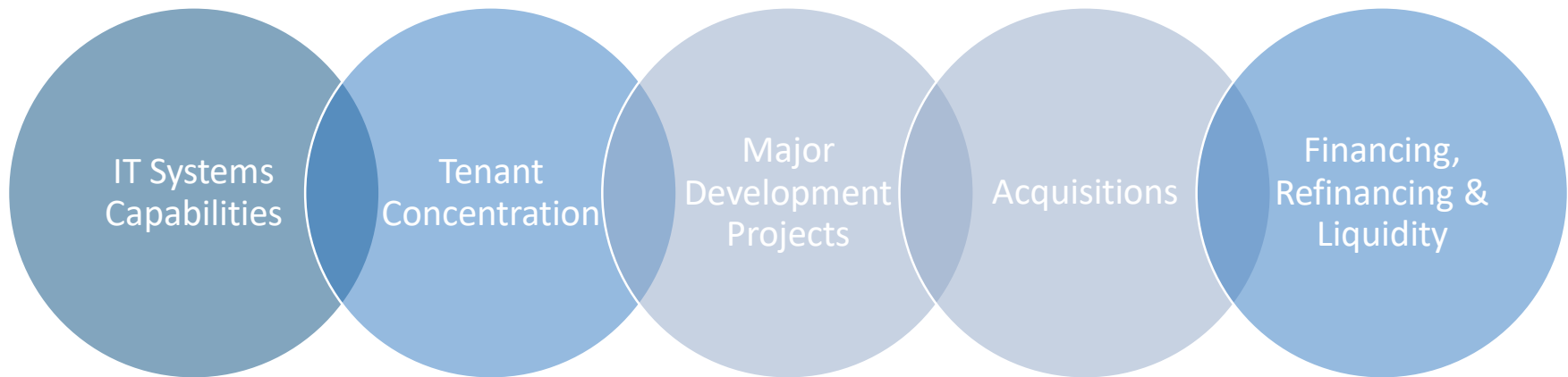
Risk Management

Bronte Village, Oakville, ON



Risk Management

Continuously Monitoring Potential Risks, and Executing Minimization & Mitigation Plans





Thank You

Glenn Hynes | investing@crombie.ca | (902) 755-8100 | crombiereit.ca

Claire Mahaney Lyon | investing@crombie.ca | (902) 474-6670 | crombiereit.ca

