BTB Real Estate Investment Trust (TSX: BTB.UN)

Conference Call Presentation

For the quarter ended September 30, 2021

November 9, 2021

2600, Alfred-Nobel Boulevard, Saint-Laurent

NON-IFRS MEASURES

BTB consolidated financial statements are prepared in accordance with IFRS. Consistent with BTB management framework, management uses certain financial measures to assess BTB financial performance, which are not generally accepted accounting principles (GAAP) under IFRS.

The following measures, net operating income (NOI), net operating income of the same-property portfolio (SPNOI), funds from operations (FFO), adjusted funds from operations (AFFO), adjusted net income and comprehensive income and net property income and per unit information, if applicable, are non-IFRS performance measures and do not have standardized meanings prescribed by IFRS.

These measures are used by BTB to improve the investing public's understanding of operating results and the Trust's performance. IFRS are International Financial Reporting Standards defined and issued by the IASB, in effect as at the date of this presentation. These measures cannot be compared to similar measures used by other issuers. However, BTB presents its FFO in accordance with the Real Property Association of Canada (REALPAC) White Paper on Funds from Operations, as revised in February 2019. Securities regulations require that these measures be clearly defined, that they be readily comparable to the most similar IFRS measures, and that they not be assigned greater weight than IFRS measures.

FORWARD-LOOKING STATEMENTS

From time to time, we make written or oral forward-looking statements within the meaning of applicable Canadian securities legislation. We may make forward-looking statements in this document, in other filings with Canadian regulators, in reports to unitholders and in other communications. These forward-looking statements may include statements regarding our future objectives, strategies to achieve our objectives, as well as statements with respect to our beliefs, outlooks, plans, objectives, expectations, forecasts, estimates and intentions. The words "may," "could," "should," "outlook," "believe," "plan," "forecast," "estimate," "expect," "propose," and the use of the conditional and similar words and expressions are intended to identify forward looking statements.

By their very nature, forward-looking statements involve numerous factors and assumptions, and are subject to inherent risks and uncertainties, both general and specific, which give rise to the possibility that predictions, forecasts, projections and other forward-looking statements will not be achieved. We caution readers not to place undue reliance on these statements as a number of important factors could cause our actual results to differ materially from the expectations expressed in such forward-looking statements. These factors include general economic conditions in Canada and elsewhere, the effects of competition in the markets where we operate, the impact of changes in laws and regulations, including tax laws, successful execution of our strategy, our ability to complete and integrate strategic acquisitions successfully, potential dilution, our ability to attract and retain key employees and executives, the financial position of lessees, our ability to refinance our debts upon maturity, our ability to renew leases coming to maturity, and to lease vacant space, our ability to complete developments on plan and on schedule and to raise capital to finance our growth, as well as changes in interest rates. We caution that the foregoing list of important factors likely to affect future results is not exhaustive. When relying on forward-looking statements to make decisions with respect to BTB, investors and others should carefully consider these factors and other facts and uncertainties. Additional information about these factors can be found in the "Risks and Uncertainties" section of the MD&A.

BTB cannot assure investors that actual results will be consistent with any forward-looking statements and BTB assumes no obligation to update or revise such forward-looking statements to reflect new events or circumstances, except as required under applicable securities regulations.

QUARTERLY HIGHLIGHTS

MICHEL LÉONARD
PRESIDENT & CEO

2344, Alfred-Nobel Boulevard, Saint-Laurent

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Highlights

- BTB's portfolio continued to show stability through all asset classes & geographies;
- The industrial property acquired on June 29th (6000 Kieran in Montreal) had a positive impact on the third quarter results;
- Active leasing activity with a total of 68K sq. ft., including 51K sq. ft. of leases renewed and 17K sq. ft. new leases;
- Occupancy rate at 92.0% reasonably consistent with Q2 2021;
- Successfully closed a new revolving credit facility of $35M$ with an additional option of $25M, this line complements the current facility;
- On November 8th, 2021 BTB acquired two class A life-science and technology office buildings; the new properties will generate an additional FFO/AFFO of 4.1 ¢ / unit on an annualized basis.

2250, Alfred-Nobel Boulevard, Saint-Laurent

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Key Financial and Operational Metrics

5.4M sq. ft.
Leasable area
(+70K sq.ft. vs Q3 2020)

$924M
Investment properties
(+28M vs Q3 2020)

63 763 sq. ft.
Renewals & new leases
(73.2% renewal rate)

92.0%
Committed occupancy
(-0.2% vs Q2 2021)

99.2 %
YTD rent collected
(99.1% Q3 2021)

55.8%
Total debt ratio
(-0.2% vs Q2 2021;
Mortgage ratio at 52.6%)

9.5¢
FFO / Unit
($19M not invested in acquisition but soon to be as reported earlier)

77 %
YTD AFFO payout
(down 28% vs Q3 2020 YTD)

BTB'S COMPETITIVE ADVANTAGES

- **No enclosed malls**
- Portfolio diversification with good exposure to industrial & office markets
- Largest tenants are investment grade
- Core market presence

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Leasing and Renewal Activity

Year	Q3 Renewals (sq. ft.)
2021	46,600
2022+	3,982
Total	**50,582**

Q3 Renewal rate = 73.2%

Q3 New leases = 17 181 sq.ft

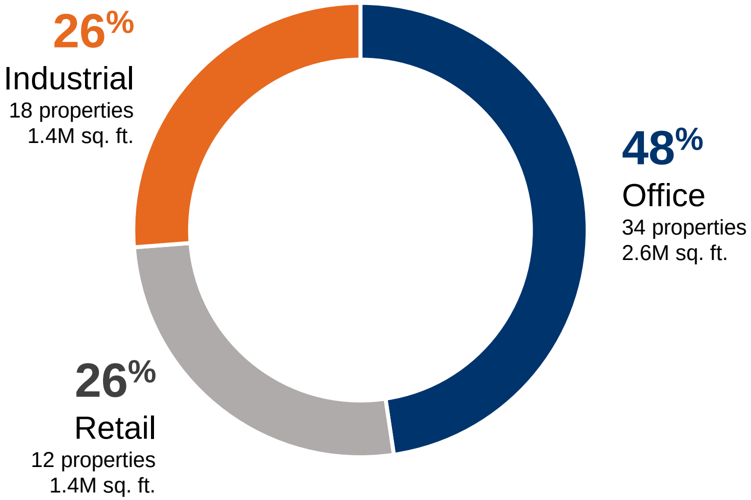
YTD new leases = 105 226 sq.ft.

- **A total of 67,763 sq. ft. were renewed or leased;**
- **Achieved a cumulative 3.0% average increase in renewal rate** across all business segments: industrial +14.6% / office +1.0% / retail + 4.6%;
- Finalizing the work for the **arrival of *Princess Auto in* Q4 2021** at the property on FX Sabourin (38,520 sq. ft.) following the departure of Sportium at the beginning of the year;
- **Throughout Q4 2021, BTB will be finalizing the leasing of approximately 50% of the 81,000 K sq.ft. of space that became vacant in 2020** due to the related to COVID-19 departures (26K sq.ft. in Gatineau and 12K sq.ft. in FX Sabourin).

7150, rue Alexander Fleming, Saint-Laurent

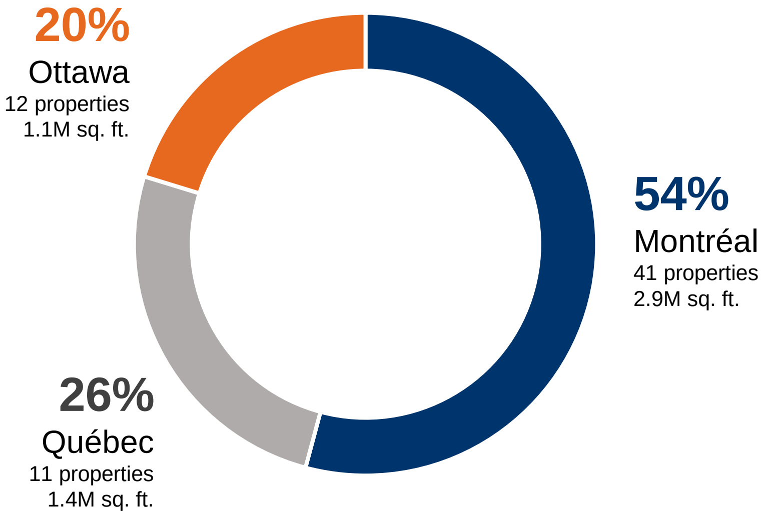
Real Estate Portfolio (5.4M sq.ft., 64 Properties, $923M)

By operating segment



- YoY occupancy -0.1%; Industrial +2.6%, Office -0.2%, Retail -2.7% (related to 2 departures in 2020);
- Increase in average lease renewal rate of 3.0% on a cumulative basis (Industrial +14.6%, Office +1.0%, Retail + 4.6%);
- Focus of the investment activity on industrial and suburban office assets with strong fundamentals; good pipeline of value creation and maximization out of the retail portfolio

By geographic sector



- YoY occupancy -0.1%; Montreal -1.1%, Quebec City -0.3%, Ottawa + 2.6% (strong resilience throughout the pandemic)
- New opportunities for additional geographic diversification

FINANCIAL OVERVIEW

MATHIEU BOLTÉ
VICE PRESIDENT
& CFO

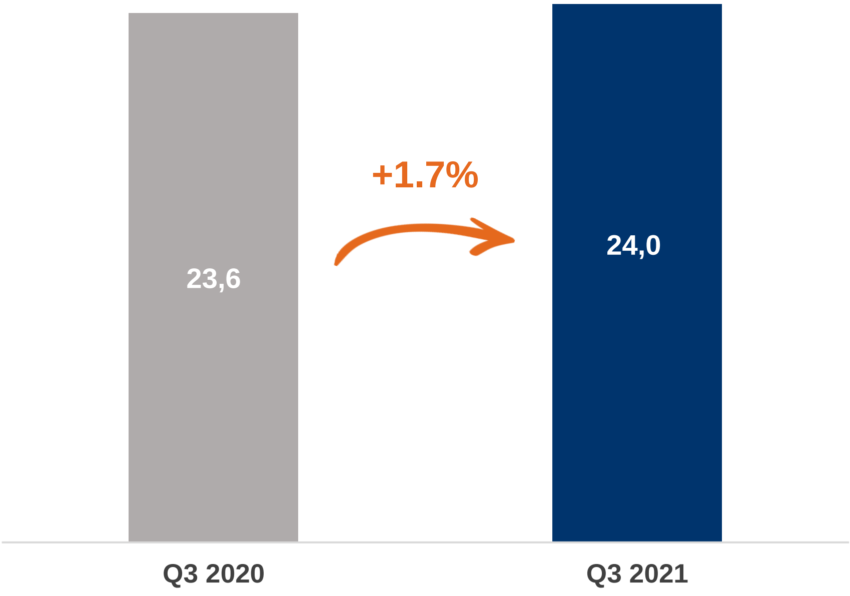
825 Lebourgneuf Boulevard "Complexe Lebourgneuf Phase I", Quebec City

Financial Highlights

- Same property NOI increased by 0.1% YoY, still 81K ft. sq. of space that became vacant in 2020 due to the related COVID-19 departures. 50% of that space to be signed in Q4 2021;
- FFO at 9.5¢/u. Redeployment of proceeds of the equity issuance in April to take place in November 2021 caused an impact on FFO and AFFO;
- Cash position at the end of Q3 2021 is $19M in cash plus $53M of available credit facility (including the new credit facility of $35M);
- Total debt ratio reduced from 56.0% at the end of Q2 2021 to 55.8% at the end of Q3 2021.

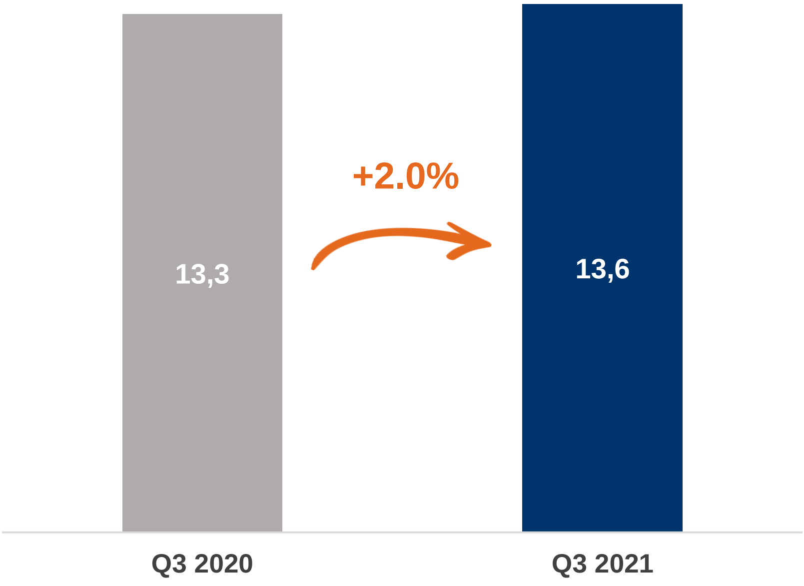
Rental Revenue & NOI

Rental revenue ($M)



- Rental revenue was $24.0M, up by 1.7% vs Q2 2020 (YTD $49.6M, up by 4.3% vs last year);
- Positive contribution of the June 29th acquisition (6000 Kieran, Montreal).

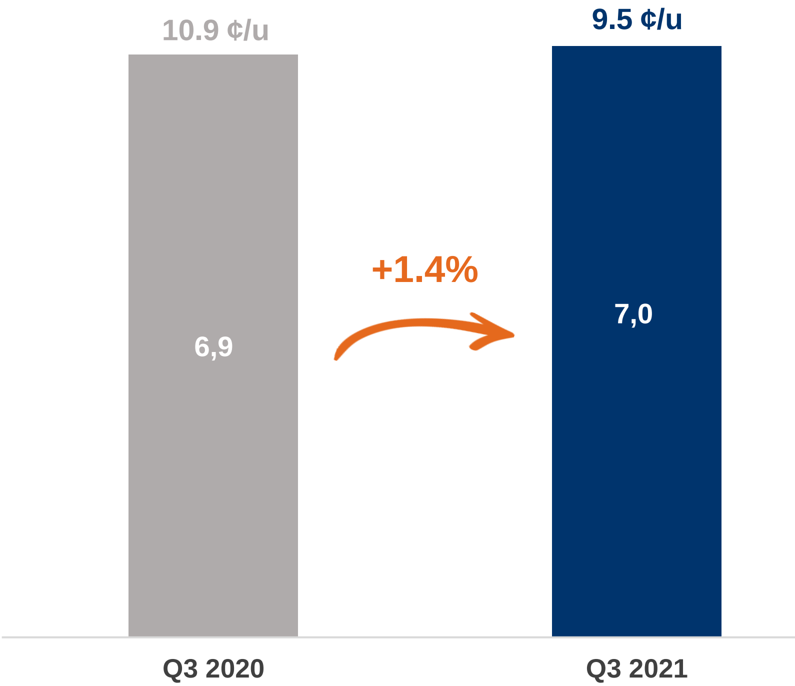
Net Operating Income ($M)



- NOI was $13.6M, up by 2.0% vs Q3 2020 (YTD $41.6M, up by 8.0% vs last year);
- YTD Additional recoveries, leasing activity, savings on school taxes and productivity on energy costs;
- NOI % was 56.6%, up by 0.2% vs Q3 2020 (YTD 56.5%, up by 1.9% vs last year).

Recurring FFO & AFFO

FFO ($M)

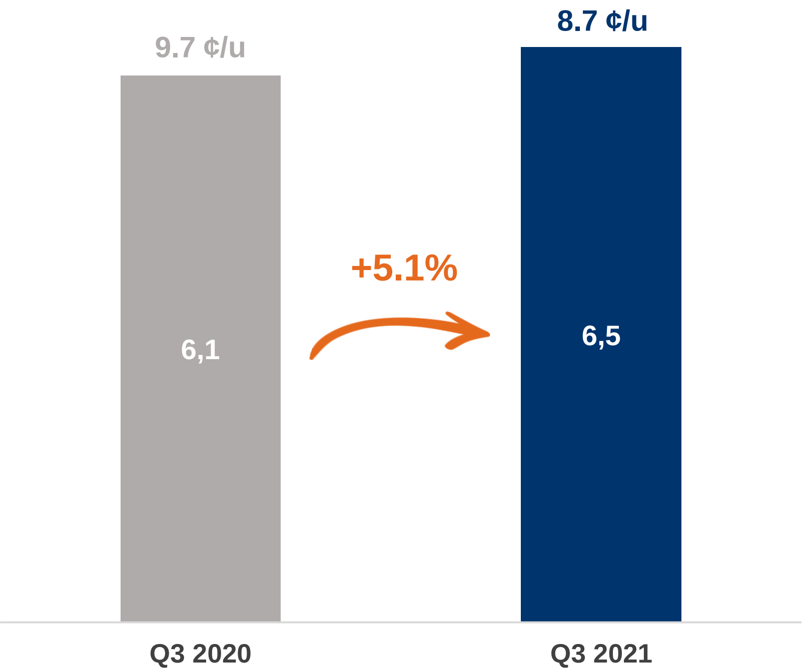


- Recurring FFO was $7.0M, up by 1.4% vs Q3 2020 (YTD $22.0M, up by 22.6% vs last year);
- Recurring FFO per unit was 9.5 ¢/u, down by 1.4 ¢/u vs Q3 2020 (YTD 31.1 ¢/u, up by 2.7 ¢/u vs last year);
- Payout ratio on recurring FFO was 79.0%, up by 10.4% vs Q3 2020 (YTD 72.4%, down by 21.0% vs last year).

FFO and AFFO per unit were negatively impacted by the recent equity issuance and the timing of the cash deployment. The acquisitions of 2344 and 2600 Alfred Nobel in Montreal (closed on November 8th) will generate 4.1 ¢/unit of accretive FFO and AFFO on an annualized basis.

The weighted average number of units increased from 62,934 thousands units in Q3 2020 to 73,665 thousands units in Q3 2021 due to the April 2021 equity issue (7,800 thousands units) and an increase in the number of units attributed to debenture conversions.

AFFO ($M)



- Recurring AFFO was $6.5M, up by 5.1% vs Q3 2020 (YTD $20.6M, up by 29.7% vs last year);
- Recurring AFFO per unit was 8.7 ¢/u, down by 1.0 ¢/u vs Q3 2020 (YTD 29.2 ¢/u, up by 4.0 ¢/u vs last year);
- Payout ratio on recurring AFFO was 85.9%, up by 8.5% vs Q3 2020 (YTD 77.1%, down by 28.1% vs last year).

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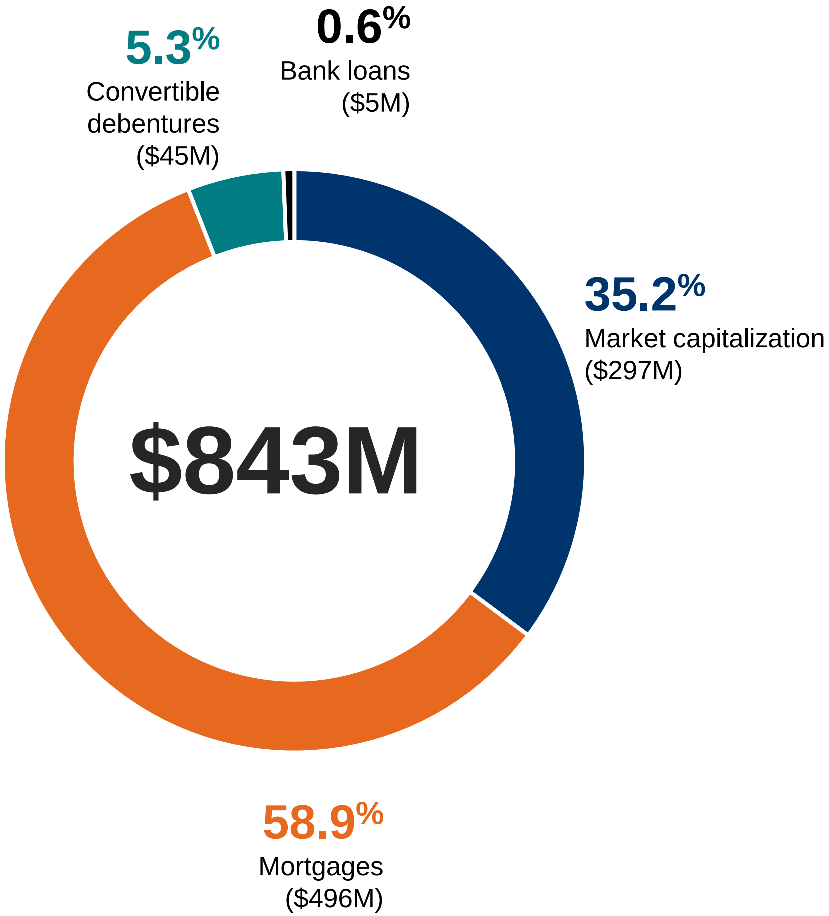
Capital Structure

Enterprise value



Net Debt Breakdown ($M)	Amount	Weighted Avg. Interest Rate	Weighted Avg. Term
Mortgages payable	$496.2	3.53% (1)	4.4 yrs
Convertible debentures	$44.9	6.48%	3.5 yrs
Acquisition credit facility ($50M Capacity)	$5.1	Prime + 168 bps (2)	
Total debt	$546.2	3.78% (3)	
Cash and restricted cash	(19.2)		
Net debt	$527.0		
Gross book value	$944.0		
Net debt / GBV (Incl. convertible debentures)	55.8% (4)		

1. Compared to 3.61% as at September 30 2020, a decrease of 8 bps
2. $15M with BLC at P+325bps and $35M with NB at P+100 bps
3. Weighted average interest rate for the mortgages and the debentures
4. Down 3.6% from December 31,2020 and down 3.9% from September 30, 2020

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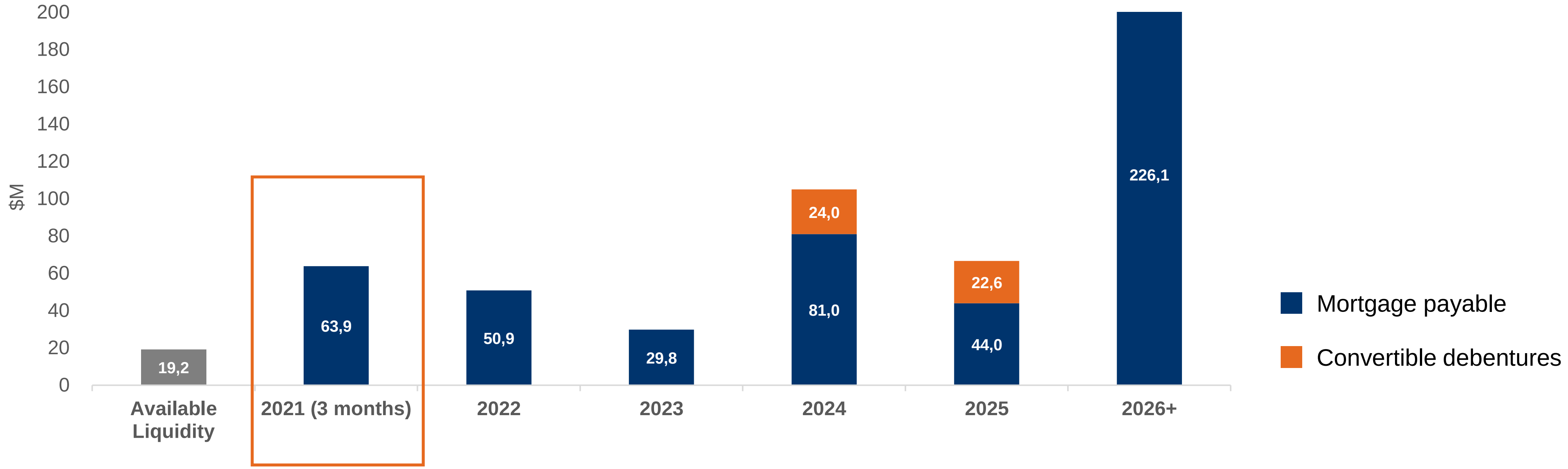
Debt Maturities

On track for the upcoming maturities



Mortgages

- $30M of mortgages due in 2021 refinanced as of October and the negotiation of the remaining debt is being finalized

Debenture

- Debenture Series H have a conversion price @ $3.64.
- $0.8M were converted in Q3 2021 for a total of $7.4M were converted since September 2020.

CLOSING REMARKS

MICHEL LÉONARD
PRESIDENT & CEO