FUND FACTS | SERIES J

# Exposure to a unique and strong performing asset class in the real estate sector.

## Fund Profile Fund Type Mutual Fund Trust Inception Date January 30, 2017 Fund AUM \$133.4 Million<sup>3</sup> Investment Type Income & Growth Asset Class Private Industrial Real Estate Securities Offered Series J Trust Unit Distribution Target 7% per annum⁴ Total Target Return 8 -12% per annum⁴ Minimum Investment \$10,000 in Investor Units (\$7,000 for TFSA accounts) Distribution Frequency Quarterly DRIP Up to 5% discount Eligibility Eligible for exempt plans Dentons LLP Legal Counsel Fund Auditor PwC Redemption Rights Subject to quarterly limits and potential penalties<sup>5</sup>

Since 2017, Durum Industrial (the "Fund") has grown to more than \$133.4 million in assets under management through the strategic acquisition of Western Canadian Industrial real estate. The Fund is uniquely positioned to benefit from demand accelerated by the shift to e-commerce, local production, and strong economic growth across the prairie provinces.

Securities Offered are included in an offering of up to \$100,000,000 of aggregate proceeds through the sale of Series C Trust Units, Series J Trust Units and Series F Trust Units. Key Facts represented are applicable to Series J Trust Units only.

- Please refer to Item 2.2.7 Market Assessment of the Offering
   Memorandum
- Investors should seek advice from their tax advisor regarding their own unique investment situation
- Total assets under management refers to appraised value in the auditeo December 31, 2023, financial statements and year to date property acquisitions at cost
- 4. Distribution and target returns are not guaranteed
- All reference should be made to the Durum Industrial REIT Offering Memorandum dated April 29, 2024
- Total Asset Value and Properties Acquired refers to appraised value reported as of December 31, 2023, plus new acquisitions at cost in 2024

# Why Invest in the Fund

### INFLATION HEDGE POTENTIAL

Real estate is commonly considered an inflation hedge, as replacement costs to build continue to grow

#### INCOME PRODUCING ASSETS<sup>4</sup>

Stable quarterly distributions with a total targeted annual return of 8-12%

### **EXPERIENCED TEAM**

Over 20 years' operating in private market investing and 30+ years in real estate

## HIGH DEMAND FOR INDUSTRIAL

Shift to e-commerce, local production and warehousing continues to drive demand

#### WESTERN CANADIAN ECONOMY

Prairie provinces expected to lead GDP growth in 2024 due to strong commodity markets

#### TAX EFFICIENCY<sup>2</sup>

Durum Industrial distributions may be treated as a return of capital

### MANAGEMENT ALIGNMENT

Management, directors and affiliates have invested over \$12 million into the Fund

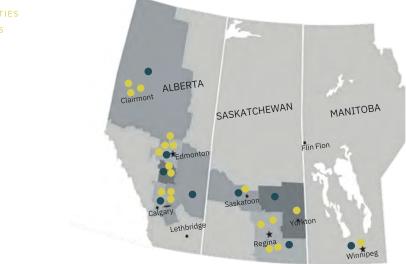
## POTENTIAL PORTFOLIO DIVERSIFICATION

Unique pure-play industrial real estate exposure across the prairie provinces

# **Property Portfolio**

AS OF DECEMBER 31, 20236

PROPERTIES



11 MA

MARKETS IN WESTERN CANADA PROPERTIES ACQUIRED SINCE INCEPTION<sup>6</sup>

\$133.4

MILLION, TOTAL ASSET VALUE<sup>6</sup>

## **TENANT COMPOSITION (%)**



## CAPITALIZATION RATE

6.38%

As of December 31, 2023

Capitalization rate is calculated as net operating income divided by the current market value of the assets.

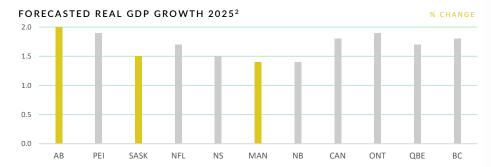


FUND FACTS | SERIES J

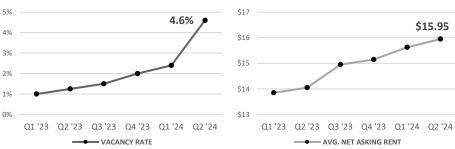
# Exposure to a unique and strong performing asset class in the real estate sector.

# Market Analysis

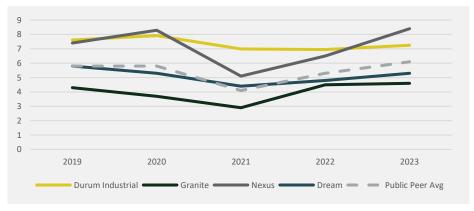
"Alberta's economy grew slightly less than expected last year. With most of the softness behind us, however, this provincial economy is likely to kick into higher gear in 2024 (1.7%). Households and businesses – which took past interest rate hikes in stride – have already amped up spending activity in anticipation of rate cuts." <sup>2</sup>



# NATIONAL INDUSTRIAL FUNDAMENTALS<sup>3</sup>



## DURUM INDUSTRIAL COMPARISON % YIELD HISTORY4



## GENERAL DISCLAIMER

© Dum Capital Inc. The content of this term sheet is provided for informational purposes only, and does not constitute or provide any specific tax, investment, legal, accounting, financial or other advice or service to you, or an offer to invest with Durum. This is not an offering document. Durum does not warrant its accuracy, currency or completeness and shall not be liable in any manner for the information provided, or your use or reliance on it, including any third-party information. Any prospective purchaser of any Durum product will need to be qualified in accordance with applicable securities laws prior to making any purchase. No person has been authorized to give any information or to make any representation not contained in the formal offering and disclosure materials. All Durum investments are speculative and involve the risk that such investment may be lost entirely or in part. The investments discussed on this term sheet may not be suitable for all investors, and their performance is not warranted by Durum, in any way. No regulatory authority has assessed the content of this website, Durum's offering and disclosure materials, or the merits of investment with Durum. The content of this website may contain forward-looking statements or information and available information (which may be incomplete) at the time the statement is made and are subject to inherent risks and uncertainties associated with such assumptions and information. You are cautioned not to place undue reliance on these forward-looking statements or information. Subject further to the Website Terms of Use.

# Management Team Simon Reddish Managing Director of Durum Industrial REIT, by its Administrator, Durum Capital Inc. Ian Mackay General Manager of Durum Industrial Limited Partnership, by its Manager, Durum Capital Inc. ASSETS UNDER MANAGEMENT 1 INVESTED BY MANAGEMENT DIRECTORS & AFFILIATES IN THE REIT YEARS EXPERIENCE IN PRIVATE 20+ MARKET INVESTING INDEPENDENT DIRECTORS ACTING

# The Durum Method

# Buying Right

ON BEHALF OF INVESTORS

Focus on buying properties below replacement cost in markets with opportunity for asset appreciation.

Improvements

Strategic capital expenditures to upgrade building conditions and/ or financial restructuring if required. Active management of capital stack to ensure reasonable cost of debt.

Strategic Relationships

Secure quality tenants and build solid relationships that support the longevity of their business and provide portfolio stability.

- 1. Refers to Durum Capital Inc. as Manager of the REIT
- 2. RBC Economics, Macroeconomic Outlook, June 2024
- 3. CBRE Research, Q2 2024
- 4. Chart created based on internal analysis of industry peers. Information collected from peer websites and financial statements. Investors should be a ware of the risks and limitations with any comparisons to such public counterparts, including: Appraisal-based valuations of private real estate may be subject to (i) smoothing bias and may therefore reflect lower volatility than would the valuation of public securities traded on an exchange (ii) Exempt market securities are generally priced less frequently than securities traded in the public markets which may understate the relative volatility and correlation attributable to those securities; and (iii) Units of the Trust are not listed or posted on any recognized exchange and are further subject to a number