

Nexus Industrial REIT Investor Presentation

“Canada’s next Pure Play Industrial REIT”



Notice to the Reader

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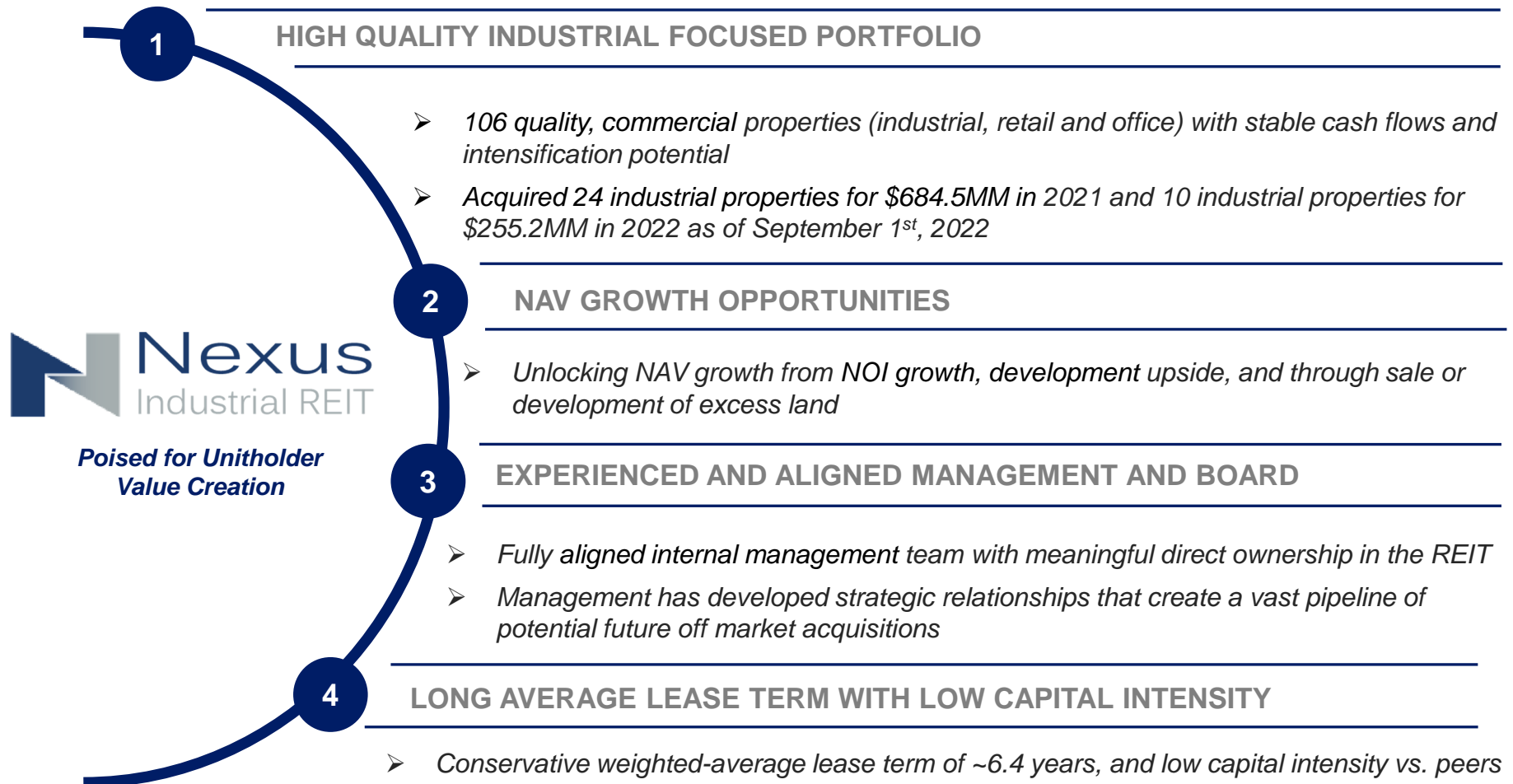
NON – IFRS MEASURES

Included in this presentation are non-IFRS financial measures that should not be construed as an alternative to net income / loss, cash from operating activities or other measures of financial performance calculated in accordance with IFRS and may not be comparable to similar measures as reported by other issuers. Certain additional disclosures for these non-IFRS measures have been incorporated by reference and can be found on page 3 in the REIT's Management's Discussion and Analysis for the year ended December 31, 2021, available on SEDAR at www.sedar.com and on the REIT's website under Investor Relations.

All figures in C\$ unless otherwise noted.

Nexus Industrial REIT Poised For Value Creation

Nexus Industrial REIT (“Nexus” or the “REIT”) is focused on unitholder value creation through the acquisition and ownership of industrial properties across Canada



A Diversified Portfolio With An Industrial Focus

Industrial Portfolio

85% of NOI⁽¹⁾

**Stable Cash Flow, Long-Term Leases,
and Embedded Rent Escalations**

- Provides stability to Nexus as cash flows are stable, long-term, and contain embedded yearly rent escalations
- Properties are crucial and integral to the day-to-day operations of several tenants reducing re-leasing risk
- Majority of Nexus' industrial portfolio is located in high-demand industrial nodes across Canada



Retail Portfolio

10% of NOI⁽¹⁾

**Many Investment Grade, High-Quality
National Tenants Offering Necessity-
Based Products**

- Grocery-anchored retail assets located in the Greater Quebec City and Montreal areas
- Sandalwood Management provides property management services to a significant portion of the retail portfolio
- High-quality tenants such as Shopper's, Dollarama, Metro, National Bank, Super C, Canadian Tire, and SAQ (Quebec's provincial liquor retailer)



Office Portfolio

5% of NOI⁽¹⁾

**Majority of Urban Office Assets
Located in the Downtown Montreal
Core**

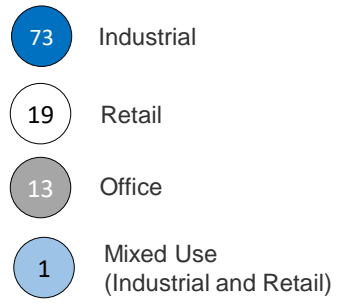
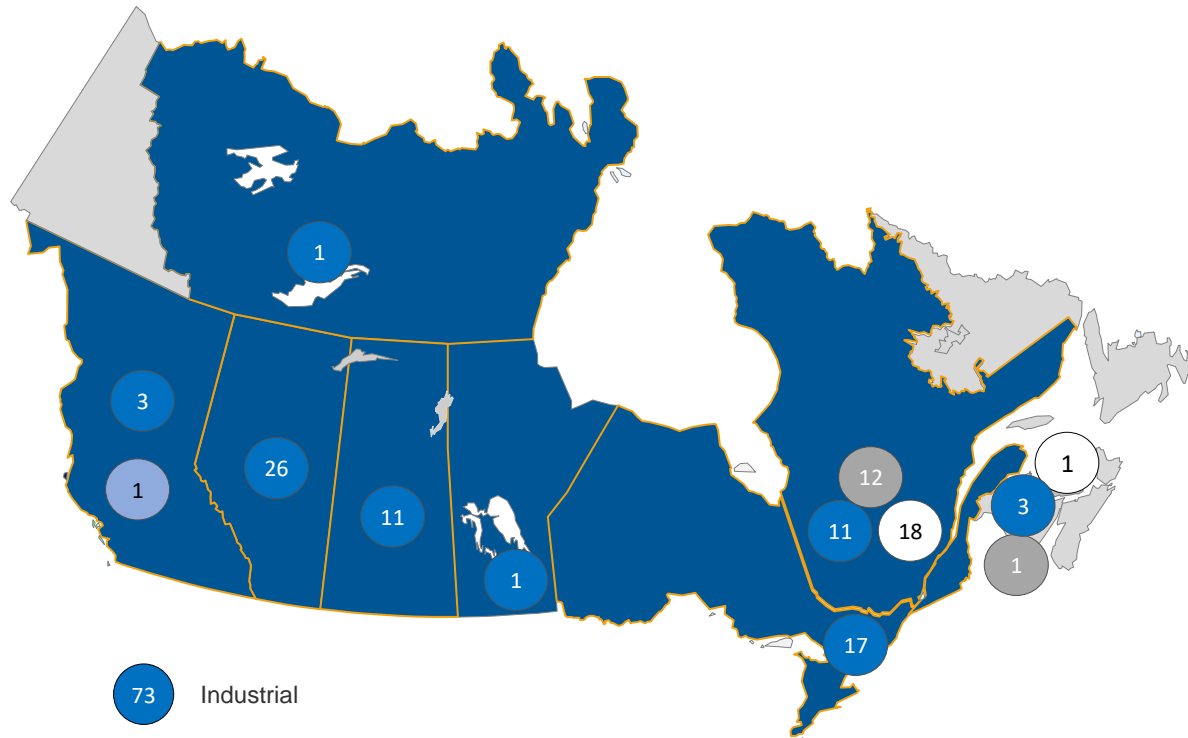
- Tenants include, Sunlife, Xerox, The Notaries of Quebec, Public Works Government and Service Canada
- Concentration of Old Montreal character properties



1. Q2-2022

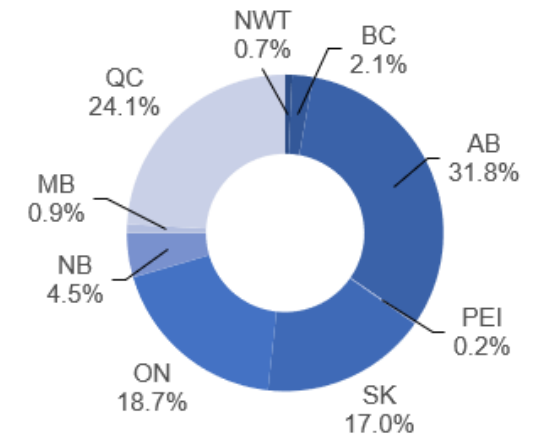
Nationwide Asset Base

106 properties located across Canada

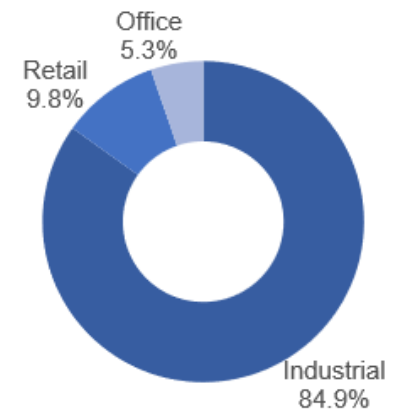


1. Non-IFRS Measure
2. Q2-2022

NOI by Geography (1)(2)

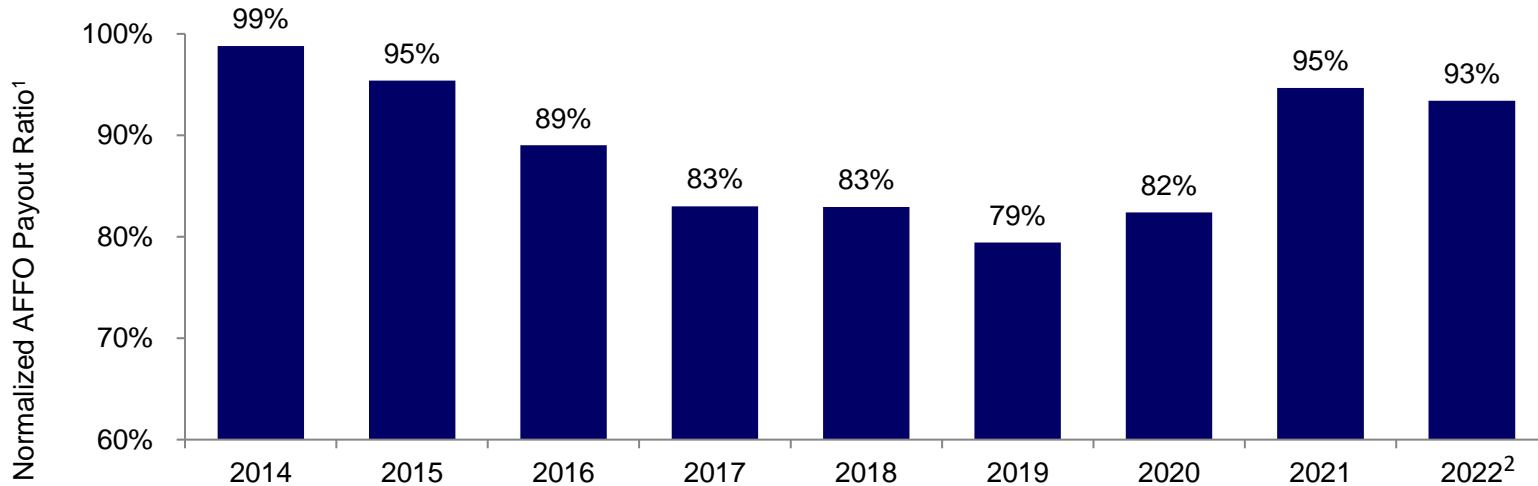


NOI by Asset Class (1)(2)



Demonstrated Track Record of Success

Management has demonstrated its ability to successfully make and integrate accretive acquisitions resulting in an attractive normalized AFFO payout ratio



- The 2021 Normalized AFFO Payout Ratio was impacted by a \$34.9MM equity raise in March 2021, a \$112.1MM equity raise in August 2021 and a \$141MM equity raise in November 2021. It was also impacted a \$103.5MM acquisition completed on April 1st with approximately 65% of the purchase price being settled in units. The cash from these activities was not fully deployed onto planned accretive acquisitions.
- The YTD Q2 2022 Normalized AFFO Payout Ratio was impacted by the 2021 activities listed above. Proforma the deployment of cash, the REIT anticipates its AFFO Payout Ratio will return to the mid to low 80% range.

1. Non-IFRS Measure
2. YTD Q2 2022

Delivering Year Over Year Accretive Growth

- YTD 2022, the REIT has acquired 10 industrial properties for \$255.2MM, and has disposed of 1 retail property in Montreal for \$8.3MM. The REIT has ample liquidity to fund additional industrial acquisitions.
- In 2021, the REIT acquired 24 industrial properties for \$684.5MM, with vendors receiving \$118.5MM in Class B LP Units.

2021 Acquisitions

Date Closed	Province	GLA (at share)	Purchase Price	Capitalization Rate	Highlights
Q1&Q2 2021	8 Ontario Properties 3 Alberta Properties	1,700,000 sf	\$162.3MM		The REIT completed the acquisition of 11 industrial properties in Ontario and Alberta, highlighted by a portfolio of 6 industrial properties in London, Ontario for a purchase price of \$103.5MM. The vendor received \$67MM of the purchase price in Class B LP Units.
Q3 2021	4 Alberta Properties 1 Manitoba Property	710,000 sf	\$95.5MM		The REIT acquired 5 properties in Alberta and Manitoba, highlighted by a portfolio of 2 single-tenant industrial buildings in Calgary, AB and Winnipeg, MB for a purchase price of \$44MM. The vendor received \$15.4MM of the purchase price in Class B LP Units.
Q4 2021	3 Ontario Properties 2 New Brunswick Properties 1 Quebec Property 1 Saskatchewan Property 1 Alberta Property	2,400,000 sf	\$426.7MM		The REIT acquired 8 industrial properties across Canada. On October 1, 2021, the REIT closed on a portfolio of 3 single-tenant distribution centers with long-term leases to Loblaw's and Shoppers Drug Mart for a total purchase price of \$230MM. On December 9, 2021, the REIT closed on a single tenant distribution center in Montreal, QC leased long-term to Sobeys. The purchase price for a 50% interest in this property was \$98MM.
2021 Total	24 Properties	4,810,000 sf	\$684.5MM	5.58%	The REIT has substantially grown assets through unit deals and equity raises. In 2021 vendors received \$118.5MM in units, helping grow the REIT's market cap and preserving cash for future deals.



2022 YTD Acquisitions

Date Closed	City	GLA (at share)	Purchase Price	Cap Rate	Highlights
January 12, 2022	Regina, SK	180,000 sf	\$28MM		Acquired a large bay multi-tenant industrial building in Regina, SK with long-term leases to strong credit tenants. The property includes 21 acres of excess land where the REIT is planning on developing a new distribution center.
February 2, 2022	Mascouche, QC	101,000 sf	\$28.9MM		The REIT acquired a brand new single-tenant industrial distribution center leased to St Hubert, with a long-term lease commencing on the acquisition date.
February 8, 2022	Edmonton, AB	210,000 sf	\$38.2MM		Acquired a single-tenant distribution center in Edmonton, AB. The location was built in 2016 and is leased to Acropolis Warehousing.
February 22, 2022	2 Properties in Edmonton, AB	556,000 sf	\$91MM		Acquired two single-tenant industrial buildings in Edmonton, AB. Both have long-term leases in place to a strong covenant logistics tenant.
March 1, 2022	Edmonton, AB	72,000 sf	\$14.6MM		Acquired a multi-tenant industrial property in Edmonton, AB. The location was built in 2007 and the major tenant is Lee Valley Tools.
March 1, 2022	3 Properties in London, ON	342,000 sf	\$35.7MM		Acquired three industrial buildings in London, ON. \$22.3MM of the purchase price was satisfied by the issuance of Class B LP Units.
July 11, 2022	Quebec City, QC	94,000 sf	\$18.9MM		Acquired a single tenant industrial building in Quebec City, QC. The property has a long-term lease in place with Corbec Inc that does not expire until 2041.
Total Closed Deals	10 Properties	1,555,000 sf	\$255.2MM	5.2%	The REIT has closed on the acquisitions of 10 industrial properties as of September 1, 2022.

Value Creation - Richmond, BC

Overview

- Mixed-use asset (consisting of 2 buildings) in Richmond, BC purchased for \$57.4MM in April 2018.
- Appraised at ~\$80MM (March 2018), and \$120MM to \$136MM (Q3 2021) highlighting the significant inherent value of the property; offering significant NAV growth.
- Repurposing of the front building to a multi-tenant sports facility announced March 12, 2020, with two new leases signed at \$33 and \$34.25 psf net rent. This is expected to be completed in July 2022 providing \$165,000/month of NOI.
- Additional value creation with ~74,000 sq ft of additional GLA is currently being planned. Expected value creation of ~\$16-\$20MM.

Key Transaction Highlights

- 1** *Off-market transaction, sourced through Nexus' long-standing relationship with the vendor*
- 2** *Attractive risk-return development profile, with high inherent value in the property*

Redevelopment Value Creation Underway



Purchase Price	\$57.4MM
Acquisition Cap Rate	6.50%
In-Place NOI	\$3.1MM
Development Investment	\$6.1MM
Post-Development NOI	\$5.1MM
Stabilized Cap Rate	4.00%
Stabilized Property Value	\$128MM

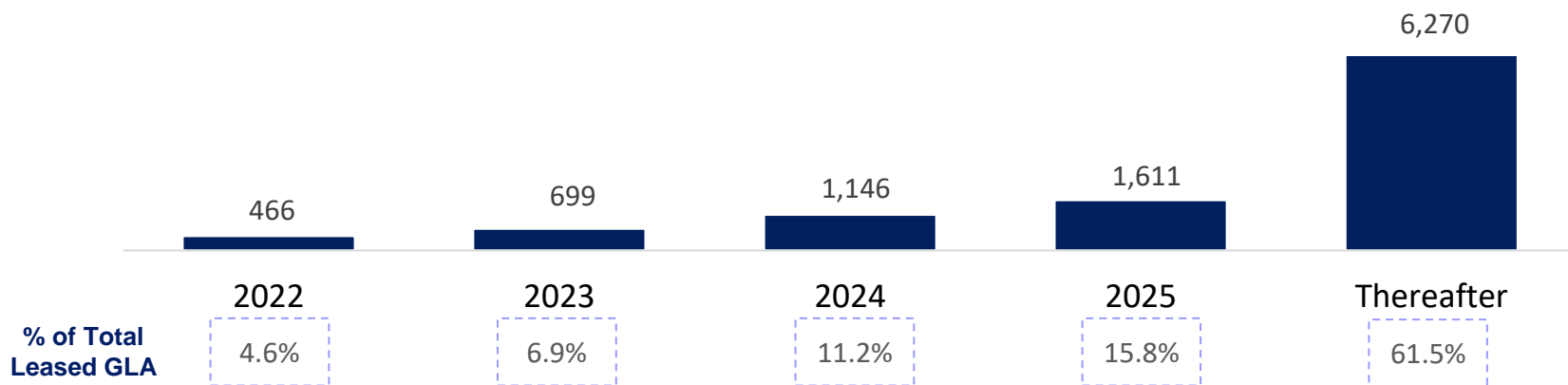
Unitholder Value Created ~\$32MM¹

¹ Pursuant to a development management agreement which the REIT has entered into, value creation will be split with the vendor of the property, which has sourced the new tenants and is managing the development on behalf of the REIT.

Lease Expiries and Occupancy

Lease Expiry Schedule (Square Feet, '000s) at June 30, 2022

Weighted Average Lease Term of ~6.4 Years



Occupancy by Asset Class at June 30, 2022

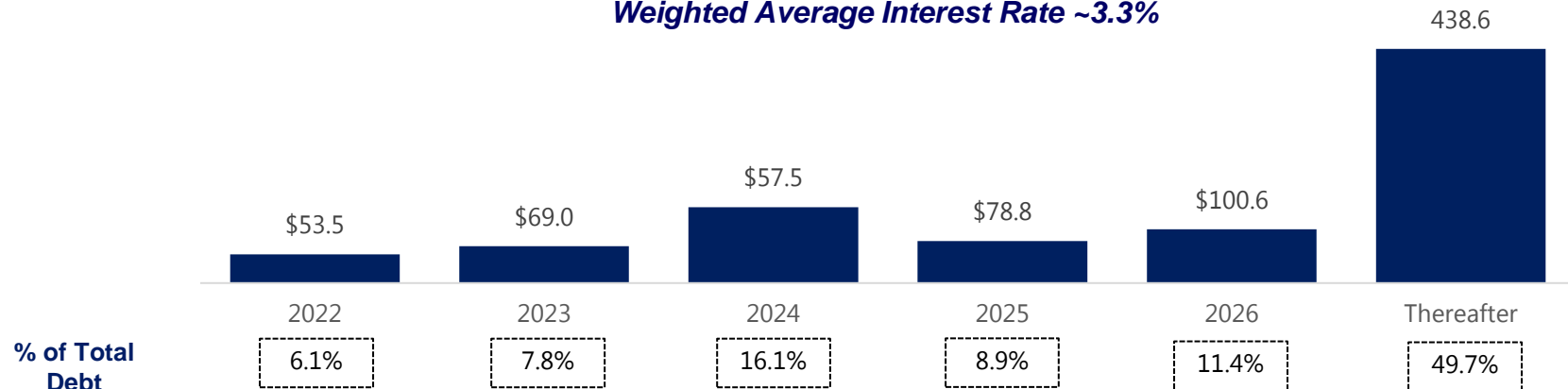
	GLA (at share)	Occupancy
Industrial	8,598,868	98.4%
Retail	1,416,400	91.3%
Office	526,486	83.2%
Total	10,541,754	96.7%



Liquidity & Debt Maturities

Debt Repayment Schedule (\$MM) as at June 30, 2022

Weighted Average Term to Maturity ~6.7 Years
Weighted Average Interest Rate ~3.3%



Liquidity

- As at June 30, 2022, the REIT had \$8.1MM of cash, and ~\$150MM of properties which were unencumbered.
- Sufficient liquidity to complete the acquisitions of properties under contract and additional industrial acquisitions in 2022.
- No significant near-term mortgage maturities and expectation is that maturing mortgages will be refinanced on reasonable terms.

Benefiting from a Strategic Investor and Partner



Overview:

- Privately held real estate investment and asset management firm
- Indirectly owns ~6% of the REIT's outstanding units

Founded:

- 1996

Experience in Real Estate:

- *Invests in office, retail, industrial, multi-family and seniors housing properties in the major Canadian markets as well as mortgages and CMBS*
- *Has invested in over \$15B of commercial mortgages*

Headquarters:

- Toronto, ON

Other:

- Canada's first and largest investor in non-investment grade CMBS
- Acquired an entity to form RFA Bank of Canada

Development Opportunity:

- The REIT has partnered with RFA on a planned industrial development in Hamilton ON.

Strategic partnership to provide pipeline for accretive growth

Leadership Team

Management Team

Name	Title	Experience
Kelly Hanczyk	CEO	<ul style="list-style-type: none"> Former CEO and Trustee of TransGlobe Apartment REIT Extensive experience in all disciplines of industrial, commercial and residential real estate
Robert Chiasson	CFO	<ul style="list-style-type: none"> Former Corporate Controller of InStorage REIT Former Director of Accounting and Finance of Samuel Manu-Tech Obtained the CPA, CA designation while articling at KPMG

Board of Trustees

Name	Experience
Ben Rodney	<ul style="list-style-type: none"> Chairman of the Board Principal and Managing Partner of RFA Capital Chair of Artis REIT Board of Trustees
Floriana Cipollone	<ul style="list-style-type: none"> Vice President and Chief Financial Officer of MCAN Mortgage Corp Director at Minto Group Inc Former Chief Financial Officer of Plaza Retail REIT and Charter REIT
Brad Cutsey	<ul style="list-style-type: none"> President of InterRent REIT Former Managing Director, Real Estate Investment Banking at Dundee Capital Markets
Justine Delisle	<ul style="list-style-type: none"> Partner with Richter Formerly held senior positions within the Family Account Management and audit services at Richter
Louie DiNunzio	<ul style="list-style-type: none"> Senior Vice President, Investments at Cadillac Fairview Former Director of WPT REIT Formerly held senior positions within the investment banking industry at both BMO Nesbitt Burns Inc. and Merrill Lynch Canada.
Kelly Hanczyk	<ul style="list-style-type: none"> See Bio under Management Team

Favourable Pricing Metrics

	Last Price ⁽¹⁾	Units O/S	Market Cap ⁽²⁾	Distribution	Current Yield	FFO 2022E	Price / FFO 2022E	AFFO 2022E	Price / AFFO 2022E	NAV	Prem./Disc. to NAV
Nexus Industrial REIT	\$ 9.72	79.2	\$ 770	\$ 0.64	6.58%	\$ 0.82	11.9x	\$ 0.72	13.5x	\$ 12.30	-21.0%
Industrial REITs											
Dream Industrial REIT	\$ 11.83	273.8	\$ 3,239	\$ 0.70	5.92%	\$ 0.88	13.4x	\$ 0.79	15.0x	\$ 15.53	-23.8%
Granite REIT	\$ 73.30	65.4	\$ 4,795	\$ 3.10	4.23%	\$ 4.32	17.0x	\$ 3.99	18.4x	\$ 90.73	-19.2%
Summit Industrial REIT	\$ 18.36	189.9	\$ 3,487	\$ 0.58	3.16%	\$ 0.76	24.2x	\$ 0.67	27.4x	\$ 19.79	-7.2%
Weighted Industrial Average					4.38%		18.2x		20.2x		-16.9%

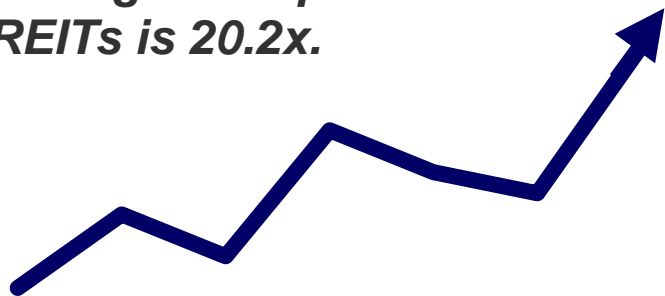
- Nexus currently has an approximately 85% industrial weighting.
- Nexus trades at a 13.5x multiple of 2022 analyst consensus AFFO per unit as compared to an average of 20.4x for its industrial REIT peers.⁽³⁾
- Current valuation provides substantial trading price upside as Nexus continues moving towards becoming a pure play industrial REIT.

1. Based on trading price as at May 18, 2022
2. Millions of Dollars
3. Non-IFRS Measure

Key Takeaways

Nexus provides investors the opportunity to participate in early growth stages of an industrial vehicle that acquires and operates quality real estate assets across Canada at a valuation that represents a significant discount compared to industrial REITs.

At the recent \$9.72 trading price, the REIT's units are trading at a 13.5x multiple of 2022E AFFO per unit¹. The average multiple for industrial REITs is 20.2x.



1. Non-IFRS Measure

1. Robust pipeline of industrial acquisition opportunities combined with opportunity to add significant GLA to existing assets in the South Western Ontario, Regina and Calgary markets
2. Opportunity for multiple expansion, with the REIT trading at roughly half of industrial multiples on a portfolio that is 84.9% industrial by NOI.
3. The REIT has access to ample liquidity
4. Attractive current distribution yield at ~6.6%
5. Conservative capital structure with Debt to Assets less than 50%
6. AFFO payout is expected to drop towards the mid to low 80% level in 2022¹
7. Significant development opportunities across the portfolio
8. ~74,000 sf addition at Richmond, BC has the potential to create ~\$16MM-\$20MM in value
9. Strong historical performance with consistent AFFO per unit and NOI growth



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