Consolidating Canada's Automotive Dealership Properties

Investor Presentation

AUGUST 2023

Automotive Properties REIT™

Disclaimer

Automotive Properties REIT™

FORWARD-LOOKING STATEMENTS

Certain statements contained in this presentation constitute forward-looking information within the meaning of applicable securities legislation. Forward-looking information may relate to the REIT's future outlook and anticipated events or results and may include statements regarding the financial position, business strategy, budgets, litigation, projected costs, capital expenditures, financial results, taxes, plans and objectives of or involving the REIT. Particularly, statements regarding future results, performance, achievements, prospects or opportunities for the REIT or the real estate or automotive dealership industry are forward-looking statements. The REIT has based these forward-looking statements on factors and assumptions about future events and financial trends that it believes may affect its financial condition, results of operations, business strategy and financial needs, including that the Canadian economy will remain stable over the next 12 months, that tax laws remain unchanged, that conditions within the automotive dealership real estate industry and the automotive dealership industry generally, including competition for acquisitions, will be consistent with the current climate, that the Canadian capital markets will provide the REIT with access to equity and/or debt at reasonable rates when required and that the Dilawri Organization will continue its involvement with the REIT. Although the forward-looking statements contained in this presentation are based upon assumptions that management believes are reasonable based on information currently available to management, there can be no assurance that actual results will be consistent with these forward-looking statements. Forward-looking statements necessarily involve known and unknown risks and uncertainties, many of which are beyond the REIT's control, that may cause the REIT's or the industry's actual results, performance, achievements, prospects and opportunities in future periods to differ materially from those expressed or implied by such forward-looking statements. The forward-looking statements made in this presentation relate only to events or information as of the date of this presentation. Except as required by law, the REIT and Dilawri undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. Please refer to "Forward-Looking Statements" in the REIT's regulatory filings.

NON-IFRS MEASURES

This presentation makes reference to certain non-IFRS measures. Funds from operations (''FFO''), adjusted funds from operations (''AFFO''), net operating income (''NOI''), cash net operating income (''Cash NOI'') and Same Property cash operating income ("Same Property Cash NOI") are key measures of performance used by management and real estate businesses. However, such measures are not defined by IFRS and do not have standardized meanings prescribed by IFRS. The REIT believes that AFFO is a key measure of economic earnings performance and is indicative of the REIT's ability to pay distributions from earnings, while FFO, NOI and Cash NOI are important measures of operating performance and the performance of real estate properties. The IFRS measurement most directly comparable to FFO, AFFO, NOI and Cash NOI is net income. Please refer to "Non-IFRS Measures" in the REIT's regulatory filings.

Vision

To be the net lease real estate partner of choice for the automotive service and retail community

Mission

Invest in premier properties in growing metropolitan markets to deliver durable and growing cash flow underpinned by long-term real estate appreciation

Capital Market Profile (TSX: APR.UN)

Automotive Properties REIT

Recent price: $10.69 [1]

Market capitalization:

$524 million [1]

REIT Units: 39.73 million

Class B Units: 9.33 million

Investment properties:

$1.18 billion [2]

Total return:

IPO to August 15, 2023: 112.5% [3]

Annualized distribution	Yield [1]	Debt to GBV [2]	LTM AFFO Payout Ratio [2]	2022 tax treatment	
$0.804 / unit	~ 7.5%	45.1%	89.7%	38% Return of Capital 51% Interest Income 11% Capital Gain	**Internally Managed**

Analyst coverage

BMO, Canaccord Genuity, Cormark Securities Inc., Desjardins, iA Capital Markets, Laurentian Bank Securities, National Bank Financial Markets, Raymond James, RBC, Scotiabank, TD Securities

1. As at August 30, 2023 (market capitalization includes Class B Units) 2. As at June 30, 2023 3. Including reinvested dividends

Essential Retail on Prime Urban Land

- Tripled assets from < $400 million to ~ $1.2 billion since 2015 IPO
- Prime urban properties supported by GDP and population growth, intensification, and higher and better use scenarios

77
income-producing properties

249 acres
of commercially-zoned urban real estate

2.9 million
square feet of Gross Leasable Area ("GLA")

~ 80%
exposure to VECTOM markets

2021 CMA Population

Montreal	4,291,732
Ottawa	1,488,307
Toronto	6,202,225
Calgary	1,481,806
Edmonton	1,418,118
Vancouver	2,642,825

Source: Statistics Canada. 2023. Census Profile. 2021

Quality Tenants

- Long-term triple net leases with multi dealership indemnification and Tesla
- Defensive income (100% occupancy / no bad debt write-offs) supported by underlying land value appreciation
- Embedded growth with contractual annual set or CPI-linked escalations

DILAWRI – CANADA'S LARGEST AUTOMOTIVE GROUP

- 80 automotive dealerships, representing ~37 brands
- Presence in QC, ON, SK, AB, BC, and United States
- APR has the first right to acquire from Dilawri development and acquisition pipeline

Tesla

- Leading global electric vehicle maker with largest market capitalization of any automotive company
- Nasdaq: TSLA

AutoCanada

- 83 automotive dealerships, representing ~28 brands
- Presence in NS, NB, QC, ON, MB, SK, AB, BC, and United States
- TSX: ACQ

LITHIA MOTORS, INC.

- One of the largest automotive dealership groups in North America, with more than 300 locations
- Acquired Pfaff Automotive Partners in August 2021 to enter Canadian market
- NYSE: LAD

MIERINS AUTOMOTIVE GROUP (Alpha Auto Group)

- 16 automotive dealerships, representing ~10 brands
- Presence in ON and United States

goAuto

- 60+ automotive dealerships, representing ~28 brands
- Presence in ON, AB, BC, NWT

Groupe Olivier Capital

Operated by: **GROUPE OLIVIER**

- 25 automotive dealerships, representing ~10 brands
- Presence in QC, NB

*Data based on publicly available information (August 2023)

Essential Automotive Service & Retail

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Essential Retail - Automotive Dealership Industry

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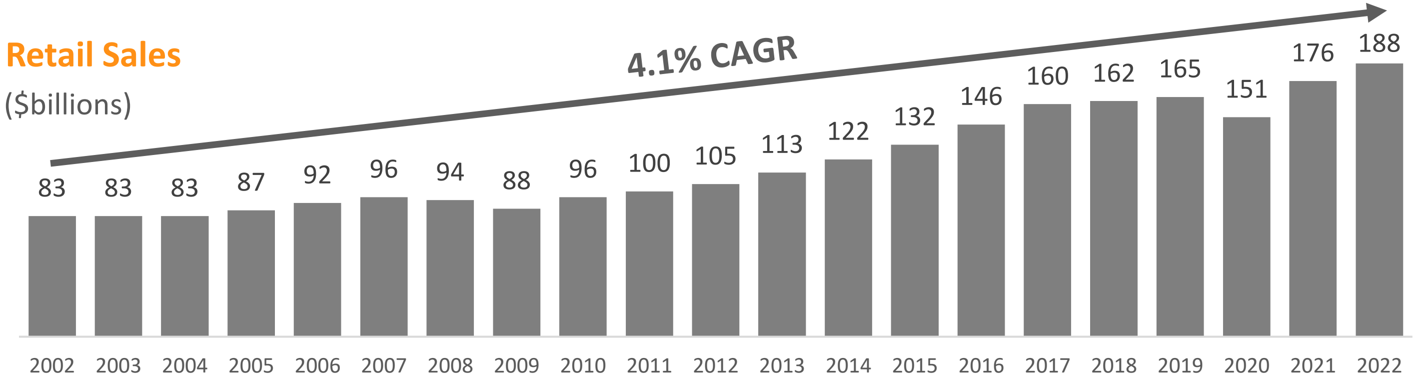

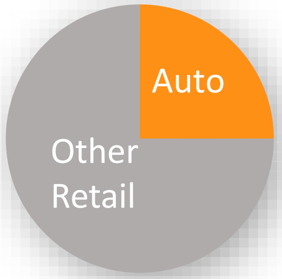

~25%

Auto industry's proportion of Canada's overall retail sales of products and merchandise in 2022

Automotive dealership retail sales include 4 revenue / profit centres

1. **Parts, service and repair**
2. **Finance and Insurance**
3. **New vehicle sales**
4. **Used vehicle sales**

New vehicle unit sales in Canada in 2022

1.58 Million

~5.9% decrease from 2021 levels

Supply chain constraints impacted sales volumes

Canadian new light vehicle sales increased 7.6% year-over-year in the first half of 2023, reflecting continued consumer demand for new vehicles

(Source: DesRosiers Automotive Consultants Inc.)

THE AUTOMOTIVE RETAIL SALES INDUSTRY IS CANADA'S LARGEST RETAIL SEGMENT

Source: Statistics Canada, except for DesRosiers Automotive Consultants data as indicated

Strong Auto Dealership Performance

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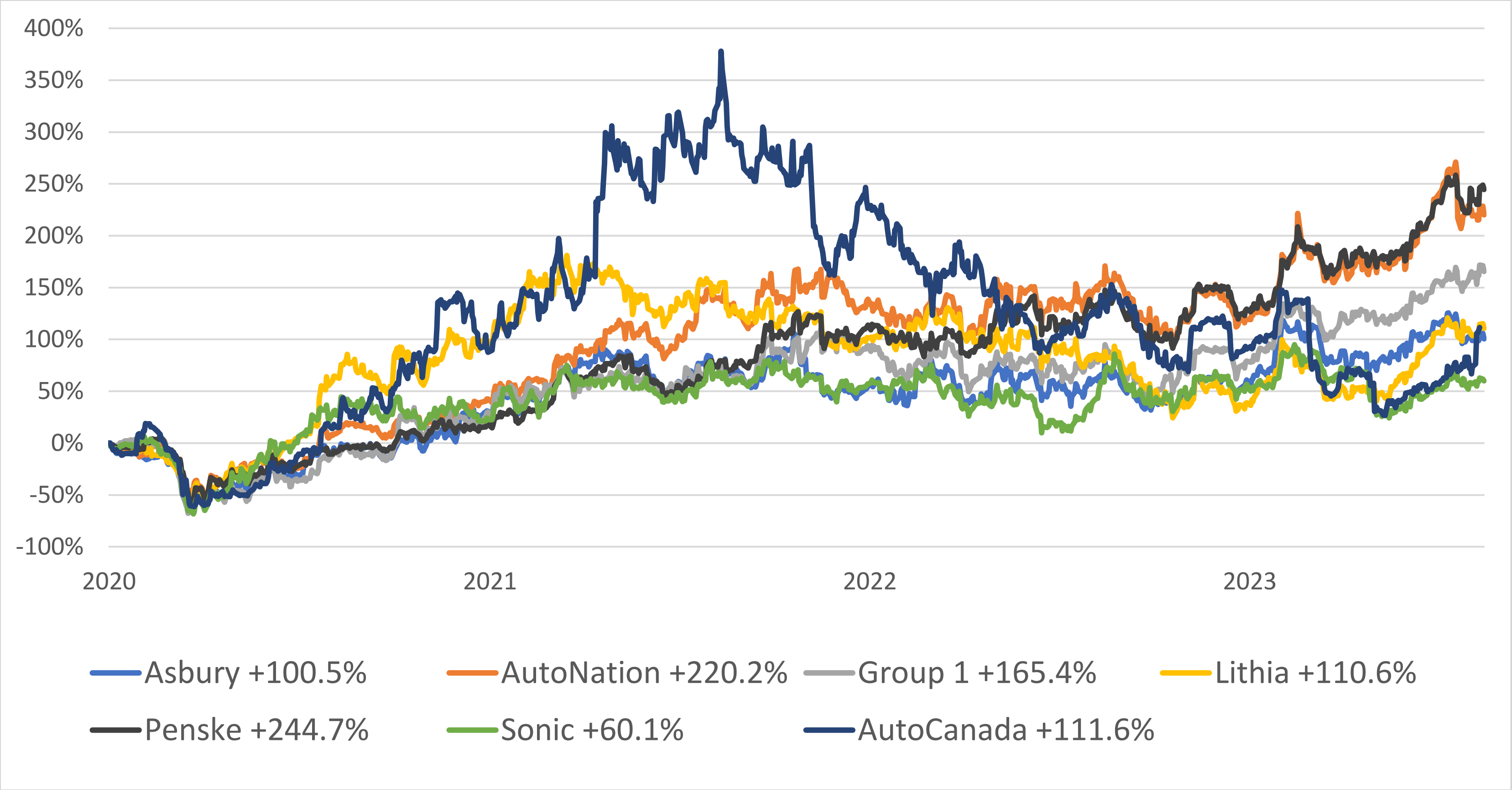
Stock Performance (December 31, 2019 to August 15, 2023)

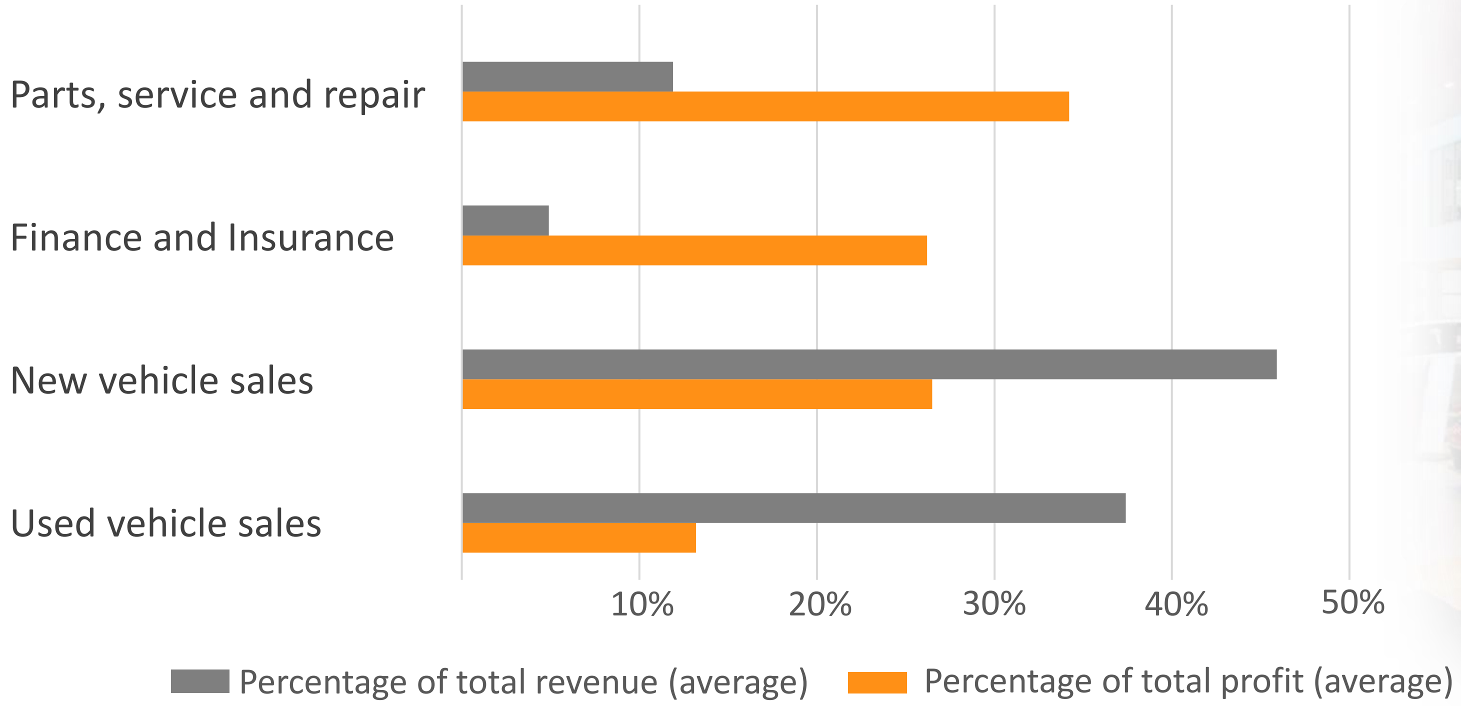


- Many dealers generating record earnings
  - Rapid cost reduction achieved due to high variable cost component
- Profit margins per unit sold being enhanced through:
  - Technological improvements / enhanced e-commerce offerings and curbside pick-up for sales & service
  - Reduced headcounts
  - Lower SG&A costs
- Supply chain constraints impacted new vehicle sales in 2022, with some easing in 2023

THE AUTOMOTIVE DEALERSHIP INDUSTRY IS HIGHLY RESILIENT AND RESPONDED EFFECTIVELY TO THE DISRUPTION CAUSED BY THE PANDEMIC

Automotive Dealership Group Profit Centres

Average revenue / profit % contribution per business segment for major North American automotive dealership groups[1]

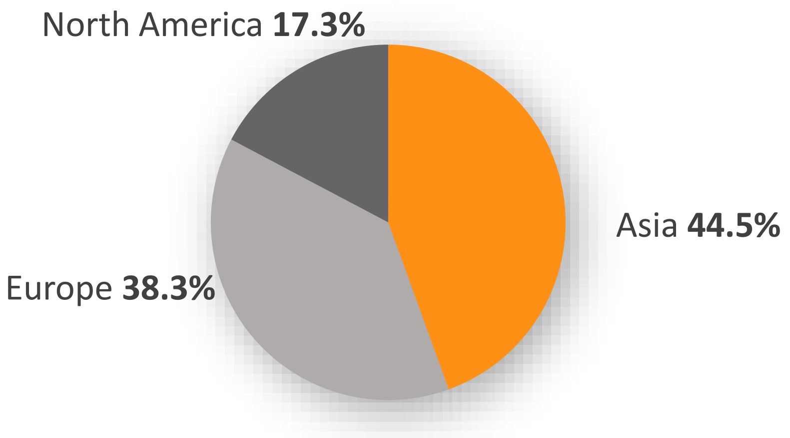


(1) Chart data is derived from the public disclosure of Asbury Automotive, AutoCanada, AutoNation, Group 1 Automotive, Lithia, Penske Automotive and Sonic Automotive. The data reflects the average revenue and profit contributions from 2021 and 2022

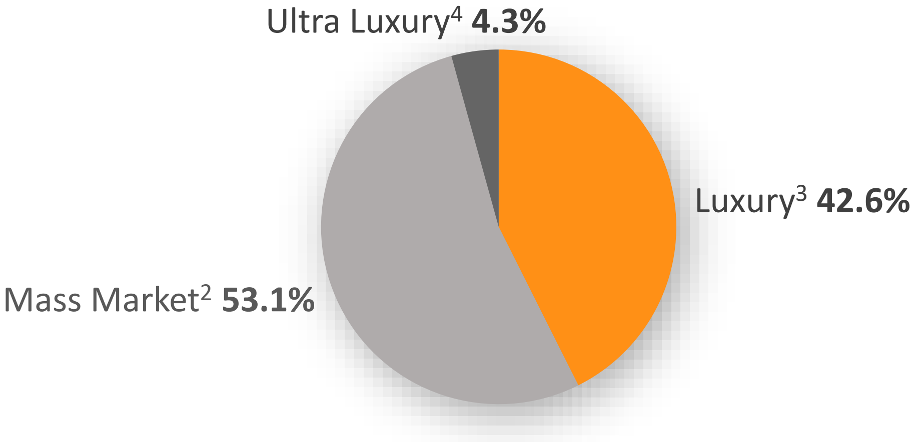
SIGNIFICANT MAJORITY OF PROFITS ARE GENERATED FROM REVENUE SOURCES OTHER THAN NEW CAR SALES

Manufacturer / Brand Diversification

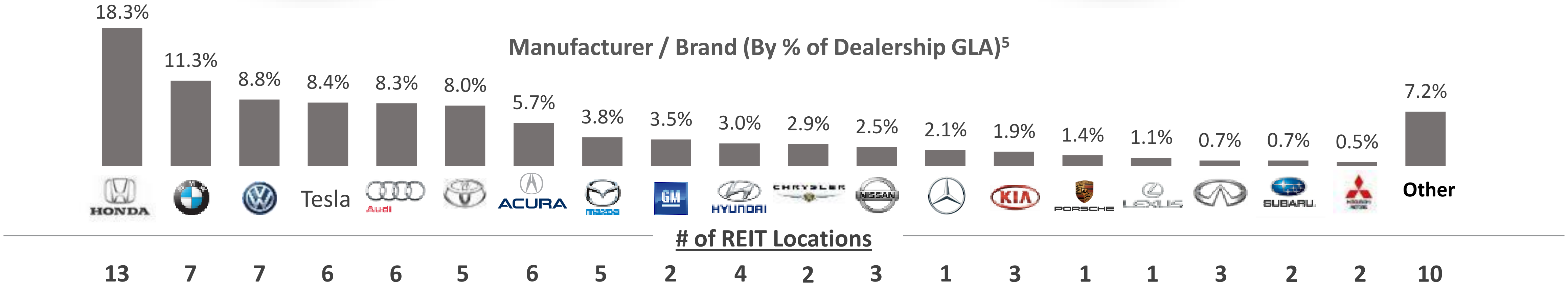
Manufacturers by Region
(% of Base Rent from Dealership Properties)[1]



Brands by Market Segment
(% of Base Rent from Dealership Properties)[1]



Manufacturer / Brand (By % of Dealership GLA)[5]



(1) As at Dec. 31, 2022
(2) Mass Market segment includes: Chrysler, Ford (including Lincoln), General Motors, Kia, Nissan (including Nissan Infiniti), Honda, Hyundai, Mazda, Mitsubishi, Subaru, Toyota and Volkswagen
(3) Luxury segment includes: Acura, Audi, BMW, Infiniti, Lexus, Mercedes-Benz and Tesla
(4) Ultra-Luxury segment includes: Aston Martin, Bentley, Jaguar, Lamborghini, Land Rover, Porsche, Maserati and McLaren
(5) As at June 30, 2023

Automotive Industry Developments & Evolution

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- New entrants from Asia entering NA market
- Consumer buying habits being met by enhanced dealership e-commerce offerings and curbside pick-up and service
- Electric vehicles – low penetration, but gradually increasing
  - EV registrations comprised 5.6% of new U.S. light vehicle registrations in 2022, compared to 3.1% in 2021 [1]
  - Implication on dealer infrastructure
- Automated vs. autonomous
  - Automated – safety / technology expected to be regulated
  - Autonomous – cultural shift
- Other influencers
  - Ride Sharing Platforms – Uber, Lyft

(1) Source: Experian

INCREASING INDUSTRY DEMAND FOR LIMITED AUTOMOTIVE PROPERTIES SUPPLY

Stability & Performance

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Stable Growth Platform

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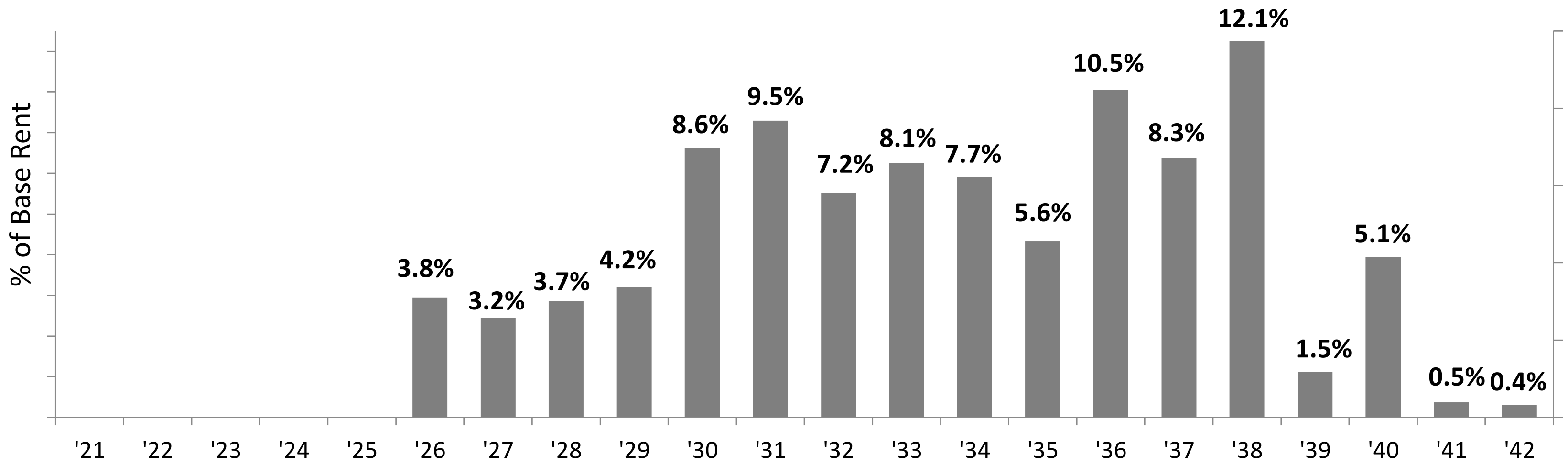
5.3 years Weighted average interest rate swap term and mortgage remaining[1]	**4.18%** Weighted average fixed interest rate on debt[1]	**91%** Portion of total debt at fixed interest rates[1]	**~ 80%** exposure to VECTOM markets[1]
10.3 years Weighted average lease term[1]	**2.4%** Q2 2023 Same Property Cash NOI growth	**100%** Effective occupancy	**45.1%** Debt to GBV [1]

1) As at June 30, 2023.

Strong Leasing Profile[1]

- Triple-net leases with weighted average term of 10.3 years
- Leases are indemnified by multi-brand, multi-location operators / OEM (e.g. AutoCanada, Dilawri Group, Go Auto, Lithia Motors, and Tesla)
- Fixed 1.5% annual rent escalator for the 36 Dilawri properties over the next 2.9 – 16.5 years
- For 2024, leases with uncapped CPI-related adjustments will represent ~26% of base rent, and an additional 10% of leases will be subject to capped CPI-related adjustments

Lease Maturity Schedule[2]



(1) As at June 30, 2023
(2) Based on 12-month rolling average as at June 30, 2023

RELIABLE LONG-TERM CASH FLOW, WITH CONTRACTED, LONG-TERM RENTAL INCOME GROWTH

Debt Strategy

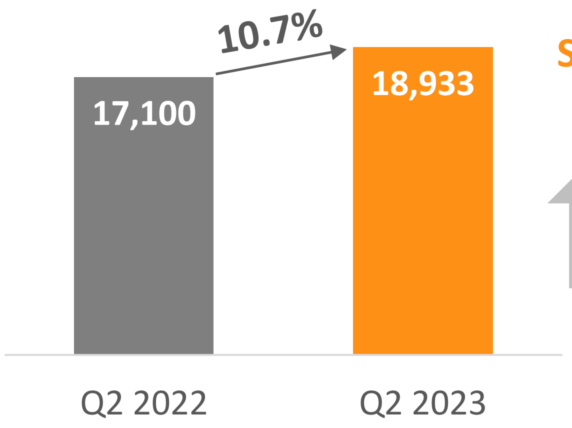
- 91% of debt fixed through swaps and mortgages
- Flexible financing structure (ability to expand, rotate assets and repay or renew)
- Strong support from diversified lender base

At June 30, 2023 ($000s)	Maturity	Principal Amount	Effective Fixed Rate of Interest	Amount withdrawn against Revolving Credit Facility	Repayment
Facility 1	June 2027	$260,286	4.34%	$22,000 of $30,000	Open
Facility 2	January 2025	$83,446	3.65%	$0 of $15,000	Open
Facility 3	June 2026	$166,459	4.33%	$0 of $40,000	Open
Mortgages	Multiple	$31,722	3.52%	n/a	Closed
Total/Weighted Average:		**$541,913**	**4.18%**	**$22,000 of $85,000**	

- As at June 30, 2023, the REIT had cash on hand of ~$0.5 million, undrawn revolving credit facilities of $62.4 million and five unencumbered properties valued at ~$69.7 million
  - $67.7 million of undrawn credit revolving facilities and five unencumbered properties valued at ~$69.7 million as at August 14, 2023
- With interest rate swaps, weighted average term to maturity is approximately 5.3 years as at June 30, 2023
- Debt to GBV of 45.1% as at June 30, 2023

Q2 2023 Financial Review

Cash NOI ($000s)



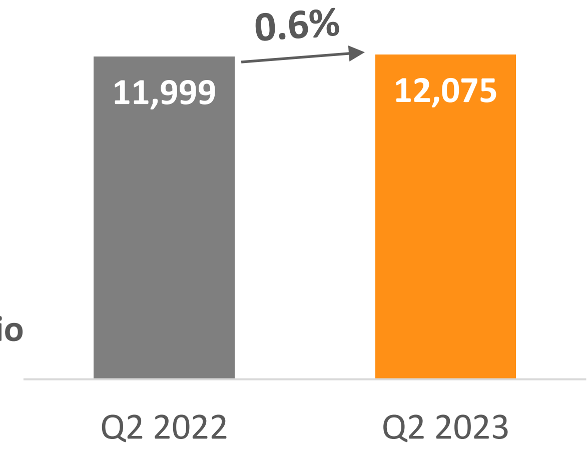
Same Property Cash NOI

2.4%

FFO ($000s)

$0.241 per Unit (diluted)

83.4% Payout Ratio



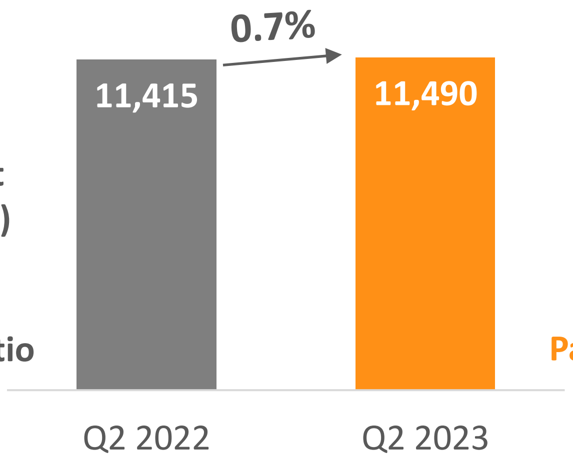
$0.241 per Unit (diluted)

83.4% Payout Ratio

AFFO ($000s)

$0.229 per Unit (diluted)

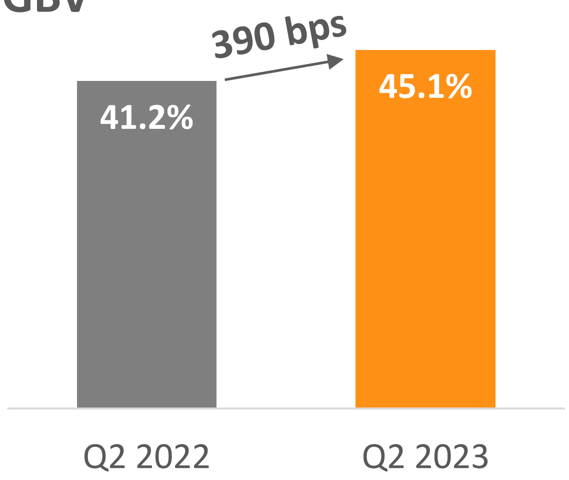
87.8% Payout Ratio



$0.230 per Unit (diluted)

87.4% Payout Ratio

Debt to GBV



Increase reflects deployment of ~$106.6 million on acquisitions since Q2 2022

First Half 2023 Financial Review

($000s, except per unit amounts and payout ratios)	Six months ended June 30, 2023	Six months ended June 30, 2022	Variance
Revenue from investment properties	**$ 45,815**	$ 41,269	**11.0%**
Cash NOI	**37,814**	34,040	**11.1%**
Same property Cash NOI[1]	**33,140**	32,367	**2.4%**
FFO	**24,104**	23,947	**0.7%**
AFFO	**22,899**	22,776	**0.5%**
Per Unit Amounts / Payout Ratios			
Distributions	**$ 0.402**	$ 0.402	--
FFO (diluted)	**0.482**	0.481	**0.001**
AFFO (diluted)	**0.458**	0.458	--
FFO payout ratio	**83.6%**	83.6%	--
AFFO payout ratio	**87.8%**	87.8%	--

Growth

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Portfolio Diversification & Growth

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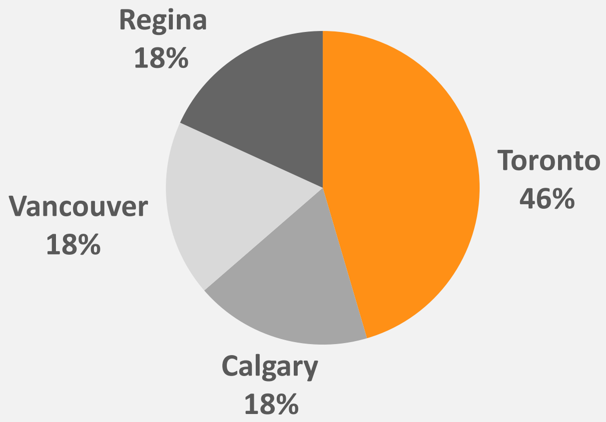
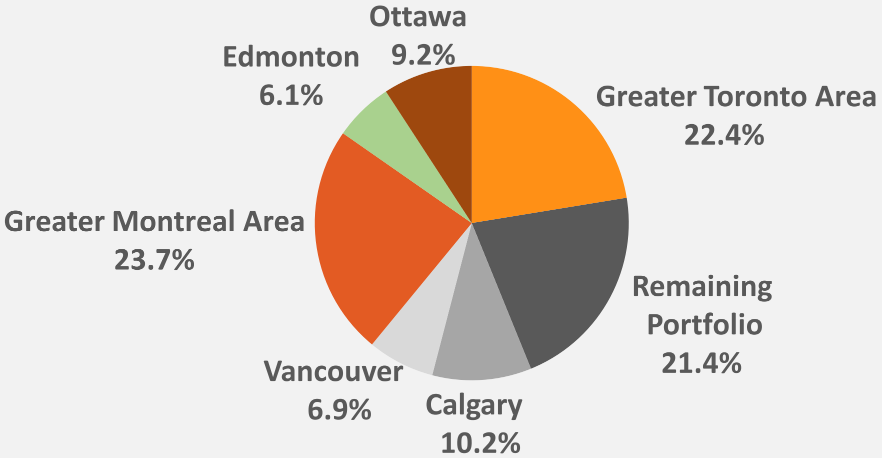
At July 2015 IPO

Current

Markets > (By GLA)





Tenants > Base Rent

Dilawri 100%

Dilawri 53.7%

Investment Properties > $357.6 million → **$1.18 billion[1]**

Market capitalization > $180.0 million → **$577 million[2]**

(1) As at June 30, 2023
(2) As at August 15, 2023 (Includes Class B units)

Acquisition Growth (July 2015 IPO to Present)

Automotive Properties REIT™

- **53** properties acquired / four property expansions / two property divestitures
- **~$702 million** deployed
- Added **~1.9 million** square feet of **GLA** to portfolio
- Acquisitions indirectly funded by **six fully-subscribed equity offerings** totaling **~$409.5 million**
- Increased **brand, geographic** and **tenant** diversification
- Enhanced **capital market liquidity**
- Focused on **AFFO per Unit growth**

2023 Acquisitions

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January: acquisition of **six properties** in Quebec (four in GMA / two in Sorel Tracy) from separate third parties for aggregate purchase price of **$98.5 million**

- Affiliates of **Groupe Olivier Capital** are the operating tenants
  - long-term, triple-net leases with **contractual annual rent increases** linked to CPI in Quebec, and no less than 1.5%, after year one
  - **weighted average term ~16 years** / indemnified by Groupe Olivier

187,421 sq. ft. of GLA / 21.7 acres

Chomedey Toyota (Laval)	Hamel Honda (St. Eustache)	Honda St. Rose (Laval)
Mazda de Laval (Laval)	Hyundai Sorel (Sorel Tracy)	Kia Sorel (Sorel Tracy)

June: Joint agreement with StorageVault Canada Inc. to complete acquisition of the Volvo and Jaguar Land Rover dealership property in Brossard, Quebec for **$16.1 million** (each funded 50%)

- Lease is subject to annual adjustments linked to **CPI** in Quebec

50,415 sq. ft. of GLA / 3.4 acres

Mazda de Laval

Chomedey Toyota

Volvo JLR Brossard

Further Opportunity to Consolidate Highly Fragmented Industry

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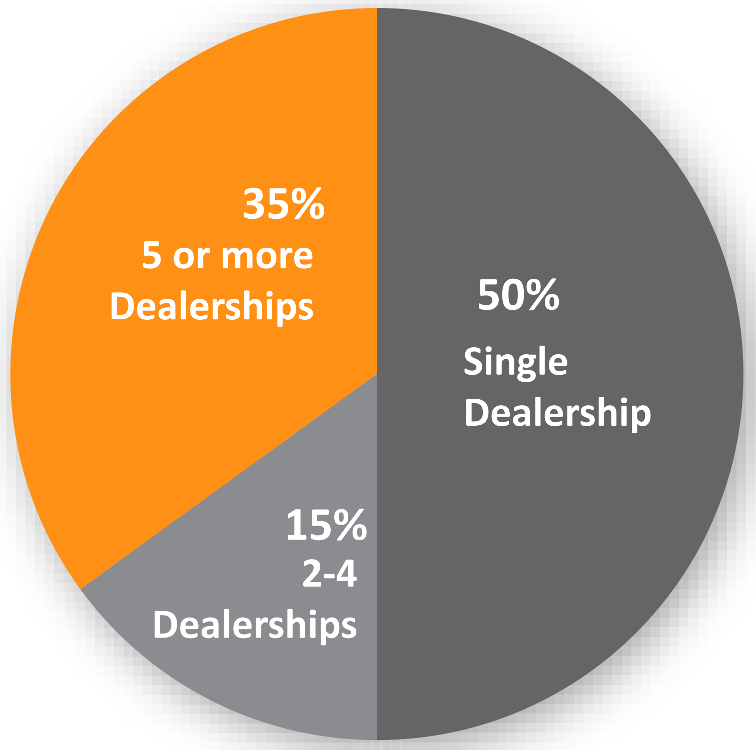
Proportion of Canada's ~ 3,500 Auto Dealerships by Size of Ownership Group [1]



10 Dealership Groups: Approximately 12.6% of the Canadian Market [2]

Company	Dealerships	% of Total
Dilawri Group [3]	**78**	**2.2%**
AutoCanada[3]	**65**	**1.9%**
Steele Automotive Group	60	1.7%
Go Auto[3]	**59**	**1.7%**
Groupe Gabriel	38	1.1%
Zanchin Automotive Group	38	1.1%
Murray Auto Group	31	0.9%
Performance Auto Group	29	0.8%
Groupe Olivier[3]	**26**	**0.7%**
O'Regan's Automotive	17	0.5%
Top 10 subtotal	**441**	**12.6%**
Other	~ 3,059	87.4%
Total	**~ 3,500**[1]	**100.0%**

(1) Source: DesRosiers Automotive Consultants Inc.
(2) Data based on publicly available information (August 2023)
(3) Denotes current tenants of the REIT

Embedded Growth

REIT lease structure and strategy to drive Same Property NOI

- Contractual set rent increases and CPI-linked adjustments
  - Leases with CPI adjustments represent ~27% of base rent in 2023
  - For 2024, leases with uncapped CPI-related adjustments represent ~26% of base rent, and an additional 10% of leases will be subject to capped CPI-related adjustments
- Triple-net leases: property-level cost inflation is the responsibility of tenant
  - Tenants pay for repairs and maintenance, realty taxes, property insurance, utilities and non-structural capital improvements

Same Property NOI: +2.4%

(Six months ended June 30, 2023)

THE REIT IS WELL POSITIONED DURING BOTH STABLE AND INFLATIONARY ENVIRONMENTS

Sample Urban Properties - 2022 Demographics Radius

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Average Household Income

Property (3 KM)	Average (2022)	5-Year Population Growth	10-Year Population Growth
Hyundai Honda, Gallery	$136,498	11.33%	11.33%
Audi Vaughan	$126,499	12.02%	12.02%
Markham Acura	$118,524	10.79%	10.79%
Markham Honda	$114,605	9.87%	9.87%
JLR Volvo, Brossard	$112,139	8.23%	8.23%
MB West Island	$110,717	3.67%	3.67%
Audi Burrard, Van	$105,534	1.30%	1.30%
Frost GMC, Brampton	$98,699	2.50%	2.50%
Porsche Centre,Van.	$94,780	1.30%	1.30%
Lexus Laval	$81,693	7.00%	7.00%
Brimell Toyota, Scarb.	$75,864	1.00%	1.00%

230k Average population density within a 5-km radius

60 Average transit score = "Good Transit"

URL link to Montreal Analyst Presentation:

www.automotivepropertiesreit.ca/investor-relations/#events

Investment Highlights

- Canadian automotive service and retail is an essential business
- High-quality portfolio of properties located in commercial corridors in growing metropolitan markets across Canada (~80% VECTOM)
- Debt strategy / structure reduces exposure to interest rate increases
- Long-term, triple-net leases with fixed rent escalators or CPI-linked adjustments provide stable, growing cash flows
- Diversified lead tenants, representing major automotive dealer groups and Tesla, well positioned to play a leading role in consolidation
- Pursuing acquisitions on a strategic basis / ~$171.5 million deployed on property acquisitions since the start of 2022

ESSENTIAL RETAIL, QUALITY TENANTS AND PRIME METROPOLITAN LAND

Appendix

Automotive Properties REIT™

APR.UN Price Performance

Automotive Properties REIT

12 months ended August 30, 2023

Strong Majority Independent Board

Name & Domicile	Principal Occupation
Kap Dilawri, ***Chair*** Ontario, Canada	Co-Founder and President of the Dilawri Group
Patricia Kay Massachusetts, United States	Former Senior Vice President, Dealer Finance – Bank of America Merrill Lynch
Milton Lamb Ontario, Canada	President & CEO of Automotive Properties REIT
Stuart Lazier Ontario, Canada	Chairman, Northbridge Investment Management Inc. and former CEO of Fiera Properties Ltd.
James Matthews Ontario, Canada	Executive Vice President of the Dilawri Group
Julie Morin Ontario, Canada	Chief Financial Officer of The Minto Group
John Morrison, ***Lead Trustee*** Ontario, Canada	Former Vice Chairman and CEO of Choice Properties Real Estate Investment Trust

MANAGEMENT & TRUSTEES FOCUSED ON LONG-TERM AFFO PER UNIT GROWTH AND SOUND GOVERNANCE

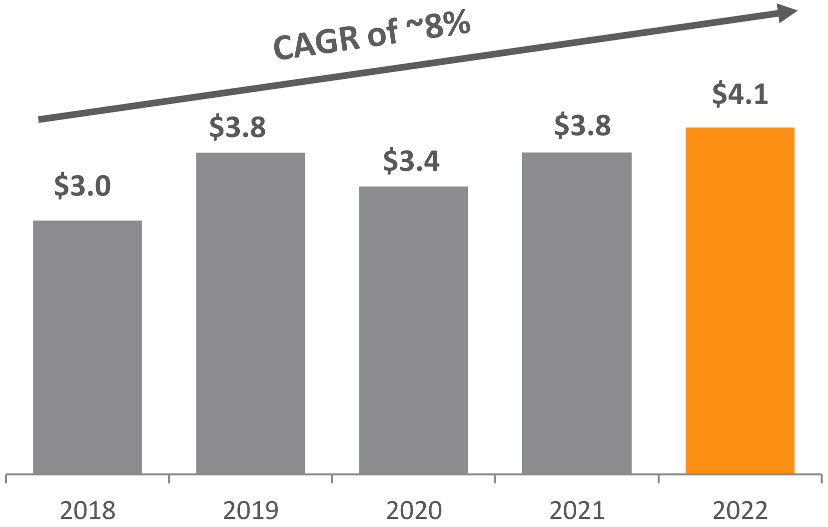
Dilawri Group

Automotive Properties REIT

DILAWRI
CANADA'S LARGEST AUTOMOTIVE GROUP

- REIT has the first right to acquire from Dilawri development and acquisition pipeline
    - Historically, Dilawri has, on average, opened or acquired five new automotive dealerships per year, including two to three automotive dealership properties
- Pro forma adjusted rent coverage ratio of 6.4x as at June 30, 2023 (LTM)
- Pro forma adjusted rent coverage ratio of 5.4x as at June 30, 2022 (LTM)

Dilawri 5-Year Historical Revenues ($billions)



	2018	2019	2020	2021	2022
EBITDA	**$85.6**	**$123.7**	**$148.7**	**$213.3**	**$235.4**

CAGR of ~29%

* Dilawri has agreed to provide the financial information above up to the year ending December 31, 2023

ALIGNMENT OF INTERESTS THROUGH DILAWRI'S 31.5% EFFECTIVE OWNERSHIP INTEREST[1] IN THE REIT

1) As at June 30, 2023