Notice to Reader

Forward Looking Statements

Certain statements made in this presentation will contain forward-looking information within the meaning of applicable securities laws (also known as forward-looking statements) including, among others, statements made or implied relating to H&R’s objectives, strategies to achieve those objectives, H&R’s beliefs, plans, estimates, projections and intentions and statements with respect to H&R’s development activities, including planned future expansions, redevelopment of existing properties and building of new properties; the return on investment and cost of H&R’s developments and other investments; the expected costs of any of H&R’s projects; and the expected occupancy, budget, net leasable area or contributions to rental revenue from H&R’s developments and other properties. Statements concerning forward-looking information can be identified by words such as “outlook”, “objective”, “may”, “will”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “should”, “plans”, “project”, “budget” or “continue” or similar expressions suggesting future outcomes or events. Such forward-looking statements reflect H&R’s current beliefs and are based on information currently available to management. Forward-looking statements are provided for the purpose of presenting information about management’s current expectations and plans relating to the future and readers are cautioned that such statements may not be appropriate for other purposes. These statements are not guarantees of future performance and are based on H&R’s estimates and assumptions that are subject to risks and uncertainties, including those discussed in H&R’s materials filed with the Canadian securities regulatory authorities from time to time, including H&R’s MD&A for the year ended December 31, 2018 and H&R’s most recently filed annual information form, which could cause the actual results and performance of H&R to differ materially from the forward-looking statements made in this presentation. Although the forward-looking statements made in this presentation are based upon what H&R believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Readers are also urged to examine H&R’s materials filed with the Canadian securities regulatory authorities from time to time as they may contain discussions on risks and uncertainties which could cause the actual results and performance of H&R to differ materially from the forward-looking statements made in this presentation. All forward-looking statements made in this presentation are qualified by these cautionary statements. These forward-looking statements are made as of February 14, 2019 and H&R, except as required by applicable law, assumes no obligation to update or revise them to reflect new information or the occurrence of future events or circumstances.

Non-GAAP Measures

The REIT’s audited annual financial statements are prepared in accordance with IFRS. H&R’s management uses a number of measures which do not have a meaning recognized or standardized under IFRS or Canadian Generally Accepted Accounting Principles (“GAAP”). The non-GAAP measures REIT’s proportionate share, Same-Asset property operating income (cash basis), Interest Coverage ratio and Net Asset Value (“NAV”), as well as other non-GAAP measures discussed elsewhere in this presentation, should not be construed as an alternative to financial measures calculated in accordance with GAAP. Further, H&R’s method of calculating these supplemental non-GAAP financial measures may differ from the methods of other real estate investment trusts or other issuers, and accordingly may not be comparable. H&R use these measures to better assess H&R’s underlying performance and provide these additional measures so that investors may do the same. These non-GAAP financial measures are more fully defined and discussed in H&R’s MD&A as at and for the year ended December 31, 2018, available at www.hr-reit.com and on www.sedar.com.

Other

All figures have been reported at H&R’s ownership interest unless otherwise stated.
H&R
Q4 Property Operating Income
$212.2 Million

One of the Largest REITs in Canada With a Market Cap of $6.2 Billion

H&R

Office
35 Properties
~11,949,000 Square Feet

Industrial
90 Properties
~9,687,000 Square Feet

Retail
(Primaris, ECHO and H&R Retail)
319 Properties
~14,006,000 Square Feet

Residential
(Lantower Residential)
22 Properties
7,271 Residential Rental Units

48%
8%
32%
12%

Long Term Leases
Pension Fund JV
Stable Performance
High Growth Opportunity

Fully Internalized Management
(Insiders own 6%)

(1) Includes H&R’s proportionate share of equity accounted investments.

35 Properties
~11,949,000 Square Feet

Office

Purolator, Calgary
Unilever, Mississauga

Industrial

Atrium, Toronto
Corus Quay, Toronto

Long Term Leases

The Bow, Calgary
Atrium, Toronto
Corus Quay, Toronto

Industrial

319 Properties
~14,006,000 Square Feet

Retail

Orchard Park, Kelowna
Dufferin Mall, Toronto

Stable Performance

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(Primaris, ECHO and H&R Retail)

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Residential

(1) Includes H&R’s proportionate share of equity accounted investments.
Portfolio Diversification

Fair Value of Investment Properties

By Segment

Office 49%
Retail (2) 31%
Multi-family 13%
Industrial 7%

$13.6 Billion

By Region

Ontario 33%
United States 33%
Alberta 25%
Other Canadian Provinces 9%

$13.6 Billion

(1) Includes the proportionate share of equity accounted investments.
(2) Retail includes Primaris, ECHO and H&R Retail.
H&R’s Office Segment

- Total value: $6.7 billion (weighted average cap rate: 5.48%)
- Average remaining lease term to maturity: 11.1 years
- Occupancy: 98.5%
- Revenue from tenants with investment grade ratings: 81.2%
- Re-intensification Opportunities:
  - Atrium, Toronto, ON
  - 55 Yonge Street, Toronto, ON
  - 145 Wellington Street, Toronto, ON
  - 3777 Kingsway, Burnaby, BC

<table>
<thead>
<tr>
<th></th>
<th>Ontario</th>
<th>Alberta</th>
<th>Other</th>
<th>Subtotal</th>
<th>United States</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of properties</td>
<td>20</td>
<td>4</td>
<td>4</td>
<td>28</td>
<td>7</td>
<td>35</td>
</tr>
<tr>
<td>Square feet (in thousands)</td>
<td>6,426</td>
<td>2,607</td>
<td>893</td>
<td>9,926</td>
<td>2,023</td>
<td>11,949</td>
</tr>
</tbody>
</table>

Atrium | Toronto
Corus Quay | Toronto
Hess Tower | Houston
2 Gotham Centre | New York
Alberta Office Exposure

- H&R’s office tenants in Alberta are some of the strongest companies in the energy sector with an average remaining lease term of 17.4 years.

<table>
<thead>
<tr>
<th>Address</th>
<th>City</th>
<th>Total GLA (Sq.Ft.)</th>
<th>Ownership Interest</th>
<th>GLA at H&amp;R's Interest</th>
<th>% of H&amp;R’s Same-Asset Property Operating Income (cash basis)(1)</th>
<th>Remaining Lease Term (years)</th>
<th>Major Tenant</th>
<th>S&amp;P Tenant Credit Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>5th Ave. at Centre St.</td>
<td>Calgary</td>
<td>2,024,182</td>
<td>100%</td>
<td>2,024,182</td>
<td>13.3%</td>
<td>19.2</td>
<td>Encana Corporation(2)</td>
<td>BBB- Positive</td>
</tr>
<tr>
<td>450-1st St., S.W.</td>
<td>Calgary</td>
<td>931,187</td>
<td>50%</td>
<td>465,594</td>
<td>2.1%</td>
<td>12.3</td>
<td>TransCanada Pipelines Limited</td>
<td>BBB+ Stable</td>
</tr>
<tr>
<td>2767-2nd Ave.</td>
<td>Calgary</td>
<td>69,793</td>
<td>100%</td>
<td>69,793</td>
<td>0.2%</td>
<td>7.8</td>
<td>Alta Link LP</td>
<td>A Stable</td>
</tr>
<tr>
<td>2611-3rd Ave.</td>
<td>Calgary</td>
<td>95,225</td>
<td>50%</td>
<td>47,613</td>
<td>0.1%</td>
<td>7.8</td>
<td>Alta Link LP</td>
<td>A Stable</td>
</tr>
<tr>
<td>Total / Average</td>
<td></td>
<td>3,120,387</td>
<td></td>
<td>2,607,182</td>
<td>15.7%</td>
<td>17.4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- There are currently no vacancies in H&R’s Alberta Office Portfolio.

(1) Same-asset property operating income (cash basis) excludes straight-lining of contractual rent and realty taxes accounted for under IFRIC 21. Includes the proportionate share of equity accounted investments.

(2) Encana Corporation has sublet 27 floors to Cenovus Energy.

The Bow | Calgary
H&R’s Industrial Segment

- Total value: $1.0 Billion (weighted average cap rate: 5.81%)
- Average remaining lease term to maturity: 6.7 years
- Occupancy: 98.5%
- Property held for development: up to 2.7M square feet of total development in Caledon, ON with construction to commence on the first three buildings totaling 530,000 square feet in April 2019

<table>
<thead>
<tr>
<th>Canada</th>
<th>United States</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ontario</td>
<td>Alberta</td>
<td>Other</td>
</tr>
<tr>
<td>Number of properties</td>
<td>36</td>
<td>19</td>
</tr>
<tr>
<td>Square feet (in thousands)</td>
<td>4,577</td>
<td>2,030</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- H&R has a 50% ownership interest in 83 of the 90 properties through a joint venture partnership with PSP Investment Board and Crestpoint Real Estate Investments Ltd.
Industrial Land Held for Development

Caledon, Ontario

- 144 acres
- 2.7M buildable sf
H&R’s Primaris Segment

- Total value: $2.7 Billion (weighted average cap rate: 6.00%)
- Dufferin Mall, Orchard Park Shopping Centre, Stone Road Mall and Sunridge Mall comprise 45% of Primaris’ total value.
- Occupancy: 84.9% (excluding space previously occupied by Sears that is now vacant, occupancy would have been 92.6%)

<table>
<thead>
<tr>
<th></th>
<th>Ontario</th>
<th>Alberta</th>
<th>British Columbia</th>
<th>Manitoba</th>
<th>Quebec</th>
<th>New Brunswick</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of properties</td>
<td>6</td>
<td>17</td>
<td>1</td>
<td>3</td>
<td>1</td>
<td>2</td>
<td>30(1)</td>
</tr>
<tr>
<td>Square feet (in thousands)</td>
<td>2,076</td>
<td>3,821</td>
<td>713</td>
<td>590</td>
<td>302</td>
<td>485</td>
<td>7,987</td>
</tr>
<tr>
<td>Same store sales per sf (2)</td>
<td>$600</td>
<td>$543</td>
<td>$702</td>
<td>$516</td>
<td>$433</td>
<td>$532</td>
<td>$565</td>
</tr>
</tbody>
</table>

Re-Intensification Opportunities:

- Dufferin Mall, Toronto
- Northland Village, Calgary
- Sunridge Mall, Calgary
- Kildonan Place, Winnipeg
- Place d’Orleans, Orleans
- Grant Park, Winnipeg
- Orchard Park Shopping Centre, Kelowna

(1) Includes 17 enclosed shopping centres.
(2) For the rolling twelve months ended December 31, 2018. Reported as if Primaris owned 100% of these enclosed shopping centres.
## Primaris 5-Year Sales Trends

<table>
<thead>
<tr>
<th>All Store Sales per Square Foot</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>British Columbia</td>
<td>$581</td>
<td>$614</td>
<td>$649</td>
<td>$653</td>
<td>$668</td>
</tr>
<tr>
<td>Alberta</td>
<td>571</td>
<td>568</td>
<td>530</td>
<td>531</td>
<td>520</td>
</tr>
<tr>
<td>Manitoba</td>
<td>462</td>
<td>479</td>
<td>511</td>
<td>509</td>
<td>515</td>
</tr>
<tr>
<td>Ontario</td>
<td>497</td>
<td>542</td>
<td>552</td>
<td>575</td>
<td>574</td>
</tr>
<tr>
<td>Québec</td>
<td>406</td>
<td>415</td>
<td>423</td>
<td>431</td>
<td>428</td>
</tr>
<tr>
<td>New Brunswick</td>
<td>466</td>
<td>523</td>
<td>530</td>
<td>516</td>
<td>517</td>
</tr>
<tr>
<td><strong>Total</strong>(1)(2)</td>
<td>$513</td>
<td>$539</td>
<td>$538</td>
<td>$545</td>
<td>$544</td>
</tr>
</tbody>
</table>

(1) Reported as if Primaris owned 100% of these enclosed shopping centres.
(2) Sales figures exclude Northland Village which is slated for redevelopment.
H&R’s Retail Segment

- Total value: $570M (weighted average cap rate: 7.25%)
- Average remaining lease term to maturity: 8.4 years
- Occupancy: 98.2%

<table>
<thead>
<tr>
<th></th>
<th>Canada</th>
<th>United States</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Ontario</td>
<td>Alberta</td>
<td>Other</td>
</tr>
<tr>
<td>Number of properties</td>
<td>34</td>
<td>2</td>
<td>7</td>
</tr>
<tr>
<td>Square feet (in thousands)</td>
<td>1,675</td>
<td>240</td>
<td>707</td>
</tr>
</tbody>
</table>

Logos of Loblaws, Lowe's, Walmart, metro, and Sobeys are also shown.
H&R’s ECHO Segment
Grocery Anchored Retail

- 33.6% interest in ECHO, a privately held real estate and development company which focuses on developing and owning a core portfolio of grocery anchored shopping centres
- Total value: U.S. $640 Million at H&R’s ownership interest (weighted average cap rate: 6.69%)
- Average remaining lease term to maturity: 10.1 years
- Occupancy: 95.5%
- 230 properties comprising 3.2M square feet
- 192 locations tenanted by Giant Eagle, Inc. representing 5.0 million square feet with an average lease term to maturity of 12.2 years\(^{(1)}\)
- Average annual sales per square foot of Giant Eagle Supermarkets is in excess of $580 per square foot\(^{(1)}\)

\(^{(1)}\) Figures have been reported at the 100% ownership level.
H&R’s Lantower Residential Segment

- Strategy is to acquire a portfolio of class A properties in U.S. Sun Belt cities where there are strong population and employment growth and to develop in Gateway cities
- Total value: U.S. $1.3 Billion (weighted average cap rate: 5.09%)
- Average age of properties: 6.6 years

<table>
<thead>
<tr>
<th></th>
<th>Texas</th>
<th>Florida</th>
<th>North Carolina</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of properties</td>
<td>11</td>
<td>7</td>
<td>4</td>
<td>22</td>
</tr>
<tr>
<td>Number of residential rental units</td>
<td>3,442</td>
<td>2,519</td>
<td>1,310</td>
<td>7,271</td>
</tr>
</tbody>
</table>

- Four properties with a weighted average occupancy rate of 67.5% are in lease-up. In 2018, these properties contributed $2.0 million to property operating income. All four properties are targeted for stabilization by Q4 2019 and are expected to contribute an additional U.S. $7.8 million to property operating income in 2019.
- Ownership interests in 8 properties under development in major cities of which 6 are currently under construction, the largest of which (Jackson Park) is currently in lease-up.
Lantower Residential – 2018 Acquisitions
Florida, Texas, North Carolina

- 5 properties acquired throughout 2018
- 1,638 Class A residential rental units
- Built between 2016 and 2018
- Average occupancy upon acquisition 61.7% (three properties currently in lease-up)
- Total purchase price: U.S. $340.6 million
- Total purchase price per unit: $207,900
- Average rent: U.S. $1,392 per month
- Rationale: new construction in strong job markets with affluent demographics and top rated public schools, available at opportunistic price points
U.S. Properties Under Development
(in thousands of U.S. Dollars)

<table>
<thead>
<tr>
<th>Development Name</th>
<th>Ownership Interest</th>
<th>Number of Acres</th>
<th>Total Development Budget</th>
<th>Properties Under Development</th>
<th>Costs Remaining to Complete</th>
<th>Expected Yield on Cost</th>
<th>Expected Completion Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jackson Park, Long Island City, NY(1)</td>
<td>50.0%</td>
<td>2.7</td>
<td>$580,654</td>
<td>$529,872</td>
<td>$27,760</td>
<td>6.2%</td>
<td>Q1 2019</td>
</tr>
<tr>
<td>Jackson Park, Long Island City, NY (Fair Value Increase)</td>
<td>50.0%</td>
<td>2.7</td>
<td>$580,654</td>
<td>261,293</td>
<td>6.2% Q1 2019</td>
<td></td>
<td></td>
</tr>
<tr>
<td>River Landing, Miami, FL(2)</td>
<td>100.0%</td>
<td>8.1</td>
<td>424,815</td>
<td>196,022</td>
<td>228,793</td>
<td>5.7%</td>
<td>Q2 2020</td>
</tr>
<tr>
<td>2214 Bryan St., Dallas, TX(3)</td>
<td>100.0%</td>
<td>3.3</td>
<td>23,616</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prosper, Dallas, TX(3)(4)</td>
<td>100.0%</td>
<td>20.3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shoreline, Long Beach, CA (5)</td>
<td>30.9%</td>
<td>0.9</td>
<td>70,096</td>
<td>9,704</td>
<td>60,392</td>
<td>6.2%</td>
<td>Q1 2021</td>
</tr>
<tr>
<td>Hercules Project (Block N - Phase 1), Hercules, CA (6)</td>
<td>31.7%</td>
<td>2.2</td>
<td>26,041</td>
<td>7,312</td>
<td>18,729</td>
<td>6.5%</td>
<td>Q2 2020</td>
</tr>
<tr>
<td>Hercules Project (Remaining Phases), Hercules, CA (3)(6)</td>
<td>31.7%</td>
<td>36.2</td>
<td>11,721</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Pearl, Austin, TX(7)</td>
<td>33.3%</td>
<td>5.0</td>
<td>23,201</td>
<td>6,519</td>
<td>16,682</td>
<td>6.2%</td>
<td>Q2 2020</td>
</tr>
<tr>
<td>Esterra Park, Seattle, WA (8)</td>
<td>33.3%</td>
<td>1.1</td>
<td>31,859</td>
<td>6,354</td>
<td>25,505</td>
<td>6.0%</td>
<td>Q3 2020</td>
</tr>
<tr>
<td><strong>Total per the REIT's Proportionate Share (excluding ECHO)</strong></td>
<td><strong>79.8</strong></td>
<td></td>
<td><strong>$1,156,666</strong></td>
<td><strong>$1,067,516</strong></td>
<td><strong>$377,861</strong></td>
<td><strong>6.0%</strong></td>
<td><strong>Q3 2020</strong></td>
</tr>
</tbody>
</table>

(1) 1,871 luxury residential rental units. Stabilized occupancy is expected to be achieved in Q3 2019. The fair value of this property under development is U.S. $800.0 million at H&R’s ownership interest as at December 31, 2018, which includes amounts grouped in other assets. The total development budget less properties under development as at December 31, 2018 differs from costs remaining to complete as certain amounts spent have been accounted for as other assets or through net income.

(2) Mixed use development consisting of 529 residential rental units, approximately 346,000 square of retail space and 136,000 square feet of office space.

(3) Development budget metrics have not been determined as at December 31, 2018.

(4) Total development to be approximately 1,000 residential rental units over several phases in a master planned community, along the Dallas North Tollway in north Dallas.

(5) 35-storey residential tower consisting of 315 luxury residential rental units and 6,450 square feet of retail.

(6) Total project spans 38.4 acres and 1,081 residential rental units are expected to be built. Construction commenced on Phase 1 of this project which will consist of 172 residential rental units.

(7) 383 residential rental units. Close to major technology employers including Apple, IBM, Oracle & Samsung as well as the University of Texas at Austin and downtown Austin.

(8) 263 residential rental units through 7 stories. Part of a larger master planned community and is adjacent to transit, Microsoft's headquarters, and future light rail which is expected to arrive in 2021.
## Jackson Park Projected 2019 and 2020

### Net Income and FFO

<table>
<thead>
<tr>
<th>(H&amp;R's ownership interest)</th>
<th>Q4 2018 (Actual)</th>
<th>YTD Dec 31, 2018 (Actual)</th>
<th>Annual 2019 (Projected)</th>
<th>Annual 2020 (Projected)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property operating income</td>
<td>$2,554</td>
<td>$1,988</td>
<td>$27,004</td>
<td>$35,921</td>
</tr>
<tr>
<td>Finance cost - operations</td>
<td>(2,999)</td>
<td>(5,475)</td>
<td>(13,191)</td>
<td>(13,600)</td>
</tr>
<tr>
<td>Fair value adjustment on financial instruments</td>
<td>(1,699)</td>
<td>1,549</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Fair value adjustment on real estate assets</td>
<td>107,718</td>
<td>107,718</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td><strong>105,574</strong></td>
<td><strong>105,780</strong></td>
<td><strong>13,813</strong></td>
<td><strong>22,321</strong></td>
</tr>
<tr>
<td>Fair value adjustment on financial instruments</td>
<td>1,699</td>
<td>(1,549)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Fair value adjustment on real estate assets</td>
<td>(107,718)</td>
<td>(107,718)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Notional interest capitalization</td>
<td>601</td>
<td>5,777</td>
<td>232</td>
<td>-</td>
</tr>
<tr>
<td><strong>FFO</strong></td>
<td><strong>$156</strong></td>
<td><strong>$2,290</strong></td>
<td><strong>$14,045</strong></td>
<td><strong>$22,321</strong></td>
</tr>
</tbody>
</table>
## KEY DESTINATIONS

<table>
<thead>
<tr>
<th>Mode</th>
<th>Location</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subway</td>
<td>Rockefeller Center</td>
<td>8 min.</td>
</tr>
<tr>
<td></td>
<td>Grand Central Terminal</td>
<td>10 min.</td>
</tr>
<tr>
<td></td>
<td>Penn Station</td>
<td>14 min.</td>
</tr>
<tr>
<td></td>
<td>Wall St. &amp; Broadway</td>
<td>25 min.</td>
</tr>
<tr>
<td>Driving</td>
<td>LaGuardia Airport</td>
<td>13 min.</td>
</tr>
<tr>
<td></td>
<td>JFK Airport</td>
<td>20 min.</td>
</tr>
<tr>
<td></td>
<td>Newark Airport</td>
<td>30 min.</td>
</tr>
</tbody>
</table>

LONG ISLAND CITY, NY
Jackson Park Leasing Update

1,871 luxury residential rental units with over 120,000 sf of amenities and a 2 acre private park.

1,274 leases had been entered into and 1,231 units were occupied as at December 31, 2018.

Current average rent: $5.08 psf

Stabilized occupancy is expected to be achieved in Q3 2019. The five-storey 45,000 square foot amenity building known as “The Club at Jackson Park” is complete and open to residents.
River Landing

MIAMI, FL
River Landing

- 1,000 feet of waterfront on the Miami river
  - Adjacent to the Health District
  - Close proximity to downtown Miami
- H&R ownership: 100%
- 529 residential rental units
- 346,000 sf of retail space and 136,000 sf of office space
- Major tenants: Publix, TJ Maxx, Hobby Lobby, Burlington, Ross, West Marine
- Construction has commenced and is expected to be completed in Q2 2020
- Total cost of project: U.S. $424.8M
- U.S. $196.0M invested to date
- Return on cost: 5.7%
Hercules Project
San Francisco, CA

- H&R ownership: 31.7%
- 38.4 acres of land to be developed into a waterfront master planned community which will be surrounded by a future intermodal transit centre.
- Phase I will consist of 172 residential rental units including lofts and townhomes and 13,979 square feet of ground level retail.
- Phase 1 construction commenced in June 2018, with a total development budget of U.S. $82.1 million (100% level). Secured construction financing of U.S. $57.5 million (100% level).
- U.S. $42.7 million invested as at December 31, 2018, at the 100% level.
Shoreline Gateway

LONG BEACH, CA

- Land acquired July 16, 2018
- H&R ownership: 30.9%
- 35-storey residential tower consisting of 315 residential rental units
- 6,450 sf of retail space
- Development budget: U.S. $227.1M
- Construction commenced in November 2018 and construction financing of U.S. $132.0M was secured in December 2018
- U.S. $9.7M invested to date
- Will become the tallest residential tower in Long Beach with views overlooking the Pacific Ocean
Predictable and stable income from long-term leases with high quality investment grade tenants

<table>
<thead>
<tr>
<th>Tenant</th>
<th>% of rental income from investment properties (2)</th>
<th>Number of locations</th>
<th>H&amp;R owned sq.ft. (in 000's)</th>
<th>Average lease term to maturity (years) (3)</th>
<th>Credit Ratings (S&amp;P)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Encana Corporation (4)</td>
<td>11.4%</td>
<td>1</td>
<td>1,997</td>
<td>19.4</td>
<td>BBB+ Positive</td>
</tr>
<tr>
<td>Bell Canada</td>
<td>8.2</td>
<td>23</td>
<td>2,541</td>
<td>6.6</td>
<td>BBB+ Stable</td>
</tr>
<tr>
<td>Hess Corporation</td>
<td>5.1</td>
<td>1</td>
<td>845</td>
<td>11.9</td>
<td>BBB- Stable</td>
</tr>
<tr>
<td>New York City Department of Health</td>
<td>3.6</td>
<td>1</td>
<td>660</td>
<td></td>
<td>AA Stable</td>
</tr>
<tr>
<td>Giant Eagle, Inc.</td>
<td>3.2</td>
<td>192</td>
<td>1,680</td>
<td>12.2</td>
<td>Not Rated</td>
</tr>
<tr>
<td>Canadian Tire Corporation (5)</td>
<td>2.6</td>
<td>19</td>
<td>2,627</td>
<td>7.0</td>
<td>BBB+ Stable</td>
</tr>
<tr>
<td>TransCanada Pipelines Limited</td>
<td>1.8</td>
<td>1</td>
<td>466</td>
<td>12.3</td>
<td>BBB+ Stable</td>
</tr>
<tr>
<td>Lowe's Companies, Inc. (6)</td>
<td>1.8</td>
<td>15</td>
<td>1,750</td>
<td>11.6</td>
<td>BBB+ Stable</td>
</tr>
<tr>
<td>Canadian Imperial Bank of Commerce</td>
<td>1.7</td>
<td>9</td>
<td>555</td>
<td>5.5</td>
<td>A+ Stable</td>
</tr>
<tr>
<td>Corus Entertainment Inc.</td>
<td>1.6</td>
<td>1</td>
<td>472</td>
<td>14.2</td>
<td>BB Negative</td>
</tr>
<tr>
<td>Government of Ontario</td>
<td>1.3</td>
<td>4</td>
<td>359</td>
<td>3.9</td>
<td>A+ Stable</td>
</tr>
<tr>
<td>Telus Communications</td>
<td>1.2</td>
<td>17</td>
<td>356</td>
<td>6.3</td>
<td>BBB+ Stable</td>
</tr>
<tr>
<td>Shell Oil Products</td>
<td>1.2</td>
<td>17</td>
<td>223</td>
<td>3.5</td>
<td>AA- Stable</td>
</tr>
<tr>
<td>Public Works and Government Services, Canada</td>
<td>1.0</td>
<td>5</td>
<td>338</td>
<td>4.1</td>
<td>AAA Stable</td>
</tr>
<tr>
<td>Toronto-Dominion Bank</td>
<td>0.9</td>
<td>7</td>
<td>277</td>
<td>8.0</td>
<td>AA- Stable</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>46.6%</strong></td>
<td><strong>313</strong></td>
<td><strong>15,146</strong></td>
<td><strong>11.1</strong></td>
<td></td>
</tr>
</tbody>
</table>

(1) Includes the proportionate share of equity accounted investments.
(2) The percentage of rentals from investment properties is based on estimated annualized gross revenue excluding straight-lining of contractual rent, rent amortization of tenant inducements and capital expenditure recoveries.
(3) Average lease term to maturity is based on net rent.
(4) Encana Corporation has sublet 27 floors to Cenovus Energy at The Bow located in Calgary, AB. Encana Corporation’s lease obligations expire on May 13, 2038.
(5) Canadian Tire Corporation includes Canadian Tire, Mark’s, Sport Chek, Atmosphere and Sports Experts.
(6) Lowe’s Companies, Inc. includes Rona.
(7) Due to the confidentiality under the tenant’s lease, the term is not disclosed.
Limited Lease Rollover\(^1\)(2)

- Low-risk rollover schedule
- Well diversified by property and geography
- Average remaining lease term of 9.0 years, one of the longest in the industry

### Canadian Portfolio
(in ‘000s sq.ft.)

<table>
<thead>
<tr>
<th>Year</th>
<th>Industrial</th>
<th>H&amp;R Retail</th>
<th>Primaris (Retail)</th>
<th>Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>2,100</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>2,087</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>1,691</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>2,546</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td>1,406</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

% of the Trusts' GLA\(^2\):

- 2019: 6%
- 2020: 6%
- 2021: 5%
- 2022: 7%
- 2023: 4%

### U.S. Portfolio
(in ‘000s sq.ft.)

<table>
<thead>
<tr>
<th>Year</th>
<th>Industrial</th>
<th>ECHO (Retail)</th>
<th>H&amp;R Retail</th>
<th>Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>209</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>389</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>176</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>275</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2023</td>
<td>678</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

% of the Trusts' GLA\(^2\):

- 2019: 1%
- 2020: 1%
- 2021: <1%
- 2022: 1%
- 2023: 2%

\(^1\) Includes the proportionate share of equity accounted investments.
\(^2\) Excludes residential properties.
Strong Balance Sheet

- BBB (High) Stable Trend by DBRS
- Unencumbered Assets $3.4B
- $768M Available under Lines of Credit
- 3.0x Interest Coverage
- WAIR\(^{(1)}\) 3.8%
- WATM\(^{(1)}\) 4.4 years

Total Capitalization
$14.1 Billion

- Mortgages 30%
- Unsecured Debentures 12%
- Unsecured Term Loans 3%
- Lines of Credit 2%
- Unitholder's Equity and Exchangeable Units 53%

Debt\(^{(1)}\) to Total Assets

- 2014: 46.3%
- 2015: 46.2%
- 2016: 44.3%
- 2017: 44.6%
- 2018: 44.6%

(1) Debt includes mortgages payable, debentures payable, unsecured term loans and lines of credit.
Scheduled Debt Repayments

<table>
<thead>
<tr>
<th>Year</th>
<th>Mortgage Payments</th>
<th>Unsecured Term Loans</th>
<th>Senior Unsecured Debentures</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$350.0</td>
<td>$177.2</td>
<td>$527.2</td>
</tr>
<tr>
<td>2020</td>
<td>$491.2</td>
<td>$345.0</td>
<td>$836.2</td>
</tr>
<tr>
<td>2021</td>
<td>$948.6</td>
<td>$200.6</td>
<td>$1,149.2</td>
</tr>
<tr>
<td>2022</td>
<td>$611.1</td>
<td>$325.0</td>
<td>$936.1</td>
</tr>
<tr>
<td>2023</td>
<td>$453.2</td>
<td>$250.0</td>
<td>$703.2</td>
</tr>
<tr>
<td>2024</td>
<td>$350.0</td>
<td>$55.7</td>
<td>$405.7</td>
</tr>
<tr>
<td>2025</td>
<td>$230.6</td>
<td></td>
<td>$230.6</td>
</tr>
<tr>
<td>2026</td>
<td>$250.0</td>
<td>$88.1</td>
<td>$338.1</td>
</tr>
<tr>
<td>2027</td>
<td>$548.8</td>
<td></td>
<td>$548.8</td>
</tr>
<tr>
<td>2028</td>
<td>$484.2</td>
<td></td>
<td>$484.2</td>
</tr>
</tbody>
</table>

% of Total
- 2019: 8.5%
- 2020: 13.4%
- 2021: 18.5%
- 2022: 15.0%
- 2023: 11.3%
- 2024: 6.5%
- 2025: 3.7%
- 2026: 5.4%
- 2027: 8.8%
- 2028: 7.8%
Summary

- One of the largest REITs in Canada with a market cap of $6.2B
- High quality real estate
- Predictable income
  - Creditworthy tenants
  - Long-term leases, with contractual rent escalations
  - High, stable occupancy
  - Minimal near term lease expiries and debt maturities
- Development pipeline expected to create significant value and enhance cash flows
- Solid balance sheet with a conservative payout ratio
- Fully internalized and aligned management
- CEO, founders and trustees own approximately 6% of the REIT
- NAV per unit is $26.30\(^{(1)}\)
- Average annual return to unitholders since inception of 13%

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\(^{(1)}\) Refer to December 31, 2018 MD&A for detailed calculation.