
INVESTOR PRESENTATION

Q3 2023



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 **BRIDGEMARQ[®]**
REAL ESTATE SERVICES

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking information and other “forward-looking statements”. Words such as: “achieves”, “assist”, “attract”, “continues”, “contributing”, “converting”, “deliver”, “drivers”, “enhanced”, “expanded”, “grow”, “growing”, “growth”, “increasing”, “lead”, “leverage”, “leveraging”, “new”, “ongoing”, “opportunities”, “provide”, “provides”, “recruit”, “retain”, “security”, “stability”, “train”, and other expressions that are predictions of or could indicate future events and trends and that do not relate to historical matters identify forward-looking statements. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company to differ materially from anticipated future results, performance or achievement expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those indicated in the forward looking statements include, but are not limited to: the duration and effects of the COVID-19 pandemic, including the impact of COVID-19 on the economy, the Company’s business, government or other regulatory initiatives to address the spread of COVID-19 and changes in government policy, laws or regulations which could reasonably affect the housing market in Canada and consumer response thereto, a change in general economic conditions (including interest rates, consumer confidence, commodity prices, real estate legislation and regulations and other general economic factors or indicators), the level of residential real estate transactions, the availability of attractive investment opportunities, the average rate of commissions charged, competition from other real estate brokers or from discount and/or Internet-based real estate alternatives, the closing of existing real estate brokerage offices, other developments in the residential real estate brokerage industry or the Company that reduce the number of REALTORS®¹ in the Company’s Network or revenue from the Company’s Network, availability to generate sufficient cash flows in the future to pay dividends to holders of Restricted Voting Shares and interest to Exchangeable Unitholders, ability to acquire, renew and/or extend Franchise Agreements, the ability to increase fees, the ability to maintain brand equity through the use of trademarks, the methods used by shareholders or analysts to evaluate the value of the Company and its publicly traded securities, the availability of equity and debt financing, conversion of Exchangeable Units into Restricted Voting Shares, a change in tax law or regulations, and other risks detailed in the Company’s annual information form, which is filed with securities commissions and posted on SEDAR at . Forward-looking information is based on various material factors or assumptions, which are based on information currently available to management. Material factors or assumptions that were applied in drawing conclusions or making estimates set out in the forward-looking statements include, but are not limited to: anticipated economic conditions, anticipated impact of government policies, anticipated financial performance, anticipated market conditions, business prospects, the successful execution of the Company’s business strategies, regulatory developments and the ability to obtain financing on acceptable terms, including as the foregoing relate to COVID-19. The factors underlying current expectations are dynamic and subject to change. Although the forward-looking statements contained in this presentation are based upon what management believes are reasonable assumptions, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

This document should be read in conjunction with the Company’s quarterly financial statement and quarterly MD&A. This presentation makes reference to Distributable Cash Flow and Distributable Cash Flow per Share, which are non-GAAP financial measures and do not have any standardized meaning under IFRS and, accordingly, may not be comparable to similar measures used by other companies. These non-GAAP measures are more fully defined and discussed in the Company’s MD&A for the period ended September 30, 2023, which is incorporated by reference in this presentation and available on SEDAR at www.sedar.com. Please refer to the Appendix for a reconciliation of these non-GAAP measures to their most directly comparable financial measure included in the annual consolidated financial statements for the period ended June 30, 2023.

¹ REALTORS® is a trademark identifying real estate licensees in Canada who are members of the Canadian Real Estate Association

● Q3 COMPANY HIGHLIGHTS

- Revenue in the third quarter amounted to \$12.8 million, compared to the \$12.2 million in 2022. The increase is due to improved markets as overall activity in the Canadian real estate market increased by 9.5% compared to Q3 of last year.
- The Company generated net earnings of \$8.6 million or \$0.91 per diluted share (“Share”) compared to a net loss of \$1.1 million or \$0.12 per Share in 2022, primarily due to a gain on the fair value of Exchangeable Units compared to a loss last year.
- In the quarter, Distributable Cash Flow was \$5.1 million or \$0.40 per Share compared to \$4.8 million or \$0.37 per Share recorded in the third quarter of 2022.
- The Board of Directors approved a dividend to shareholders of \$0.1125 per Restricted Voting Share payable on December 29, 2023, to shareholders of record on November 30, 2023.

● KEY BUSINESS DRIVERS

Time-tested strategy, contributing to growth and stability



**Stability of the
Company's Revenues**



**Number of REALTORS®
in the Company Network**



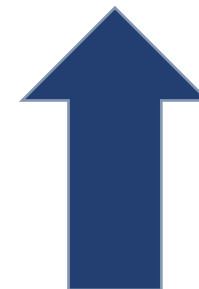
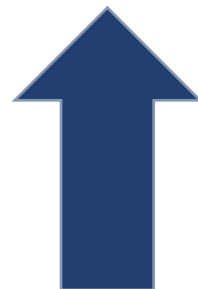
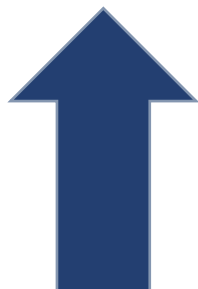
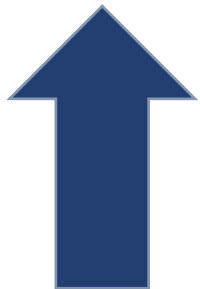
**Transactional
Dollar Volume**



**REALTOR®
Productivity**



**Products and
Services Offered**



COMPANY FINANCIAL HIGHLIGHTS

(Unaudited)

(in 000's) except per share amounts, which are calculated on a fully diluted basis.

	Q3 2023 For three months ended September 30	Q3 2022 For three months ended September 30	Q3 2023 For nine months ended September 30	Q3 2022 For nine months ended September 30
Total revenue	\$12,797	\$12,225	\$37,629	\$39,447
Net earnings (loss)	\$8,601	(\$1,096)	\$5,036	\$14,963
Distributable cash flow	\$5,138	\$4,759	\$14,457	\$16,376
Dividends	\$3,201	\$3,201	\$9,602	\$9,602
Net earnings per share (loss)	\$0.26	(\$0.12)	\$0.53	\$1.01
Distributable cash flow per share	\$0.40	\$0.37	\$1.13	\$1.28
Dividends per share	\$0.34	\$0.34	\$1.01	\$1.01
For twelve months ended September 30, 2023	Q3 2023	Q3 2022	Change (%)	
Distributable cash flow per share	\$1.42	\$1.60	-11.25%	
Dividends per share	\$1.35	\$1.35	-	

● STRONG NETWORK ● GROWTH

- Since 2017, the Company has grown its network of REALTORS® by 15%
- On September 30, 2023, the Company network consisted of 20,796 REALTORS® operating through 288 franchise agreements at 729 locations.



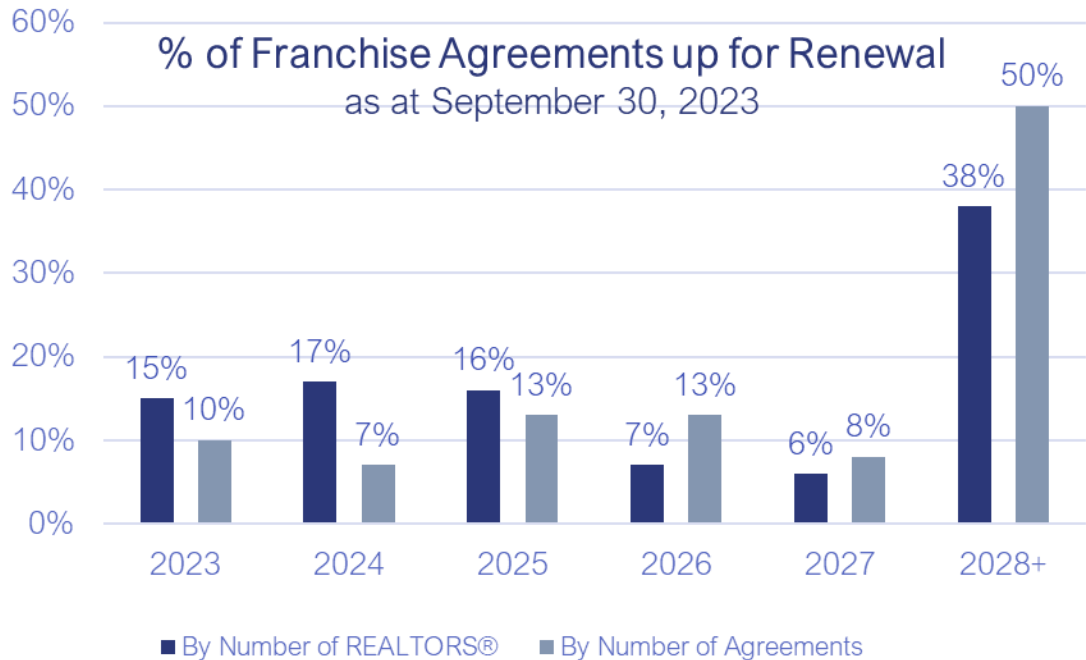
*As at September 30, 2023



● BALANCED, LOWER
● RISK CONTRACT
● PORTFOLIO

The Company historically achieves a contract renewal rate of more than 97%

- During the quarter, 6 Franchise Agreements, representing 99 REALTORS® in the Company Network, extended their term or renewed.
- Royal LePage Franchise Agreements, which represent 94% of the Company's REALTORS®, are 10- to 20-year terms with a standard renewal term of 10 years.



THE MARKET: Q3 2023 OVER Q3 2022



CANADA



VANCOUVER



TORONTO



MONTREAL

Average
Price

+3%

+6%

+3%

+5%

Unit
Sales

+6%

+20%

-2%

+4%

● BEST-IN-CLASS OFFERING

The Company's network continues to receive new and enhanced products, tools and services to assist Franchisees in managing their businesses.

Q3 2023 highlights:

- In the Quarter, the Company the Company rolled out significant enhancements to the listing marketing functionalities on the rlpSPHERE platform, including a new integrated user interface, automation optimizations and a suite of branded marketing templates. To support the release of these new features, a series of in-person and virtual training sessions was launched.
- The Company also continued to improve its corporate offering of training and marketing support, available to members of the Johnston & Daniel brand.
- Via Capitale continued to provide REALTORS® with access to important news, training, and events information through its new online video platform.

The products and services offered by the Company are supported by ongoing training programs for Brokers and REALTORS®, which assist in leveraging the Company's competitive advantages to attract and retain REALTORS®.

● ● APPENDIX

• DISTRIBUTABLE CASH FLOW RECONCILED TO • CASH FLOW FROM OPERATING ACTIVITIES

The tables below present reconciliations of cash flow from operating activities, as presented in the consolidated statements of cash flows, to Distributable Cash Flow for the Quarter and the twelve-month period ending September 30, 2023. Distributable Cash Flow is a measure used by the Company to assess the resources available to the Company for distribution to holders of Restricted Voting Share and holders of Exchangeable Units subject to other uses for the cash.

(Unaudited) (\$ 000's)	Three months ended September 30, 2023	Three months ended September 30, 2022	Nine months ended September 30, 2023	Nine months ended September 30, 2022
Cash flow from operating activities	\$ 4,379	\$ 4,497	\$ 10,979	\$ 12,890
Add (deduct):				
Interest on Exchangeable Units	1,452	1,452	4,355	4,355
Current Income tax expense	(990)	(911)	(2,754)	(3,280)
Income taxes paid	900	750	2,700	3,250
Changes in non-cash working capital	(433)	(811)	40	(400)
Interest expense	(2,266)	(2,213)	(6,757)	(6,513)
Interest paid	2,246	2,224	6,684	6,476
Interest income	111	37	290	57
Interest received	(111)	(37)	(290)	(57)
Cash used for investing activities	(150)	(229)	(790)	(402)
Distributable Cash Flow	\$ 5,138	\$ 4,759	\$ 14,457	\$ 16,376

- ACCESS THE INVESTMENT POTENTIAL OF CANADA'S REAL ESTATE
- MARKET THROUGH BRIDGEMARQ'S ICONIC REAL ESTATE BRANDS



- Leader in Canadian real estate since 1913
- ~19,600 agents in more than 650 locations nationwide



- Quebec-based real estate services brand synonymous with innovation and consumer protection
- ~925 agents in more than 50 locations

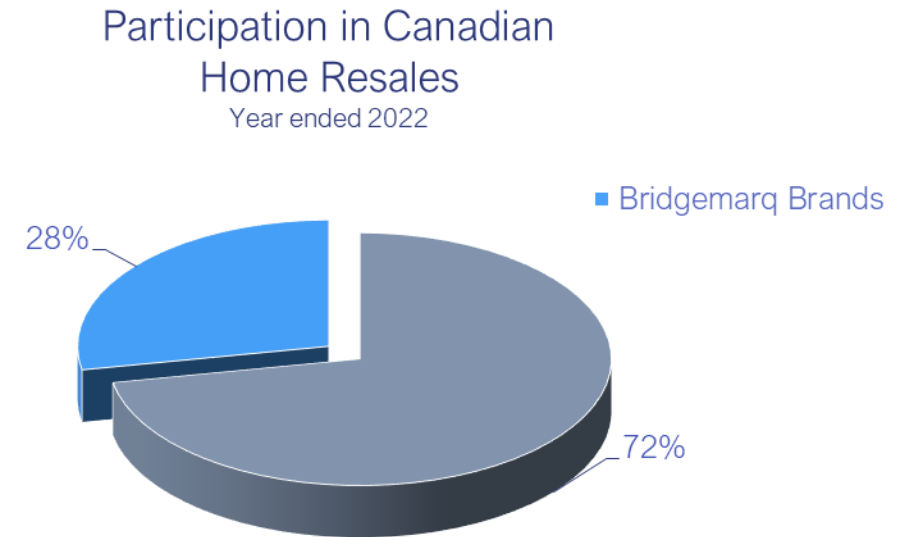


- Leading luxury real estate boutique firms selling distinctive homes in southern Ontario and Quebec's Laurentian Mountains region
- ~200 real estate professionals

● CANADA'S LARGEST REAL ESTATE ● COMPANY NETWORK

Bridgemarq. An Established Brand with Room to Grow.

- Average company REALTOR® generated approximately \$1,600,000 more in home sales compared to the industry average last year
- Largest and fastest growing Commercial brand in Canada



• WHY FRANCHISEES CHOOSE BRIDGEMARQ BRANDS

- Iconic Canadian brands offer compelling business opportunities
- First-to-market technology provides franchisees with a competitive differentiator
- Canada's highest ranking consumer website among real estate services brands
- Enhanced productivity and profitability through lead generation
- Strong brand awareness built through award-winning media relations campaigns and robust digital engagement programs
- Comprehensive training and resources provided by a dedicated team and best-in-class resources

● BUSINESS STRATEGY

- Deliver purposeful dividend income
- Lead with innovative, effective technology & business services
- Leverage size & scale as industry's largest firm
- Recruit, train & retain premium practitioners
- Security through long-term franchise agreements

97%

FRANCHISE
RENEWAL RATE

• ROYALTY GROWTH OPPORTUNITIES

- Increasing the number of REALTORS® through recruitment
- Converting competitor brokerages to a Company brand
- Increasing REALTOR® productivity
- New or expanded products and services
- Increasing the adoption of products and services

**Leading
Agents Choose
a Winner**

A COMPELLING INVESTMENT

- Strong track record of attractive annual dividends
- Financial stability and liquidity support
- A strong network of REALTORS® benefiting from proprietary technology and strong national and regional franchise support
- Secured by industry-leading long-term franchise agreements
- Iconic brands
- Proven, successful growth strategy

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