

SKYLINE
I N V E S T M E N T S

Corporate Presentation

Financial Statements 31.03.2017



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May, 2017

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NOI (EBITDA) is a non-GAAP defined as Profit from Operations, after rent payment to condo owners, before depreciation.

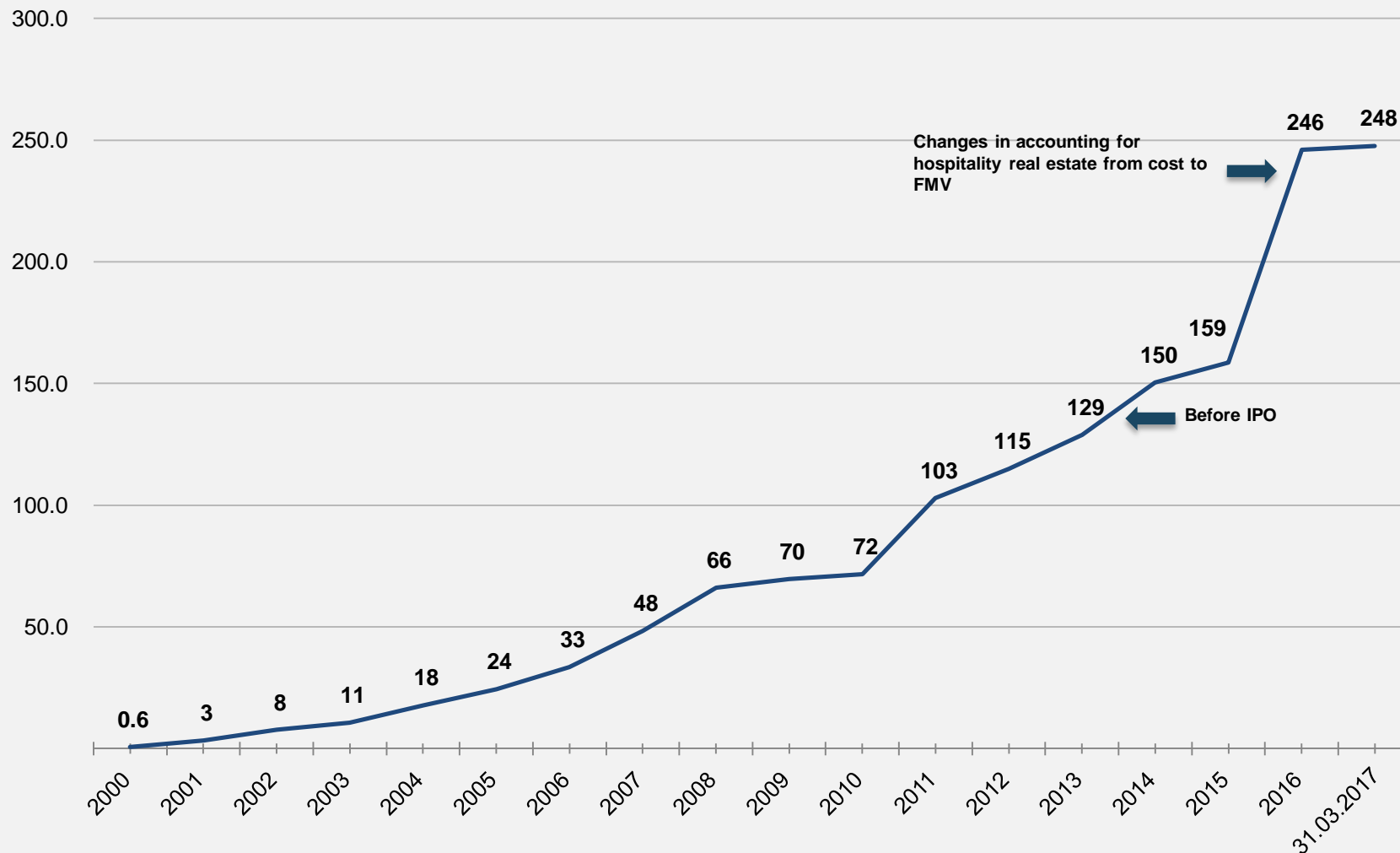
Note: All amounts are in thousands of Canadian Dollars unless indicated otherwise. Exchange rate to NIS (as of March 31, 2017) is 2.7234 CAD



- Skyline specializes in hospitality real estate investments in Canada and the US, with a focus on income producing assets
- As of March 31, 2017 the Company's assets totaled approx. \$513M and the shareholders' equity totaled approximately \$278M with capital to balance ratio of 54.5%
- Skyline continues to invest in its assets and works to improve operational efficiency. This is expected to increase NOI in the coming years.
- Ongoing development assets such as Deerhurst's Lakeside Lodge, and Blue Mountain are expected to realize \$75M in revenue and receive \$22M in free cash flow by 2019.
- Current Net Debt to Net Assets ratio is merely 20.3%, whereas Skyline's debt duration is 4.6 years.
- Taken together, Skyline's strong balance sheet, low leverage and cash flow allows us to acquire new properties and diversify our asset base

- **April 2017:** Skyline distributed its first ever corporate dividend in the amount of \$1.8M CAD.
- **March 2017:** The Company signed a 5-year agreement for a credit line of \$20M CAD bearing an interest rate of prime + 2% (current interest rate is 4.7%), using Horseshoe Resort as collateral. This credit line enhances Skyline's financial flexibility.
- **March 2017:** The Company received a loan for \$17M USD at 3.4% interest over 5 years. This loan refinanced a prior US \$11.7M loan with a higher interest rate of 4.76%.
- **January 2017:** the Company signed an agreement to sell the Port McNicoll land reserves for approx. \$41M CAD in revenue.
- **October 2016:** The Company entered into an agreement (through a 60%-owned subsidiary) for the sale of 33 residential parcels at Blue Mountain Resort for \$5.6M CAD.
- **September 2016:** Skyline entered into an agreement to sell land at Blue Mountain Resort for \$15.3M CAD. For its part in the transaction, until the end of 2019, the Company will recognize profit of \$2.5M CAD and free cash flow of \$7M CAD.
- **August 2016:** The Pantages Hotel was sold for \$34M CAD, reflecting a 5.5% cap rate. This transaction resulted in a pre-tax gain of \$8.1M CAD and cash flow of \$17.8M CAD.
- **July 2016:** For the first time, Skyline issued a corporate bond (Series A) in Israel backed by a first lien on Deerhurst Resort. This Series A has a face-value of NIS 128M, duration of 4.85 years and bears an interest rate of 5.2%.

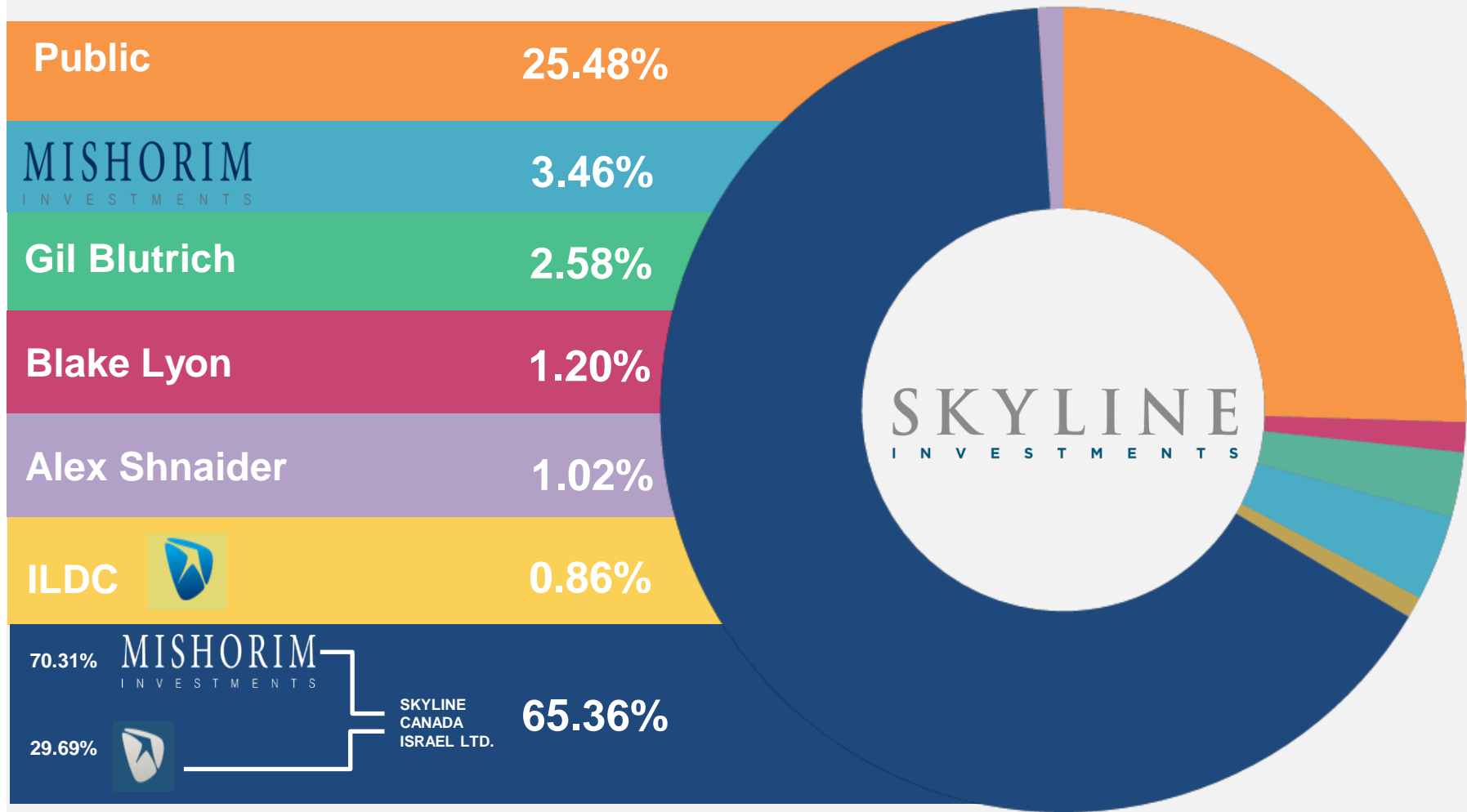
Development of Equity (attributed to the shareholders, in millions of CAD\$)*



* During last 15 years, the company raised approximately \$70M CAD in private placements and IPO on Israeli stock exchange

** As a result of change in accounting policy for the Company's operating assets, equity increased by \$83.7M

Current Ownership Structure



* 74% of Mishorim is owned by Alex Shnaider and Gil Blutrigh through a joint voting arrangement

** Mishorim holds directly and indirectly 50% of Skyline INvestments Inc. shares.

Senior Team



Gil Blutrich
Chairman and President

Founded Mishorim in 1990 and Skyline in 1998. Chairman, President and Main Business Development Officer. In 2004, he was awarded Ernst & Young's Entrepreneur of the Year in Ontario



Blake Lyon CA, CPA
CEO

Blake Lyon has an extensive experience in hotel and resort asset management in Canada and Internationally. Before joining Skyline, Mr. Lyon served as the CEO of some of the largest family offices in Canada and was responsible for the management of assets totalling \$9B, and was CFO at Brookfield.



Vadim Shub CA, CPA
CFO

Over 20 years of experience in managing funds for public companies. CPA in Canada, Israel and the US



Ben Novo-Shalem
Head of M&A and IR

In his previous position, Ben Novo-Shalem served as the head of the research department and was in charge of the income-producing real estate sector at Epsilon Investment.



Chris Lund
Senior VP Hotels and Resorts

Chris Lund has an extensive experience in managing hotels. Serving as the GM of the Deerhurst Resort for more than 4 years. Prior to joining the company served as regional vice president of the Delta hotels.



Paul Mondell
Senior VP Development

In the last 6 years, served as VP Business Development in two leading companies (Brookvalley Development and Management, and Walton Development)

Business Strategy – Increased Acquisition Program Using Low Leveraged Balance Sheet

Skyline's Strategy:

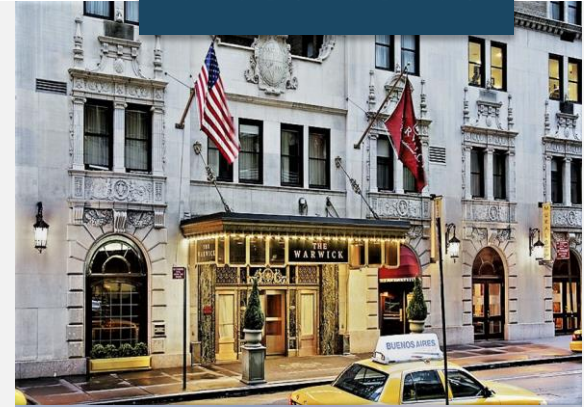
- Optimization of cash flow from existing assets through our experience in operations
- Acquisition of accommodation properties to decrease seasonality and diversify our geographic presence
- Decreasing our land bank holding to less than 10% of asset holdings
- Active asset management

Acquisition Targets:

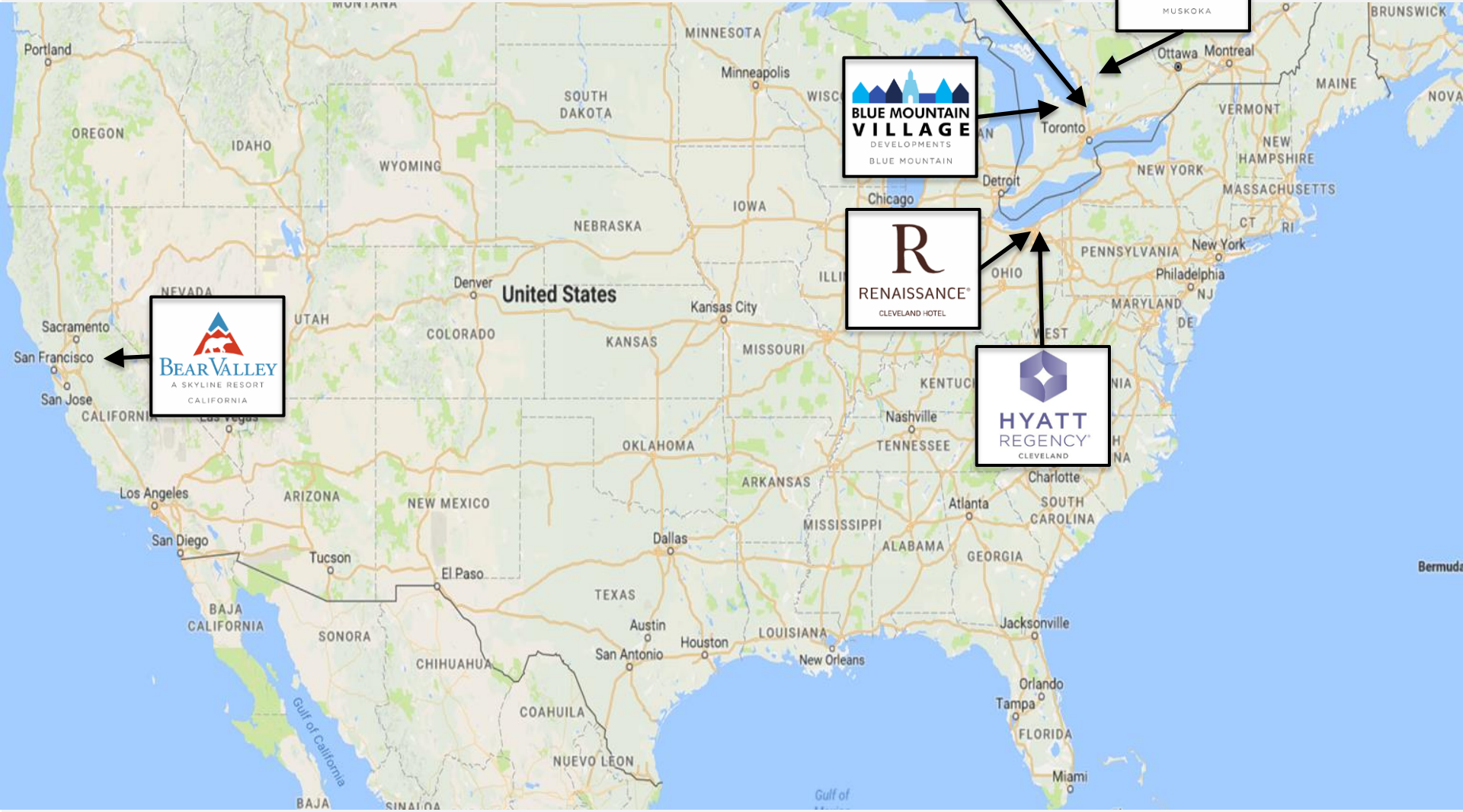
- New markets in Canada and US, primarily the US east coast.
- Non-seasonal locations

Primary Type of Acquisitions:

- Downtown full service hotels
- Suburban limited service hotels
- Focused service hotels (eg. airport hotels)



Business Markets



Main Operating
Assets in Canada



Canada Overview

- Canada is the second largest country by land mass with a population of 35 million
- One of the top 10 largest economies of the world and a member of the Organization for Economic Co-operation and Development (OECD)
- Considered a top country for quality of life with a specific focus on work-life balance
- (S&P) Rating: AAA
- Government support for immigration brings about 300,000 new middle class and above people per year, of which 100,000 settle in the Greater Toronto Area
- The capital of Ontario is Toronto, the economic, financial, and banking capital of Canada
- Ontario is the most populous province in Canada with 13.7 million citizens, growing at 0.8% a year, and makes up close to 40% of Canada's GDP primarily from manufacturing and financial services
- The population of the Greater Toronto Area is 6.4 million residents, making it the 4th largest megalopolis in North America after New York, Los Angeles, and Mexico City
- Toronto housing prices continue to rise while remaining significantly below other North American major cities such as New York, Vancouver, and San Francisco

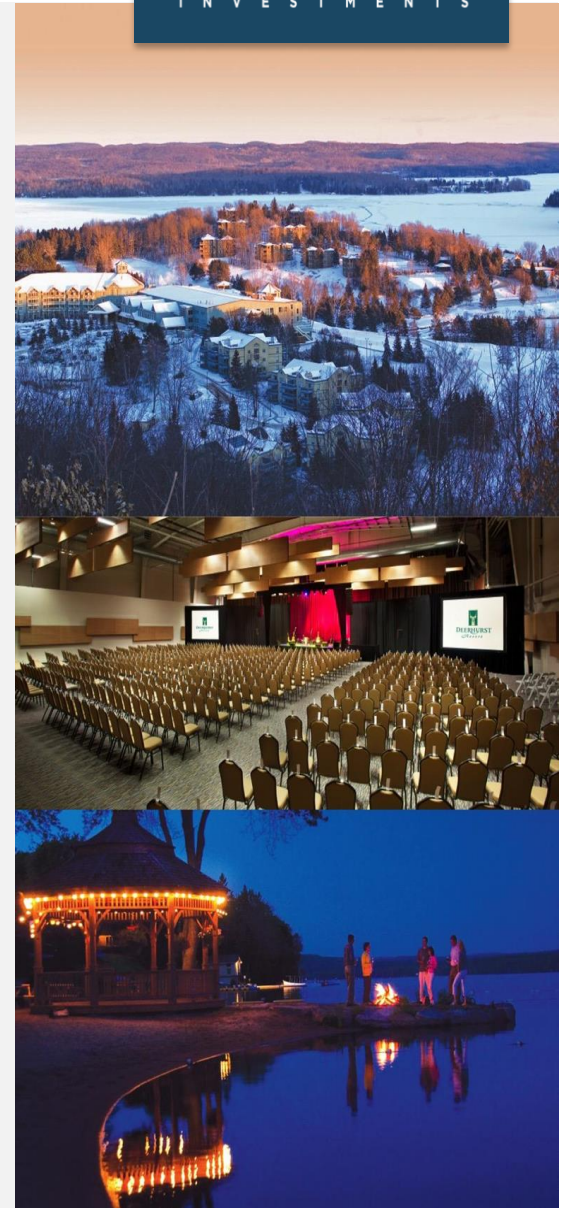


Overview:

- Luxury year round resort in the district of Muskoka, two hours from Toronto.
- The Resort includes approx. 315 rooms (101 rooms owned by Skyline, 214 managed), two golf courses, conference rooms, spa, swimming pools, restaurants, and a private airport.
- With approximately 800 acres owned, the site hosted the G-8 Summit.
- The Resort is a collateral for bonds series A.
- The resort is expanding with the construction of the new 162 room Lakeside condo/hotel.
- Recently received approval of a secondary plan for 640 units & 4,500 sq.m. retail space (Zoning-by-law).

Future Potential:

- Increase NOI through improving operations efficiency and utilizing additional condominium inventory
- Focus on the off-peak traveler market with increased marketing to international traveller
- Continued sale and select development of adjacent land



Deerhurst Resort

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DEERHURST
a
SKYLINE RESORT

Muskoka

www.deerhurstresort.com
1-800-461-4393
For Guest Services call Ext. 7-4333
Emergency 7-4911
In Room - Dial 6



LOCATIONS OF ROOM TYPES

- Travellers' Rooms – Mapleridge, Golfview & Tennisview
- Main Building Rooms - Pavilion
- 1-Bedroom Suites – Summit Lodges
- Lakeside Rooms – Bayshore Building
- Condos (1, 2 or 3-Bedroom) – Greens, Mapleridge, Golfview & Tennisview
- Large Condos (1, 2 or 3-Bedroom) – Oakridge & Golfview

→ To: Deerhurst Highlands, Steamers Restaurant & Bar (May-Oct), Riding Stable, Adventure Park (Treetop Trekking, Paintball, Yamaha Riding Adventures, Dog-Sledding), Hidden Valley Highlands Ski Area and Hwy. 60/Huntsville.

Horseshoe Resort

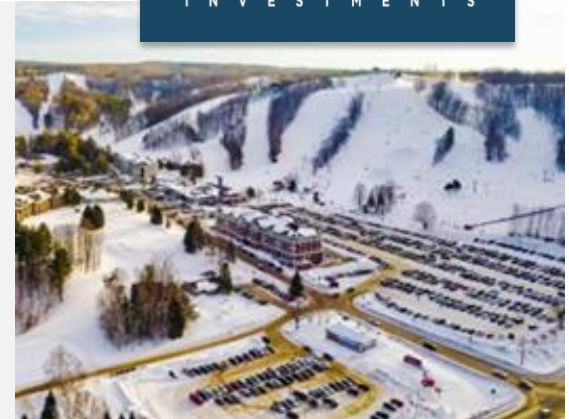


Overview:

- A ski, golf, adventure park and hospitality resort operating year round, located one hour drive from Toronto.
- The site includes a leading golf course in Canada, 25 alpine ski runs and 40km of cross-country trails, 163 hotel rooms (141 owned, 22 managed), and 5 restaurants.
- The resort sits on approximately 220 acres
- The company recently completed the \$20M Copeland House condo/hotel adding a significant number of new rooms to the resort.
- The 44-unit Slopeside building, located in the resort, is expected to be renovated soon. The renovated apartments will be sold and the company expects that some will join the resort's rental program.
- Invested \$5M in new high-speed chairlift

Future Potential:

- Increase NOI through improving operations efficiency and utilizing additional condominium inventory
- Enhanced summer business with the introduction of Horseshoe Lake
- Continued sale and select development of adjacent land



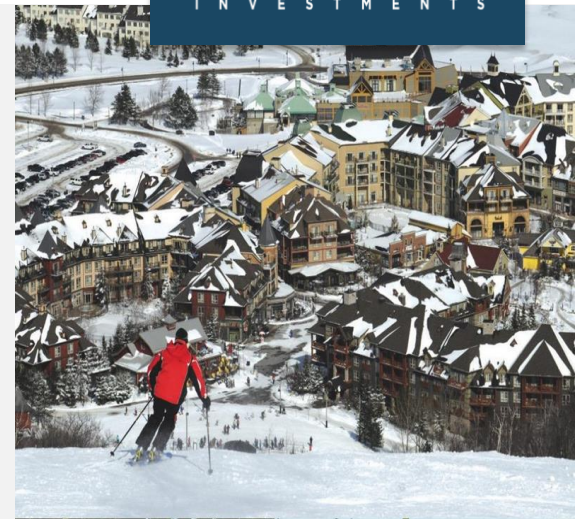
Overview:

- The Village includes Ontario's largest ski resort, retail shops, and restaurants operating throughout the four seasons.
- The Village is located near Collingwood and Georgian Bay, two hours away from Toronto.
- The Company, together with a partner (40%), holds half of the retail space in the village (but manages 100%) as well as 600* units with development rights for residential construction (including infrastructure).

Future Potential:

- Sale of lots and land parcels to local developers
- Sale and/or development of retail spaces
- Hotel and condo development opportunities
- \$21M lands sold and are to be delivered between 2017-19

*Note: 124 units have been sold but have not yet been delivered to their purchasers



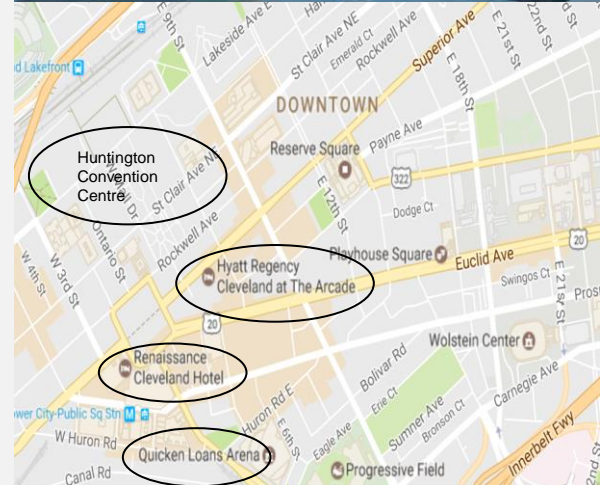
Main Operating
Assets in the
United States



Cleveland Overview

- Greater Cleveland is the 28th most populous metropolitan area (2.5 million people) and its GDP grew by 0.7% in 2016 and is projected to grow a further 4.1% in 2017.
- Home of seven Fortune 500 firms including Goodyear Tire, Progressive Insurance, and FirstEnergy.
- Cleveland's economic backbone is its healthcare sector, the fastest growing in the US. Highlights include the world-famous Cleveland Clinic.
- Home to three successful sports franchises that attract guests and attention throughout North America including the NBA Champions Cleveland Cavaliers.
- Recently completed Huntington Convention Center and Global Center for Health Innovation with 390,000 total sq. ft. attracts over 25,000 visitors a year.
- Local government invested \$425M USD to build the Center and is committed to Cleveland as a tourist destination.
- Altogether, Cleveland sees about 16.9 million visitors a year.
- S&P Rating: AA Moody's Rating: Aa2 Fitch Rating: AA

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Hyatt Regency Arcade



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Overview:

- Historical heritage site built in 1890. Located in the central business district of Cleveland. The property includes a 293-room hotel, an indoor mall of about 4,200 sq.m., and conference rooms, spa, fitness club and restaurants.
- Hyatt is currently under a 10-year contract as the manager and brand of the property.
- The property was purchased by Skyline in February 2012 for \$7.6M USD (a net acquisition cost of \$3.1M USD, after deduction of cash available in the hotel's accounts at the time of purchase). Property appraised at \$46.6M USD on December 31, 2016.
- Phase 2 of rooms renovation project has commenced during which the remaining 170 rooms will be renovated. The expected cost of the renovation project is \$4.6M USD most of which is funded from the Property Renovation Reserve (a restricted cash, not reported under cash and cash equivalent balances).
- In March 2017, the Company refinanced the property with a loan bearing a 3.4% interest rate.
- Asset specializes in weddings.

Future Potential:

- Increasing NOI from completion of room renovations, continued lease ups of its retail mall and Cleveland's continued growth.

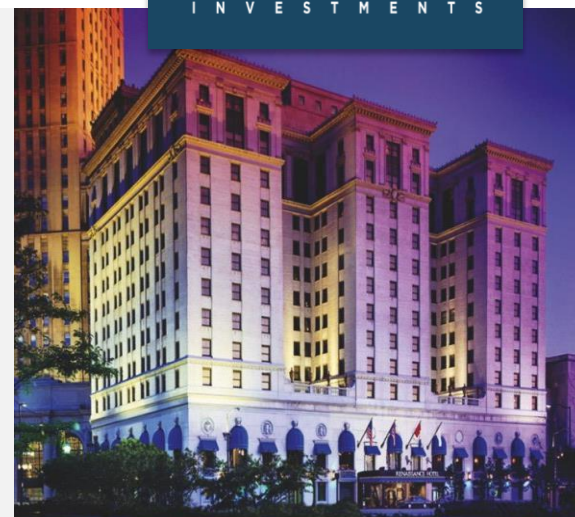


Overview:

- Historical heritage asset built in 1918. The property is located in the business center of downtown Cleveland US, near the city's main square. (sized 860,000 sq.f)
- The property was purchased by Skyline for \$19.1M USD, for which Skyline received a \$3.5M USD from partner. The property was appraised at \$55.5M USD on December 31, 2016.
- 491 room, 34 conference spaces (64,000 sq.f well positioned in the area) and more than 300 parking stalls.
- Public square underwent a significant renovation of approx. \$40M USD.
- A 20 year franchise agreement was signed with Marriott and the hotel is managed by Aimbridge which manages over 450 hotels in the United States.
- The hotel is co-owned 50% by Skyline.
- The hotel is expected to undergo a significant renovation during the next 3 years. This renovation will be financed by an already confirmed loan.

Future Potential:

- Increased NOI from a substantial renovation program, continued lease ups of its retail space, and Cleveland's continued growth.

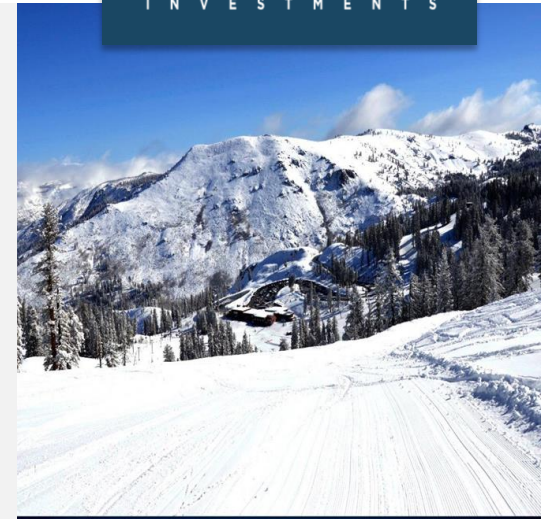


Overview:

- Ski resort located in California
- The resort acquisition was purchased in 2014 for a total consideration of \$3.7M USD. The property was appraised at \$11.5M USD on December 31, 2016.
- Skyline management invested significant efforts to reduce operational costs, invested close to \$3M USD in improvements, which along with a return to normal snowfall levels has resulted in an NOI of approx. \$2.3M USD.
- A new modern ski lift was purchased for \$5M USD.

Future Potential:

- Additional NOI growth as skiing visits increase to historical levels
- Investment in new equipment will yield higher ticket pricing
- Opportunities to develop and sell adjacent lands



Land Sales and Development Assets

Lakeside Lodge (Deerhurst):

- 162-unit development on Deerhurst land to be used for sale and inventory for Deerhurst Resort.
- As of today, 103 units have been sold for a revenue of \$35M.
- Total revenue and gross profit are expected to be \$55M and \$13M respectively.
- Delivery is expected in Q3/2018.
- Closed a favorable construction loan agreement at a rate of 4.45%.

Slopeside Lodge (Horseshoe):

- The resort will be renovating the Slopeside Lodge to convert 44 rooms to condominium units which will be made available for sale and inventory for Horseshoe Resort.
- By 2018, expected revenue from the project is \$15M and profit of \$5M+.



Land Sales and Development Assets

Blue Mountain:

- As of December 2016, the Company delivered 74 lots bringing in approx. \$9M in revenue
- As of today, the Company has sold **124** units at \$21M. The revenue and cash flow from these units will be recognized in financial statements over the next 3 years

Port McNicoll:

- As of January 2017, the Company signed an agreement to sell the Port McNicoll land reserves for approx. \$41M in revenue, payable over 10 years with interest
- The Port McNicoll Project Sale Agreement - revenue and profit calculation:

The Port McNicoll Project Sale Agreement	
Purchase price and acquisitions	\$7,070
Improvements and	\$7,600
Total Investment in Port McNicoll	\$14,670
New Agreement	\$41,365
expected cash profit	\$26,695
ROI	182%

*After the new sale agreement of Port McNicoll, several land parcels and the museum ship remain under the ownership of the Company. The total value of the remaining assets is \$7.1M

**Since the acquisition of the Port McNicoll Project, The Company sold lands and received \$20M in revenue and \$6.5M in free cash flow



Financial
Information
(\$CAD 000)



Strong Balance Sheet

- Capital to balance ratio of 54%
- Net Debt to Net Assets ratio is merely 20.3%

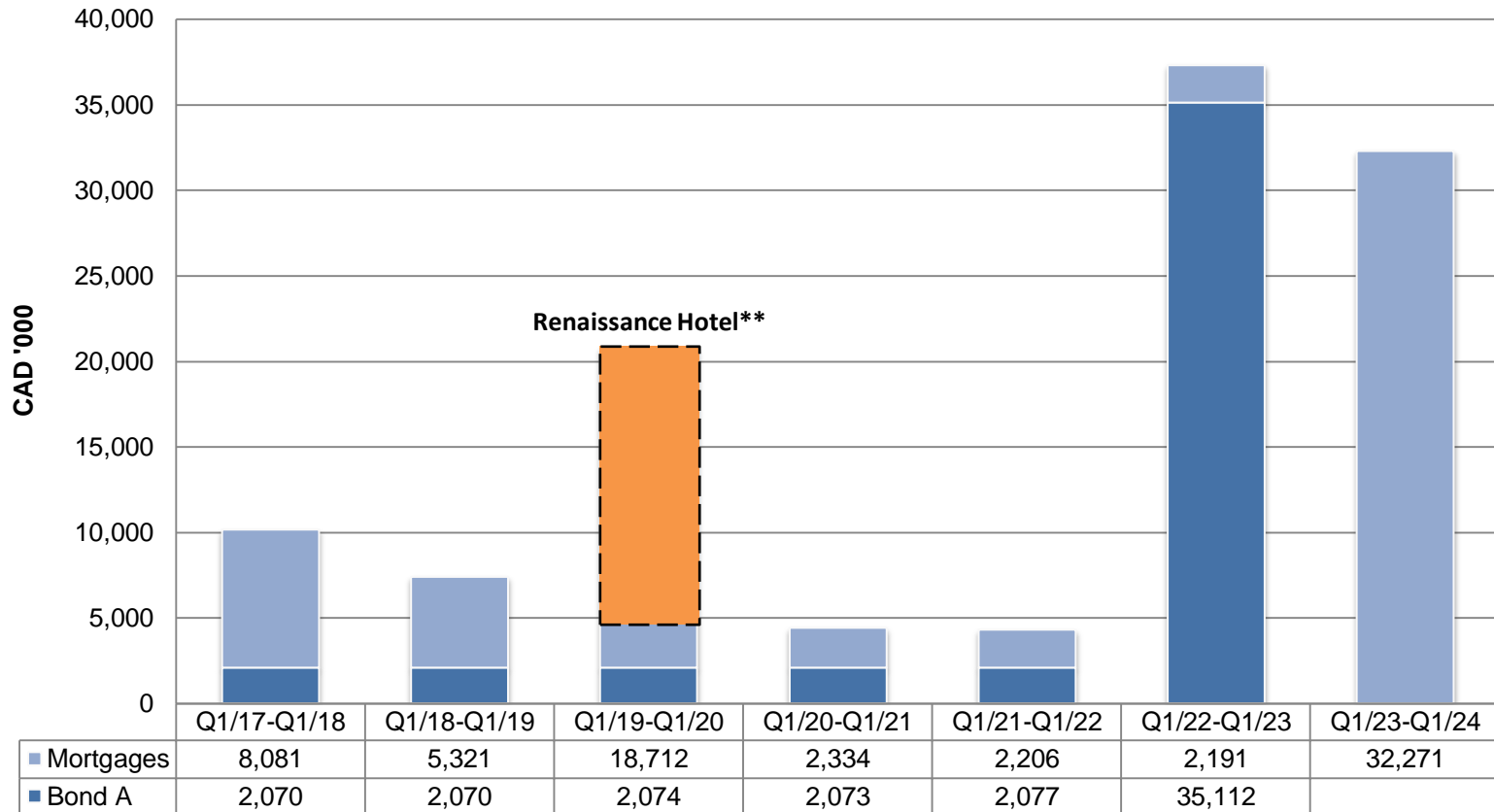
Flexibility

- As of March 31, 2017 the Company has:
 - A cash balance of \$25M
 - An unutilized low cost credit line of \$21M
 - Effective average loan duration of 4.6 years, and an average interest rate of 4.6%
 - Low LTV (33% for the income producing assets and 9% for the lands)
 - A total value of unencumbered assets is \$166.5M

Cash Flow and Debt Maturities

- In the next five years, the Company has no significant principal payments
- Cash flow from income producing assets is able to serve the financial debt in the next five years even without debt refinancing
- In the next three years, Skyline is expected to receive a net cash flow of \$22M from development projects.
- Renovations and expansions of the existing properties are expected to increase the NOI significantly in the coming years

Well-Staggered Term Debt Maturities



*Not including the construction credit lines in amount of \$7.7M for Lakeside Lodge and Blue Mountain. The debt is expected to be paid by the proceeds from the sale of these projects.

**The bank loan for the Renaissance Hotel of \$16.5M constitutes a major part of the principal payment in the third year. This loan has very low LTV of 22%.

Net Asset Value

	Ownership	BV	2015 NOI	2016 NOI	TTM3/17	2017/BV NOI	Loan Balance 3/2017 (6)	LTV	Equity
Revenue generating assets									
Deerhurst Resort (1)	100%	72,600	4,390	3,885	4,361	6.0%	42,205	58%	30,395
Horseshoe Resort (2)	100%	54,000	4,078	2,747	3,943	7.3%	-	0%	54,000
Blue Mountain Retail	60%	28,980	1,671	1,750	1,744	6.0%	14,528	50%	14,452
Hyatt Regency Arcade (3)	100%	62,570	4,689	5,463	5,054	8.1%	24,168	39%	38,402
Renaissance Hotel (4)	50%	74,520	331	7,072	7,474	10.0%	16,424	22%	58,096
Bear Valley Resort	100%	15,441	(188)	2,771	2,289	14.8%	-	0%	15,441
Total Revenue generating assets		308,111	14,971	23,689	24,865	8.1%	97,325	32%	
Adjustment to consolidated FS (5) (5a)		2,759	599	(2,868)	(3,405)		6,303		
Total Revenue generating assets consolidated FS		310,870	15,570	20,821	21,460		103,628	33%	210,786
Average Interest rate (6)							4.59%		
Lands									
Deerhurst lands	100%	30,047					9,692		20,355
Horseshoe lands	100%	19,079							19,079
Blue Mountain lands	60%	18,180							18,180
Port McNicoll	100%	44,906							44,906
Total lands		112,212					9,692	9%	102,520
Projects under construction and other		23,581					7,371		16,210
Total Real Estate		446,663	446,663				120,691	27%	329,516
Cash and cash equivalents (7)		24,903							
Receivables & Other		34,165					3,306		
Deferred tax		6,961							
Total Assets per Financial Statements		512,692					123,997		329,516
Debt, including bonds		(123,997)	123997				4.61%		
Payables & Other		(38,616)							
Deferred tax		(70,744)							
Total liabilities		(233,357)							
Non-controlling interest		(31,735)							
Equity attributable to shareholders of the company		247,600							247,600
Number of Shares, 000		16,737							
Equity per Share (CAD)		14.79							
Equity per Share (NIS)		40.29							

FX 1 CAD to NIS as of March 31, 2017 - 2.7234

(1) Loan balance: Series A bonds net of hedge

(2) Horseshoe resort NOI for 2016 was negatively impacted by extremely poor weather conditions, resulting in 1,500 CAD loss of NOI

(3) The Loan was refinanced in March 2017, new amount is 17,000 USD at variable 3.40%

(4) Renaissance was acquired on Oct 28, 2015, full 2015 year NOI was \$6,601

(5) Primarily severance payments due to restructuring and (5a) lease obligations

(6) Average Interest rate is calculated by multiplying the loan stated interest rate by loan balance and divided by total loan balances

(7) Not including available lines of Credit totaling 21,000 CAD

(8) Additions since Dec 2016 and FX changes



Summary of Periodic Results (in 000's CAD)

Section	2016	Q1/16	Q1/17	% Change
Revenue from revenue generating assets	122,197	34,375	33,755	(1.8%)
Revenue from sale of residential real estate and other	25,797	13,721	958	(93.0%)
Total Revenue*	147,994	48,096	34,713	(27.8%)
NOI from revenue generating assets	20,821	6,973	7,612	9.2%
Total EBITDA**	19,455	7,828	6,795	(13.2%)
FFO**	9,771	5,812	5,056	(13.0%)
Same Property Revenue		32,536	33,755	3.7%
Same Property NOI		6,453	7,516	16.5%

*Most of the decline in revenues stemmed from a decrease in the number of housing units delivered and a decrease in revenues as a result of the sale of the Pantages Hotel in August 2016.

**See explanation for the FFO and EBITDA calculation in MD&A. The decrease in both parameters in the first quarter of 2017 was mainly due to the delivery of land parcels at Blue Mountain during the corresponding quarter last year, which generated a profit of CAD \$2M.

Main Balance Sheet Parameters (in 000's CAD)

Section	31.12.2016	31.03.2017
Total Assets	519,753	512,692
Gross financial debt	130,985	123,997
Cash and equivalents	29,961	24,903
Net Debt	101,024	99,094
Shareholders equity	245,968	247,600
Non-controlling interest	32,021	31,735
Total Equity	277,989	279,335
Net Debt to Net Assets	20.6%	20.3%
Equity to balance ratio	53.5%	54.5%

Appendix



List of Assets with no Financial Debt (in 000's CAD)

Name	FMV(4) 31.03.2017
Bear Valley Resort	14,241
Horseshoe Resort (3)	49,000
Excluded Lands surrounding Deerhurst Resort (1)	15,480
Excluded Lands surrounding Horseshoe resort (2)	19,079
Lands at Blue Mountain (60%)	14,898
lands at and around Port McNicoll	46,557
Slopeside 40 condo building at Horseshoe resort	7,300
Total	166,555

(1) In accordance with the terms of the trust deed, a first-level technical lien will be registered on these lands in favor of the bondholders, which will be released in the future upon the completion of the parcellation process

(2) Similar terms and conditions

(3) Constitutes collateral for an unutilized credit facility of \$20 million CAD

(4) There was no significant change in the fair market value of these assets since the end of 2016.



Thank You!

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Questions? Please contact Ben Novo-Shalem, Head of M&A and IR
416-368-2565 ext: 2222 | benn@skylineinvestments.com