2018 Results Conference Call

February 13, 2019 |10AM Eastern

Killam
APARTMENT REIT

Cautionary Statement

This presentation may contain forward-looking statements with respect to Killam Apartment REIT and its operations, strategy, financial performance and condition. These statements generally can be identified by use of forward-looking words such as “may”, ”will”, “expect”, “estimate”, “anticipate”, “intends”, “believe” or “continue” or the negative thereof or similar variations. The actual results and performance of Killam Apartment REIT discussed herein could differ materially from those expressed or implied by such statements. Such statements are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations. Important factors that could cause actual results to differ materially from expectations include, among other things, general economic and market factors, competition, changes in government regulation and the factors described under “Risk Factors” in Killam’s annual information form and other securities regulatory filings. The cautionary statements qualify all forward-looking statements attributable to Killam Apartment REIT and persons acting on its behalf. Unless otherwise stated, all forward-looking statements speak only as of the date to which this presentation refers, and the parties have no obligation to update such statements.

2018 | Highlights

Killam APARTMENT REIT

Apartment Occupancy of 97.1%

4.4% FFO per unit Growth

$135M in Fair Value Gains

3.22x Interest Coverage

4.8% in Same Property NOI Growth

Debt to Total Assets of 49.8%

5.8% in Apartment Rental Rate Growth

Normalized Debt to EBITDA of 10.62x

70 bps improvement in SP NOI Margin

$315M in New Acquisitions

AFFO Payout Ratio of 84%

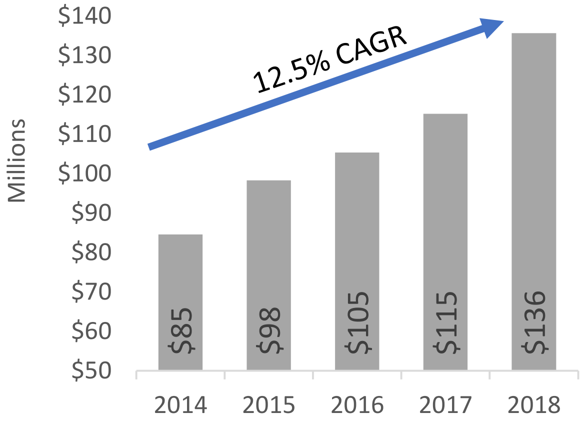
2018 | Strategic Achievements

2018 Target	2018 Performance
Grow Same Property NOI by 1% to 2% **REVISED: 3% to 5%**	✓4.8% Same Property NOI growth in 2018.
Acquire a minimum of $125M of assets **REVISED: Minimum of $225M**	✓$315 million of assets purchased in 2018.
Focus 75% of acquisitions and at least 26% of 2018 NOI outside Atlantic Canada	~66% of completed acquisitions are located outside Atlantic Canada(1) . ✓27% of 2018 NOI outside Atlantic Canada.
Complete The Alexander, Saginaw and break ground on one additional development	✓Saginaw Park opened April 1st. ✓The Alexander opened Sept 1st and substantially complete in Oct 2018. ✓Broke ground on a 78-unit development in Charlottetown. Killam received final approval for Silver Spear II and expects to break ground in Q2-2019.
Maintain debt to total asset to below 52%.	✓49.8% debt to assets ratio at December 31, 2018.

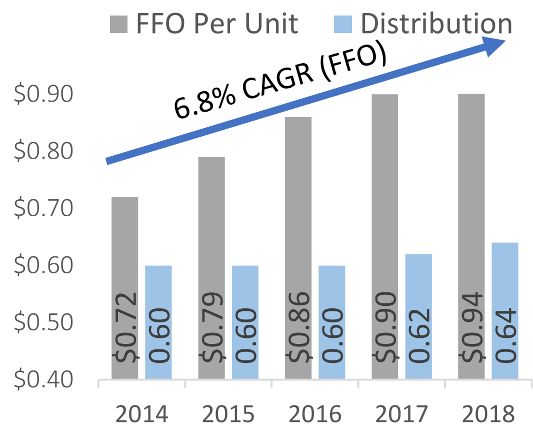
(1) Excluding the acquisition of the remaining 50% interest in the joint Halifax-based Alexander development in December, 77% of acquisitions were outside Atlantic Canada.

2018 Highlights | Five Years of Strong Growth

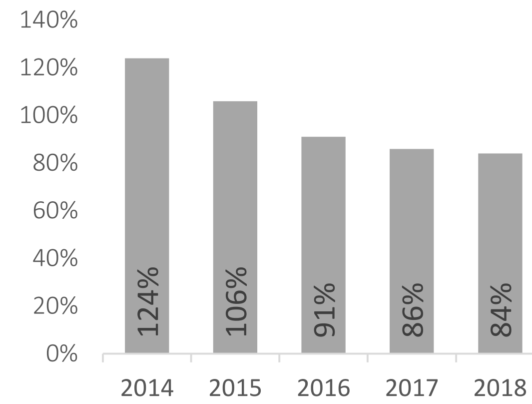
Net Operating Income



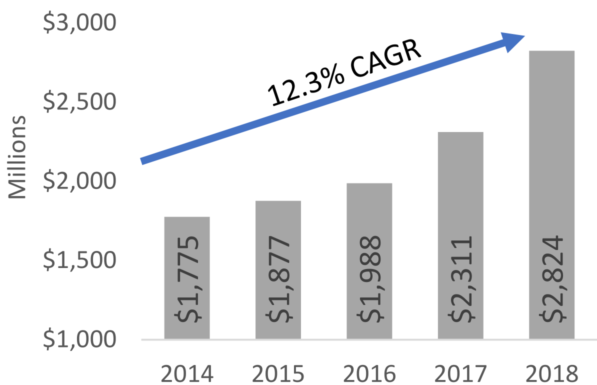
FFO & Distribution Per Unit



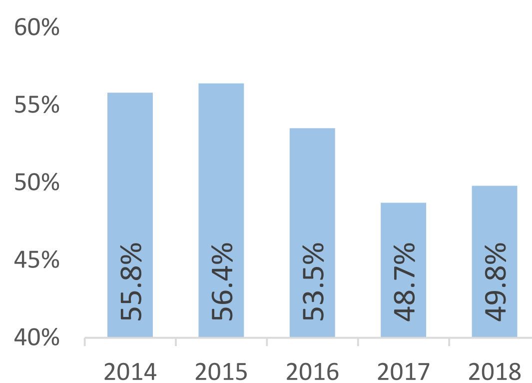
AFFO Payout Ratio[1]



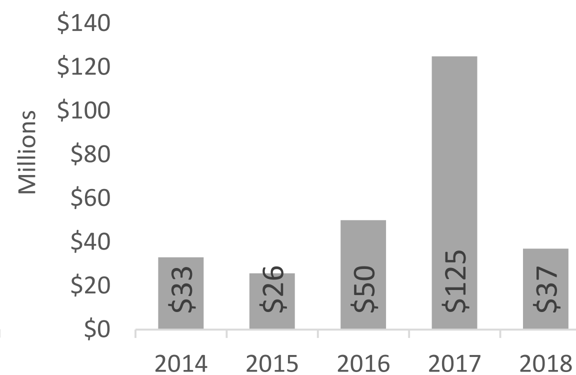
Total Assets



Debt as a % of Assets



Liquidity[2]



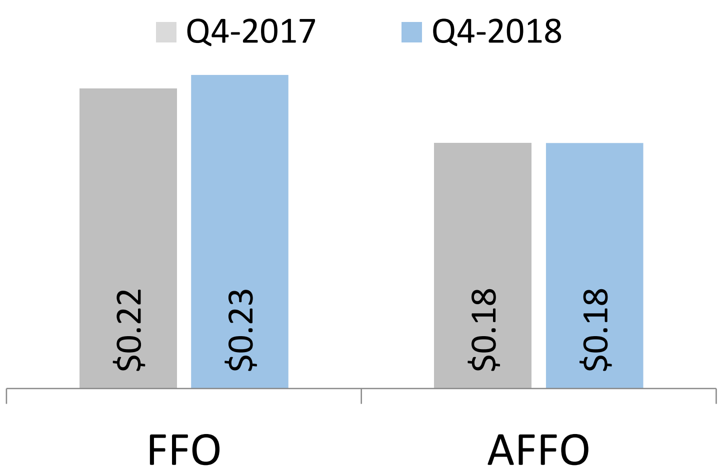
[1] AFFO payout ratio for 2017-2018 calculated using a maintenance capex reserve of $900/unit for apartments. AFFO payout ratio for 2014 – 2016 calculated using a maintenance capex reserve of $970/unit for apartments.

[2] Pro-forma liquidity at December 31, 2017, includes pending mortgage financings that were arranged, but had not closed at December 31, 2017.

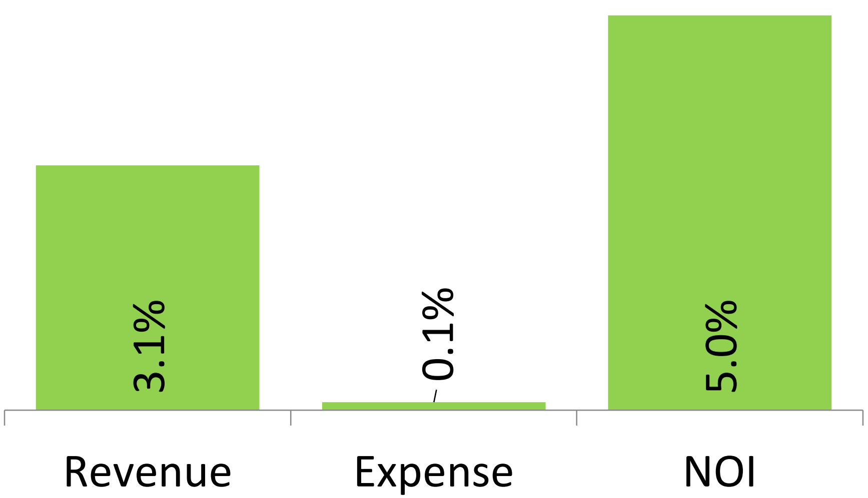
Q4-2018 | Financial Highlights

- Generated FFO per unit of $0.23 versus $0.22 in Q4-17.
- Produced AFFO per unit of $0.18 consistent with Q4-17.
- Increased rental revenue 3.1% for the quarter.
- Managed operating expense increases, 0.1% for the quarter.
- Achieved same property NOI growth of 5.0% in Q4-18.

Q4 FFO & AFFO Per Unit



Same Property Portfolio Performance
For the three months ended December 31, 2018

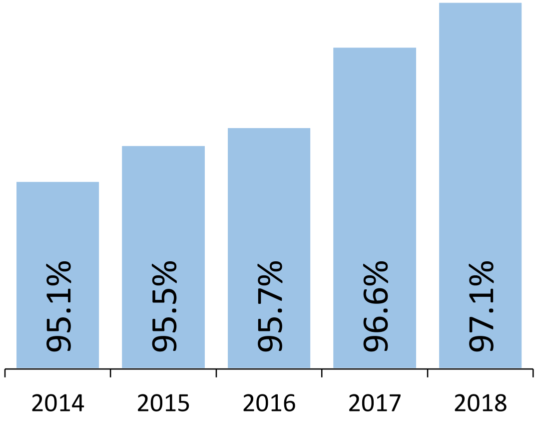


2018 | Financial Highlights

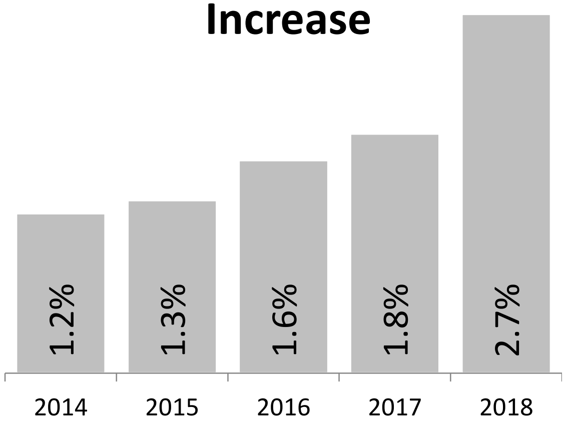
Strong revenue growth to increase same property earnings.

- Increasing rental rates: Rate increases on renewals of 1.7% and turns of 5.3%, averaged **2.7%** in 2018.
- Strong occupancy: Both 2018 and 2017, amongst Killam's highest years.
- Reduced incentives: 30 bps lower than 2017, as fewer inducements required with the current strong market fundamentals.

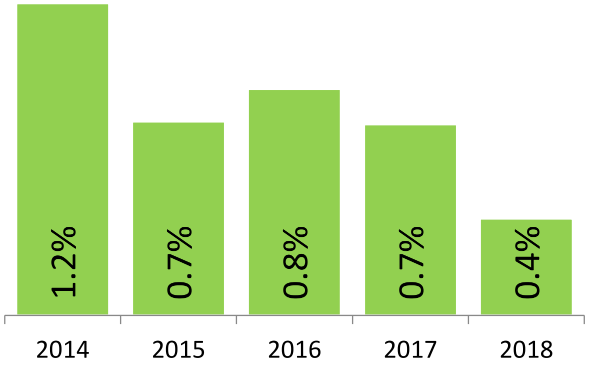
Apt Same Property Occupancy[1]



Apt Same Property Avg Rental Rate Increase



Apt Same Property Incentive Offerings[2]

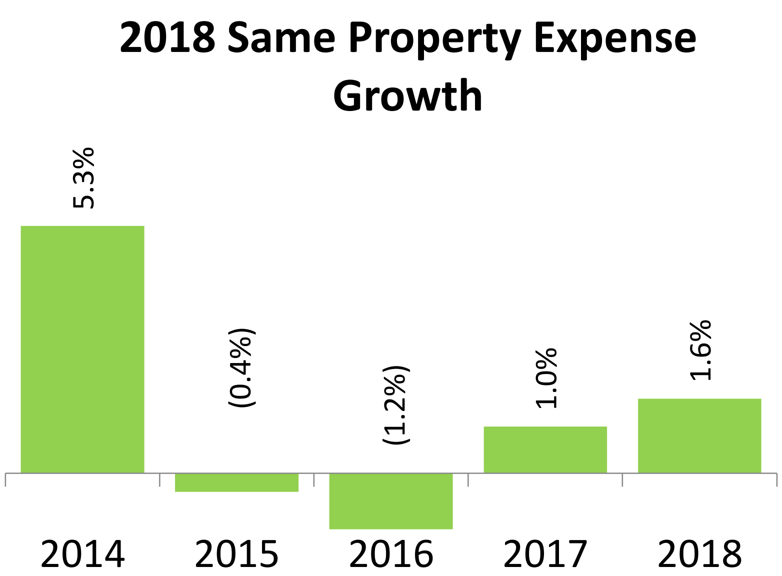


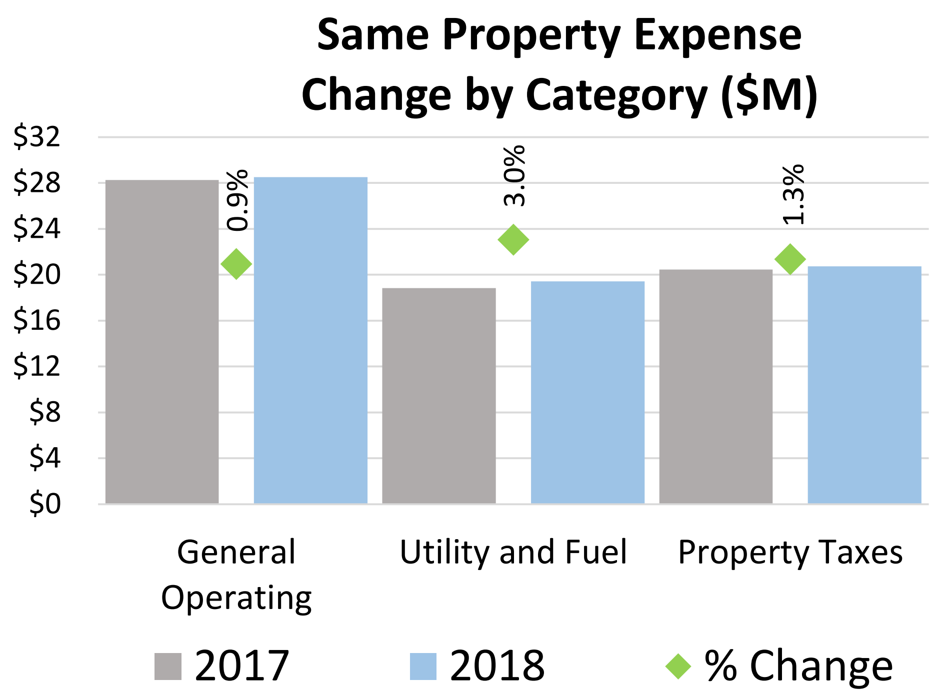
1 Measured as dollar vacancy for the year.
2 Measured as a percentage of residential rent.

2018 | Financial Highlights

Managing expenses to increase same property earnings.

- Investing in energy and water conservation initiatives.
- Maximizing economies of scale.
- Appealing rising property tax assessments.

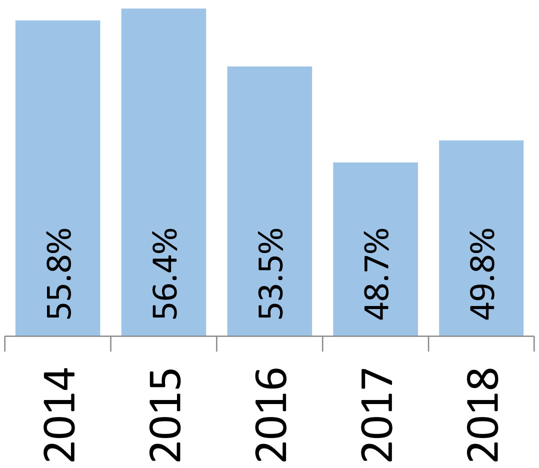




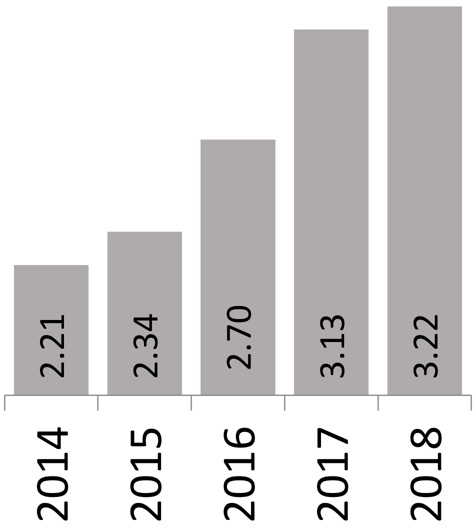
2018 | Financial Highlights

Managing balance sheet with conservative leverage.

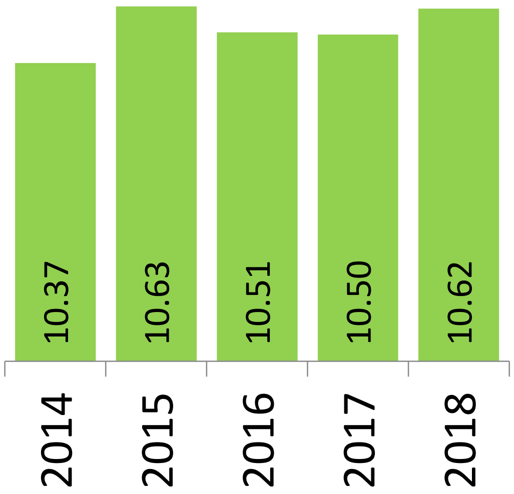
Debt as a Percentage of Assets



Interest Coverage Ratio

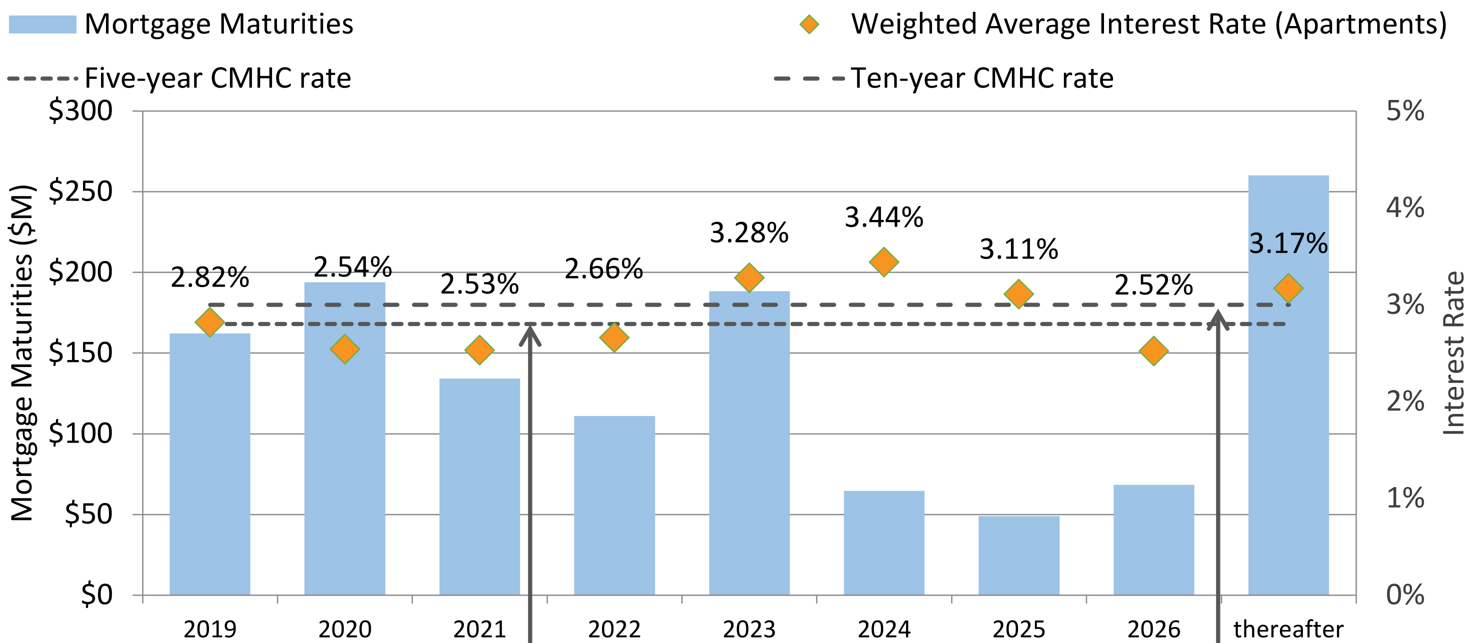


Debt to Normalized EBITDA



2018 | Financial Highlights

Apartment Mortgage Maturities by Year
As at December 31, 2018



Current rate for 5-year CMHC insured debt is approximately 2.80%.

Current rate for 10-year CMHC insured debt is approximately 3.00%.

Current Weighted Average Interest Rate of 2.95%

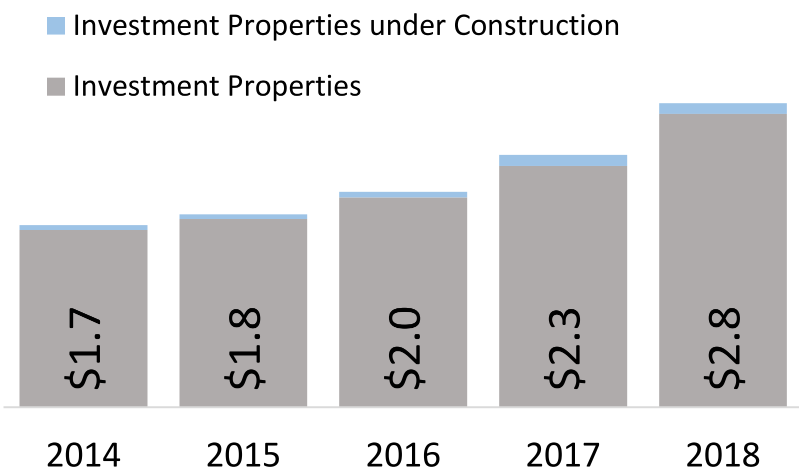
85% of Apartment Mortgages CMHC Insured

Weighted Average Term to Maturity of 4.4 years

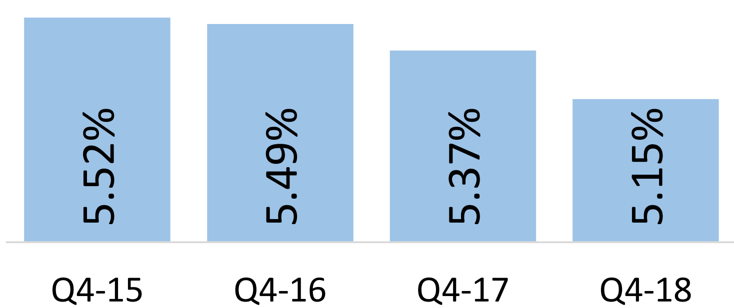
2018 | Financial Highlights

Increasing value of investment properties.

Investment Properties ($ billions)



Weighted Average Apartment Cap-Rates



2018 | Growing FFO & NAV

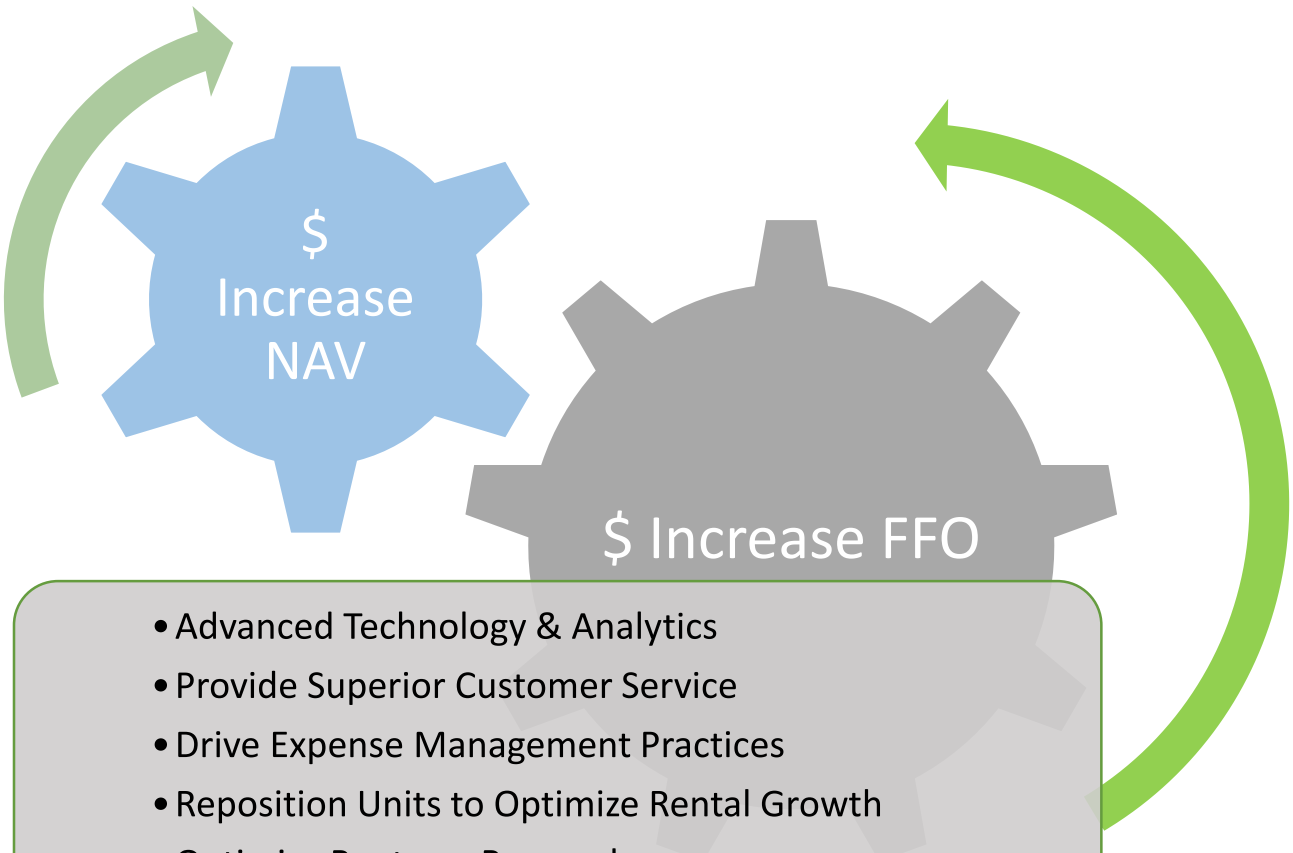
Killam's strategy to increase FFO, NAV and maximize value is focused on three priorities:

Increase earnings from existing portfolio.

Expand the portfolio and diversify geographically through accretive acquisitions.

Develop high-quality properties in core markets.

2018 | Increase Value in Existing Portfolio



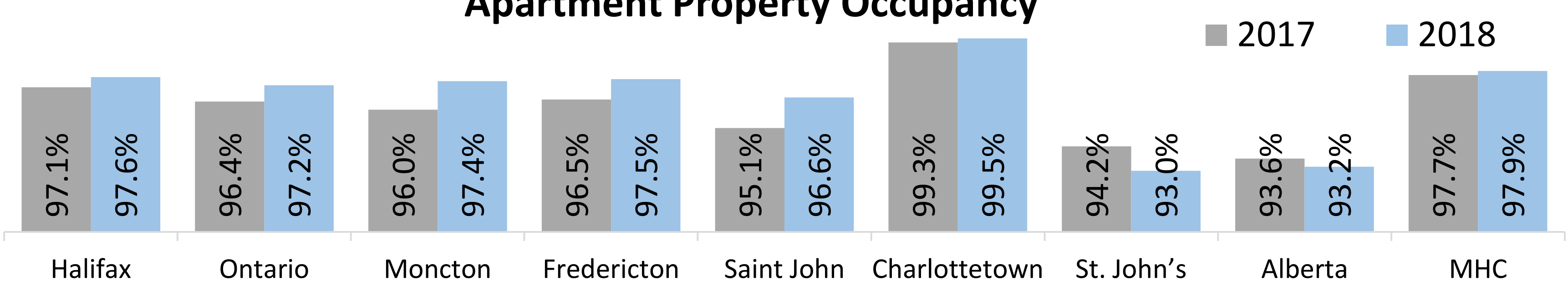
- Advanced Technology & Analytics
- Provide Superior Customer Service
- Drive Expense Management Practices
- Reposition Units to Optimize Rental Growth
- Optimize Rents on Renewal
- Enhance Other Revenue Streams
- Invest in Energy Efficiencies

2018 | Increasing Revenues to Grow NOI

Driving revenues through increased occupancy and rental rates, as well as fewer rental incentive offerings.

	Same Property Rent		
Region	Dec-18	Dec-17	% Change
Halifax	$1,043	$1,011	3.2% ↑
Ontario	$1,382	$1,343	2.9% ↑
Moncton	$868	$843	3.0% ↑
Fredericton	$960	$937	2.5% ↑
Saint John	$807	$786	2.7% ↑
St. John's	$980	$971	0.9% ↑
Charlottetown	$948	$925	2.5% ↑
Alberta	$1,147	$1,131	1.4% ↑
Total Apartment (Weighted Average)	$1,018	$990	2.7% ↑
MHC	$254	$248	2.5% ↑

Apartment Property Occupancy



2018 | Increasing Revenues to Grow NOI

Driving revenues through unit repositionings to meet market demand.

- Seeking **higher** rent lifts and ROI on each unit turn with an increased focus on unit repositioning.

2018	2019 Target	Total Opportunity
• **~170** Units vs 47 units in 2017 • **14%** ROI • **$253** Avg Monthly Rental Rate Lift • **$22K** Avg Investment	• **300** Unit Repositions • **~$6M** Investment • **$0.9M** Annualized Revenue	• **3,000** Unit Repositions • **$54-60M** Investment • **$9M** Annualized Revenue

2018 | Increasing Revenues to Grow NOI

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Accelerating capital investment in suites to maximum NOI growth and investment returns.

2018
~170 units | ~$3M investment | ↑$0.6M NOI


Rivers Edge, Cambridge

Brentwood, Halifax


Lorentz, Moncton


Fort Howe, Saint John


Harlington, Halifax


Torbay, St. John’s


Silver Spear, Mississauga


One Oak, Halifax

Next 12 Months
300 units | $6M investment | ↑$0.9M NOI

2018 | Increasing Revenues to Grow NOI

Garden Park, Halifax (246 units) | Driving revenues through repositioning units

Suite Repositionings

- $260K invested in 17 units in 2018
- 14% Avg ROI
- 21% Avg rent lift
- $220 Avg monthly increase

2018 | Increasing Revenues to Grow NOI

Garden Park, Halifax (246 units) | Driving revenues through repositionings

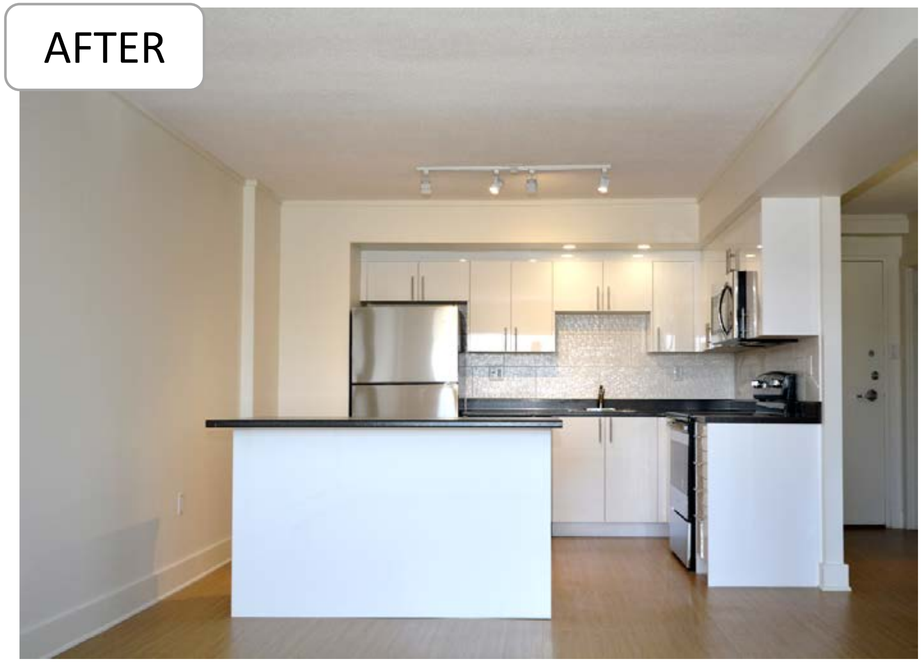
Common area upgrades

2018 | Increasing Revenues to Grow NOI

Killam APARTMENT REIT

Parker Street, Halifax (239 units) | Driving revenues through repositioning units

AFTER



BEFORE

Suite Repositionings

- $205K invested in 13 units in 2018
- 12% Avg ROI
- 25% Avg rent lift
- $220 Avg monthly increase

2018 | Increasing Revenues to Grow NOI

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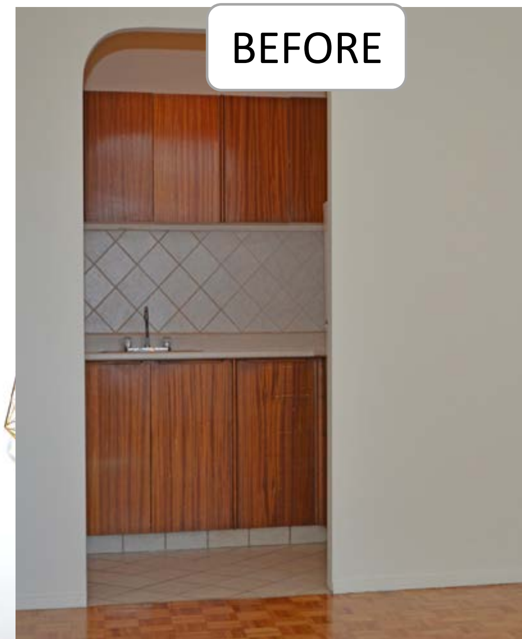
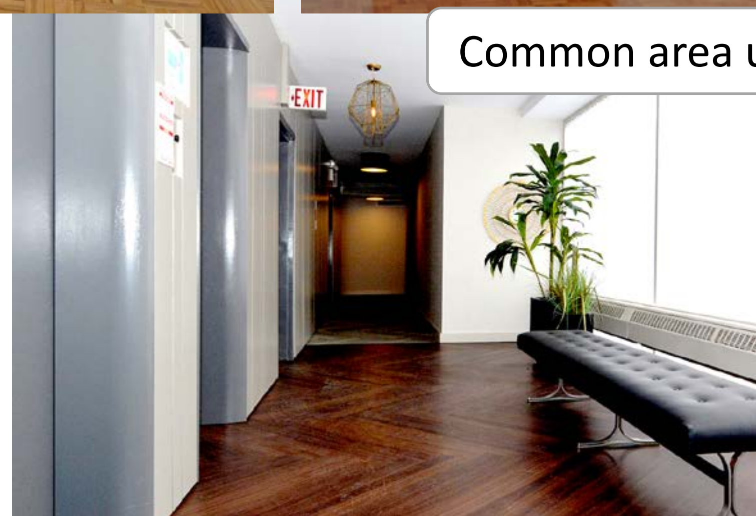
Spring Garden Terrace, Halifax (201 units) | Driving revenues through repositionings

AFTER

BEFORE



Common area upgrades



Suite Repositionings

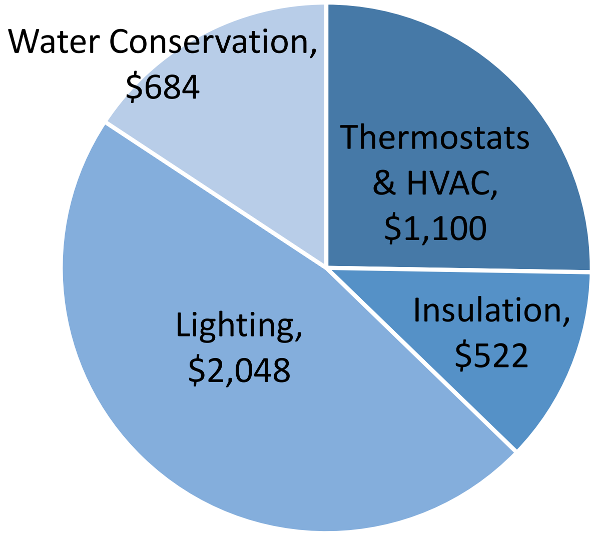
- $110K invested in 6 units in 2018
- 20% Avg ROI
- 18% Avg rent lift
- $230 Avg monthly increase

2018 | Managing Expenses to Grow NOI

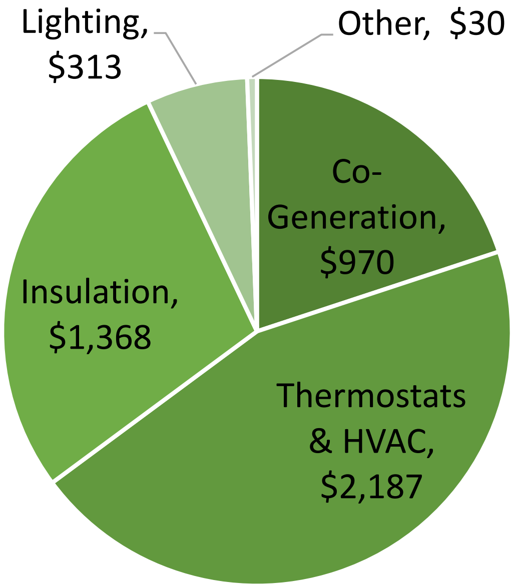
Killam's $25 million energy efficiency investment in existing properties

- Killam has invested $10M to date in efficiency projects, including
  - 9,100 low-flow toilets installs (annual savings of 600M litres of water)
  - Lighting retrofits at ~90 properties (annual savings of 3.7M kWh)
  - Boiler, insulation and thermostat upgrades.
- 2018 | $4.4M investment, 184 projects, $0.9M annual savings, 5.0 year payback.
- 2019 Planned | $4.9M investment, 123 projects, $1.1M annual savings, 4.6 year payback

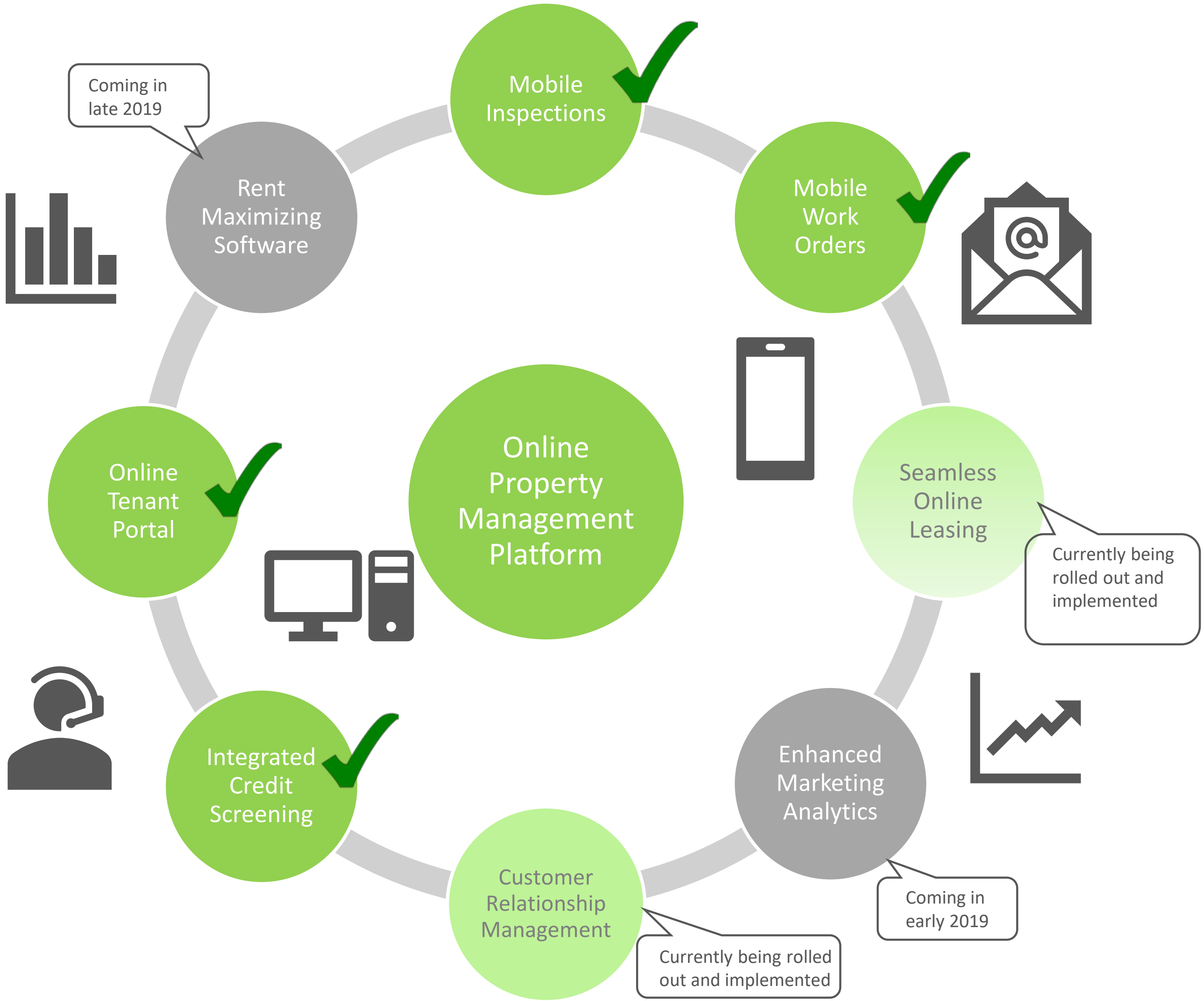
2018 Energy Efficiency Investments ($000's)



2019 Planned Energy Efficiency Investments ($000's)

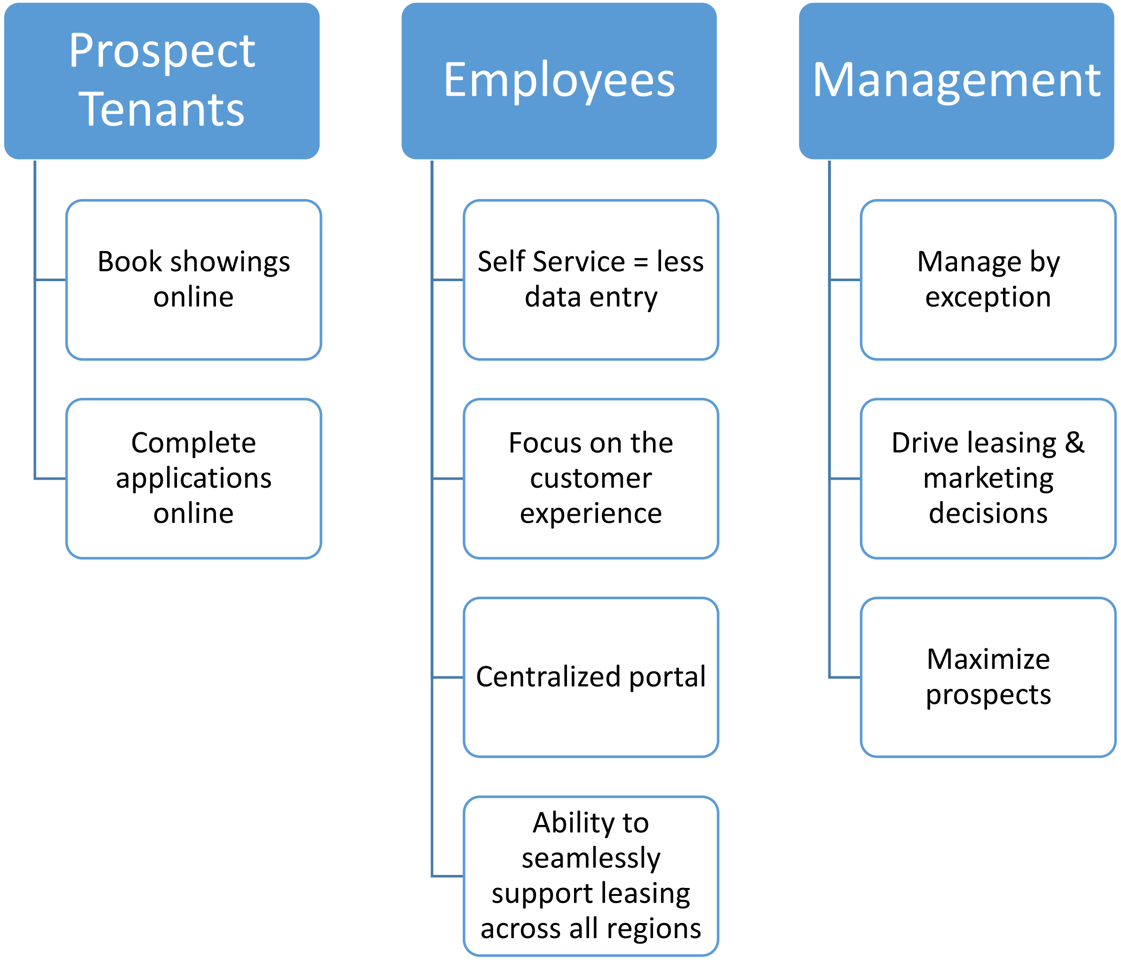


2018 | Leading with Technology



2018 | Leveraging Technology

Investment in CRM (Customer Relationship Management) platform benefits all stakeholders.



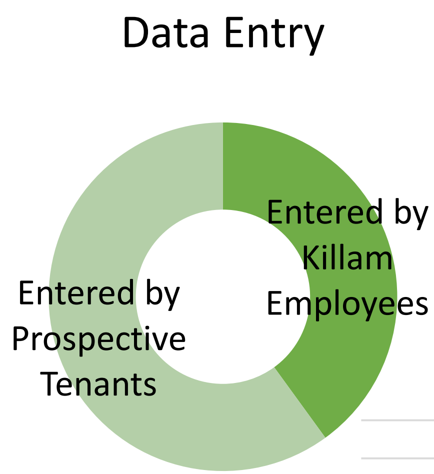
CRM Implementation currently underway - 47% of total portfolio implemented as of today; 100% expected by end of Q1-2019

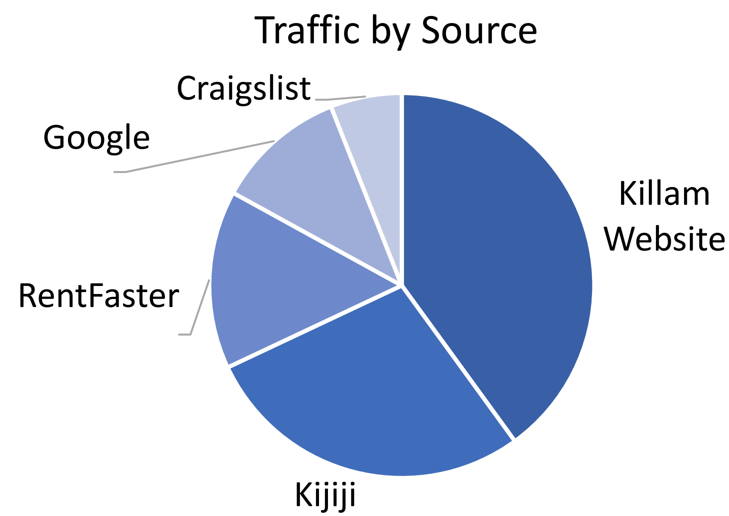
This CRM investment maximizes rents and minimized vacancy, increasing NOI.

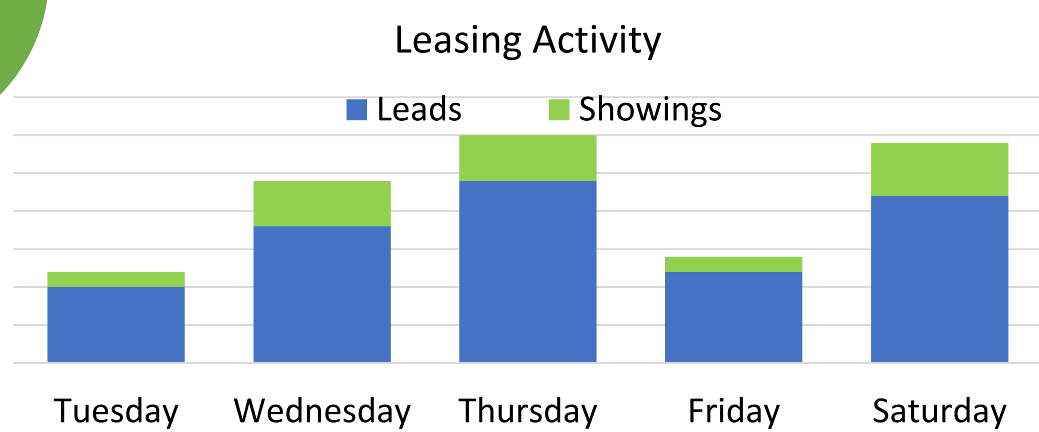
2018 | CRM (Customer Relationship Management)

Analytics that Drive Decisions

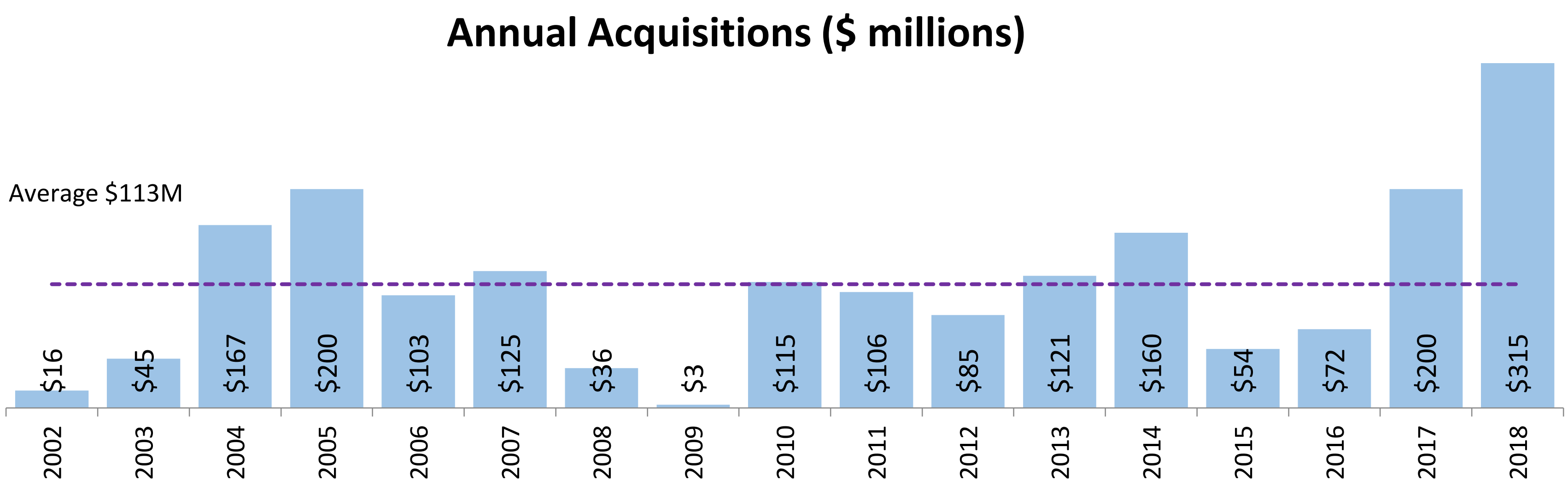
- Conversion Ratios
- Average Response Time
- Traffic By Source
- Leads By Hour
- Daily Traffic Trends
- Email Response Time
- Average Age of Customer Inquiry
- Application Conversion by Source

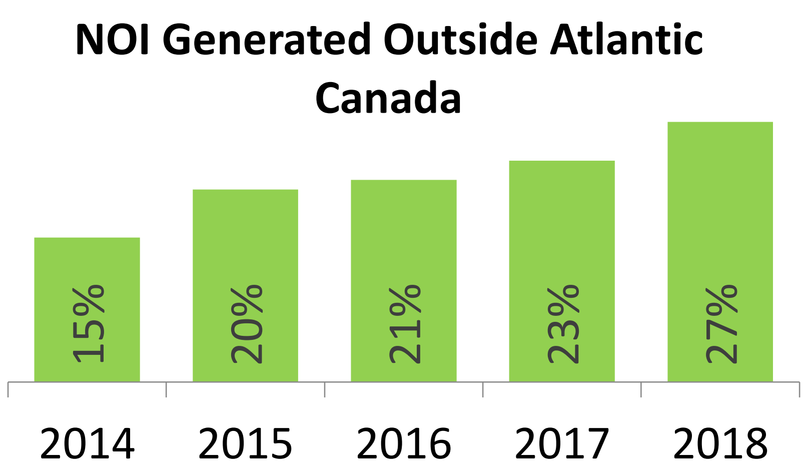






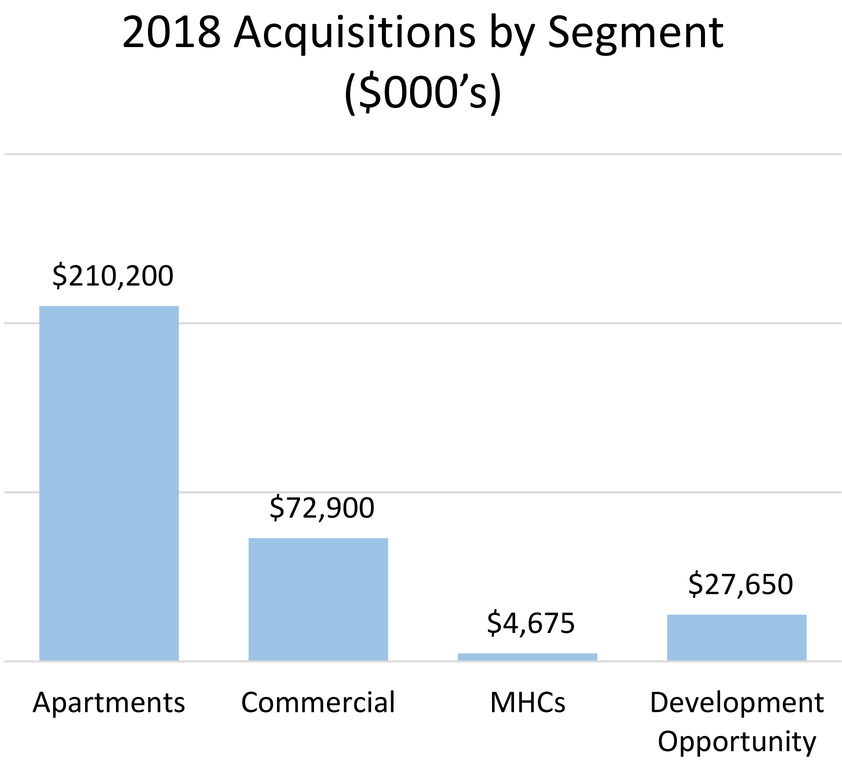
2018 | Largest Acquisition Year in History

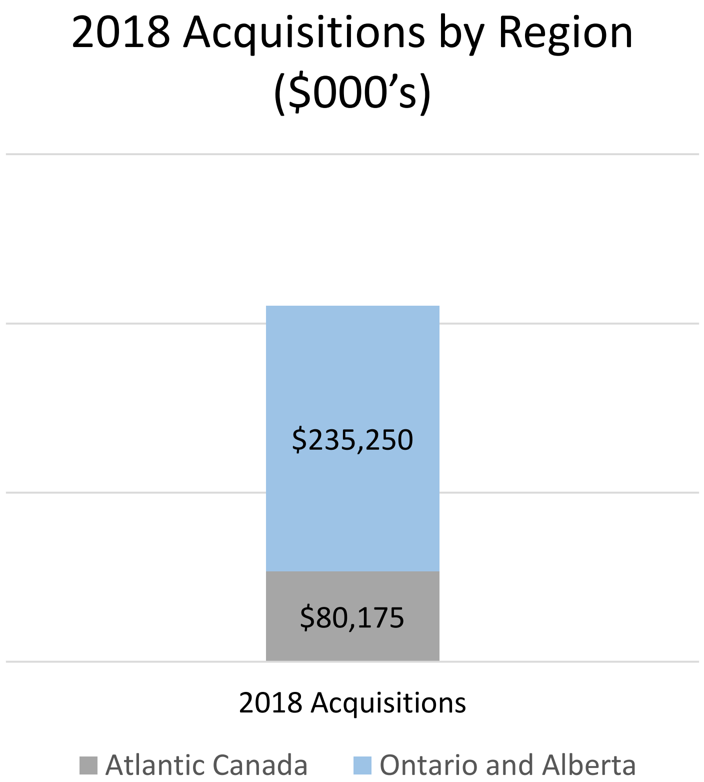




Based on its current portfolio, Killam forecasts that 30% of 2019 NOI will be generated outside Atlantic Canada.

2018 | Acquisition Activity





2018 Acquisitions

- 2018 was the largest year of acquisitions in Killam's history with the completion of $315 million of acquisitions.
- Killam acquired apartments totaling $210 million which added approximately 750 units to its portfolio across Calgary, Edmonton, Halifax, London and Ottawa.
- Almost 70% of the capital deployed for acquisitions in 2018 was in Alberta and Ontario, as Killam executed on its strategy of increasing the portion of NOI generated outside Atlantic Canada.

2018 Acquisitions | Treo | Calgary

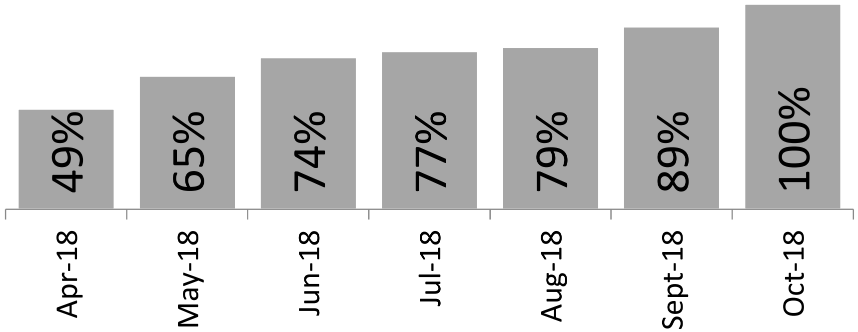
Description:
158 units
Average rent – $1,339/month ($1.55/sf)
Current occupancy – 100%

Acquisition Details:
$39.0 million ($247,000/unit)
4.9% capitalization rate

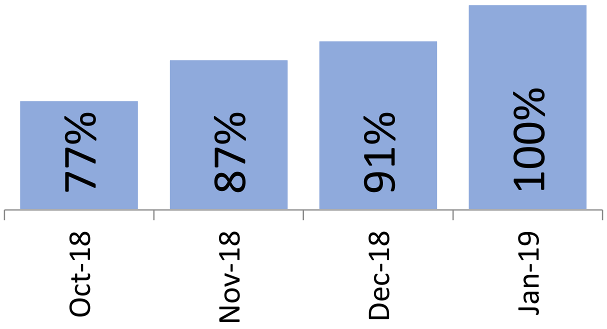
Location:
Calgary, AB

Saginaw Park and The Alexander completed Apr-2018 and Oct-2018, both are 100% leased.

Saginaw Park – 2018 Leasing Activity



The Alexander – 2018/2019 Leasing Activity



Q4-2018 | Development Activity | Halifax

Halifax, NS - The Alexander was substantially complete in October 2018.

Key Statistics

Number of units/commercial (SF)	240 units/ 6,350 SF
Start date	2016
Completion date	October-2018
Cost ($M)*	$41.6
Expected Yield	4.50-4.75%
Market Cap-rate	4.40%
Average Unit Size	740 SF
Average Rent	$1,770 ($2.39/sf)
Leased (as of Feb 13/19)	100%

* Killam's 50% interest.

The Alexander, Halifax

Q4-2018 | Development Activity | Ottawa

Ottawa, ON - Frontier, Phase One of Gloucester City Centre

Key Statistics	
Number of units	228
Start date	Q2-2017
Completion date	Q2-2019
Project Budget ($M)*	$36.5
Cost per unit	$320,000
Expected Yield	5.0%
Expected Value Cap-rate	4.0%
Average Unit Size	789 SF
Average Rent	$1,829

* Killam's 50% interest.

Early leasing activity for Frontier began in late December 2018. To date, ~60 units have been pre-leased. The official sales campaign is scheduled to launch in March.

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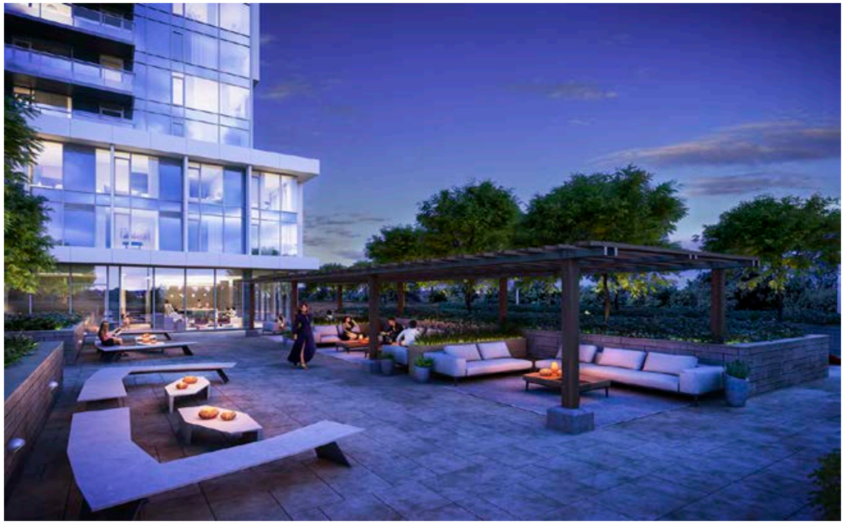
Ottawa, ON - Frontier, Phase One of Gloucester City Centre



frontier

Q4-2018 | Development Activity | PEI

Shorefront development broke ground in October 2018.

Key Statistics	
Number of units	78
Start date	Q4-2018
Estimated Completion date	Q2-2020
Project Budget ($M)	$20.8
Cost per unit	$267,000
Expected Yield	5.6%
Expected Value	4.75-5.0%

Q4-2018 | Development Activity | Mississauga

Silver Spear development to break ground in early Q2-2019.

Key Statistics	
Number of units	128
Start date	Q2-2019
Estimated Completion date	Q1-2021
Project Budget ($M)*	$24.5
Cost per unit	$383,000
Expected Yield	5.0-5.25%
Expected Value Cap-rate	3.5%

*Killam's 50% interest.

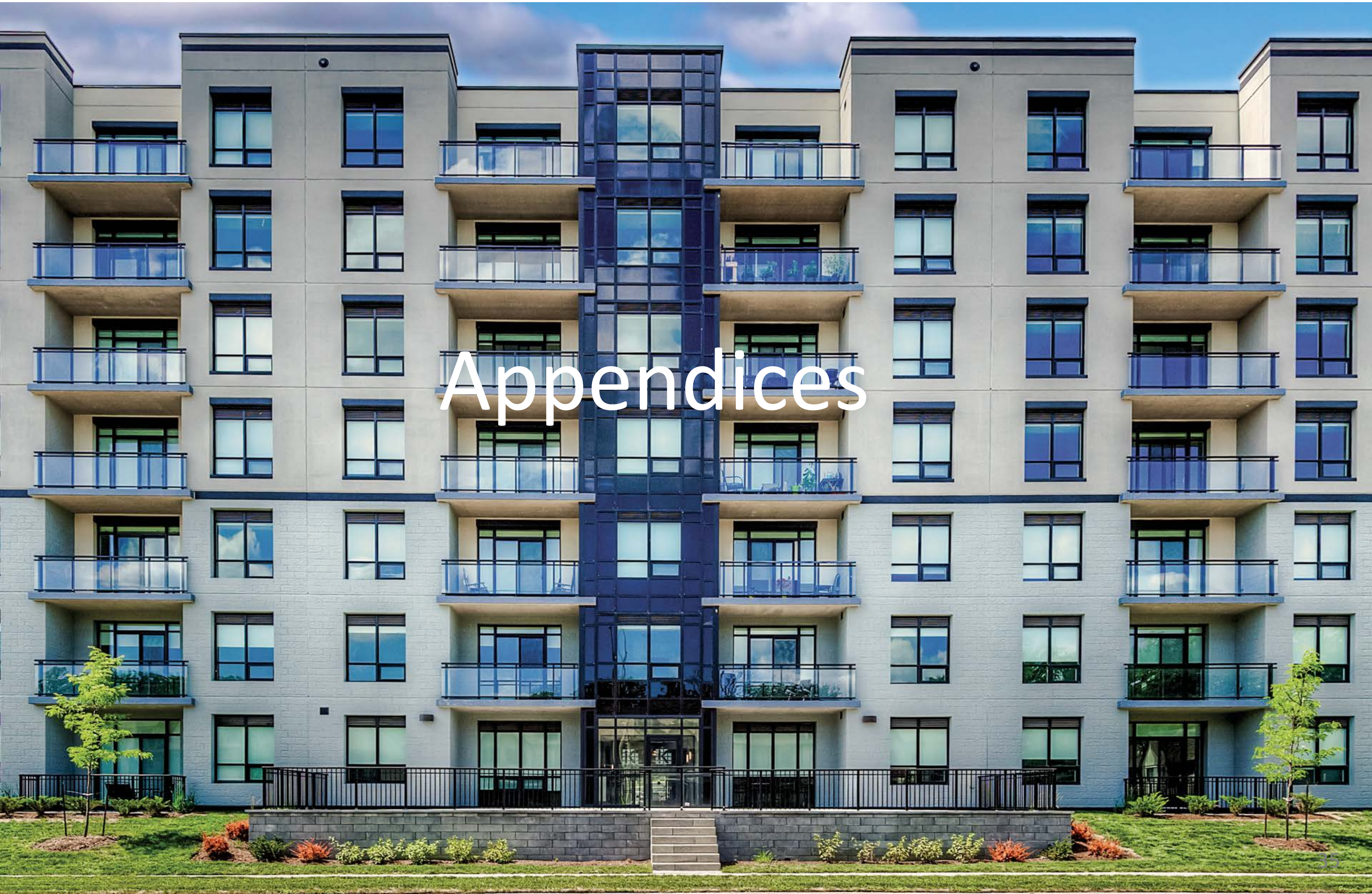
Silver Spear II, Mississauga

Q4-2018 | Development Pipeline - ~$850 million

Future Development Opportunities					
Property	Location	Killam Interest	Potential # of Units	Status	Est Year of Completion
Developments expected to start in the next 24 months					
Silver Spear II	Mississauga, ON	50%	64	Approved; to break ground Jan-19	2020
Weber Scott Pearl	Kitchener, ON	100%	178	In design	2021
Gloucester City Park (Ph 2)	Ottawa, ON	50%	104	In design	2021
Westmount (Ph 1)	Waterloo, ON	100%	120	In design	2022
Developments expected to start in 2021-2025					
Gloucester City Park (Ph 3-4)	Ottawa, ON	50%	185	In design	2024
Grid 5/Plaza 54 (Ph 1-3)	Calgary, AB	40%	408	In design and approval process	2024
Cameron Heights	Edmonton, AB	100%	172	In design and approval process	2024
Westmount (Ph 2-5)	Waterloo, ON	100%	680	In design	2028
Additional future development projects					
The Governor	Halifax, NS	100%	48	In design and approval process	TBD
Carlton Terrace	Halifax, NS	100%	104	In design and approval process	TBD
Kanata Lakes	Ottawa, ON	50%	40	In design and approval process	TBD
Haviland Street	Charlottetown, PE	100%	99	In design	TBD
Medical Arts (Spring Garden)	Halifax, NS	100%	200	Future development	TBD
Carlton Houses	Halifax, NS	100%	80	Future development	TBD
Topsail Road	St. John's, NL	100%	225	Future development	TBD
Block 4	St. John's, NL	100%	80	Future development	TBD
Total Development Opportunities			2,787		

~ 70% of Killam's development pipeline is outside Atlantic Canada (50% in Ontario and 20% in Alberta). Killam targets yields of 5.0% to 6.0% on development, 50-150 bps higher than expected cap-rate value on completion. Building out the $850 million pipeline at a 100 bps spread would create approximately $200 million in NAV for unitholders.

Appendices



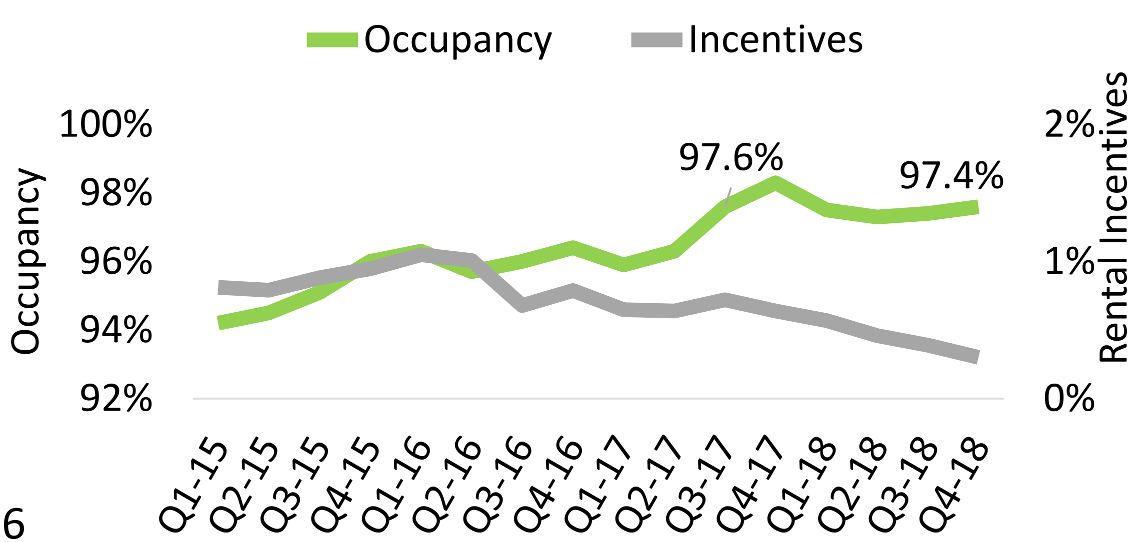
2018 | Performance | Halifax

The Halifax rental market is strong with overall occupancy at a historic high level of 98.4%.

Current Market Conditions

- Strong demand as population growth from immigration, intraprovincial migration and demographics continues to outpace new supply
- Increasing supply with rising number of rental units under construction
- Occupancy forecast to increase only modestly over the coming years.
- Turnover rate declined to 21% in 2018

Killam's Halifax Same Property Results



Killam's Same Property Performance

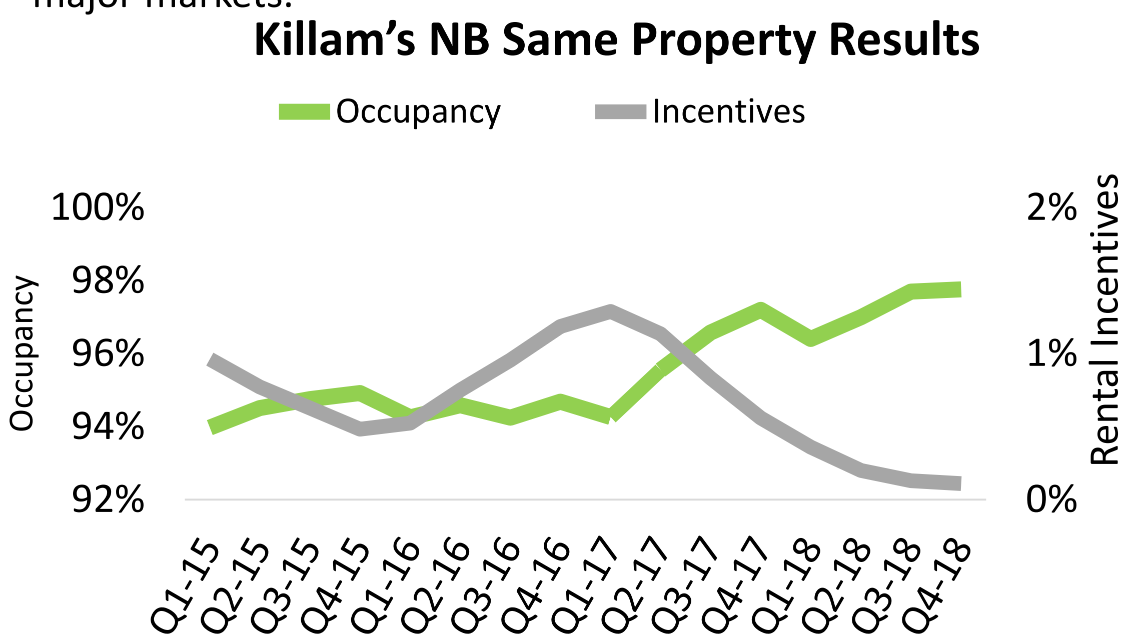
Halifax 2018	
% of NOI	37.9%
Units	5,753
Rental Rate Growth	3.2%
Occupancy	97.4%
NOI Growth	4.1%

2018 | Performance | New Brunswick

Population growth coupled with limited construction has resulted in an 18-year high occupancy of 96.8%.

Current Market Conditions

- Population growth from increased interprovincial and international migration boosts rental demand in 2018, along with downsizing seniors.
- Fewer apartment starts in recent years has contributed to improved occupancy.
- Higher occupancy and rental increases in all three major markets.



Killam's Same Property Performance

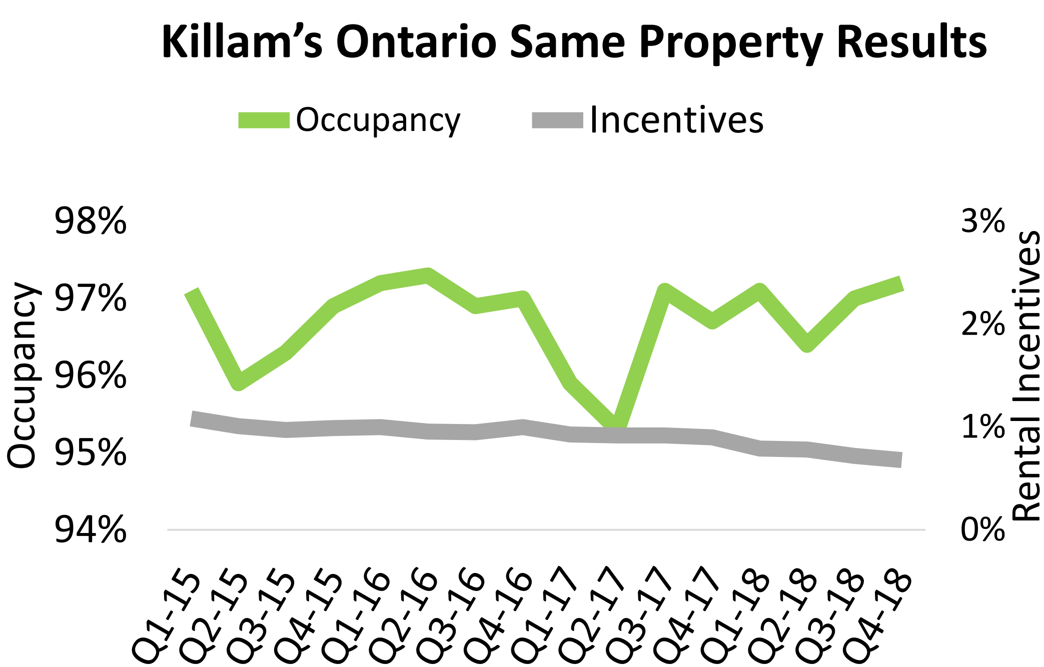
New Brunswick 2018	
% of NOI	19.8%
Units	4,349
Rental Rate Growth	3.3%
Occupancy	97.8%
NOI Growth	8.1%

2018 | Performance | Ontario

Strong rental market driven by robust job market, international immigration and high housing prices.

Current Market Conditions

- Strong economic growth.
- Rising population due to immigration and intra-provincial migration.
- Growth in rental supply outpaces strong rental demand.
- Affordability of homeownership is driving many to rent.
- Low vacancy rates and high asking rents = low turnover.



Killam's Same Property Performance

Ontario 2018	
% of NOI	21.6%
Units	2,473
Rental Rate Growth	2.9%
Occupancy	97.2%
NOI Growth	5.4%

Non-IFRS Measures

Non-IFRS Measures

Management believes these non-IFRS financial measures are relevant measures of the ability of the REIT to earn revenue and to evaluate Killam's financial performance. The non-IFRS measures should not be construed as alternatives to net income or cash flow from operating activities determined in accordance with IFRS, as indicators of Killam's performance, or sustainability of Killam's distributions. These measures do not have standardized meanings under IFRS and therefore may not be comparable to similarly titled measures presented by other publicly traded organizations.

- Funds from operations ("FFO"), and applicable per unit amounts, are calculated by Killam as net income adjusted for depreciation on an owner-occupied building, fair value gains (losses), interest expense related to exchangeable units, gains (losses) on disposition, deferred tax expense (recovery), unrealized gains (losses) on derivative liability, internal commercial leasing costs, REIT conversion costs and non-controlling interest. FFO are calculated in accordance with the REALpac definition, except for the adjustment of REIT conversion costs as noted above; REALpac does not address this adjustment.

- Adjusted funds from operations ("AFFO"), and applicable per unit amounts and payout ratios, are calculated by Killam as FFO less an allowance for maintenance capital expenditures ("capex") (a three-year rolling historical average capital spend to maintain and sustain Killam's properties), commercial leasing costs and straight-line commercial rents. AFFO are calculated in accordance with the REALpac definition. Management considers AFFO an earnings metric.

- Same property results in relation to Killam are revenues and property operating expenses for stabilized properties that Killam has owned for equivalent periods in 2018 and 2017. Same property results represent 77% of the fair value of Killam's investment property portfolio as at December 31, 2018. Excluded from same property results in 2018 are acquisitions, dispositions and developments completed in 2017 and 2018, as well as non-stabilized commercial properties linked to development projects.

- Interest coverage is calculated by dividing earnings before interest, tax, depreciation and amortization ("EBITDA") by interest expense, adjusted for interest expense related to exchangeable units.

- Debt service coverage is calculated by dividing EBITDA by interest expense, less interest expense related to exchangeable units, and principal mortgage repayments.

- Normalized debt to EBITDA is calculated by dividing interest-bearing debt (net of cash) by EBITDA that has been adjusted for a full year of stabilized earnings from recently completed acquisitions and developments.

See the 2018 Management’s Discussion and Analysis for further details on these non-IFRS measures and, where applicable, reconciliations to the most directly comparable IFRS measure.

2018 Results Conference Call

February 13, 2019 |10AM Eastern

Killam
APARTMENT REIT