



# Q2 2014 Results Conference Call

August 7, 2014  
10 am Eastern



# Cautionary Statement



This presentation may contain forward-looking statements with respect to Killam Properties Inc. 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 Properties Inc. 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' annual information form and other securities regulatory filings. The cautionary statements qualify all forward-looking statements attributable to Killam Properties Inc. 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.

# Highlights from Q2 2014



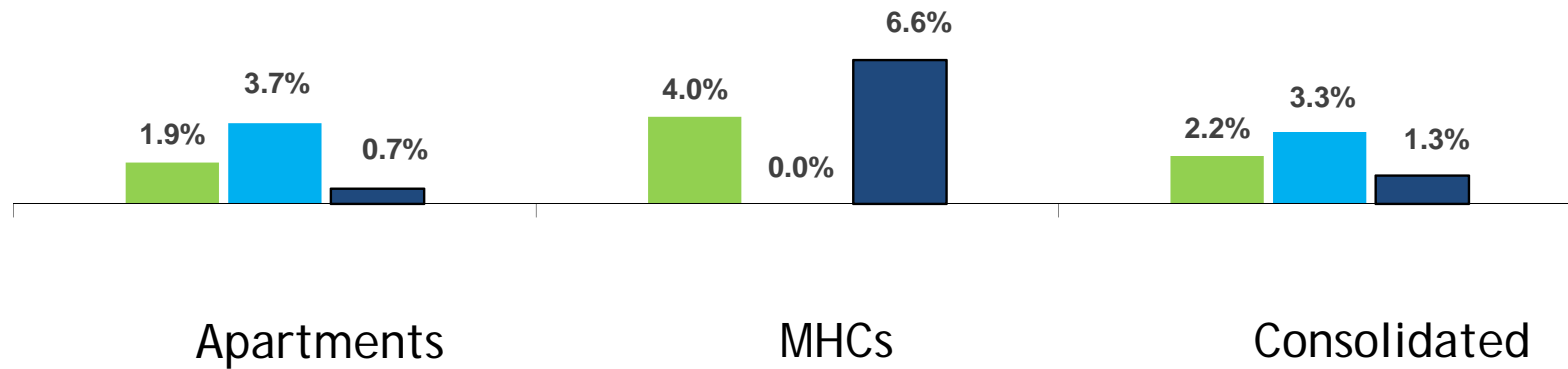
- Generated funds from operations per share of \$0.19 compared to \$0.18 during Q2 2013.
- Increased same store revenue by 2.2%.
- Increased same store NOI by 1.3%.
- Completed an \$18.6 million acquisition.
- Reduced the weighted average interest rates on mortgage debt to 3.85%, from 3.93% at March 31, 2014.
- Extended the term to maturity of mortgage debt to 4.4 years from 4.0 years at March 31, 2014.

# Same Store NOI



Same Store Results  
3 months ended June 30, 2014

■ Revenue ■ Expenses ■ NOI

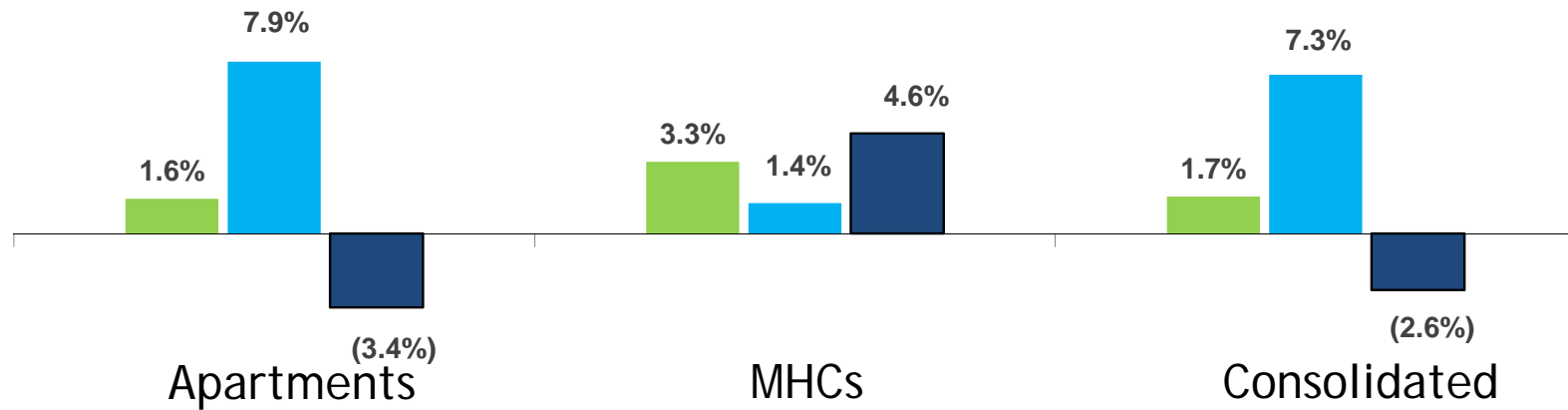


# Same Store NOI



Same Store Results  
6 months ended June 30, 2014

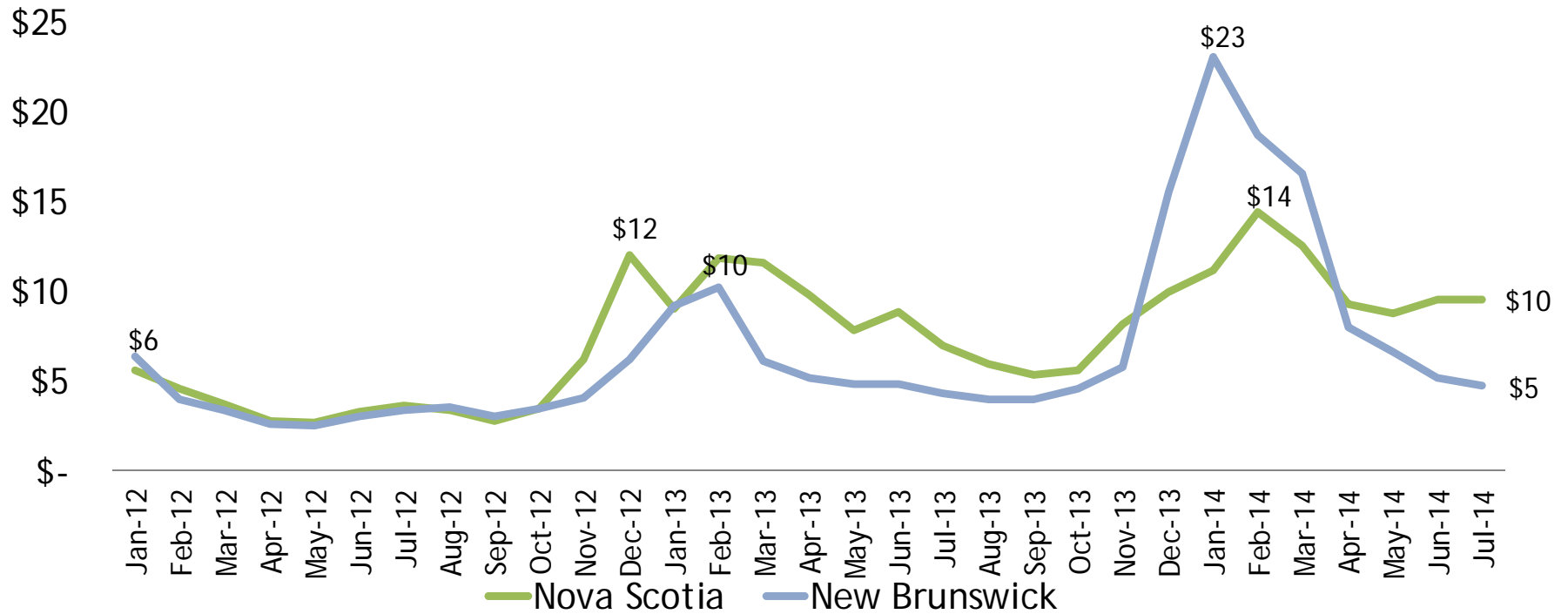
■ Revenue ■ Expenses ■ NOI



# Increased Natural Gas Costs



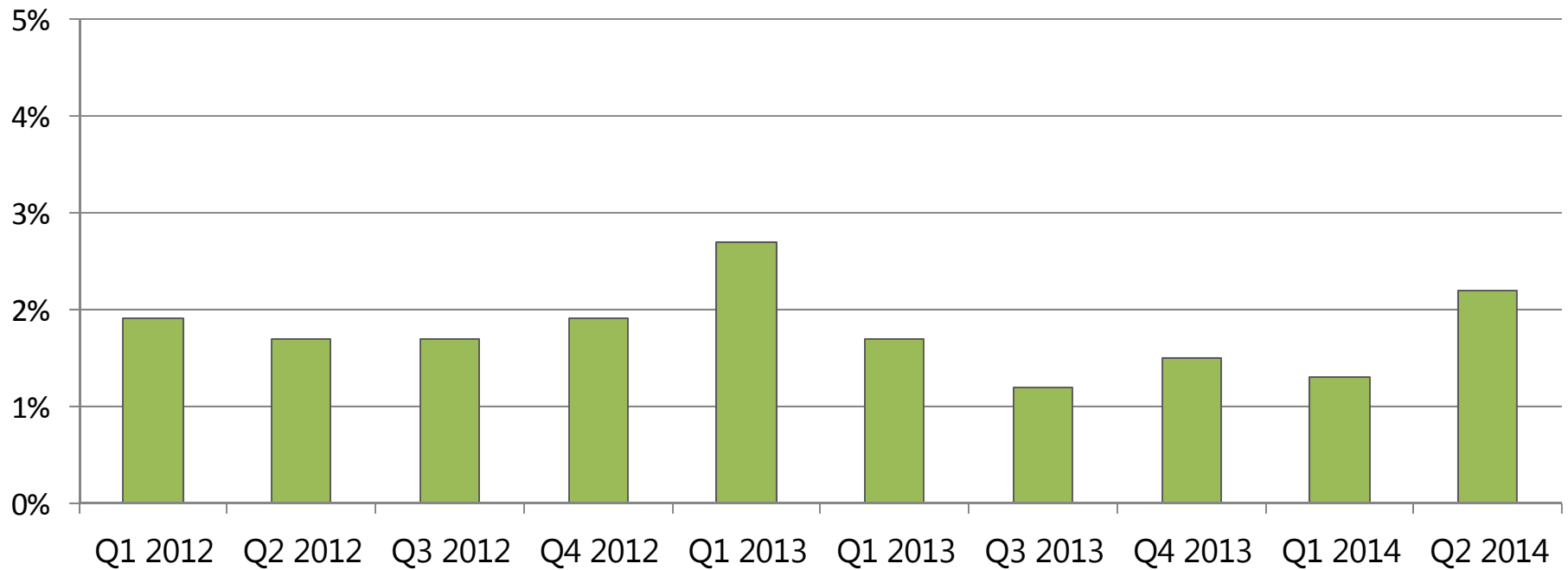
Cost of Natural Gas in Nova Scotia & New Brunswick  
(Commodity Charge per GJ)



# Same Store Revenue Growth



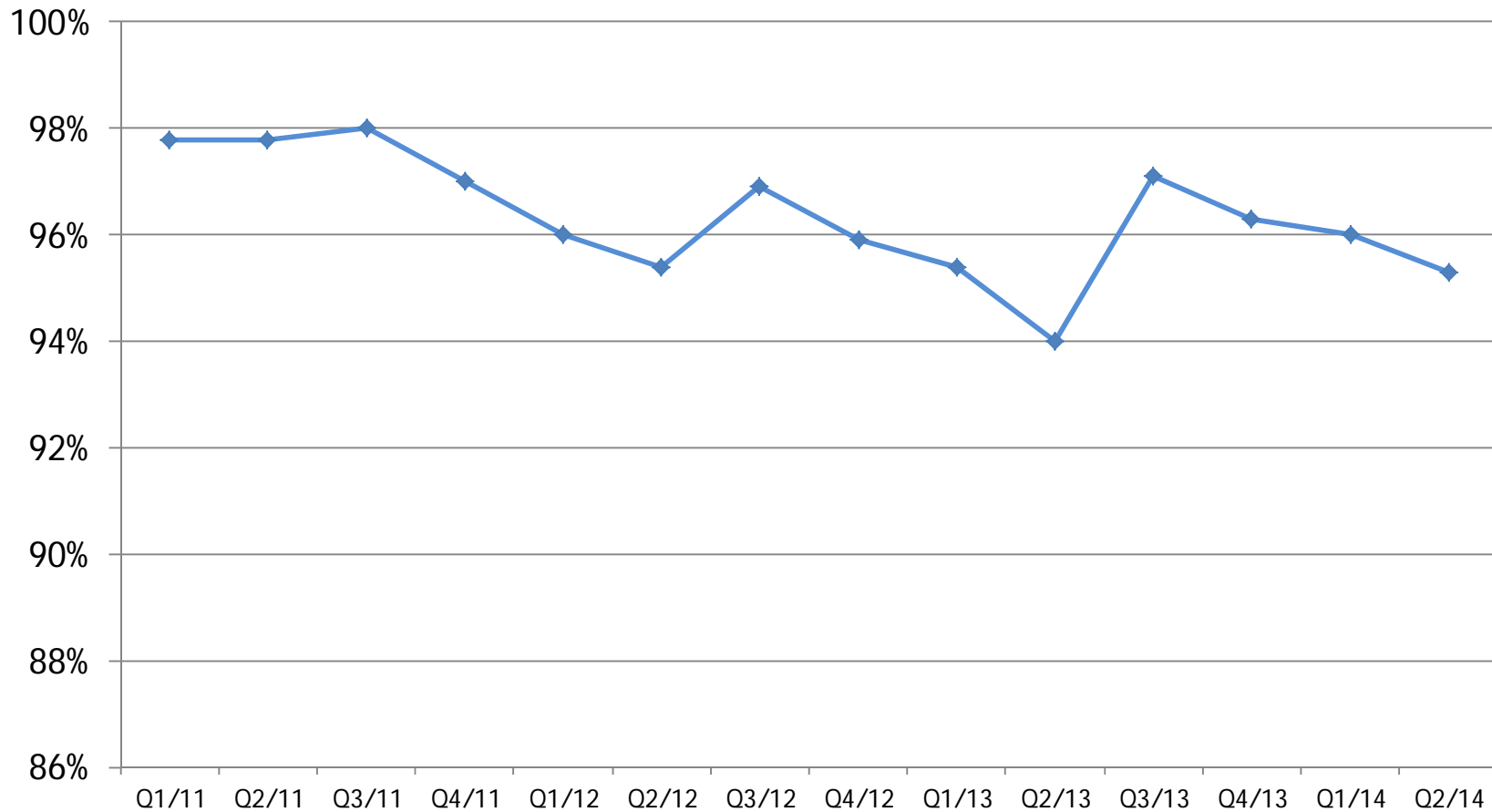
## Same Store Quarterly Revenue Growth



# Occupancy of 95.4% at June 30, 2014



Killam's Apartment Occupancy Levels at Quarter-end  
2011 - 2014

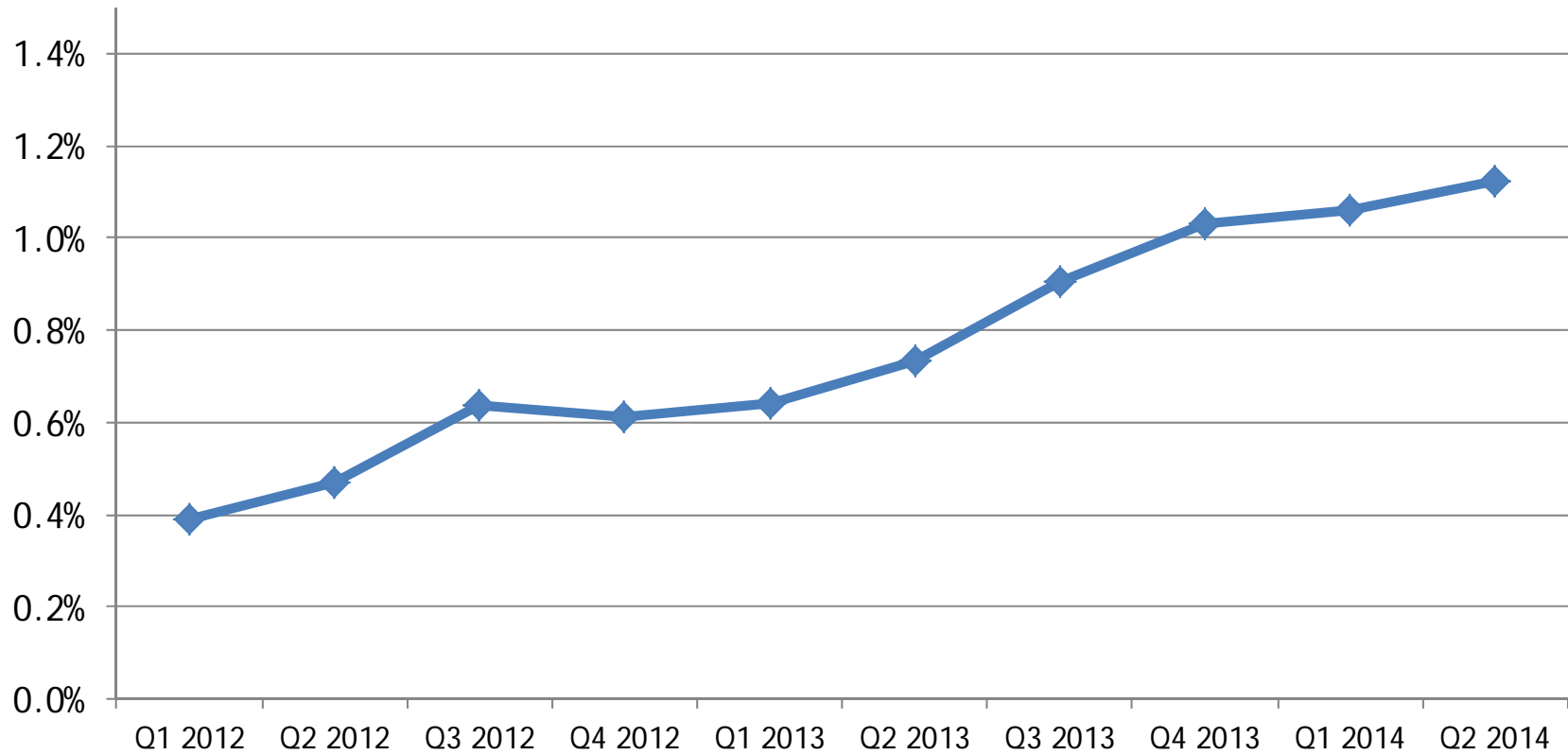




# Increased Incentive Offerings



## Incentives as a Percentage of Rental Revenue

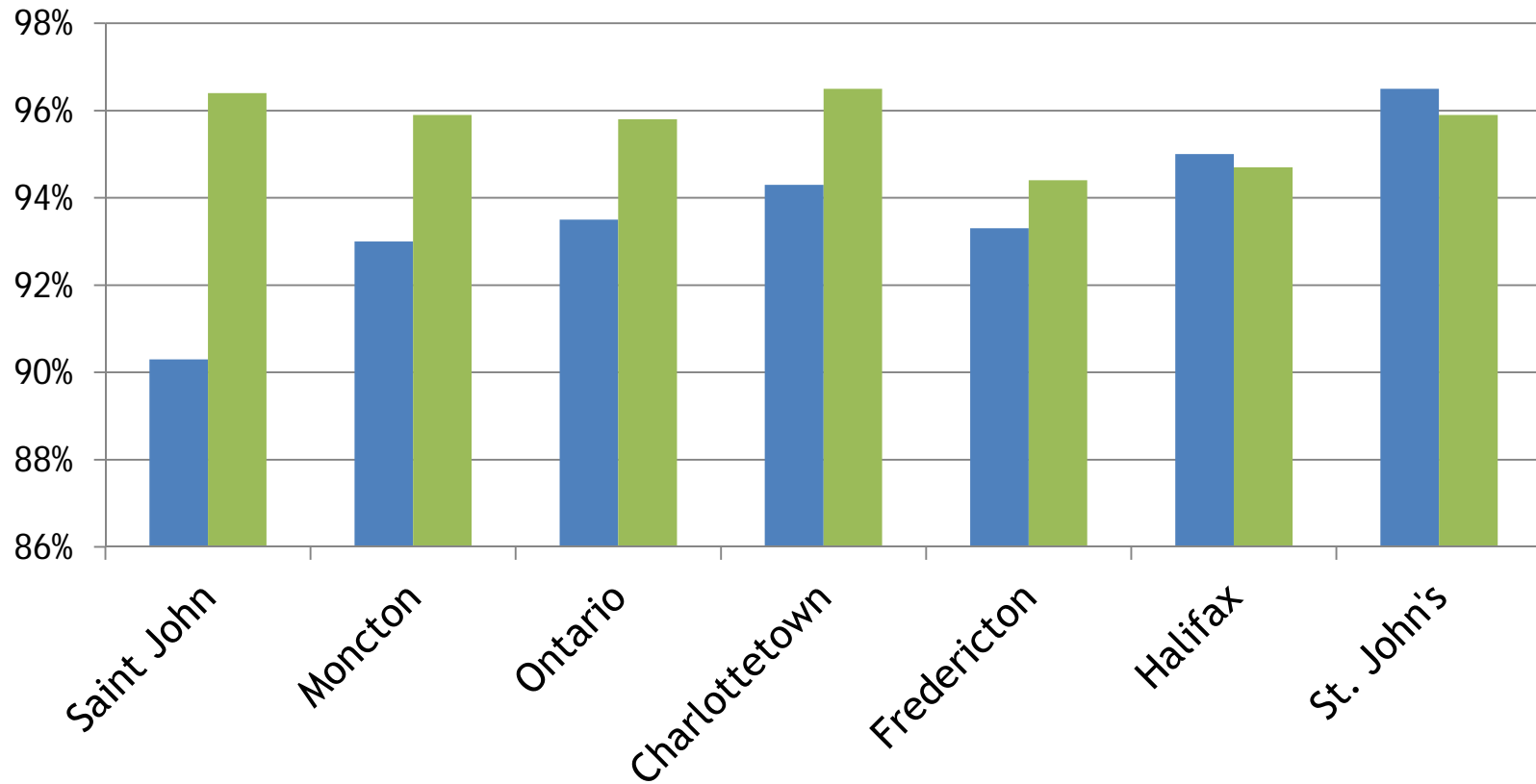


# Occupancy by Market



## Quarter-Over-Quarter Occupancy

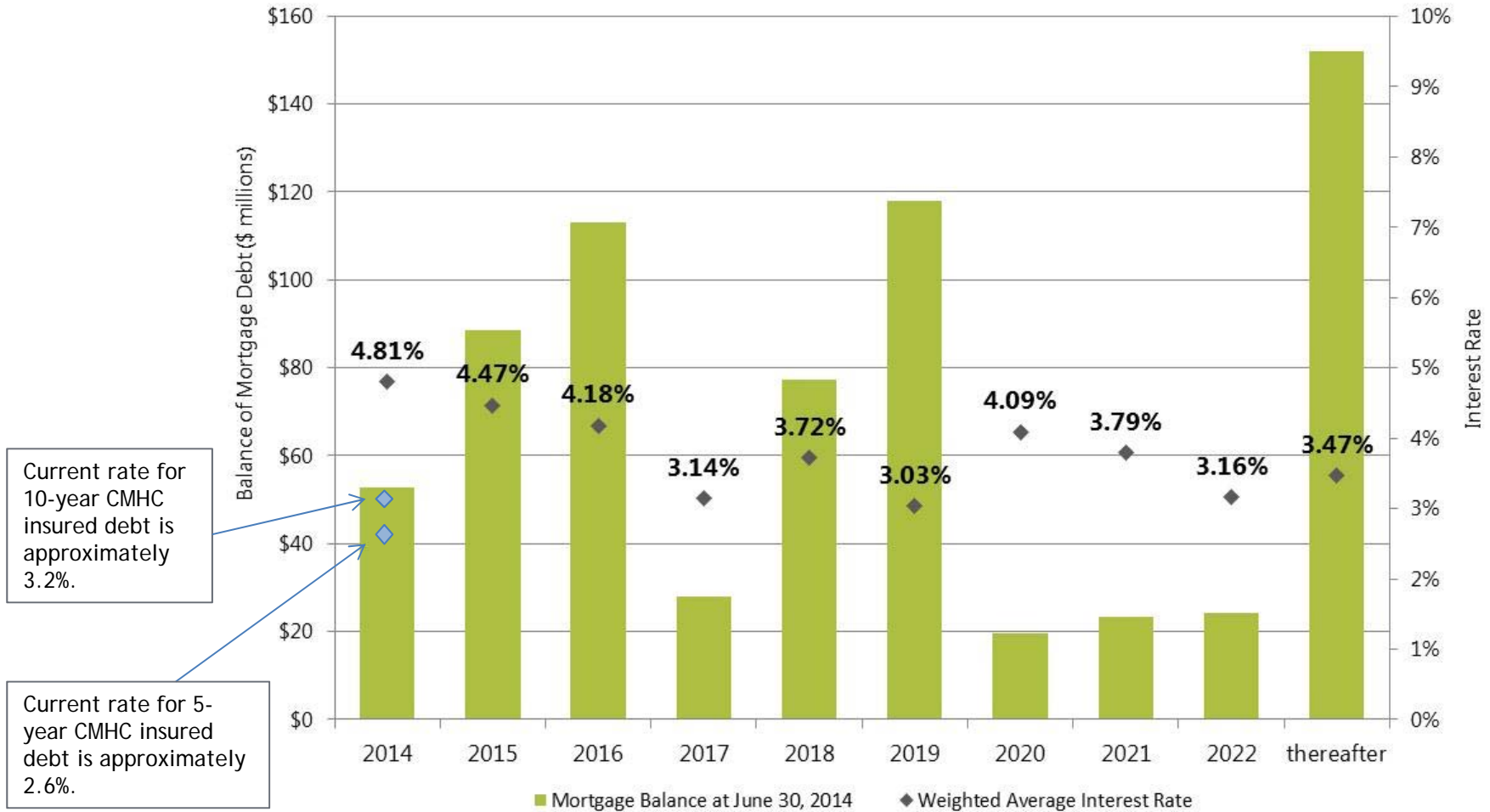
■ Jun-13 ■ Jun-14



# Interest Expense Savings



## Apartment Mortgage Maturities by Year



# Chelsea Place Development



Building Description: 102 units, two buildings, wood frame construction with concrete floor topping

Start Date: October 2013

Projected Completion: Summer 2014

Location: Adjacent Killam's recently completed Bennett House, St. John's, Newfoundland

Construction Cost: \$21.4 million, \$209,800/door

Building Features: In-suite laundry, stainless steel appliances, granite countertops, gym, common room



# Chelsea Place Development



# Saginaw Gardens Development



Building Description: 122 units, 7 storeys, concrete construction  
Start Date: December 2013  
Projected Completion: Spring 2015  
Location: 650 Saginaw Parkway, Cambridge, Ontario  
Construction Cost: \$25.3 million, \$207,000/door  
Building Features: Open concept with condo quality features, in-suite laundry, large balconies, air conditioning, underground parking, fitness studio, large outdoor terraces.



# Saginaw Gardens Development



Saginaw Gardens, Cambridge

# Land for Future Developments



Property	Location	Size (square feet)	Development Potential in Units
<b>Developments Opportunities - 2015</b>			
1057 Barrington Street	Halifax, NS	32,310	71
Block 4	St. John's, NL	108,900	80
Saginaw Phase II	Cambridge, ON	226,076	122
Spring Garden Terrace Land	Halifax, NS	19,602	98
<b>Future Development Opportunities - 2016 and beyond</b>			
Silver Spear	Mississauga, ON	45,000	110
Topsail Road	St. John's, NL	217,800	225
Various Properties	Halifax, NS	18,500	100
Various Properties	Moncton, NB	618,000	250
<b>Total Development Opportunities</b>		<b>1,286,188</b>	<b>1,056</b>





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