



# Killam

APARTMENT REIT





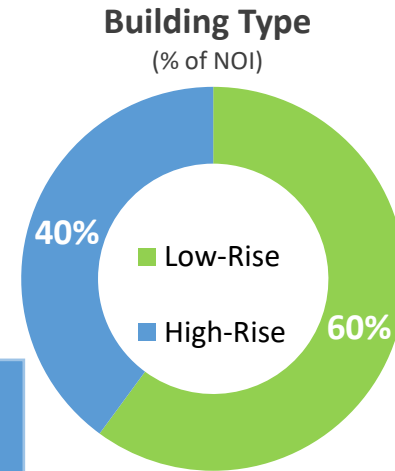
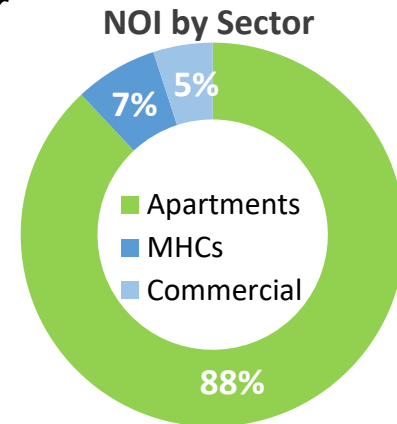
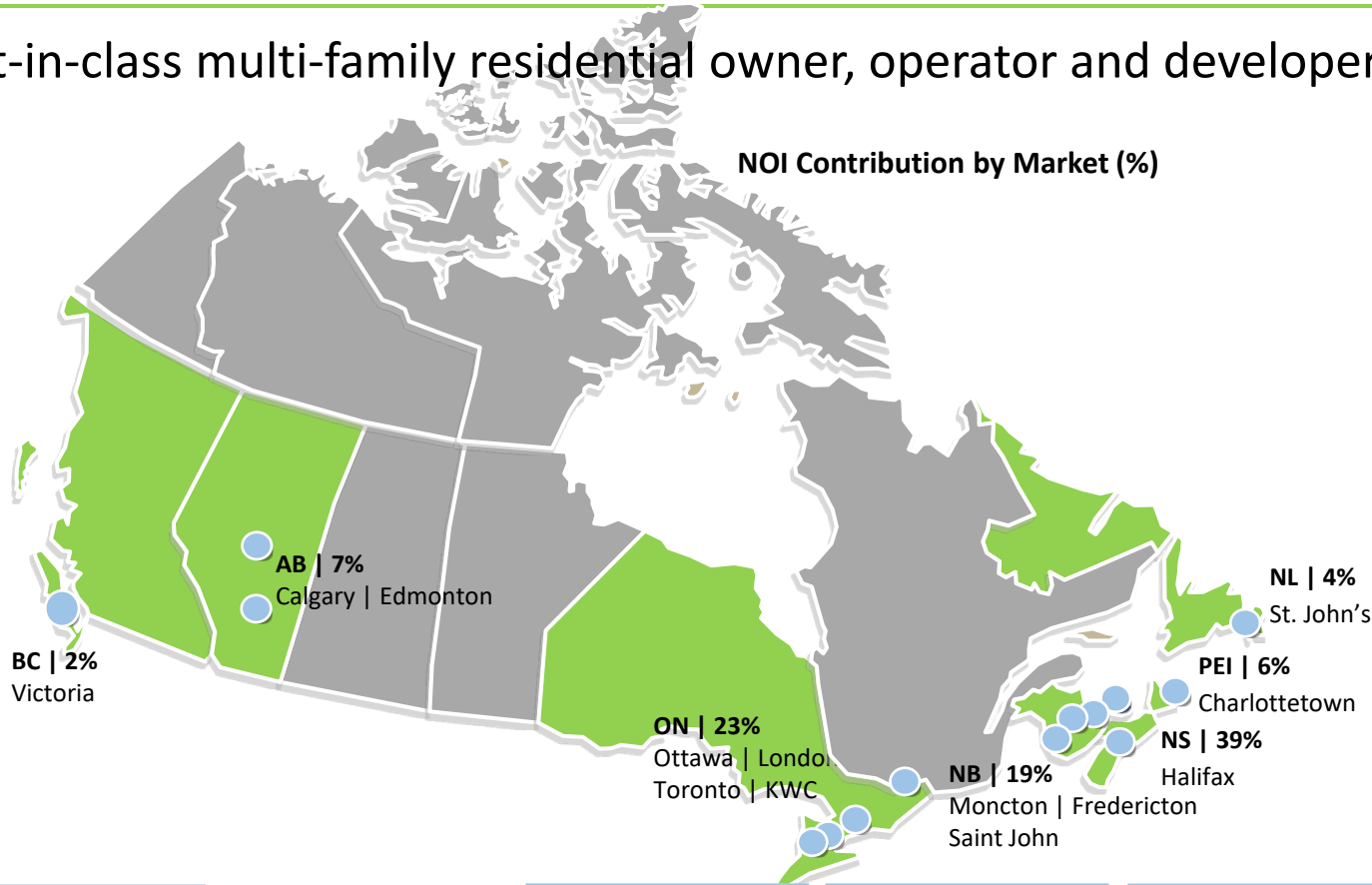


## Cautionary Statement

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, risks and uncertainties relating to the COVID-19 pandemic, general economic and market factors, competition, changes in government regulation and the factors described under “Risk Factors” in Killam’s annual information form, Killam’s Management’s Discussion and Analysis for the year ended December 31, 2020, 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.

# Portfolio Statistics

Best-in-class multi-family residential owner, operator and developer



Market Capitalization <sup>(1)</sup> \$1.8B	Annual Distribution \$0.68 per unit	Yield (April 6) 3.6%	Apartment Units 17,304	Average Occupancy 96.8%
MHC sites 5,875	Commercial Properties 0.75 million SF	Portfolio Average Age 28 years	Developments Underway \$230 million	Avg Monthly Apartment Rent \$1,184

<sup>1</sup> Includes exchangeable units.

# Portfolio Details

## Apartment Portfolio

	Number of Units	Number of Properties	% of Total NOI <sup>(1)</sup>
<b>Nova Scotia</b>			
Halifax	5,814	65	34.1%
Sydney	139	2	0.8%
	<b>5,953</b>	<b>67</b>	<b>34.9%</b>
<b>New Brunswick</b>			
Moncton	2,096	37	7.8%
Fredericton	1,529	23	7.1%
Saint John	1,202	14	4.0%
Miramichi	96	1	0.4%
	<b>4,923</b>	<b>75</b>	<b>19.3%</b>
<b>Ontario</b>			
Ottawa	1,216	9	6.5%
London	523	5	3.3%
Cambridge-GTA	818	6	6.7%
	<b>2,557</b>	<b>20</b>	<b>16.5%</b>
<b>Newfoundland &amp; Labrador</b>			
St. John's	915	12	3.8%
Grand Falls	148	2	0.3%
	<b>1,063</b>	<b>14</b>	<b>4.1%</b>
<b>Prince Edward Island</b>			
Charlottetown	1,064	20	4.3%
Summerside	86	2	0.4%
	<b>1,150</b>	<b>22</b>	<b>4.7%</b>
<b>Alberta</b>			
Edmonton	579	4	3.3%
Calgary	764	4	3.7%
	<b>1,343</b>	<b>8</b>	<b>7.0%</b>
<b>British Columbia</b>			
Victoria	315	2	2.3%
<b>Total Apartments</b>	<b>17,304</b>	<b>208</b>	<b>88.8%</b>

## Manufactured Home Community Portfolio

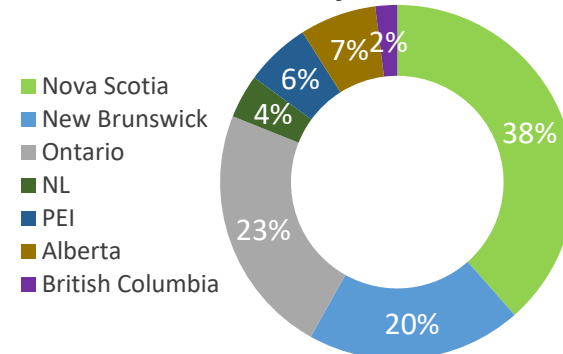
	Sites	Number of Communities	% of Total NOI <sup>(1)</sup>
Nova Scotia	2,749	17	2.9%
Ontario	2,284	17	3.3%
New Brunswick	672	3	0.1%
Newfoundland & Labrador	170	2	0.2%
<b>Total MHCs</b>	<b>5,875</b>	<b>39</b>	<b>6.5%</b>

## Commercial Portfolio

	Square Footage	Number of Properties	% of Total NOI <sup>(1)</sup>
Nova Scotia	219,000	5	0.8%
Ontario	306,000	1	2.8%
Prince Edward Island	192,000	1	0.8%
New Brunswick	33,000	1	0.3%
<b>Total Commercial</b>	<b>750,000</b>	<b>8</b>	<b>4.7%</b>
<b>Total Portfolio</b>		<b>250</b>	<b>100.0%</b>

(1) % of total NOI for the year ended December 31, 2020.

## NOI By Province





# Long-term Strategy to Grow 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, targeting newer properties.



Develop high-quality properties in Killam's core markets.

# Strategic Targets



## Grow Same Property NOI

- 2020 Target: 3% to 5%
- 2020 Performance: 2.3%
- 2021 Target: >2%, subject to COVID-19 related restrictions being lifted by Q3-2021.



## Expand the Portfolio Through Acquisitions

- 2020 Target: Acquire a minimum of \$175M.
- 2020 Performance: Acquired \$210M.
- 2021 Target: Acquire a minimum of \$100M.



## Diversify Geographically

- 2020 Target: Earn >32% of 2020 NOI outside Atlantic Canada.
- 2020 Performance: 32% of 2020 NOI was from outside Atlantic Canada.
- 2021 Target: Earn >32% of 2021 NOI outside Atlantic Canada.



## Develop High-Quality Properties

- 2020 Target: Complete Shorefront and start two additional projects.
- 2020 Performance: Completed Shorefront, broke ground on Civic 66 and acquired 50% interest in the active Luma development.
- 2021 Target: Complete 166 units (two buildings) and break ground on two additional developments (>150 units).



## Strengthen the Balance Sheet

- 2020 Target: Maintain debt as a % of assets ratio below 47%.
- 2020 Performance: 44.6% as of December 31, 2020
- 2021 Target: Maintain debt as a % of assets ratio below 47%.



## Improve Sustainability

- 2020 Target: Increase Killam's GRESB rating by 15 points.
- 2020 Performance: Realized a 15-point improvement.
- 2021 Target: Minimum \$5M investment in energy initiatives to reduce Killam's carbon footprint.

# Why Invest in Killam



## Solid Operating Performance

Growing the portfolio and expanding geographically through accretive acquisitions, growing FFO, AFFO and NAV per unit.



## High Quality Portfolio

One of Canada's highest-quality and youngest apartment portfolios with 36% of NOI generated from apartments built in the last 10 years.



## Experienced Developer

\$1.0 billion development pipeline to support future growth.



## Strong Balance Sheet

Conservative balance sheet with capital flexibility.



## Technology & Data Driven Decisions

Revenue growth and operating efficiency opportunities.



## Commitment to ESG

Continued progress on sustainability and ESG practices.



## Increasing Distributions

3-years of increasing distributions and declining payout ratios



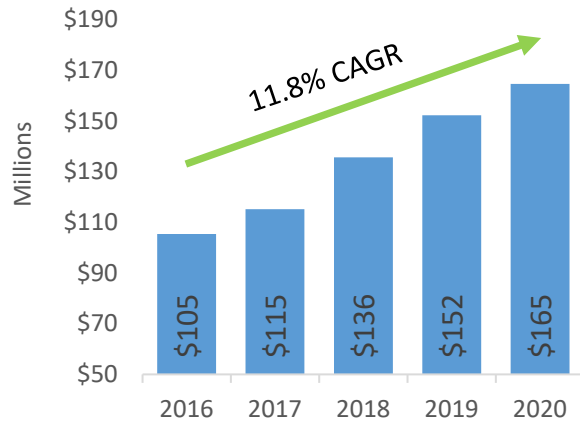
## Engaged Team

Experienced management team with broad knowledge of Killam's core markets.

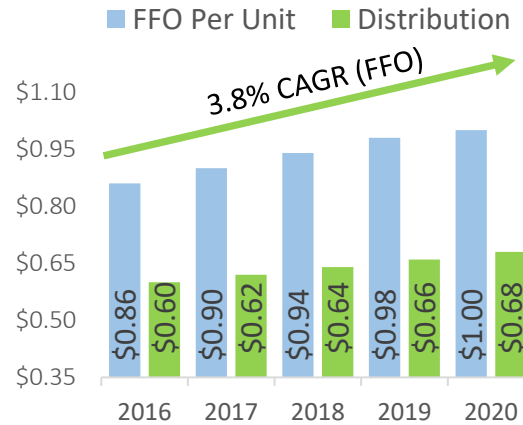
**Positioned for long-term success**

# Proven Record of Strong Growth

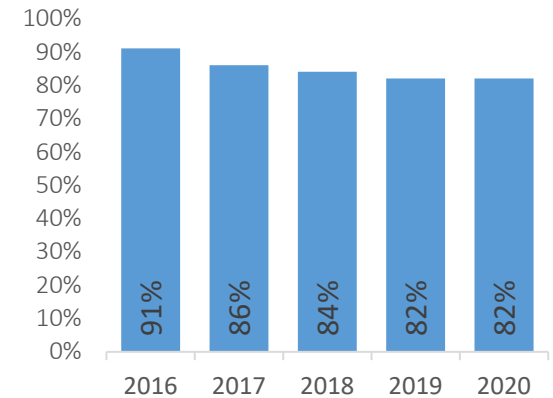
### Net Operating Income



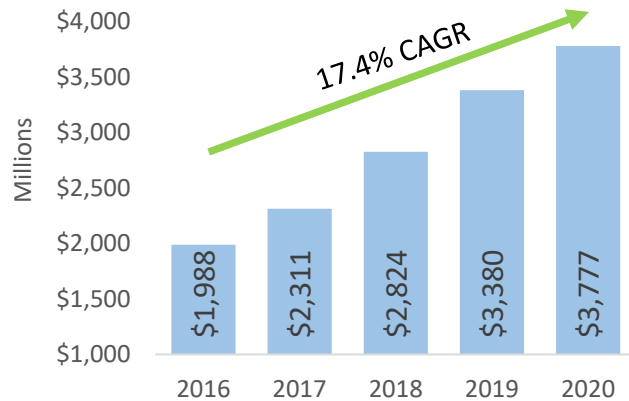
### FFO & Distribution Per Unit



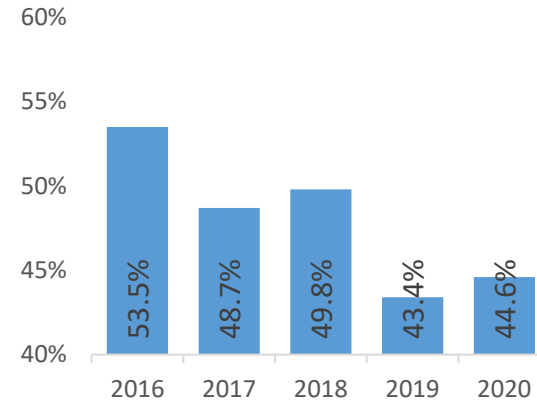
### AFFO Payout Ratio



### Total Assets



### Debt as a % of Assets





# Accretive Capital Allocation

## Development



Invest in developing high-quality energy efficient assets.

## JV Investment



Invest in joint development opportunities to maximize growth potential.

## Acquisitions



Acquire high-quality multi-residential assets.

## Intensification



Intensifying existing assets with multi-residential developments.

## NOI Enhancing Cap Ex



Invest in energy-efficiency initiatives, suite upgrades and building upgrades.

## Dispositions

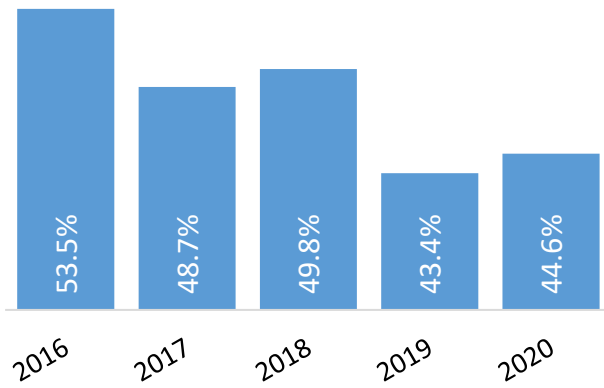


Dispose of select properties to provide capital to acquire newer/higher earning assets.

# Strong Balance Sheet

Increasing value of investment properties with conservative debt metrics.

### Debt as a % of Assets



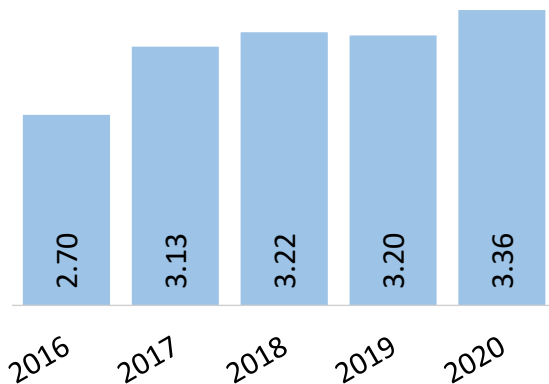
### Investment Properties (\$B)



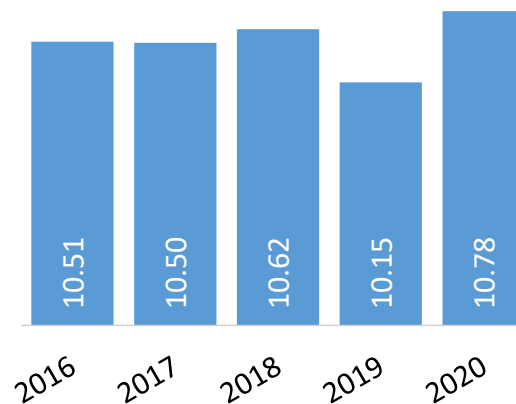
### Sources of Liquidity (as of Feb 10/21)

- \$50 million in estimated upfinancing on 2021 mortgage renewals
- \$120 million of additional capital through its credit facilities
- \$75 million of unencumbered assets

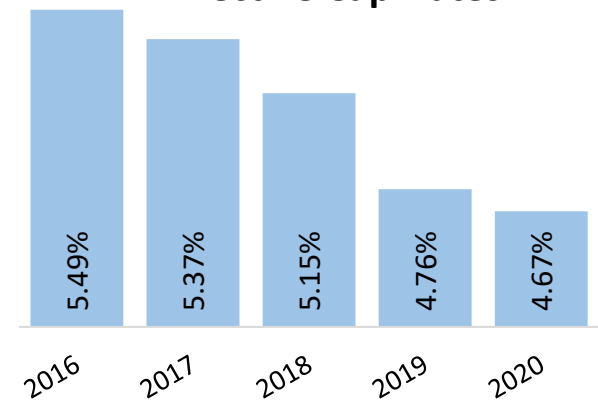
### Interest Coverage Ratio



### Debt to Normalized EBITDA

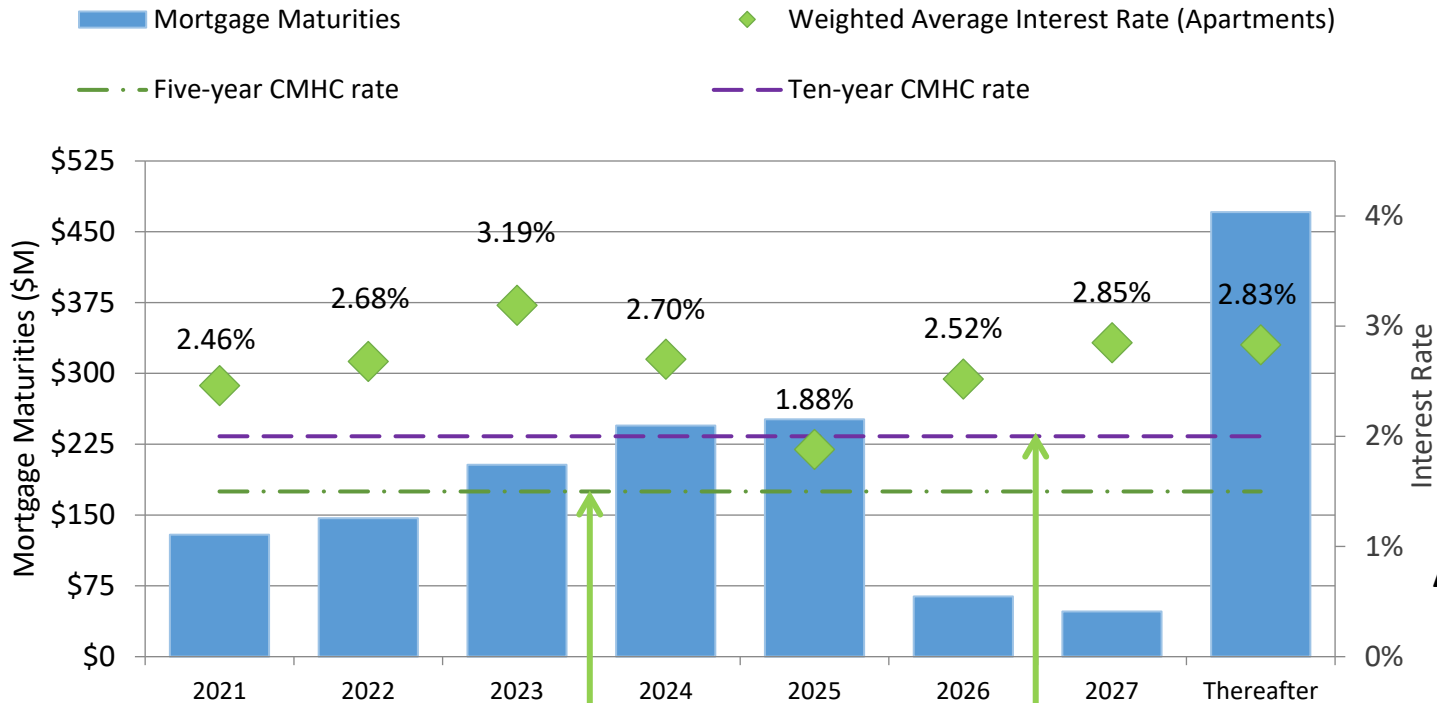


### Weighted Average Apartment Effective Cap-Rates



# Mortgage Financing & Renewals

## Apartment Mortgage Maturities by Year As at December 31, 2020



**Current Weighted Average Interest Rate**

**2.69 %**

**Weighted Average Term to Maturity**

**4.6 years**

**Apartment Mortgages CMHC Insured**

**85 %**

Killam's mortgage refinancing program has remained on schedule during the COVID-19 pandemic.

Current rate for 5-year and 10-year CMHC insured debt is approximately 1.9% and 2.5%.

# Increasing earnings from existing portfolio

## Roadmap to Same Property NOI Growth

### Revenue Optimization

- Data driven decisions on unit **renewals** and **turns** to maximize **mark-to-market** opportunities
- **Repositioning** opportunities to meet market demand
- **Strong** occupancy
- **Rising** rental rates



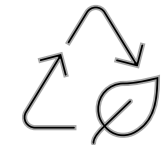
### Expense Management

- Focused **economies of scale** strategies
- Risk **management** plan
- Continual property tax **appeals**
- **Employee investment** and training



### Energy Efficiencies

- Energy and water projects ↓ **CO2** footprint, ↓ **consumption** and ↑ **earnings**
- \$25M invested to-date on energy efficiencies
- \$5.9M planned investments in 2021 generating \$0.9M in operating savings with 6.5-year payback



### Technology Investments

- **Data driven** decisions on revenue optimization and expense management
- Investment in **Customer Relationship Management & Business Intelligence** platforms
- Property-level **NOI enhancing** technology
- Continuous **process improvement**





# Revenue - Renovations

Revenue growth through unit repositions to meet market demand.

## 2020 Actuals

- 495 unit repositions
- 13% ROI
- \$25k avg investment

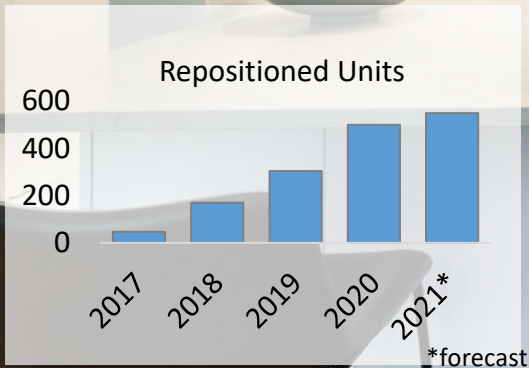
## 2021 Program

- 550 unit repositions
- ~\$14-16M investment
- ~\$1.8-2.0M annualized revenue growth

## Total Opportunity

- 5,000 unit repositions
- ~\$125-140M investment
- ~\$16-18M annualized revenue growth

Based on a 5% cap rate this investment would increase the NAV by ~\$200M.

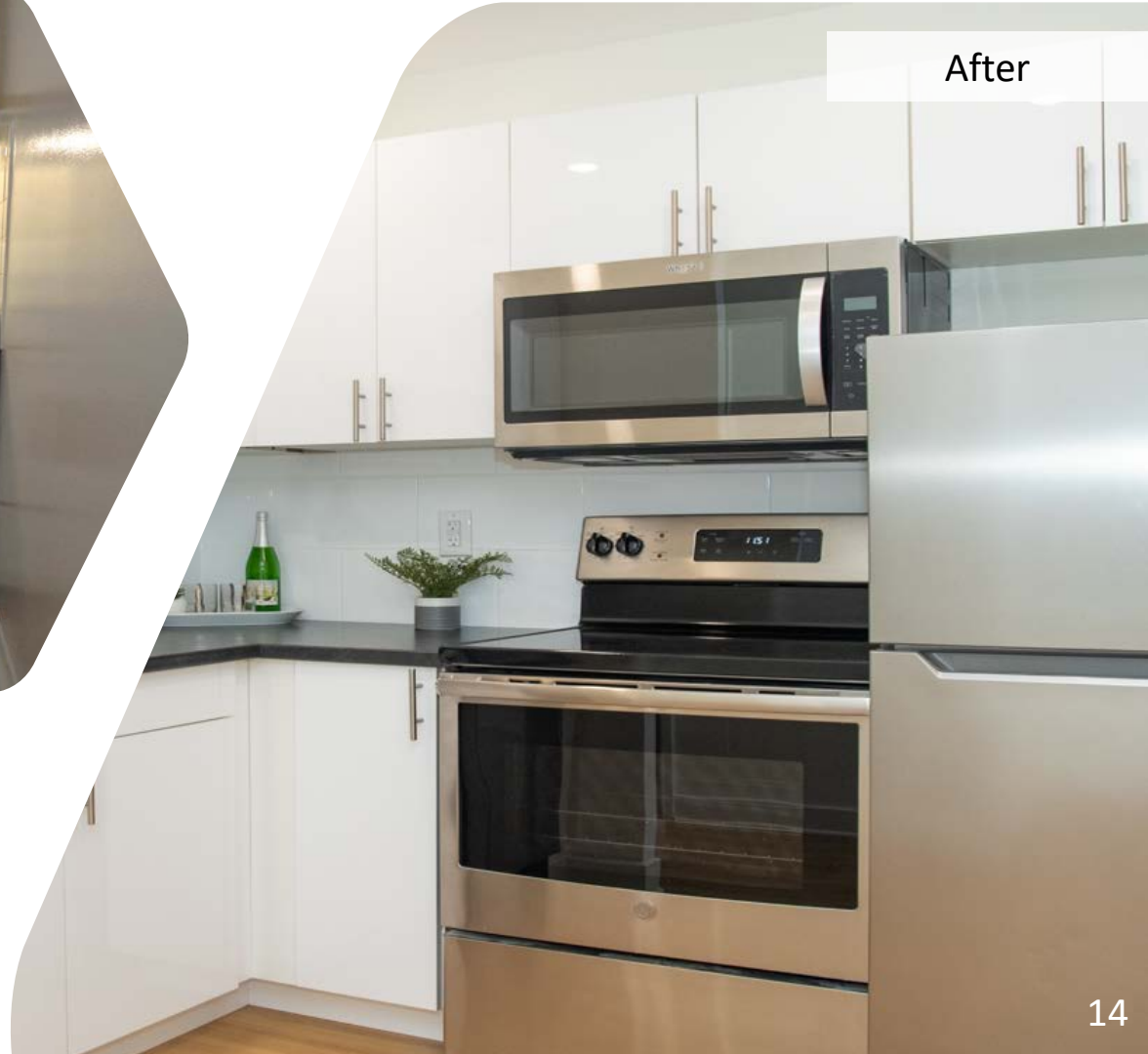
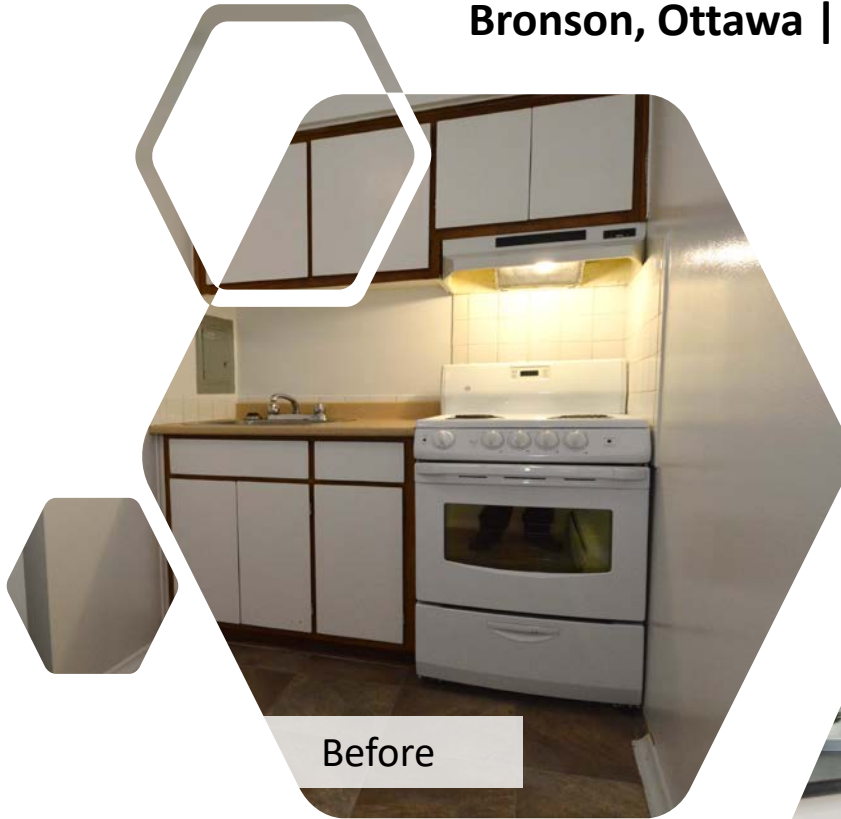


Note: Unit renovations have continued in compliance with social distancing measures.

Province	Opportunity to Renovate
NS	3,000
NB	1,300
ON	500
NL	150
AB	50
<b>Total</b>	<b>5,000</b>

# Revenue - Renovations

## Bronson, Ottawa | 43-unit property



### Suite Repositioning at Bronson

\$31k Average investment per unit

35% Average rental lift

\$514 Average monthly rent increase

20% Average ROI

# Revenue – Renovations

Winner of CFAA's best unit renovation for 2020.

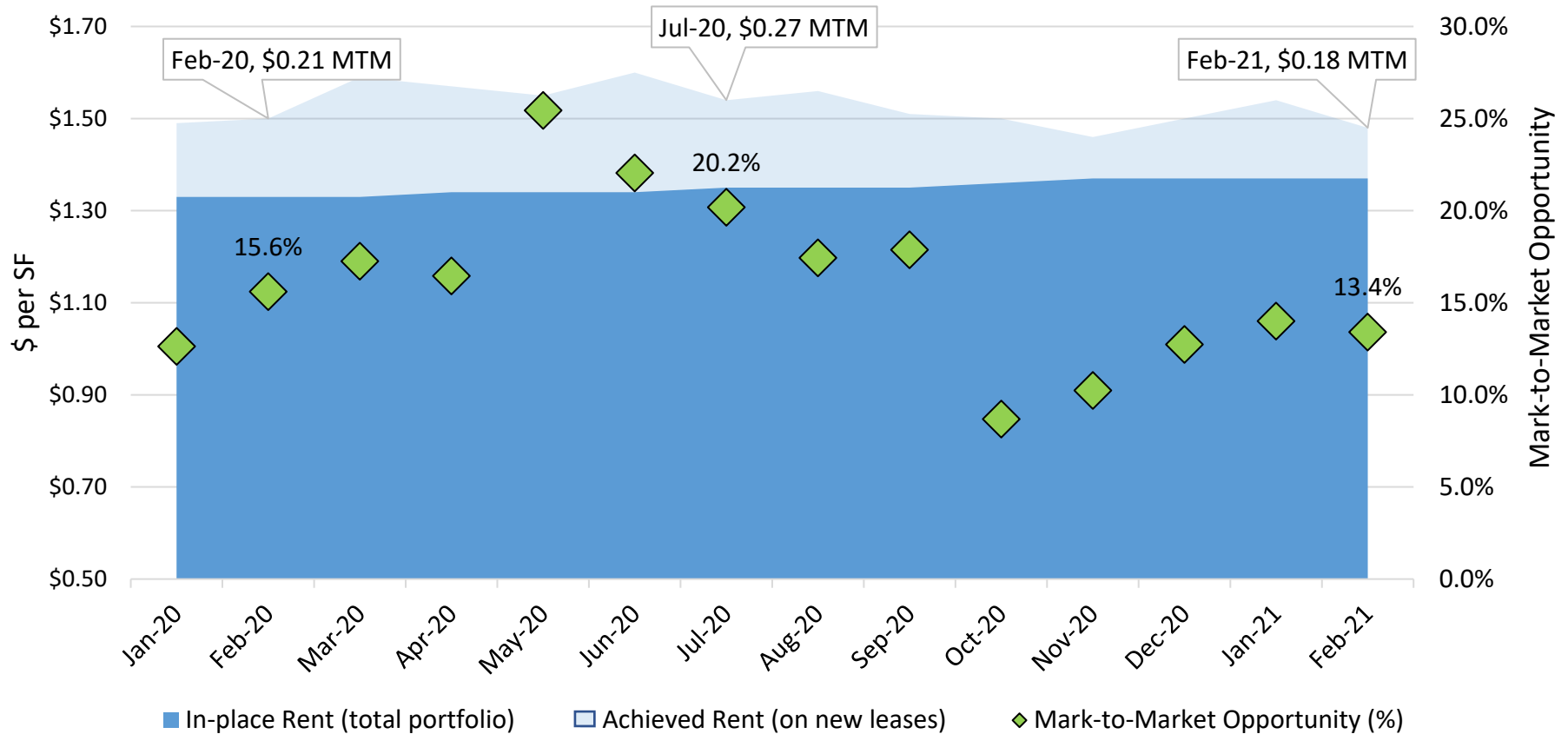


Cambridge Place | 63 units  
Moncton, New Brunswick

# Positive Revenue Growth - Halifax

With current resiliency in the Halifax market, rental rate growth on turnover is a key longer-term focus.

### Market vs. In-place Rent (\$/SF)



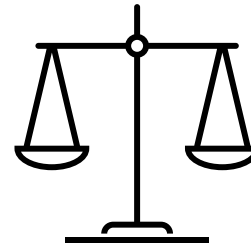
The market rent opportunity in Halifax has remained strong throughout the last 12 months with a ~\$0.18 per SF (or 13%) differential between market and in-place rents across Killam’s Halifax apartment portfolio.



# Affordability and Value Delivery

Killam delivers affordable, safe, clean and high-quality housing to our residents across Canada.

- Killam's average rent varies between 15% - 25% of the median household income in each of its regions, well below the CMHC maximum threshold of 30% for affordability.
- 50% of Killam's portfolio rents for \$1,100 per month, or less.
- Average rent is \$1.42 per SF across the portfolio.
- Supports affordable housing with more than 750 subsidized units through community partnerships.
- Actively involved as part of the solution. Example: Secured debt through CMHC's Rental Construction Financing initiative (RCFi) program with the Nolan Hill acquisition in Jan 2021.
  - 78 of the 233 units are at 70% of market rents.



Region	Killam's Rent as a % of Median Household Income <sup>(1)</sup>
Halifax	20.3%
Ottawa	24.8%
London	25.0%
Cambridge	23.7%
Moncton	18.1%
Fredericton	18.8%
Saint John	15.5%
Charlottetown	19.2%
St. John's	15.1%
Calgary	15.2%
Edmonton	18.7%

(1) Per CMHC Housing Market Information Portal - Median Household Income (Before Taxes), 2016

# Embracing Technology

Killam's online functionality is providing considerable benefits during this period of social distancing. Leasing agents, maintenance employees and all property management functions can be done virtually to deliver high-quality service to residents and prospective residents.



Along with maximizing the functionality of its current suite of products, Killam is focused on its business intelligence platform to expand the use of data analytics to drive leasing decisions, optimize rental growth and maximize returns.

# Capital Investment



**ENERGY**



**BUILDING IMPROVEMENTS**



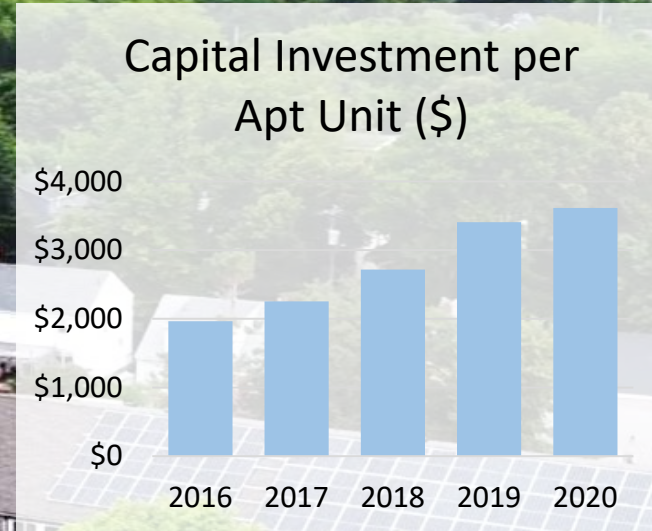
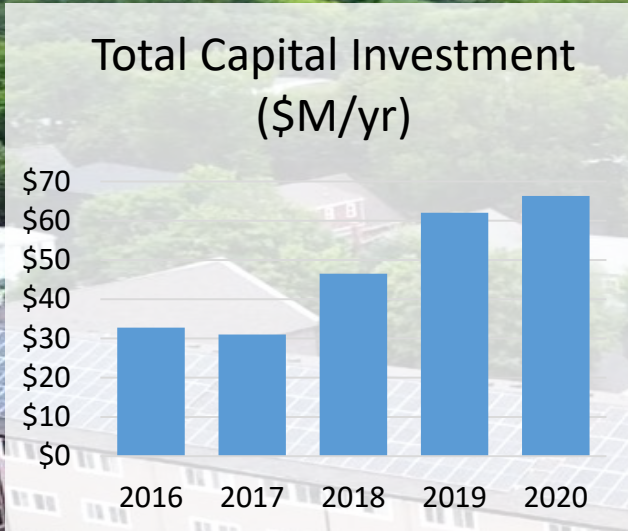
**CURB APPEAL**



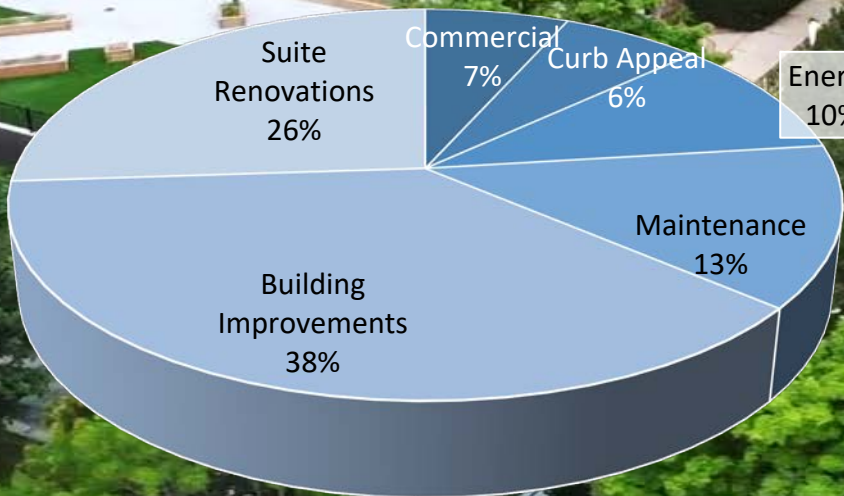
**HEATING PLANT UPGRADES AND MAINTENANCE**



# Capital Investment



## 2021 Capital Plan



## 2021 Energy Plan

**\$5.9 Million** planned;  
**94 projects**  
**\$0.9 Million** potential annualized savings  
**6.5 year** average payback



# Killam's Green Commitment

## Increasing earnings from operations through energy efficiency.

Includes increasing the installations of photovoltaic solar panels, smart metering, decreasing peak electric demand, water conservation projects and heating efficiencies at Killam's existing properties.



Killam continues to build on its current successes to make its buildings **more sustainable** and **resilient** to the impacts of climate change.

### Longer-term Targets

- Reduce GHG emissions by 15%<sup>(1)</sup> by 2030.
- Produce a minimum of 10% of electricity<sup>(2)</sup> through renewable energy sources by 2025.

(1) Scope 1 & 2 emissions from 2020 levels.

(2) Operational controlled electricity.

# Killam's 2020 ESG Highlights



## Environmental

Installed **Solar PV panels** at **11** properties, generating **880 MWh** of renewable energy<sup>(1)</sup> annually.

Implemented a **Green Cleaning** policy for procurement and use throughout its properties.

Completed a **Independent Review** of 2020 **GHG Emissions Inventory**.

Killam's 2020 ESG report can be found on Killam's website at [killamreit.com/esg](https://killamreit.com/esg)



## Social

Achieved an **84%** employee satisfaction score.

Achieved an **87%** resident satisfaction score.

Partnered with **CCDI**, the Canadian Centre for Diversify and Inclusion.

Supported affordable housing with more than **750** subsidized units through community partnerships.

Donated over **\$375,000** in cash, in-kind gifts and Trustee donations to support organization across Canada.



## Governance

Completed second annual **GRESB** submission, achieving a **32%** increase from our initial score and a **Green Star Rating**.

Reported ESG disclosure in accordance with **GRI**, **SASB** and **TCFD** reporting standards.

Developed Longer Term **Sustainability** Targets.

Formed a **Diversity & Inclusion** Committee to assess and make improvements to Killam's current practices and policies.

(1) Equivalent to GHG emission from 72 homes' energy use for one year.

# Killam's ESG Targets

Killam has committed to ambitious but realistic ESG targets to work towards in the medium-term. These goals aim to mitigate Killam's carbon footprint, maintain good corporate citizenship and create long-term value for its stakeholders.



## ENVIRONMENTAL

- Reduce GHG emissions by 15%<sup>(1)</sup> by 2030.
- Produce a minimum of 10% of electricity<sup>(2)</sup> through renewable energy sources by 2025.
- Pursue building certifications across a minimum of 20% of Killam's portfolio by 2025.



## SOCIAL

- Increase employee volunteer hours by 25% by 2025.
- Increase current number of affordable housing units by 20% by 2025.
- Maintain resident satisfaction score above 85% annually.



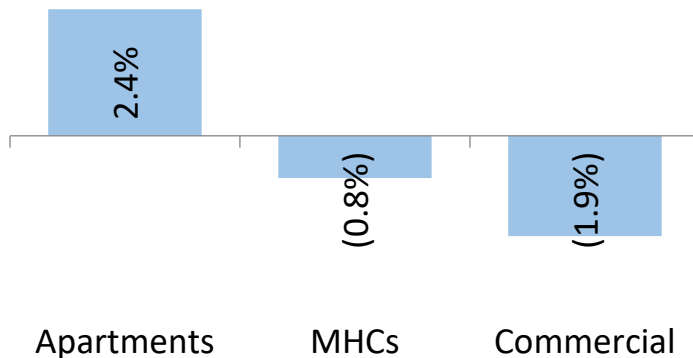
## GOVERNANCE

- Continue to participate in GRESB survey annually, targeting a minimum increase of 5% each year to reach GRESB 4 Star ranking by 2025 and continue to expand ESG disclosures.
- Increase the diversity of employees, including a 25% increased representation of employees who identify as racialized, as persons with a disability, and as LGBTQ+ by 2025.

## Achieved FFO, AFFO and NOI growth for the year

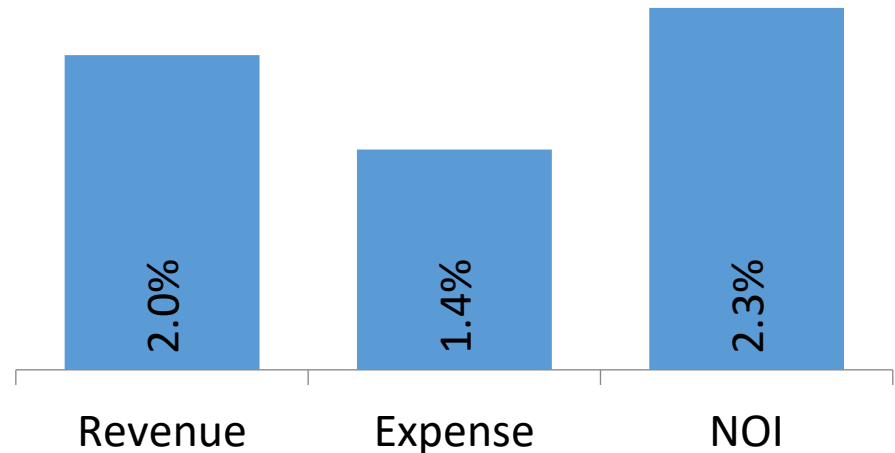
- Generated FFO per unit of \$1.00, increase of 2.0%, and AFFO per unit of \$0.83, increase of 3.7% from 2019.
- Strong rental rate growth in apartments were partially offset by lower seasonal MHC revenues during COVID restrictions, and lower commercial net revenue.

### 2020 Net Revenue Growth



### Same Property Portfolio Performance

For the year ended December 31, 2020

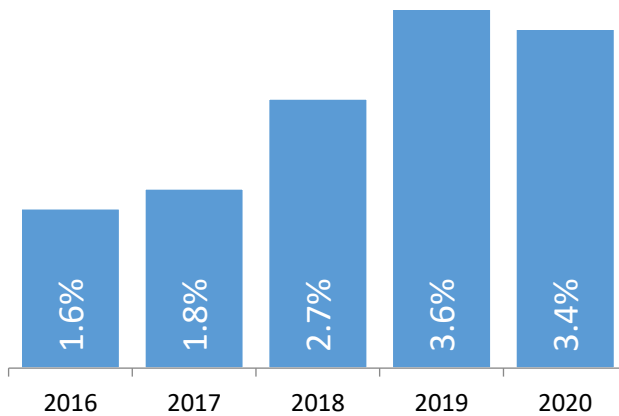




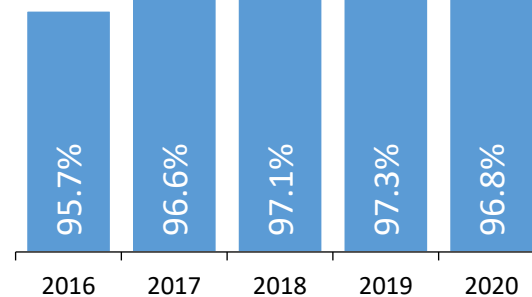
# 2020 | Apartment Financial Highlights



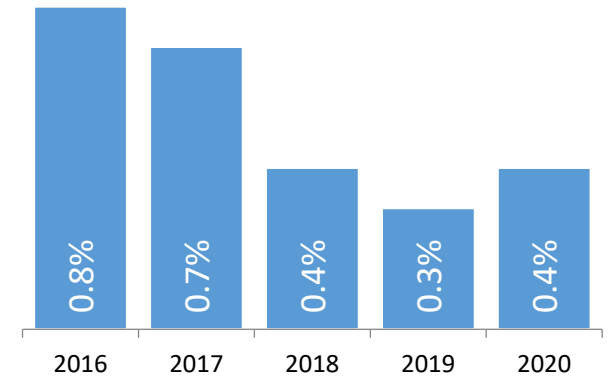
### Apt Same Property Avg Rental Rate Increase



### Apt Same Property Occupancy<sup>1</sup>



### Apt Same Property Incentive Offerings<sup>2</sup>



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

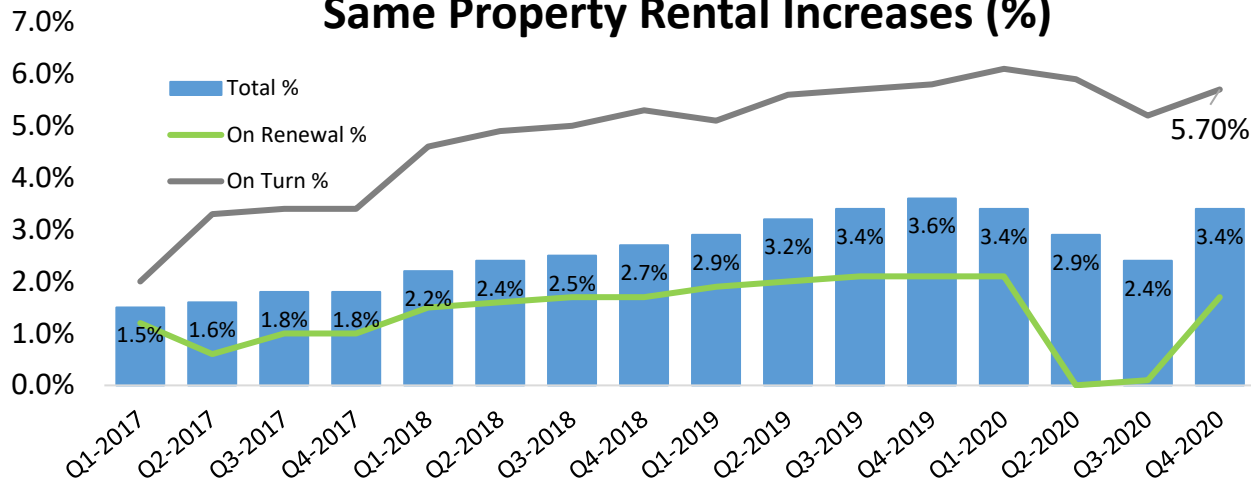
## Net Revenue Growth of 2.4%

- Rental rate growth of 3.4%
- Occupancy declined 40 bps
- Modest incentive offerings in only select markets

# 2020 | Apartment Financial Highlights

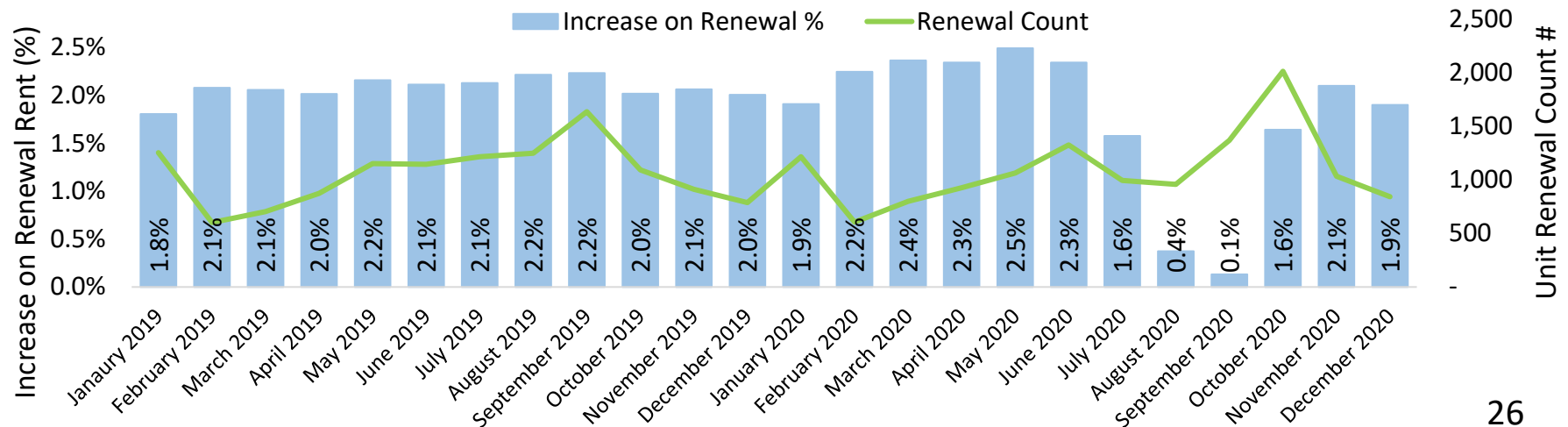


## Same Property Rental Increases (%)

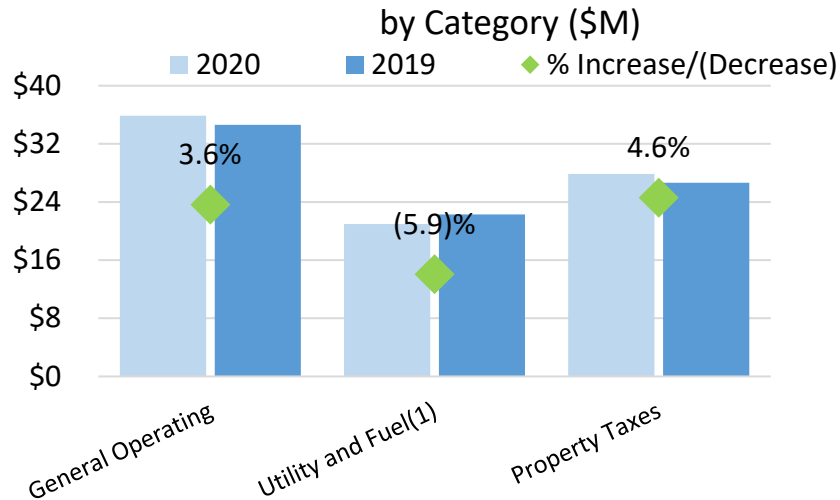


Approximately 70% of Killam’s residents renew each year with average increases of 1.8% - 2.5% pre COVID-19. Due to voluntary rent freeze and delayed notice given to tenants renewing July – November, renewal rates were temporarily lower in Q2 and Q3-2020 but started to recover by year-end. (Note that there are rent freezes on renewals in ON and BC for 2021.)

## Increases on Renewing Rents (%)



## 2020 Same Property Expense

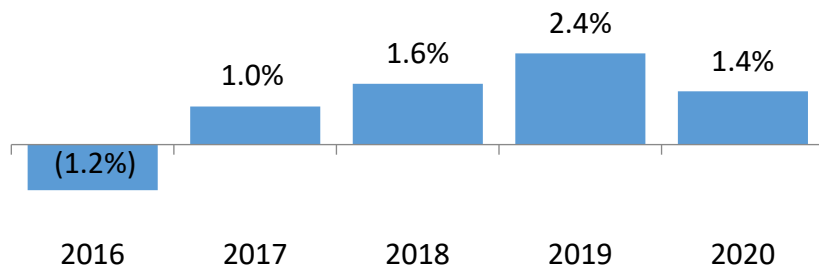


(1) Utility and fuel expenses decreased due to: i) reduced consumption from energy efficiency projects, ii) decreases in natural gas pricing across Killam's three largest regions, and iii) decrease in the inclusion of unit electricity as part of the monthly rent.

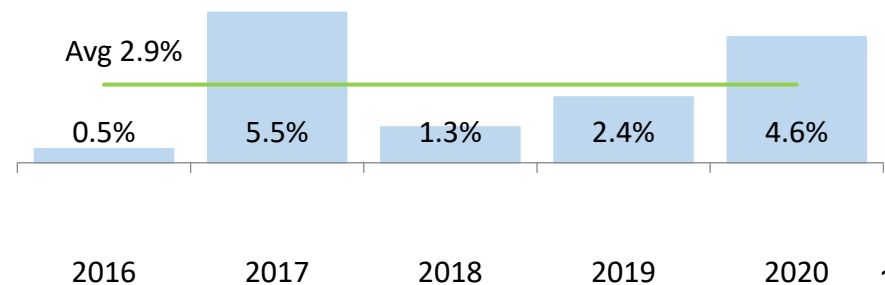
**Increasing earnings from existing operations through expense management.**

- **Energy conservation initiatives**
- **Economies of scale** – Negotiating lower pricing for goods and services.
- **Employee training** – Focusing on front-line repairs and maintenance staff.
- **Investment in technology** – Mobile maintenance and online invoice processing.
- **Risk management** – Emphasising loss prevention and claims management.
- **Property taxes** – Appealing rising property tax assessments.

## Same Property Expense Growth



## Same Property Tax Expense Growth

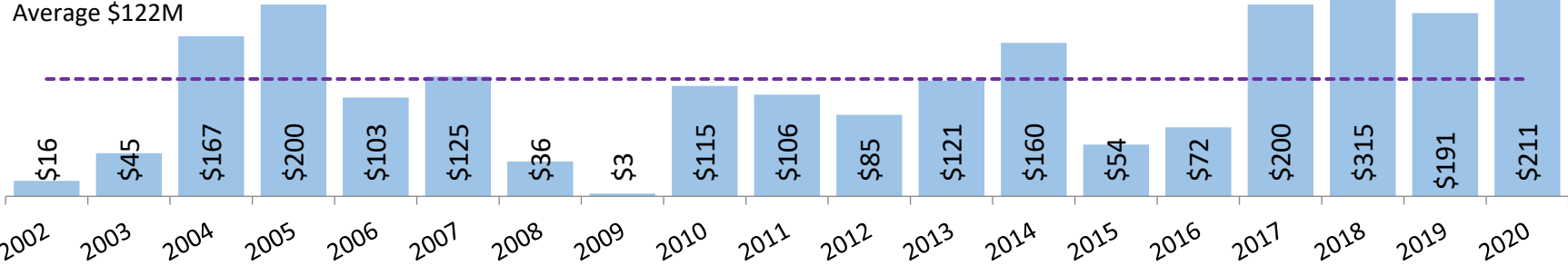


# Expand Portfolio Through Accretive Acquisitions

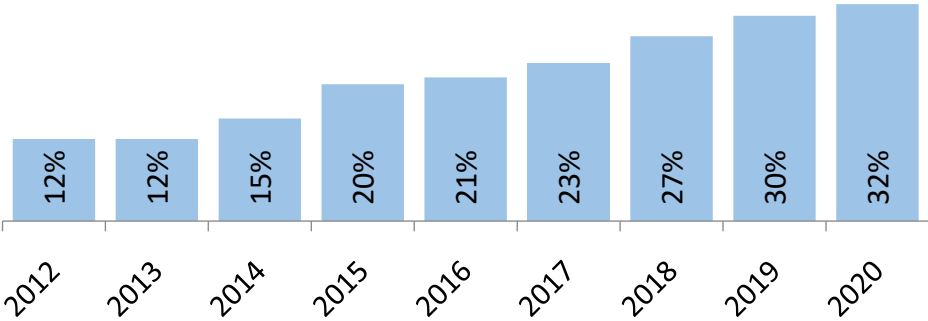


Expanding the portfolio and diversifying geographically through accretive acquisitions, with an emphasis on newer properties.

### Annual Acquisitions (\$ millions)



### NOI Generated Outside Atlantic Canada





# Expand Portfolio Through Accretive Acquisitions



		Property	Location	Acquisition Date	Ownership Interest (%)	Property Type	Purchase Price <sup>(1)</sup> (\$000's)
1	Q1	Christie Point	Victoria, BC	Jan 15, 2020	100%	Apartment	\$54,000
2	Q1	9 Carrington	Halifax, NS	Jan 31, 2020	100%	Apartment	8,800
3	Q1	Domaine Parlee	Shediac, NB	Mar 23, 2020	100%	MHC	3,950
4	Q1	1323-1325 Hollis	Halifax, NS	Mar 31, 2020	100%	Apartment	3,700
5	Q2	Crossing at Belmont	Langford, BC	Apr 30, 2020	100%	Apartment	60,000
6	Q3	3644 & 3670 Kempt Road	Halifax, NS	Jul 15, 2020	100%	Commercial	2,500
7	Q3	Luma	Ottawa, ON	Jul 30, 2020	50%	Dev Land	4,300
8	Q4	171 & 181 Leopold Belliveau Drive	Moncton, NB	Oct 26, 2020	100%	Apartment	17,600
9	Q4	1538 Carlton Street	Halifax, NS	Oct 30, 2020	100%	Dev Land	1,200
9	Q4	88 Sunset	Moncton, NB	Nov 13, 2020	100%	Apartment	55,000
10		<b>Total 2020 Acquisitions</b>					<b>\$211,050</b>
11	Q1	Nolan Hill <sup>(2)</sup>	Calgary, AB	Jan 21, 2021	100%	Apartment	49,500
12	Q1	54 Assomption	Moncton, NB	Feb 1, 2021	100%	Apartment	5,600
13	Q1	Various property//land Halifax & Charlottetown		Jan 2021	100%	Dev Land	10,200
		<b>Total YTD 2021 Acquisitions</b>					<b>\$65,300</b>

(1) Purchase price does not include transaction costs.

(2) Killam invested \$4.8M for a 10% interest in this development in 2018. \$49.5M represents the remaining 90% ownership. Per unit cost includes total Killam costs of \$54.3M. Based on the purchase price of \$55M, or a 100% interest, Killam recorded a fair value gain of \$0.7 million on its 10% interest.

# 2020 Acquisitions



**\$211 Million in Acquisitions in 2020**

**56% of 2020 Acquisitions were outside Atlantic Canada**





# 2021 | Acquisitions - Calgary, AB

## Description:

- Nolan Hill development in northwest Calgary
- Phase 1 consists of three 4-storey buildings
- 233 units; 84 one bedrooms, 107 two bedrooms and 42 three bedrooms

## Affordable Rent Details:

- 78 units at 70% of market rates, avg. \$1,014 per unit or \$1.20 per SF
- 154 units at market, avg. \$1,403 per unit or \$1.74 per SF
- Secured debt through CMHC Rental Construction Financing initiative (RCFi) (\$40.9 million debt, 1.95% interest rate, 10 year term)

## Acquisition Details:

- \$49.5 million (\$231k per unit)\*
- 4.5% capitalization rate
- 31% leased
- Closed: January 21, 2021

\* Killam invested \$4.8M for a 10% interest in this development in 2018. \$49.5M represents the remaining 90% ownership. Per unit cost includes total Killam costs of \$54.3M. Based on the purchase price of \$55M, or a 100% interest, Killam recorded a fair value gain of \$0.7 million on its 10% interest.

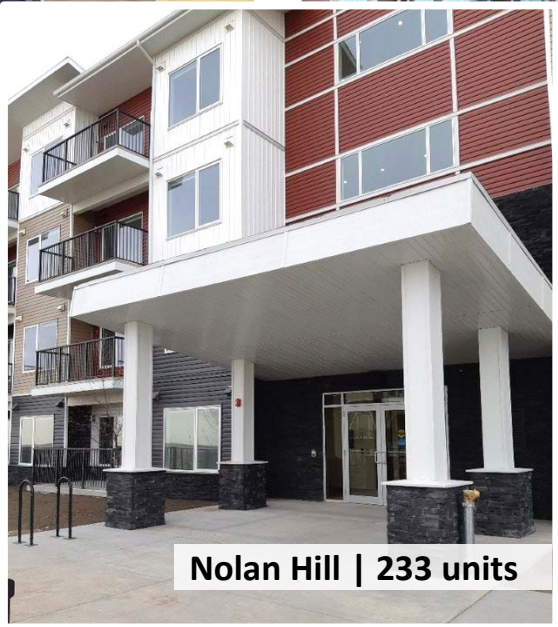


**Nolan Hill | 233 units**

*progress shot as of October 2020*



# 2021 | Acquisitions - Calgary, AB

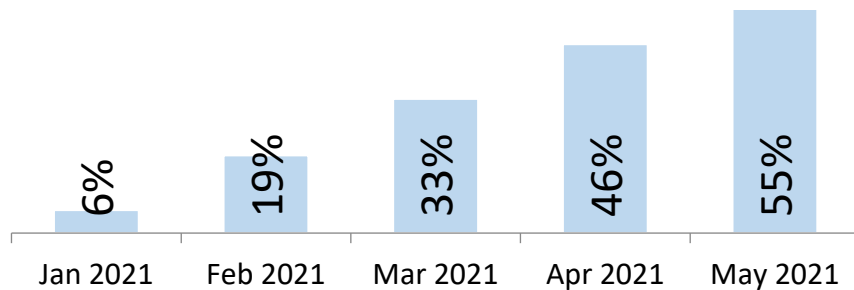


# 2021 | Acquisitions - Calgary, AB

Nolan Hill | 233 units



Occupied/Leased (as of April 7<sup>th</sup>)





# 2021 | Acquisitions - Moncton, NB

## Description:

54 Assomption Boulevard; built in 2004

23 units; 15 one bdrm and 8 two bdrm units

Average rent – \$1,369/month (\$1.43 per SF)

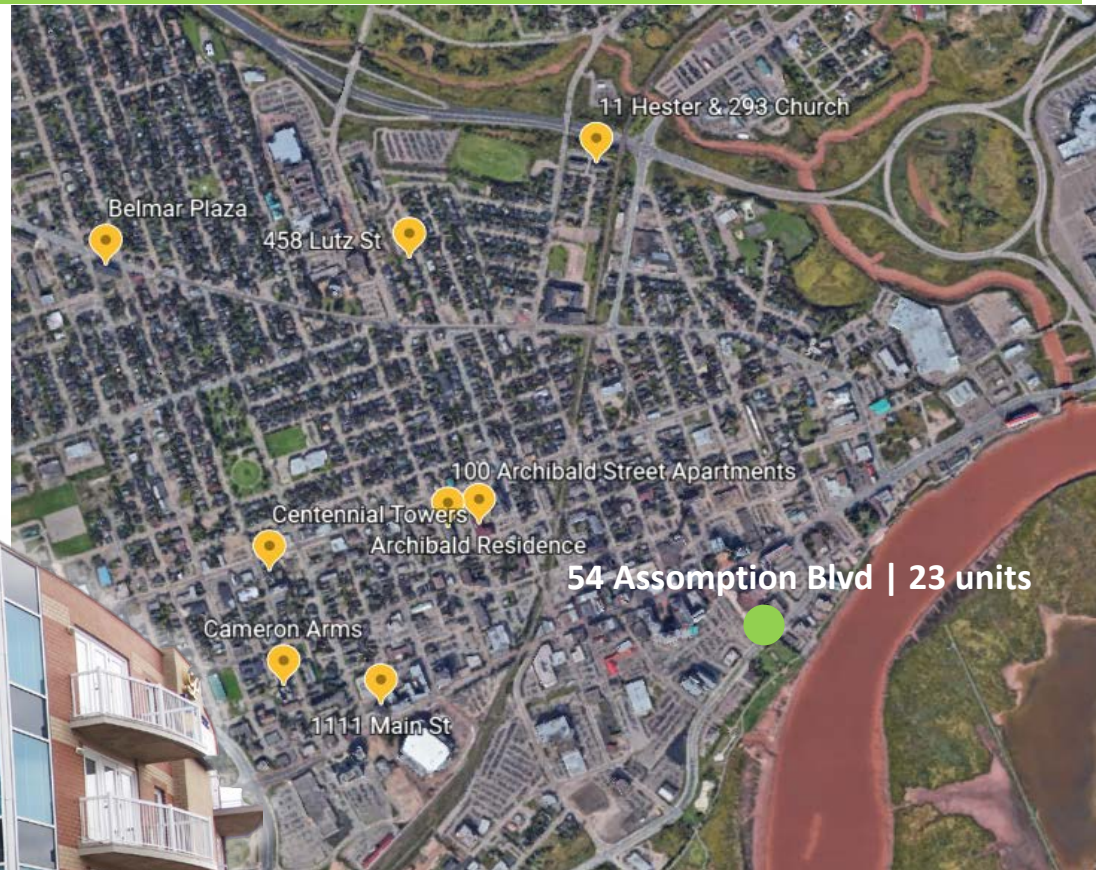
## Acquisition Details:

\$5.6 million

4.2% capitalization rate

100% occupied

Closed: February 1, 2021





# Develop High-Quality Properties

Approximately \$300 million of developments completed.



101 units - Fredericton, NB



122 units - Cambridge, ON



94 units - Cambridge, ON



70 units - Halifax, NS



228 units - Ottawa, ON



240 units - Halifax, NS



78 units - Charlottetown, PE



47 units - Charlottetown



63 units - Halifax, NS



102 units - St. John's, NL



71 units - St. John's, NL



# Current Development Projects



With Shorefront and Nolan Hill now open, Killam currently has six developments underway, which will add an additional 535 units to Killam's portfolio in the next 18 months at a total cost of ~\$240 million and an expected yield of ~5%.



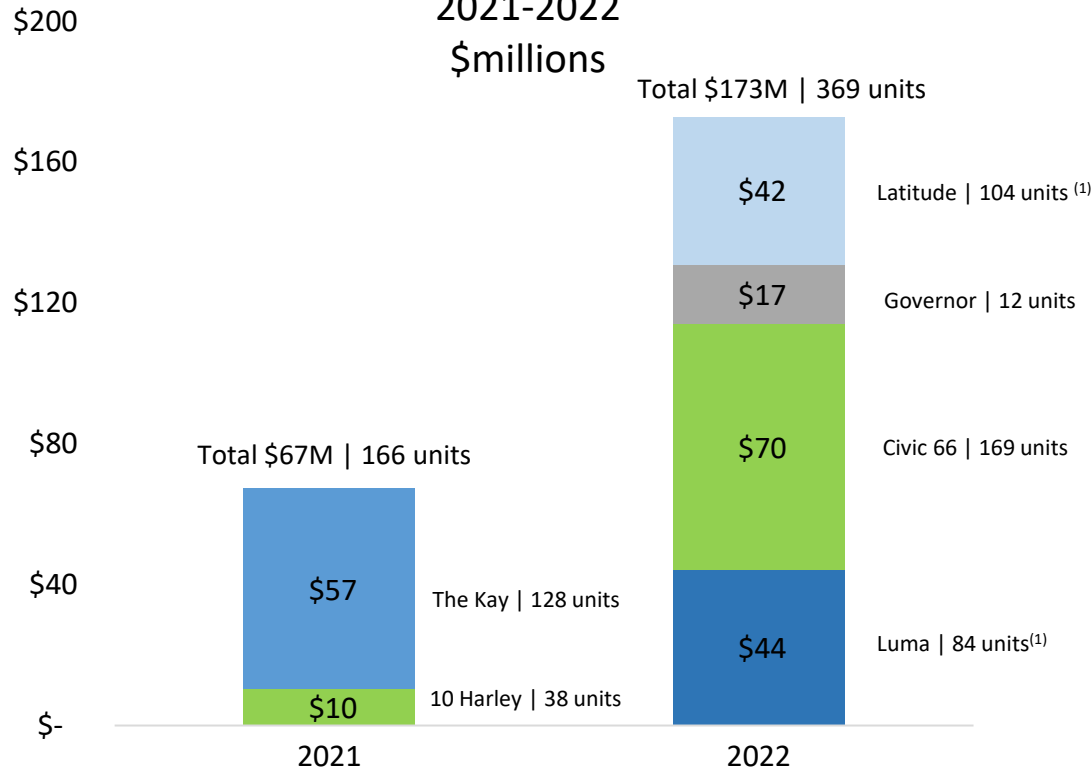
(1) Represents Killam's 50% ownership

# Develop High Quality Properties

## Developments - Scheduled Completion

2021-2022

\$millions



(1) Killam's 50% ownership.

### Developing high-quality properties in core markets.

- Over \$600 million (~2,000 units) of developments completed or underway.
- Experienced in-house architect and engineers.
- Extensive development experience with ~\$300 million (~1,100 units) in 12 development projects completed in 2013-2020.

The current pipeline of developments has an expected yield of approximately 5%, contributing to FFO per unit growth in 2022 – 2024.



# Development Activity - Charlottetown

**Shorefront** opened October 1, 2020 and this 78-unit property is currently 68% leased.

## Key Statistics

Number of units	78
Start date	Q4-2018
Completion date	Oct-2020
Project cost (\$M)	\$22.0
Cost per unit	\$282,000
Expected yield	5.25%





# Development Activity - Charlottetown

**10 Harley Street** – 38-unit redevelopment in Charlottetown opened in March and is 47% leased.

## Key Statistics

Number of units	38
Start date	Q3-2019
Completion date	Mar-2021
Project budget (\$M)	\$10.4
Cost per unit	\$274,000
Expected yield	5.0-5.25%
Expected value	4.75-5.0%

- Solar arrays (262 kW) are installed at the Harley portfolio (5, 9, 10 Harley and 297 Allen)
- \$457k Investment
- 303 Mega Watts hours (MWh) annually
- ~\$58k Annual expense savings
- 12.7% Return on investment



9 Harley

297 Allen

10 Harley, 38 units

*Progress shot as of October 2020*

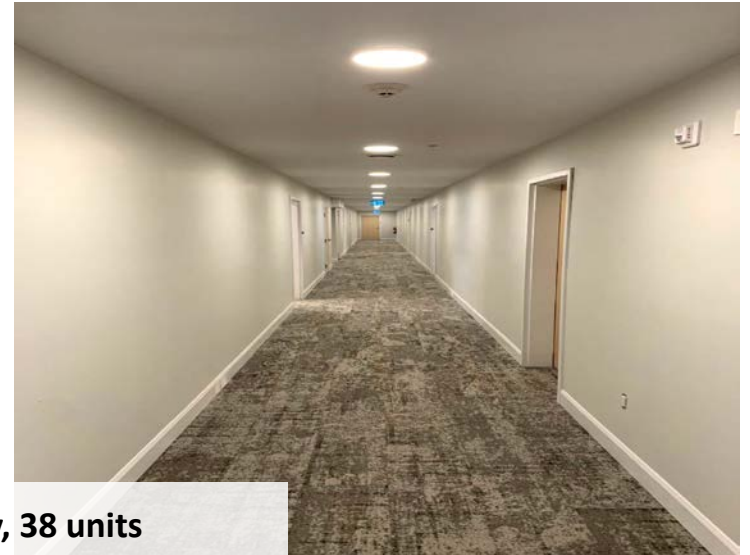


# Development Activity - Charlottetown



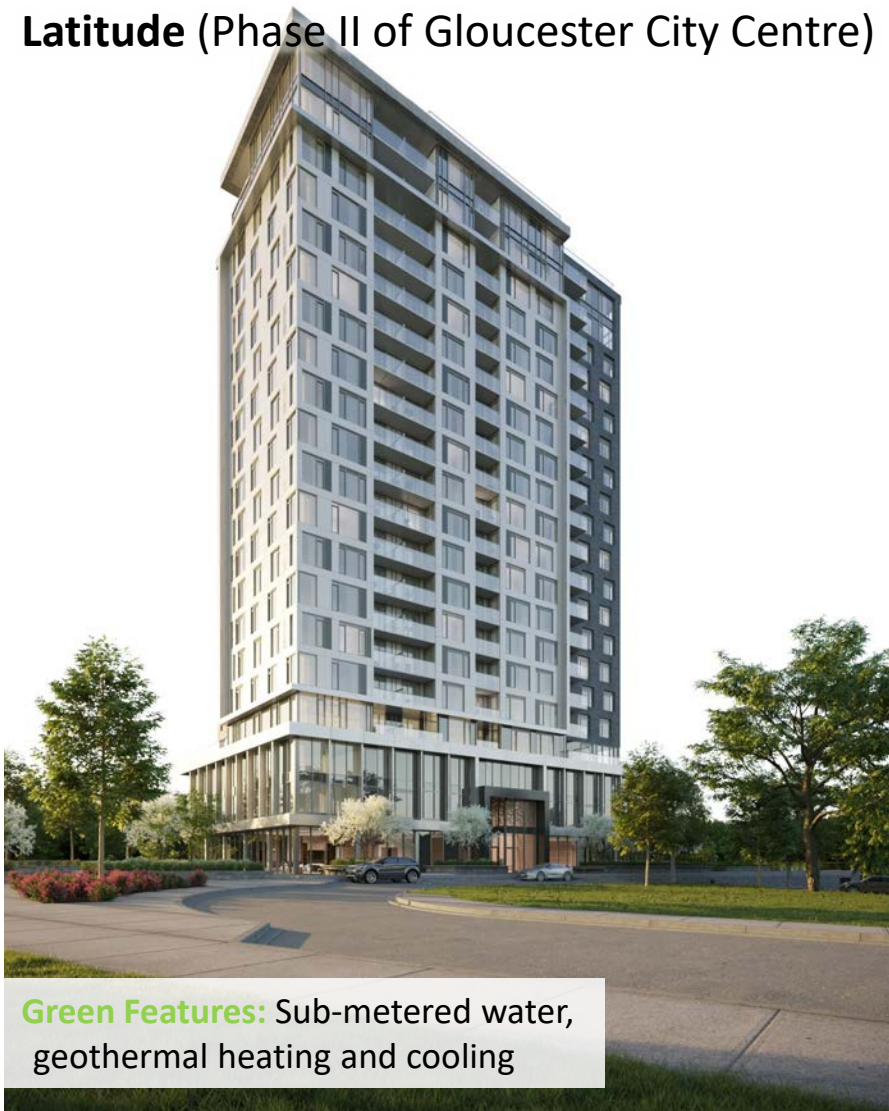
**10 Harley, 38 units**

*Progress shots as of January 2021*



# Development Activity - Ottawa

## Latitude (Phase II of Gloucester City Centre)



**Green Features:** Sub-metered water, geothermal heating and cooling



### Key Statistics

Number of units	209
Start date	Q2-2019
Estimated completion date	Q1-2022
Project budget (\$M) <sup>(1)</sup>	\$42.0
Cost per unit	\$402,000
Expected yield	4.75-5.0%
Expected value cap-rate	4.0%
Average unit size	803 SF
Average rent	\$2,085 (\$2.60/SF)

(1) Killam's 50% interest.



# Development Activity - Ottawa

**Latitude**, the second phase of the Gloucester City Centre development, is expected to be completed in Q1-2022.

**Frontier (Phase I)**  
228 units  
*Completed in 2019*

**Latitude (Phase II)**  
209 units



*Progress shots as of January 2021*



# Development Activity - Mississauga

## Key Statistics

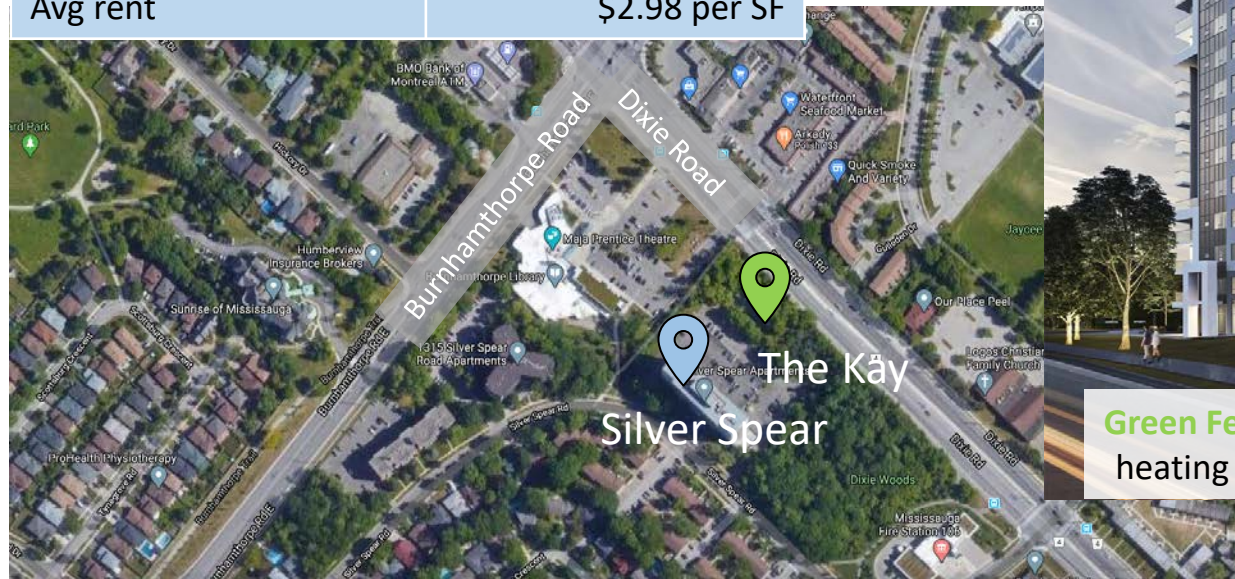
Number of units	128
Start date	Q3-2019
Est. completion date	Q4-2021
Project budget (\$M)	\$57.0
Cost per unit	\$445,500
Expected yield	4.75-5.0%
Expected value cap-rate	3.5%
Avg unit size	748 SF
Avg rent	\$2.98 per SF

The **Kay** development broke ground in Q3-2019 and is expected to be completed in Q4-2021.

## The Kay | 128 units



**Green Features:** Sub-metered water, geothermal heating and cooling





# Development Activity, Mississauga



The Kay, a 128-unit development, is expected to be completed in early 2022.



# Development Activity - Ottawa

**Luma** – 168-unit development in Ottawa 50/50 with RioCan REIT.



## Key Statistics

Number of units	168
Estimated completion date	Q2-2022
Project budget (\$M) <sup>(1)</sup>	\$44.3
Cost per unit	\$527,000
Expected yield	4.0-4.25%
Avg rent	\$2.90 per SF
Avg unit size	748 SF

(1) Killam's 50% interest.



# Development Activity - Kitchener

**Civic 66** – 169-unit development in Kitchener that broke ground in Q3-2020 and is expected to be completed by Q4-2022.

## Key Statistics

Number of units	169
Start date	Q3-2020
Est. completion date	Q4-2022
Project budget (\$M)	\$69.7
Cost per unit	\$412,000
Expected yield	4.75-5.0%
Avg unit size	780 SF
Avg rent	\$2.77 per SF



Civic 66 | 169 units



**Green Features:** Sub-metered water, geothermal heating and cooling



# Development Activity, Kitchener

**Civic 66** – is expected to be completed in late 2022.





# Development Pipeline - ~\$1.0 billion



Future Development Opportunities <sup>(3)</sup>					
Property	Location	Killam's Interest	Potential # of Units <sup>(1)</sup>	Status	Est Year of Completion
<u>Developments expected to start in 2021</u>					
The Governor <sup>(2)</sup>	Halifax, NS	100%	12	Building permit	2022
Westmount Place (Phase 1)	Waterloo, ON	100%	140	In design and approval process	2024
<u>Developments expected to start in 2022-2026</u>					
Carlton East & West	Halifax, NS	100%	140	In design	2024
Stratford Land	Charlottetown, PE	100%	175	In design	2024
Sherwood Crossing	Charlottetown, PE	100%	325	In design	2025
Hollis Street	Halifax	100%	90	In design	2025
Gloucester City Centre (Phase 3-4)	Ottawa, ON	50%	200	In design	2025
Westmount Place (Phase 2-5)	Waterloo, ON	100%	908	In design	2028
<u>Additional future development projects</u>					
Gloucester City Centre (Phase 5)	Ottawa, ON	50%	100	Future development	TBD
Kanata Lakes	Ottawa, ON	50%	40	Future development	TBD
St. George Street	Moncton, NB	100%	60	Future development	TBD
15 Haviland Street	Charlottetown, PE	100%	60-90	Future development	TBD
Christie Point	Victoria, BC	100%	312	Future development	TBD
Medical Arts	Halifax, NS	100%	200	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
<b>Total Development Opportunities<sup>(3)</sup></b>			<b>3,067</b>		

(1) Represents Killam's interest/# of units in the potential development units.

(2) The development is adjacent The Alexander, Killam's newly completed development, and will include 12 large-scale luxury suites.

(3) In addition, Killam has a 10% interest in the remaining three phases of Nolan Hill, totaling another 596 units.

~ 55% of Killam's development pipeline is outside Atlantic Canada. Killam targets yields of 4.75% to 5.5% on development, 50–150 bps higher than the expected cap-rate value on completion. Building out the \$1.0 billion pipeline at a 100 bps spread would create approximately \$250 million in NAV growth for unitholders.



**Killam**  
APARTMENT REIT

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