

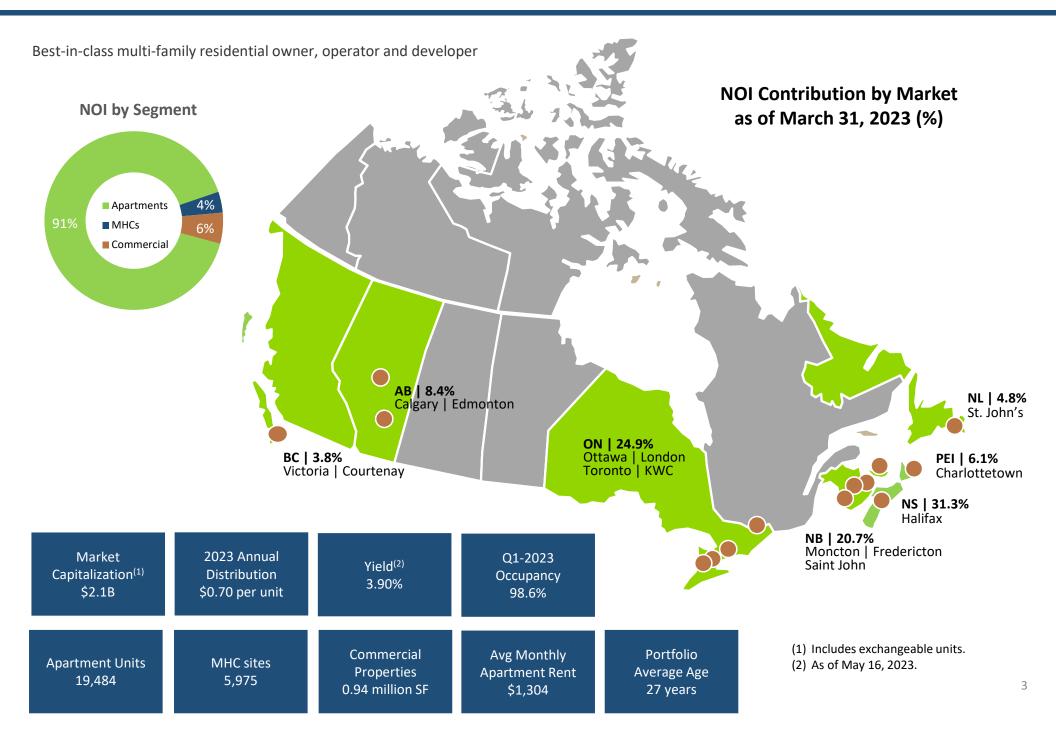
### **CAUTIONARY STATEMENT**



This presentation may contain forward-looking statements with respect to Killam Apartment REIT ("Killam") 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", "maintain", "target" or the negative thereof or similar variations. The actual results and performance of Killam 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 the effects and duration of the local, international or global events, such as the COVID-19 pandemic, and any government responses thereto; national and regional economic conditions (including rising interest rates and inflation), and the availability of capital to fund further investments in Killam's business and the factors described under "Risk Factors" in Killam's Annual Information Form, Killam's Management's Discussion and Analysis for the three months ended March 31, 2023, and other securities regulatory filings made by Killam from time to time. The cautionary statements qualify all forward-looking statements attributable to Killam and persons acting on its behalf. All forward-looking statements in this presentation speak only as of the date to which this presentation refers, and Killam does not intend to update or revise any such statements, unless otherwise required by applicable securities laws.

## **PORTFOLIO STATISTICS**





### 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 33% of NOI generated from apartments built in the last 10 years
	Experienced Developer	\$1.7 billion development pipeline to support future growth
A A	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	Increasing distributions and declining payout ratios
	Engaged Team	Experienced management team with broad knowledge of Killam's core markets 4

### LONG-TERM GROWTH STRATEGY



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 highquality properties in Killam's core markets

# **STRATEGY TARGETS**



Target: Average 3.0%-5.0%

Killam achieved 6.3% same property NOI growth. Based on the results achieved to date in 2023, Killam expects same property NOI growth in 2023 to exceed 5.0%.



Target: Sell a minimum of \$100 million of non-core assets.

Killam completed the disposition of a 43-unit apartment building in Ottawa for \$9.8M. Subsequently, Killam completed the disposition of a 108-unit building in Halifax for \$33.0M. Killam has additional dispositions planned for the remainder of 2023 and expects to exceed its 2023 capital recycling target of \$100 million.



Target: Earn at least 36% of 2023 NOI outside of Atlantic Canada.

Killam generated 37.1% of NOI outside Atlantic Canada. The completion and leaseup of Civic 66 will further augment NOI generated outside Atlantic Canada during the remainder of the year.



Target: Complete construction of two development projects and break ground on one additional project in 2023.

Killam is on track to meet this target; The Governor, a 12-unit building in Halifax, NS, and Civic 66, a 169-unit building in Kitchener, ON, are expected to be completed in Q2-2023.



Target: Reduce debt as a percentage of total assets to below 45%.

Killam's debt as a percentage of total assets is 44.6%.



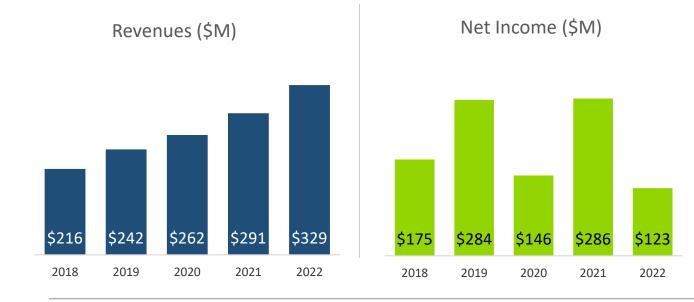
Target: Invest a minimum of \$8.0 million in energy initiatives in 2023.

Killam invested \$1.2 million in energy-efficiency projects.



# **PROVEN RECORD OF STRONG GROWTH**



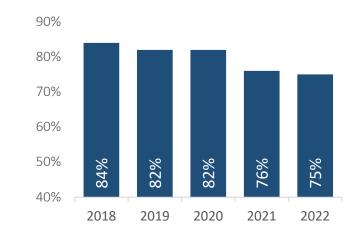






FFO & Distribution Per Unit<sup>(1)</sup>





(1) FFO per unit is a non-IFRS financial ratio. For a full description and reconciliation of non-IFRS measures, see slide 45 and page 35 of Killam's Management Discussion and Analysis for the year ended December 31, 2022.

AFFO per unit and AFFO payout ratio are non-IFRS ratios. For a full description and reconciliation of non-IFRS measures, see slide 45 and page 35 of Killam's Management Discussion and Analysis for the year ended December 31, 2022. (2)

#### **CAPITAL ALLOCATION**



#### DEVELOPMENT

Invest in developing high-quality energy efficient assets.

#### ACQUISITIONS

Acquire high-quality multi-residential assets.

#### **JV INVESTMENT**

Invest in joint development opportunities to maximize growth potential.

#### DISPOSITIONS

Dispose of select properties to provide capital to strengthen balance sheet and acquire newer/higher earning assets.

#### **INTENSIFICATION**

Intensifying existing assets with multi-residential developments.

#### **NOI ENHANCING CAPEX**

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

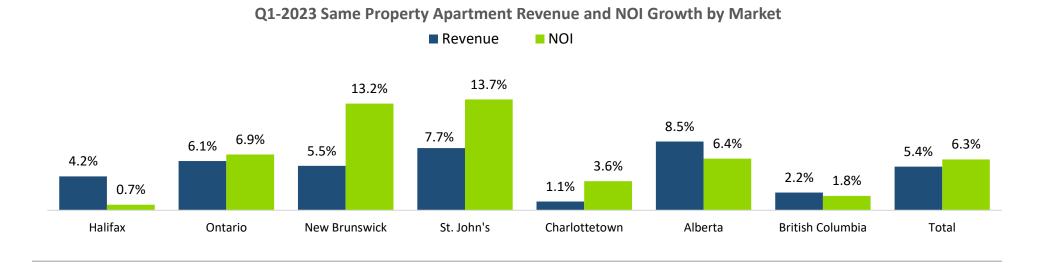
### **FFO & AFFO PER UNIT GROWTH**







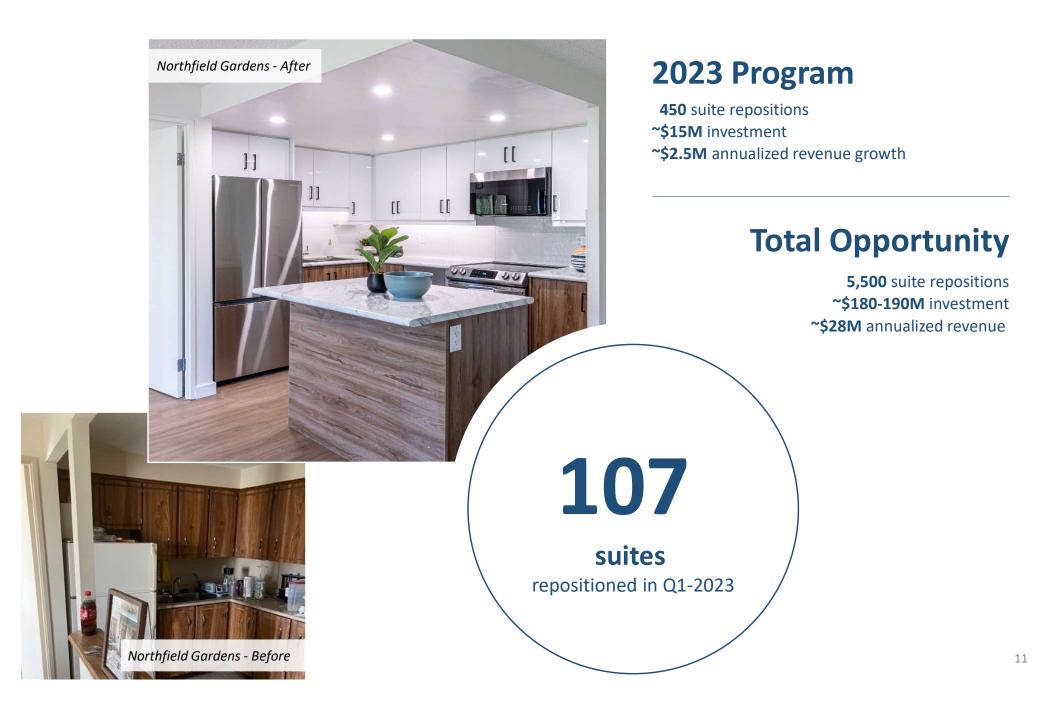
Overall, same property NOI grew by 6.3% and Killam's operating margin expanded by 50 bps for the three months ended March 31, 2023



**YoY Same Property NOI** Same Property NOI Growth by Quarter **Growth by Segment** Commercial 7.4% MHCs 6.6% 6.1% Apartments 6.0% 6.3% 5.8% 5.0% 5.1% 4.5% 4.8% 4.5% 4.5% 4.3% 3.7% 4.0% 3.9% 12% 3.1% Avg 4.4% 2.7% 3.1% 1% 0.4% 0.9% 6% 03-2022 0.1.2023 02-2018 04-2018 02-2019 04-2019 04-2020 03-2022 01-2019 03-2019 04-2022 03-2018 01-2018 19 02-2020 03-2020 10 01-2022 02-2022 242022 022022 022022 0 Commercial MHCs Apartments

### **REVENUE OPTIMIZATION**







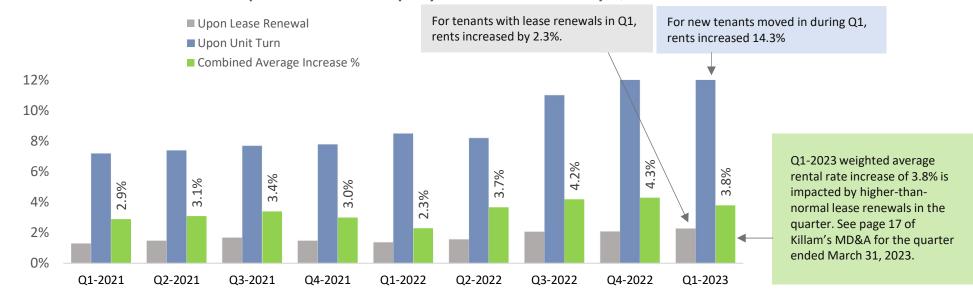


Apt Same Property Occupancy<sup>(1)</sup> by Region



(1) Measured as dollar vacancy for the period.

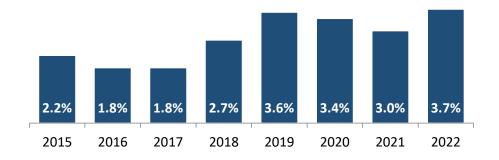




#### Apartments Same Property Rental Rate Growth by Quarter



Total Apt Same Property Avg Rental Rate Increase



(2) Measured as a percentage of residential rent.

# **2023 RENT CONTROL BY PROVINCE**



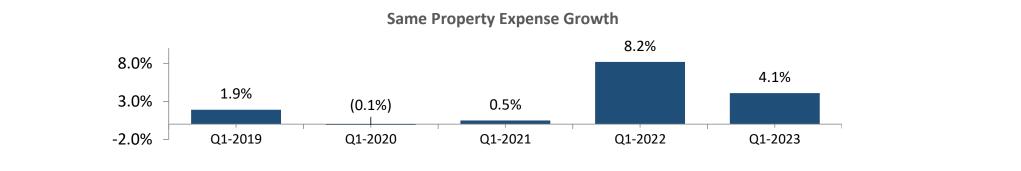
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Province <sup>(1)</sup>	Apartments 2023	<b>MHCs</b> 2023
British Columbia	2.0%	2.0%
Ontario <sup>(2)</sup>	2.5%	1.2%
Nova Scotia <sup>(3)</sup>	2.0%	2.2%
Prince Edward Island	0%	1.0%
New Brunswick	None	3.8%
Newfoundland	None	None
Alberta	None	None
Manitoba	0%	None
Saskatchewan	None	None
Quebec <sup>(4)</sup>	Note 4	Note 4

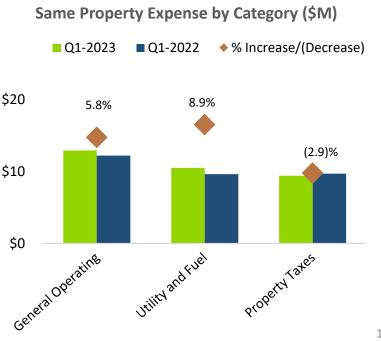
- (1) The listed provinces only have <u>rent control on renewals</u> (current tenants) and rents can move to market on new leasing, except for Prince Edward Island (PEI). Rent control in PEI is at the unit-level.
- (2) The Ontario government announced a 2.5% 2023 Allowable Guideline Increase (AGI) for lease renewals (for pre-2018 rentals). Rent control does not apply to new construction in Ontario completed after November 25, 2018.
- (3) The Government of Nova Scotia has placed a temporary 2.0% cap of rental increases for existing tenants. The rent cap will remain in place until December 31, 2023. The Government has announced that the restricted increase on lease renewals will increase to 5.0% for 2024 and 2025. The province does not currently have legislated rent control.
- (4) In Quebec, landlords may set rent increases as they see fit; however, each year, the Tribunal Administratif du Logement of Quebec calculates a **recommended** basic increase. For 2023, the advised percentages are 2.3% for an unheated dwelling, 2.8% when heated by electricity, 4.5% when heated by gas, and 7.3% when heated by oil.



Despite total same property operating expenses up 4.1% in Q1-2023 as a result of higher utility and fuel expenses; following a strong Q1, Killam has increased its 2023 NOI target to exceed 5% (from 3%-5%).

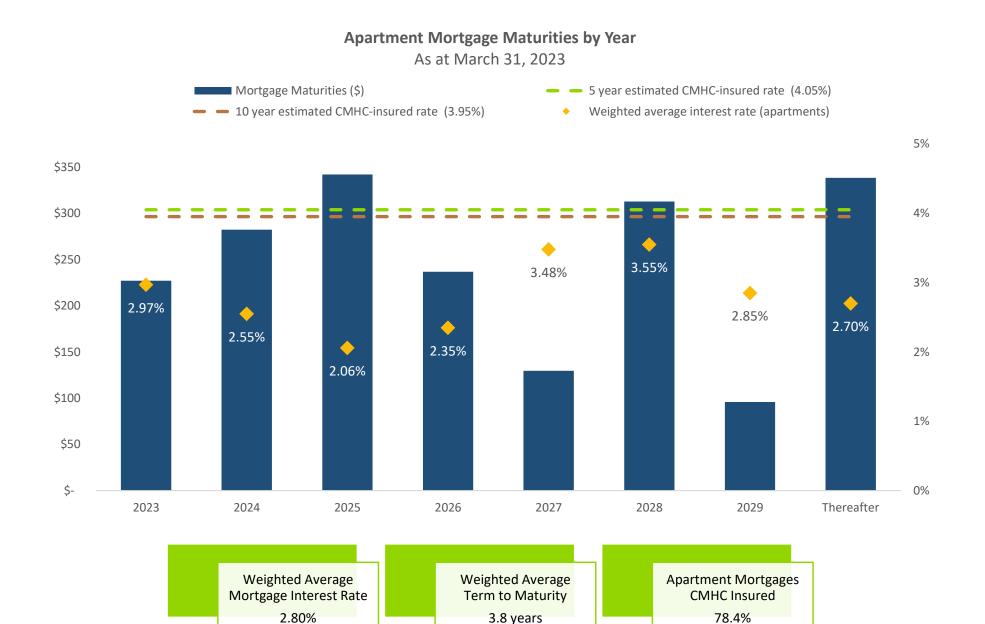






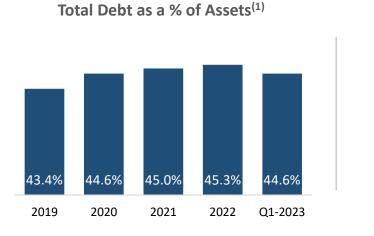
**DEBT LADDER** 



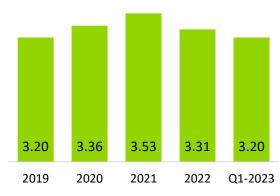




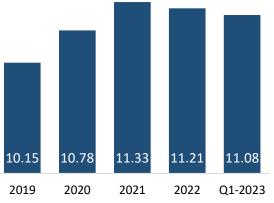
Increasing value of investment properties with conservative debt metrics.







#### Debt to Normalized EBITDA<sup>(3)</sup>





#### Sources of Liquidity at Q1-2023

- \$70 million in estimated upfinancing over the next 15 months.
- \$120 million of additional capital through credit facilities.
- \$70 million of unencumbered assets.

- Total debt as a percentage of total assets is a capital management financial measure. For a full description of total debt as a percentage of total assets, see slide 41.
- (2) Interest coverage ratio is a non-IFRS ratio. For a full description and calculation of the non-IFRS measures, see slide 41 and page 28 of Killam's Management Discussion and Analysis for the three months ended March 31, 2023.
- (3) Debt to normalized EBITDA is a non-IFRS ratio. For a full description and calculation of the non-IFRS measures, see slide 41 and page 29 of Killam's Management Discussion and Analysis for the three months ended March 31, 2023.



Total commercial occupancy increased 270 bps in Q1-2023 to 95.1%.

Killam's commercial property portfolio contributed \$2.9 million, or 5.6% of Killam's total NOI for the three months ended March 31, 2023.





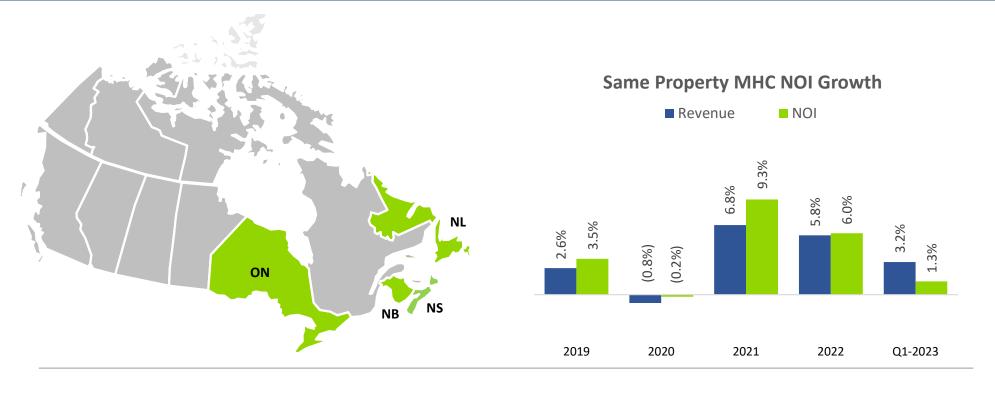






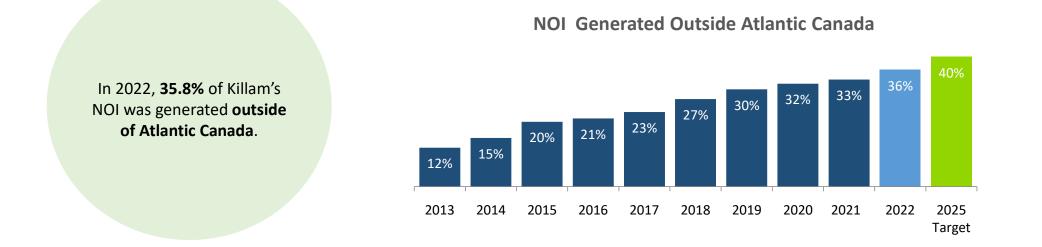
# MANUFACTURED HOME COMMUNITIES (MHC)









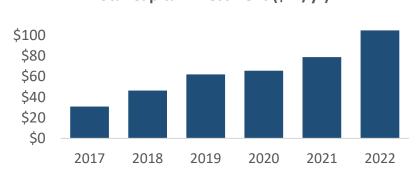


**Annual Acquisitions (\$ millions)** 

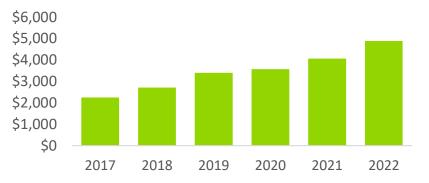


### **CAPITAL INVESTMENT**

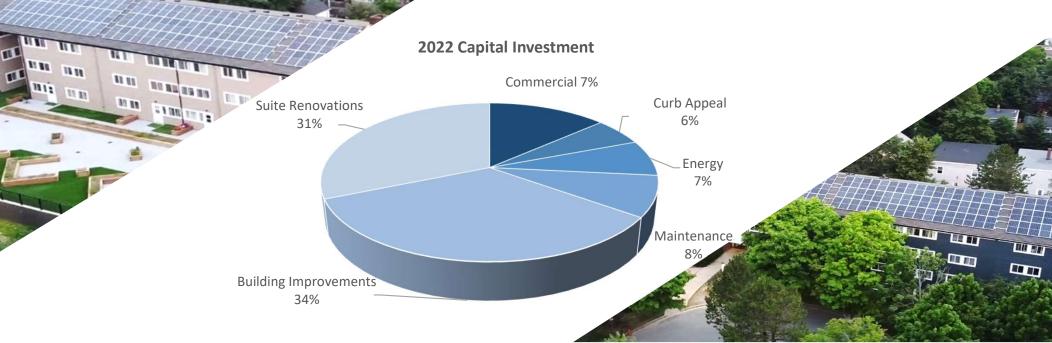




Total Capital Investment (\$M/yr)



Capital Investment per Apt Unit (\$)









### **Brentwood**, Halifax



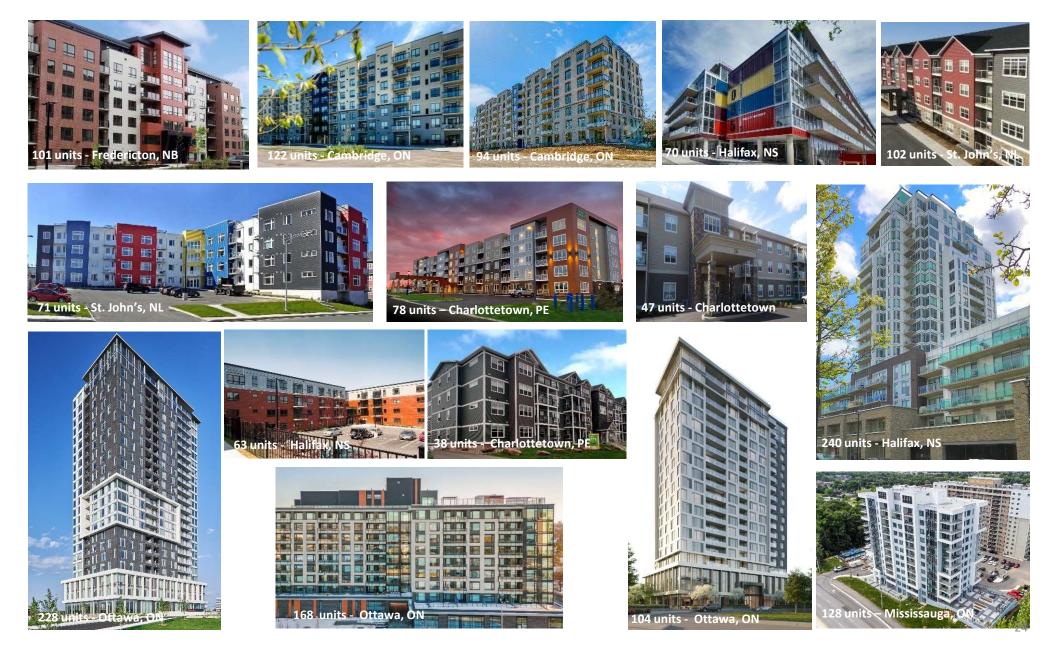
## **Belvedere, Charlottetown**



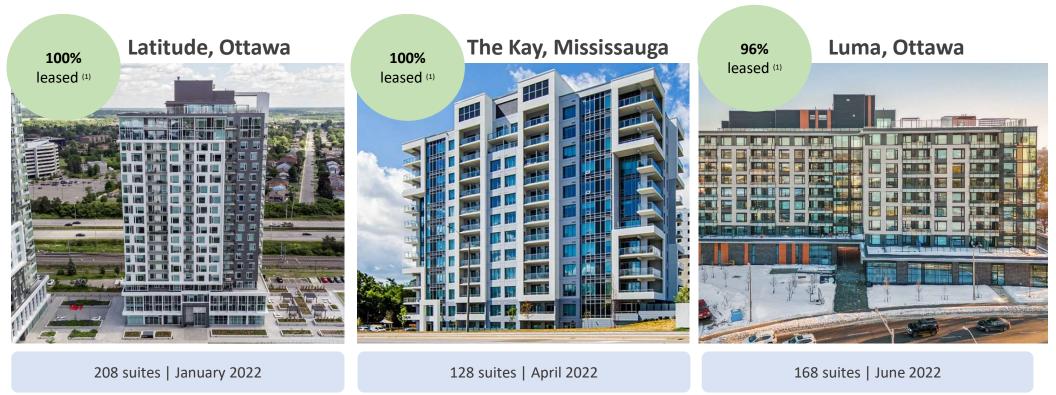
# HIGH QUALITY DEVELOPMENTS COMPLETED



More than \$450 million of developments completed.





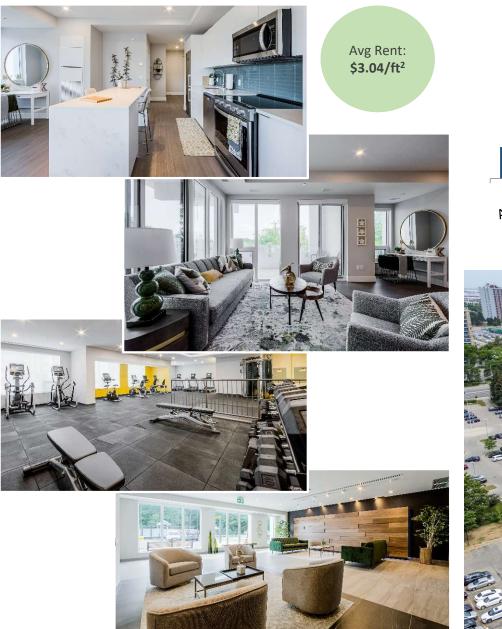


In 2023, these developments are expected to contribute approximately \$5.7 million to NOI and \$1.1 million to FFO.

# STRONG DEVELOPMENT LEASING



#### THE KAY



24% 52% 73% 93% 100% April 22 July 22 Aug 22

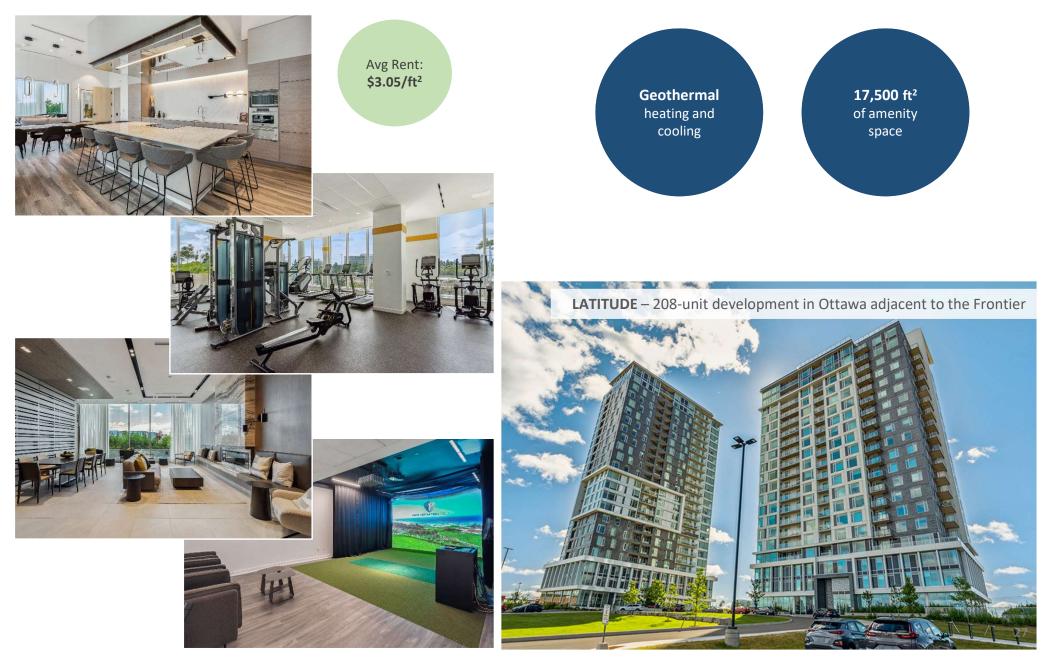
The Kay Leasing Activity



# **STRONG DEVELOPMENT LEASING**



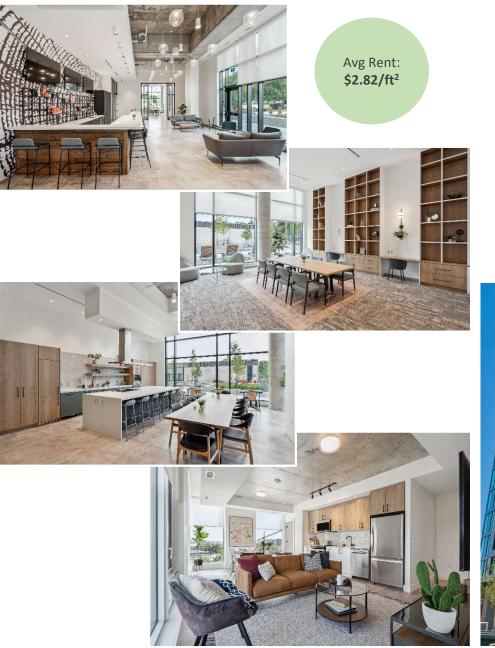
#### LATITUDE



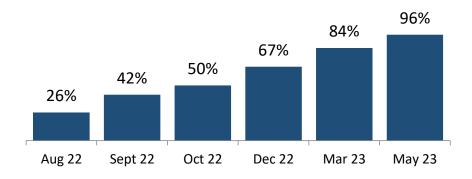
# **STRONG DEVELOPMENT LEASING**



#### LUMA



#### Luma Leasing Activity









Killam currently has three developments underway, which will add an additional 320 new high-quality suites to Killam's portfolio in the next two years.<sup>(1)</sup>





(1) In addition, Killam has a 10% interest in the second phase (234 units) of the Nolan Hill development in Calgary, AB, which broke ground during the fourth quarter of 2021 and is expected to be completed in 2023. Killam has a \$65.0 million commitment in place to purchase the property following completion of construction and the achievement of certain conditions.

# **2022 | DEVELOPMENT ACTIVITY – HALIFAX**

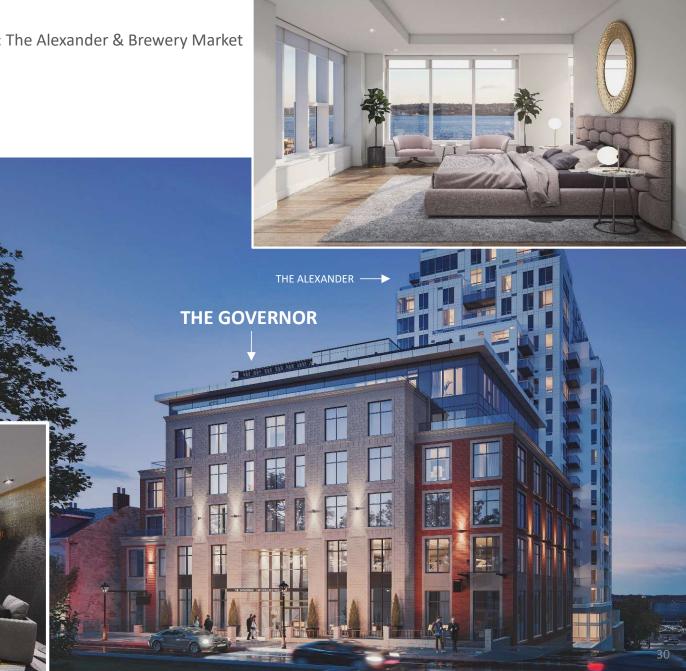


#### **THE GOVERNOR**

Luxury suites adjacent to existing properties; The Alexander & Brewery Market

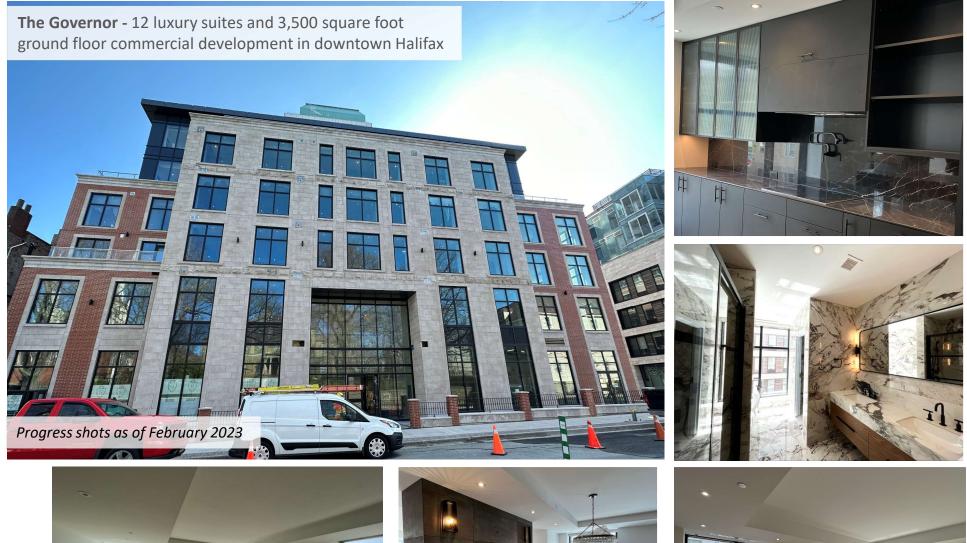
Key Statistics	
Number of units	12
Start date	Q1-2021
Est. completion date	Q2-2023
Project budget (\$M)	\$24.3
Expected yield	4.00%-4.25%
Expected value cap-rate	3.50%
Avg unit size	2,350 SF +(330 SF terrace)
Avg rent	\$3.30 per SF





# 2022 | DEVELOPMENT ACTIVITY - HALIFAX





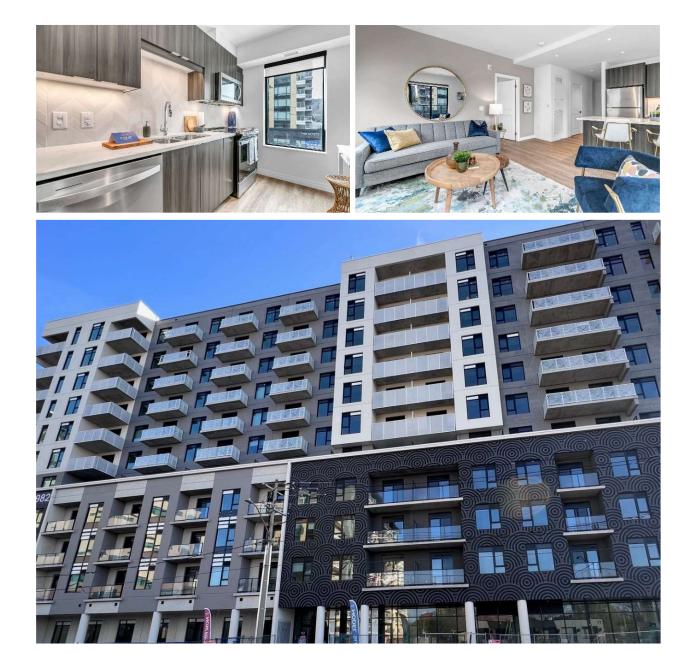






# **2022 | DEVELOPMENT PROGRESS - KITCHENER**





#### **Green features:**

- Sub-metered water
- PV solar panels
- Air-to-Water heat pumps
- Geothermal heating & cooling

Key Statistics	
Number of units	169
Start date	Q3-2020
Est. completion date	Q2-2023
Project budget (\$M)	\$69.7
Cost per unit	\$412,000
Expected yield	4.75%-5.00%
Expected value cap-rate	3.50%
Avg unit size	780 SF
Avg rent	\$2.95 per SF

# 2022 | DEVELOPMENT ACTIVITY – WATERLOO



**WESTMOUNT PHASE 1 (The Carrick)** – Broke ground on the 139-unit development in Waterloo in Q2-2022.



Key Statistics	
Number of units	139
Start date	Q2-2022
Est. completion date	Q1-2025
Project budget (\$M)	\$83.5
Cost per unit	\$601,000
Expected yield	4.00%-4.25%
Expected value cap-rate	3.50%
Avg unit size	870 SF
Avg rent	\$3.00 - \$3.25 per SF



# **2022 | DISPOSITION ACTIVITY**



Killam is focused on identifying dispositions that will maximize value for our Unitholders and strengthen our balance sheet. These strategic dispositions are accretive to both NAV and FFO per unit and enhances capital flexibility.

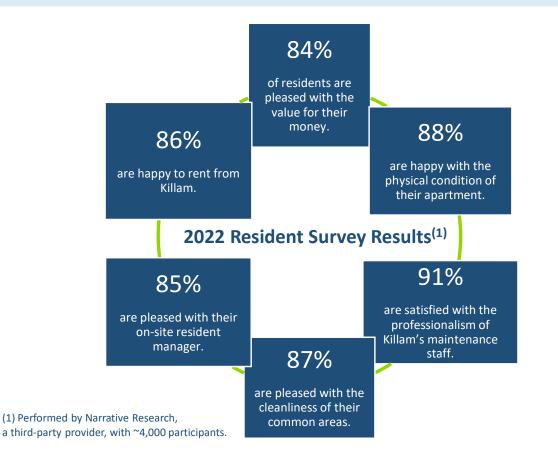
#### **2023 Target** To recycle **\$100-150 million** of non-core assets

Property	Location	Disposition Date	Property Type	Units	Sale Price
266 Bronson Ave	Ottawa, ON	March 17, 2023	Apartment	43	\$9,800
The James	Halifax, NS	April 21, 2023	Apartment	108	\$33,000
Browns & University	Charlottetown, PEI	May 12, 2023	Apartment	122	\$21,320
Kristin Way	Ottawa, ON	May 16, 2023	Apartment	102	\$17,850
				Year-to-date	\$81,970



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

- ✤ 52% of Killam's portfolio rents for less than \$1,200 per month.
- ✤ Average rent is \$1.44 per SF across the portfolio.
- Killam supports affordable housing with more than 1,100 suites protected as long-term affordable units through community & government partnerships and programs.
- 64% of Killam's portfolio meets CMHC's affordability threshold (monthly rents less than 30% local median household income).
- Killam's portfolio offers affordable units across all regions, with majority of regions' avg rent less than CMHC's affordability threshold.
- Sensure we provide our residents with exceptional service, and they are happy with their Killam home.



Region	Killam's Avg Rent as a % of Median Household Income
Halifax	20.1%
Ottawa	23.7%
London	23.5%
Kitchener	20.4%
New Brunswick	18.5%
Prince Edward Island	18.1%
St. John's	14.7%
Calgary	15.4%
Edmonton	18.0%
Victoria	26.0%

### **COMMITMENT TO GREEN**





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.







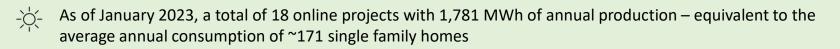
- ✓ Killam earned a **green, three-star** designation for the 2022 GRESB real estate assessment.
- ✓ Killam achieved a **15%** score improvement from its 2021 rating.
- ✓ Killam has also maintained its GRESB Public Disclosure survey rating of "A".

Systems21 certain get creaction for the certain get creaction for the certain get cInstalled at 6 properties370 chargers across 24 properties18 installations to date long-term affordability commitmentOver 2,400 units certified	• • • • • • • • • • • • • • • • • • • •	0	<b>PV Solar</b> <b>Panels</b> 18 installations to date	long-term affordability	Building Certifications Over 2,400 units certified
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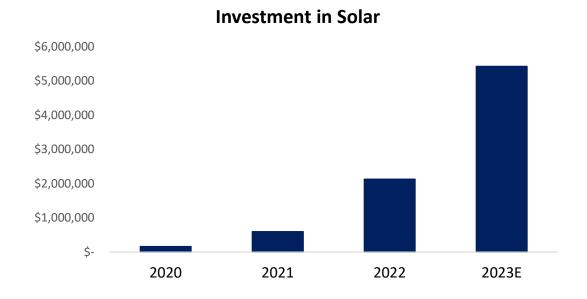








- \$3.3M total capital invested in solar to date
- 2 8% estimated ROI in Year 1 based on expected annual production
- Y- Four projects online for more than one year have produced approximately 93.75% of expected electricity

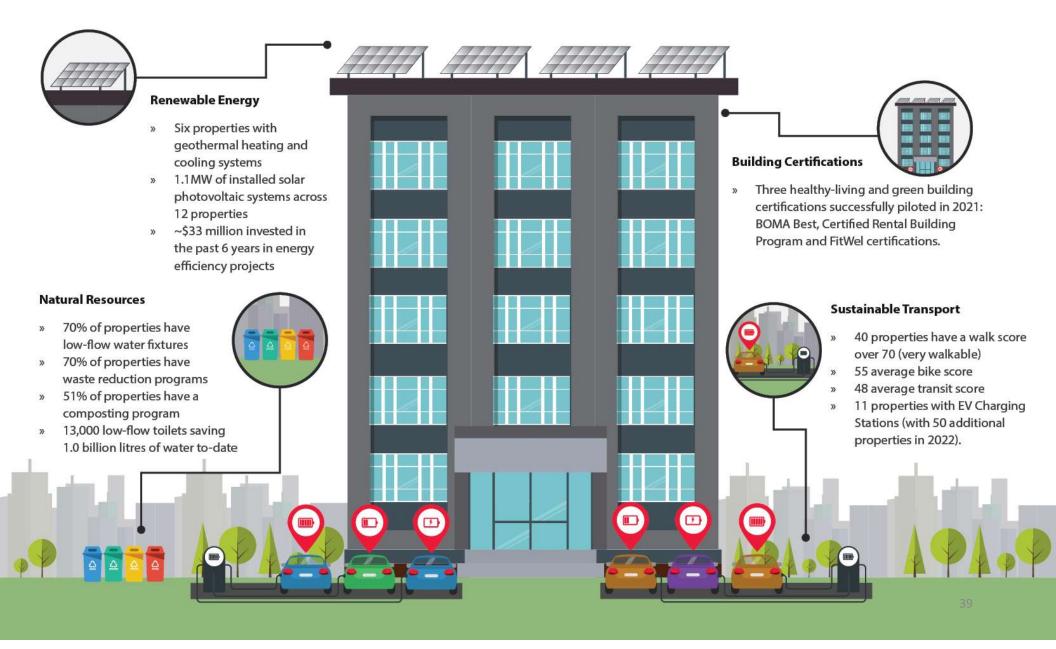


By the end of 2023, Killam is targeting to achieve 5% electricity consumption offset through renewables

# SUSTAINABLE COMMUNITIES



#### Killam works towards minimizing its impact on the environment by investing in sustainable solutions, renovations, and technologies.



# LONG-TERM TARGETS



#### Environmental

#### Long-Term Targets

- Reduce GHG emissions 15% by 2030.<sup>(1)</sup>
- Reduce carbon intensity 15% by 2030.<sup>(1)</sup>
- Produce a minimum of 10% of electricity<sup>(2)</sup> consumed by its portfolio through renewable energy sources by 2025.
- Pursue green building health and operating certifications across a minimum of 20% of Killam's portfolio by 2025.
- Invest a minimum of \$50M in energyefficiency projects by 2030.
- Establish science-based GHG emissions reduction target(s) by 2024<sup>(3)</sup>.

Social

#### Long-Term Targets

- Commit to \$3M in community donations by 2030.<sup>(4)(5)</sup>
- Increase the number of units with an affordability commitment.
- Maintain resident satisfaction score above 85% annually.
- Maintain employee satisfaction score above 80% annually.

Governance

#### Long-Term Targets

- Continue to participate in the GRESB<sup>(6)</sup> survey annually, targeting a minimum increase of 5% each year to reach a GRESB 4-star ranking by 2025, and to continue to expand ESG disclosure.
- Increase the diversity of employees by 2025, including a 25% increased representation of employees who identify as racialized, Disabled, and as LGBTQ2+.<sup>(1)</sup>

(1) From 2020 levels.

(2) Operational controlled electricity.

(3) We anticipate establishing science-based GHG emissions reduction target(s) by Q4 2024; however, receiving official Science-Based Targets initiatives (SBTi) approval for those targets may occur in early 2025. (4) For the period January 1, 2023, to December 31, 2030.

(5) Community donations calculated as the sum of the market value of suite donations, employee volunteer hours, cash donations, and trustee donations.

(6) GRESB is a mission-driven and investor-led organization that provides actionable and transparent ESG data to financial markets.

## **NON-IFRS MEASURES**



Management believes the following non-IFRS financial measures, ratios and supplementary information are relevant measures of the ability of Killam to earn revenue and to evaluate Killam's financial performance. 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.

#### **Non-IFRS Financial Measures**

- Funds from operations (FFO) is a non-IFRS financial measure of operating performance widely used by the Canadian real estate industry based on the definition set forth by REALPAC. FFO, and applicable per
  unit amounts, are calculated by Killam as net income adjusted for 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, depreciation on an owner-occupied building, interest expense related to lease liabilities, and non-controlling interest. FFO is
  calculated in accordance with the REALPAC definition.
- Adjusted funds from operations (AFFO) is a non-IFRS financial measure of operating performance widely used by the Canadian real estate industry based on the definition set forth by REALPAC. 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 investment to
  maintain and sustain Killam's properties), commercial leasing costs and straight-line commercial rents. AFFO is calculated in accordance with the REALPAC definition. Management considers AFFO an
  earnings metric.
- Adjusted earnings before interest, tax, depreciation and amortization ("adjusted EBITDA") is calculated by Killam as net income before fair value adjustments, gains (losses) on disposition, income taxes, interest, depreciation and amortization.
- Normalized adjusted EBITDA is calculated by Killam as adjusted EBITDA that has been normalized for a full year of stabilized earnings from recently completed acquisitions and developments, on a forward-looking basis.
- Net debt is a non-IFRS measure used by Management in the computation of debt to normalized adjusted EBITDA. Net debt is calculated as the sum of mortgages and loans payable, credit facilities and
  construction loans (total debt) reduced by the cash balances at the end of the period. The most directly comparable IFRS measure to net debt is debt.

#### Non-IFRS Ratios

- Interest coverage is calculated by dividing adjusted EBITDA by mortgage, loan and construction loan interest and interest on credit facilities.
- Per unit calculations are calculated using the applicable non-IFRS financial measures noted above, i.e., FFO, AFFO and/or ACFO, divided by the basic or diluted number of units outstanding at the end of the
  relevant period.
- Payout ratios are calculated using the distribution rate for the period divided by the applicable per unit amount, i.e., AFFO and/or ACFO.
- Debt to normalized adjusted EBITDA is calculated by dividing net debt by normalized adjusted EBITDA.

#### **Supplementary Financial Measures**

- Same property NOI is a supplementary financial measure defined as NOI for stabilized properties that Killam has owned for equivalent periods in 2022 and 2021. Same property results represent 95.6% of
  the fair value of Killam's investment property portfolio as at March 31, 2023. Excluded from same property results in 2023 are acquisitions, dispositions and developments completed in 2022 and 2023, and
  non-stabilized commercial properties linked to development projects.
- Same property average rent is calculated by taking a weighted average of the total residential rent for the last month of the reporting period, divided by the relevant number of the units per region for stabilized properties that Killam has owned for equivalent periods in 2023 and 2022. For total residential rents, rents for occupied units are based on contracted rent, and rents for vacant units are based on estimated market rents if the units were occupied.

#### **Capital Management Financial Measure**

• Total debt as a percentage of total assets is a capital management financial measure and is calculated by dividing total debt by total assets, excluding right-of-use assets.

See the three months ended March 31, 2023 Management's Discussion and Analysis for further details on these non-IFRS measures and, where applicable, reconciliations to the most directly comparable IFRS measure.

