

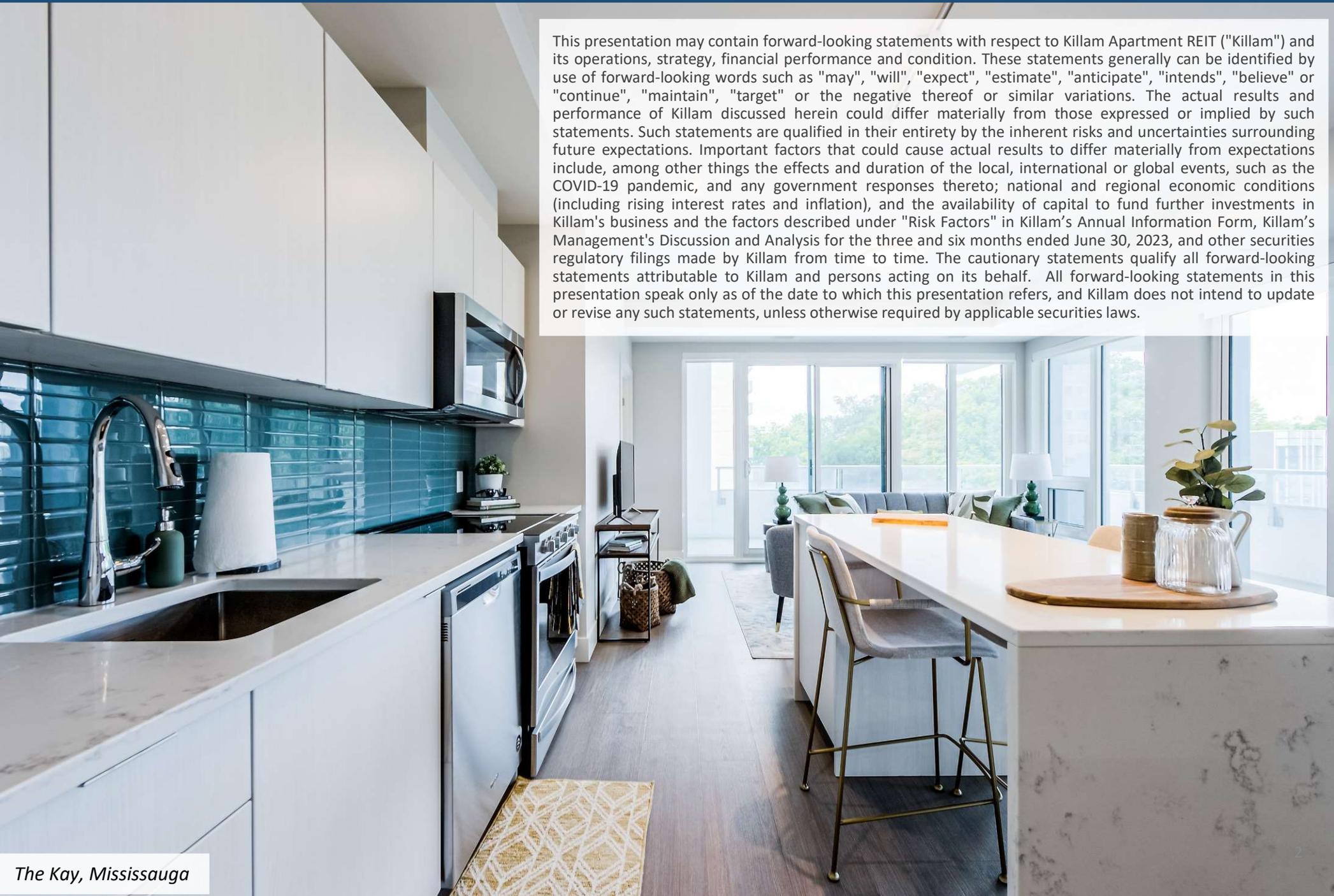
# INVESTOR PRESENTATION

September 2023



# CAUTIONARY STATEMENT

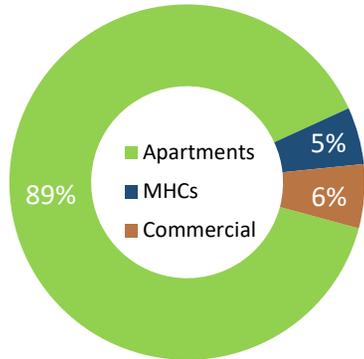
This presentation may contain forward-looking statements with respect to Killam Apartment REIT ("Killam") and its operations, strategy, financial performance and condition. These statements generally can be identified by use of forward-looking words such as "may", "will", "expect", "estimate", "anticipate", "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 and six months ended June 30, 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.



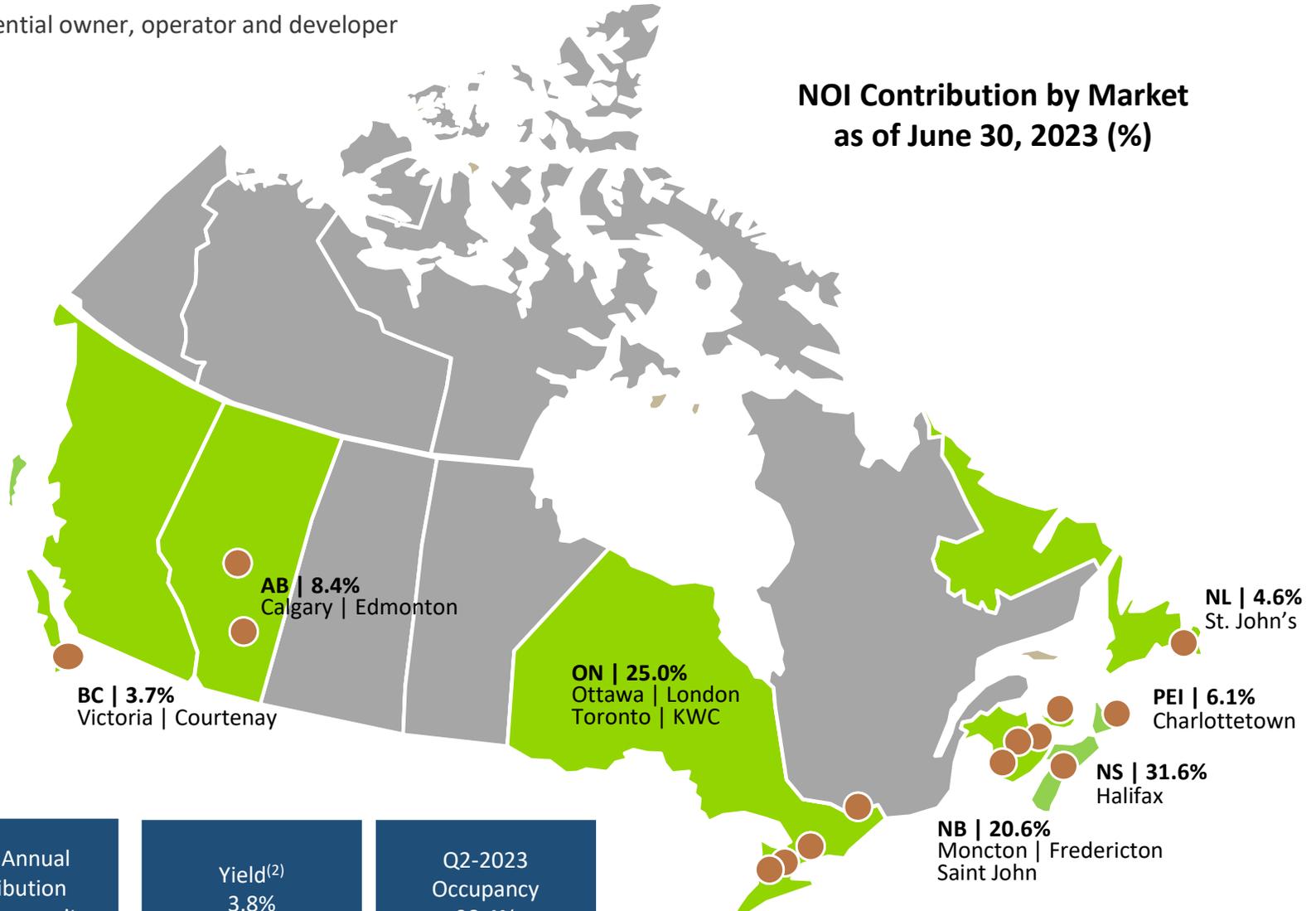
# PORTFOLIO STATISTICS

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

NOI by Segment



NOI Contribution by Market as of June 30, 2023 (%)



Market Capitalization <sup>(1)</sup> \$2.2B	2023 Annual Distribution \$0.70 per unit	Yield <sup>(2)</sup> 3.8%	Q2-2023 Occupancy 98.4%
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Apartment Units 19,152 <sup>(3)</sup>	MHC sites 5,975	Commercial Properties 0.94 million SF	Avg Monthly Apartment Rent \$1,318 <sup>(3)</sup>	Portfolio Average Age 27 years
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(1) Includes exchangeable units.  
 (2) As at September 15, 2023.  
 (3) As at June 30, 2023.

# WHY INVEST IN KILLAM



## Solid Operating Performance

Growing the portfolio and expanding geographically through accretive acquisitions and developments, 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



## 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

# 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 high-  
quality properties  
in Killam's core  
markets

# 2023 STRATEGY TARGETS



Target: Average 3.0%-5.0%

**Same property NOI growth of 7.1% for the six months ended June 30, 2023. Killam expects same property NOI growth in 2023 to exceed the top end of its original target of 3.0% to 5.0% and has increased its target to 6.0%.**



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

**Four dispositions completed YTD, totaling 375 units for a combined sale price of \$82M. With additional dispositions planned for the remainder of 2023, Killam expects to exceed its target.**



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

**On track to exceed this target, with 37.1% of NOI generated outside Atlantic Canada as of June 30, 2023. The completion and lease-up of Civic 66 and planned dispositions in Eastern Canada 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.

**On track to meet this target; The Governor, a 12-unit building located in Halifax, NS, and Civic 66, a 169-unit building located in Kitchener, ON, both reached substantial completion in July 2023.**



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

**43.1% as at June 30, 2023.**



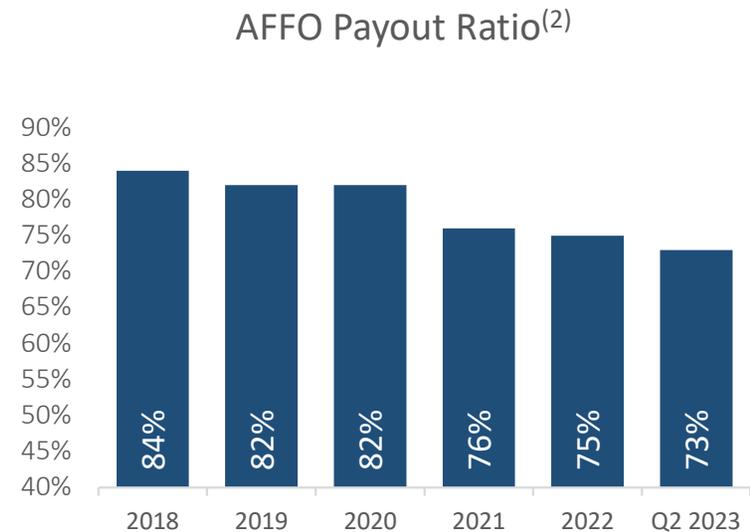
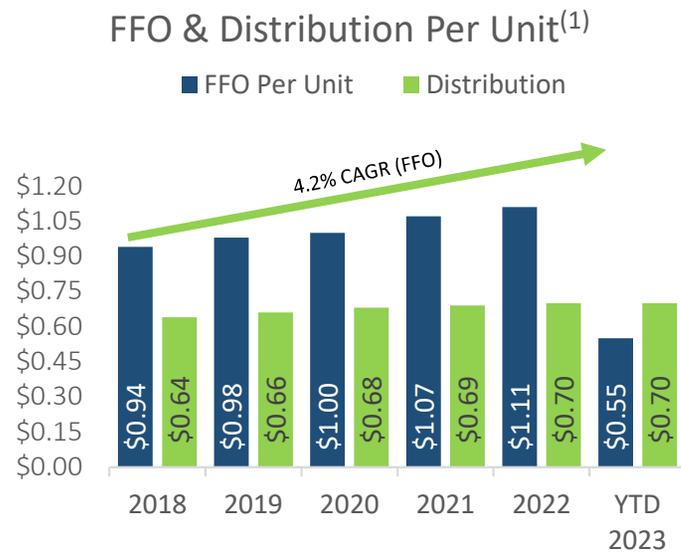
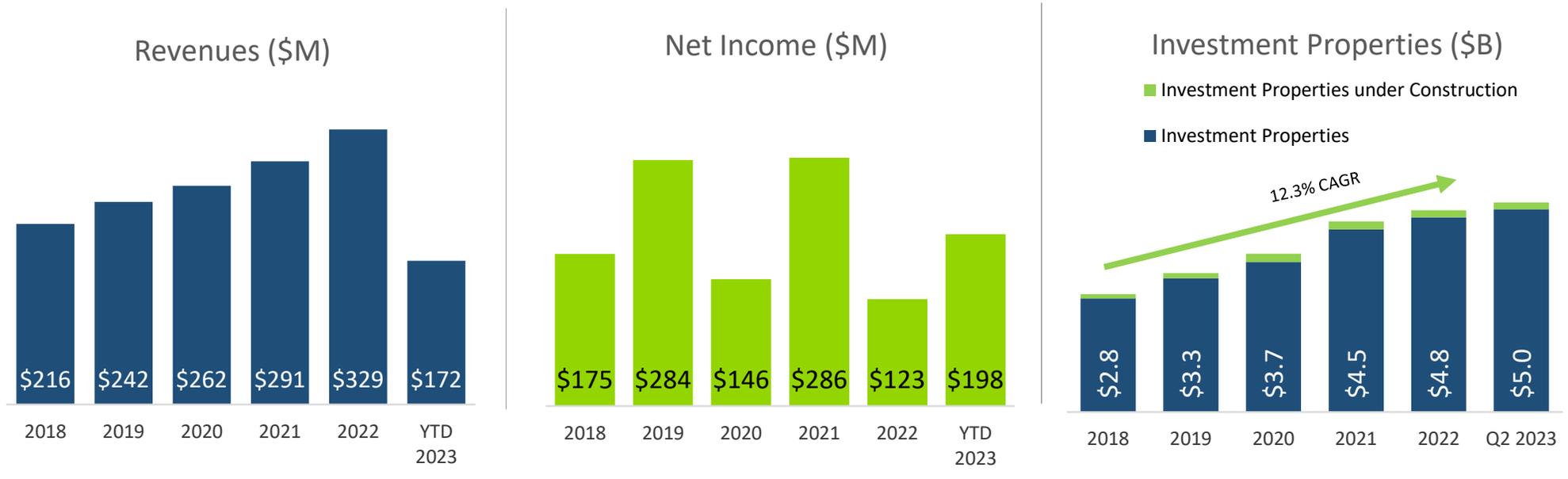
Target: Invest a minimum of \$8.0 million in energy initiatives in 2023.

**\$4.0M invested in energy initiatives YTD, including new boilers, water and sewer upgrades, window replacements, building upgrades, and EV chargers.**



88 Sunset, Moncton<sup>6</sup> – 162 units

# PROVEN RECORD OF STRONG GROWTH



(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 25 of Killam's Management Discussion and Analysis for the period ended March 31, 2023.

(2) 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 26 of Killam's Management Discussion and Analysis for the period ended March 31, 2023.



## 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.

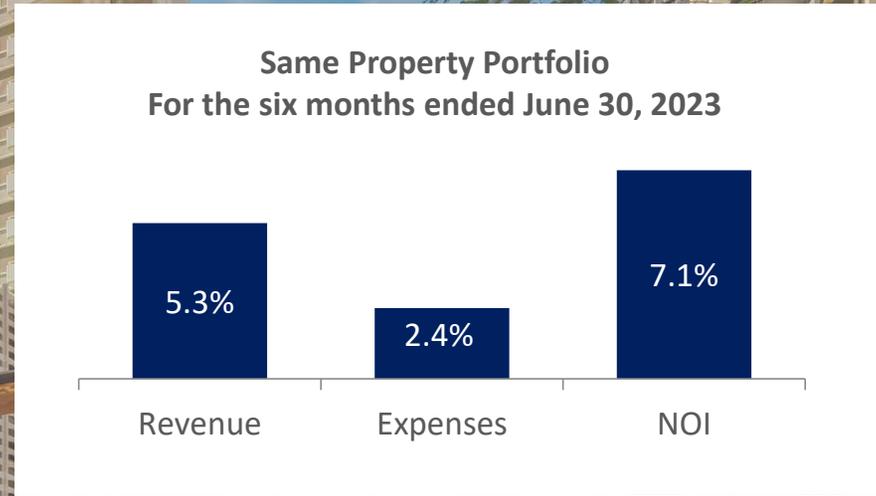
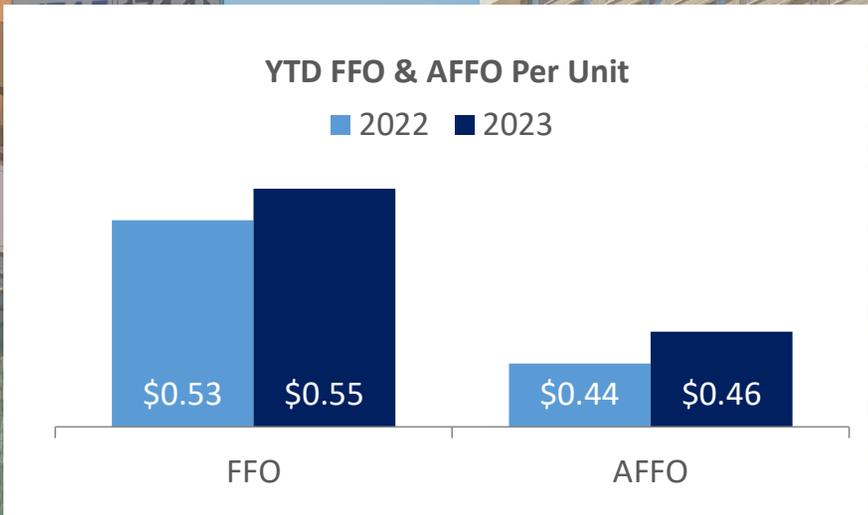
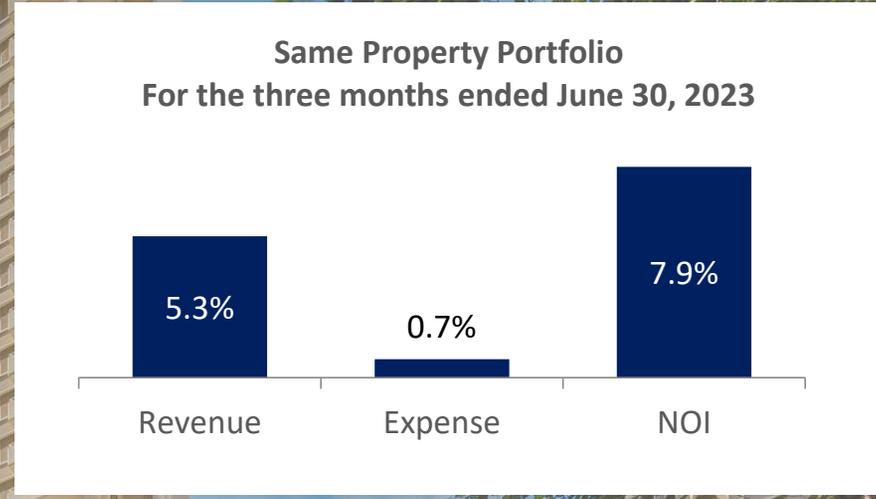
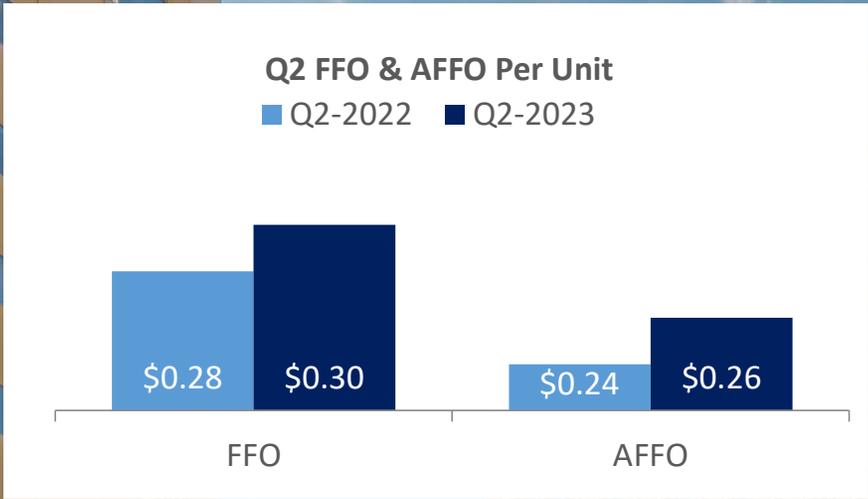
## INTENSIFICATION

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

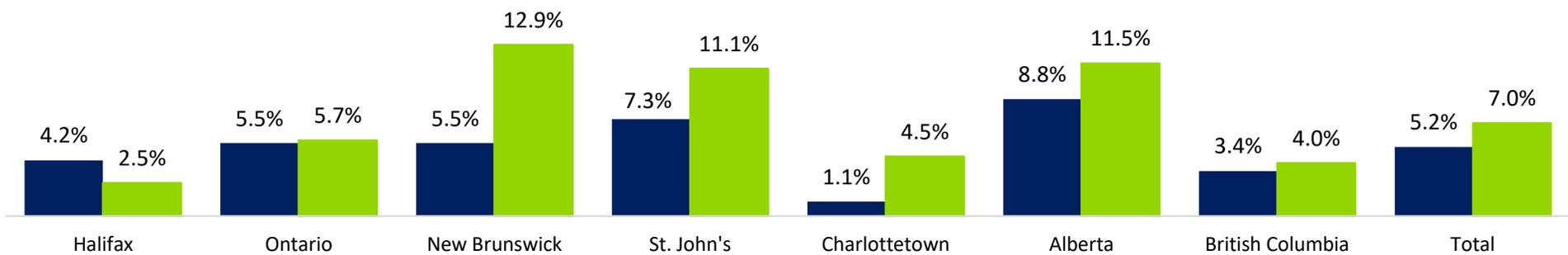


# CONSISTENT GROWTH FROM EXISTING PORTFOLIO

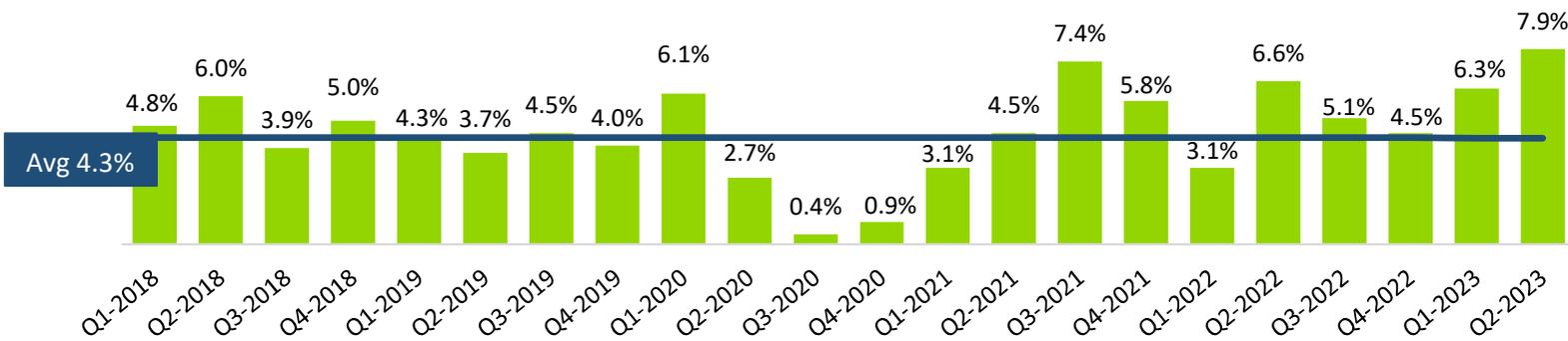
Killam achieved total same property NOI growth of 7.9% in Q2-2023, its 37<sup>th</sup> consecutive quarter of positive NOI growth.

YTD-2023 Same Property Apartment Revenue and NOI Growth by Market

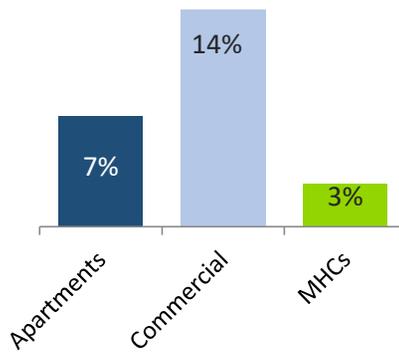
■ Revenue ■ NOI



Same Property Total NOI Growth by Quarter



YTD Same Property NOI Growth by Segment





## 2023 Program

450 suite repositions  
~\$15M investment  
~\$2.5M annualized revenue growth

## Total Opportunity

5,500 suite repositions  
~\$180-190M investment  
~\$28M annualized revenue

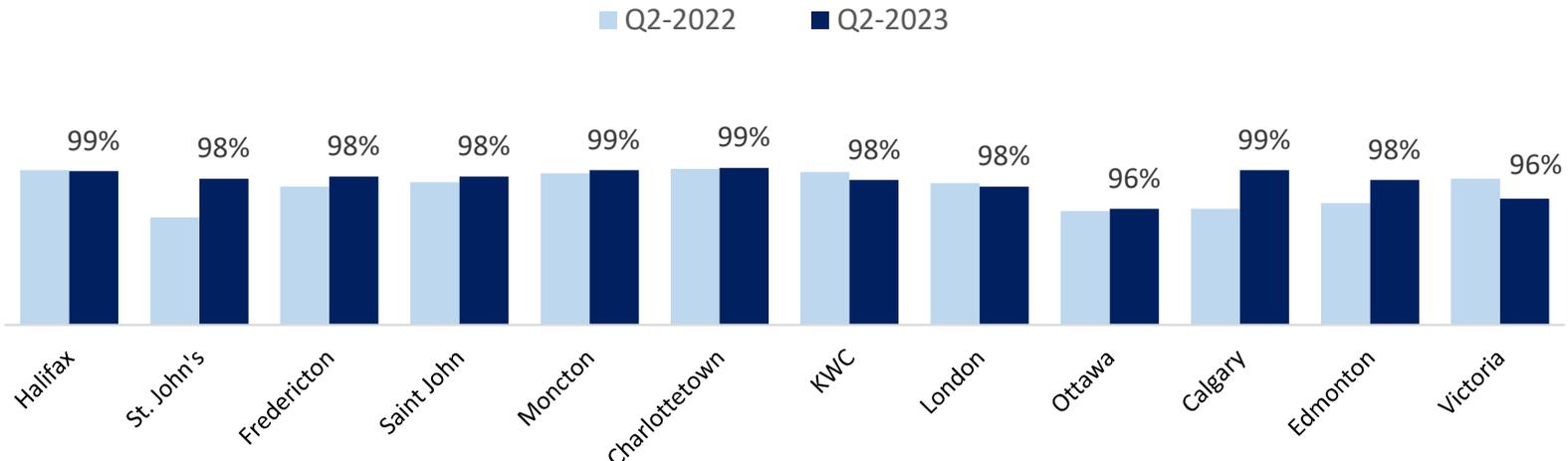
**219**  
suites  
repositioned YTD



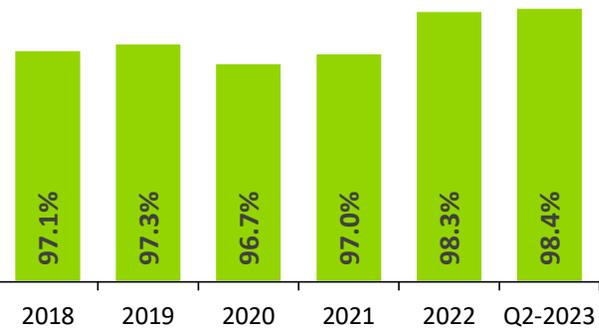
# STRONG OCCUPANCY ACROSS APARTMENT PORTFOLIO



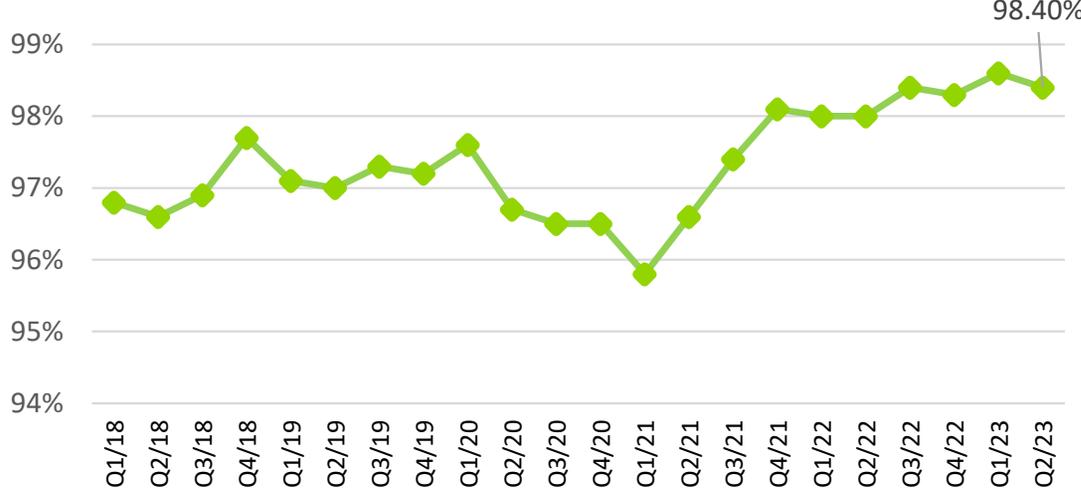
Apt Same Property Occupancy<sup>(1)</sup> by Region



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



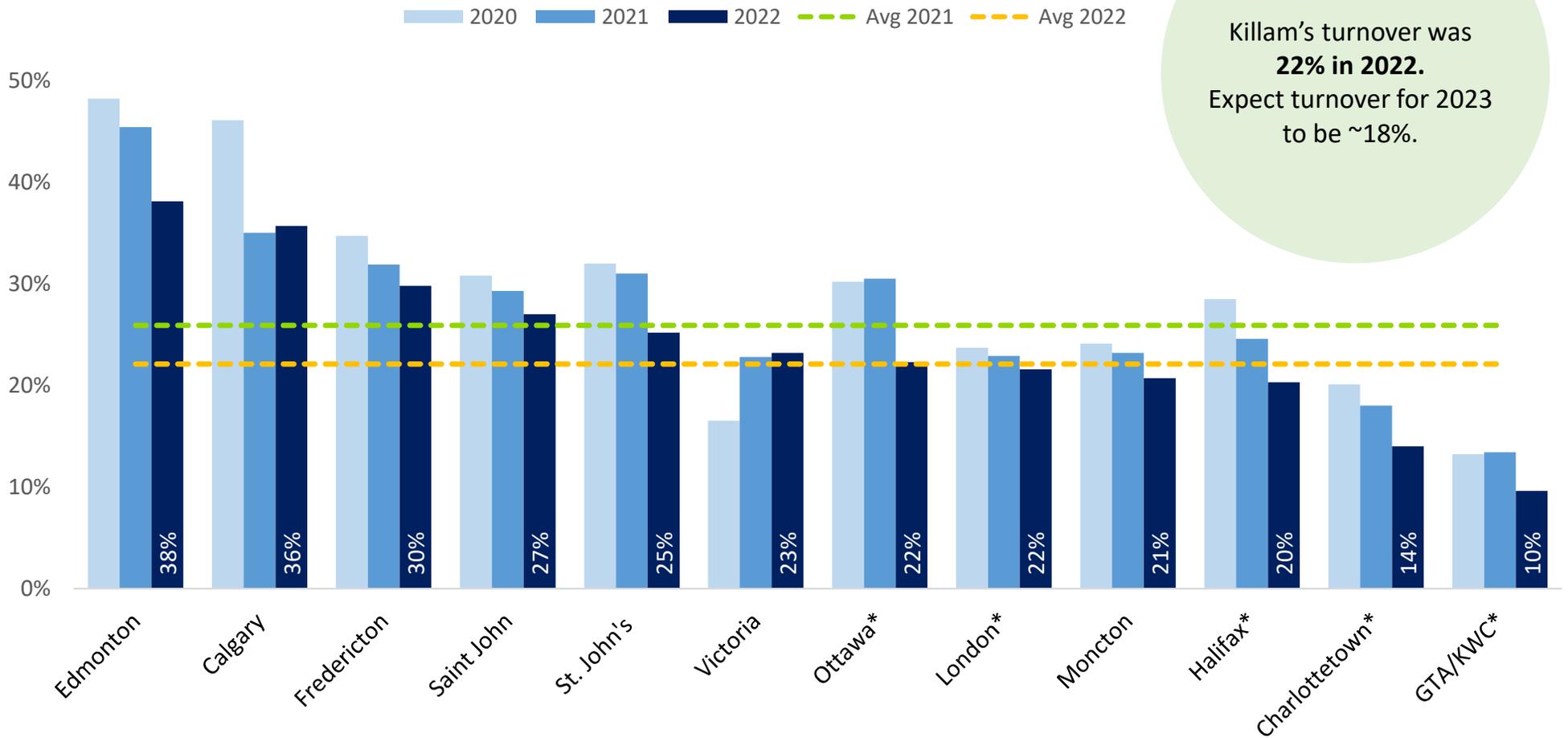
Apartment Same Property Occupancy<sup>(1)</sup>



(1) Measured as dollar vacancy for the period.

# ANNUAL TURNOVER BY REGION

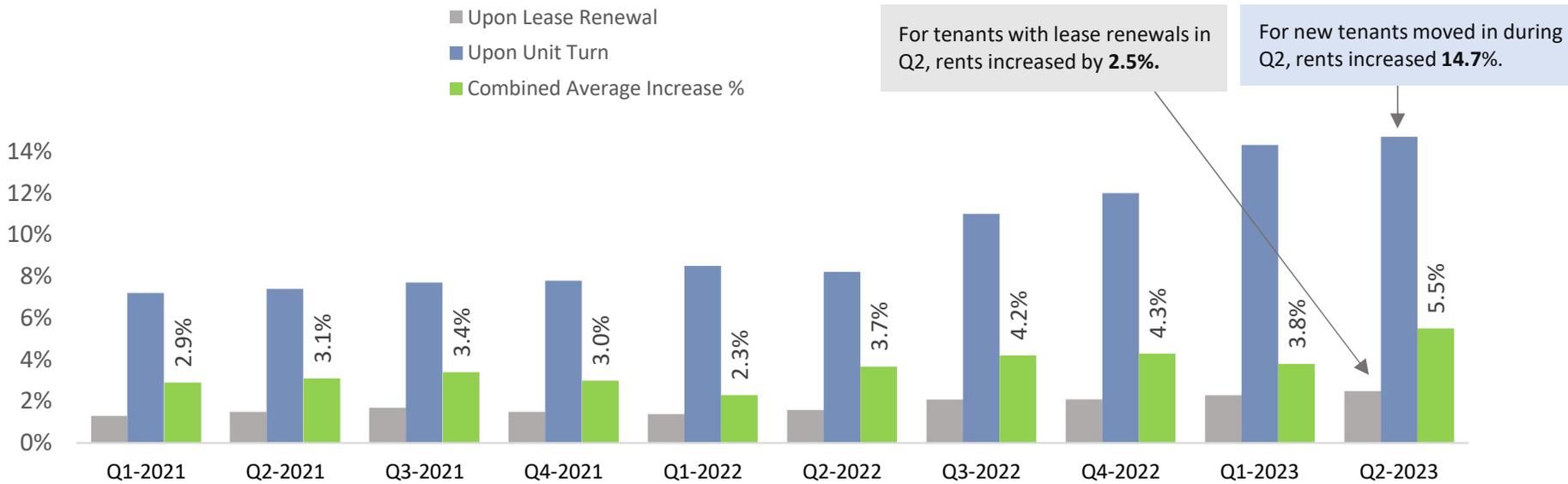
## Annual Turnover by Region



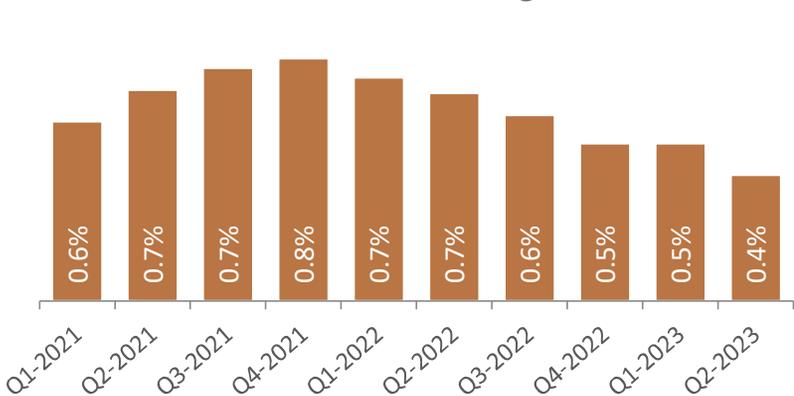
Killam's turnover was **22% in 2022**.  
Expect turnover for 2023 to be ~18%.

\*Rent controlled market

## Apartments Same Property Rental Rate Growth by Quarter

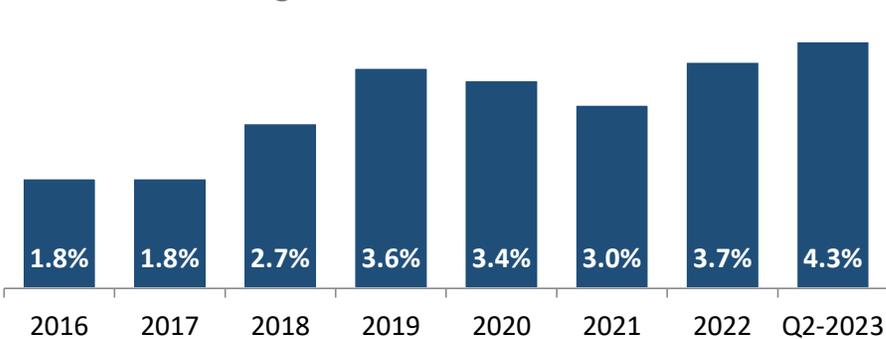


## Apt Same Property Incentive Offerings<sup>(1)</sup>



(1) Measured as a percentage of residential rent.

## Total Apt Same Property Avg Rental Rate Increase<sup>(2)</sup>



(2) Year-over-year change in average rent.

# 2023 RENT CONTROL BY PROVINCE

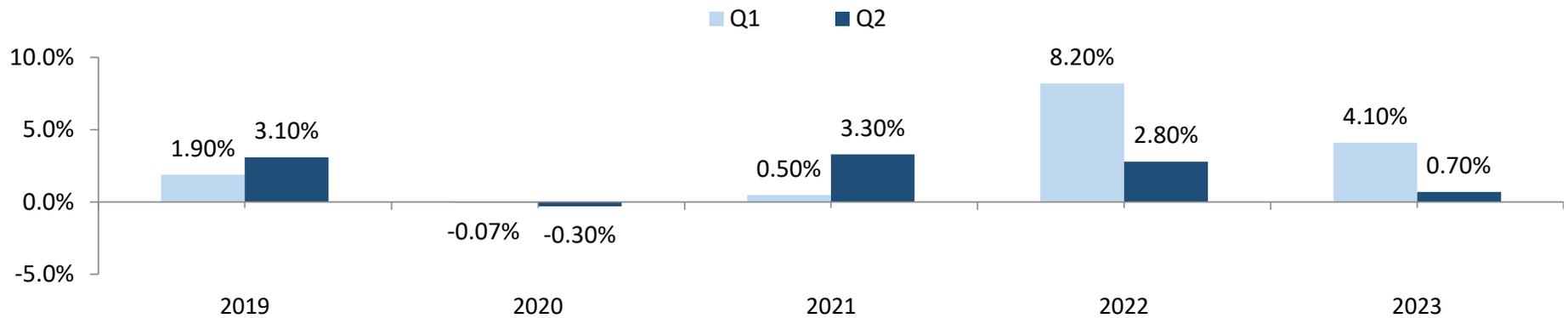
Province <sup>(1)</sup>	Apartments 2023	Apartments 2024	MHCs 2023
British Columbia	2.0%	3.5%	2.0%
Ontario <sup>(2)</sup>	2.5%	2.5%	2.5%
Nova Scotia <sup>(3)</sup>	2.0%	5.0%	2.2%
Prince Edward Island	0%	TBD	0%
New Brunswick	None	None	None
Newfoundland	None	None	None
Alberta	None	None	None
Manitoba	0%	3%	None
Saskatchewan	None	None	None
Quebec <sup>(4)</sup>	Note 4		Note 4

- (1) The listed provinces only have **rent control on renewals** (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% Allowable Guideline Increase (AGI) for lease renewals in 2024 (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.

# MODERATING EXPENSE GROWTH

Total same property operating expenses were up 0.7% in Q2-2023. The increase was driven a 3.2% increase in general operating expenses, and a 0.5% increase in utility and fuel expenses. These increases were offset by a 2.3% decrease in property taxes.

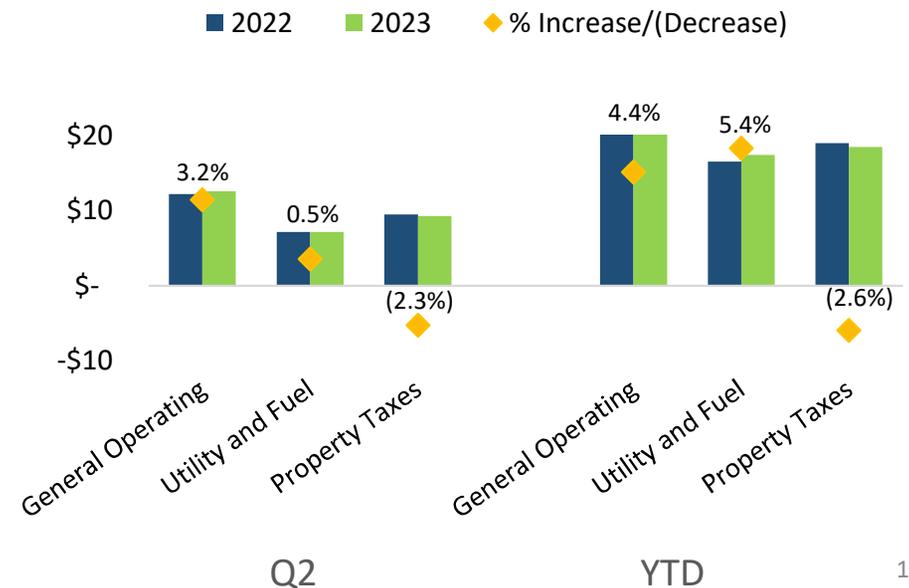
Same Property Expense Growth



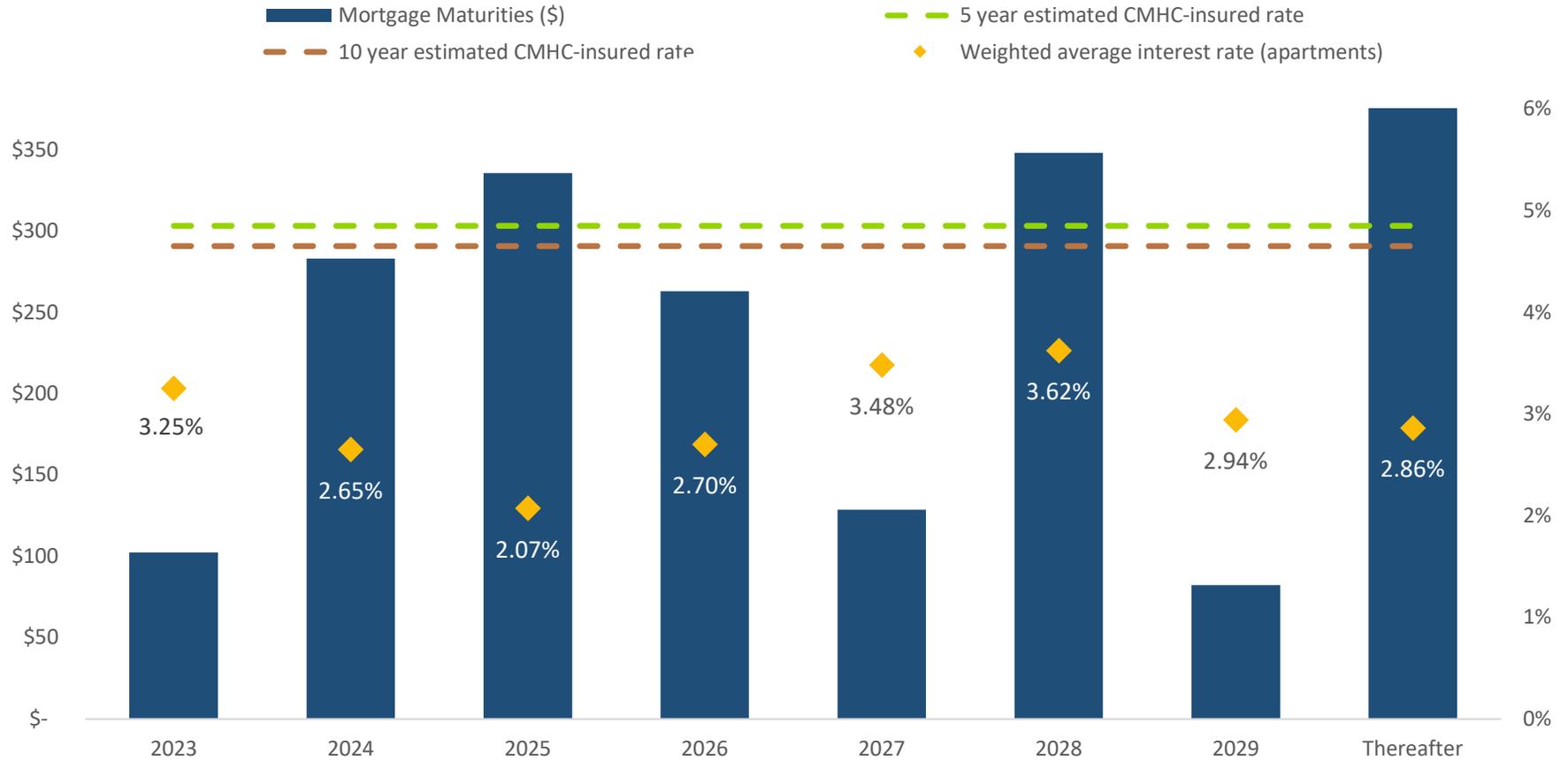
## EXPENSE MANAGEMENT

- Energy and water efficiency investments
- Employee investment and training
- Focused economies of scale strategies and process improvement
- Risk management plan
- Property-level NOI enhancing technology
- Targeted property tax appeals

Same Property Expense by Category (\$ millions)



**Apartment Mortgage Maturities by Year**  
As at June 30, 2023



APT Weighted Average Mortgage Interest Rate  
2.87%

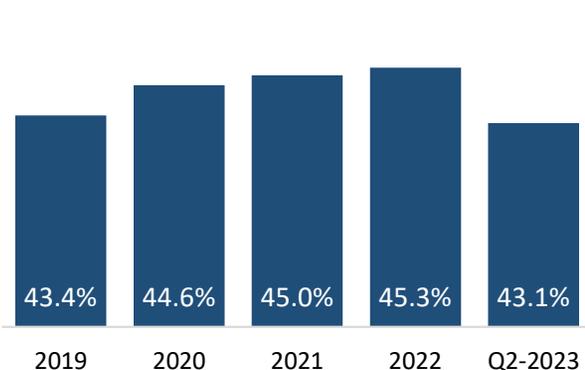
Weighted Average Term to Maturity  
4.0 years

Apartment Mortgages CMHC Insured  
79.8%

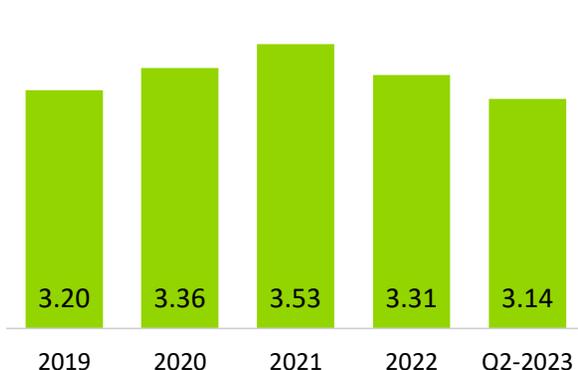
# STRONG BALANCE SHEET

Increasing value of investment properties with conservative debt metrics.

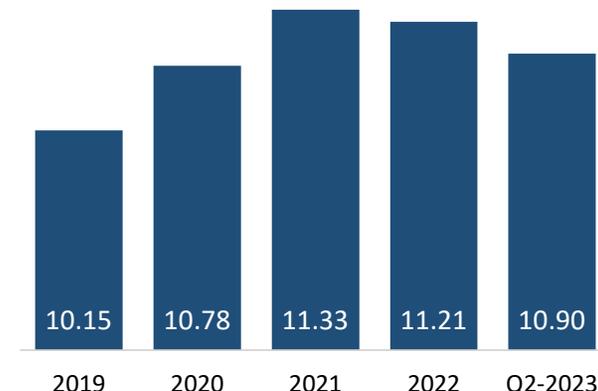
Total Debt as a % of Assets<sup>(1)</sup>



Interest Coverage Ratio<sup>(2)</sup>



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



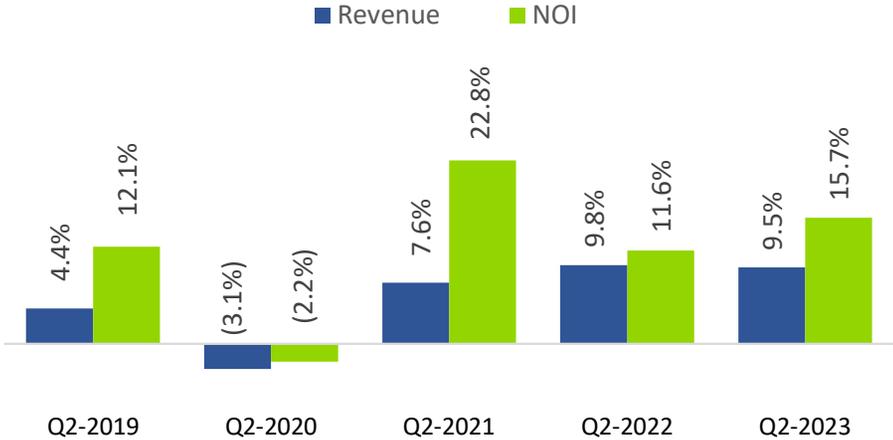
## Sources of Liquidity at June 30, 2023

- ❖ \$40 million in estimated upfinancing.
- ❖ \$140 million of additional capital through credit facilities.
- ❖ \$89 million of unencumbered assets.

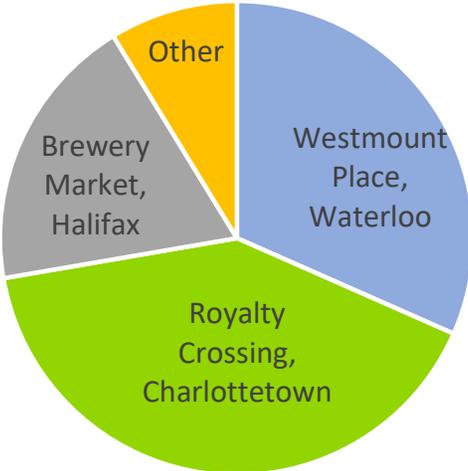
- (1) Total debt as a percentage of total assets is a capital management financial measure. For a full description of total debt as a percentage of total assets, see page 32 of Killam's Management Discussion and Analysis for the period ended June 30, 2023.
- (2) Interest coverage ratio is a non-IFRS ratio. For a full description and calculation of the non-IFRS measures, see slide 25 and page 32 of Killam's Management Discussion and Analysis for the period ended June 30, 2023.
- (3) Debt to normalized EBITDA is a non-IFRS ratio. For a full description and calculation of the non-IFRS measures, see page 32 of Killam's Management Discussion and Analysis for the period ended June 30, 2023.

Total commercial occupancy increased to **94.7%** in Q2-2023 as a result of 42,293 SF of new deals YTD, compared to 93.1% in Q2-2022.

### Commercial Same Property NOI Growth



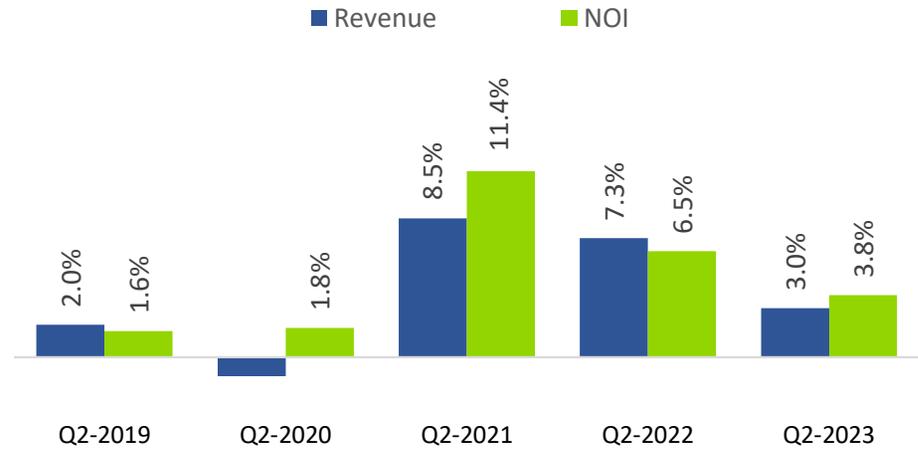
### Commercial Portfolio 949,466 SF



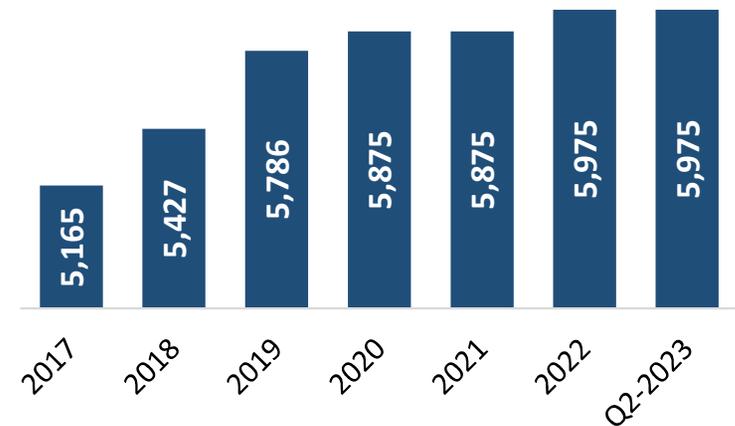
# MANUFACTURED HOME COMMUNITIES (MHC)



## MHC Same Property NOI Growth

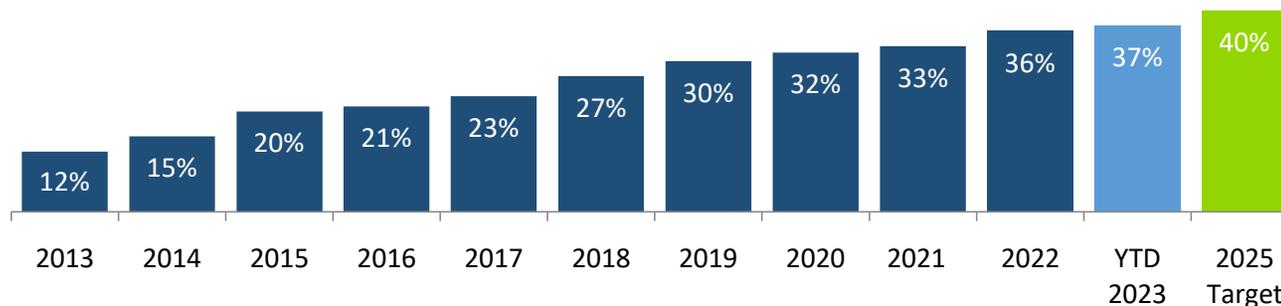


## MHC Site Count



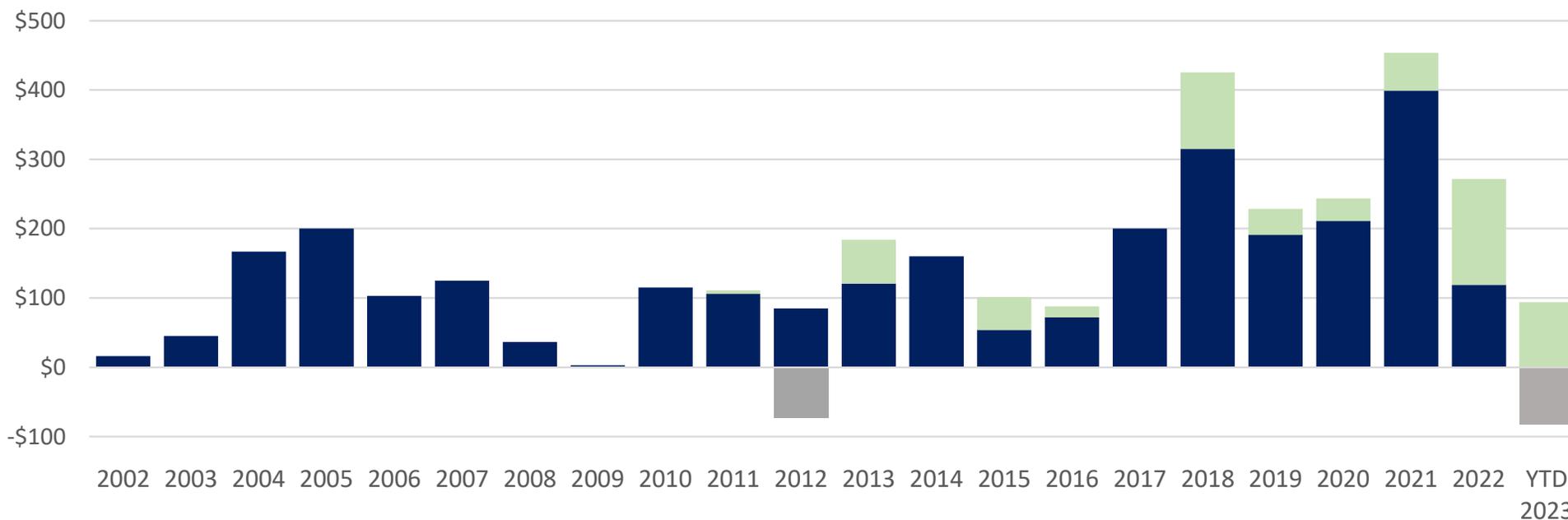
### NOI Generated Outside Atlantic Canada

YTD, **37.1%** of Killam's NOI has been generated **outside of Atlantic Canada**.



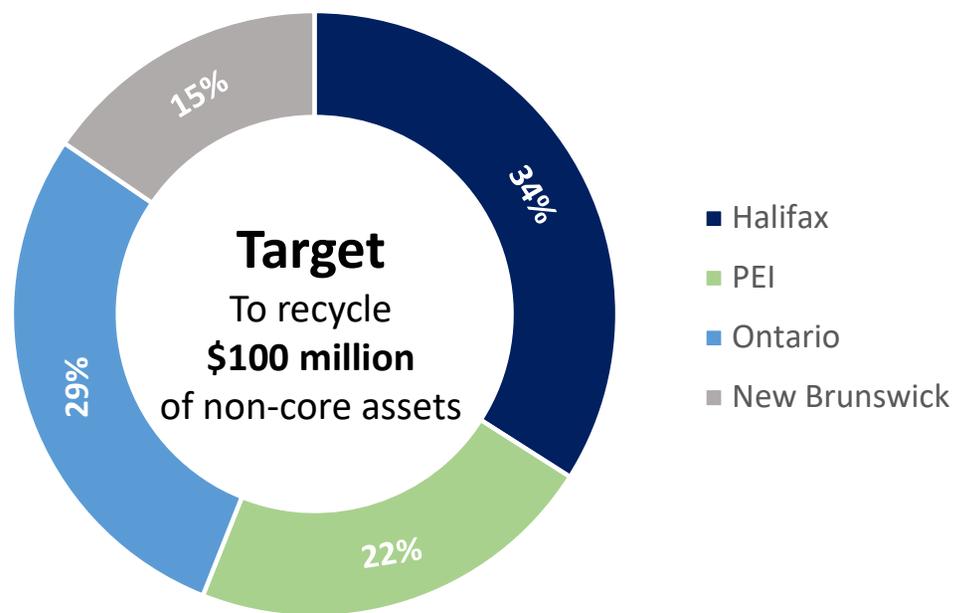
### Net Annual Portfolio Growth (\$ millions)

■ Acquisitions ■ Developments ■ Dispositions



# DISPOSITION ACTIVITY

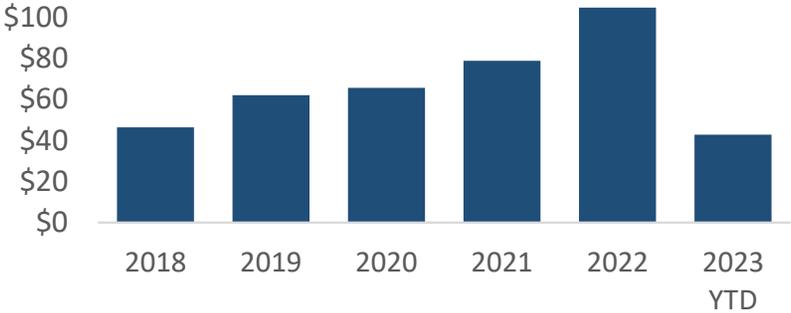
Killam is focused on identifying dispositions that will maximize value for our Unitholders and strengthen our balance sheet. These strategic dispositions are accretive to both NAV and FFO per unit and enhances capital flexibility.



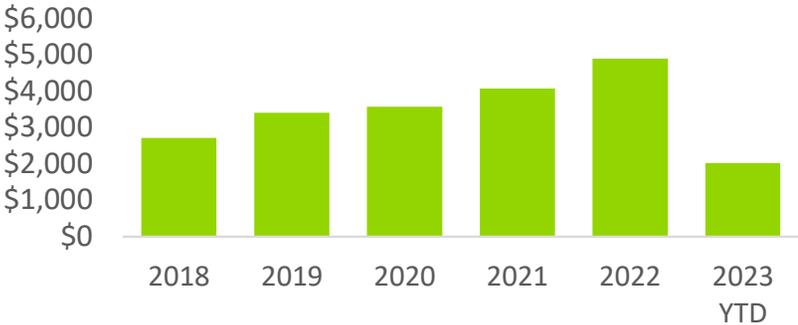
Property	Location	Disposition Date	Property Type	Units	Sale Price
266 Bronson Ave	Ottawa, ON	March 17, 2023	Apartment	43	\$9,800
The James	Halifax, NS	April 21, 2023	Apartment	108	\$33,000
Browns & University	Charlottetown, PEI	May 12, 2023	Apartment	122	\$21,320
Kristin Way	Ottawa, ON	May 16, 2023	Apartment	102	\$17,850
Parkwood Apartments	Saint John, NB	September 13, 2023	Apartment	206	\$15,000
<b>Year-to-date</b>					<b>\$96,970</b>

# CAPITAL INVESTMENT

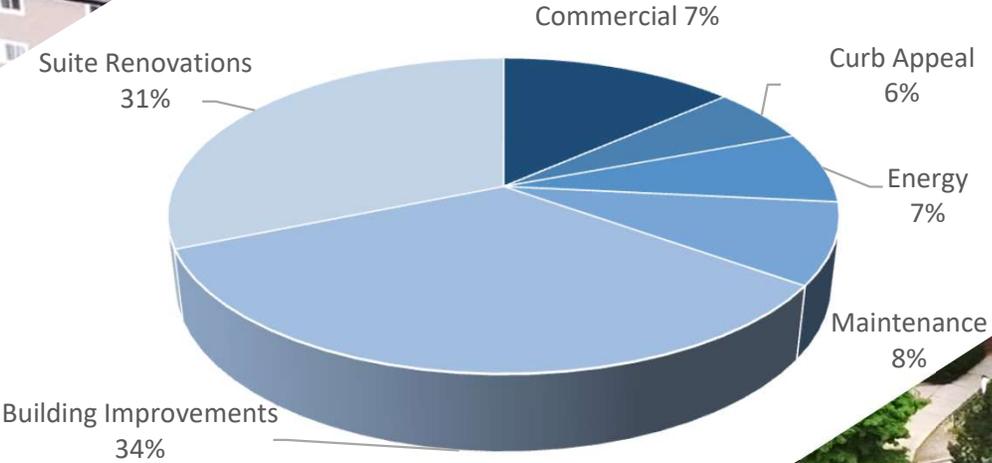
**Total Capital Investment (\$M)**



**Capital Investment per Apt Unit (\$)**



**2022 Capital Investment**



## Quinpool Towers, Halifax



## Brentwood, Halifax



## Belvedere, Charlottetown



# HIGH QUALITY DEVELOPMENTS COMPLETED

More than \$695 million of developments completed.



# STRONG LEASING OF NEW DEVELOPMENTS

Fully leased



42%  
leased



50%  
leased



(1) As of September 11, 2023

# STRONG DEVELOPMENT LEASING

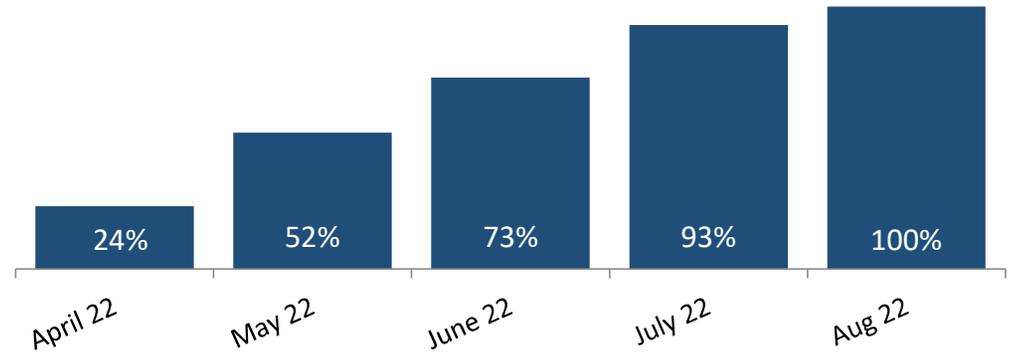
## THE KAY – MISSISSAUGA, ON



Rent Lifts in Year 1:  
10-20%  
per sq ft



### The Kay Leasing Activity



# STRONG DEVELOPMENT LEASING

## LATITUDE – OTTAWA, ON



Rent Lifts in  
Year 1:  
**10-20%**  
per sq. ft

**Geothermal**  
heating and  
cooling

**17,500 ft<sup>2</sup>**  
of amenity  
space



# STRONG DEVELOPMENT LEASING

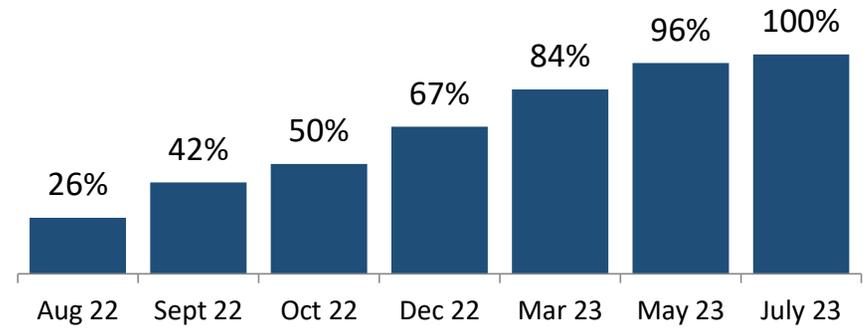
## LUMA – OTTAWA, ON



Avg Rent:  
**\$2.82/ft<sup>2</sup>**



### Luma Leasing Activity



LUMA – 168-unit development in Ottawa

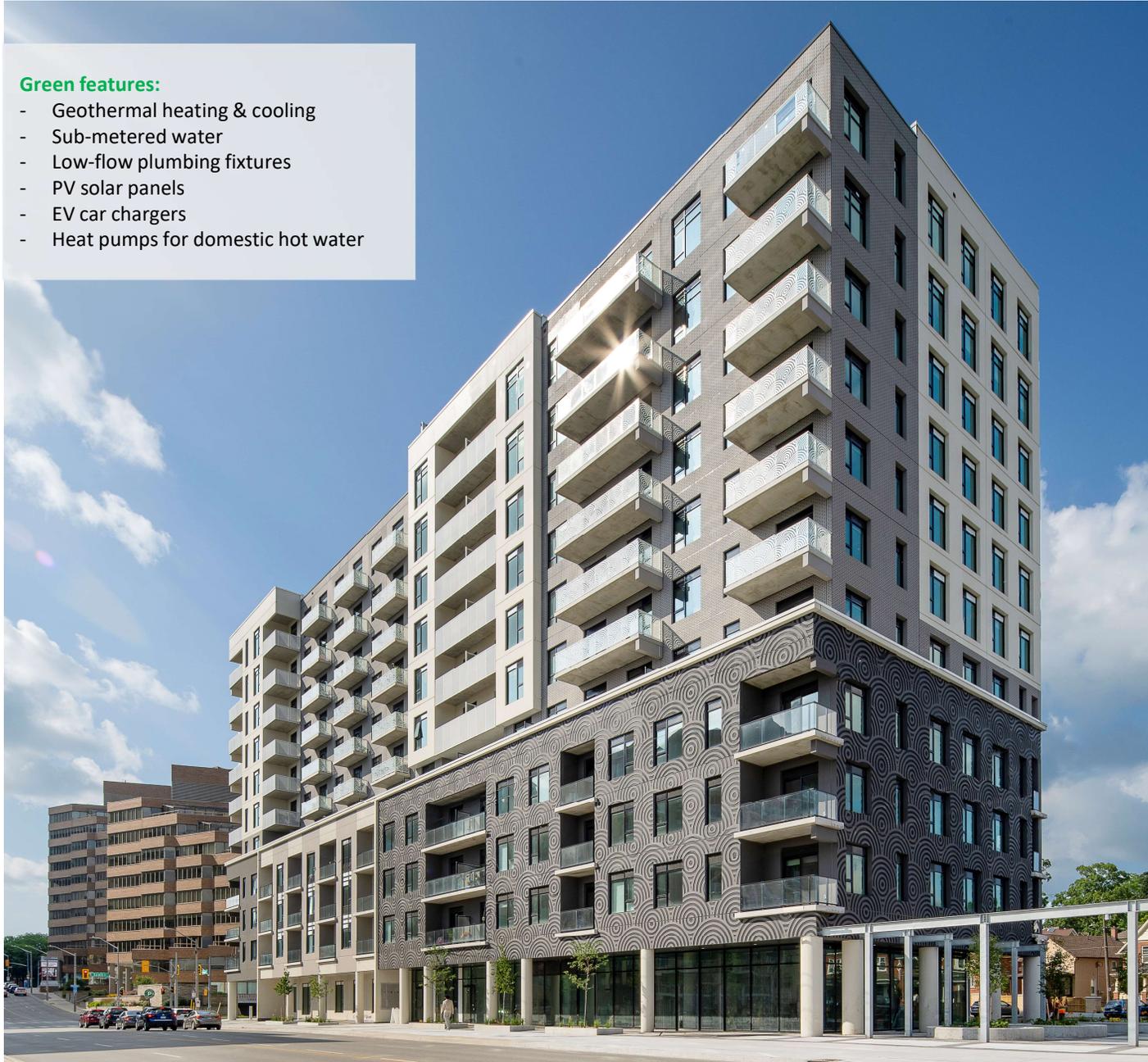


# STRONG DEVELOPMENT LEASING

## CIVIC 66 – KITCHENER, ON

### Green features:

- Geothermal heating & cooling
- Sub-metered water
- Low-flow plumbing fixtures
- PV solar panels
- EV car chargers
- Heat pumps for domestic hot water



# STRONG DEVELOPMENT LEASING

## GOVERNOR – HALIFAX, NS



### Green features:

- Heating & cooling with Variable Refrigerant Flow heat pumps
- EV chargers for all parking stalls
- Wi-fi Connected Programmable Thermostats

# DEVELOPMENT PROGRESS

Killam currently has two active developments underway, which will add an additional 373 new high-quality suites to Killam’s portfolio in the next two years.



Nolan Hill Phase 2 | 234 units  
Calgary



The Carrick | 139 units  
Waterloo

Cost

\$65M <sup>(1)</sup>

\$84M

Expected Completion Date

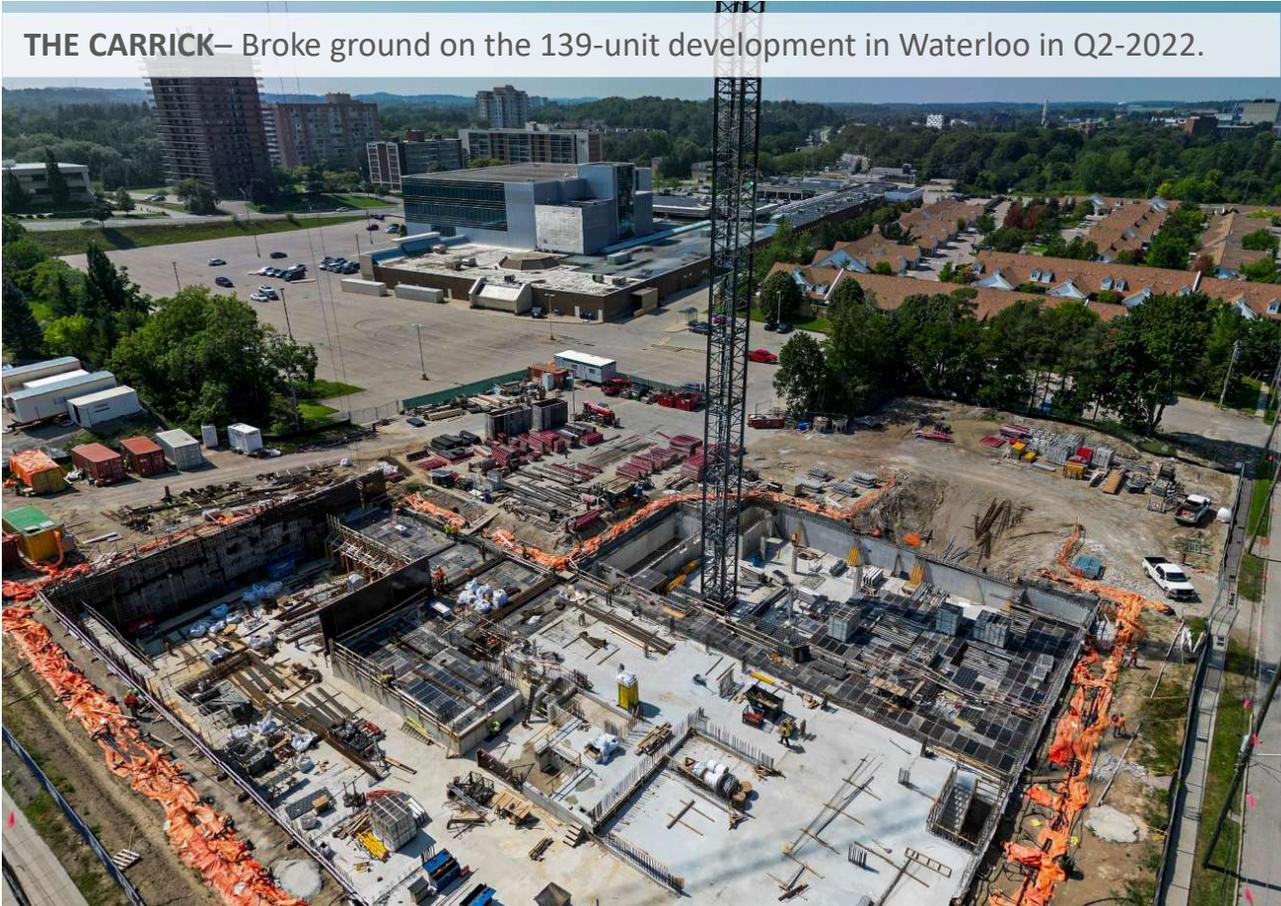
Q4-2023

Q1-2025

(1) Killam has a 10% interest in the second phase of the Nolan Hill development in Calgary, AB. With a commitment in place to purchase the remaining 90% interest following completion of construction, Killam’s total cost for Nolan Hill Phase 2 will be \$65 million.

# DEVELOPMENT ACTIVITY – WATERLOO

**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



*Progress shots as of June 2023*

# DEVELOPMENT ACTIVITY – Nolan Hill, Calgary

Killam has a 10% interest\* in the 234-unit second phase of the Nolan Hill development, expected to be completed in late 2023.

**18%  
leased**



*Progress shots as of June 2023*



\*Killam has a \$65.0 million commitment to purchase the property following completion of construction (est. late 2023) and the achievement of certain conditions.

# AFFORDABILITY AND VALUE DELIVERY

## 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.
- ❖ Ensure 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%

(1) Performed by Narrative Research, a third-party provider, with ~4,000 participants.

# COMMITMENT TO GREEN

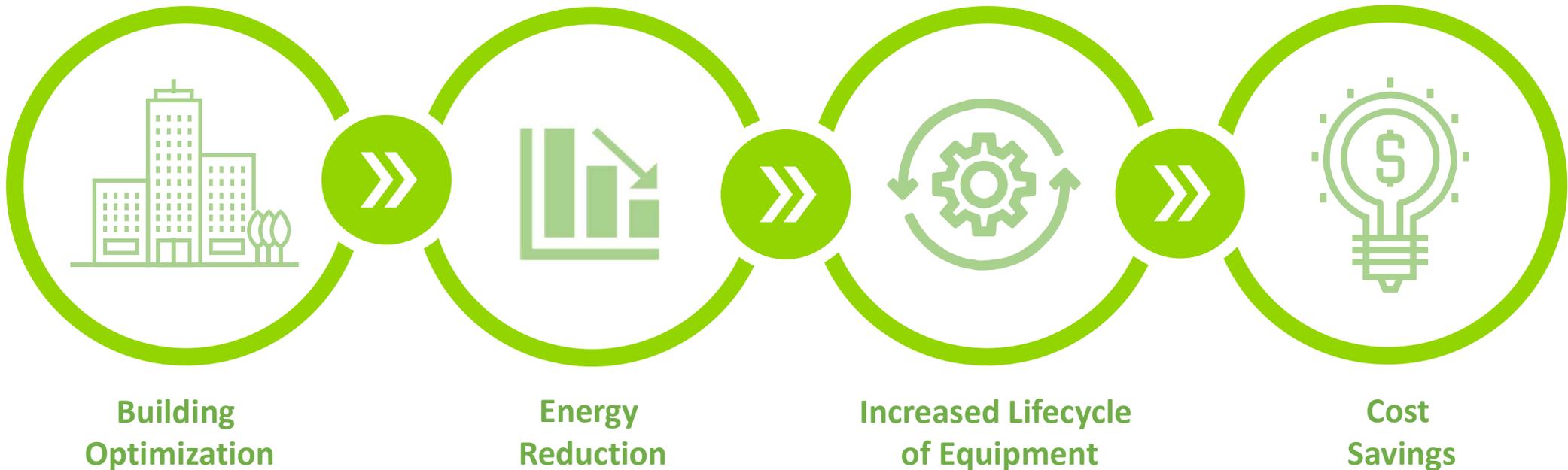


**Increasing earnings from operations through energy efficiency.**  
Includes increasing the installations of photovoltaic solar panels, smart metering, decreasing peak electric demand, water conservation projects and heating efficiencies at Killam’s existing properties.

Visit Killam’s 2022 ESG report  
[killamreit.com/esg](https://killamreit.com/esg)



Currently **19 properties** are connected to our central Building Automation System (BAS) server capable of monitoring and diagnosing the property's energy system performance remotely.



Targeting an additional 20 buildings for 2023



- ✓ 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".

## Geothermal Systems

Installed at 6 properties

## Level II EV Chargers

260 chargers across 39 properties

## PV Solar Panels

18 installations to date

## Committed to Affordability

Over 1,000 units with a long-term affordability commitment

## Building Certifications

Over 2,400 units certified

Civic 66 – PV Solar Arrays



The Kay – Geothermal Heating & Cooling



## CIVIC 66

- ✓ Geothermal heating & cooling
- ✓ Heat pumps for domestic hot water
- ✓ PV solar panels

 **52% less energy**

 **67% fewer emissions**



## Targeting an additional ~400 level II electric vehicle (EV) chargers across 50 properties

- 8-10 hours average time to charge from empty
- 183 EV chargers installed to date at 39 properties
- Project budget of \$2 million (\$5k/charger) with 50% funding from National Resources Canada
- Targeting 8-10% ROI
- In several provinces, our future developments will require all parking stalls to be EV ready



# SOLAR PROGRAM

PV solar installed at **18 properties** with total potential production of 1,817 MWh/year (equal to 343 apartment units)

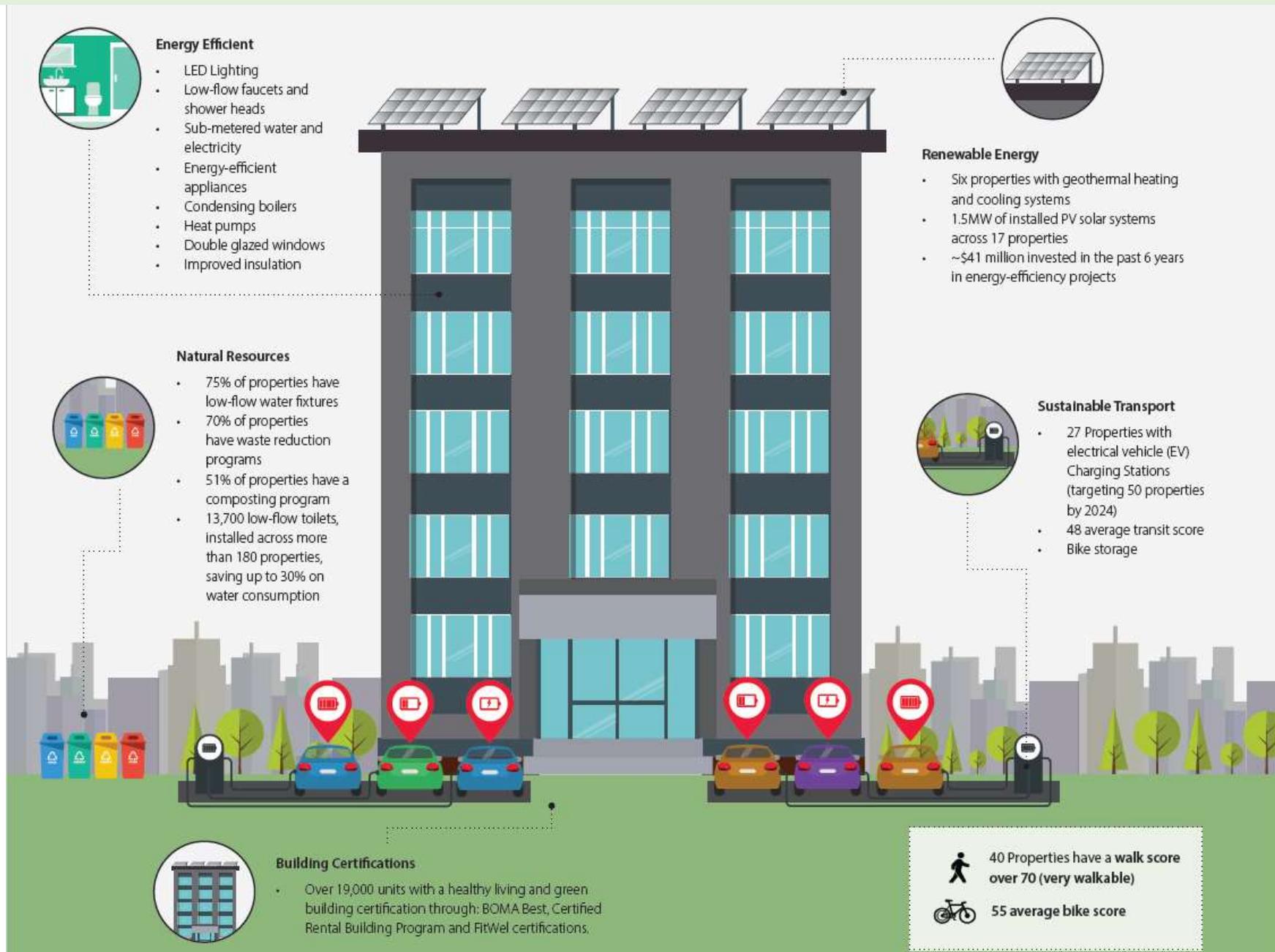
- 2 x Nova Scotia | 158 kW
- 4 x Ontario | 662 kW
- 1 x Alberta | 97 kW
- 11 x Prince Edward Island | 742 kW

Producing 4% of operationally controlled electricity (targeting 10% by 2025)

In 2023, Killam is investing \$1.5 million in PV solar projects at **5 additional** properties across NS, NB, and ON.

ROI = 6-10%

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





## Environmental

### > Long-Term Targets

- Reduce GHG emissions 15% by 2030.<sup>(1)</sup>
- Reduce carbon intensity 15% by 2030.<sup>(2)(3)</sup>
- Produce a minimum of 10% of electricity<sup>(4)</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 energy-efficiency projects by 2030.<sup>(5)</sup>
- Establish science-based GHG emissions reduction targets by 2024.<sup>(3)(5)</sup>



## Social

### > Long-Term Targets

- Increase employee volunteer hours by 25% by 2025.<sup>(2)(6)</sup>
- Donate \$3M to our communities by 2030.<sup>(3)(7)</sup>
- Increase the number of units with a long-term affordability commitment by 20% by 2025.<sup>(6)</sup>
- Maintain resident satisfaction score above 85% annually.
- Maintain employee satisfaction score above 80% annually.<sup>(3)</sup>



## Governance

### > Long-Term Targets

- Continue to participate in the GRESB<sup>(8)</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% increase in the representation of employees who identify as racialized, Disabled, or LGBTQ2+.<sup>(2)</sup>

(1) Scope 1 and 2 emissions from 2020 levels, based on a like-for-like portfolio.

(2) From 2020 levels.

(3) New long-term target introduced as of January 1, 2023.

(4) Operational controlled electricity.

(5) 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.

(6) Killam achieved this goal in 2022 and replaced it with a new long-term target to donate \$3M to our communities by 2030.

(7) Community donations calculated as the sum of the market value of suite donations, employee volunteer hours, cash donations, and Trustee donations for the period January 1, 2023 to December 31, 2030.

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

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 2023 and 2022. Same property results represent 94.0% of the fair value of Killam's investment property portfolio as at June 30, 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 and six months ended June 30, 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.

# INVESTOR PRESENTATION

September 2023