



Investor Presentation
May 2020



KILLAM APARTMENT REIT



Cautionary Statement

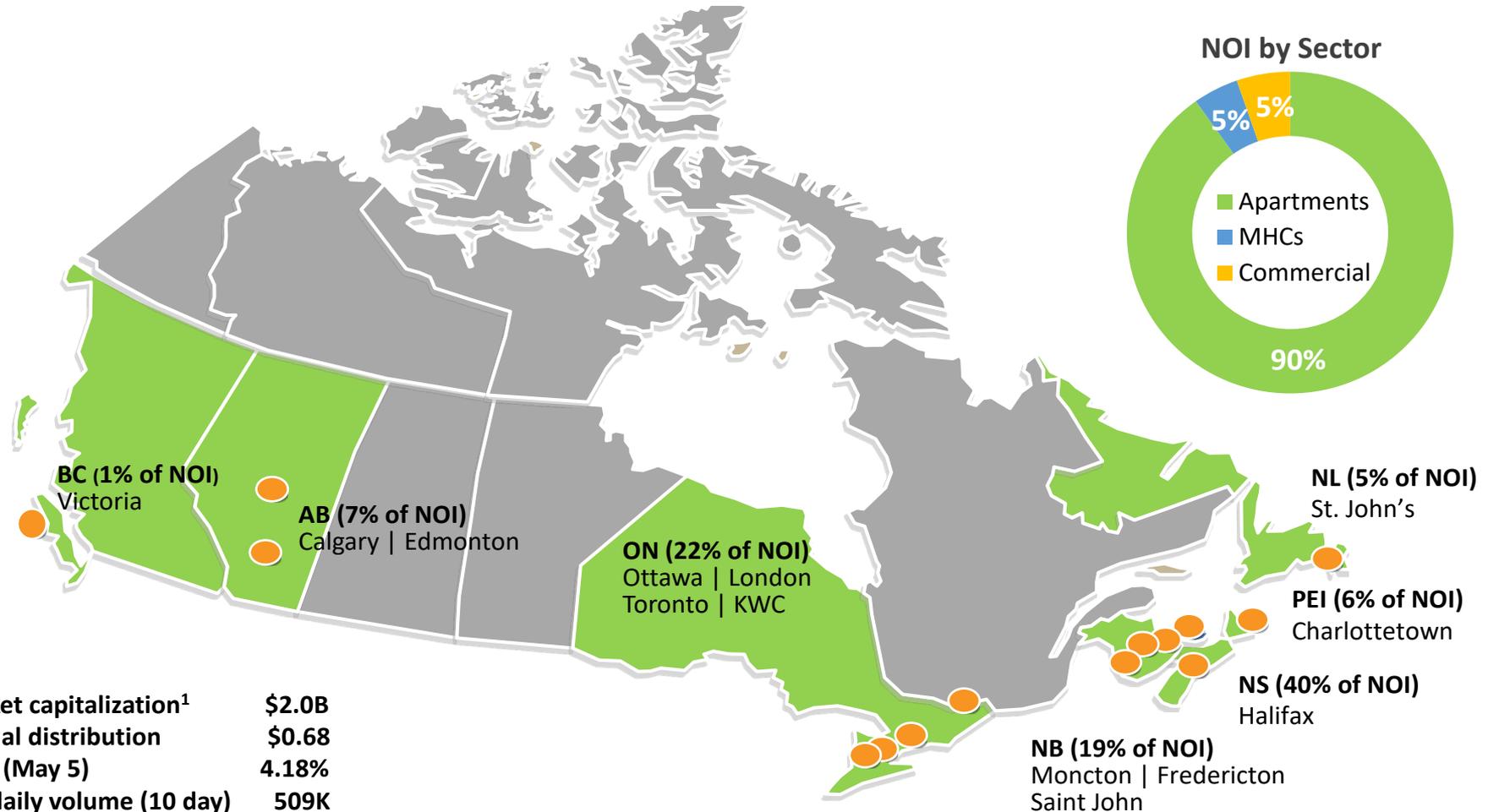
This presentation may contain forward-looking statements with respect to Killam Apartment REIT and its operations, strategy, financial performance and condition. These statements generally can be identified by use of forward-looking words such as “may”, “will”, “expect”, “estimate”, “anticipate”, “intends”, “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 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.



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



Killam's portfolio includes ~\$3.4 billion in real estate assets, comprised of 16,703 apartment units, 5,786 manufactured home community (MHC) sites and 0.7 million square feet of commercial space.



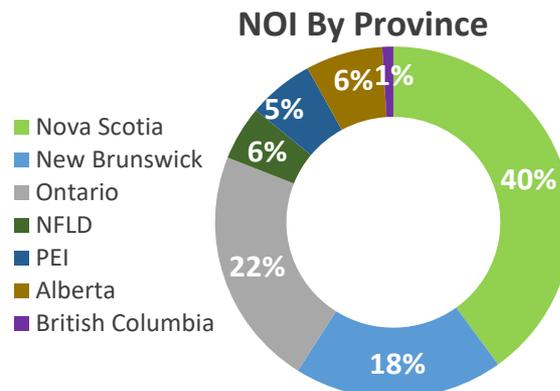
Market capitalization¹	\$2.0B
Annual distribution	\$0.68
Yield (May 5)	4.18%
Avg daily volume (10 day)	509K

¹ Includes exchangeable units.

Portfolio Details

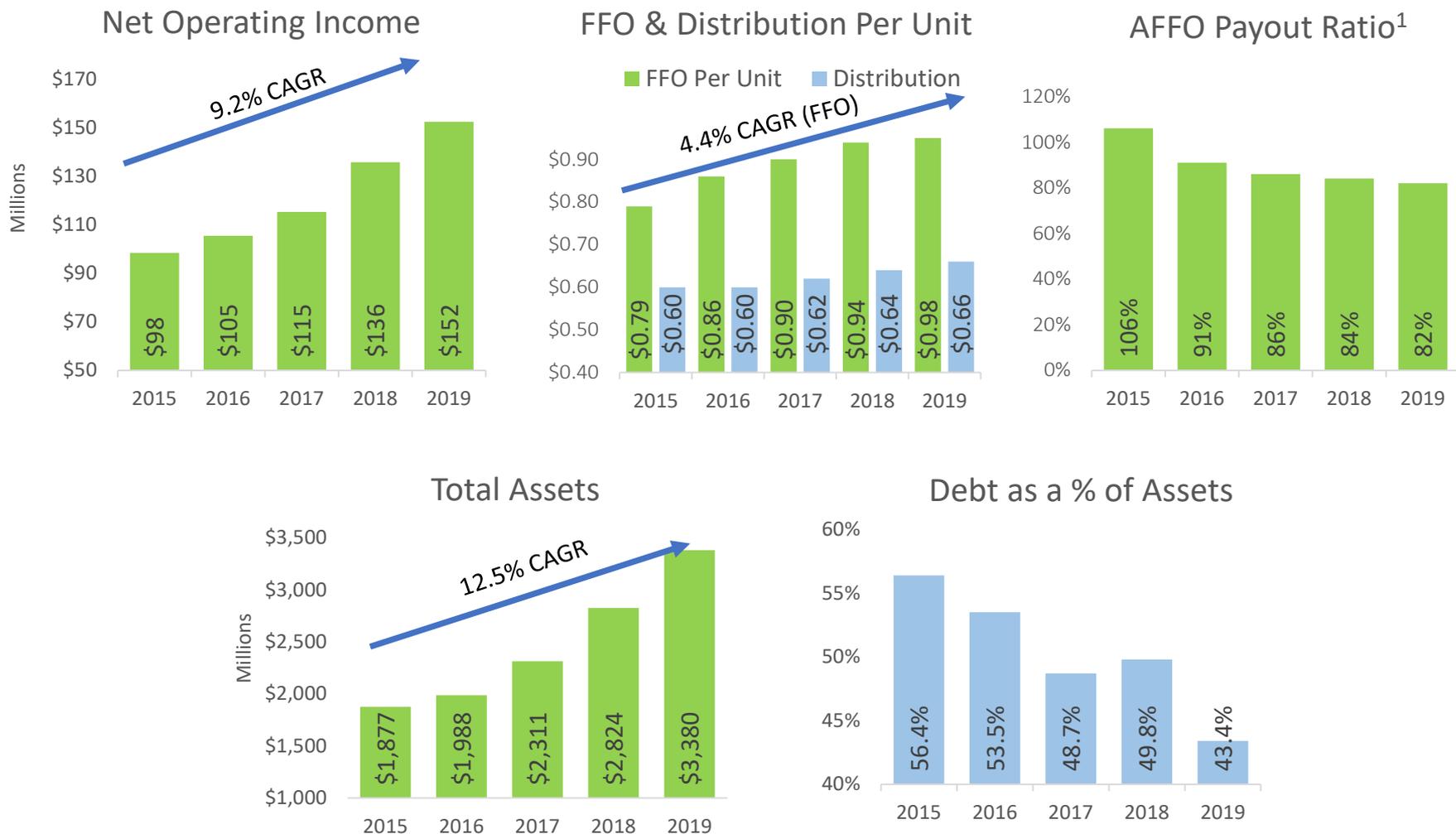
Apartment Portfolio%			
	Number of Units	Number of Properties	% of Total NOI ⁽¹⁾
Nova Scotia			
Halifax	5,814	65	34.8%
Sydney	139	2	0.9%
	5,953	67	35.7%
New Brunswick			
Moncton	1,804	34	7.7%
Fredericton	1,529	23	7.3%
Saint John	1,202	14	3.8%
Miramichi	96	1	0.4%
	4,631	72	19.2%
Ontario			
Ottawa	1,216	9	7.0%
London	523	5	3.5%
Cambridge-GTA	818	6	7.1%
	2,557	20	17.6%
Newfoundland & Labrador			
St. John's	915	12	4.2%
Grand Falls	148	2	0.3%
	1,063	14	4.5%
Prince Edward Island			
Charlottetown	986	19	4.2%
Summerside	86	2	0.3%
	1,072	21	4.5%
Alberta			
Edmonton	579	4	3.7%
Calgary	531	3	3.8%
	1,110	7	7.5%
British Columbia			
Victoria	317	2	1.3%
Total Apartments	16,703	203	90.4%

Manufactured Home Community Portfolio			
	Sites	Number of Communities	% of Total NOI ⁽¹⁾
Nova Scotia	2,749	17	3.0%
Ontario	2,284	17	1.5%
New Brunswick ⁽²⁾	672	3	-0.2%
Newfoundland & Labrador	170	2	0.2%
Total MHCs	5,875	39	4.5%
Commercial Portfolio			
	Square Footage	Number of Properties	% of Total NOI ⁽¹⁾
Nova Scotia	201,000	4	1.0%
Ontario	313,000	1	2.9%
Prince Edward Island	179,000	1	0.9%
New Brunswick	33,000	1	0.3%
Total Commercial	726,000	7	5.1%
Total Portfolio		248	100.0%



- (1) % of total NOI for the nine months ended March 31, 2020.
- (2) Killam's NB MHC community has seasonal operations which commence in mid-May annually.

Proven Record of Strong Growth



¹ AFFO payout ratio for 2017-2019 calculated using a maintenance capex reserve of \$900/unit for apartments. AFFO payout ratio for 2015 – 2016 calculated using a maintenance capex reserve of \$970/unit for apartments.

Why Invest in Killam

Solid Operating Performance

Growing the portfolio and expanding geographically with 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

\$850 million 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.



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.

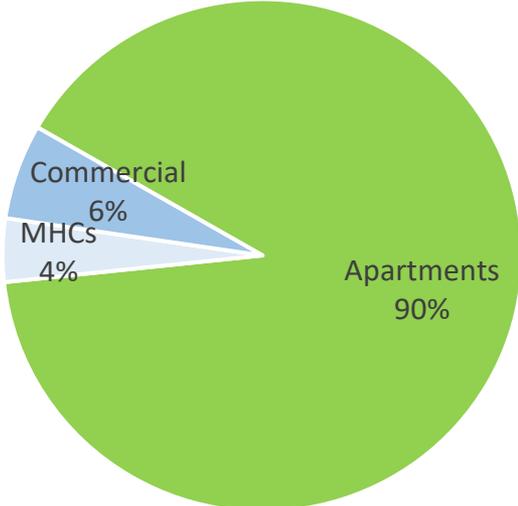
Dispositions



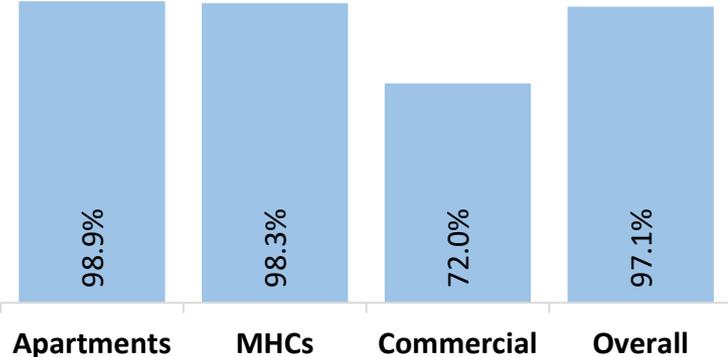
Dispose of select properties to provide capital to acquire newer/higher earning assets.

COVID-19 | April Rent Collection

Avg Monthly Rental Revenue



April 2020 Rent Collection (as of May 6, 2020)



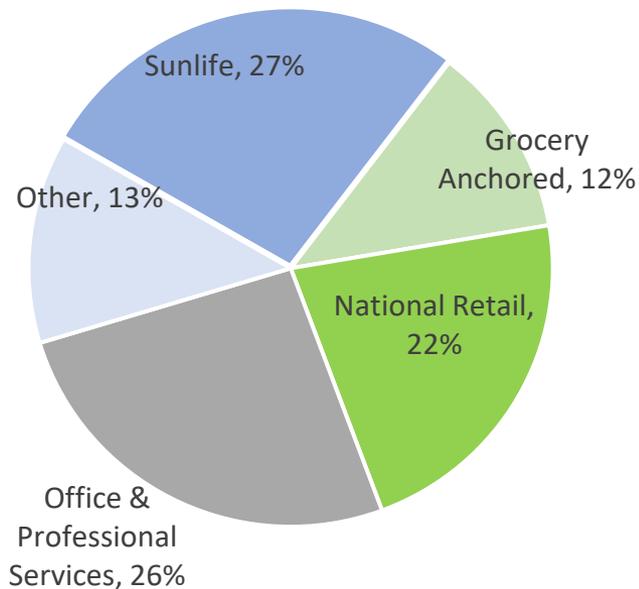
- Killam is working on April’s arrears and seeking rent deferrals arrangements with commercial and residential tenants on a case-by-case basis.
- May rent collection is generally in line with the average rent collected by the sixth day of the month.

COVID-19 | Killam's Commercial Portfolio

Killam's current gross commercial revenue = 6% of projected 2020 revenues.

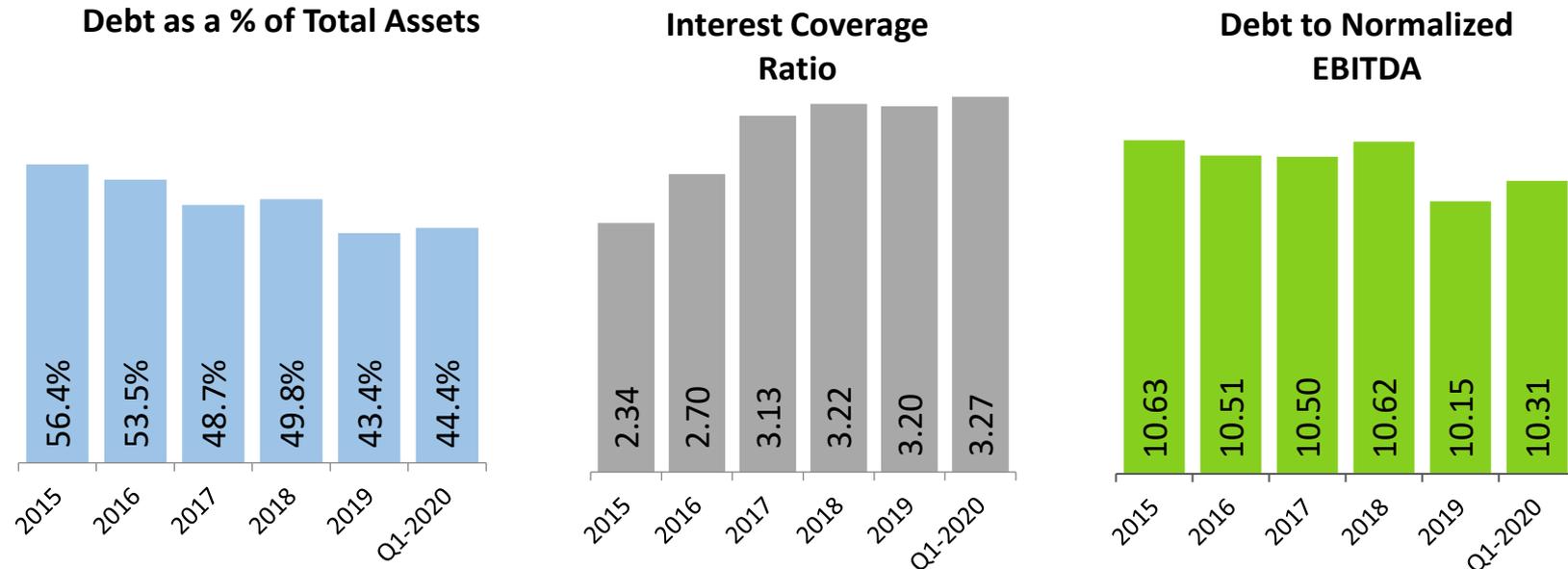
Commercial

(% of total gross commercial revenue)



Tenant	% of Commercial Rent
1 SunLife Assurance	26.7%
2 Loblaws	5.5%
3 Co-op Atlantic	4.7%
4 Labatt Breweries	3.7%
5 Trampoline Creative	2.5%
6 Beechwood Pharmacy	2.2%
7 Ubisoft Inc.	2.0%
8 Michaels	2.0%
9 Solid State Pharma	1.8%
10 Sport Chek	1.7%
Total Top 10 Tenants	52.7%

Killam is managing its balance sheet with conservative leverage.



Sources of Liquidity (as of May 6, 2020)

- \$40 million in estimated upfinancing on remaining 2020 mortgage renewals
- \$69 million of additional capital through its credit facilities
- \$75 million of unencumbered assets

COVID-19 | Mortgage Financing & Renewals

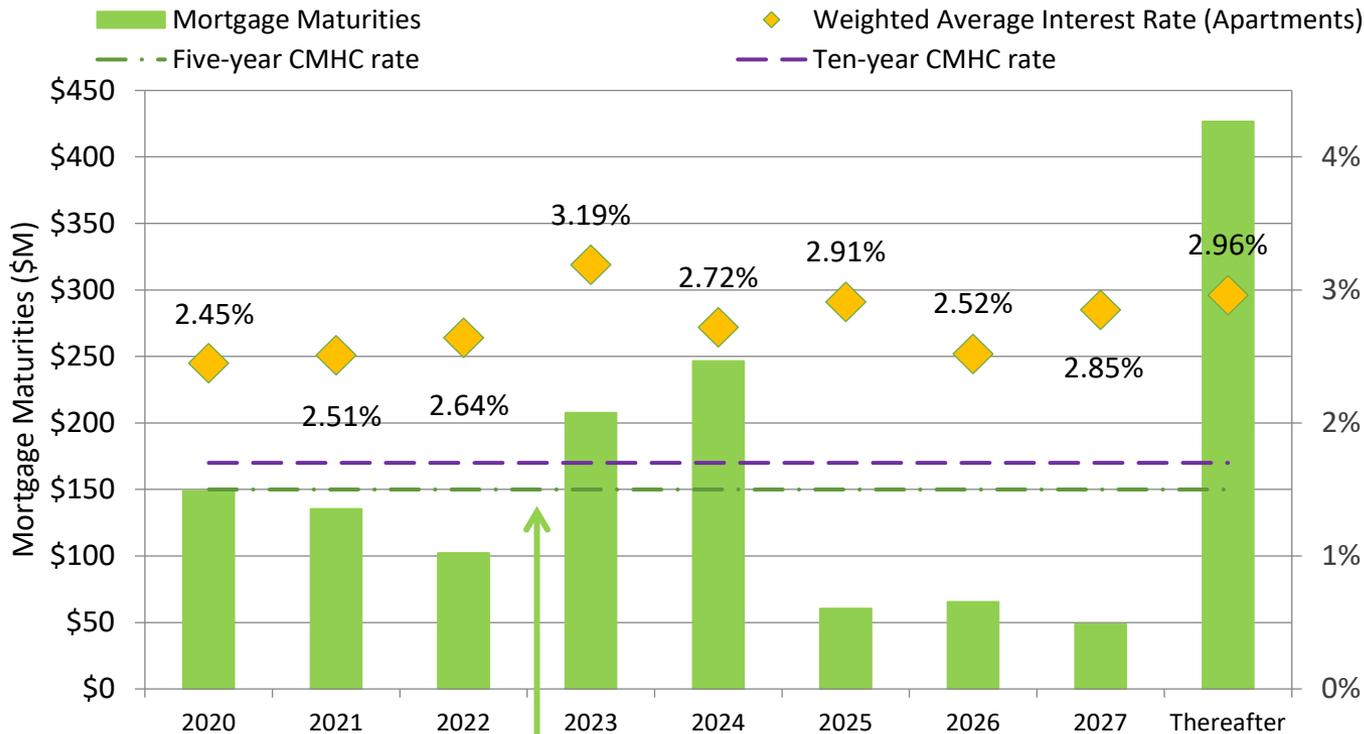
Mortgage financings and renewals have progressed on schedule with interest rates on renewals during April and May averaging 1.58%.

Current Weighted Average Interest Rate of 2.86%

87% of Apartment Mortgages CMHC Insured

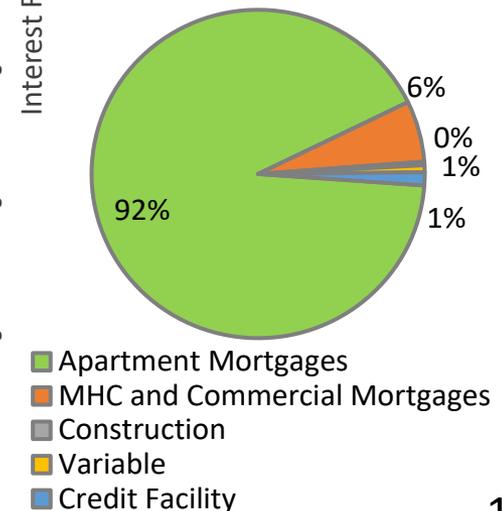
Weighted Average Term to Maturity of 4.8 years

Apartment Mortgage Maturities by Year As at March 31, 2020



Current rate for 5-year and 10-year CMHC insured debt is approximately 1.50% and 1.70%.

Type of Debt as at March 31, 2020



Long-term Strategy to Grow FFO & NAV

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



1. Increase earnings from existing portfolio.

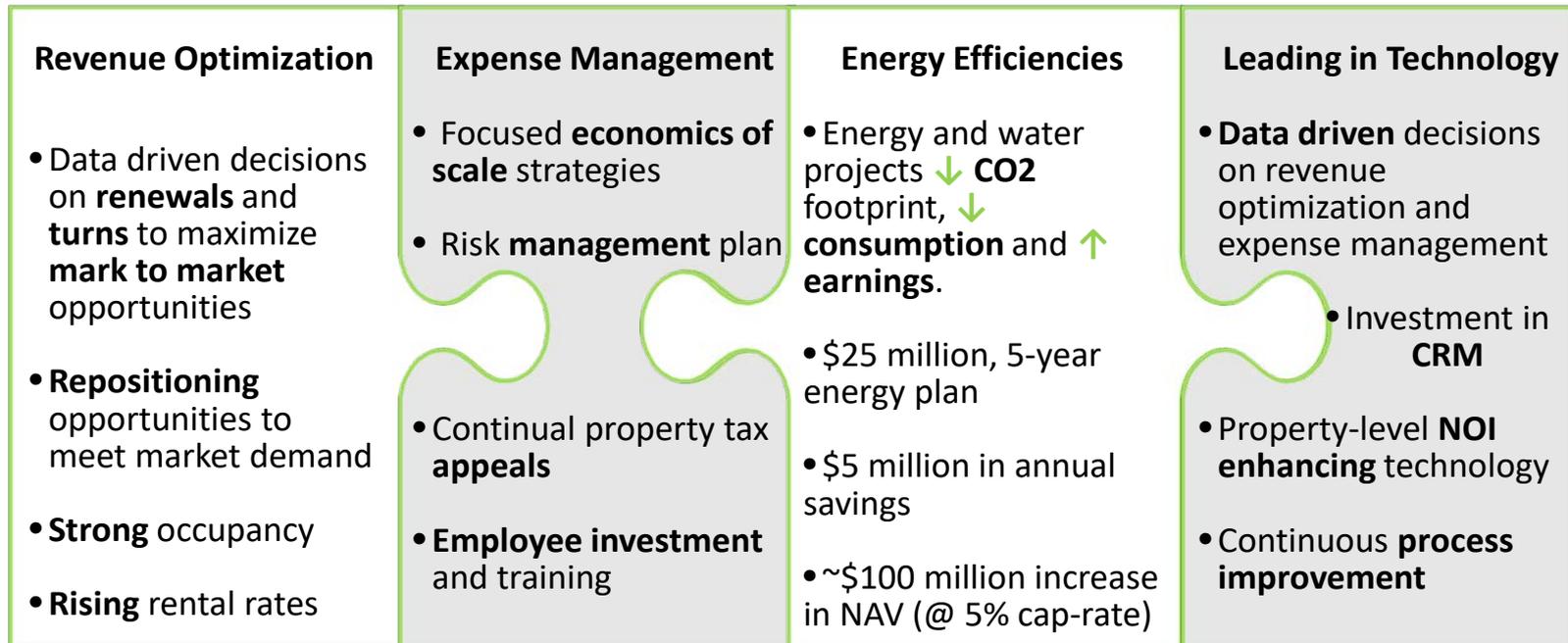


2. Expand the portfolio and diversify geographically through accretive acquisitions, targeting newer properties.



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

Roadmap to Same Property NOI Growth

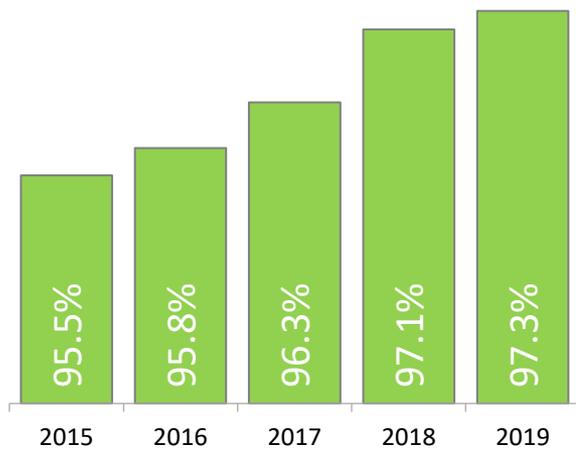


Increasing earnings from existing portfolio

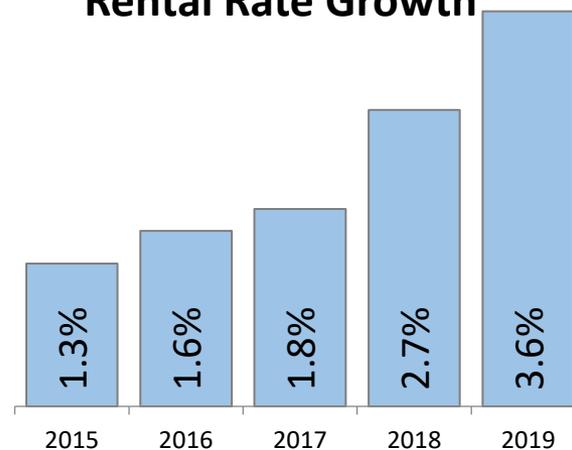


- **Strong occupancy**
 - 2019 same property occupancy was Killam's highest
- **Rising rental rates**
 - Rate increases on renewals (2.1%), regular turns (5.8%) and repositioned turns (28.5%) averaged **3.6%** in 2019, up from 2.7% in 2018.

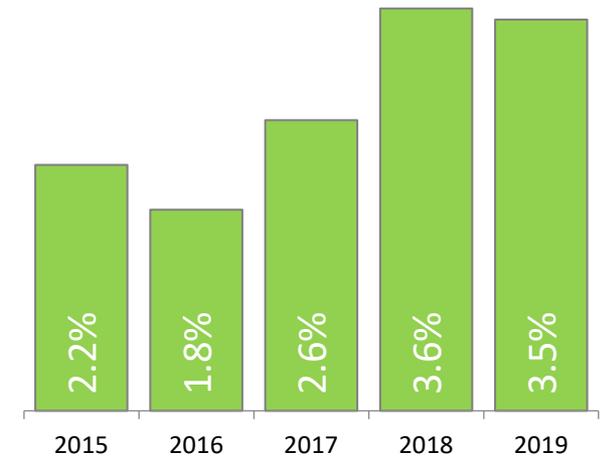
Apartment Same Property Occupancy¹



Apartment Same Property Average Rental Rate Growth



Same Property Revenue Growth

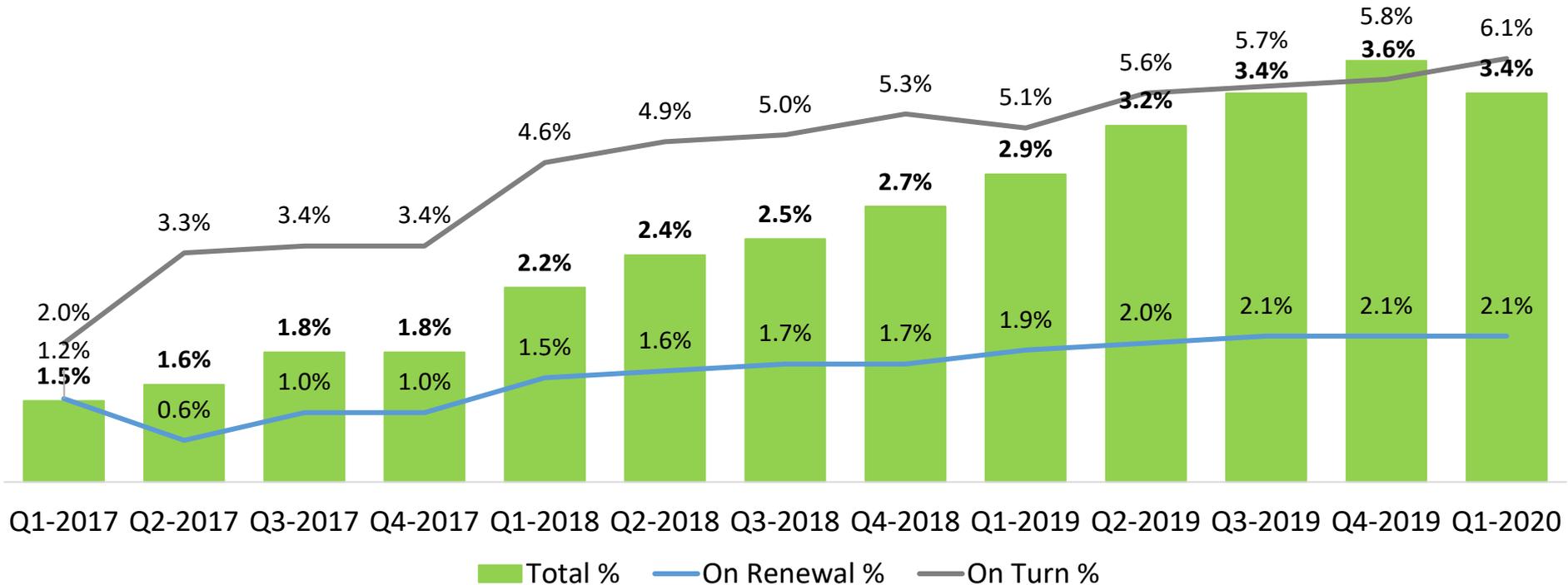


¹ Measured as dollar vacancy versus unit vacancy to more accurately capture impact of vacant units.

Increasing earnings from existing portfolio.

With continued **high occupancy levels**, increasing rental rates is a key focus for **revenue optimization**.

Same Property Rental Increases (%)



Increasing earnings from existing portfolio

Driving revenues through unit repositions to meet market demand, **maximize NOI growth** and investment returns.

Q1-2020 Actuals

- **95** unit repositions
- **13%** ROI
- **\$25K** avg investment

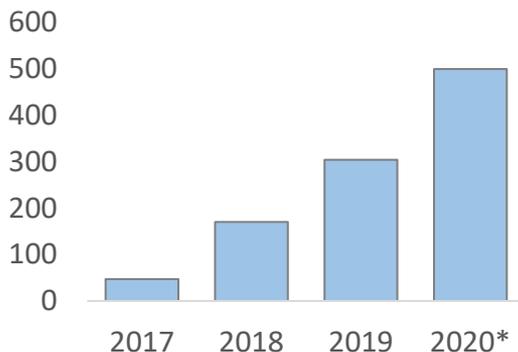
2020 Program

- **300-500** unit repositions
- **~\$7-12M** investment
- **~\$1.0-1.7M** annualized revenue
- Note: Unit renovations have continued where safe and in compliance with emergency measures.

Total Opportunity

- **3,000** unit repositions
- **\$70-80M** investment
- **\$10M** annualized revenue

Repositioned Units



*forecast

Based on a 5% cap rate this investment would increase the NAV by ~\$210M

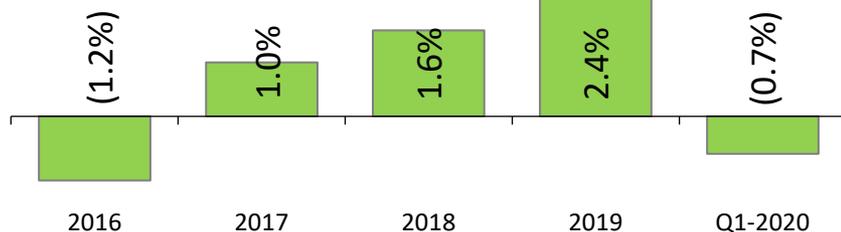
Increasing earnings from existing portfolio



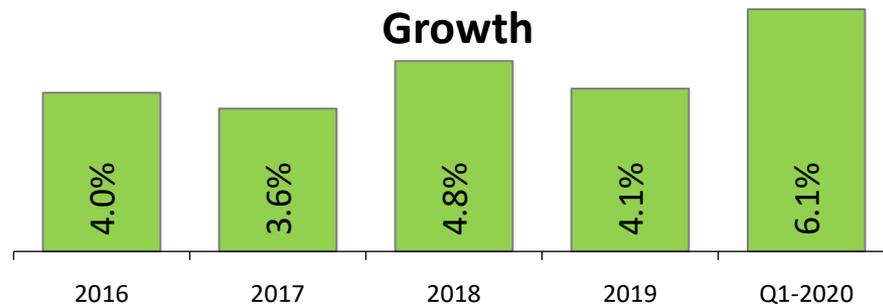
Increasing earnings from existing operations through expense management.

- **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



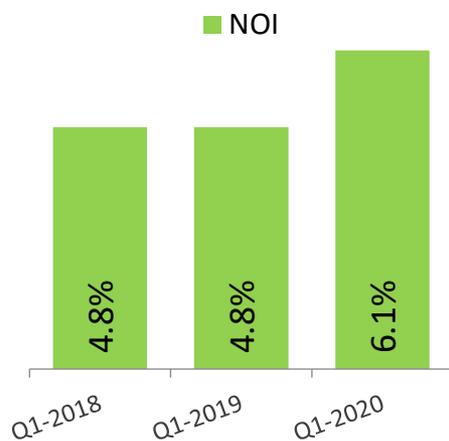
Same Property NOI Growth



Strong Q1-2020 Results

FFO and AFFO per unit growth from same property NOI growth, interest savings, accretive acquisitions and developments.

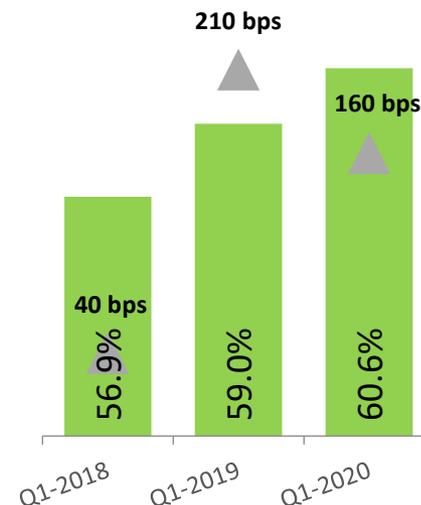
Same Property Consolidated NOI Growth
For the three months ended March 31,



Q1 FFO & AFFO Per Unit
For the three months ended March 31,

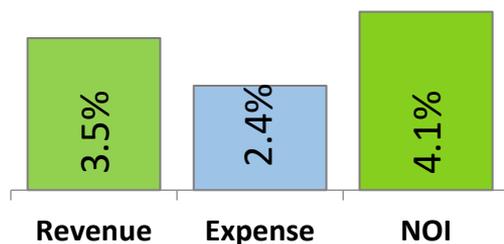


Q1 Operating Margin Expansion

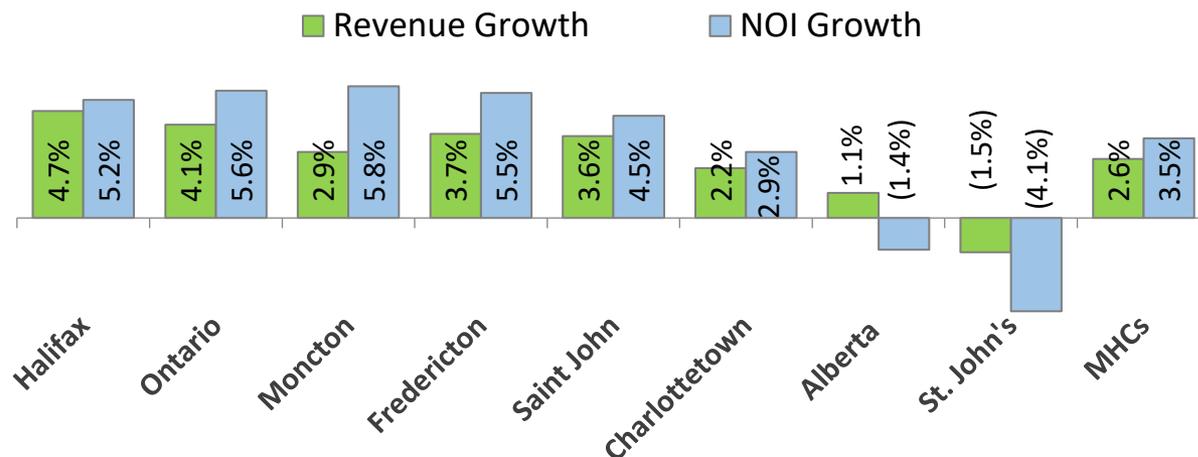


2019 & Q1-2020 Performance

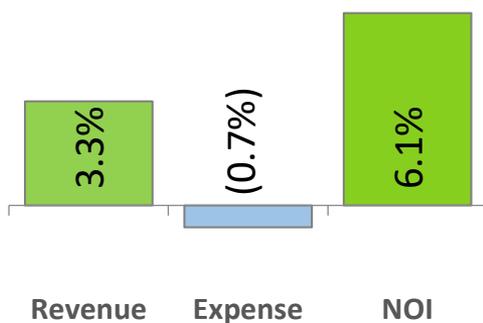
2019 Same Property Performance



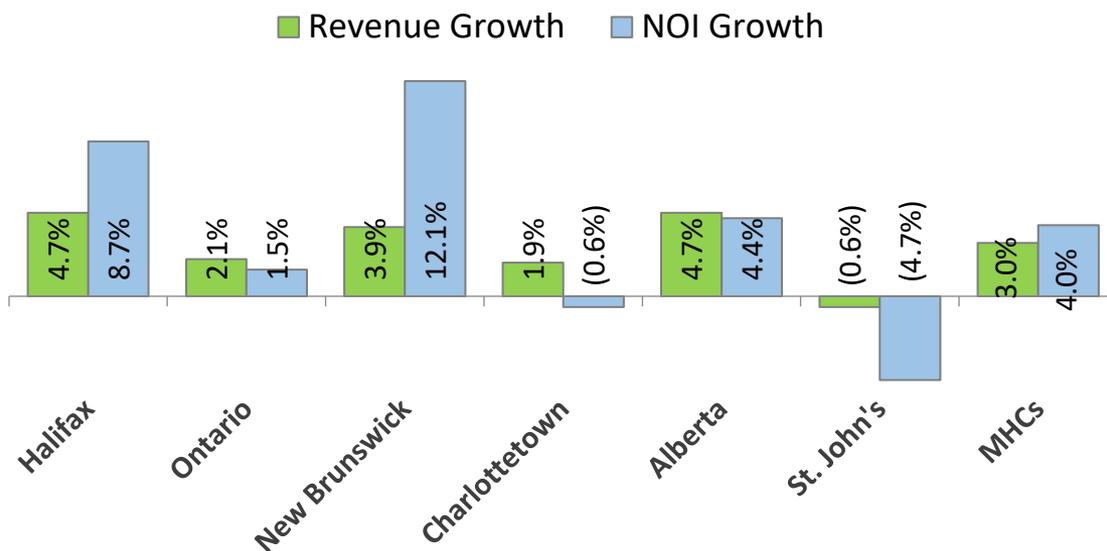
2019 Results by Market



Q1-2020 Same Property Performance



Q1-2020 Results by Market



Increasing earnings from existing portfolio

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.

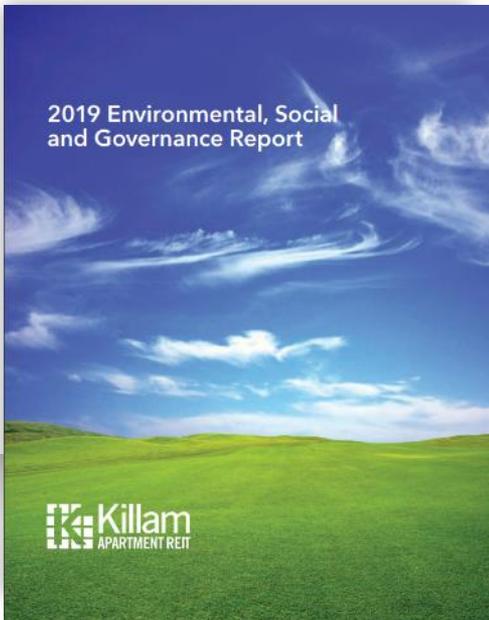
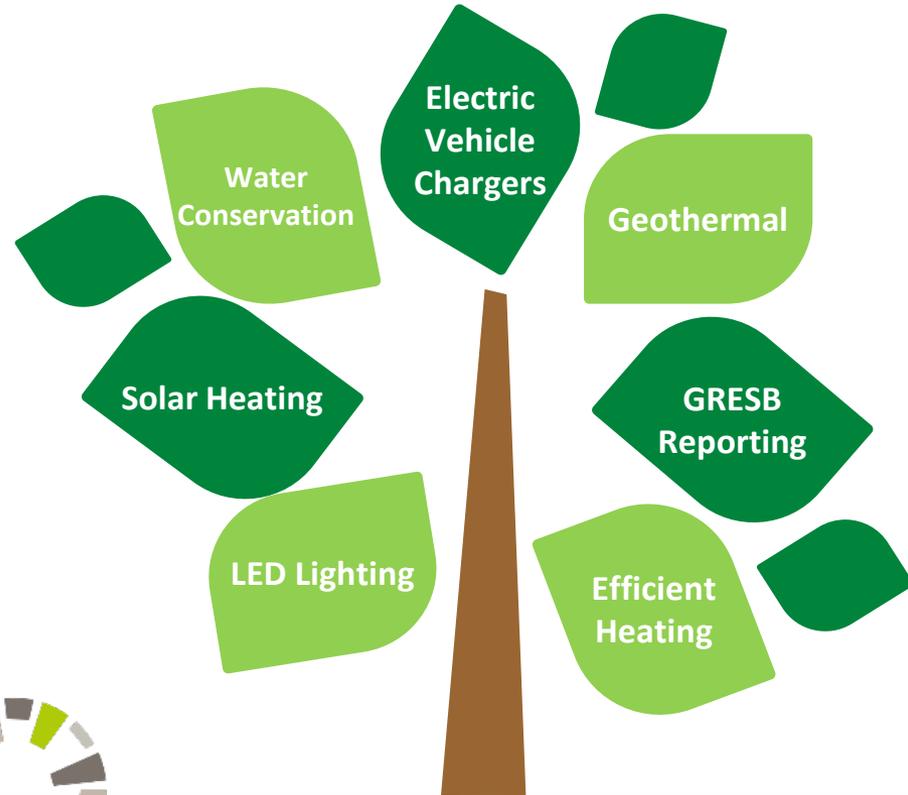


Along with maximizing the functionality of its current suite of products, Killam is focused on its business intelligence platform to expand the use of data analytics to drive leasing decisions, optimize rental growth and maximize returns.

Killam's ESG Progress

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

- Focused on increased disclosure and public reporting on ESG initiatives, issuing our [2019 ESG Report](#)
 - In accordance with GRI Standard: Core Option
 - 2018 & 2019 GHG emissions data independently reviewed
- Investing \$5 million annually in energy efficient initiatives.
- Working on Killam's second GRESB submission.

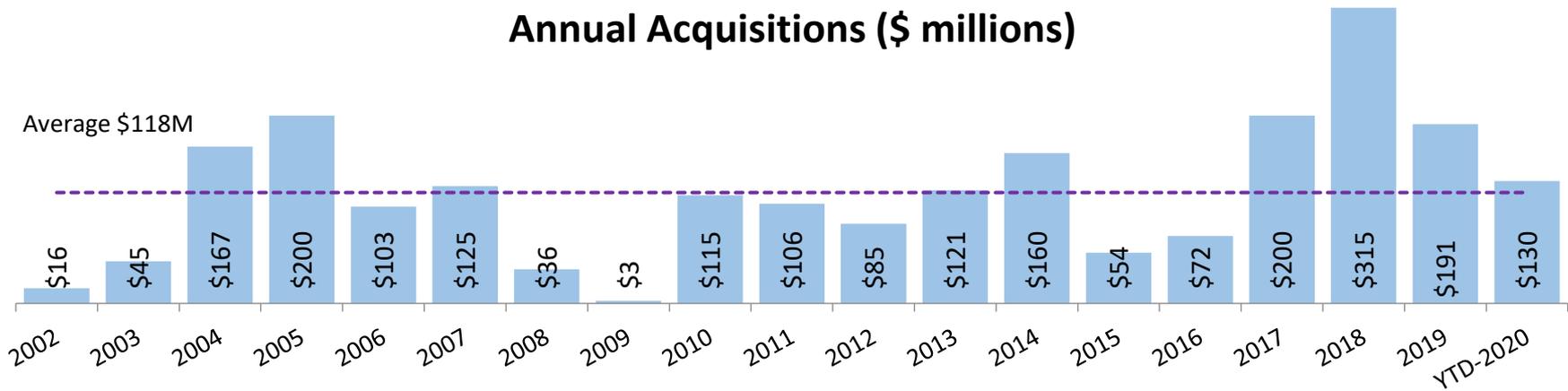


G R E S B[®]

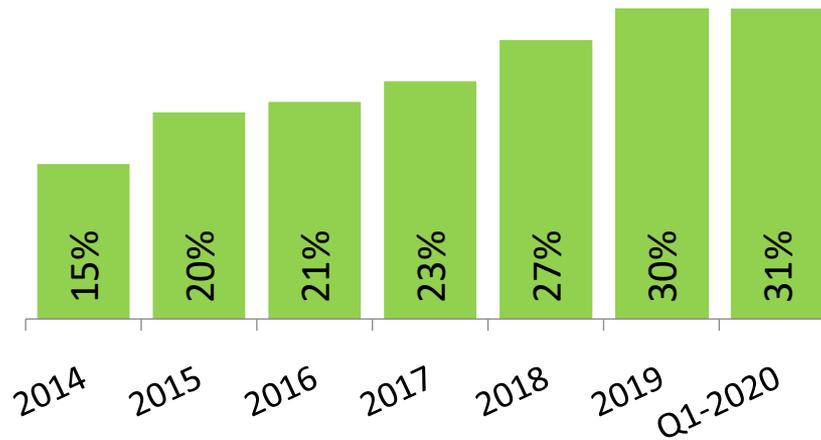
Expand Portfolio Through Accretive Acquisitions

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

Annual Acquisitions (\$ millions)



NOI Generated Outside Atlantic Canada



Killam continues to expand the portfolio and diversify geographically through accretive acquisitions, targeting newer properties.

2020 Acquisitions | Christie Point

Description:

161 units

5 two-storey apartment buildings and 4 two-storey townhouses with 2 and 3 bedroom units

Average rent – \$1,555/month (\$1.67/sf)

Acquisition Details:

\$54 million

4.1% capitalization rate

99% occupied

Closed: January 15, 2020

Location:

Victoria, BC



2020 Acquisitions | Halifax, NS

Description:

54 units

42 underground parking; 36 surface parking

Average rent – \$1,176/month

Occupancy – 100%

Acquisition Details:

\$8.8 million (\$163,000/unit)

5.3% capitalization rate

Closed: January 31, 2020

Location:

Halifax, NS



2020 Acquisitions | Langford, BC

Description:

156 units; 2 five-storey apartment buildings;

156 underground parking stalls

Ground floor retail not included in purchase

Average rent – \$1,873/month (\$2.62/sf)

Acquisition Details:

\$60 million

4.4% capitalization rate

Closed: April 30, 2020

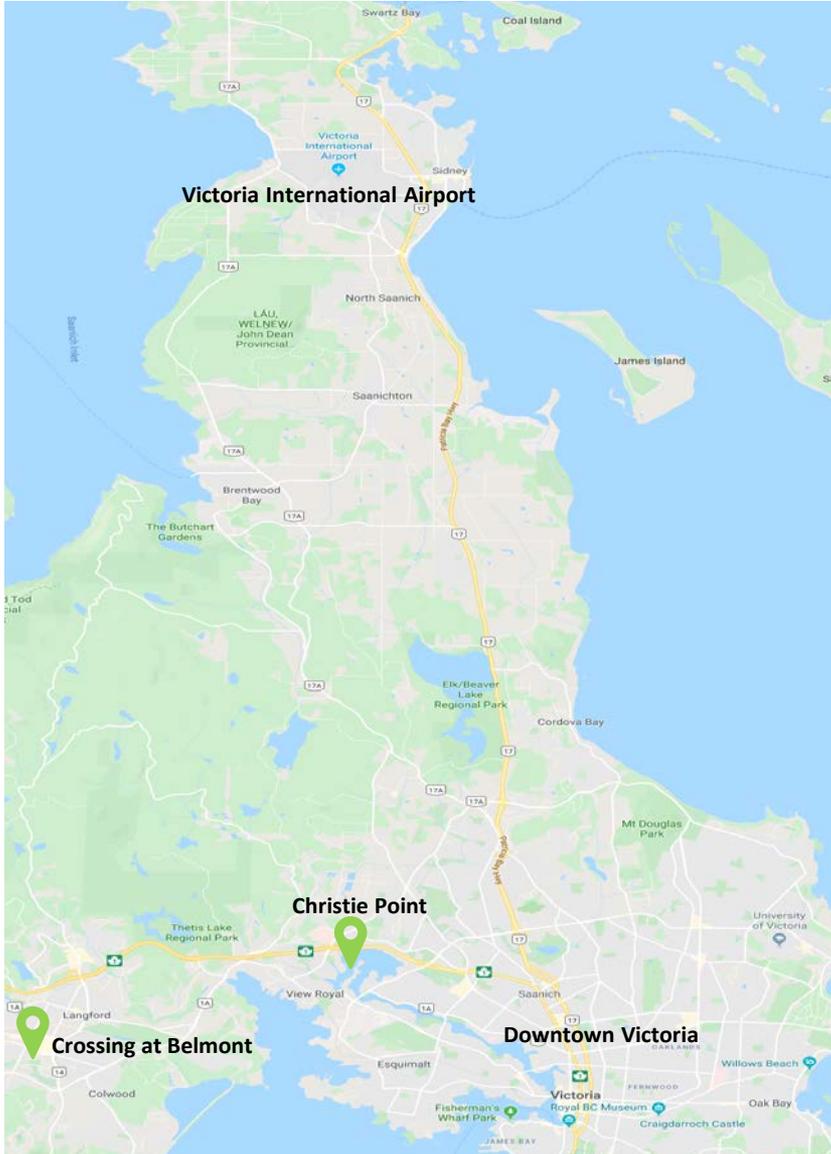
85% leased

Location:

Langford, BC



2020 Acquisitions | Langford, BC



2020 Acquisitions | Langford, BC



CROSSING
AT BELMONT
— URBAN RENTAL LIVING —



2020 Acquisitions

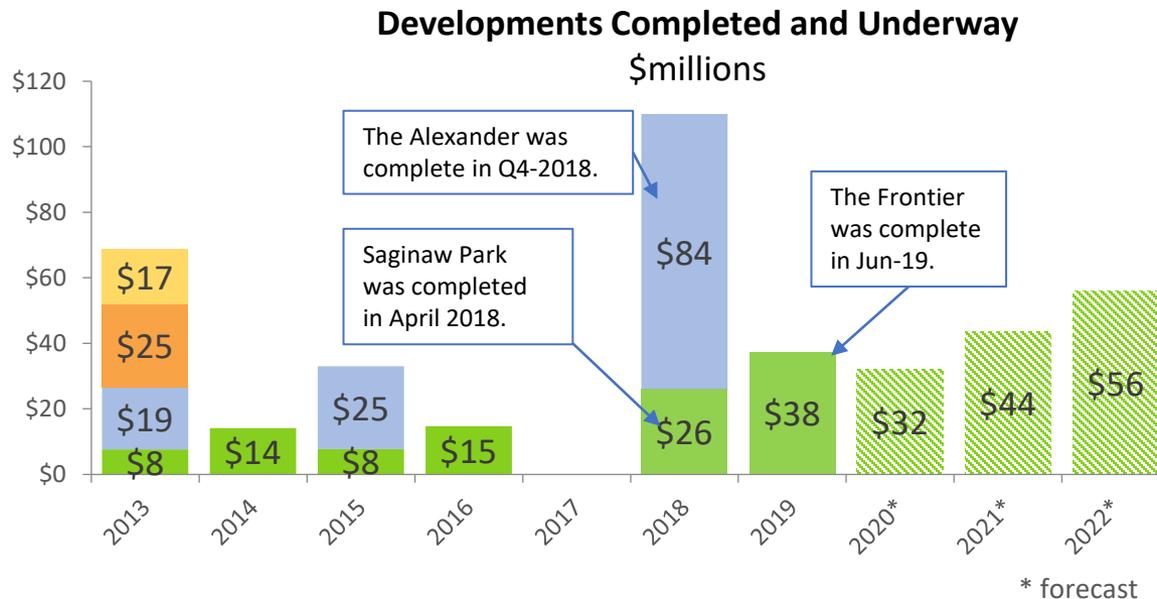
	Property	Location	Acquisition Date	Ownership Interest (%)	Property Type	Purchase Price⁽¹⁾ (\$M)
1	Christie Point	Victoria, BC	Jan 15, 2020	100%	Apartment	\$54,000
2	9 Carrington	Halifax, NS	Jan 31, 2020	100%	Apartment	8,800
3	Domaine Parlee	Shediac, NB	Mar 23, 2020	100%	MHC	3,950
4	1323-1325 Hollis	Halifax, NS	Mar 31, 2020	100%	Apartment	3,700
5	Total Q1 Acquisitions					\$70,450
6	Belmont Crossing	Langford, BC	April 30, 2020	100%	Apartment	60,000
7	Total YTD Acquisitions					\$130,450

(1) Purchase price does not include transaction costs.

Develop High Quality Properties

Developing high-quality properties in core markets.

- Over \$400 million (1,500 units) of developments completed or underway.
- Experienced in-house architect and engineers.
- Development pipeline of approximately 2,600 units.



The two recently completed developments, The Alexander and Saginaw Park, contributed to FFO per unit in 2019, and the Frontier will contribute in 2020.

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

**Projects Completed
2013 – 2019**

Value today - \$348M
Cost to build - 278M
Gain - \$70M (25%)



47 units - Charlottetown



63 units - Halifax, NS



102 units - St. John's, NL

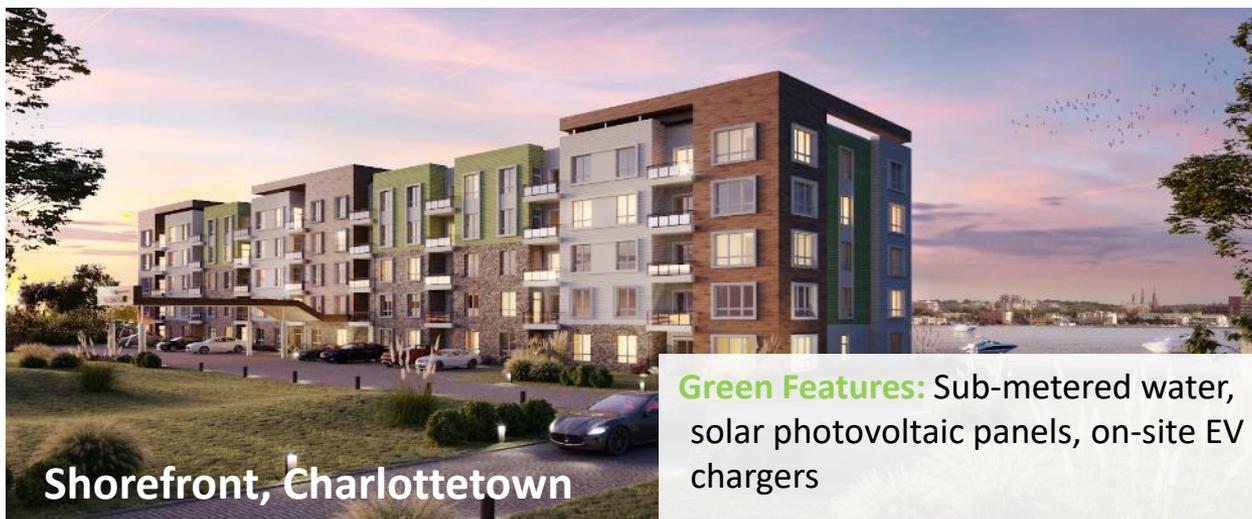


71 units - St. John's, NL

Shorefront development broke ground in October 2018.

Key Statistics

Number of units	78
Start date	Q4-2018
Estimated Completion date	Q4-2020
Project Budget (\$M)	\$22.0
Cost per unit	\$282,000
Expected Yield	5.6%
Expected Value	4.75-5.0%



Shorefront, Charlottetown

Green Features: Sub-metered water, solar photovoltaic panels, on-site EV chargers

The Kay development broke ground in Q3-2019.

Key Statistics

Number of units	128
Start date	Q3-2019
Estimated Completion date	Q2-2022
Project Budget (\$M)	\$56.0
Cost per unit	\$437,500
Expected Yield	5.0%
Expected Value Cap-rate	3.5%



The Kay, Mississauga

Latitude (Phase II of Gloucester City Centre)



Latitude (Phase II)

Frontier (Phase I)

Key Statistics

Number of units	209
Start date	Q2-2019
Est. Completion date	Q4-2021
Project Budget (\$M)*	\$43.5
Cost per unit	\$416,000
Expected Yield	5.2%
Expected Value Cap-rate	4.0%
Average Unit Size	803 SF
Average Rent	\$2,085 (\$2.60/sf)

* Killam's 50% interest.

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

Development Activity | Charlottetown

10 Harley Street – 38-unit redevelopment in Charlottetown.



Key Statistics

Number of units	38
Start date	Q3-2019
Estimated Completion date	Q4-2020
Project Budget (\$M)	\$10.4
Cost per unit	\$263,000
Expected Yield	5.4%
Expected Value	4.75-5.0%



- Original building was three stories and 29 units.
- Rebuild has increased the size to four stories and 38 units.
- Insurance proceeds from the loss are expected to cover a significant portion of the reconstruction costs.

Future Development | Kitchener

Weber Scott Pearl

Description:

1.8 acre development site including a small commercial building and a heritage residence

Opportunity to develop a 163-unit apartment building

Location: Downtown Kitchener

Acquisition Details: \$6.0 million



Westmount Place

Development Opportunity:

- ~1000 units
- 3-phase development
- Opportunity to create over \$70 million of unitholder value through the development of ~1,000 units

Future development, Westmount Place, Waterloo



Westmount Place

Development Opportunity – Building A:

- 116 units; 98 parking spaces underground and a new parking garage for Sunlife Employees (175 spaces)

Future development – Tower One, Westmount Place, Waterloo



Westmount Place | Waterloo

Description:

14.7 acre existing commercial site
189,000 sf office tower
87,000 sf grocery anchored retail plaza
21,000 sf of second floor office space
2.0 acre residential development site
expected to support 560 units

Acquisition Details:

\$77.8 million
5.7% yield

Purchased Date:

Mar 29, 2018



2020 | Development Pipeline - ~\$850 million



Future Development Opportunities					
Property	Location	Killam's Interest	Potential # of Units ⁽¹⁾	Status	Est Year of Completion
<u>Developments expected to start in the next 24 months</u>					
The Governor	Halifax, NS	100%	12	In design and approval process	2023
Weber Scott Pearl	Kitchener, ON	100%	170	In design and approval process	2023
Westmount Place (Ph 1)	Waterloo, ON	100%	114	In design and approval process	2023
<u>Developments expected to start in 2022-2026</u>					
Haviland Street	Charlottetown, PE	100%	99	In design and approval process	2024
Carlton Terrace	Halifax, NS	100%	104	In design	2024
Carlton Houses	Halifax, NS	100%	80	In design	2024
Gloucester City Centre (Ph 3-4)	Ottawa, ON	50%	200	In design	2025
Westmount Place (Ph 2-5)	Waterloo, ON	100%	908	In design	2028
<u>Additional future development projects</u>					
Gloucester City Centre (Ph 5)	Ottawa, ON	50%	100	In design and approval process	TBD
Kanata Lakes	Ottawa, ON	50%	40	In design and approval process	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
Total Development Opportunities			2,644		

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

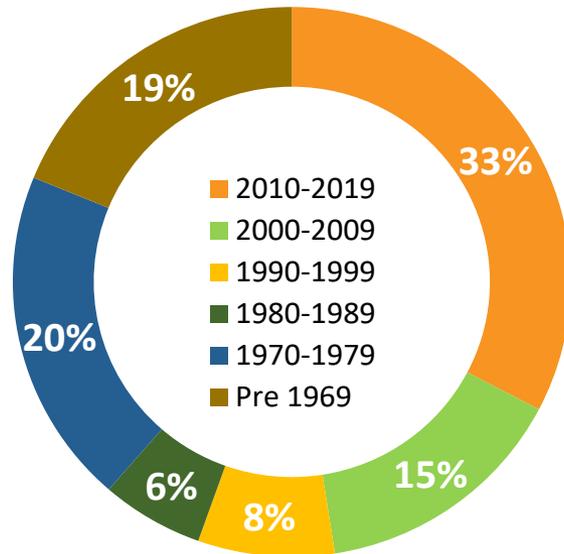
~ 70% of Killam's development pipeline is outside Atlantic Canada. Killam targets yields of 4.75% to 5.5% on development, 50–150 bps higher than the expected cap-rate value on completion. Building out the \$850 million pipeline at a 100 bps spread would create approximately \$200 million in NAV growth for unitholders.

High-Quality Portfolio

Killam operates one of Canada's newest apartment portfolios.

- 33% of apartment NOI is earned from properties built in the last 10 years.
- Modern, high-quality buildings are in greater demand and require less maintenance capital to operate.

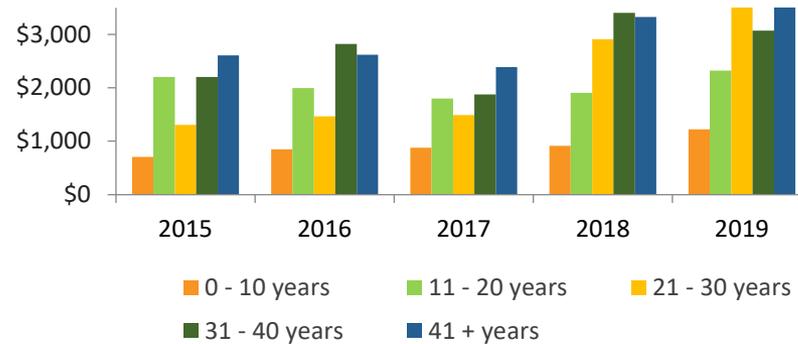
Apartment NOI by Year of Construction



Killam is growing its portfolio of high-quality properties by focusing on developments and acquiring newer properties.

Average Capital Spend Per Unit by Building Age

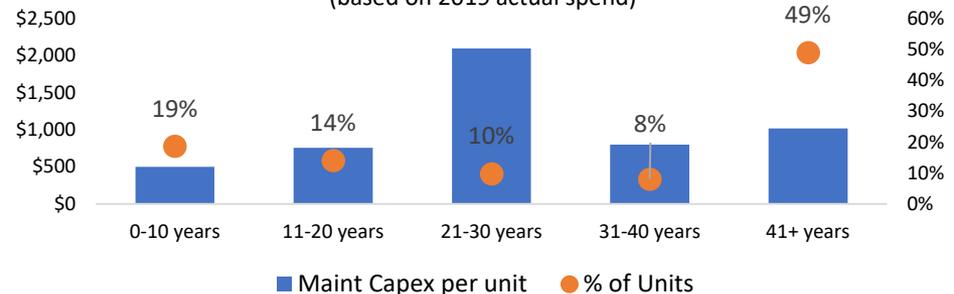
For the years ended Dec 31



Maintenance capital (\$900/unit) represents 28% of total capital spend.

Avg Maint Capex Spend per Unit by Building Age

(based on 2019 actual spend)



Appendices

Core Market Update

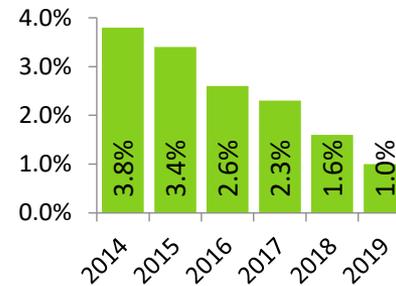
Halifax – 40% of NOI

The Halifax rental market is strong with overall occupancy of 98.6%.

Current Market Conditions (per CMHC in Jan 2020)

- Strong demand as population growth from immigration, intraprovincial migration and demographics continues to outpace new supply.
- Aging population that are downsizing and switching to rental.
- Increasing supply with rising number of rental units under construction.
- Occupancy forecast to increase only modestly over the coming years.

Halifax Vacancy per CMHC

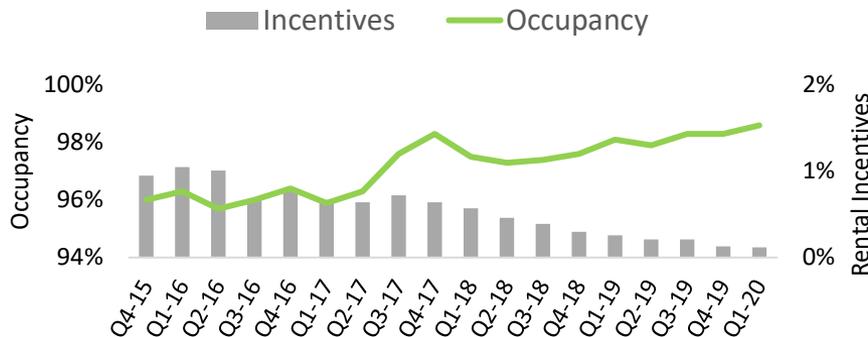


CMHC Market Stats¹

51,400 Rental Units
 1.0% Vacancy
 3.8% ↑ in Average Rent
 3,143 Starts in 2019
 2,668 Completions in 2019
 4,534 Under Construction
 \$1,116 Average Rent

Killam's Same Property Performance

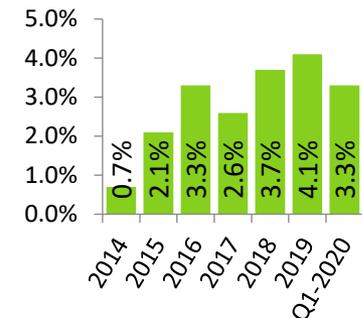
Halifax Same Property Occupancy



Halifax Same Property Rental Increases



Halifax Same Property Revenue Growth

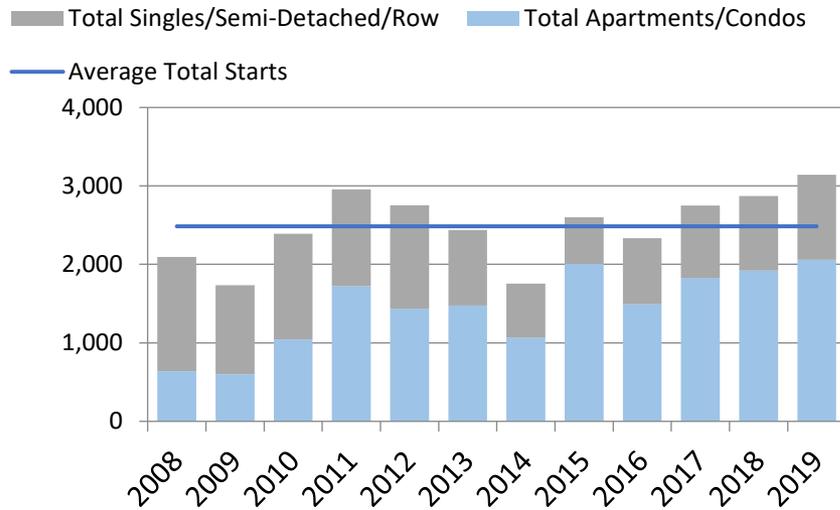


¹ CMHC 2019 Rental Market Report, Fall 2019 Housing Market Outlook and Housing Portal.

Halifax – 40% of NOI

New supply has been absorbed by population growth from immigration, migration and demographics.

Halifax Housing Starts - Apt & Single



Total housing starts have averaged 2,500 dwellings over the past decade – however the portion of multi-family units has increased from 1/3 to 2/3 of starts.

Halifax Housing Starts & Vacancy Trend

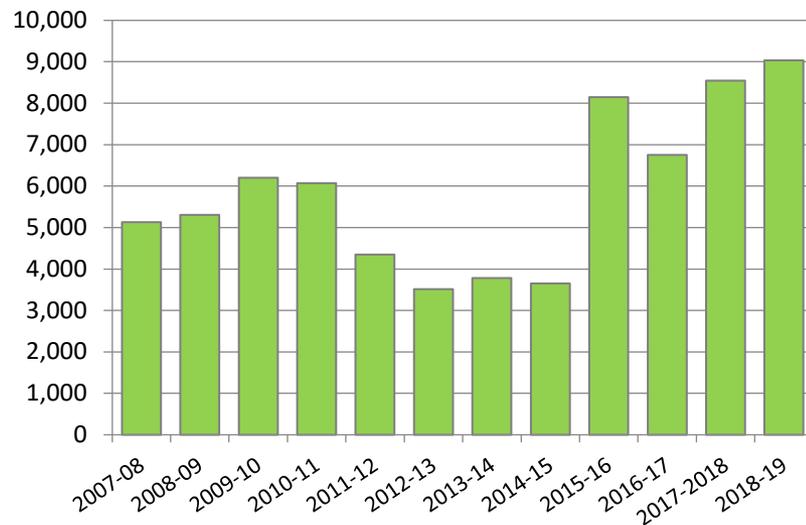


Vacancy at historic lows in Halifax as demand for housing outpaces new rental supply.

Halifax – 40% of NOI

From January 2016 – June 2019, more than 18,000 new permanent residents have settled in Halifax.

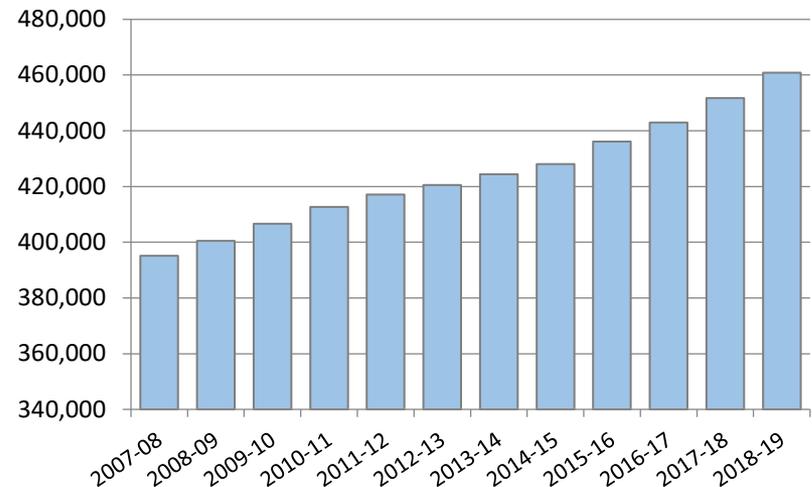
Halifax Population Growth Annually from July 1 – June 30



Source: CMHC

Net interprovincial migration into Nova Scotia has been positive for the last four years, with 3,300 in 2019.

Halifax Total Population



Source: Statistics Canada

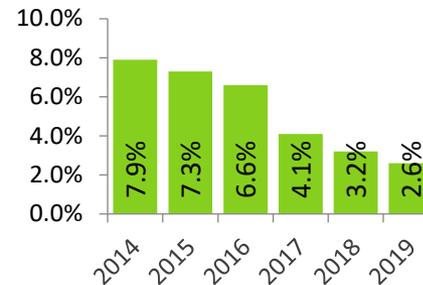
Statistics Canada's latest population estimates for cities in February 2019, estimates Halifax's population increased by 2.0% for the 12 months ended June 30, 2018.

Population growth coupled with limited construction has resulted in record high occupancy of 98.2% in Q1-2020.

Current Market Conditions (per CMHC in Jan 2020)

- Population growth from increased interprovincial and international migration boosts rental demand in 2019, along with downsizing seniors.
- Fewer apartment starts in recent years has contributed to improved occupancy.
- Higher rental increases in all three major markets.

NB Vacancy per CMHC

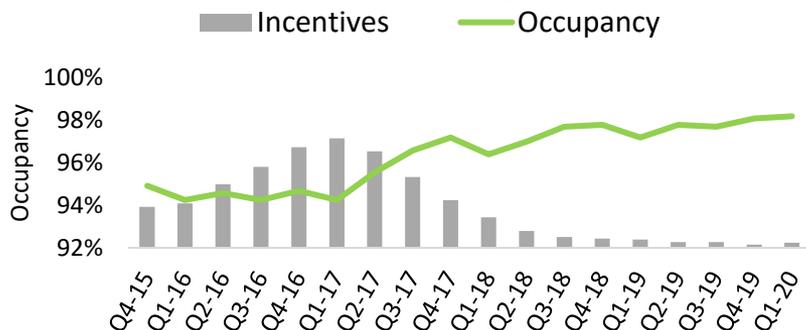


CMHC Rental Stats¹

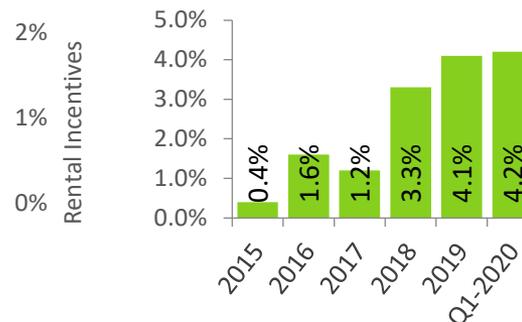
35,888 Rental Units
 2.6% Vacancy
 3.1% ↑ in Average Rent
 1,312 Starts in 2019
 563 Completions in 2019
 1,493 Under Construction
 \$812 Average Rent

Killam's Same Property Performance

NB Same Property Occupancy



NB Same Property Rental Increases



NB Same Property Revenue Growth



¹ CMHC 2019 Rental Market Report and Fall 2019 Housing Market Outlook and Housing Portal.

Ontario – 22% of NOI

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

Current Market Conditions (per CMHC in Jan 2020)

- Population growth from increased interprovincial and international migration boosts rental demand in 2019, along with downsizing seniors.
- Fewer apartment starts in recent years has contributed to improved occupancy.
- Higher rental increases in all three major markets.

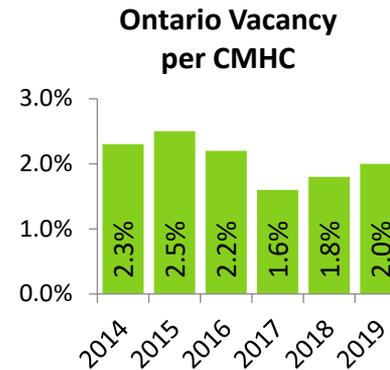
CMHC Rental Stats¹

Ottawa (6.2% of NOI)
 1.8% vacancy in 2019
 1.6% vacancy in 2018

London (3.6% of NOI)
 1.8% vacancy in 2019
 2.3% vacancy in 2018

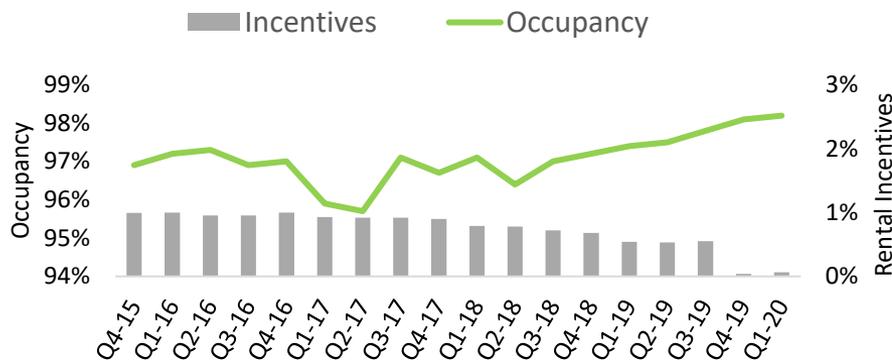
Cambridge (4.0% of NOI)
 2.0% vacancy in 2019
 3.0% vacancy in 2018

Toronto (2.8% of NOI)
 1.5% vacancy in 2019
 1.1% vacancy in 2018

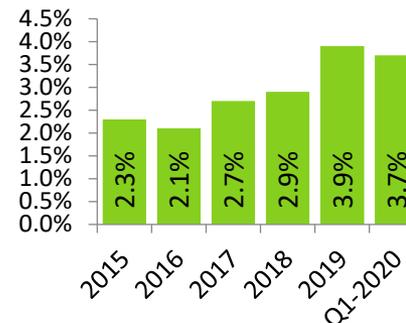


Killam's Same Property Performance

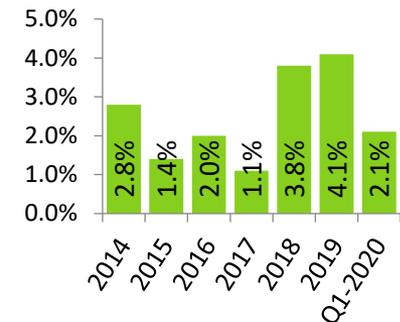
Ontario Same Property Occupancy



Ontario Same Property Rental Increases



Ontario Same Property Revenue Growth



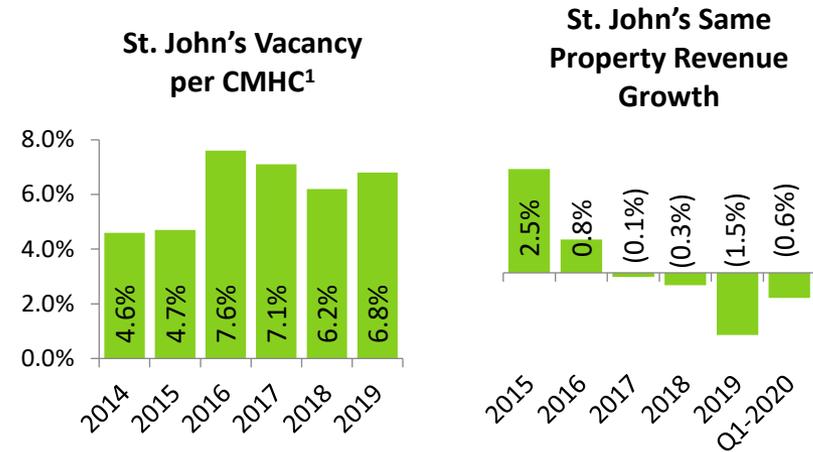
¹ CMHC 2019 Rental Market Report and Fall 2019 Housing Market Outlook and Housing Portal.

St. John's & Charlottetown, 5% & 6% of NOI

St. John's – Slow recovery of economic conditions as highly dependant on major oil investments.

Market Fundamentals (per CMHC in Jan 2020)

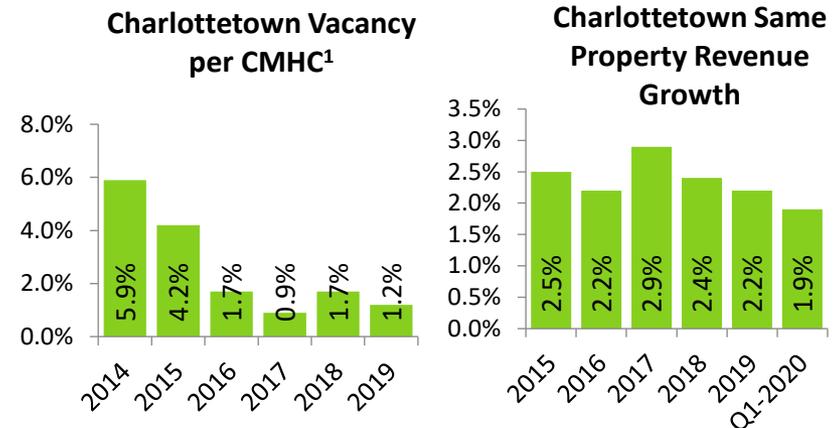
- Uptick in vacancy in 2019 after a couple years of decreasing vacancy rates.
- Rental rates have declined 1.5% in 2019 after growth of 1.7% in 2018.
- Depressed construction with rental completions well below the average of the last five years should drive improvements in vacancy going forward.



Charlottetown – Tight market as supply has not kept pace with population growth.

Market Fundamentals (per CMHC in Jan 2020)

- Per capita, amongst the highest rates of immigration in Canada leading to significant population growth.
- Sizable senior population downsizing to rental.
- Limited new construction with only 475 multi-family starts in 2019.
- Rent control limits rental rate growth.



¹ CMHC 2019 Rental Market Report and Fall 2019 Housing Market Outlook and Housing Portal.

Repositioning Program

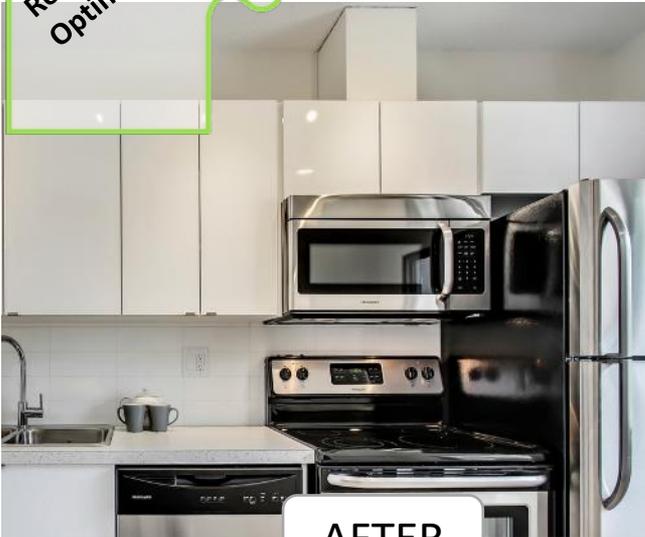
Increasing earnings from existing portfolio.

Revenue
Optimization

Spruce Grove, Calgary (66 units) | Driving revenues through repositioning units

Suite Repositionings

- \$27K - Average investment per unit
- 22% - Average rent lift
- 14.1% - Average ROI
- \$390 Avg monthly increase



AFTER



BEFORE



Increasing earnings from existing portfolio.

Westminster, London (106 units) | Growing revenues through repositioning units

Revenue Optimization



AFTER



Suite Repositionings

- \$32K - Average investment per unit
- 44% - Average rent lift
- 13% - Average ROI
- \$350 Avg monthly increase



BEFORE



Increasing earnings from existing portfolio.

Revenue
Optimization

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



AFTER



BEFORE

Suite Repositionings

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



Common area upgrades



Increasing earnings from existing portfolio.

Revenue
Optimization

Quinpool Tower, Halifax (233 units) | Investing in common area upgrades

AFTER



Common area upgrades



BEFORE



2019 Acquisitions

2019 Acquisitions | 11 Harold Doherty

Description:

59 units; 48 underground parking stalls
Average rent – \$1,175/month (\$1.40/sf)
100% leased

Acquisition Details:

\$8.1 million (\$137,000/unit)
5.8% capitalization rate
Built in 2017

Location:

Fredericton, NB

Closed: April 18, 2019



2019 Acquisitions | Charlottetown Mall

Description:

- 32 acre commercial site with apartment development opportunity for ~300 units
- 352,448 sf grocery anchored enclosed retail complex

Commercial/Retail Details:

- 5.42 year average lease term
- 89.2% occupied
- 80% national tenants
- Retail continued to be managed by RioCan

Acquisition Details:

- \$23.75 million (50% interest)
- 6.7% yield
- Closed May 17, 2019

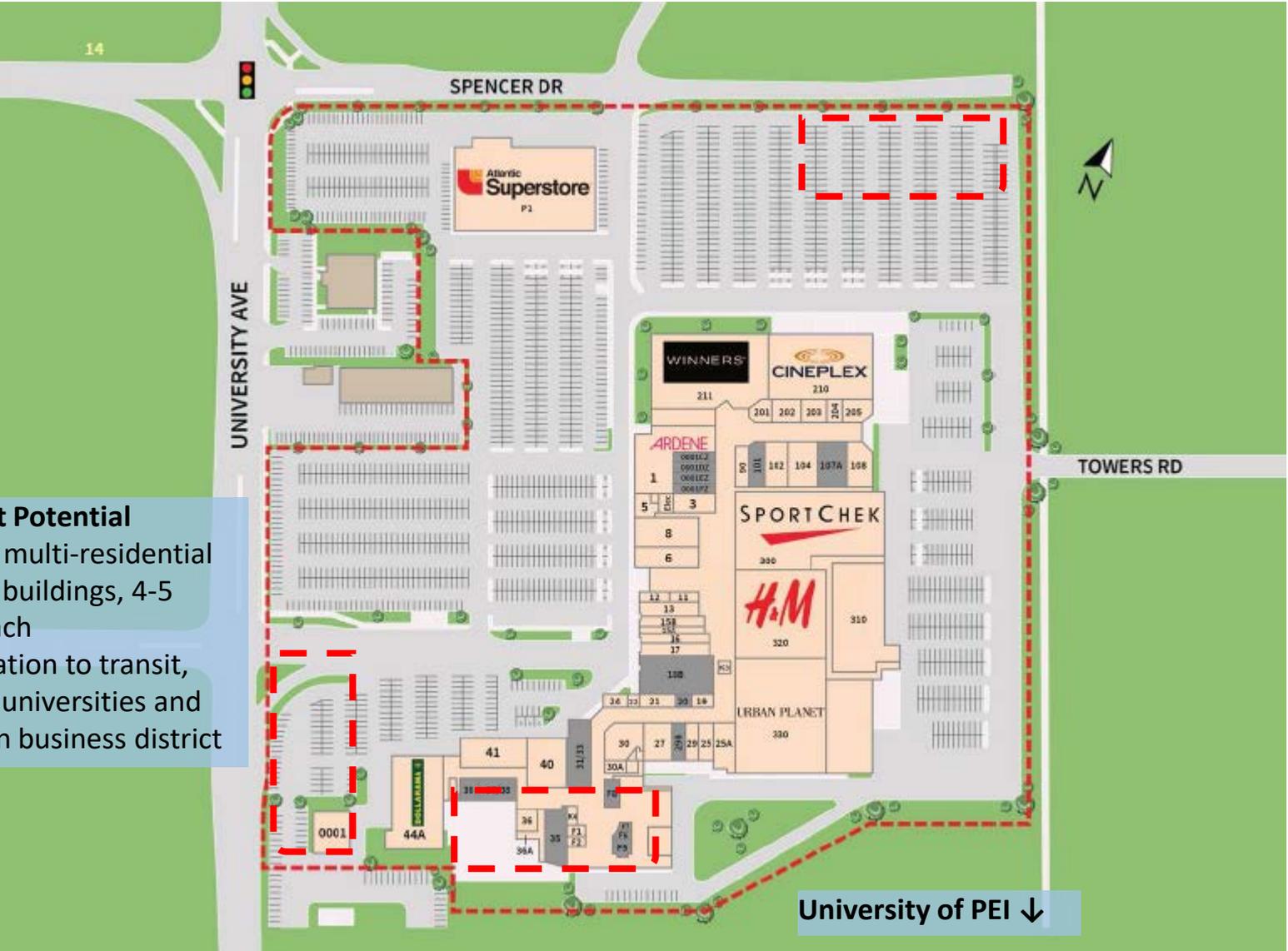
50%/50% Killam/RioCan Joint Venture

Location Details:

- Downtown Charlottetown
- PEI's busiest retail node
- Premium visibility on main arterial routes
- Surrounded by retail, residential neighbourhoods and the University of PEI



Charlottetown Mall | Future Development



- Development Potential**
- Zoned for multi-residential
 - ~100 unit buildings, 4-5 storeys each
 - Prime location to transit, trails, the universities and downtown business district

University of PEI ↓

2019 Acquisitions | Grid 5 & Silver Spear

Description:

Grid 5 – 50% of 307 units

Silver Spear – 50% of 199 units

Acquisition Details:

\$69.9⁽¹⁾ million

4.2% capitalization rate

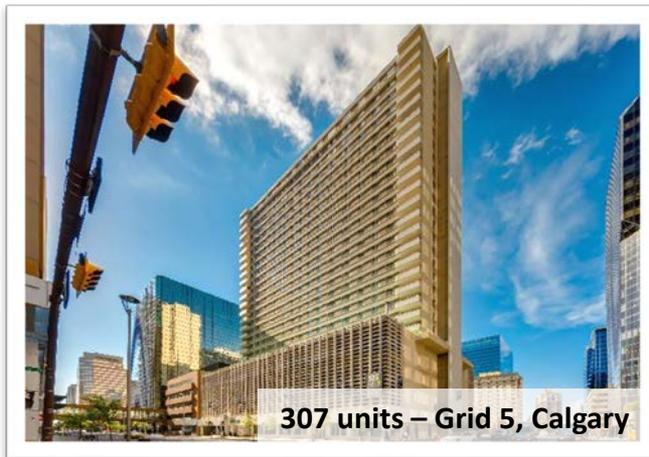
Location:

Calgary, AB

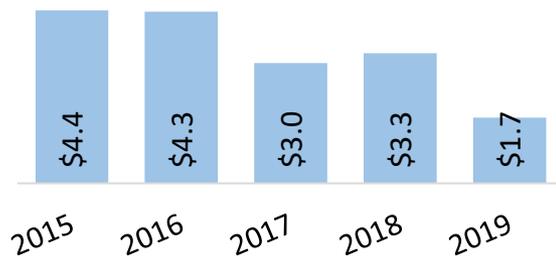
Mississauga, ON

Closed: June 14, 2019

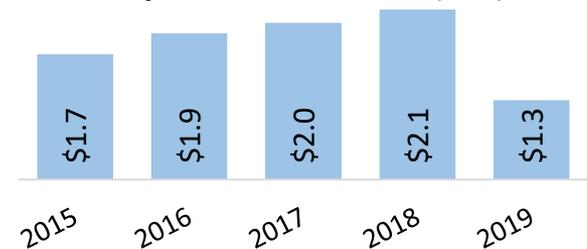
Killam acquired its initial ownership interest in Silver Spear in 2012 and Grid 5 in 2014 and has been managing these properties since then. Killam acquired the remaining 50% interest in both assets in early June 2019 with a seamless absorption into our property management platform.



Grid 5 - Annual NOI (\$M)



Silver Spear - Annual NOI (\$M)



⁽¹⁾ With an additional \$3.6 million allocated to the acquisition of the Silver Spear II development land.

2019 Acquisitions | Dieppe Village

Description:

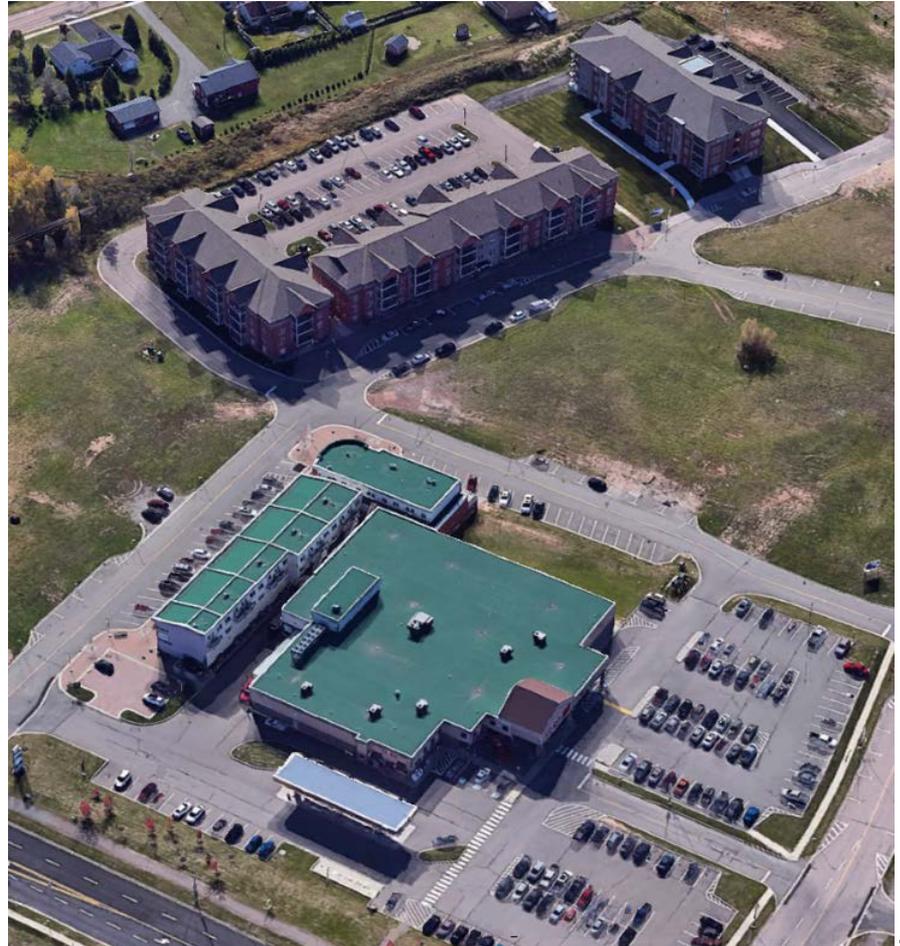
- 3 residential apartment buildings
- 1 mixed-use commercial & residential building
- 127 units total
- 1 Co-op grocery store with gas bar & 2.5 acres of vacant land
- 45,500 SF of commercial space total

Acquisition Details:

- Blended all cash yield of 5.7%
- 5.0% residential capitalization rate
- 7.9% commercial capitalization rate
- \$28.9 million (\$21.4M res; \$6.6M comm: \$0.9M vacant land)
- Closed: June 27, 2019

Location:

Moncton, NB



2019 Acquisitions | Lian Street

Description:

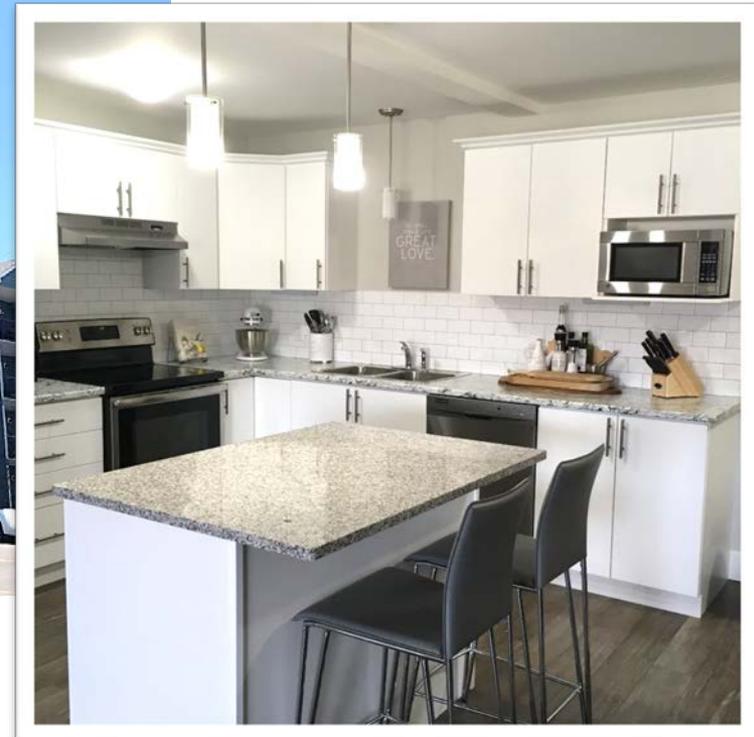
48 units; 48 underground parking spots
Four-storey apartment complex with large 2 & 3
bedroom units
Average rent – \$1,367/month (\$1.00/sf)

Acquisition Details:

\$9.25 million
5.40% capitalization rate
100% occupied
Closed: August 20, 2019

Location:

Fredericton, NB



2019 Acquisitions | 145 Canaan

Description:

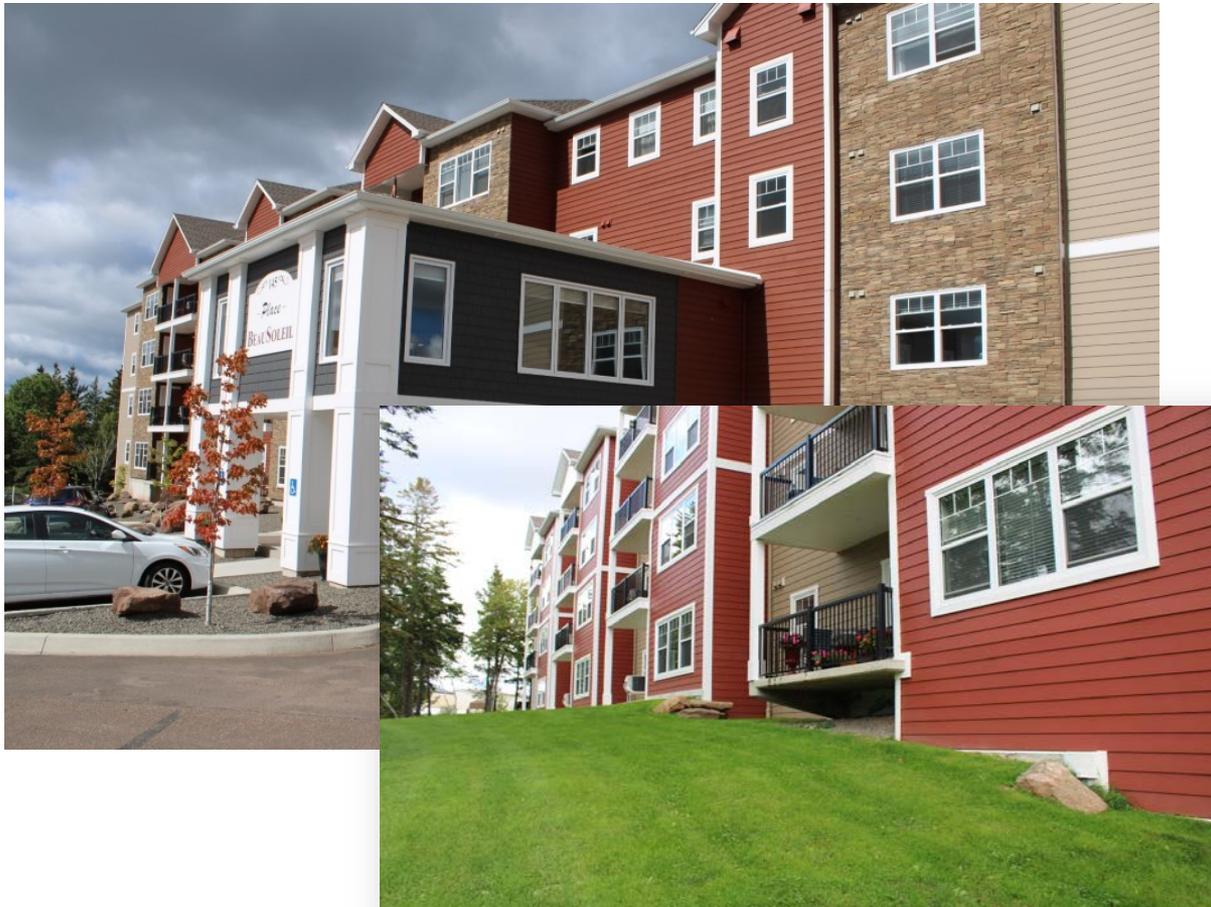
48 units
Underground parking
Four-storey apartment with large 1 & 2 bdrm units
Average rent – \$1,229/month (\$1.06/sf)

Acquisition Details:

\$9.5 million
5.0% capitalization rate
100% occupied
Closed: Nov 22, 2019

Location:

Moncton, NB



2019 Acquisitions | The Link

Description:

105 units
Underground parking
Eight-storey apartment complex with 1 & 2 bdrm units
Average rent – \$1,627/month (\$1.97/sf)

Acquisition Details:

\$31.5 million (\$305,000/unit)
4.5% capitalization rate
88% leased
Closed: November 25, 2019

Location:

Edmonton, AB





Philip Fraser
President & Chief Executive Officer
902-453-4536
pfraser@killamreit.com

Robert Richardson, FCPA, FCA
Executive Vice President
902-442-9001
rrichardson@killamreit.com

Dale Noseworthy, CPA, CA, CFA
Chief Financial Officer
902-442-0388
dnoseworthy@killamreit.com

Nancy Alexander, CPA, CA
VP, Investor Relations & Sustainability
902-442-0374
nalexander@killamreit.com

Contact Information