



# Q3 2014 Results Conference Call

November 5, 2014  
12 pm Eastern



# Cautionary Statement



This presentation may contain forward-looking statements with respect to Killam Properties Inc. and its operations, strategy, financial performance and condition. These statements generally can be identified by use of forward-looking words such as “may”, “will”, “expect”, “estimate”, “anticipate”, “intends”, “believe” or “continue” or the negative thereof or similar variations. The actual results and performance of Killam Properties Inc. discussed herein could differ materially from those expressed or implied by such statements. Such statements are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations. Important factors that could cause actual results to differ materially from expectations include, among other things, general economic and market factors, competition, changes in government regulation and the factors described under “Risk Factors” in Killam' annual information form and other securities regulatory filings. The cautionary statements qualify all forward-looking statements attributable to Killam Properties Inc. and persons acting on its behalf. Unless otherwise stated, all forward-looking statements speak only as of the date to which this presentation refers, and the parties have no obligation to update such statements.

# Highlights from Q3 2014



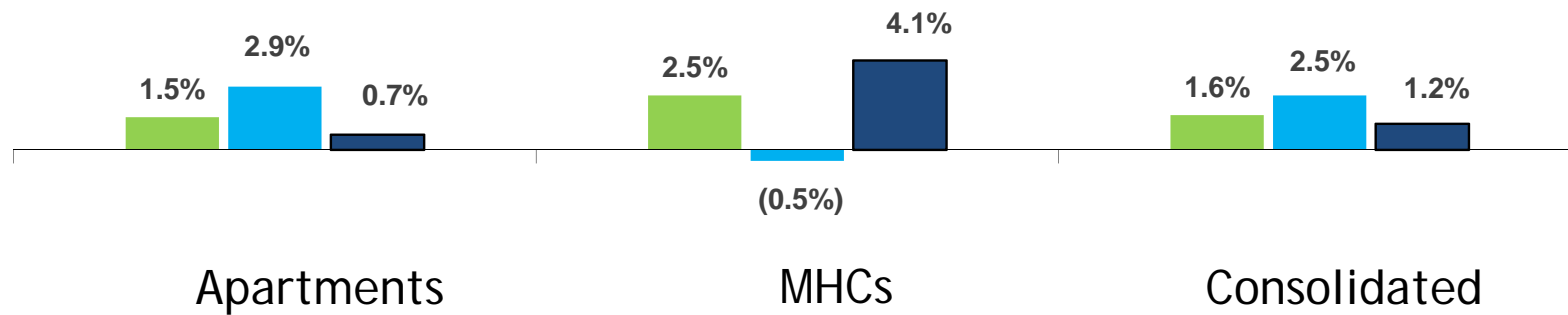
- Generated funds from operations per share of \$0.24 compared to \$0.22 during Q3 2013.
- Increased same store revenue by 1.6%.
- Increased same store NOI by 1.2%.
- Completed \$24.9 million in acquisitions.
- Reduced the weighted average interest rates on mortgage debt to 3.76%, from 3.85% at June 30, 2014.
- Extended the term to maturity of mortgage debt to 4.5 years from 4.4 years at June 30, 2014.

# Same Store NOI



Same Store Results  
3 months ended Sept 30, 2014

■ Revenue ■ Expenses ■ NOI

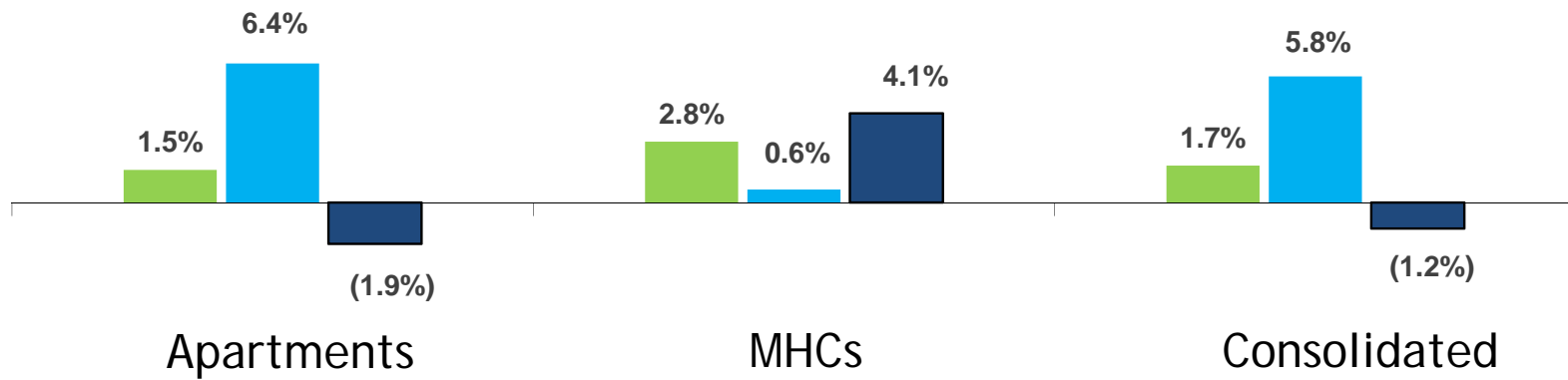


# Same Store NOI



Same Store Results  
9 months ended Sept 30, 2014

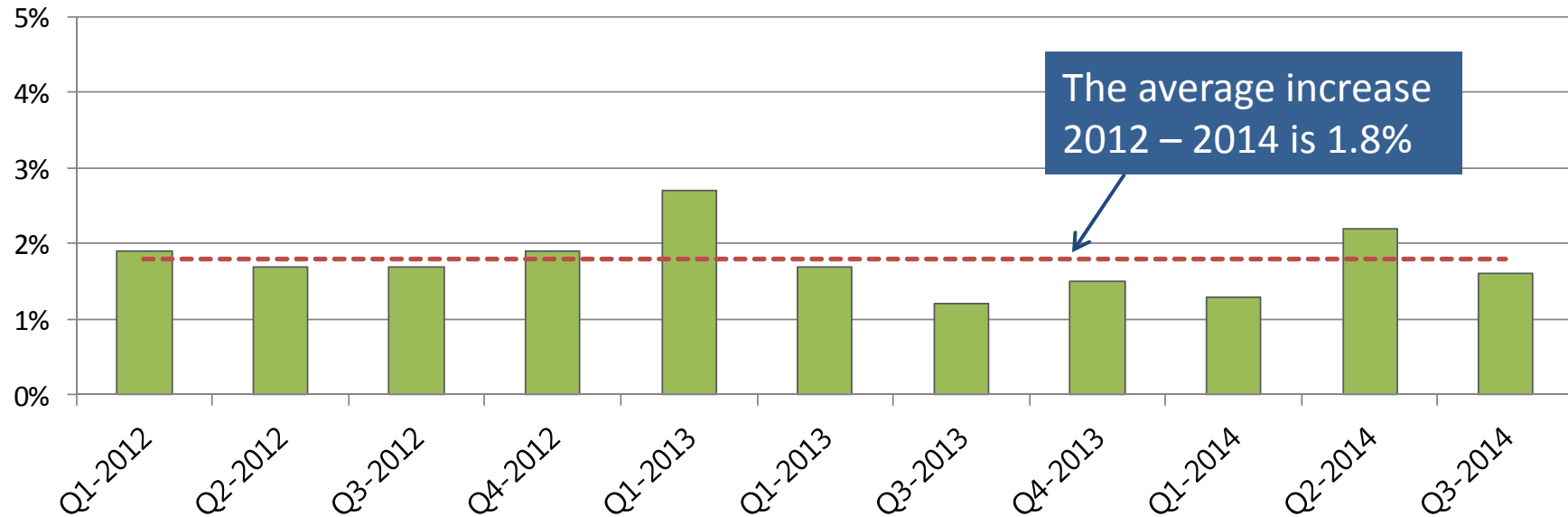
■ Revenue ■ Expenses ■ NOI



# Same Store Revenue Growth



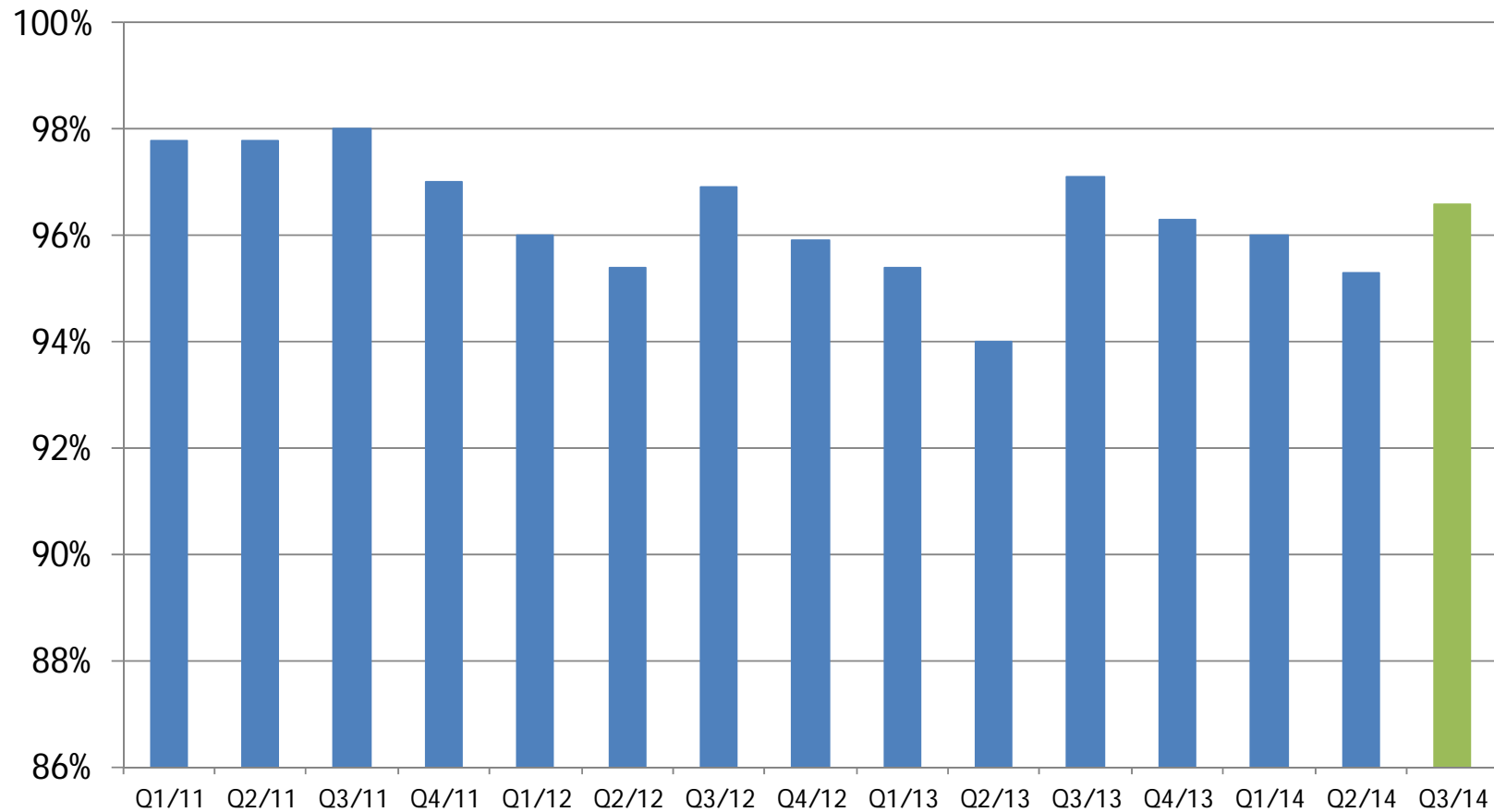
### Same Store Quarterly Revenue Growth



# Occupancy of 96.6% at September 30, 2014



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

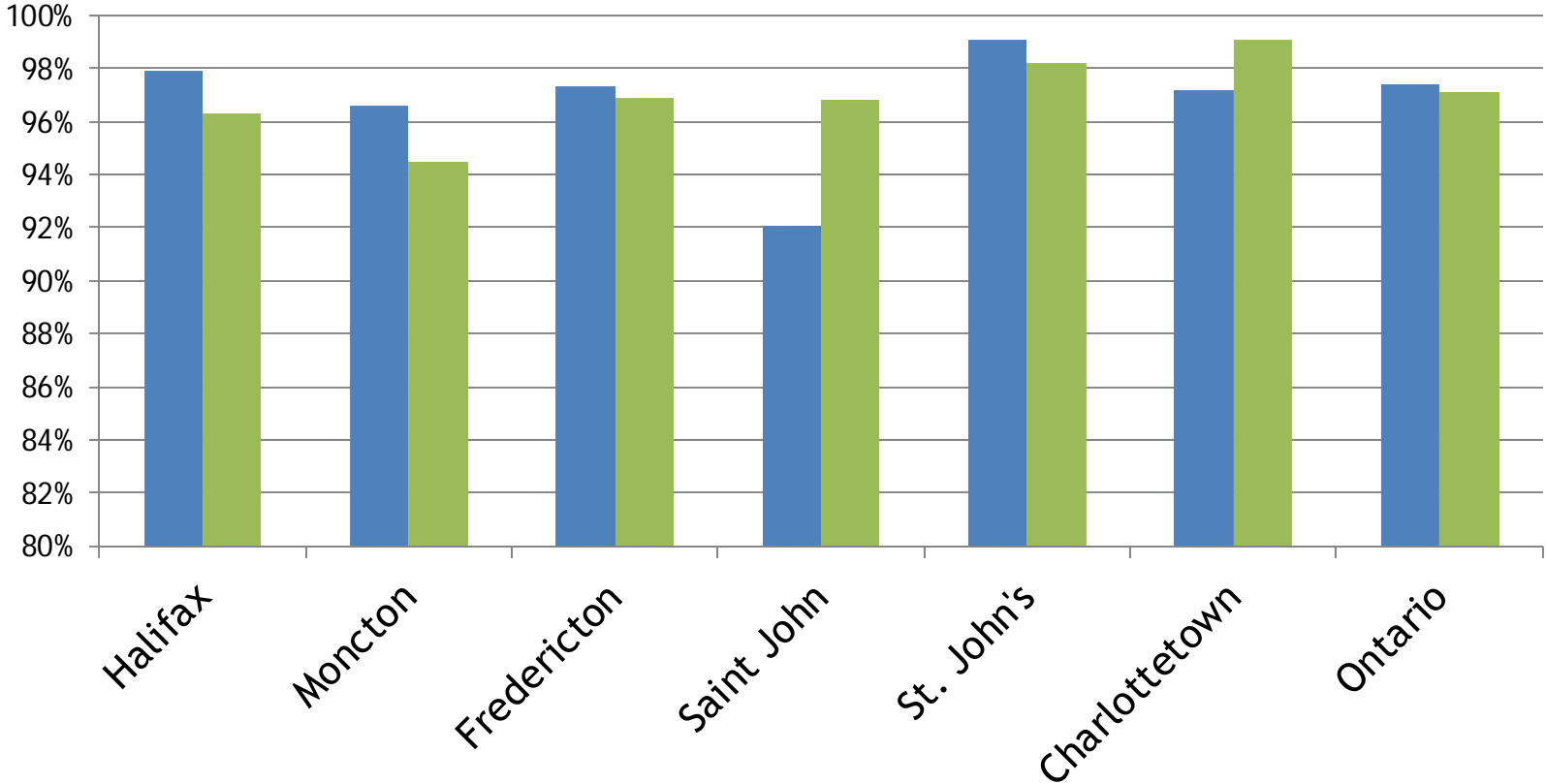


# Occupancy by Market



## Quarter-Over-Quarter Occupancy

■ Sep-13 ■ Sep-14

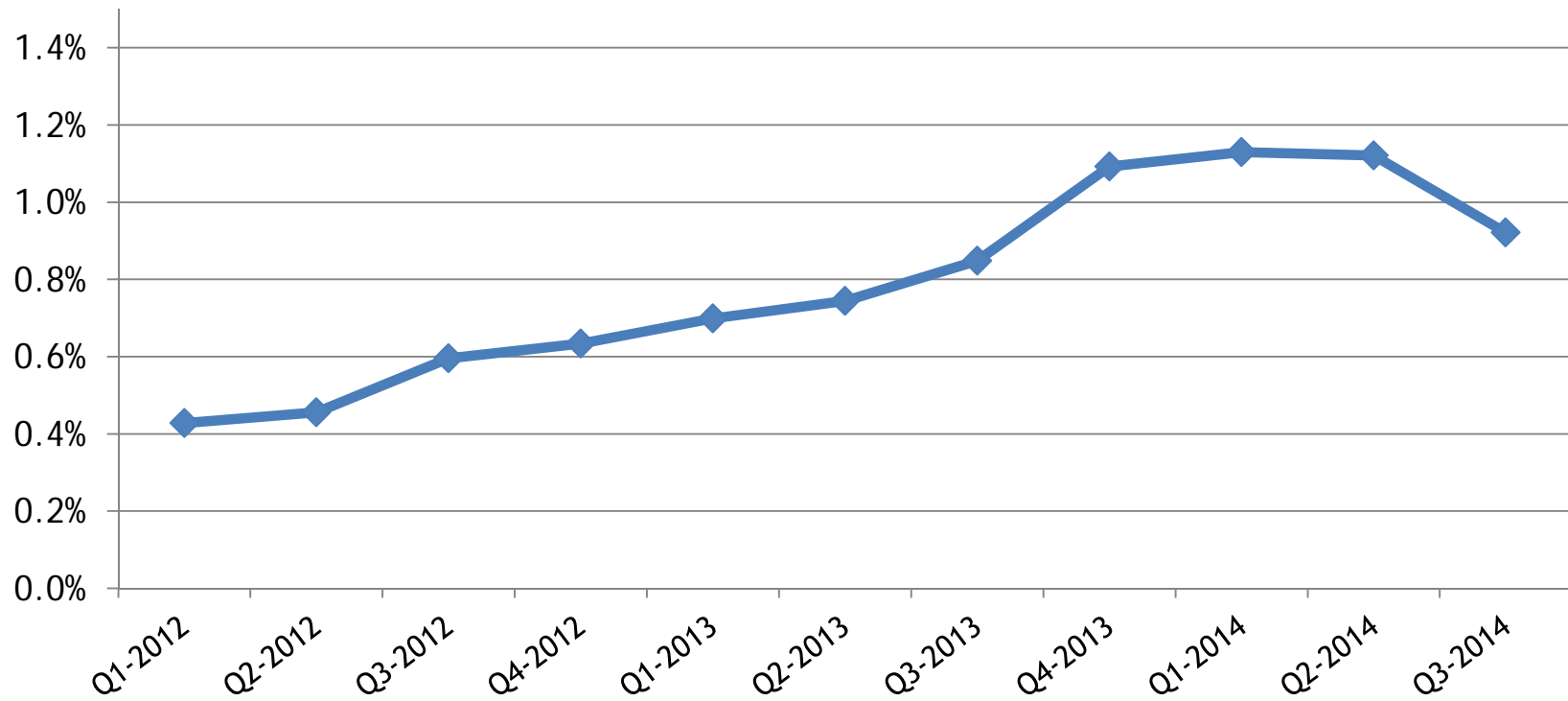




# Increased Incentive Offerings



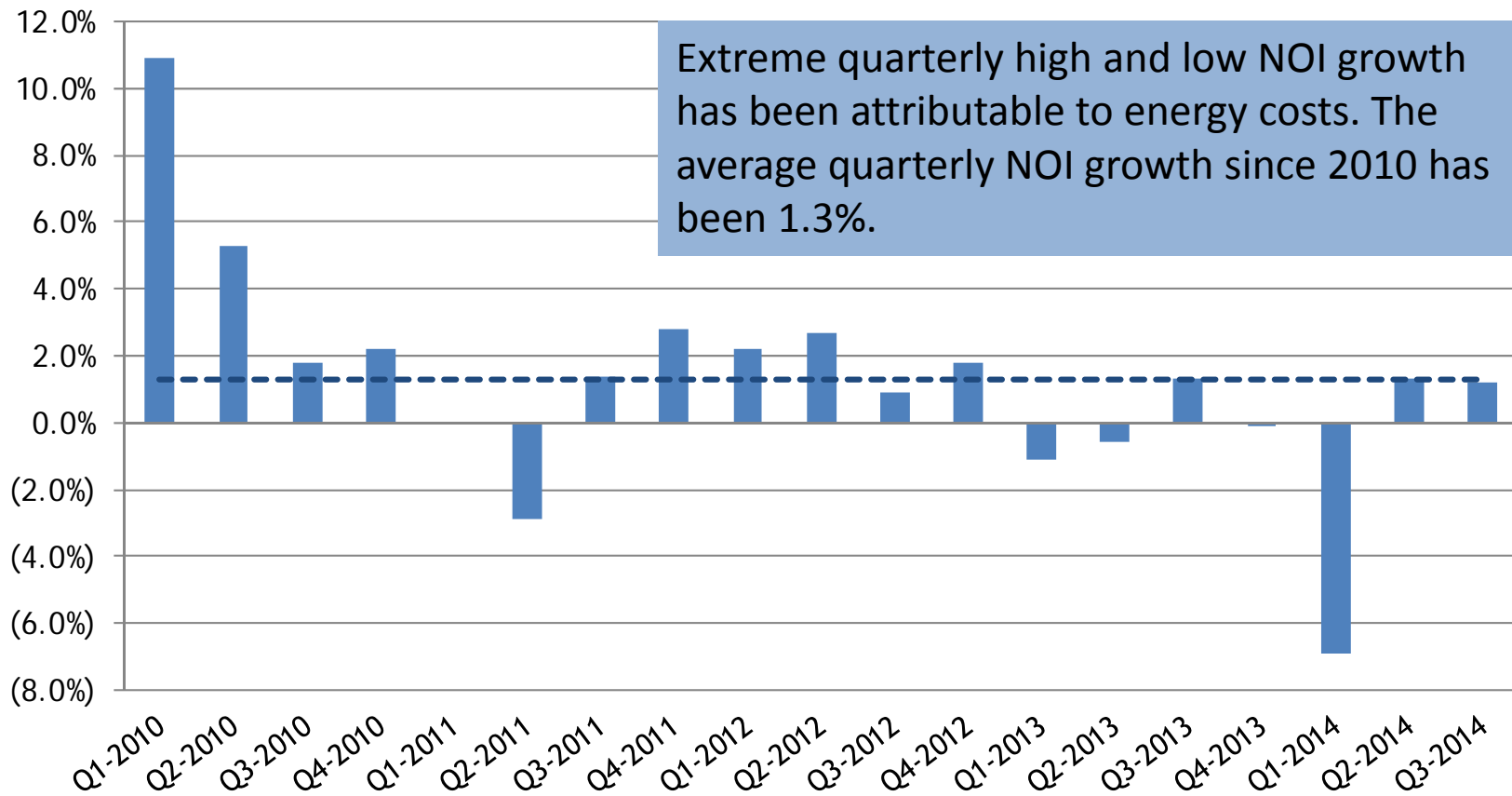
Incentives as a Percentage of Rental Revenue  
*Same Store Apartment Properties*



# Same Store NOI Growth



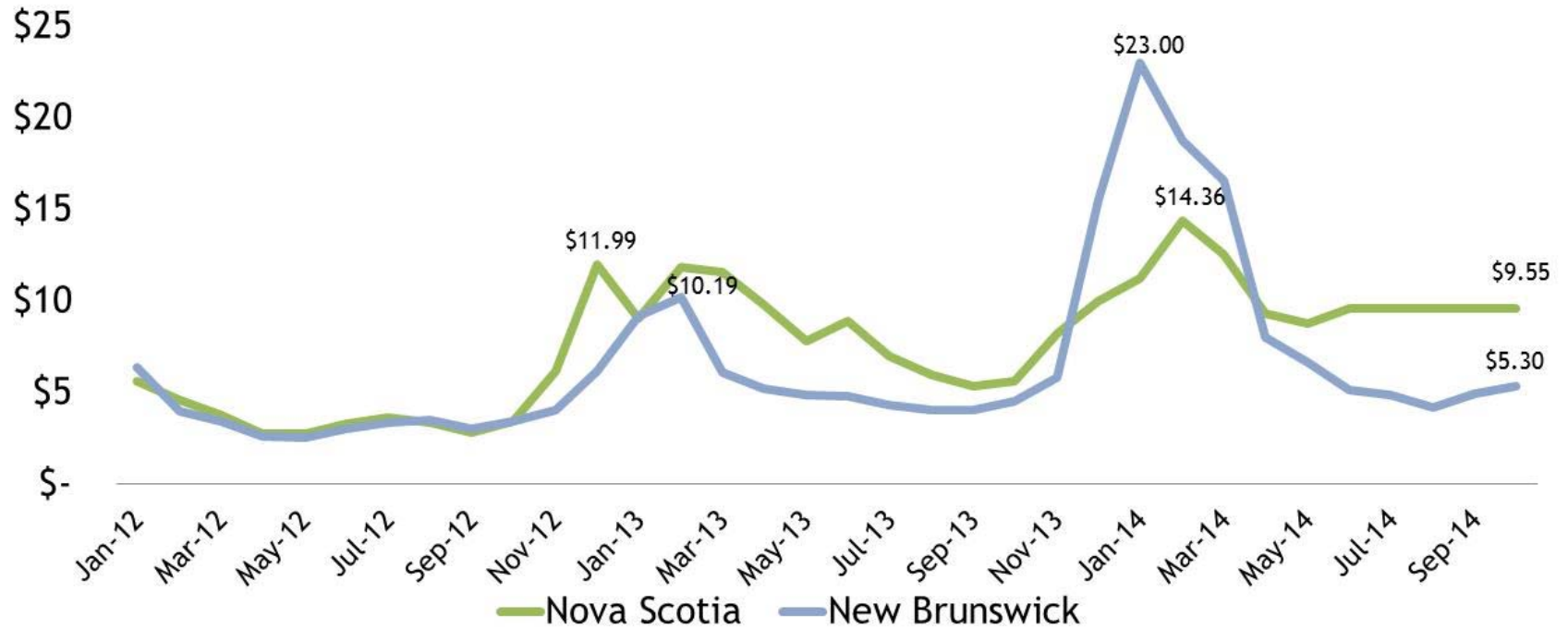
## 2010 - 2014 Same Store Quarterly NOI Growth



# Increased Natural Gas Costs



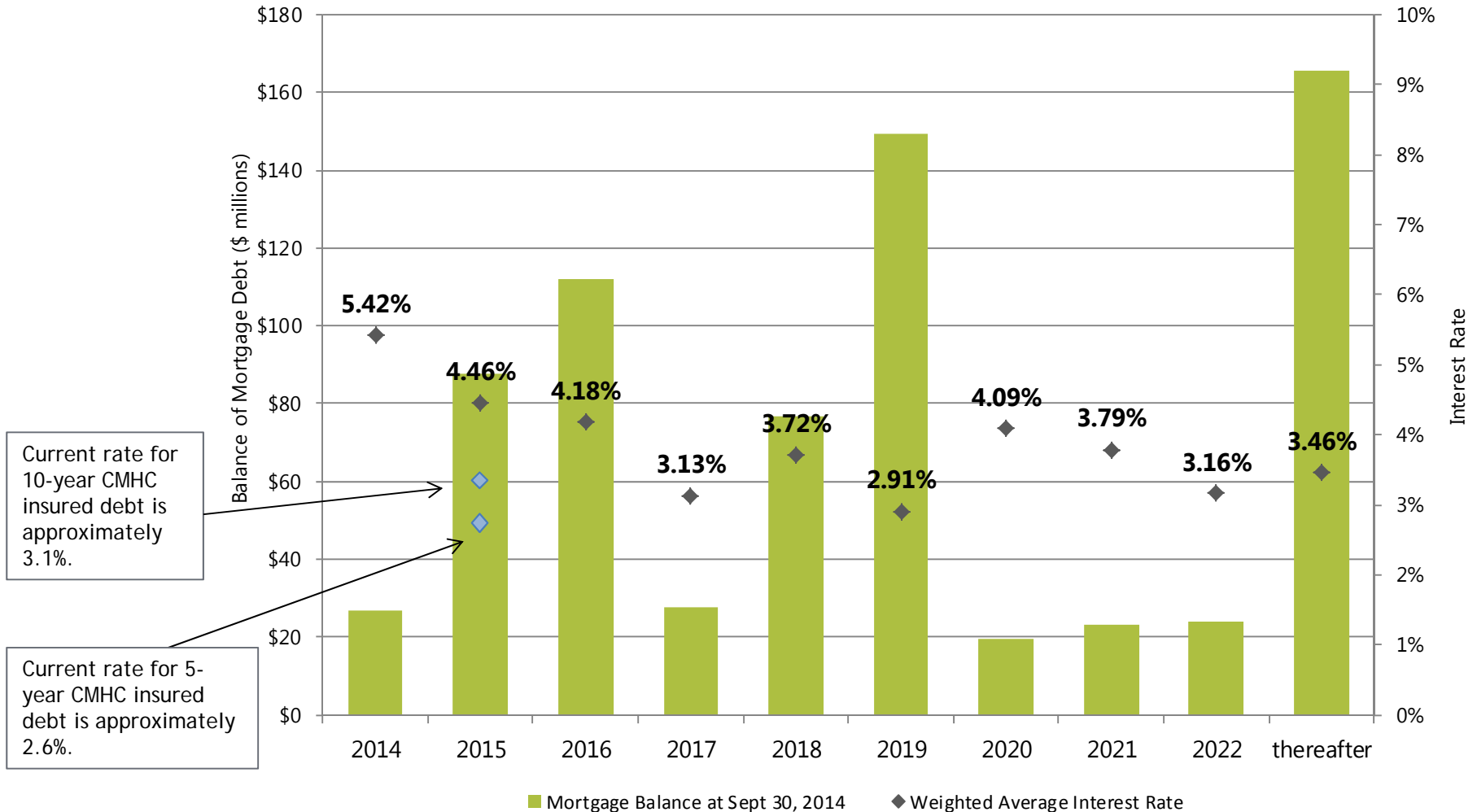
Cost of Natural Gas in Nova Scotia & New Brunswick  
(Commodity Charge per GJ)



# Interest Expense Savings



## Apartment Mortgage Maturities by Year



# Kanata Lakes II Acquisition





# Chelsea Place Development



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

Start Date: October 2013

Projected Completion: Phase 1 (63 units) - Q4 2014  
Phase 2 (39 units) - Q1 2015

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

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

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



# Chelsea Place Development



# Saginaw Gardens Development



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





# Saginaw Gardens Development



Saginaw Gardens, Cambridge



# Southport Development



Building Description:	142 units, 70 rental units, 72 condo units
Ownership:	Killam 50% (100% of rental units), Urban Capital 50% (100% of condo units)
Start Date:	Q4 2014
Projected Completion:	2016
Location:	1057 Barrington Street, Halifax
Construction Cost:	\$14.7 million, \$210K/door (Killam's cost)
Building Features:	modern units, rooftop terrace, fitness room, retail on the first floor







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