



**Investor Presentation**  
November 2020

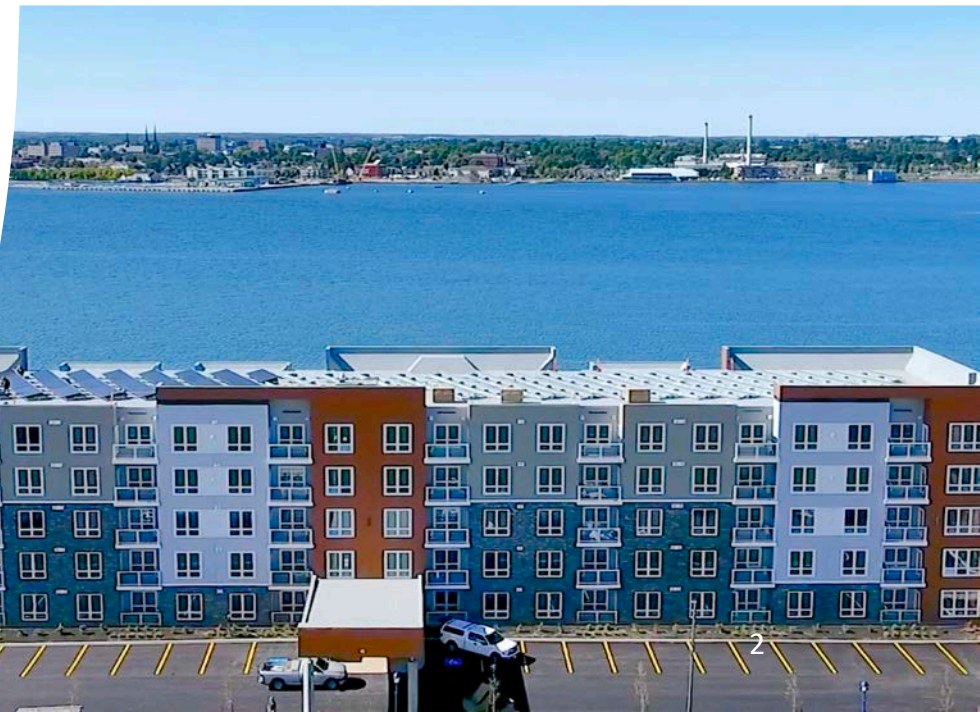


**KILLAM APARTMENT REIT**



# Cautionary Statement

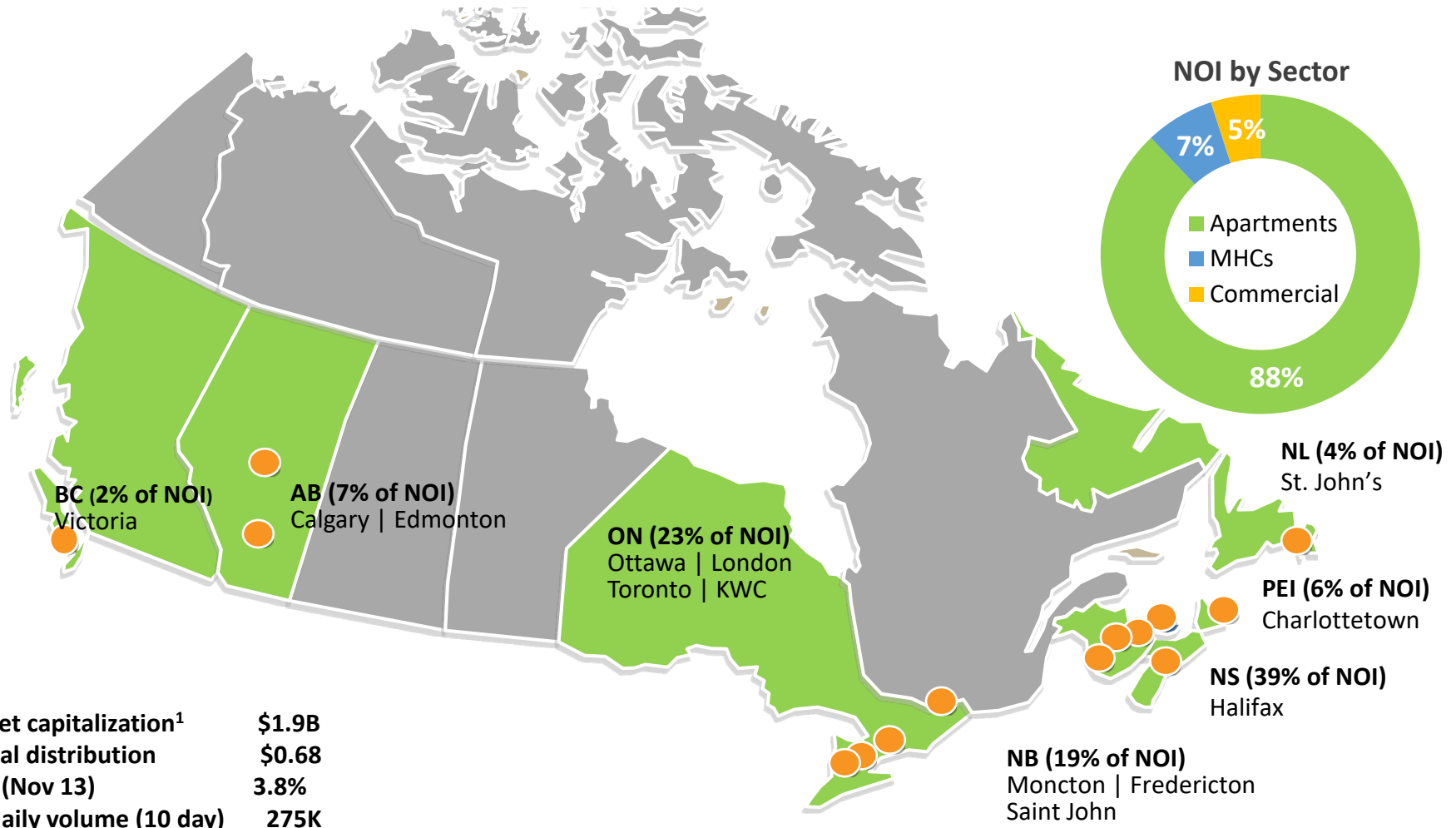
This presentation may contain forward-looking statements with respect to Killam Apartment REIT and its operations, strategy, financial performance and condition. These statements generally can be identified by use of forward-looking words such as “may”, “will”, “expect”, “estimate”, “anticipate”, “intends”, “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, Killam’s Management’s Discussion and Analysis for the three and nine months ended September 30, 2020, and other securities regulatory filings. The cautionary statements qualify all forward-looking statements attributable to Killam Apartment REIT and persons acting on its behalf. Unless otherwise stated, all forward-looking statements speak only as of the date to which this presentation refers, and the parties have no obligation to update such statements.



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



Killam's portfolio includes ~\$3.6 billion in real estate assets, comprised of 17,048 apartment units, 5,875 manufactured home community (MHC) sites and 0.75 million square feet of commercial space.



Market capitalization <sup>1</sup>	\$1.9B
Annual distribution	\$0.68
Yield (Nov 13)	3.8%
Avg daily volume (10 day)	275K

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

# Portfolio Details

## Apartment Portfolio

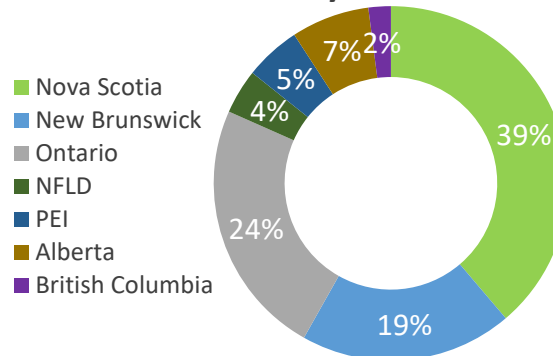
	Number of Units	Number of Properties	% of Total NOI <sup>(1)</sup>
<b>Nova Scotia</b>			
Halifax	5,814	65	34.1%
Sydney	139	2	0.8%
	<b>5,953</b>	<b>67</b>	<b>34.6%</b>
<b>New Brunswick</b>			
Moncton	2,073	36	7.5%
Fredericton	1,529	23	7.0%
Saint John	1,202	14	4.0%
Miramichi	96	1	0.4%
	<b>4,900</b>	<b>74</b>	<b>18.9%</b>
<b>Ontario</b>			
Ottawa	1,216	9	6.5%
London	523	5	3.3%
Cambridge-GTA	818	6	6.7%
	<b>2,557</b>	<b>20</b>	<b>16.5%</b>
<b>Newfoundland &amp; Labrador</b>			
St. John's	915	12	3.9%
Grand Falls	148	2	0.3%
	<b>1,063</b>	<b>14</b>	<b>4.2%</b>
<b>Prince Edward Island</b>			
Charlottetown	1,064	20	4.3%
Summerside	86	2	0.4%
	<b>1,150</b>	<b>22</b>	<b>4.7%</b>
<b>Alberta</b>			
Edmonton	579	4	3.3%
Calgary	531	3	3.8%
	<b>1,110</b>	<b>7</b>	<b>7.1%</b>
<b>British Columbia</b>			
Victoria	315	2	2.1%
<b>Total Apartments</b>	<b>17,048</b>	<b>206</b>	<b>88.4%</b>

## Manufactured Home Community Portfolio

	Sites	Number of Communities	% of Total NOI <sup>(1)</sup>
Nova Scotia	2,749	17	2.9%
Ontario	2,284	17	3.7%
New Brunswick	672	3	0.2%
Newfoundland & Labrador	170	2	0.2%
<b>Total MHCs</b>	<b>5,875</b>	<b>39</b>	<b>7.0%</b>
<b>Commercial Portfolio</b>			
	Square Footage	Number of Properties	% of Total NOI <sup>(1)</sup>
Nova Scotia	219,000	5	0.9%
Ontario	306,000	1	2.7%
Prince Edward Island	192,000	1	0.7%
New Brunswick	33,000	1	0.3%
<b>Total Commercial</b>	<b>750,000</b>	<b>8</b>	<b>4.6%</b>
<b>Total Portfolio</b>		<b>250</b>	<b>100.0%</b>

(1) % of total NOI for the nine months ended September 30, 2020.

## NOI By Province



# Long-term Strategy to Grow FFO & NAV

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



Increase earnings from existing portfolio.



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



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

# 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

\$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

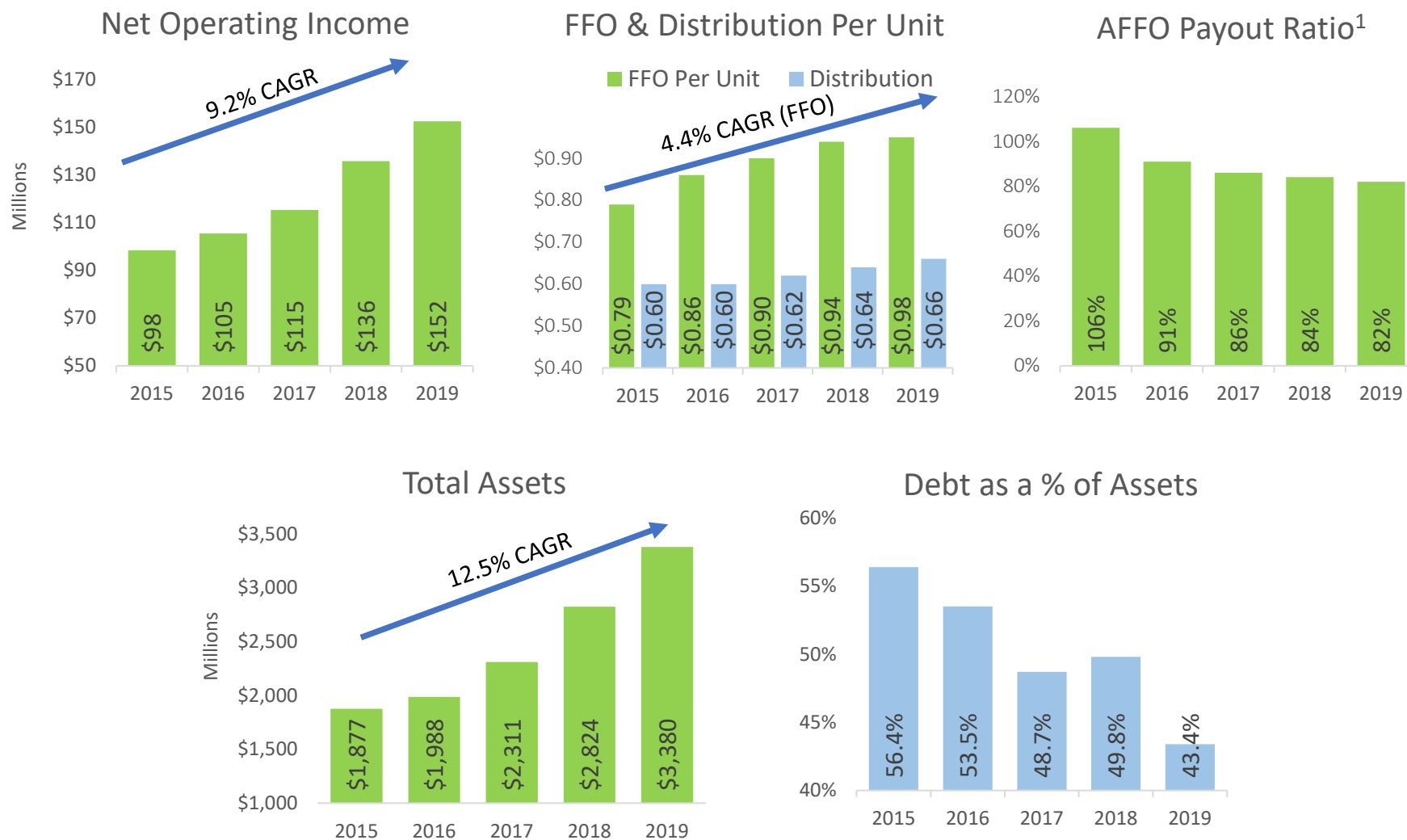


## Engaged Team

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

**Positioned for long-term success**

# Proven Record of Strong Growth



<sup>1</sup> 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.

# 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

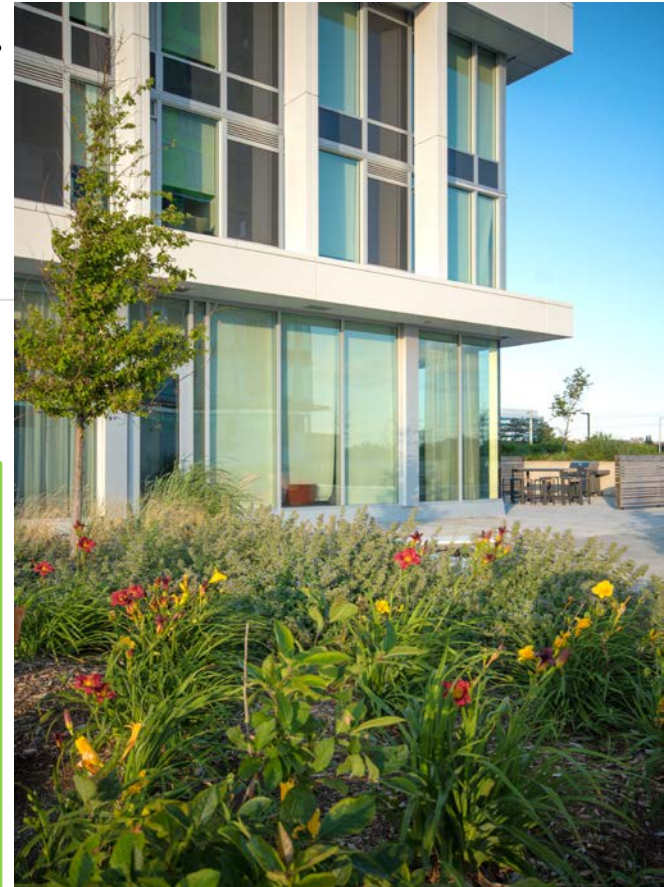
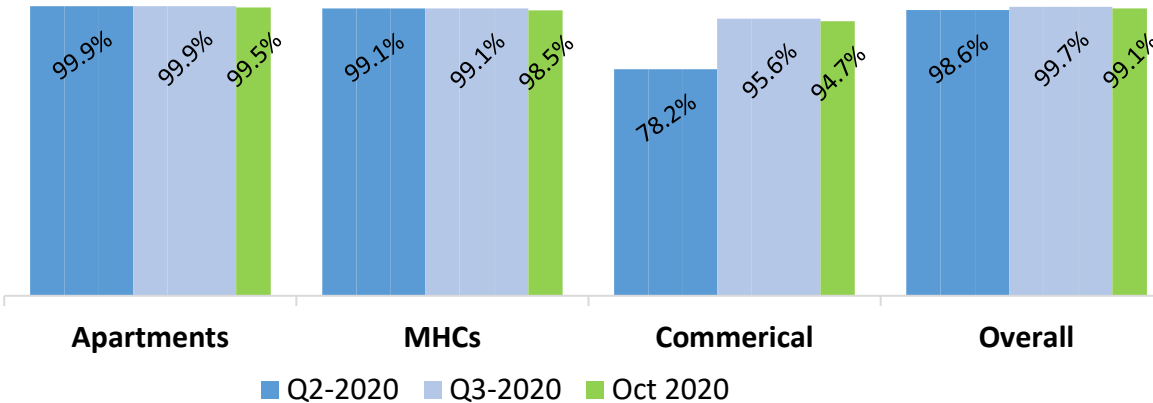


Dispose of select properties to provide capital to acquire newer/higher earning assets.



# COVID-19 | Rent Collection Impact

Rent Collection (as at Oct 30<sup>th</sup>)



## Killam's Commercial Tenants

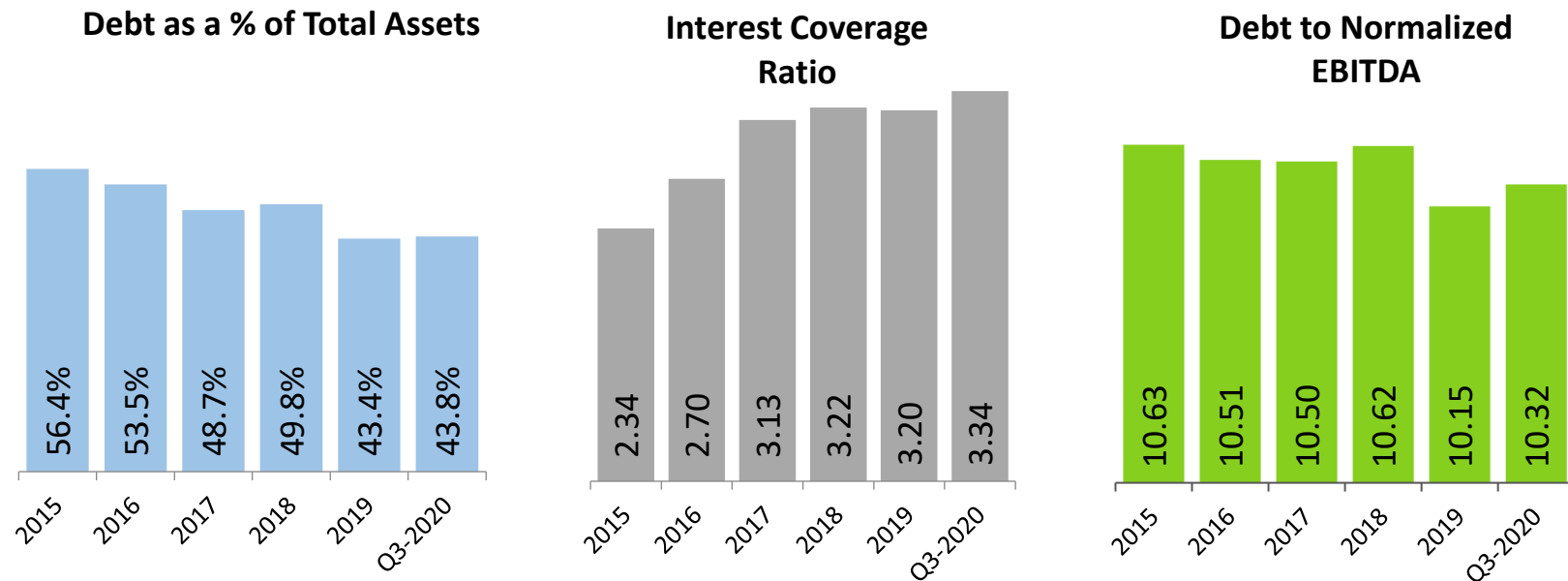
Participating in the federal CECRA program with:

- 40 tenants
- \$0.2M revenue reduction recorded year-to-date

Working with tenants that do not qualify for CECRA on a case-by-case basis, and in certain cases have agreed to temporary rent deferrals for 60 to 90 days.

Killam continues to diligently work on all arrears and seeking rent deferrals arrangements with commercial and residential tenants on a case-by-case basis.

Killam is managing its balance sheet with conservative leverage.

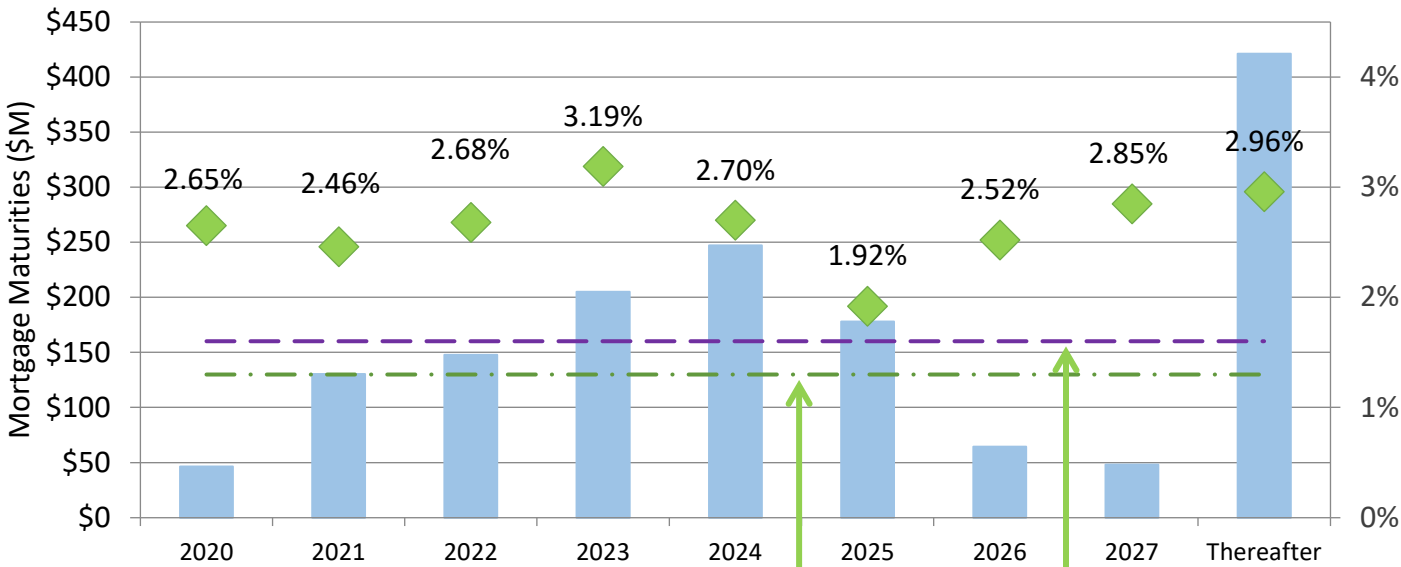


## Sources of Liquidity (as of November 4, 2020)

- \$50 million in estimated upfinancing on 2021 mortgage renewals
- \$230 million of additional capital through its credit facilities (~\$100 million after the committed November 2020 acquisitions of \$128 million)
- \$75 million of unencumbered assets

## Apartment Mortgage Maturities by Year As at September 30, 2020

■ Mortgage Maturities      ◆ Weighted Average Interest Rate (Apartments)  
- · - Five-year CMHC rate      - - - Ten-year CMHC rate

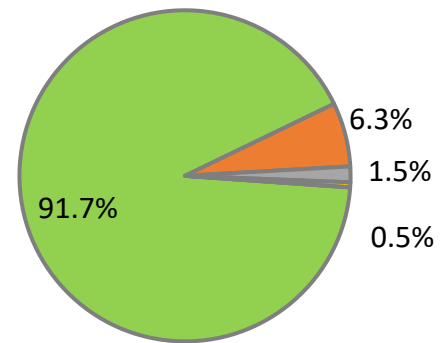


Current Weighted Average Interest Rate of 2.77%

86% of Apartment Mortgages CMHC Insured

Weighted Average Term to Maturity of 4.5 years

### Type of Debt as at Sept 30, 2020



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

Current rate for 5-year and 10-year CMHC insured debt is approximately 1.3% and 1.6%.

- Apartment Mortgages
- MHC and Commercial Mortgages
- Construction
- Variable
- Credit Facility

## Roadmap to Same Property NOI Growth

### Revenue Optimization

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



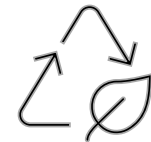
### Expense Management

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



### Energy Efficiencies

- Energy and water projects ↓ **CO2** footprint, ↓ **consumption** and ↑ **earnings**
- \$20M invested to date in energy efficiencies
- \$5.4M in 2020 with \$0.7M in operating savings with 8-year payback



### Technology Investments

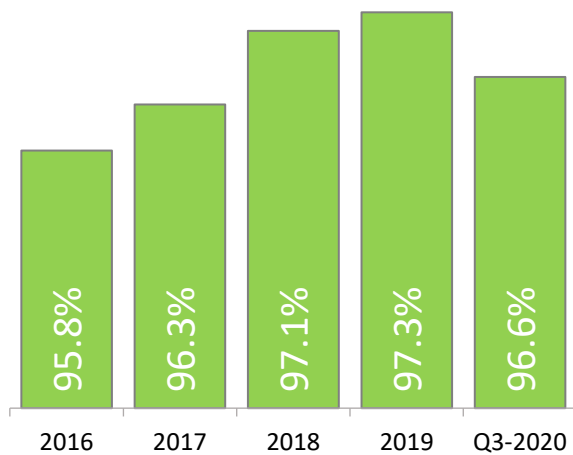
- Data driven** decisions on revenue optimization and expense management
- Investment in **CRM & BI**
- Property-level **NOI enhancing** technology
- Continuous **process improvement**



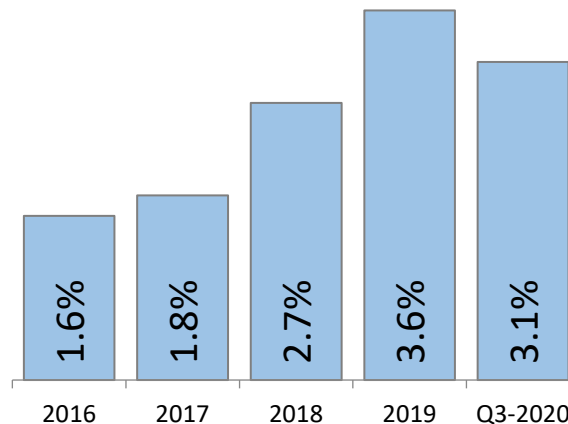
# Increasing earnings from existing portfolio

- **Strong occupancy**
  - YTD 2020 same property occupancy is strong but lower than record highs of 2019.
- **Rising rental rates**
  - Rate increases on renewals (0.1%)<sup>(2)</sup>, regular turns (5.2%) and repositioned turns (27.8%) averaged **2.8%** in Q3-2020.

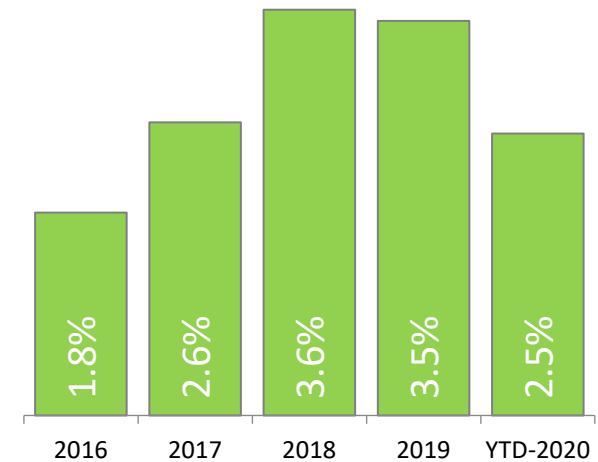
### Apartment Same Property Occupancy<sup>(1)</sup>



### Apartment Same Property Average Rental Rate Growth



### Same Property Revenue Growth

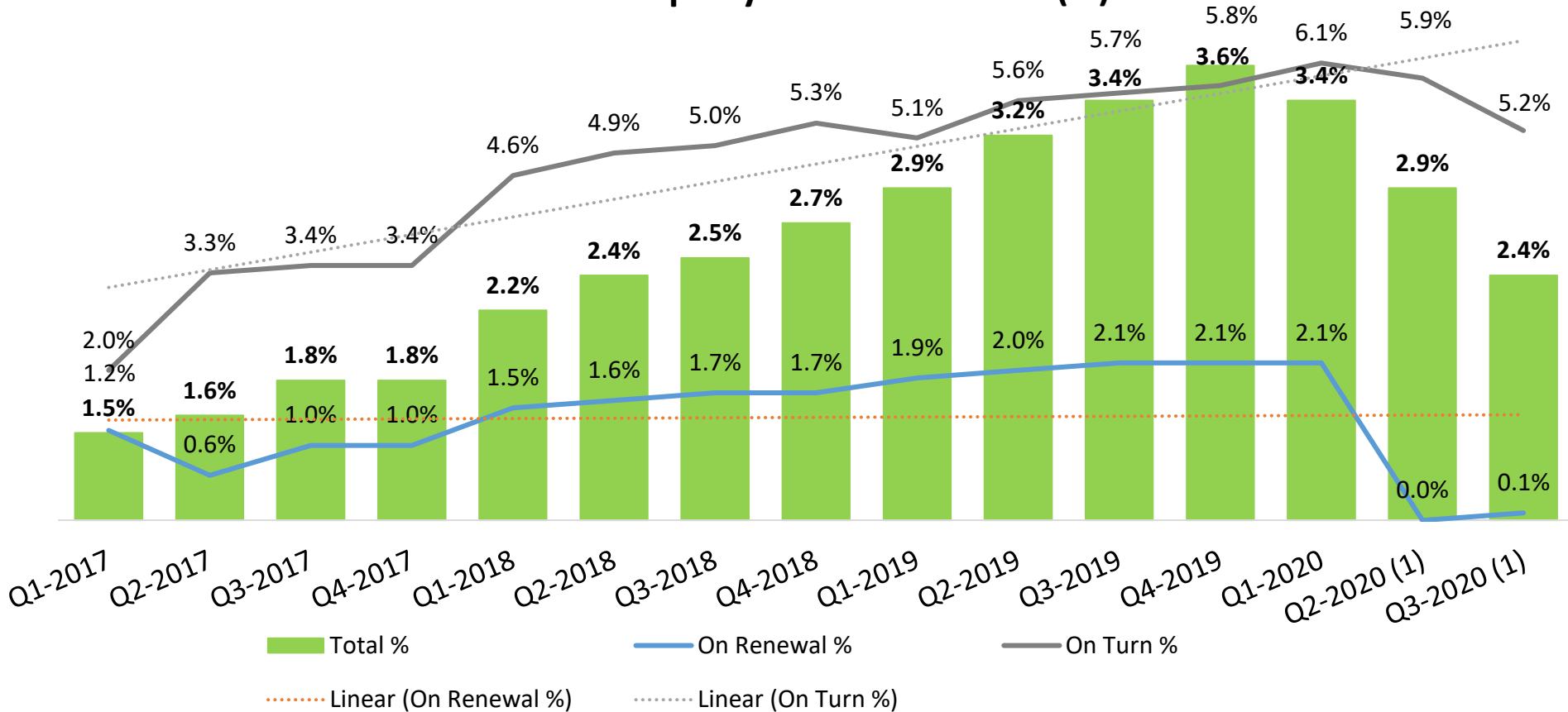


(1) Measured as dollar vacancy versus unit vacancy to more accurately capture impact of vacant units.

# Increasing earnings from existing portfolio.

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

## Same Property Rental Increases (%)

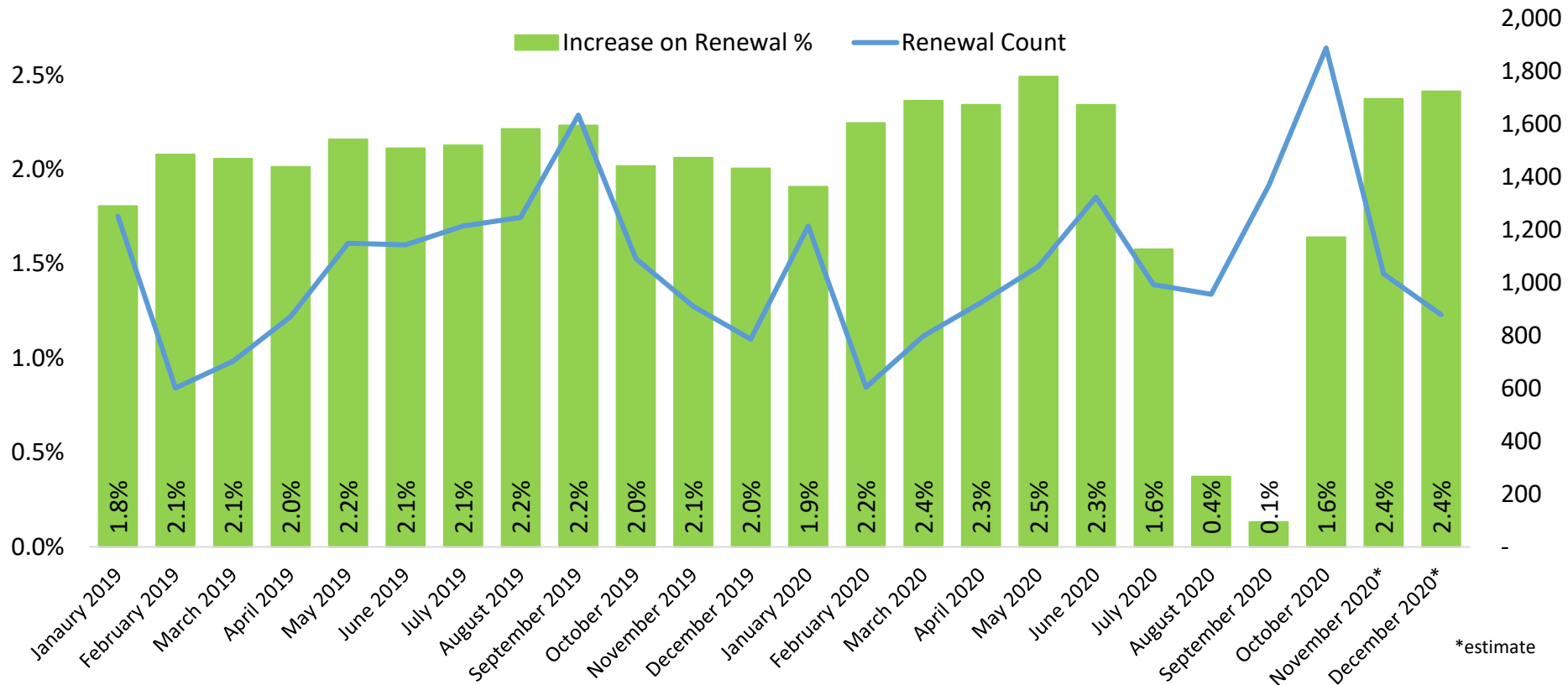


(1) Killam waived the collection of rental increases on renewals in Q2 and July 2020, resulting in a reduction of same property revenue of approximately \$280k. Without the waiving of increases, same property rent growth on renewals would have been 2.8% and 0.6% and same property average rental rate increases would have been 3.5% and 2.8% for Q2 and Q3-2020, based on contractual rates.

# Increasing earnings from existing portfolio.

Approximately 70% of Killam’s residents renew each year with average increases of 1.8% - 2.5% pre COVID-19. Due to voluntary rent freeze and delayed notice given to tenants renewing July – November, renewal rates are temporarily lower in Q3-2020 but expected to recover by year-end.

### Increases on Renewing Rents (%)



\*estimate

Based on renewal increases delivered to residents, Killam estimates renewal rates to be ~2.4% in Q4-2020.

# Increasing earnings from existing portfolio

## Revenue growth through unit repositions to meet market demand.

### YTD-2020 Actuals

- 426 unit repositions
- 12% ROI
- \$26k avg investment

### 2020 Program

- 500 unit repositions
- ~\$12-14M investment
- ~\$1.6-1.8M annualized revenue

### Total Opportunity

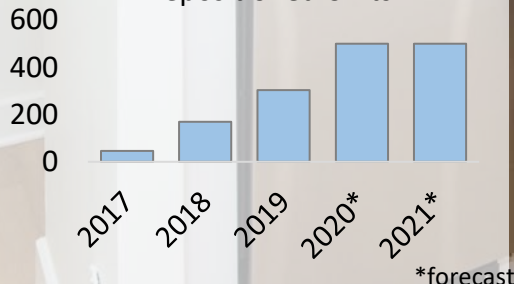
- 5,000 unit repositions
- ~\$125-140M investment
- ~\$16-18M annualized revenue

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

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

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

Repositioned Units

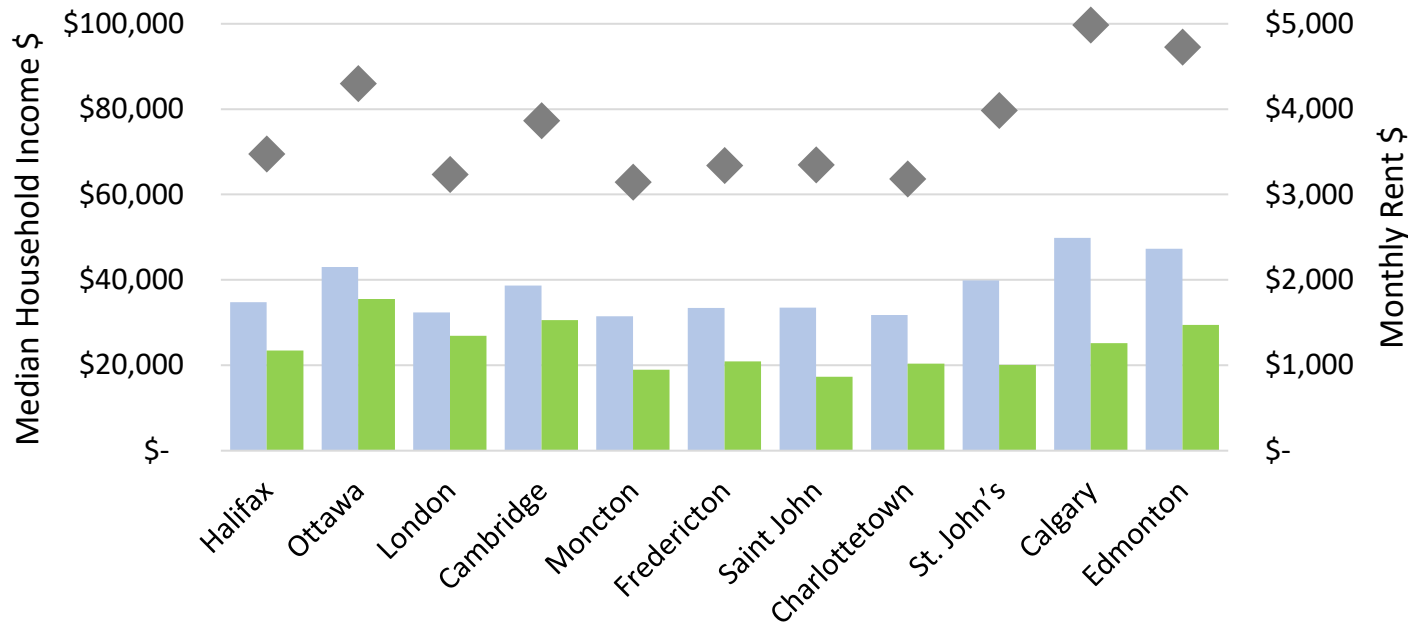




# Delivering Value to our Residents

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

### Affordable Rents in Killam's Portfolio per CMHC Metric



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

■ Monthly Rent as 30% of Median Income ■ Killam's Average Monthly Rent ◆ Median Household Income (2016) <sup>(1)</sup>

**Killam's average rent varies between 15% - 25% of the median household income in each of its regions, well below the CMHC maximum threshold of 30% for affordability.**

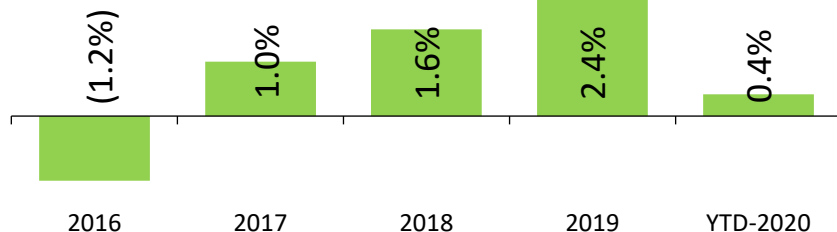
(1) Per CMHC Housing Market Information Portal - Median Household Income (Before Taxes), 2016

# Increasing earnings from existing portfolio

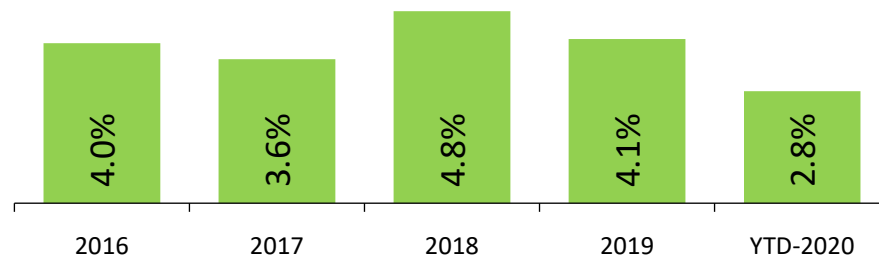
## Increasing earnings from existing operations through expense management.

- **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



# 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 Green Commitment

## Increasing earnings from operations through energy efficiency.

Includes photovoltaic solar panels, water conservation projects and heating efficiencies.

**\$5.8 Million** planned for 2020; 87 projects

**\$0.65 Million** potential annualized savings

**8 year** average payback



Quinpool Court, Halifax, NS

94 kW Array | 113 MWh produced annually

The solar panels will save ~80 metric tons of GHG each year, equivalent to 315 thousand KMs driven by an average size vehicle.

## 2020 Solar Array Projects

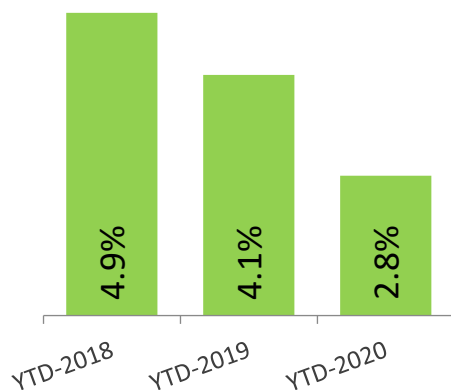
- 11 Solar array installs at various properties in NS & PEI
- \$1.3M Investment
- 880 Mega Watts hours (MWh) annually
- ~\$150k Annual expense savings
- 11% Average ROI

# Strong YTD-2020 Results

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

## Same Property Consolidated NOI Growth

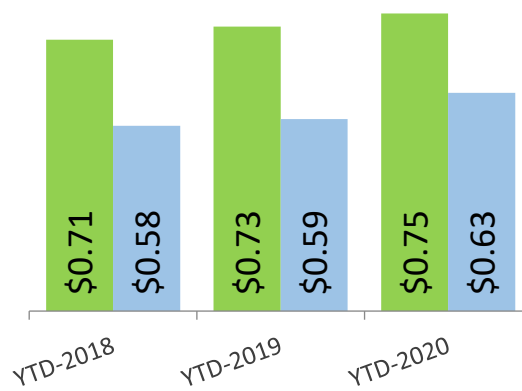
For the nine months ended September 30,



## FFO & AFFO Per Unit

For the nine months ended September 30,

■ FFO ■ AFFO



## Operating Margin Expansion

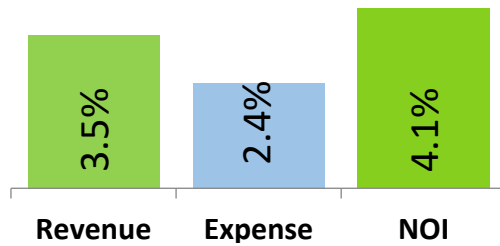
■ Operating Margin

▲ Increase QoQ (bps)

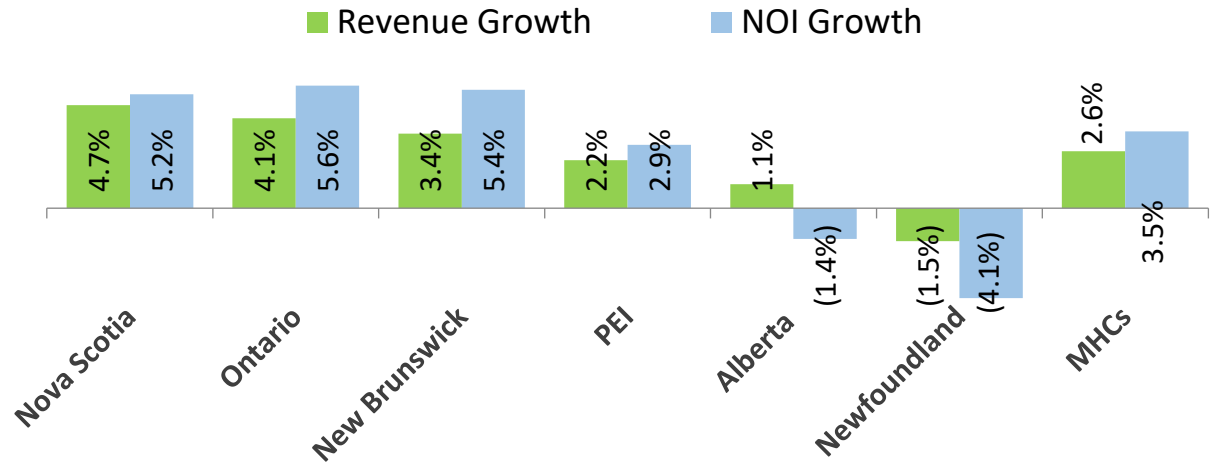


# 2019 & YTD-2020 Revenue and NOI Growth

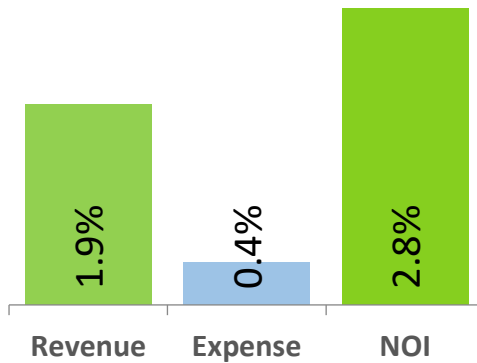
### 2019 Same Property Performance



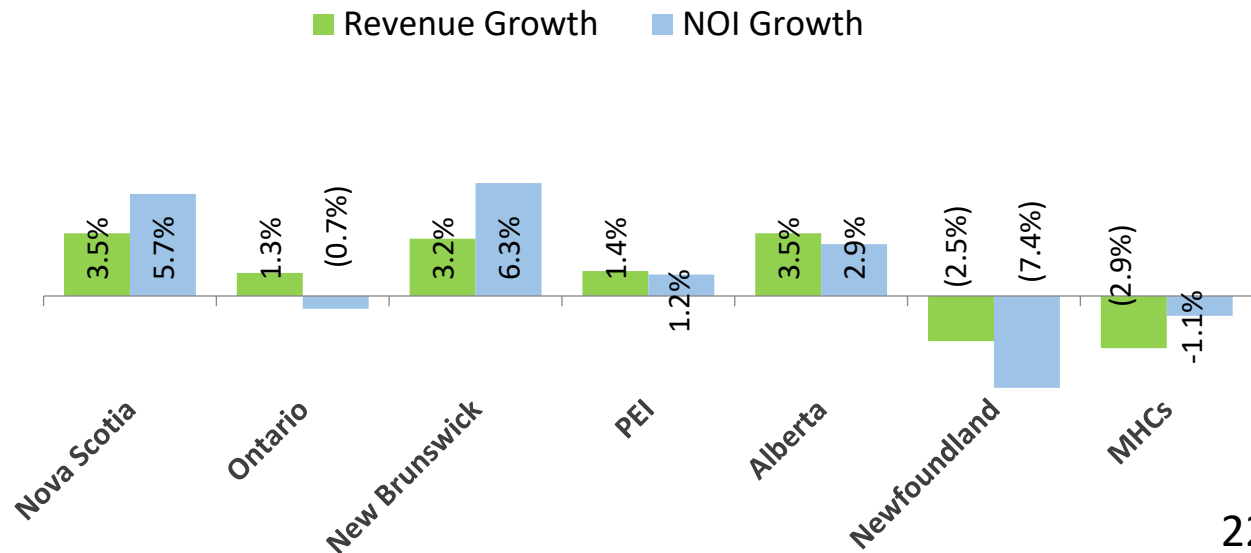
### 2019 Results by Market



### YTD-2020 Same Property Performance



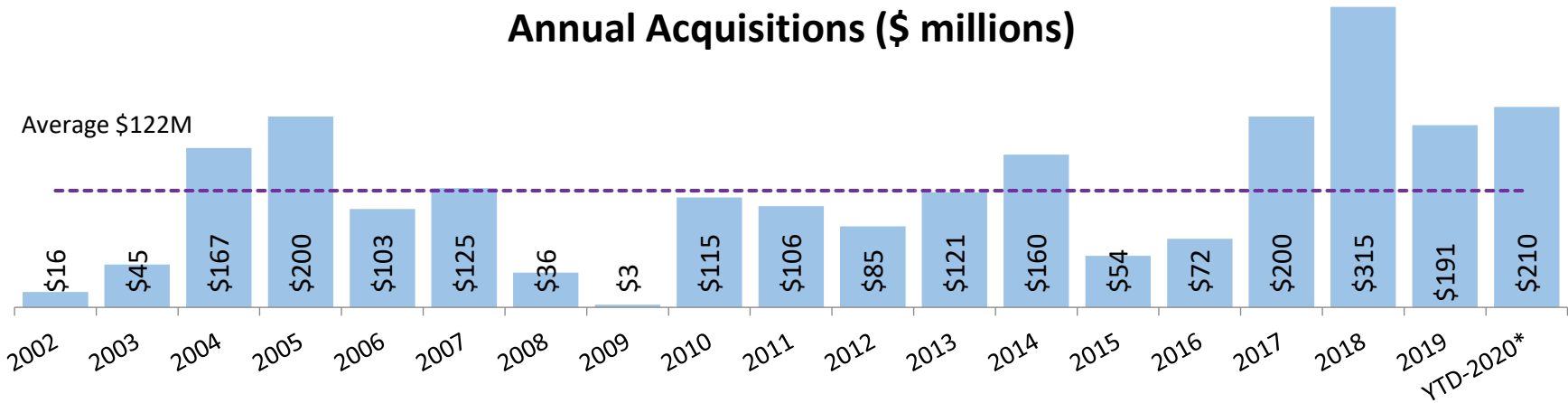
### YTD-2020 Results by Market



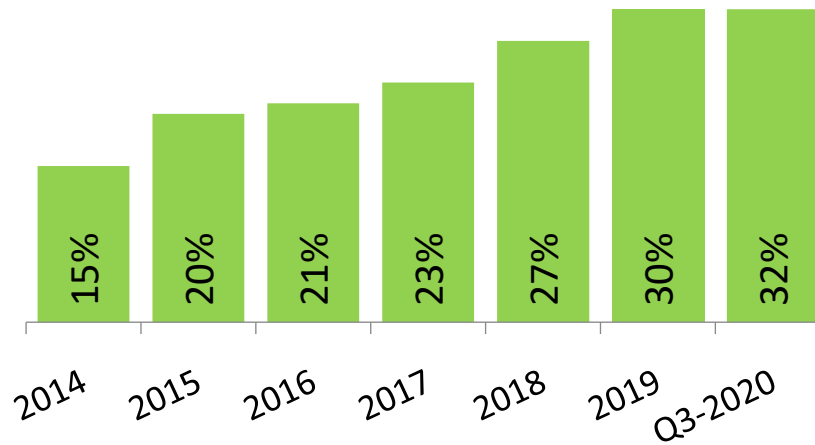
# Expand Portfolio Through Accretive Acquisitions

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

### Annual Acquisitions (\$ millions)



### NOI Generated Outside Atlantic Canada



\*Includes a \$55 million purchase completed in mid-November 2020.

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

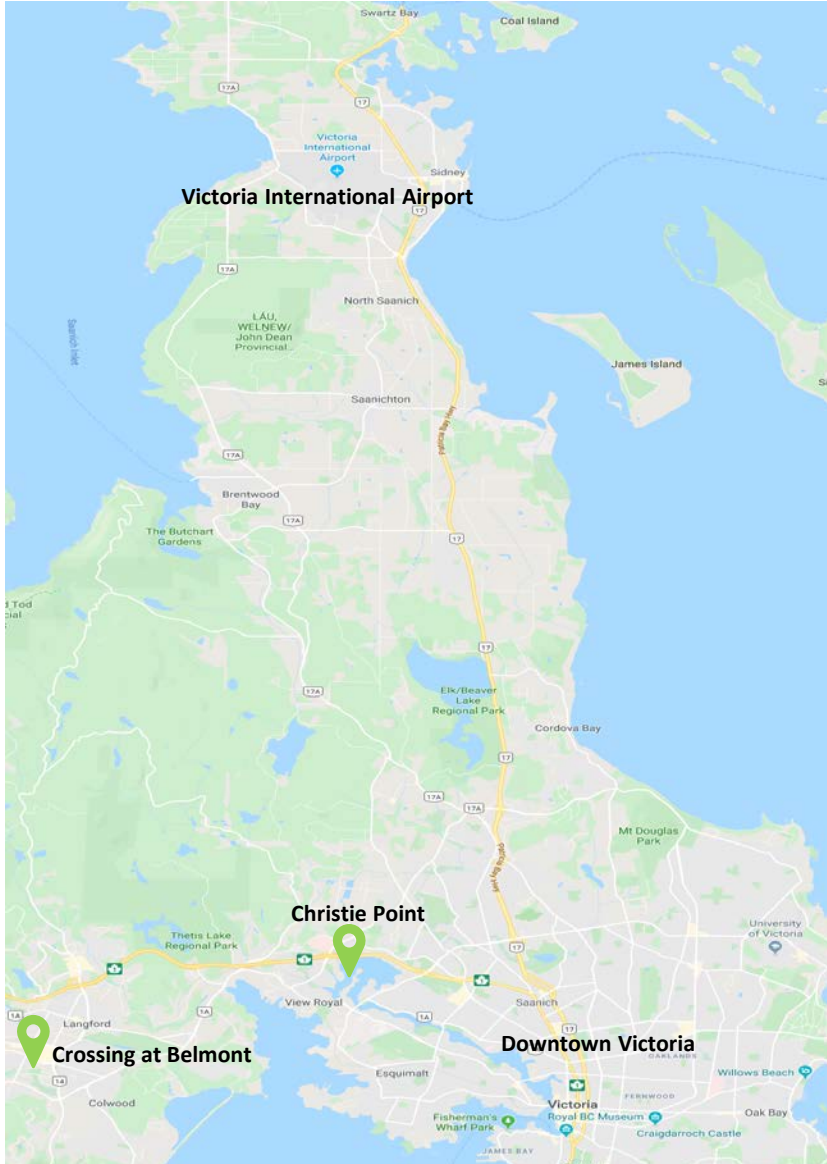
85% leased

## Location:

Langford, BC



# 2020 Acquisitions | Langford, BC



# 2020 Acquisitions | Moncton, NB

## Description:

171 & 181 Leopold Belliveau Drive

107 units; 2 apartment buildings with 1 and 2 bedroom units

Average rent – \$1,214/month (\$1.20/sf)

## Acquisition Details:

\$17.6 million

5.0% capitalization rate

100% occupied

Closed: October 26, 2020

## Location:

Moncton, NB

**171 & 181 Leopold Belliveau**



# 2020 Acquisitions | Moncton, NB

## Description:

162 units; 1,426 square feet (sf) average

- 39 one bedrooms; 986 sf
- 116 two bedrooms; 1,499 sf
- 7 three bedrooms; 2,663 sf

Average rent – \$1,885/month (\$1.32/sf)

## Acquisition Details:

\$55 million

4.5% capitalization rate

88% leased

Closing date: Mid-Nov 2020

## Location:

Dieppe, NB

Horizon Place



# 2020 Acquisitions | Moncton, NB



Horizon Place, 162 units



# 2020 Acquisitions | Moncton, NB

Horizon Place, 162 units



# 2020 | Acquisitions

	Property	Location	Acquisition Date	Ownership Interest (%)	Property Type	Purchase Price <sup>(1)</sup> (\$000's)	
1	Q1	Christie Point	Victoria, BC	Jan 15, 2020	100%	Apartment	\$54,000
2	Q1	9 Carrington	Halifax, NS	Jan 31, 2020	100%	Apartment	8,800
3	Q1	Domaine Parlee	Shediac, NB	Mar 23, 2020	100%	MHC	3,950
4	Q1	1323-1325 Hollis	Halifax, NS	Mar 31, 2020	100%	Apartment	3,700
5	Q2	Crossing at Belmont	Langford, BC	Apr 30, 2020	100%	Apartment	60,000
6	Q3	3644 & 3670 Kempt Road	Halifax, NS	Jul 15, 2020	100%	Commercial	2,500
7	Q3	Luma	Ottawa, ON	Jul 30, 2020	50%	Dev Land	4,300
8	<b>Q3-YTD Acquisitions</b>						<b>\$137,250</b>
9	Q4	171 & 181 Leopold Belliveau Drive	Moncton, NB	Oct 26, 2020	100%	Apartment	17,600
10	Q4	Horizon Place	Moncton, NB	Mid-Nov 2020	100%	Apartment	55,000
11	<b>Year-to-date closed and/or committed acquisitions</b>						<b>\$209,850</b>

(1) Purchase price does not include transaction costs.





# 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

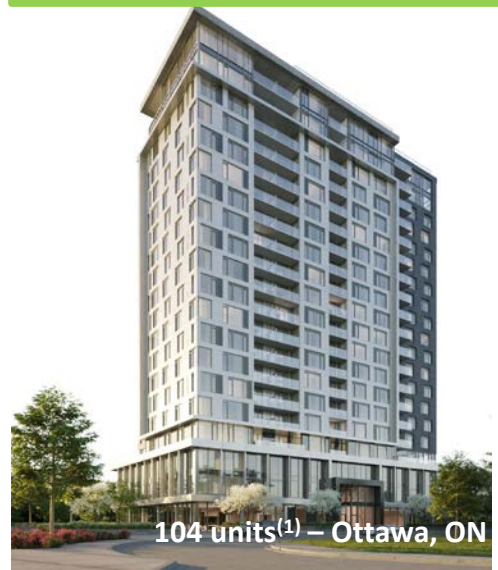


71 units - St. John's, NL

# 2020 Development Projects



Killam currently has six developments underway, plus a 10% interest in a Calgary project, for a total of 624 apartment units at a total cost of ~\$250 million and an expected yield of ~5%.



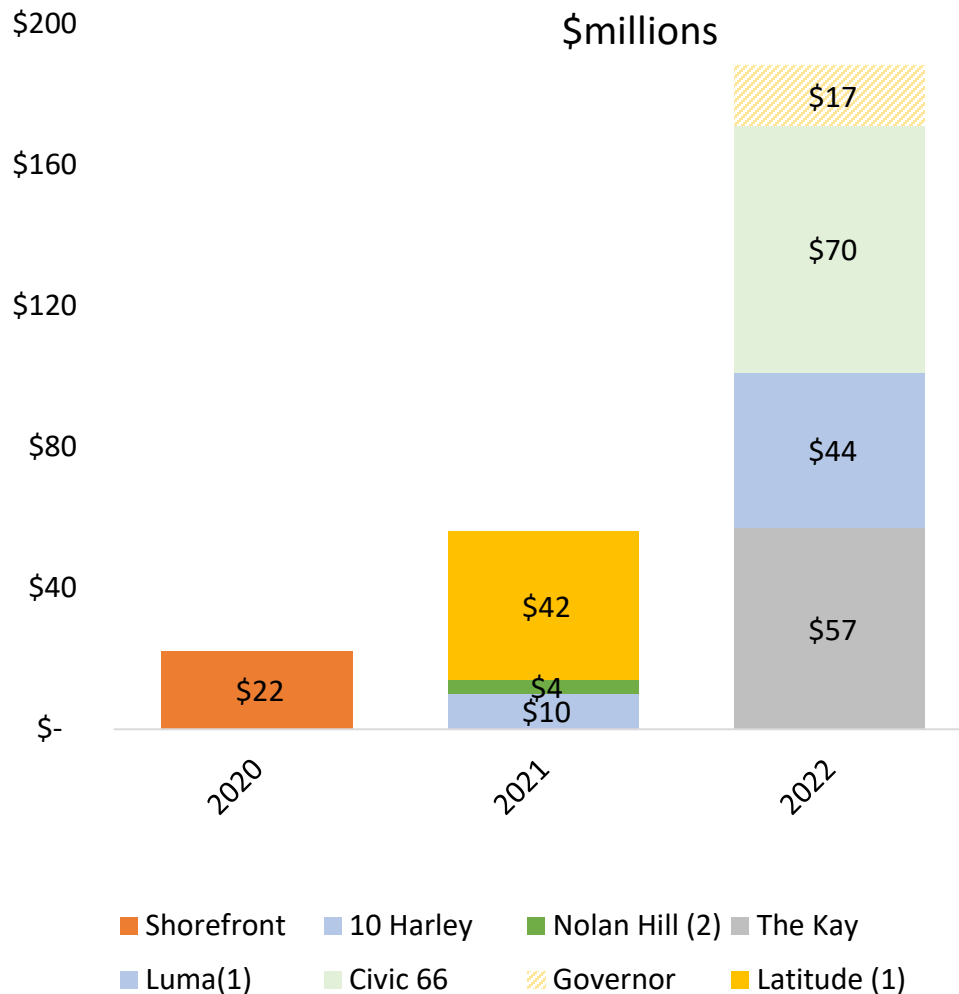
(1) Represents Killam's 50% ownership

(2) Represents Killam's 10% ownership

# Develop High Quality Properties

## Developments - Scheduled Completion

2020-2022  
\$millions



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

- Over \$600 million (~2,000 units) of developments completed or underway.
- Experienced in-house architect and engineers.
- Extensive development experience with \$280 million (1,024 units) in 10 development projects completed in 2013-2019.

The current pipeline of developments has an expected yield of approximately 5%, contributing to FFO per unit growth in 2021 – 2023.

(1) Killam's 50% ownership

(2) Killam's 10% ownership. Killam will acquire the remaining 90% interest of this 233-unit building upon completion in Q1-2021.

# Development Activity, Charlottetown

Shorefront opened October 1, 2020.

## Key Statistics

Number of units	78
Start date	Q4-2018
Completion date	Oct-2020
Project budget (\$M)	\$22.0
Cost per unit	\$282,000
Expected yield	5.25%
Expected value	4.75-5.0%



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

# Development Activity, Charlottetown

**Shorefront** opened October 1, 2020 and this 78-unit property is currently 33% leased.



# Development Activity, Charlottetown

## 10 Harley Street – 38-unit redevelopment in Charlottetown.



### Key Statistics

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

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



# Development Activity, Calgary

Killam has a 10% interest in a 233-unit development project, **Nolan Hill**, in Calgary. Killam has a commitment to acquire the remaining 90% interest upon completion in Q1-2021.



Nolan Hill

## Key Statistics

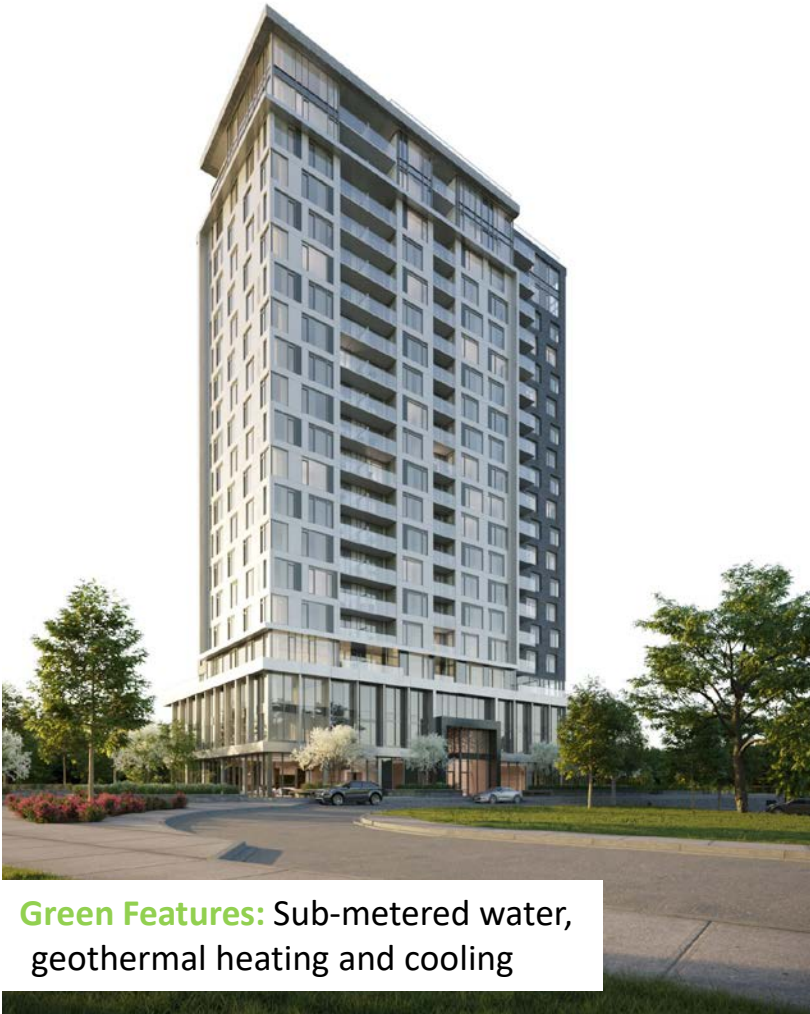
Number of units	233
Start date	Q4-2019
Estimated completion/purchase date	Q1-2021
Project budget (\$M)*	\$4.4M \$190,000/unit
Purchase Price	\$55.0M \$236,000/unit



\* Killam's 10% interest.

# Development Activity, Ottawa

## Latitude (Phase II of Gloucester City Centre)



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



### Key Statistics

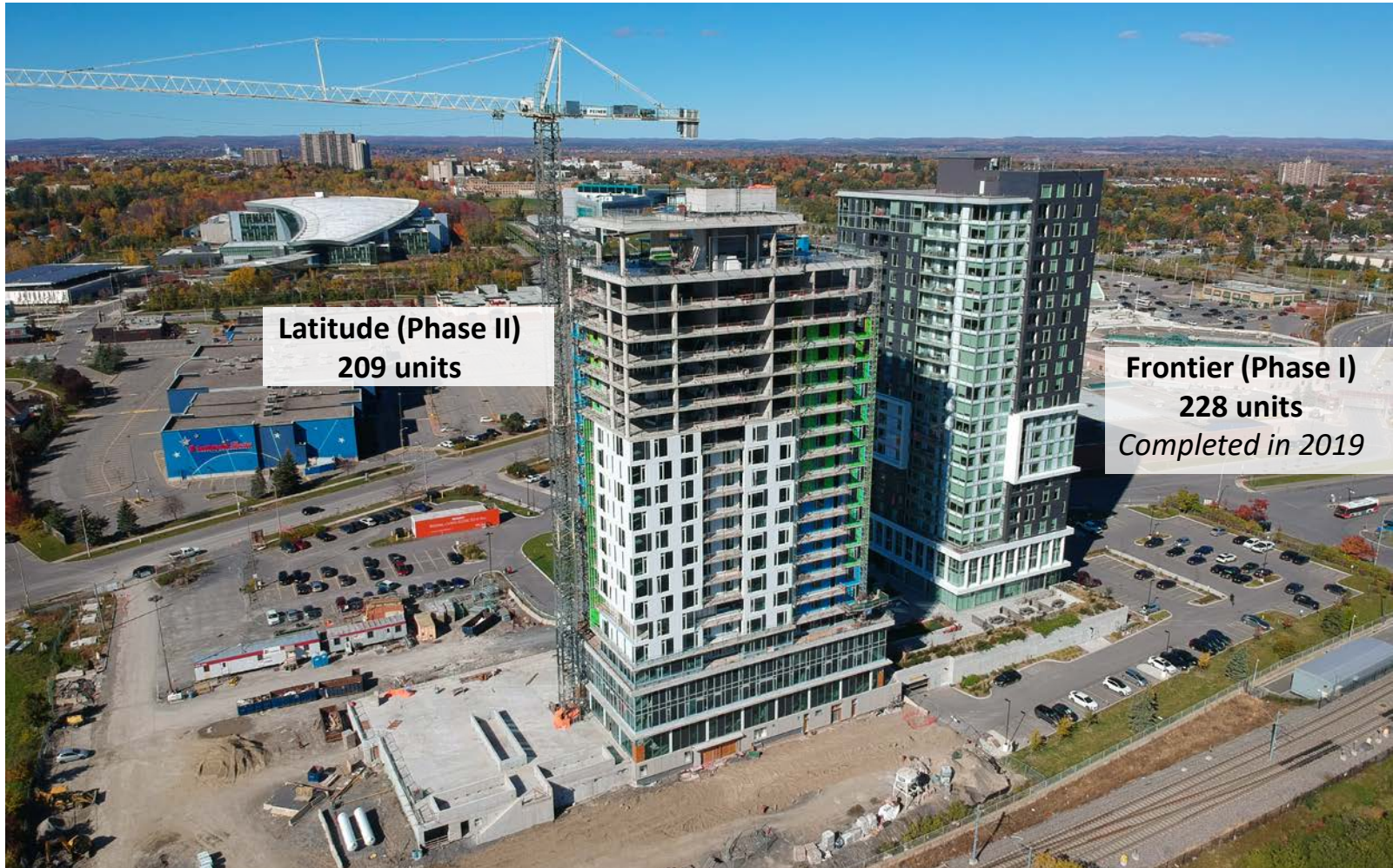
Number of units	209
Start date	Q2-2019
Estimated completion date	Q4-2021
Project budget (\$M)*	\$42.0
Cost per unit	\$402,000
Expected yield	4.75-5.0%
Expected value cap-rate	4.0%
Average unit size	803 SF
Average rent	\$2,085 (\$2.60/sf)

\* Killam's 50% interest.



# Development Activity, Ottawa

**Latitude**, the second phase of the Gloucester City Centre development, is expected to be completed in late-2021.



# Development Activity, Mississauga

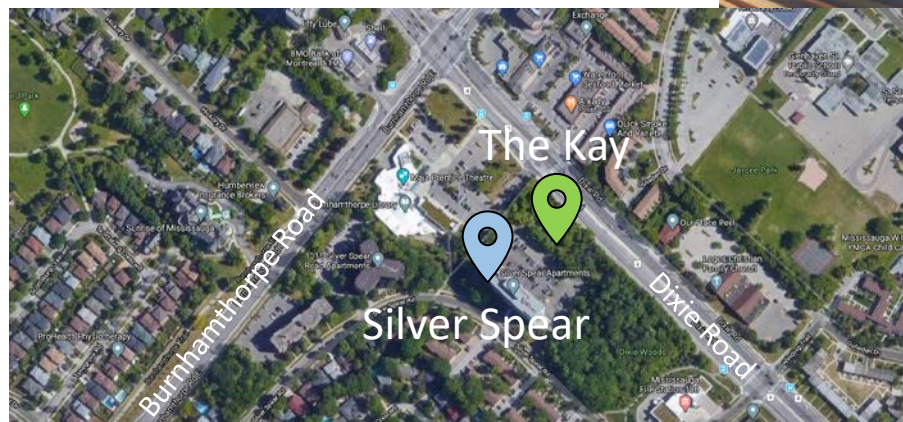
The **Key** development broke ground in Q3-2019 and is expected to be completed in Q1-2022.

## Key Statistics

Number of units	128
Start date	Q3-2019
Estimated completion date	Q1-2022
Project budget (\$M)	\$57.0
Cost per unit	\$445,500
Expected yield	4.75-5.0%
Expected value cap-rate	3.5%

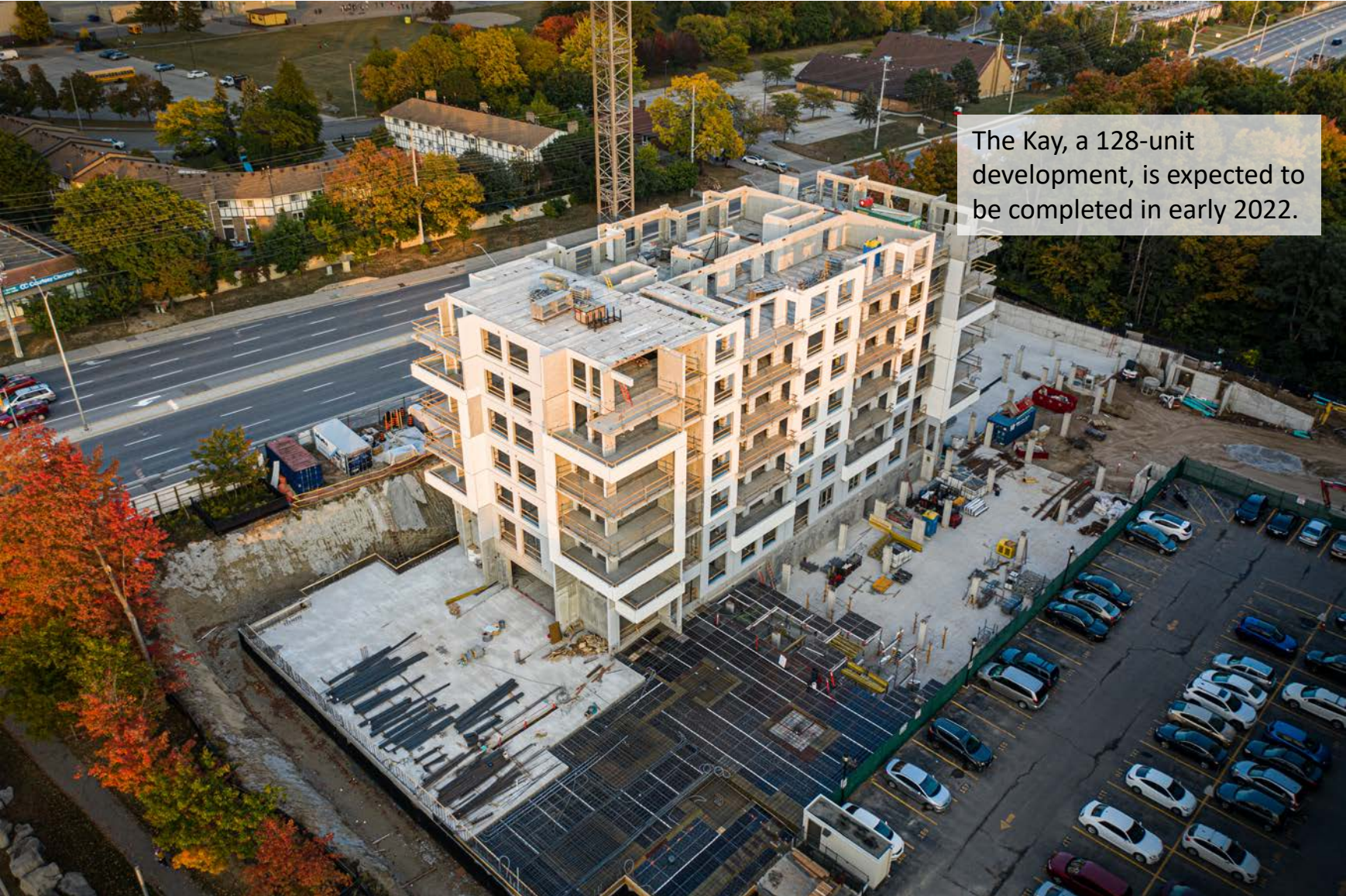


The Key



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

# Development Activity, Mississauga



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

# Development Activity, Ottawa

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



## Key Statistics

Number of units	168
Start date	Q3-2019
Estimated completion date	Q1-2022
Project budget (\$M)*	\$44.3
Cost per unit	\$527,000
Expected yield	4.0-4.25%
Avg rent per square foot (SF)	\$2.90 per SF
Avg unit size (SF)	748 SF

\* Killam’s 50% interest.

# Development Activity, Kitchener

**Civic 66** – 169-unit development in Kitchener that broke ground in July 2020.

## Key Statistics

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



# Development Activity, Kitchener

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



# 2020 | Development Pipeline - ~\$850 million



Future Development Opportunities					
Property	Location	Killam's Interest	Potential # of Units <sup>(1)</sup>	Status	Est Year of Completion
Developments expected to start in the next 12 months <sup>(2)</sup>					
The Governor	Halifax, NS	100%	12	Building permit	2023
Westmount Place (Phase 1)	Waterloo, ON	100%	140	In design and approval process	2024
Developments expected to start in 2022-2026					
Carlton East & West	Halifax, NS	100%	130	In design	2024
St. George Street	Moncton, NB	100%	60	In design	2024
15 Haviland Street	Charlottetown, PE	100%	60-90	In design	2024
Gloucester City Centre (Phase 3-4)	Ottawa, ON	50%	200	In design	2025
Westmount Place (Phase 2-5)	Waterloo, ON	100%	908	In design	2028
Additional future development projects					
Gloucester City Centre (Phase 5)	Ottawa, ON	50%	100	Future development	TBD
Kanata Lakes	Ottawa, ON	50%	40	Future development	TBD
Christie Point	Victoria, BC	100%	312	Future development	TBD
Medical Arts	Halifax, NS	100%	200	Future development	TBD
Topsail Road	St. John's, NL	100%	225	Future development	TBD
Block 4	St. John's, NL	100%	80	Future development	TBD
<b>Total Development Opportunities</b>			<b>2,467</b>		

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

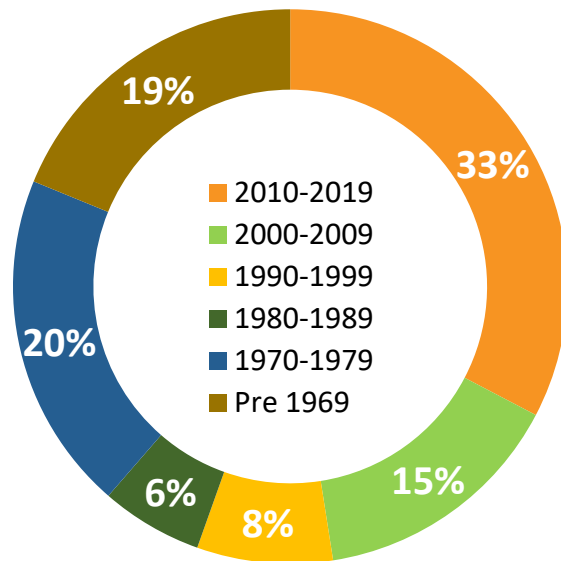
(2) Management is reevaluating the timing of development plans originally expected to start in 2020 in response to COVID-19.

~ 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.

## 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.

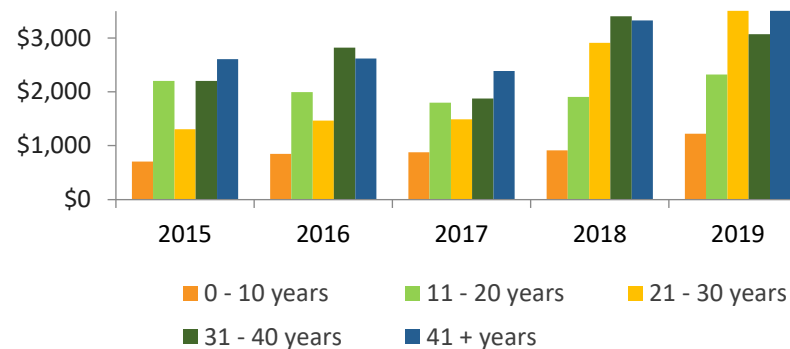
### Apartment NOI by Year of Construction



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

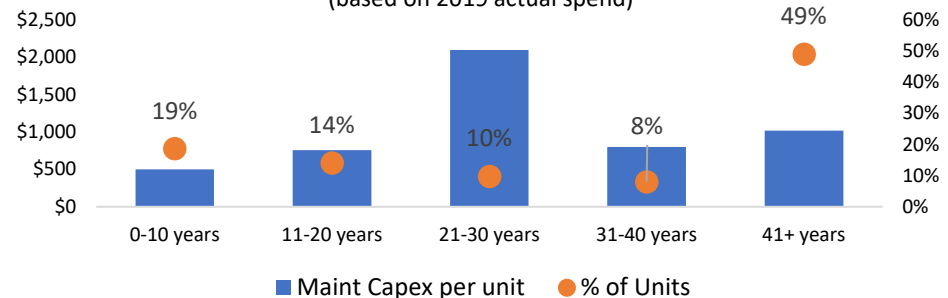
For the years ended Dec 31



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

### Avg Maint Capex Spend per Unit by Building Age

(based on 2019 actual spend)





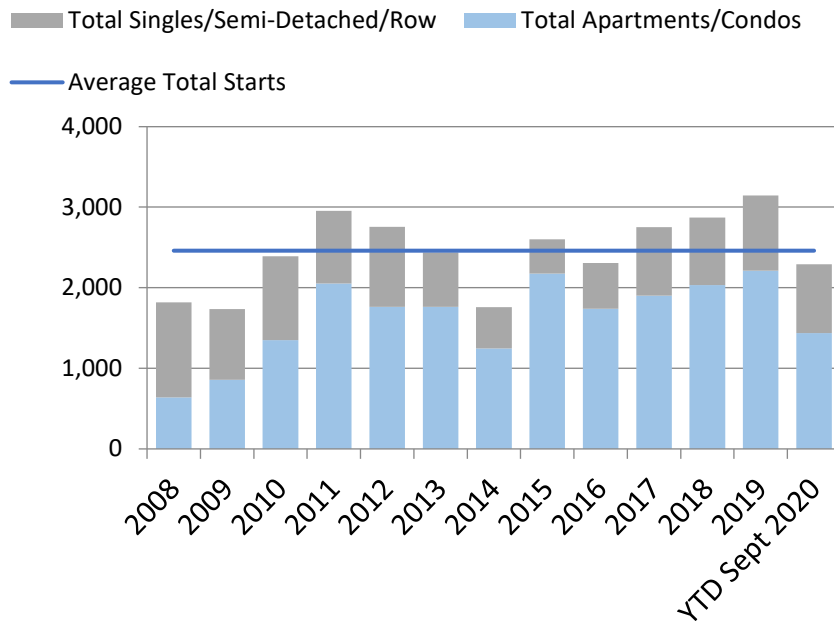
# Appendix Core Market Update

# Halifax – 39% of NOI



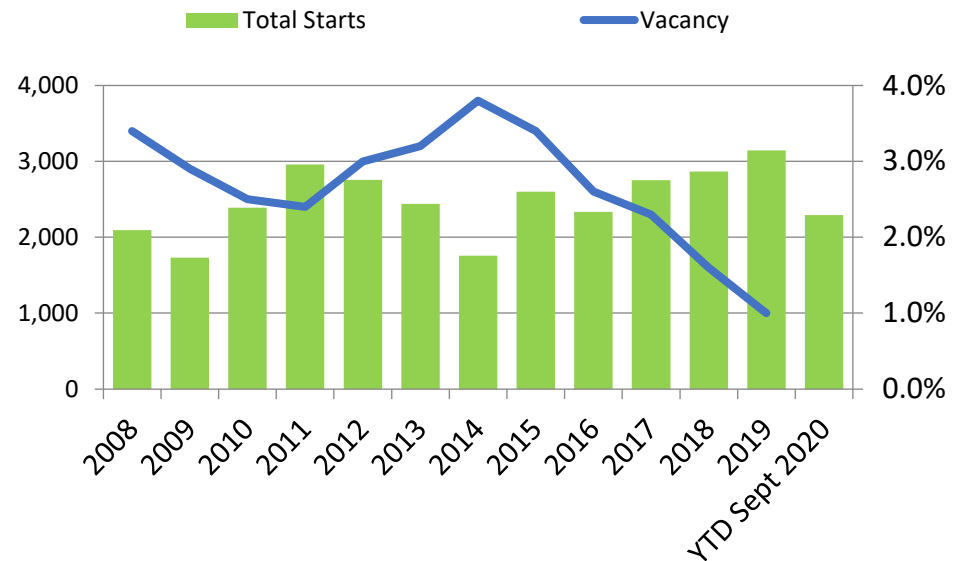
New supply has been absorbed by population growth from immigration, migration and demographics.

### 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

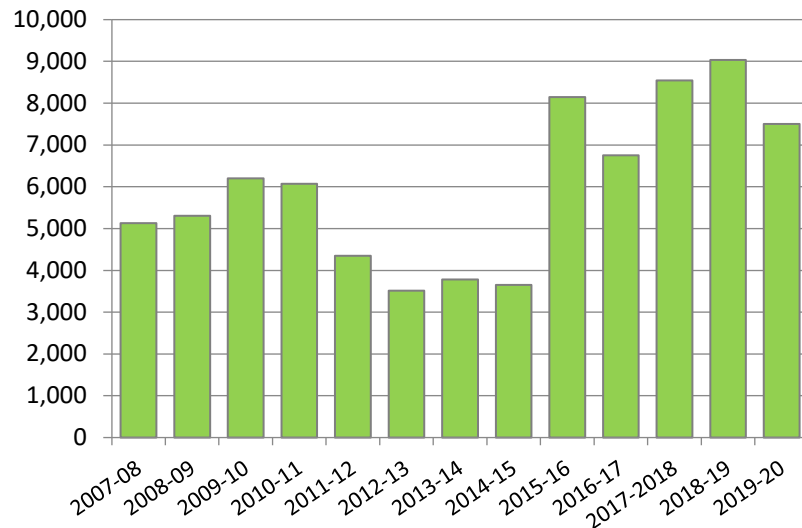


Vacancy at historic lows in Halifax as demand for housing outpaces new rental supply.

# Halifax – 39% of NOI

From June 2017 – June 2020, more than 25,000 new permanent residents have settled in Halifax.

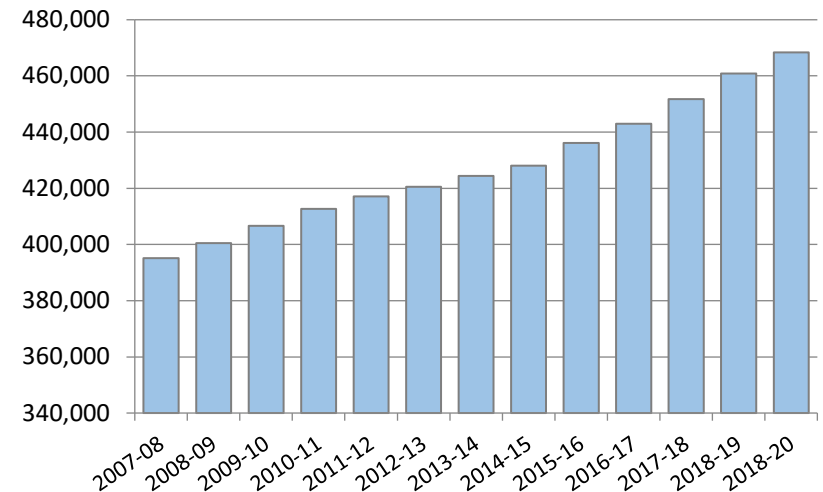
### Halifax Population Growth Annually from July 1 – June 30



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

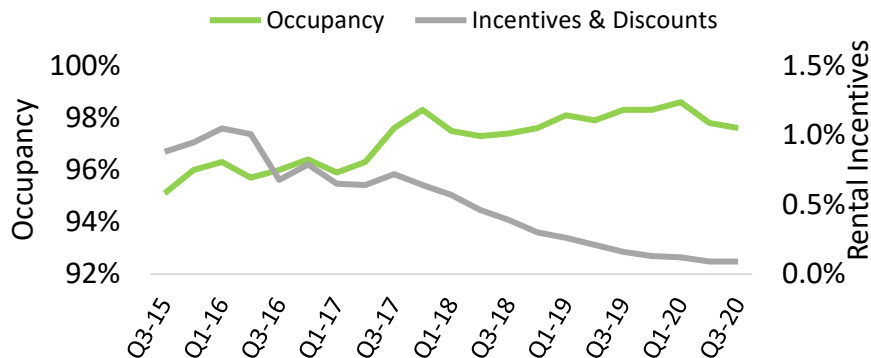
Per Statistics Canada's latest population estimates, Halifax's population is forecasted to increase by 1.4% for the 12 months ended June 30, 2021.

# Q3-2020 Apt Performance | By Region

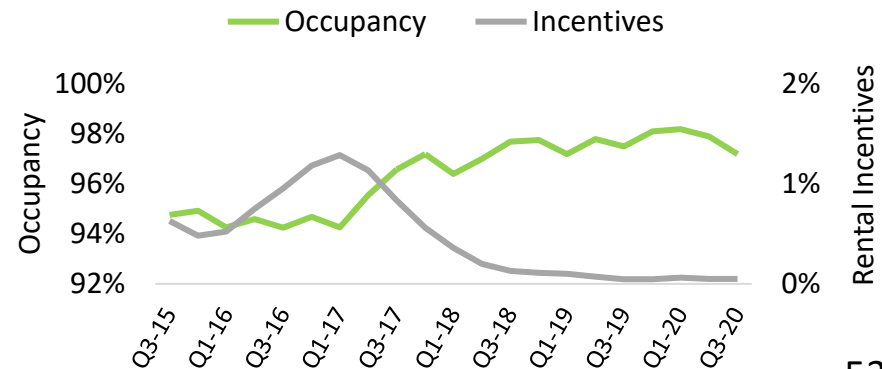
Nova Scotia Q3-2020	
% of NOI	34.9%
Units	5,953
Rental Rate Growth	3.9%
Incentives/Discounts	0.09% (↓6 bps)
Occupancy	97.6% (↓70 bps)
NOI Growth	3.1%

New Brunswick Q3-2020	
% of NOI	18.9%
Units	4,631
Rental Rate Growth	3.5%
Incentives/Discounts	0.05% (0 bps)
Occupancy	97.2% (↓60 bps)
NOI Growth	2.0%

Killam's Halifax Same Property Results



Killam's NB Same Property Results

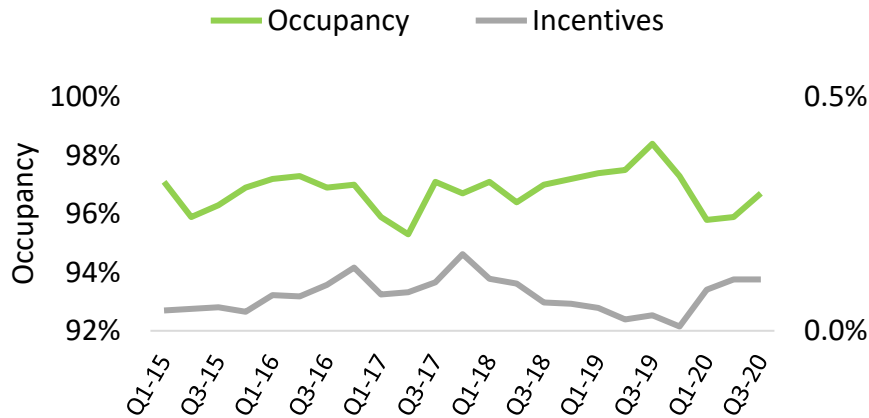


# Q3-2020 Apt Performance | By Region

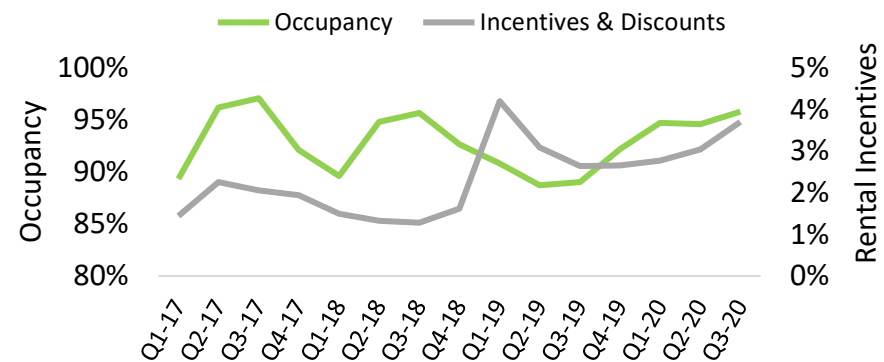
Ontario Q3-2020	
% of NOI	16.5%
Units	2,557
Rental Rate Growth	3.2%
Incentives/Discounts	0.11% (↑3 bps)
Occupancy	96.7% (↓150 bps)
NOI Growth	(0.5)%

Alberta Q3-2020	
% of NOI	7.1%
Units	1,110
Rental Rate Growth	0.5%
Incentives/Discounts	3.7% (↑90 bps)
Occupancy	95.8% (↑510 bps)
NOI Growth	(0.3)%

Killam's Ontario Same Property Results



Killam's Alberta Same Property Results

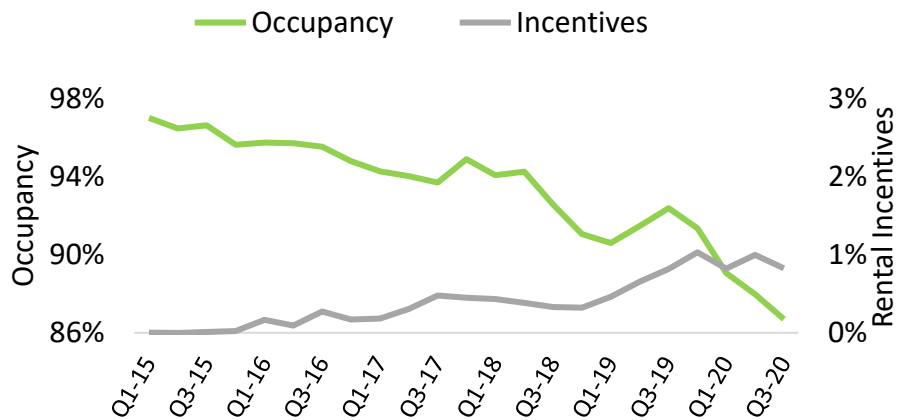


# Q3-2020 Apt Performance | By Region

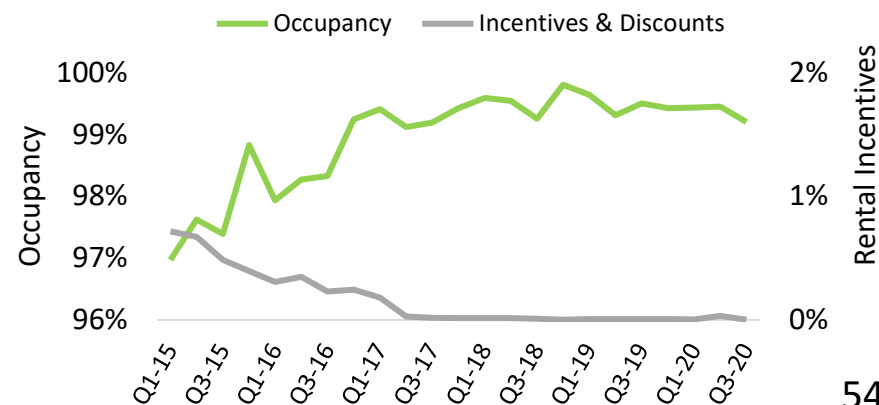
Newfoundland Q3-2020	
% of NOI	4.2%
Units	1,063
Rental Rate Growth	1.8%
Incentives/Discounts	0.83% (↑1 bps)
Occupancy	86.7% (↓570 bps)
NOI Growth	(8.7)%

PEI Q3-2020	
% of NOI	4.7%
Units	1,072
Rental Rate Growth	1.2%
Incentives/Discounts	0.00% (↓1 bps)
Occupancy	99.2% (↓30 bps)
NOI Growth	0.2%

Killam's Newfoundland Same Property Results



Killam's PEI Same Property Results



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