

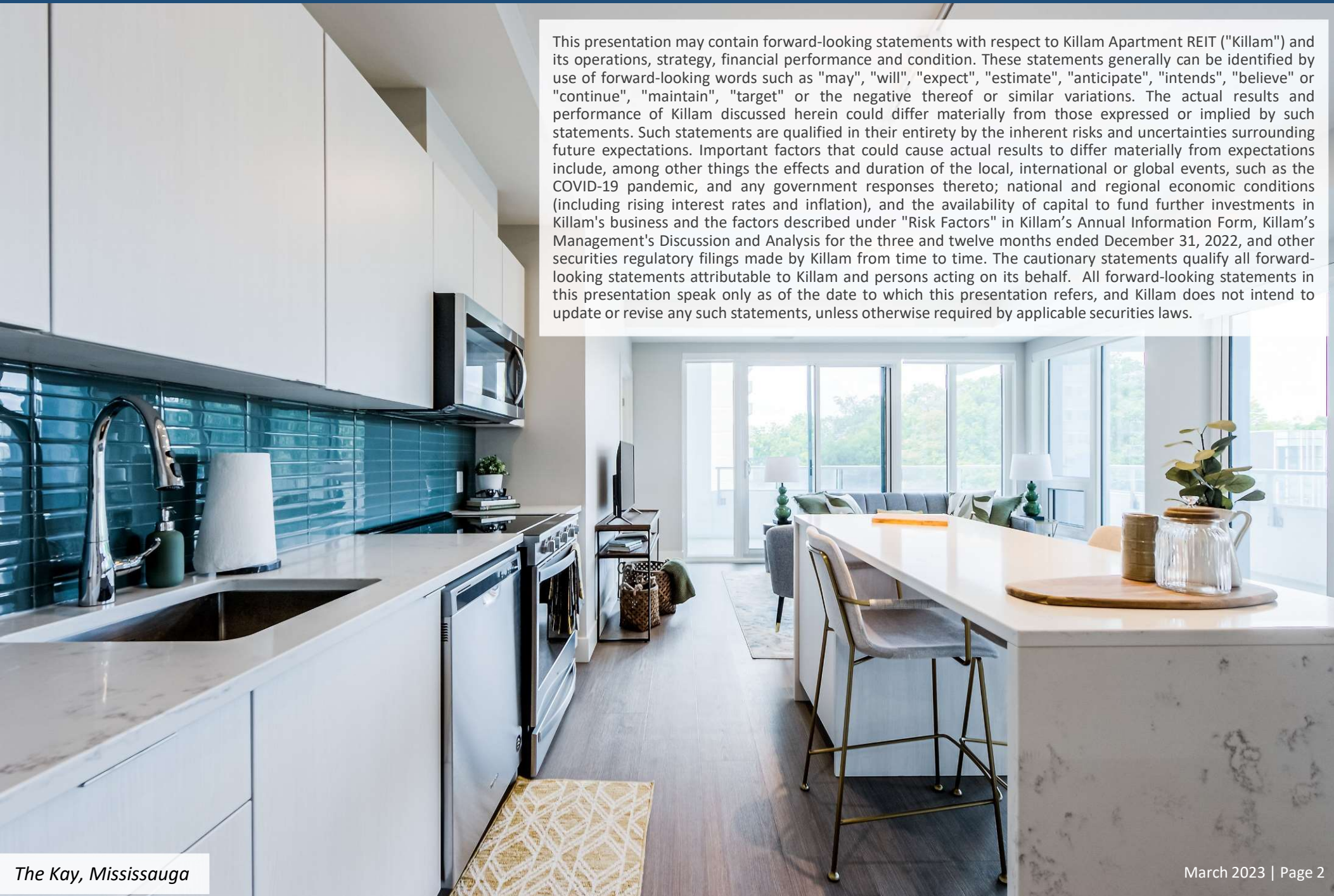
# INVESTOR PRESENTATION

March 2023



# CAUTIONARY STATEMENT

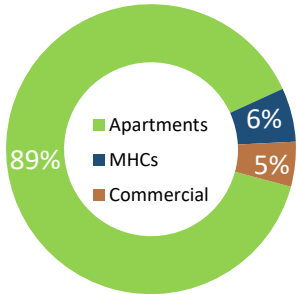
This presentation may contain forward-looking statements with respect to Killam Apartment REIT ("Killam") and its operations, strategy, financial performance and condition. These statements generally can be identified by use of forward-looking words such as "may", "will", "expect", "estimate", "anticipate", "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 twelve months ended December 31, 2022, 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.



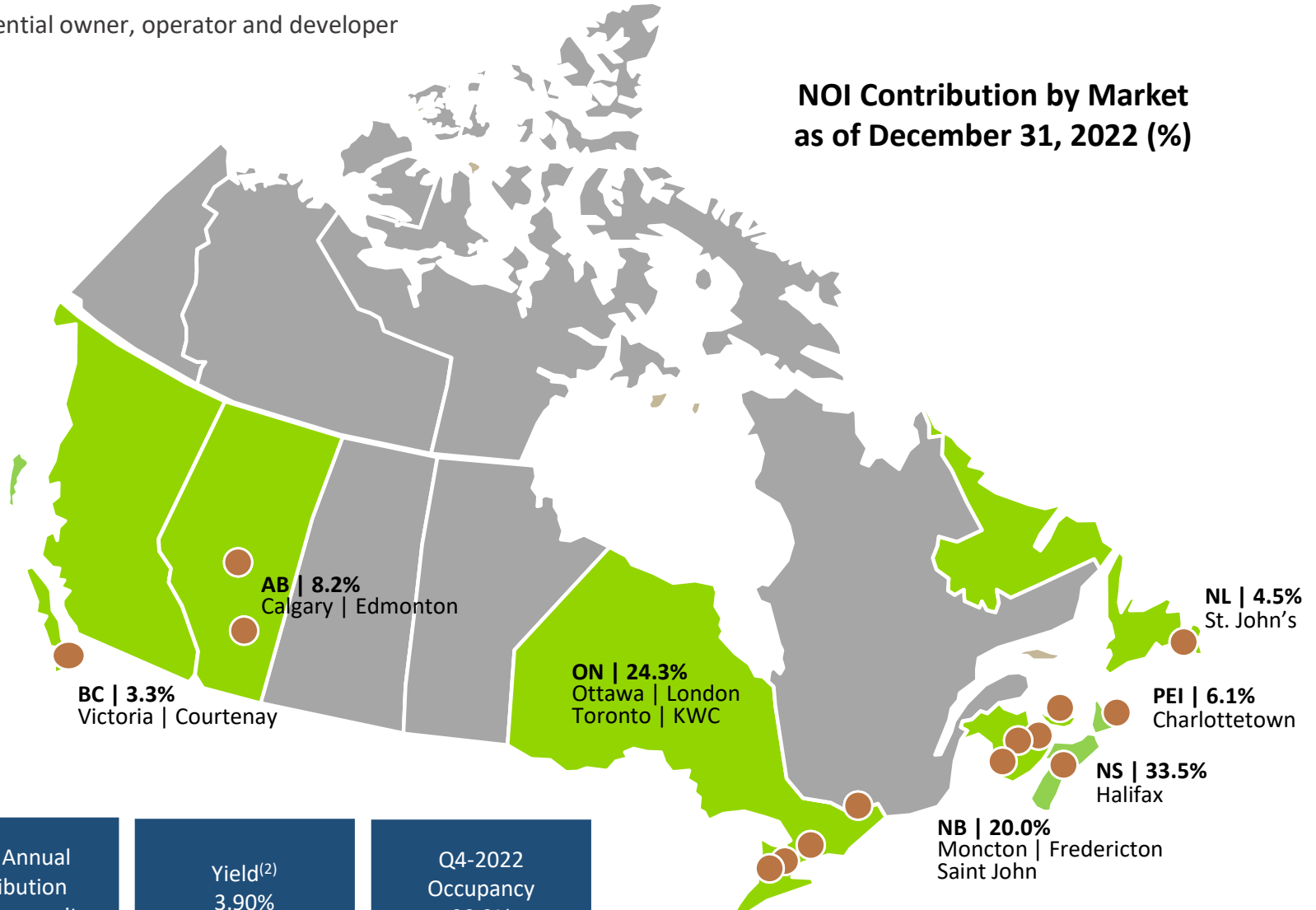
# PORTFOLIO STATISTICS

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

NOI by Segment



NOI Contribution by Market as of December 31, 2022 (%)

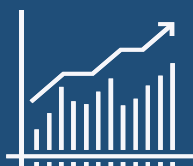


Market Capitalization <sup>(1)</sup> \$2.1B	2023 Annual Distribution \$0.70 per unit	Yield <sup>(2)</sup> 3.90%	Q4-2022 Occupancy 98.3%
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Apartment Units 19,527	MHC sites 5,975	Commercial Properties 0.94 million SF	Avg Monthly Apartment Rent \$1,289	Portfolio Average Age 27 years
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(1) Includes exchangeable units.  
(2) As of March 1, 2023.

# WHY INVEST IN KILLAM



## Solid Operating Performance

Growing the portfolio and expanding geographically through accretive acquisitions, growing FFO, AFFO and NAV per unit



## High Quality Portfolio

One of Canada's highest-quality and youngest apartment portfolios with 33% of NOI generated from apartments built in the last 10 years



## Experienced Developer

\$1.7 billion development pipeline to support future growth



## 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**

<h2>Grow</h2>	<p><b>Grow Same Property NOI</b></p> <ul style="list-style-type: none"> <li>•2022 Target: 2.0% - 3.0%</li> <li>•2022 Performance: Achieved <b>4.7%</b>.</li> </ul>
<h2>Expand</h2>	<p><b>Expand the Portfolio through Acquisitions</b></p> <ul style="list-style-type: none"> <li>•2022 Target: Acquire a minimum of \$150M.</li> <li>•2022 Performance: <b>\$119 million</b> with acquisitions in Halifax, Waterloo, Guelph, Victoria and Courtenay. Management made the decision to slow down its acquisition program in the latter half of 2022 due to rising interest rates and economic uncertainty.</li> </ul>
<h2>Diversify</h2>	<p><b>Diversify Geographically</b></p> <ul style="list-style-type: none"> <li>•2022 Target: Earn &gt;35% of 2022 NOI outside Atlantic Canada.</li> <li>•2022 Performance: <b>35.8%</b> of NOI earned outside Atlantic Canada.</li> </ul>
<h2>Develop</h2>	<p><b>Develop High-Quality Properties</b></p> <ul style="list-style-type: none"> <li>•2022 Target: Complete four developments and break ground on two additional developments.</li> <li>•2022 Performance: <b>Three developments completed</b>; Latitude (Q1-2022), The Kay (Q2-2022), and Luma (Q3-2022). Due to construction delays, The Governor, a 12-unit building located in Halifax, is expected to be completed mid-2023. Killam also broken ground on The Carrick, a 139-unit building in Waterloo, ON, and the second phase of Nolan Hill in Calgary.</li> </ul>
<h2>Strengthen</h2>	<p><b>Strengthen the Balance Sheet</b></p> <ul style="list-style-type: none"> <li>•2022 Target: Maintain debt as a % of assets ratio below 45%.</li> <li>•2022 Performance: <b>45.3%</b></li> </ul>
<h2>Improve</h2>	<p><b>Improve Sustainability</b></p> <ul style="list-style-type: none"> <li>•2022 Target: Invest a minimum \$8.0M in energy initiatives to reduce Killam’s carbon footprint.</li> <li>•2022 Performance: Invested <b>\$8.5 million</b> in new boilers, building improvements, window replacements, solar panel investments and electric vehicle chargers.</li> </ul>



## Growth in Same Property NOI

Average 3.0%-5.0%.



## Capital Recycling

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



## Geographic Diversification

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



## Development of High-Quality Properties

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



## Strengthened Balance Sheet

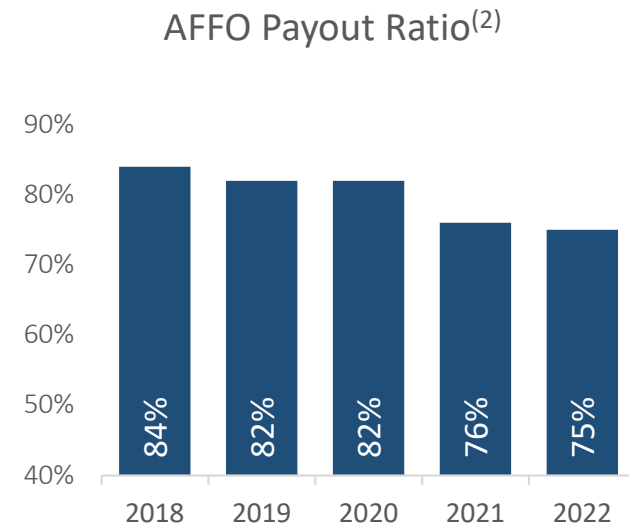
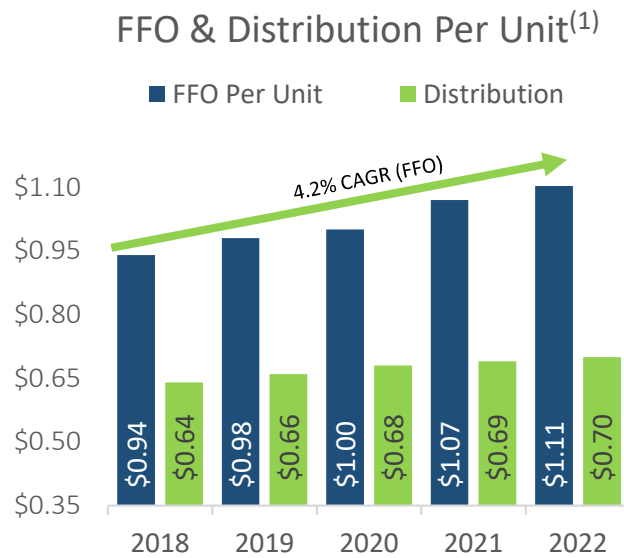
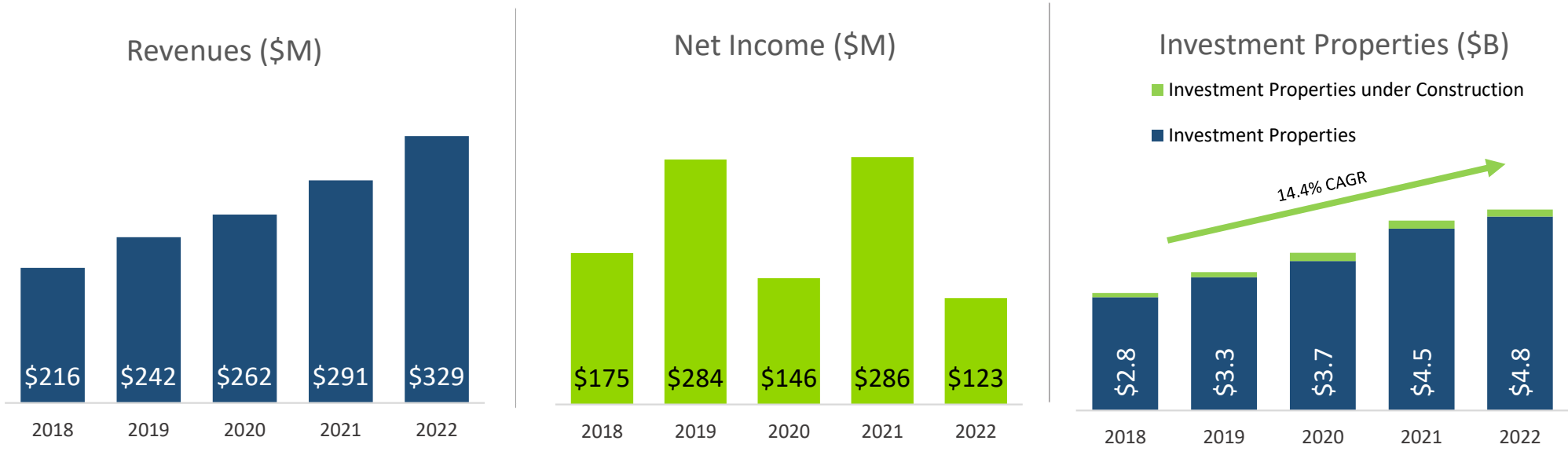
Reduce debt as a percentage of total assets to below 45%.



## Sustainability

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

# 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 35 of Killam's Management Discussion and Analysis for the year ended December 31, 2022.

(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 35 of Killam's Management Discussion and Analysis for the year ended December 31, 2022.





## 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

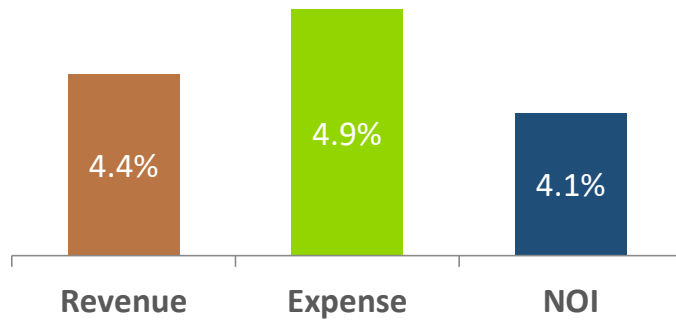
Intensifying existing assets with multi-residential developments.

## NOI ENHANCING CAPEX

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

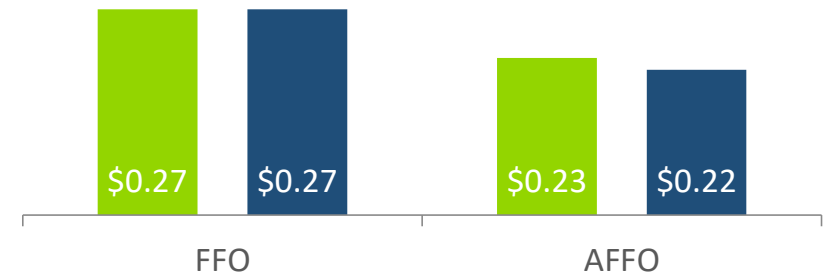
# FFO & AFFO PER UNIT GROWTH

Same Property Portfolio Performance  
For the three months ended December 31, 2022

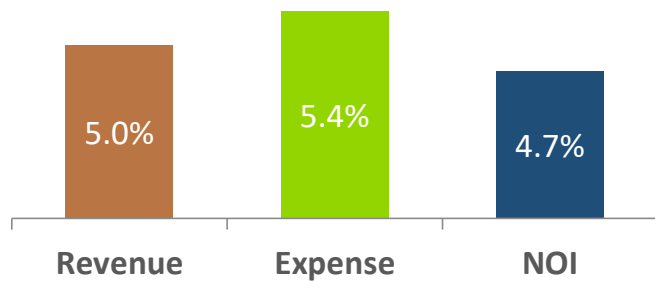


Q4 FFO & AFFO Per Unit

■ Q4-2022 ■ Q4-2021

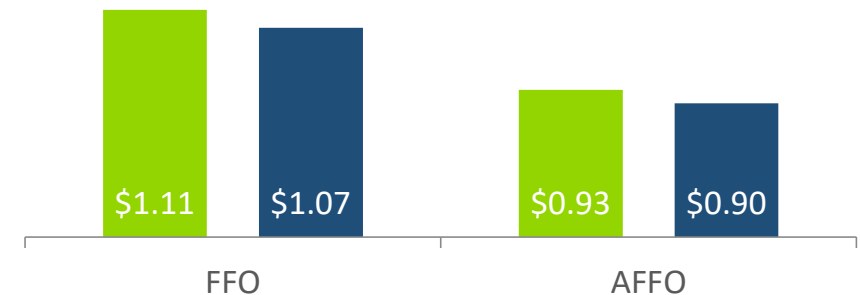


Same Property Portfolio Performance  
For the year ended December 31, 2022



Annual FFO & AFFO Per Unit

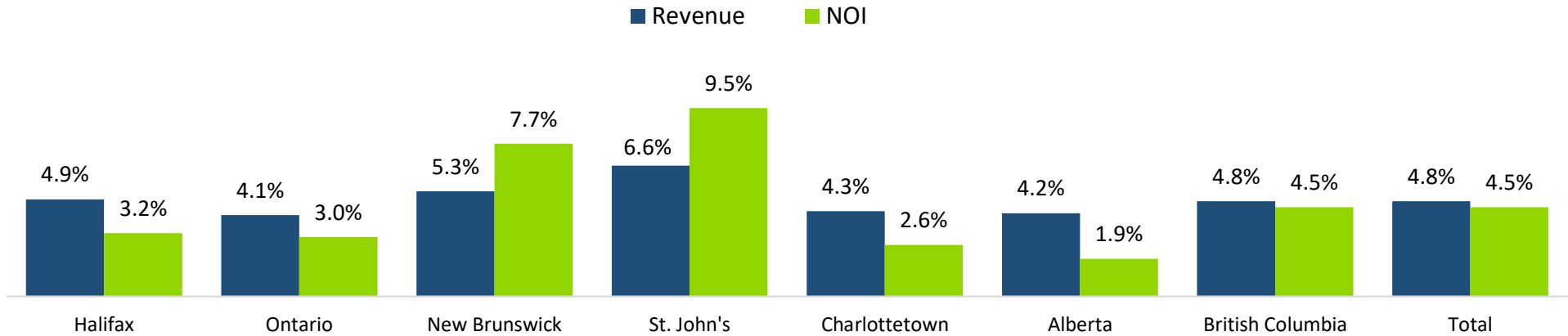
■ 2022 ■ 2021



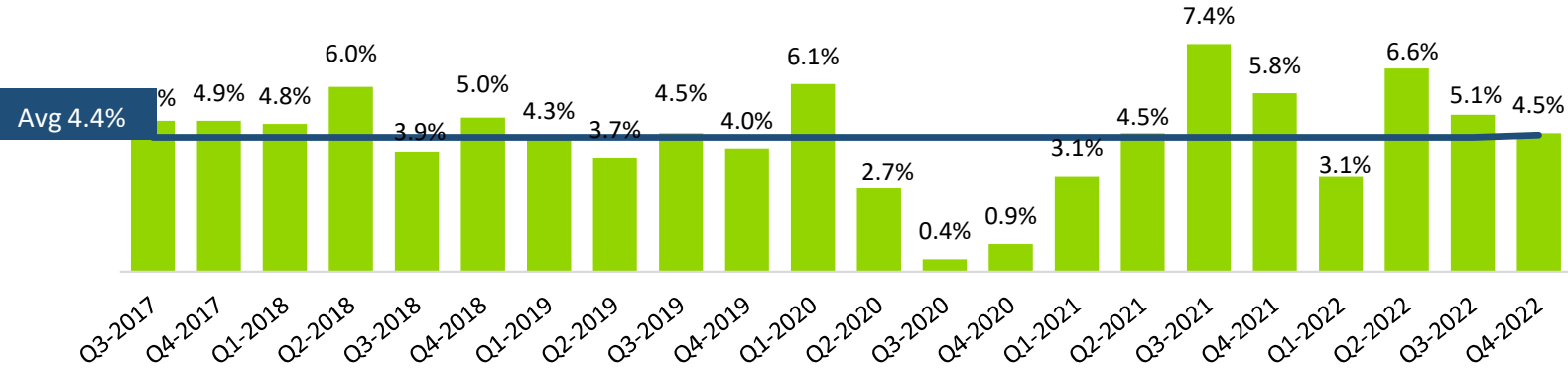
# CONSISTENT GROWTH FROM EXISTING PORTFOLIO

Strength across all markets drove strong revenue and net operating income in 2022.

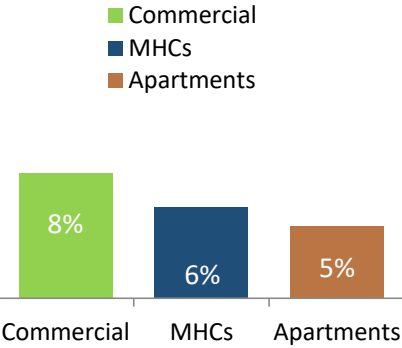
2022 Same Property Apartment Revenue and NOI Growth by Market



Same Property NOI Growth by Quarter



YoY Same Property NOI Growth by Segment





## 2022 Program

617 suite repositions  
~\$19M investment  
~\$2.5M annualized revenue growth

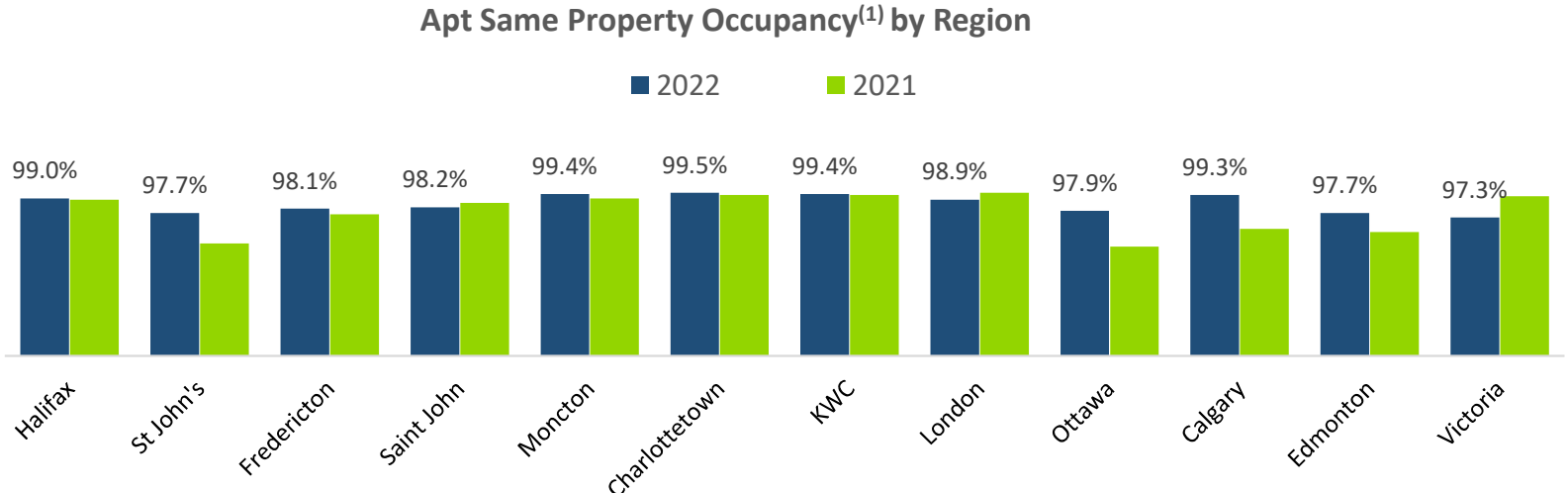
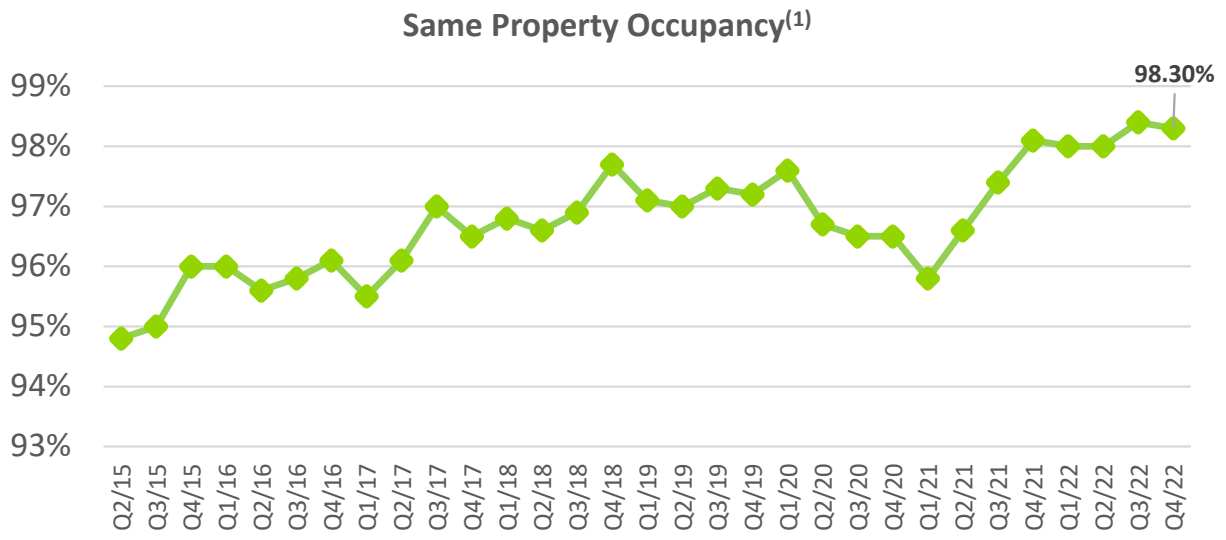
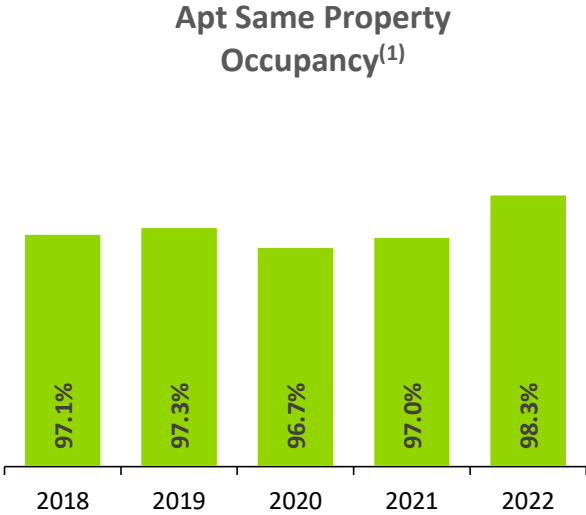
## Total Opportunity

5,500 suite repositions  
~\$138-165M investment  
~\$21-23M annualized revenue

**617**  
suites  
repositioned  
in 2022

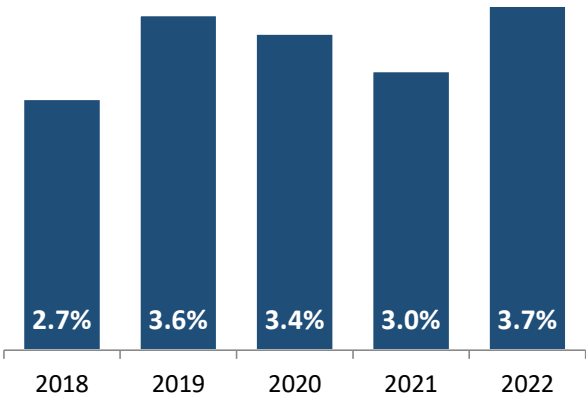


# STRONG OCCUPANCY ACROSS APARTMENT PORTFOLIO

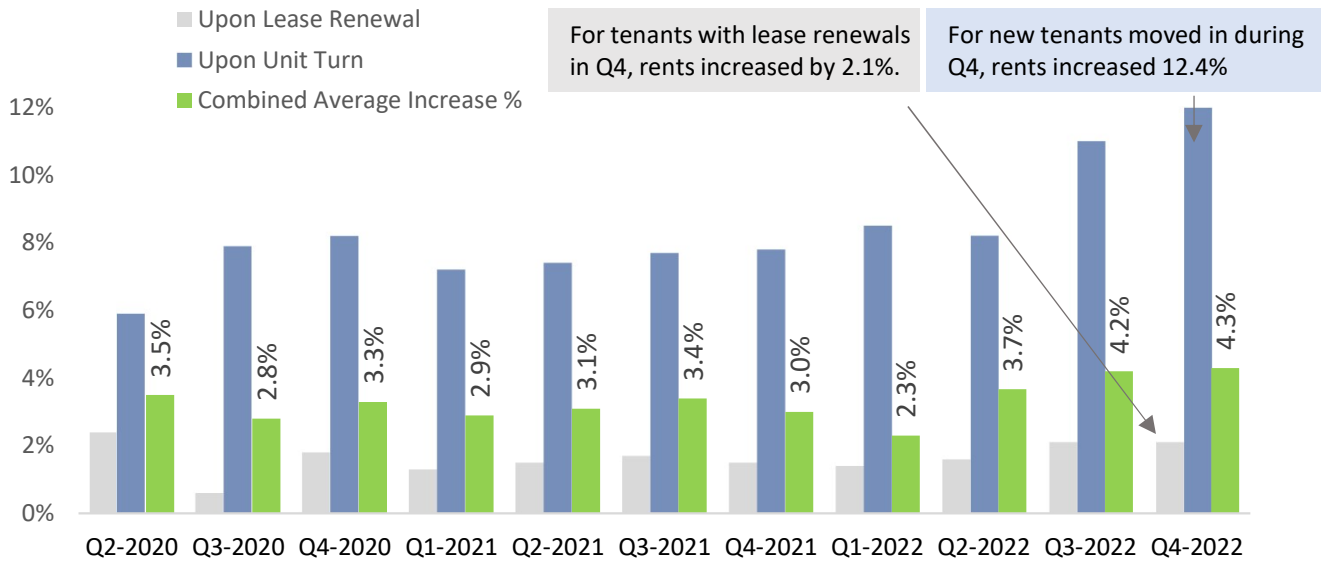


(1) Measured as dollar vacancy for the period.

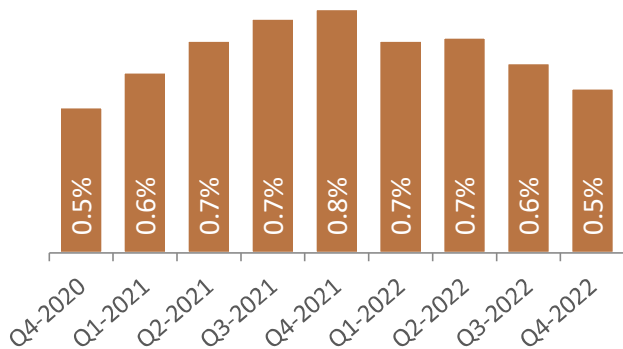
**Apt Same Property Avg Rental Rate Increase**



**Weighted Average Rental Increases Achieved by Quarter**



**Apt Same Property Incentive Offerings<sup>(2)</sup>**



(2) Measured as a percentage of residential rent.



**Net Consolidated Same Property Revenue Growth of 5.0% in 2022**

- Apt rental rate growth of 3.7%
- Apt occupancy increase of 130 bps
- MHC revenue growth of 7.7%, including 12.7% for seasonal resorts
- Commercial revenue growth of 6.3% with increased occupancy

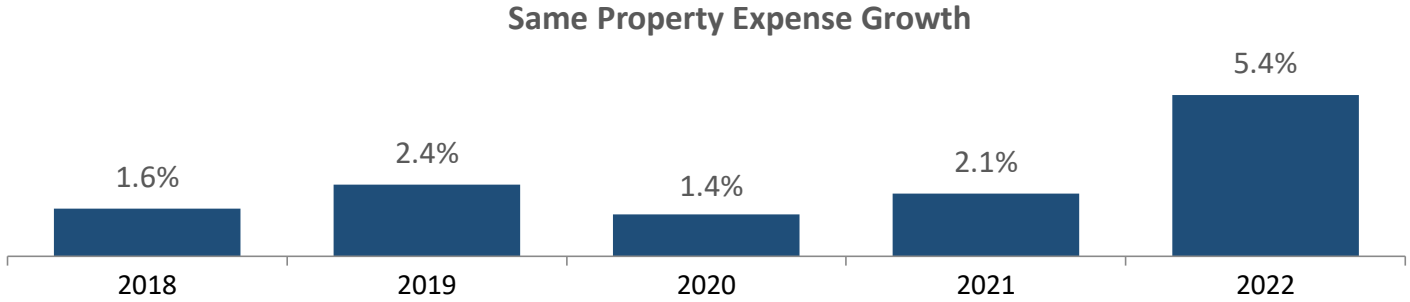
# 2023 RENT CONTROL BY PROVINCE

Province <sup>(1)</sup>	Apartments 2023
British Columbia	2.0%
Ontario <sup>(2)</sup>	2.5%
Nova Scotia <sup>(3)</sup>	2.0%
Prince Edward Island	0%
New Brunswick	
Manitoba	0%
Quebec <sup>(4)</sup>	N/A
Newfoundland, Alberta, and Saskatchewan do not have rent control restrictions.	

- (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% 2023 Allowable Guideline Increase (AGI) for lease renewals (for pre-2018 rentals).
- (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 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.

# FUEL COSTS DRIVING EXPENSE GROWTH IN 2022

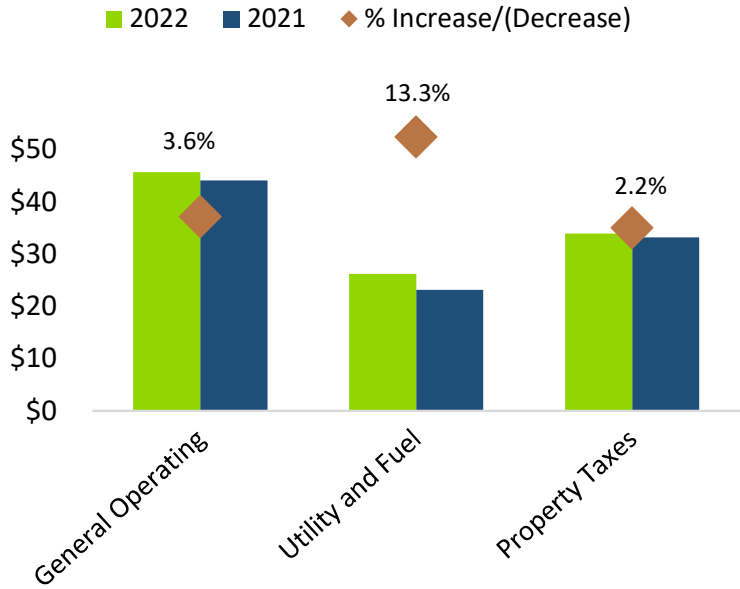
Total same property operating expenses were up 5.4% in 2022. The increase was driven by higher natural gas, oil, and propane prices across our core markets which increased our utility and fuel expenses by 13.3%.



## EXPENSE MANAGEMENT

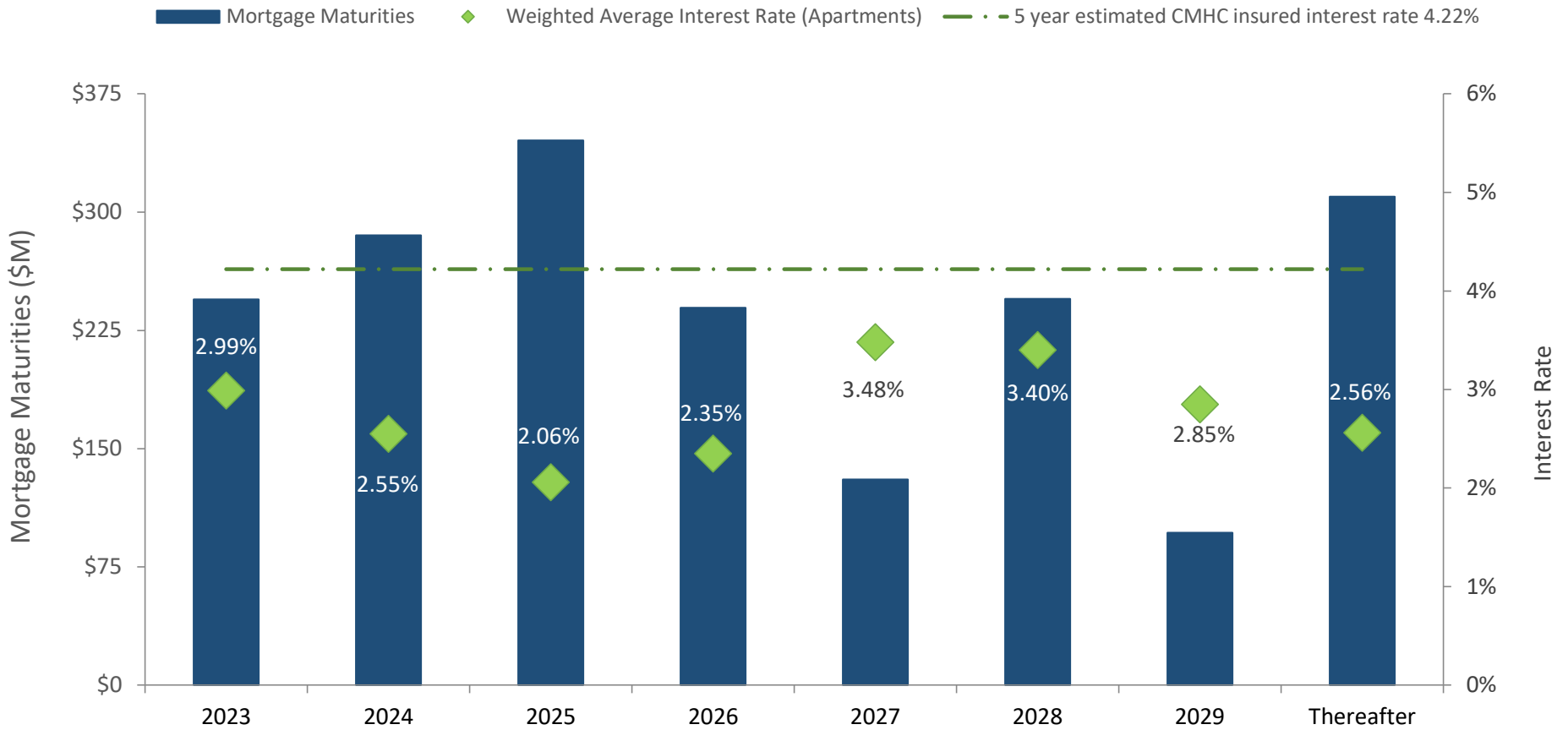
- Focused economies of scale strategies and process improvement
- Energy and water efficiency investments
- Risk management plan
- Continual property tax appeals
- Employee investment and training
- Property-level NOI enhancing technology

### Same Property Expense by Category (\$M)





## Apartment Mortgage Maturities by Year As at December 31, 2022



Current Weighted Average Mortgage Interest Rate  
2.74%

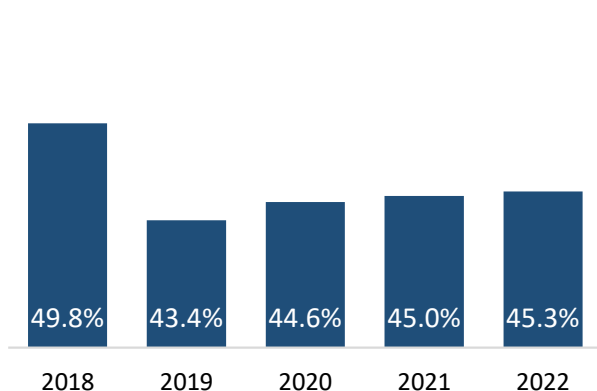
Weighted Average Term to Maturity  
3.8 years

Apartment Mortgages CMHC Insured  
77.2%

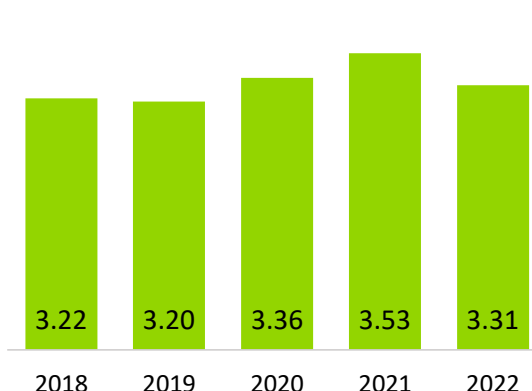
# STRONG BALANCE SHEET

Increasing value of investment properties with conservative debt metrics.

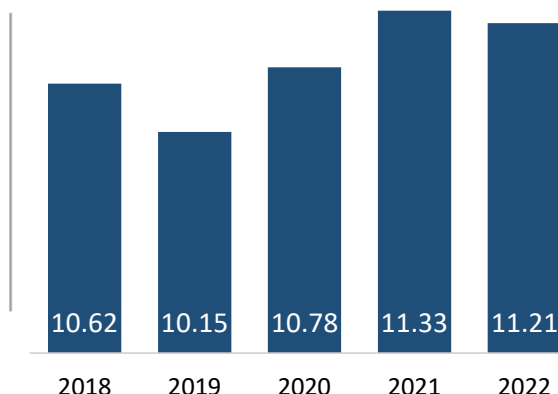
Total Debt as a % of Assets<sup>(1)</sup>



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



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



## Sources of Liquidity at Q3-2022

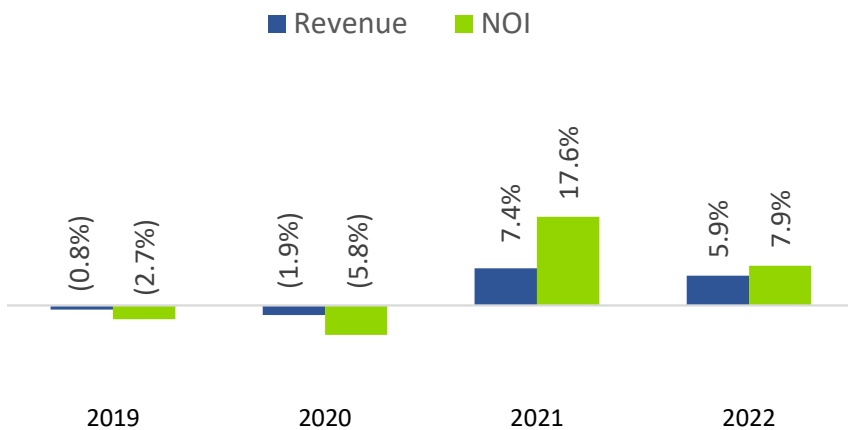
- ❖ \$80-100 million in estimated upfinancing over the next 15 months.
- ❖ \$80 million of additional capital through credit facilities.
- ❖ \$75 million of unencumbered assets.

- (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 slide 45.
- (2) Interest coverage ratio is a non-IFRS ratio. For a full description and calculation of the non-IFRS measures, see slide 45 and page 35 of Killam's Management Discussion and Analysis for the year ended December 31, 2022.
- (3) Debt to normalized EBITDA is a non-IFRS ratio. For a full description and calculation of the non-IFRS measures, see slide 45 and page 35 of Killam's Management Discussion and Analysis for the year ended December 31, 2022.

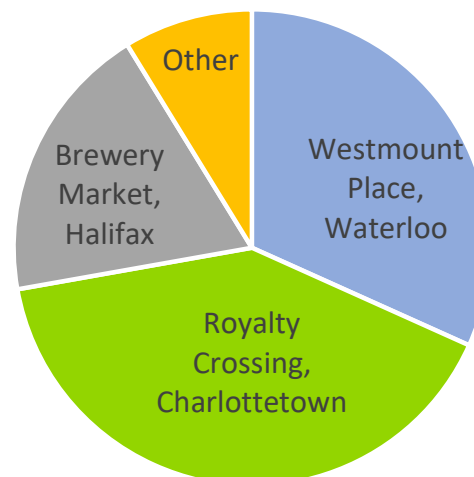
Total commercial occupancy increased 240 bps in 2022 to 92.4%.

In Q4-2022, Killam signed several new commercial tenants, including Pet Valu, Sotheby's International Realty, and Access PEI.

### Same Property Commercial NOI Growth

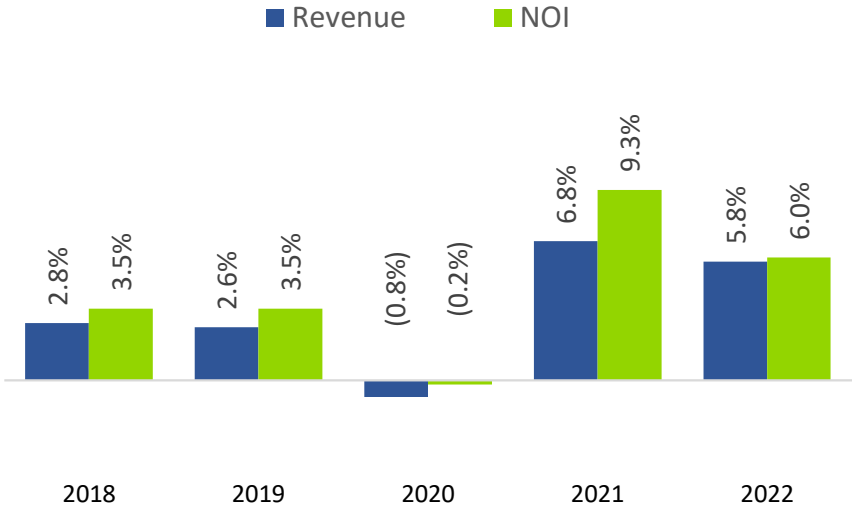


### Commercial Portfolio 946,372 SF

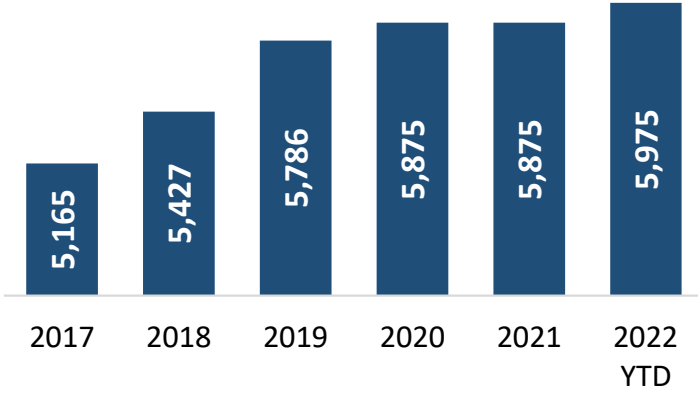




### Same Property MHC NOI Growth



### MHC Site Count

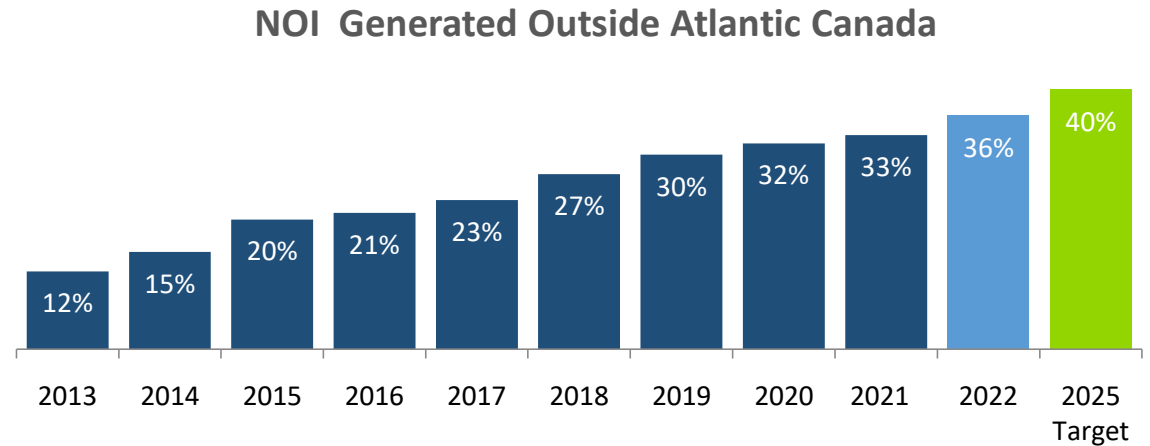


Strong growth in revenue from Killam's nine seasonal resort communities, including 12.4% increase in revenue for 2022. Gains are being realized from both seasonal sites and short-term sites.

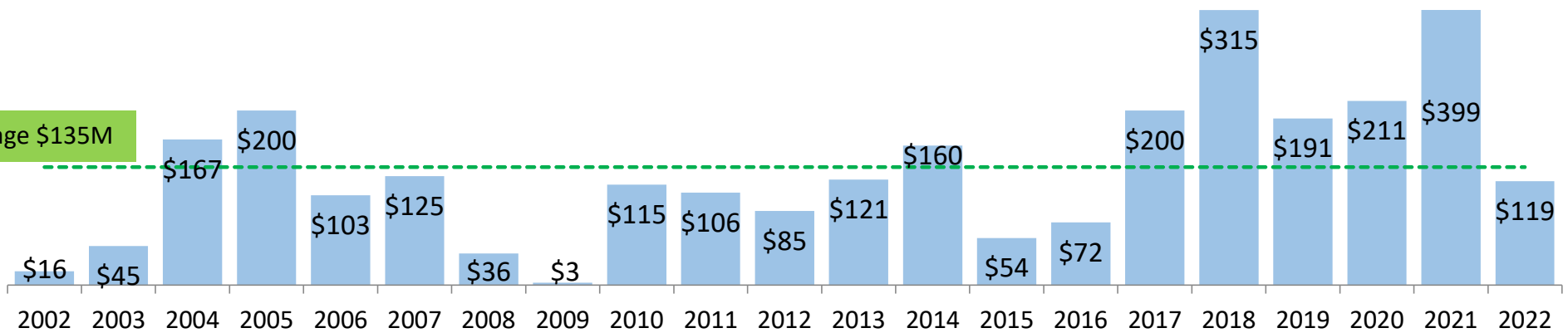
## Seasonal Resorts Revenue (\$ thousands)



In 2022, **35.8%** of Killam's NOI was generated **outside of Atlantic Canada**.



### Annual Acquisitions (\$ millions)





## The Residences, Courtenay BC

<b>Units</b>	56   100% leased
<b>Avg Monthly Rent</b>	\$1,608
<b>Acquisition Date</b>	May 18, 2022
<b>Purchase Price</b>	\$21.9 million
<b>Cap Rate</b>	3.75%

## The Shores, Courtenay BC

<b>Units</b>	94   100% leased
<b>Avg Monthly Rent</b>	\$1,641
<b>Acquisition Date</b>	May 18, 2022
<b>Purchase Price</b>	\$33.7 million
<b>Cap Rate</b>	3.94%

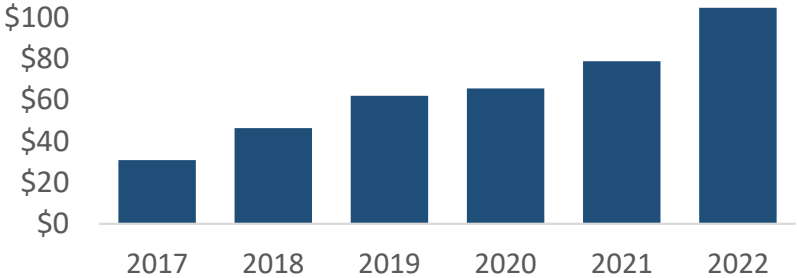
## Woolwich, Guelph ON

<b>Units</b>	84   100% leased
<b>Avg Monthly Rent</b>	\$1,218
<b>Acquisition Date</b>	April 29, 2022
<b>Purchase Price</b>	\$25.0 million*
<b>Cap Rate</b>	3.20%

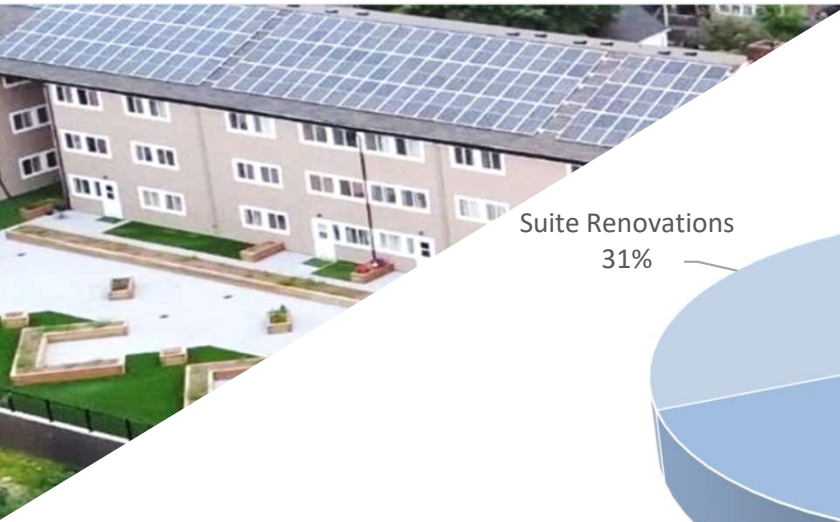
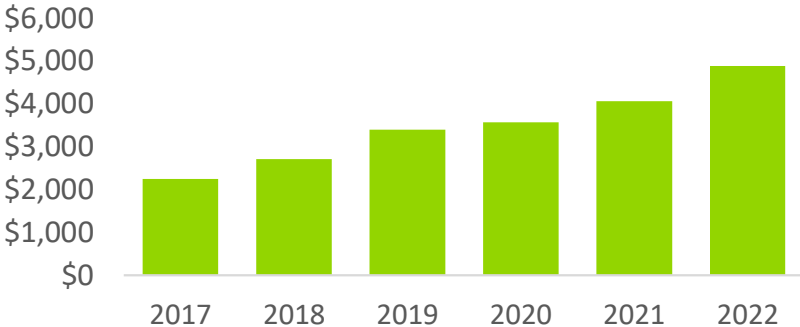
*\*Purchase price allocation:  
\$21M – investment property  
\$4M – development land*

# CAPITAL INVESTMENT

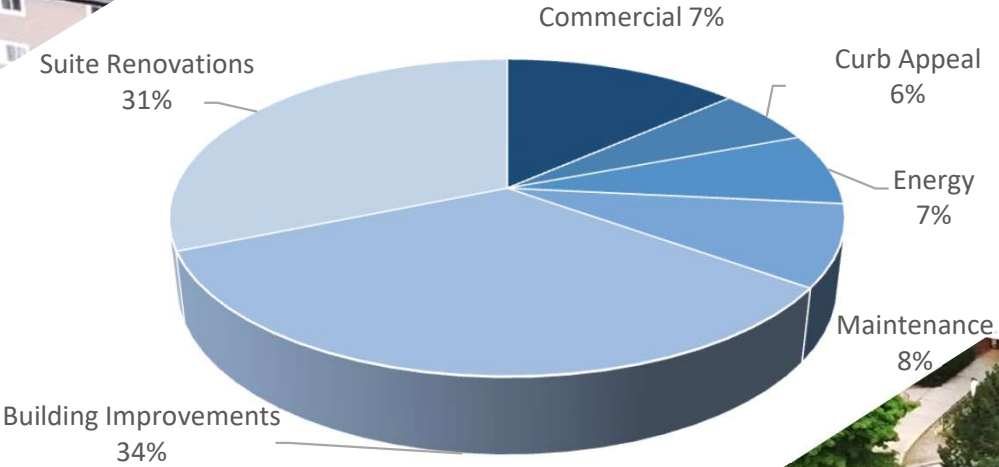
**Total Capital Investment (\$M/yr)**



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



**2022 Capital Investment**

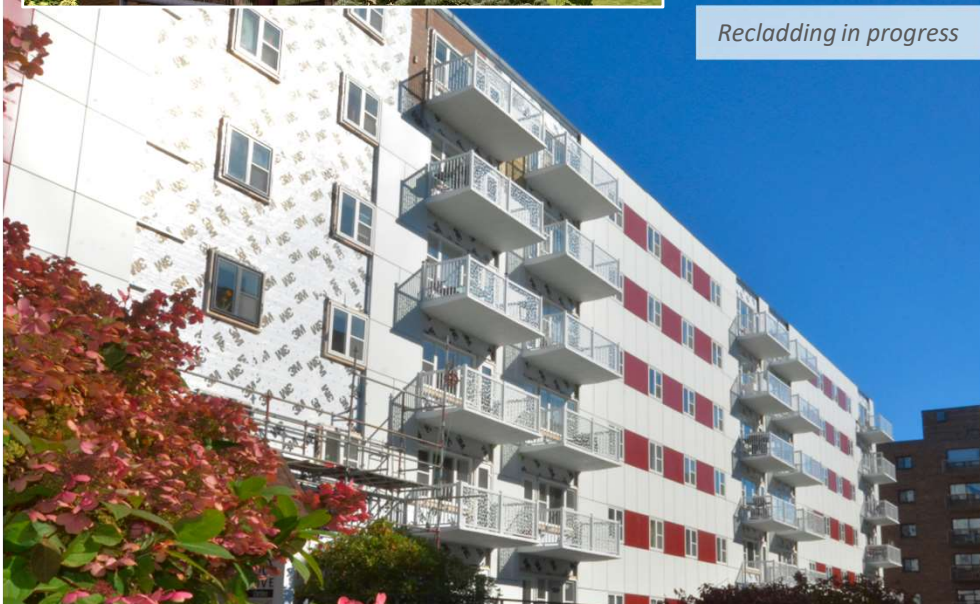




## Quinpool Towers, Halifax



## Brentwood, Halifax



## Belvedere, Charlottetown



# HIGH QUALITY DEVELOPMENTS COMPLETED

More than \$400 million of developments completed.



101 units - Fredericton, NB



122 units - Cambridge, ON



94 units - Cambridge, ON



70 units - Halifax, NS



102 units - St. John's, NL



71 units - St. John's, NL



78 units - Charlottetown, PE



47 units - Charlottetown



240 units - Halifax, NS



228 units - Ottawa, ON



63 units - Halifax, NS



38 units - Charlottetown, PE



168 units - Ottawa, ON



104 units - Ottawa, ON



128 units - Mississauga, ON

# 2022 | STRONG LEASING OF NEW DEVELOPMENTS

97%  
leased <sup>(1)</sup>

## Latitude, Ottawa



208 suites | January 2022

100%  
leased <sup>(1)</sup>

## The Kay, Mississauga



128 suites | April 2022

84%  
leased <sup>(1)</sup>

## Luma, Ottawa



168 suites | June 2022

<sup>(1)</sup> As of March 17, 2023

# 2022 | STRONG DEVELOPMENT LEASING

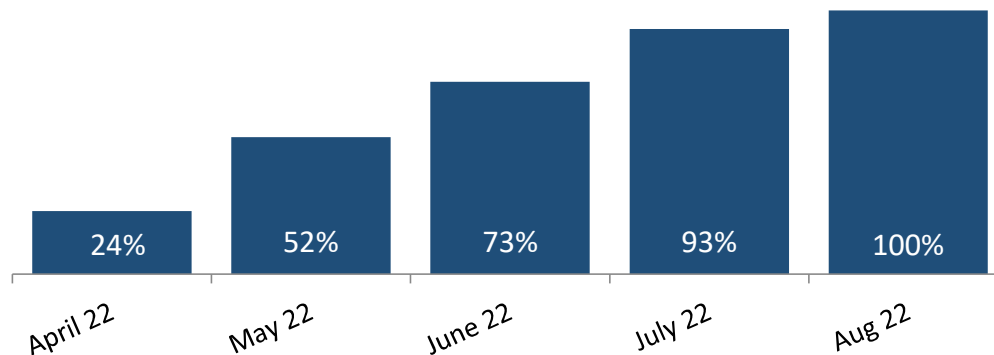
## THE KAY



Avg Rent:  
\$3.04/ft<sup>2</sup>



### The Kay Leasing Activity



## LATITUDE



Avg Rent:  
**\$3.05/ft<sup>2</sup>**

**Geothermal**  
heating and  
cooling

**97% leased**  
at  
Mar 17, 2023

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



**LATITUDE** – 208-unit development in Ottawa adjacent to the Frontier

# 2022 | STRONG DEVELOPMENT LEASING

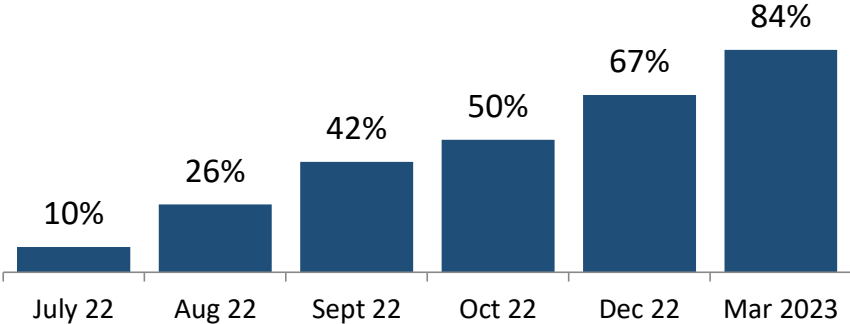
## LUMA



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



Luma Leasing Activity



LUMA – 168-unit development in Ottawa



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



Governor | 12 units  
Halifax



Civic 66 | 169 units  
Kitchener



The Carrick | 139 units  
Waterloo



(1) In addition, Killam has a 10% interest in the second phase (234 units) of the Nolan Hill development in Calgary, AB, which broke ground during the fourth quarter of 2021 and is expected to be completed in 2024. Killam has a \$65.0 million commitment in place to purchase the remaining 90% interest of the second phase, following completion of construction and the achievement of certain conditions.

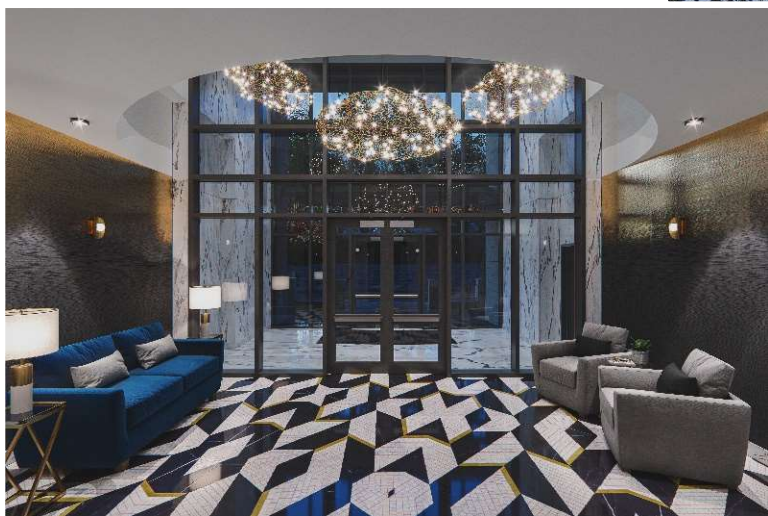


## THE GOVERNOR

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

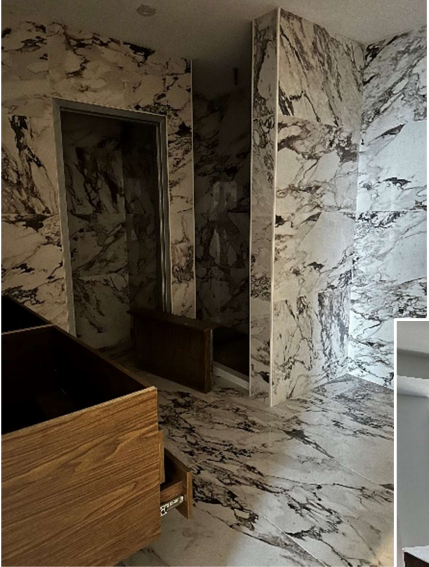
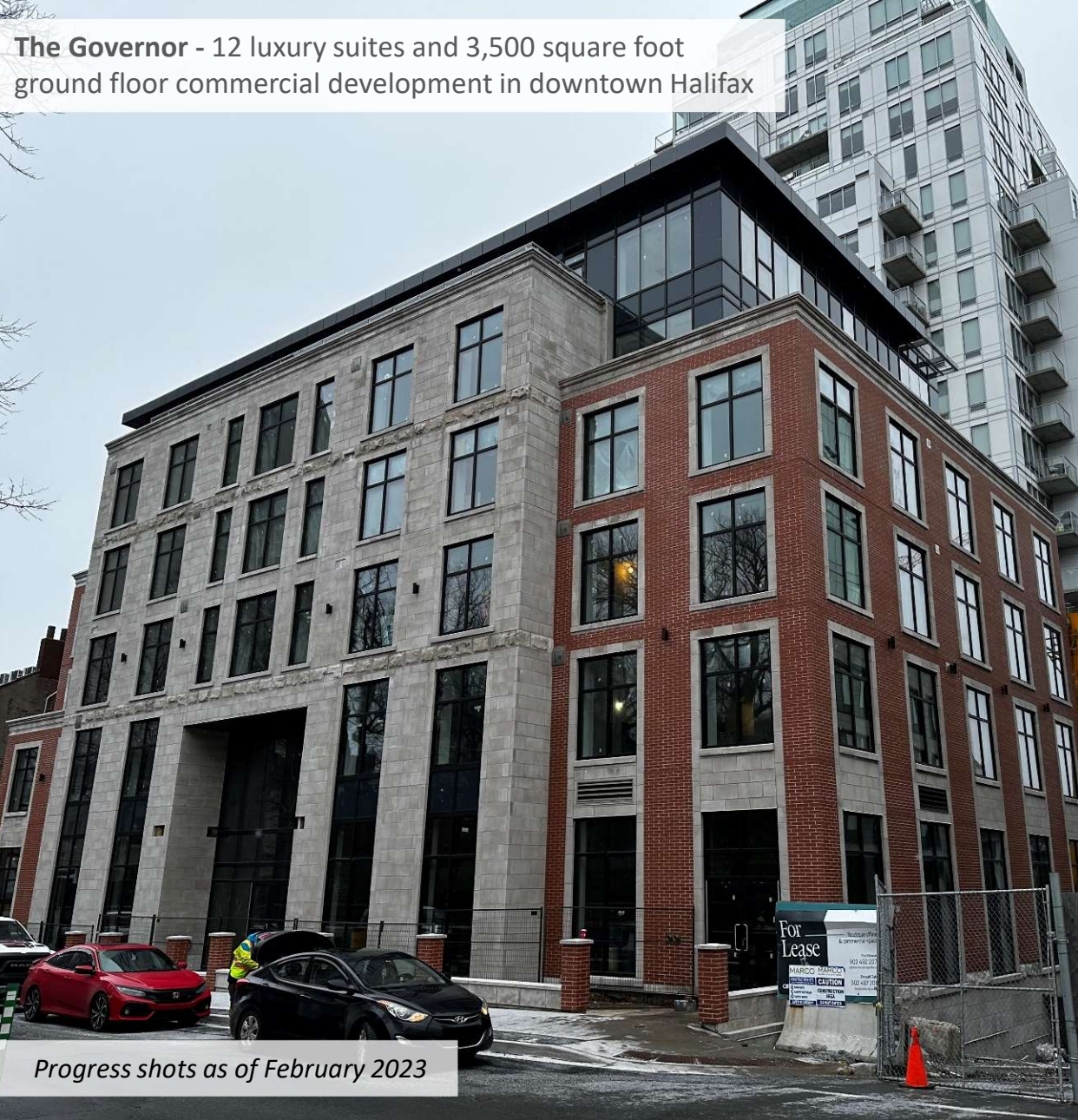
### Key Statistics

Number of units	12
Start date	Q1-2021
Est. completion date	Q2-2023
Project budget (\$M)	\$24.3
Expected yield	4.00%-4.25%
Expected value cap-rate	3.75%
Avg unit size	2,350 SF +(330 SF terrace)
Avg rent	\$3.30 per SF



# 2022 | DEVELOPMENT ACTIVITY - HALIFAX

The Governor - 12 luxury suites and 3,500 square foot ground floor commercial development in downtown Halifax



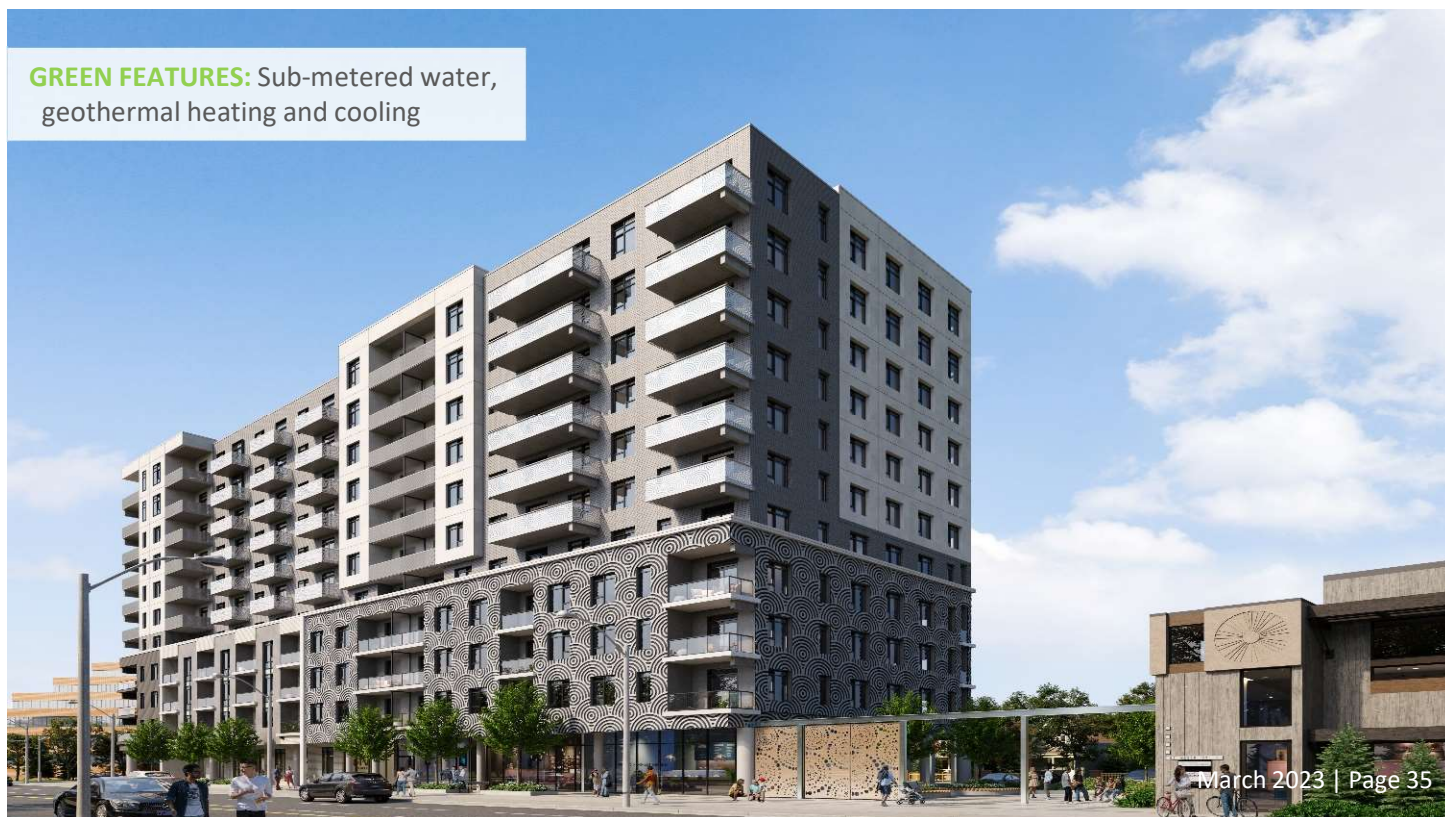
Progress shots as of February 2023

## CIVIC 66

169-unit development in Kitchener that broke ground in Q3-2020 and is expected to be completed in Q2-2023.



**GREEN FEATURES:** Sub-metered water, geothermal heating and cooling



Key Statistics	
Number of units	169
Start date	Q3-2020
Est. completion date	Q1-2023
Project budget (\$M)	\$69.7
Cost per unit	\$412,000
Expected yield	4.75%-5.00%
Expected value cap-rate	3.5%
Avg unit size	780 SF
Avg rent	\$2.77 per SF



# 2022 | DEVELOPMENT ACTIVITY – WATERLOO

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



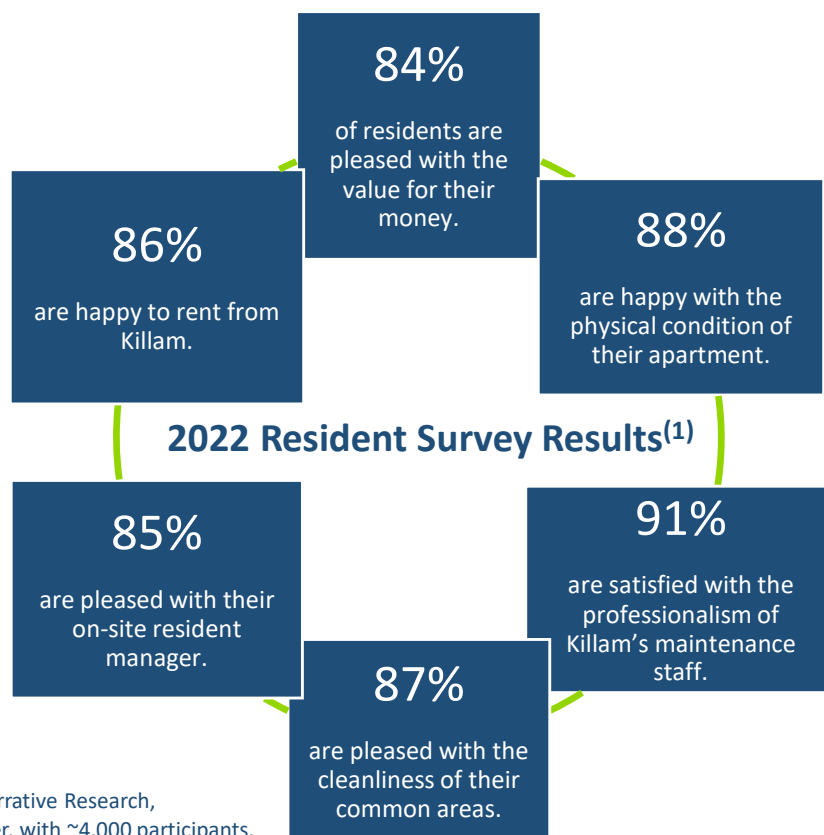
Key Statistics	
Number of units	139
Start date	Q2-2022
Est. completion date	2024
Project budget (\$M)	\$83.5
Cost per unit	\$601,000
Expected yield	4.00%-4.25%
Expected value cap-rate	3.99%
Avg unit size	870 SF
Avg rent	\$2.90 - \$3.00 per SF



# 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 2021 ESG report  
[killamreit.com/esg](http://killamreit.com/esg)





- ✓ 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

370 chargers across 24 properties

### PV Solar Panels

18 installations to date

### Committed to Affordability

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

### Building Certifications

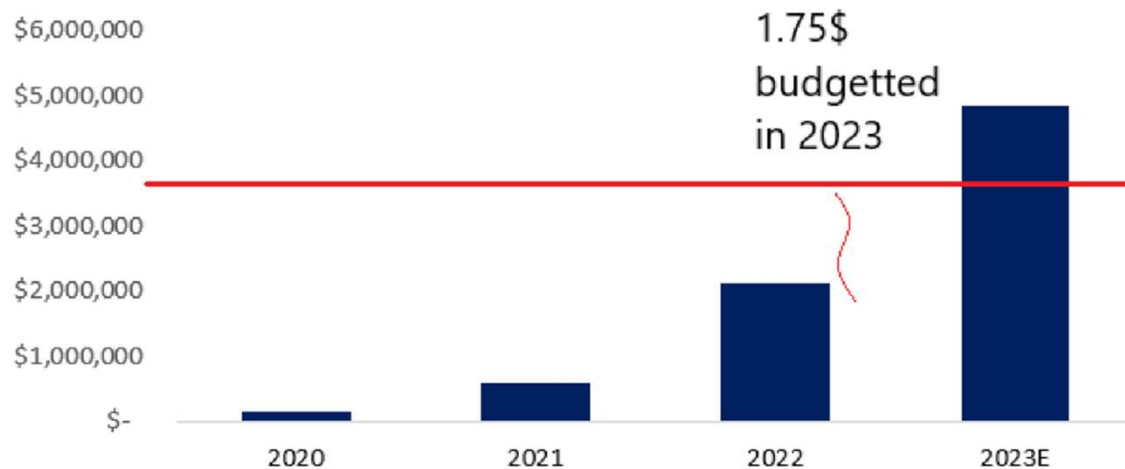
Over 2,400 units certified





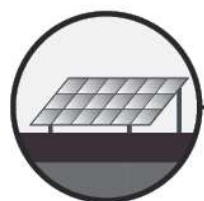
- ☀️ As of January 2023, a total of 18 online projects with 1,781 MWh of annual production – equivalent to the average annual consumption of ~171 single family homes
- ☀️ \$3.3M total capital invested in solar to date
- ☀️ 8% estimated ROI in Year 1 based on expected annual production
- ☀️ Four projects online for more than one year have produced approximately 93.75% of expected electricity

## Investment in Solar



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

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



## Renewable Energy

- » Six properties with geothermal heating and cooling systems
- » 1.1MW of installed solar photovoltaic systems across 12 properties
- » ~\$33 million invested in the past 6 years in energy efficiency projects



## Building Certifications

- » Three healthy-living and green building certifications successfully piloted in 2021: BOMA Best, Certified Rental Building Program and FitWel certifications.

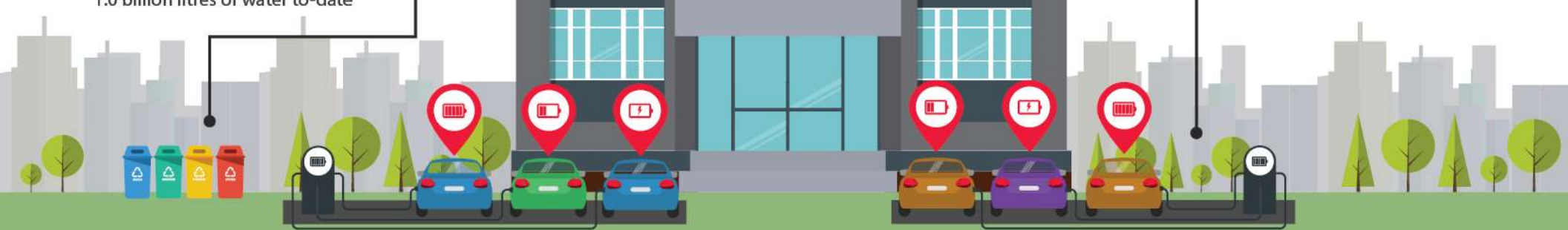
## Natural Resources

- » 70% of properties have low-flow water fixtures
- » 70% of properties have waste reduction programs
- » 51% of properties have a composting program
- » 13,000 low-flow toilets saving 1.0 billion litres of water to-date



## Sustainable Transport

- » 40 properties have a walk score over 70 (very walkable)
- » 55 average bike score
- » 48 average transit score
- » 11 properties with EV Charging Stations (with 50 additional properties in 2022).



## ESG

### Environmental



#### LONG-TERM TARGETS

- Reduce GHG emissions by 15%<sup>(1)</sup> by 2030.
- Produce a minimum of 10% of electricity<sup>(2)</sup> consumed by portfolio through renewable energy sources by 2025.
- Pursue building certifications across a minimum of 20% of Killam's portfolio by 2025.

### Social



#### LONG-TERM TARGETS

- Increase employee volunteer hours by 25% by 2025.
- Increase number of affordable housing suites by 20% by 2025.
- Maintain resident satisfaction score above 85%, annually.

### Governance



#### LONG-TERM TARGETS

- Continue to participate in GRESB<sup>(3)</sup> survey annually, targeting a minimum increase of 5% each year to reach GRESB 4 Star ranking by 2025, and continue to expand ESG disclosure.
- Increase the diversity of employees, including a 25% increased representation of employees who identify as racialized, as persons with a disability, and as LGBTQ2+ by 2025.

*(1) Scope 1 and 2 emissions from 2020 levels.*

*(2) Operational controlled electricity.*

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

## ESG

### Environmental



#### 2021 PERFORMANCE

- Invested \$8.2M in energy efficiency projects.
- Achieved 5.6% reduction in like-for-like energy consumption.
- Reduced greenhouse gas intensity (tCO<sub>2</sub>e per SF) by 8.6%.
- Completed nine solar photovoltaic installs, which will produce ~1,000 MWh of annual renewable energy.
- Achieved building certifications on eight properties (927 units).
- Recognized as one of Canada's Greenest Employers.
- Completed an independent review of its 2021 energy consumption and greenhouse gas inventory.

### Social



#### 2021 PERFORMANCE

- Supported affordable housing with more than 850 subsidized units through community partnerships.
- Achieved an 84% employee satisfaction score.
- Partnered with the Canadian Centre for Diversity and Inclusion to complete its bi-annual diversity survey.
- Increased employee volunteer time by 20% from 2019.
- Added 108 units to its supported affordable housing portfolio.
- Achieved an 86% resident satisfaction score.

### Governance



#### 2021 PERFORMANCE

- Improved GRESG score by 6% in 2021, in addition to 40% since initial participation.
- Reported under TCFD framework and aligned with SASB and GRI standards.
- Conducted an extensive stakeholder engagement process to review its ESG materiality.
- Aligned Killam's strategy and targets with two additional UN Sustainable Development goals: Gender Equality and Climate Action.
- Earned a GRESB Public Disclosure survey rating of "A".

Management believes the following non-IFRS financial measures, ratios and supplementary information are relevant measures of the ability of Killam to earn revenue and to evaluate Killam's financial performance. Non-IFRS measures should not be construed as alternatives to net income or cash flow from operating activities determined in accordance with IFRS, as indicators of Killam's performance, or sustainability of Killam's distributions. These measures do not have standardized meanings under IFRS and therefore may not be comparable to similarly titled measures presented by other publicly traded organizations.

## Non-IFRS Financial Measures

- Funds from operations (FFO) is a non-IFRS financial measure of operating performance widely used by the Canadian real estate industry based on the definition set forth by REALPAC. FFO, and applicable per unit amounts, are calculated by Killam as net income adjusted for fair value gains (losses), interest expense related to exchangeable units, gains (losses) on disposition, deferred tax expense (recovery), unrealized gains (losses) on derivative liability, internal commercial leasing costs, depreciation on an owner-occupied building, interest expense related to lease liabilities, and non-controlling interest. FFO is calculated in accordance with the REALPAC definition.
- Adjusted funds from operations (AFFO) is a non-IFRS financial measure of operating performance widely used by the Canadian real estate industry based on the definition set forth by REALPAC. AFFO, and applicable per unit amounts and payout ratios, are calculated by Killam as FFO less an allowance for maintenance capital expenditures ("capex") (a three-year rolling historical average capital investment to maintain and sustain Killam's properties), commercial leasing costs and straight-line commercial rents. AFFO is calculated in accordance with the REALPAC definition. Management considers AFFO an earnings metric.
- Adjusted earnings before interest, tax, depreciation and amortization ("adjusted EBITDA") is calculated by Killam as net income before fair value adjustments, gains (losses) on disposition, income taxes, interest, depreciation and amortization.
- Normalized adjusted EBITDA is calculated by Killam as adjusted EBITDA that has been normalized for a full year of stabilized earnings from recently completed acquisitions and developments, on a forward-looking basis.
- Net debt is a non-IFRS measure used by Management in the computation of debt to normalized adjusted EBITDA. Net debt is calculated as the sum of mortgages and loans payable, credit facilities and construction loans (total debt) reduced by the cash balances at the end of the period. The most directly comparable IFRS measure to net debt is debt.
- **Non-IFRS Ratios**
- Interest coverage is calculated by dividing adjusted EBITDA by mortgage, loan and construction loan interest and interest on credit facilities.
- Per unit calculations are calculated using the applicable non-IFRS financial measures noted above, i.e., FFO, AFFO and/or ACFO, divided by the basic or diluted number of units outstanding at the end of the relevant period.
- Payout ratios are calculated using the distribution rate for the period divided by the applicable per unit amount, i.e., AFFO and/or ACFO.
- Debt to normalized adjusted EBITDA is calculated by dividing net debt by normalized adjusted EBITDA.

## Supplementary Financial Measures

- Same property NOI is a supplementary financial measure defined as NOI for stabilized properties that Killam has owned for equivalent periods in 2022 and 2021. Same property results represent 85.8% of the fair value of Killam's investment property portfolio as at December 31, 2022. Excluded from same property results in 2022 are acquisitions, dispositions and developments completed in 2021 and 2022, 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 2022 and 2021. 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

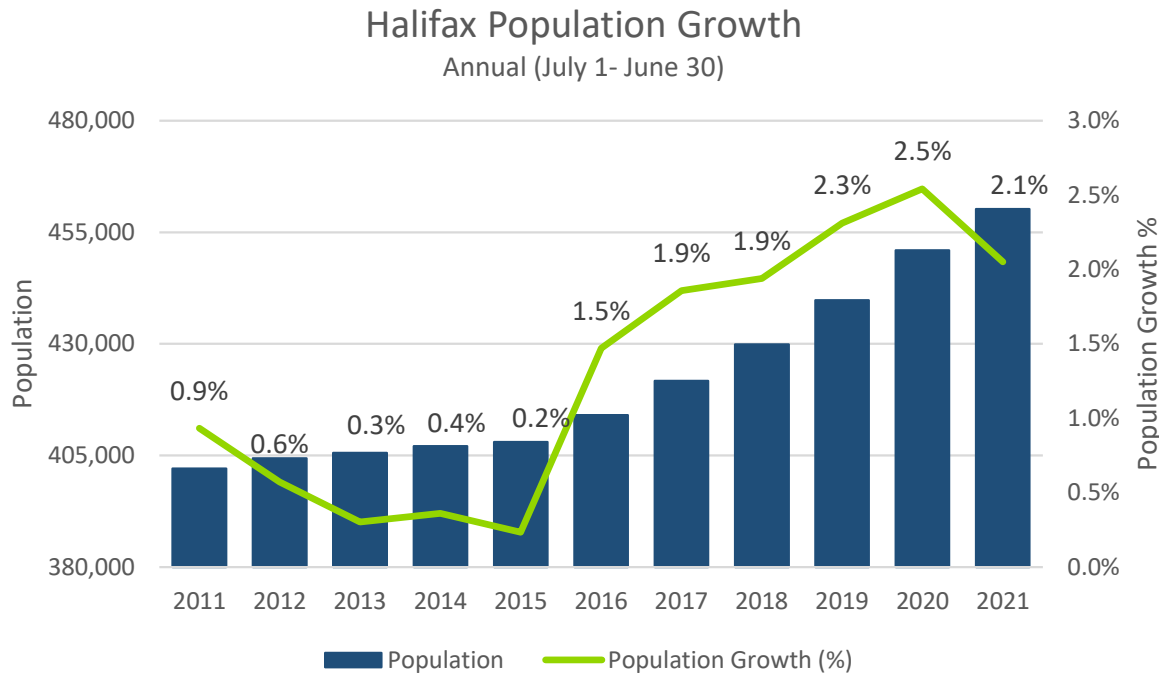
- Total debt as a percentage of total assets is a capital management financial measure and is calculated by dividing total debt by total assets, excluding right-of-use assets.

See the 2022 Management's Discussion and Analysis for further details on these non-IFRS measures and, where applicable, reconciliations to the most directly comparable IFRS measure.

# Appendices

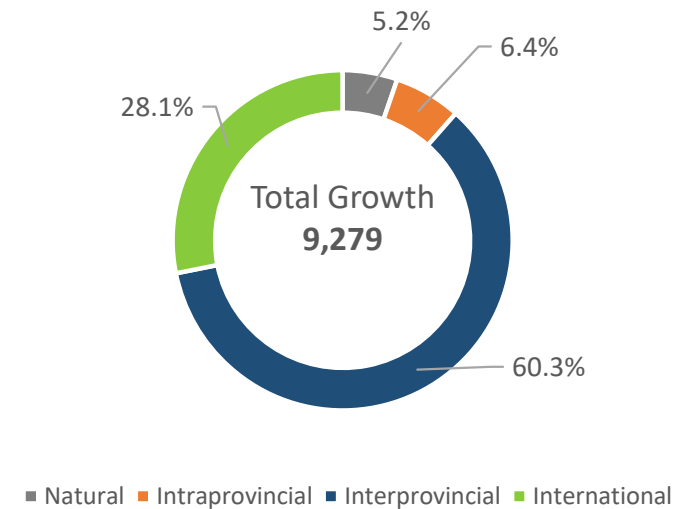
# HALIFAX POPULATION GROWTH

- Vacancy at historic lows in Halifax as demand for housing outpaces new rental supply.
- Halifax’s accelerated growth has been driven by immigration and urbanization with strong economic growth, with 3.5% GDP growth in 2021 and estimating 1.9% GDP growth for 2022<sup>(1)</sup>.



Source: Statistic Canada

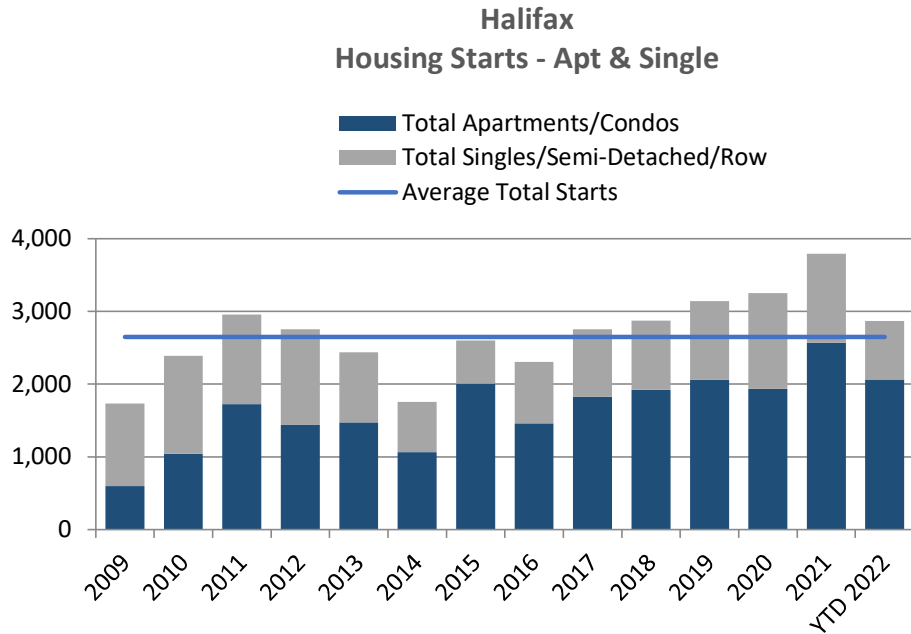
### 2020-21 Halifax Population Growth by Source



Source: Statistic Canada

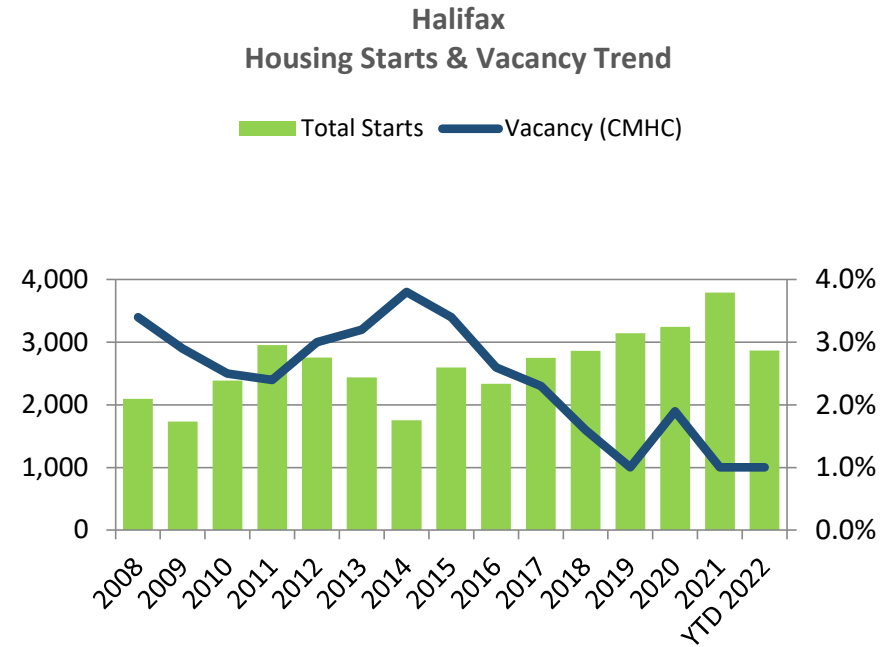
(1) Nova Scotia Economic Forecasts, TD Economics Report, June 22, 2022 [[Provincial Economic Forecast \(td.com\)](https://www.td.com/provincial-economic-forecast)]

New supply has been absorbed by population growth from immigration, migration, and shift in apartment rental demand.



Source: CMHC

Total housing starts have averaged 2,600 dwellings over the past decade, however the portion of multi-family units has increased from 1/3 to 2/3 of starts.



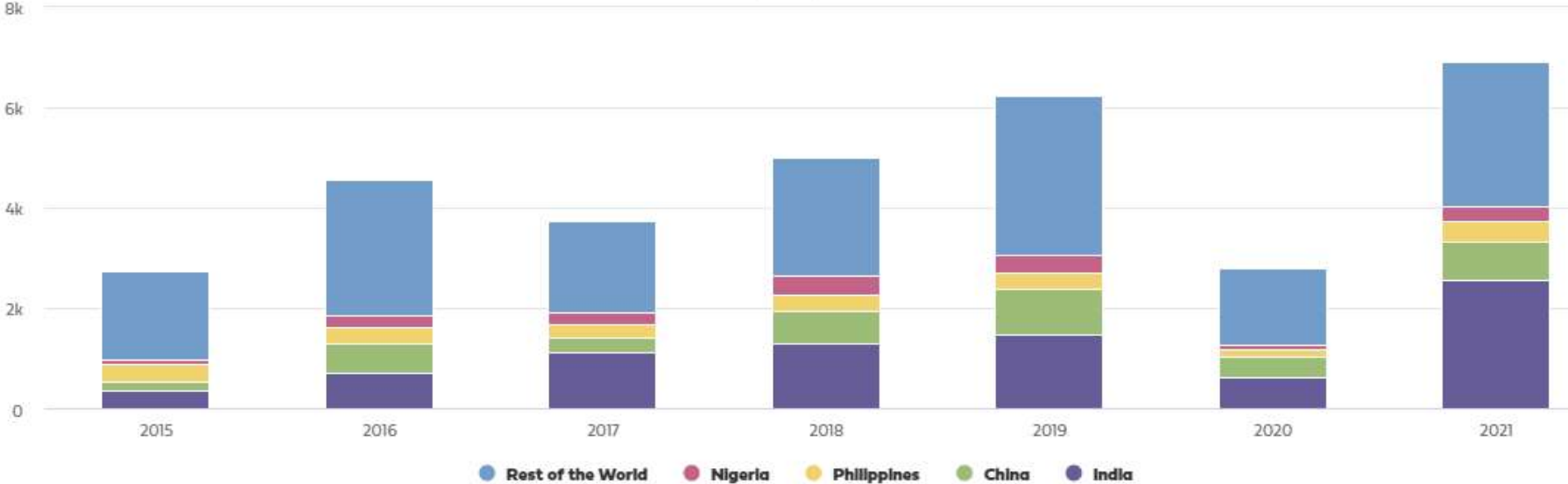
Source: CMHC

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



## PERMANENT RESIDENT ADMISSIONS BY SOURCE COUNTRY

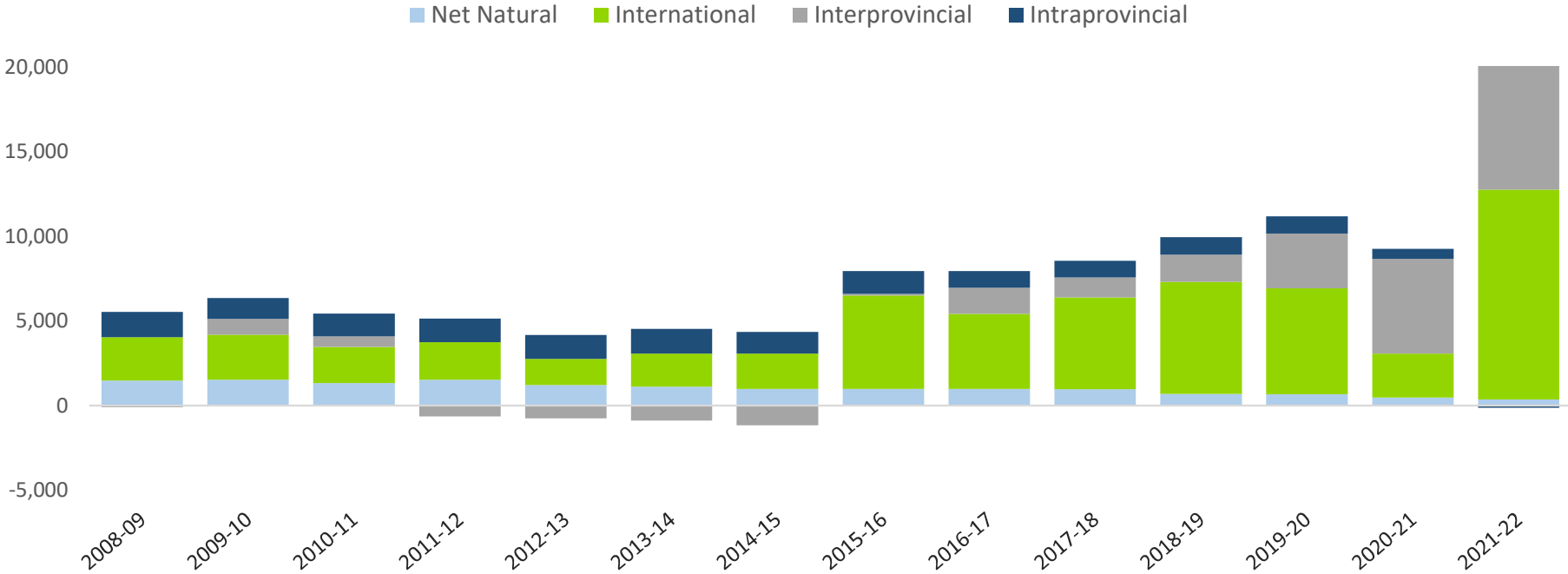
Persons, Halifax, 2015 to 2021



- India remains number one source of new permanent residents in Halifax
- India and China together accounted for almost half of 2021 figure

- Halifax population growth of over 20,000 in 2021-22
- Interprovincial migration overtakes international migration
- Halifax population rose to 480,523 in 2022, representing 47% of the provincial population

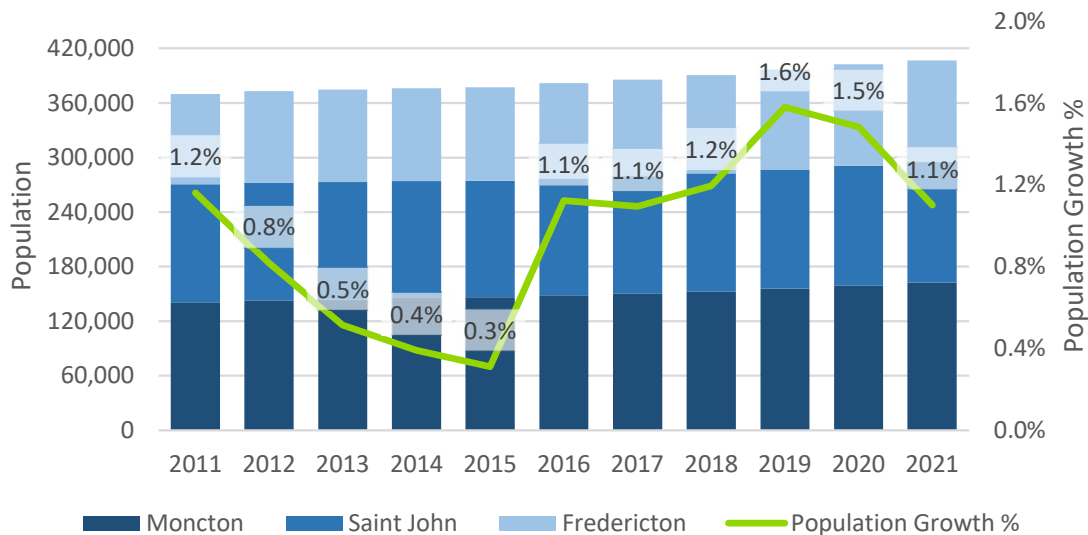
### Halifax Population Growth by Source (July-July)



# NEW BRUNSWICK POPULATION GROWTH

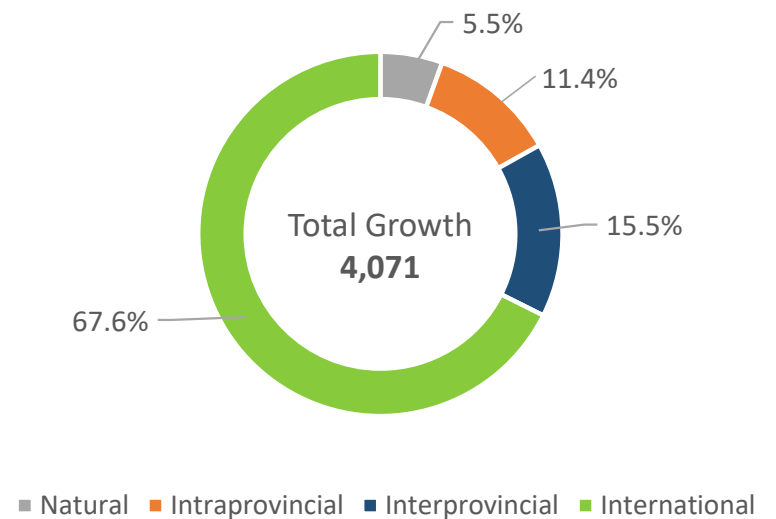
New Brunswick's outlook is positive, with GDP growth of 3.4% in 2021 and estimating 2.0% in 2022<sup>(1)</sup>. This growth is expected to remain strong given demand for lumber and energy exports, housing, and tourism services.

Moncton, Saint John & Fredericton Population Growth  
Annual (July 1- June 30)



Source: Statistic Canada

2020-21 Saint John & Moncton Population Growth by Source

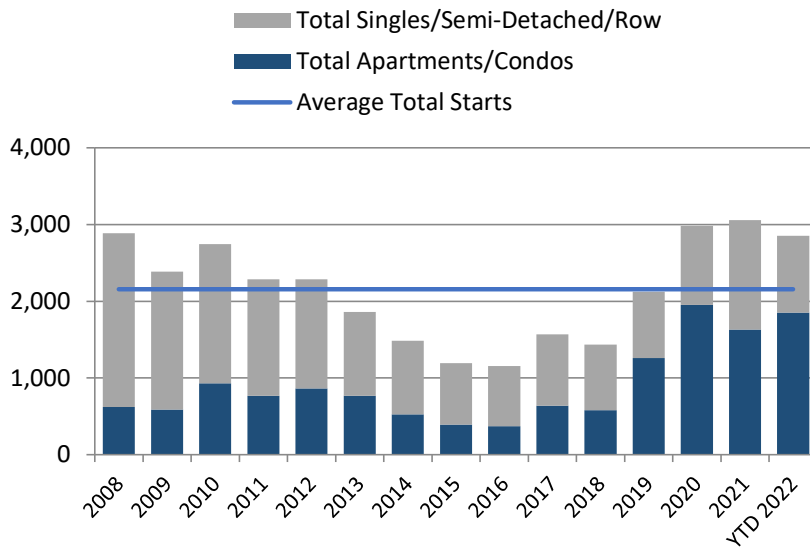


Source: Statistic Canada

(1) New Brunswick Economic Forecast, TD Economics Report, June 22, 2022 [[Provincial Economic Forecast \(td.com\)](#)]

New supply has been absorbed by population growth from immigration, migration, and shift in apartment rental demand.

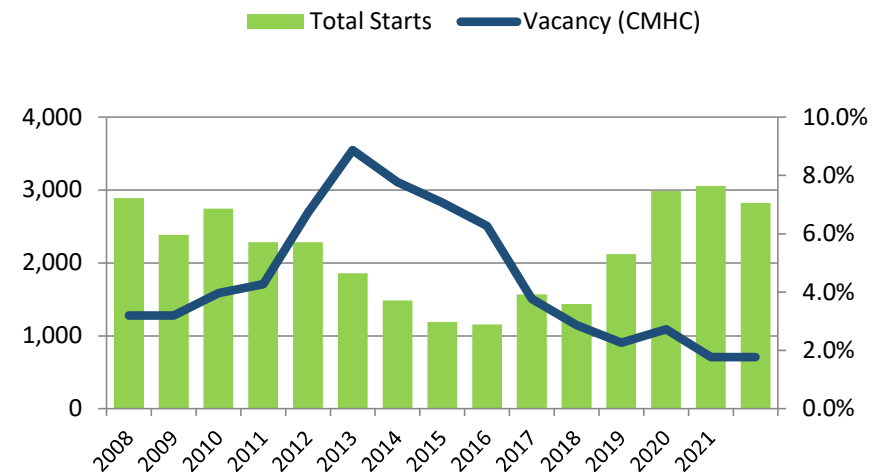
**Saint John, Moncton, Fredericton  
Housing Starts - Apt & Single**



Source: CMHC

Total housing starts have averaged 2,100 dwellings over the past decade, however the portion of multi-family units has increased from 1/4 to 1/2 of starts.

**Saint John, Moncton, Fredericton  
Housing Starts & Vacancy Trend**

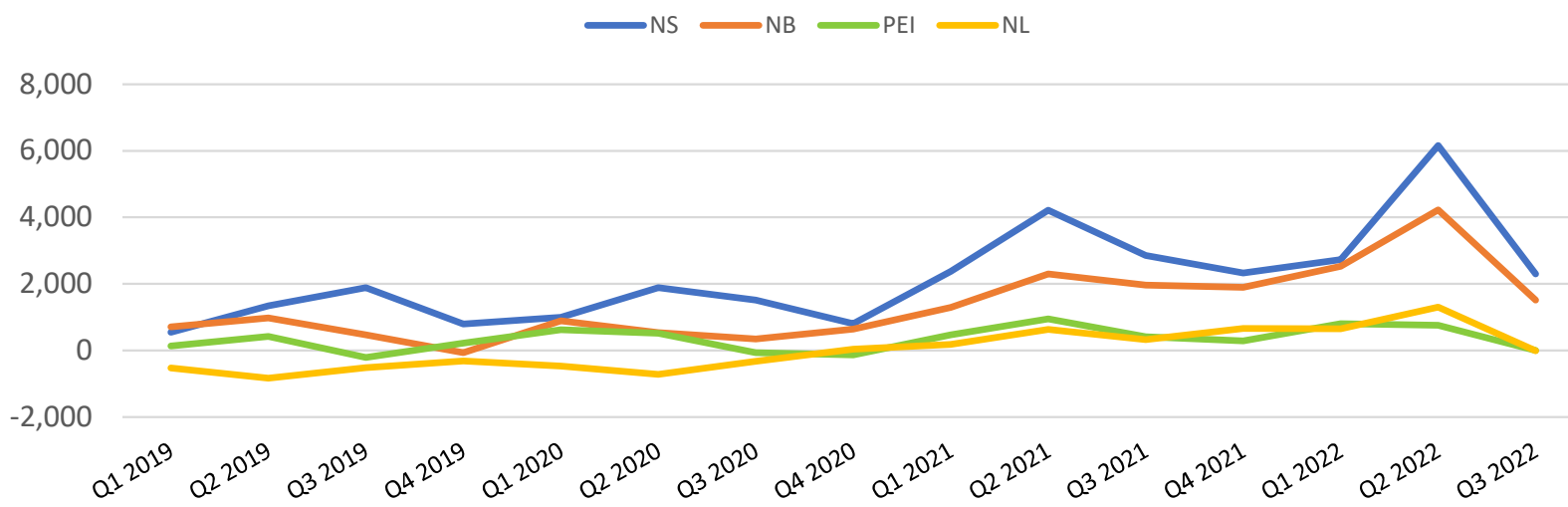


Source: CMHC

Vacancy at historic lows in New Brunswick region as demand for housing outpaces new rental supply.

# INTERPROVINCIAL MIGRATION BY PROVINCE

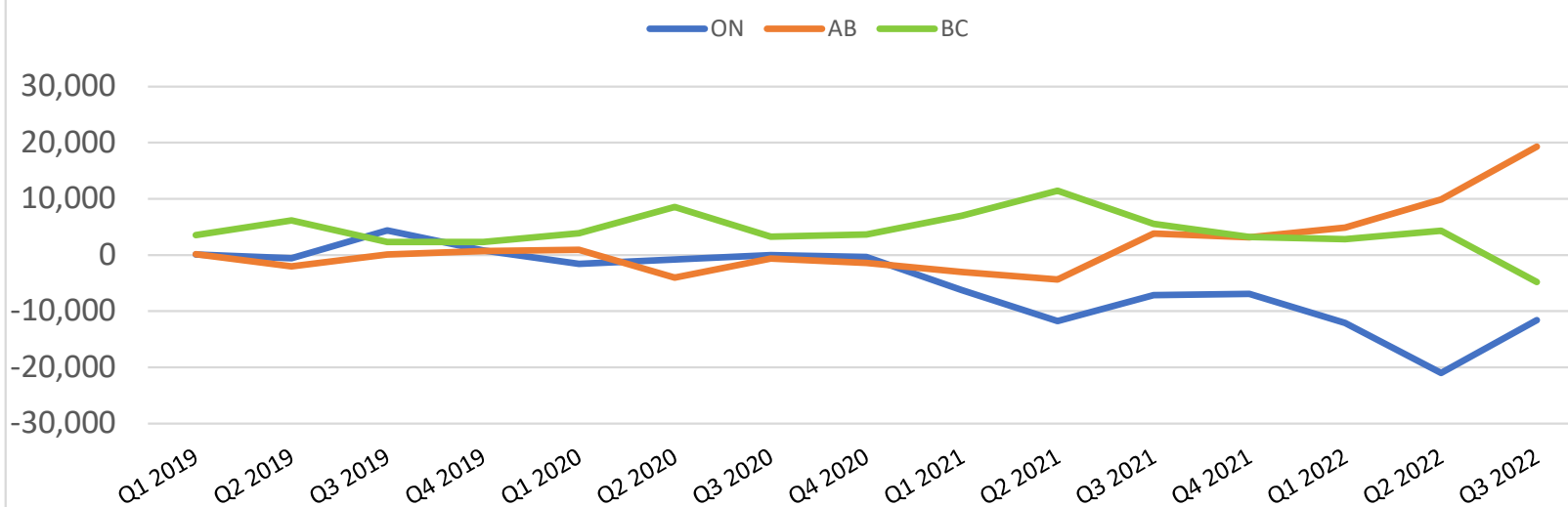
### Net Migration - Atlantic Canada



All four Atlantic provinces have been achieving net positive interprovincial migration since Q1-21.

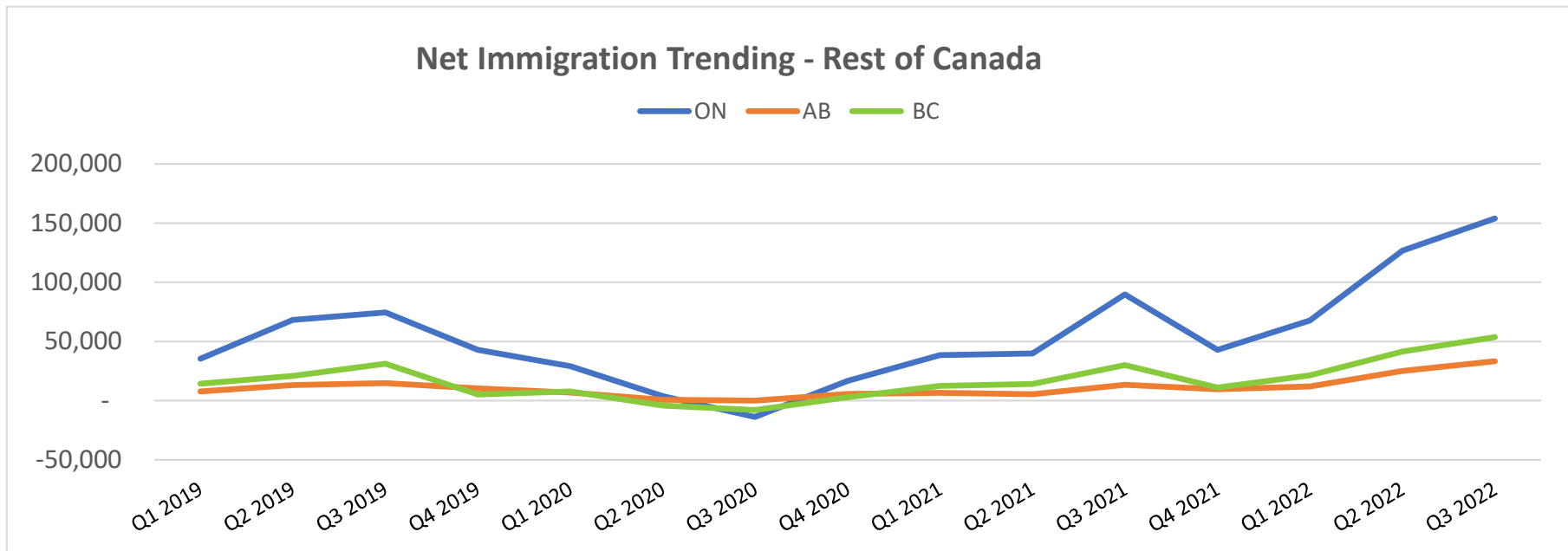
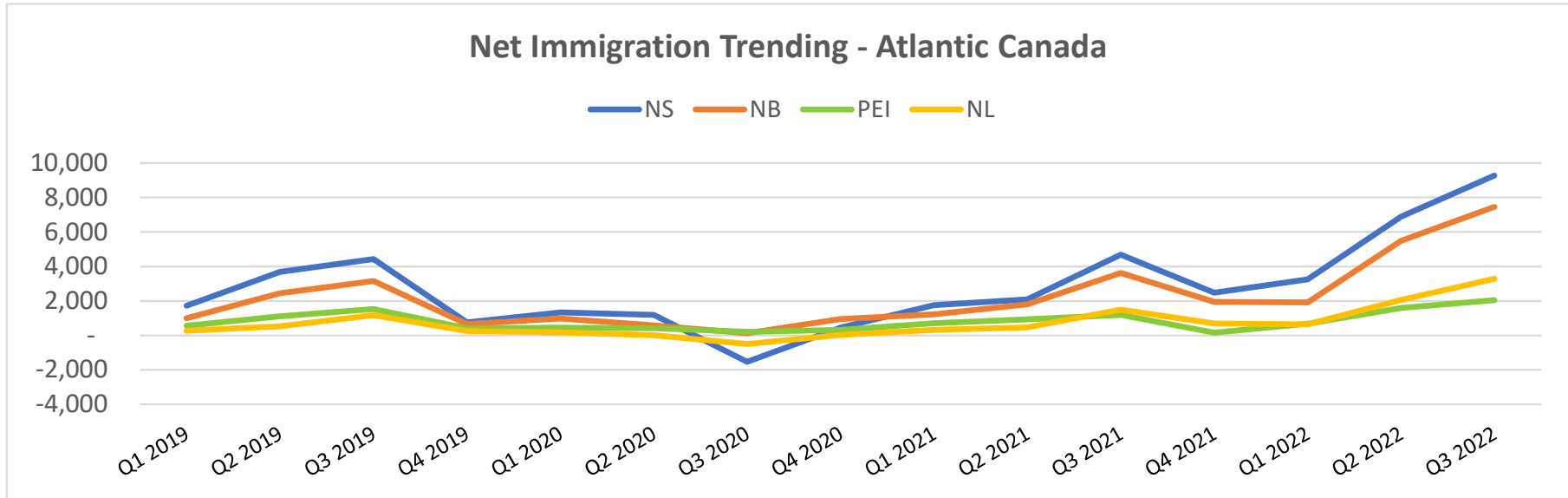
Nova Scotia leads the group, seeing its highest immigration levels every June.

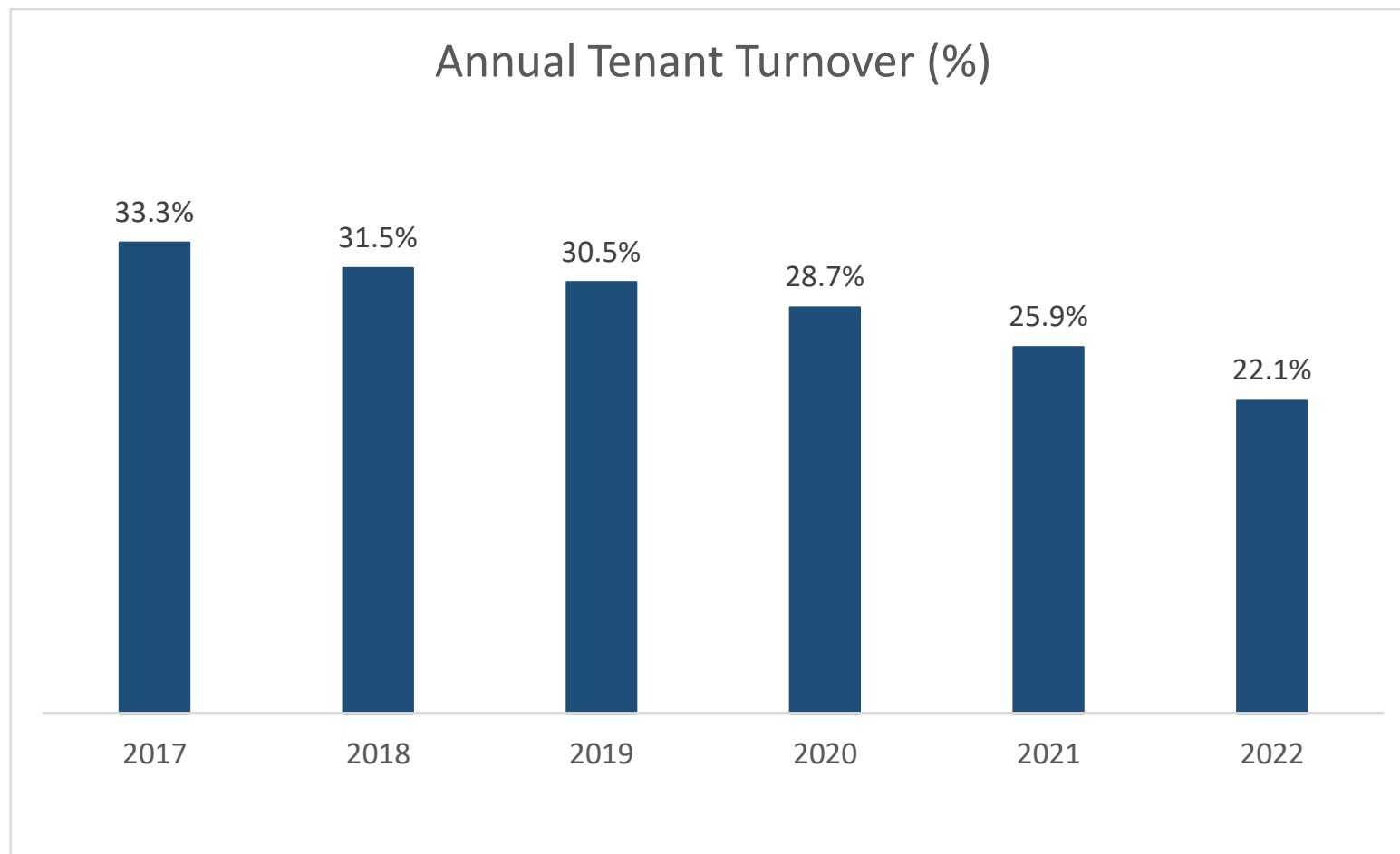
### Net Migration - Rest of Canada



Alberta has rebounded, achieving net positive interprovincial migration since Q3-21.

Ontario has been seeing a declining migration trend since Q1-20, largely correlated to the COVID-19 pandemic.

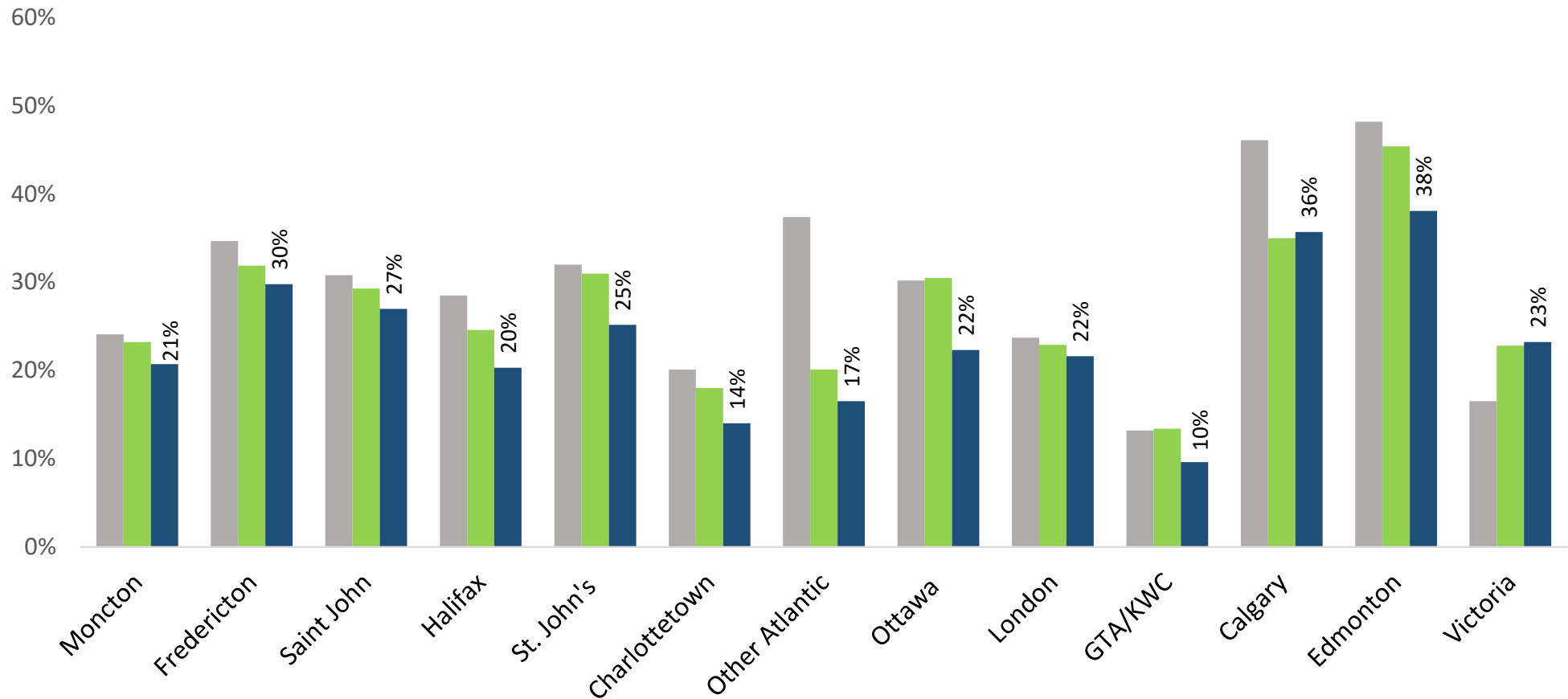




# ANNUAL TURNOVER BY REGION

## Annual Turnover by Region

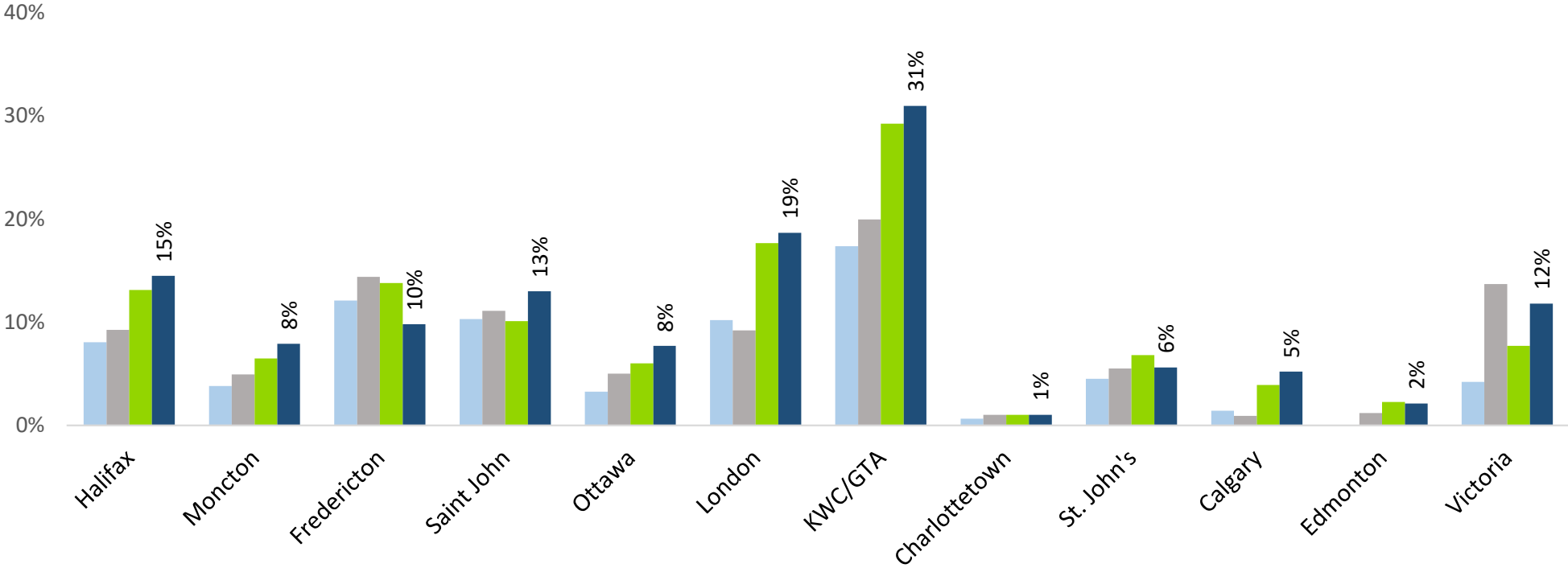
■ 2020 ■ 2021 ■ 2022





### Mark-to-Market Rent by Region

Q1-2022 Q2-2022 Q3-2022 Q4-2022



# INVESTOR PRESENTATION

March 2023

