



InterRent REIT

Investor Presentation

Q2 2023 Conference Call

August 2, 2023

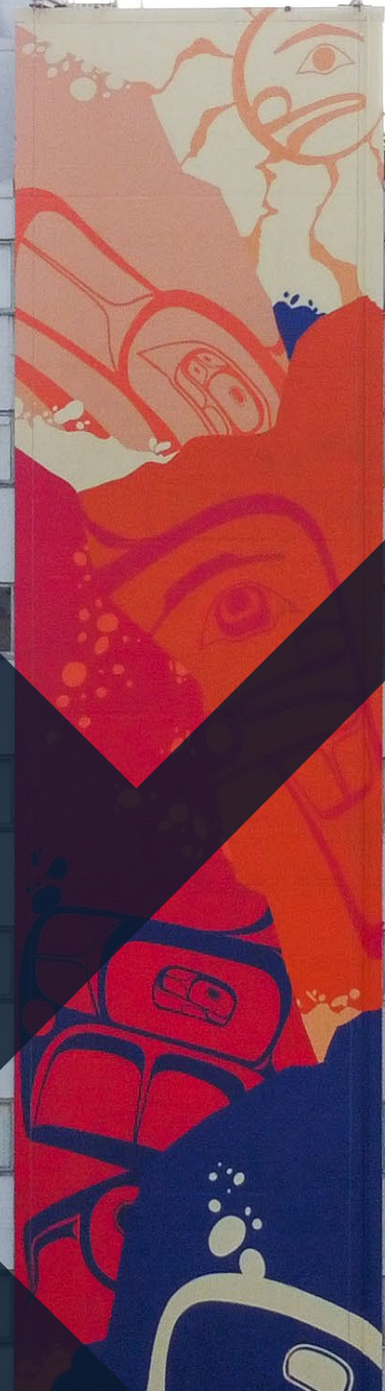




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FORWARD LOOKING STATEMENTS

This presentation contains “forward-looking statements” within the meaning of applicable Canadian securities legislation. Generally, these forward-looking statements can be identified by the use of forward-looking terminology such as “plans”, “anticipated”, “expects” or “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates” or “does not anticipate”, or “believes”, or variations of such words and phrases or state that certain actions, events or results “may”, “could”, “would”, “might” or “will be taken”, “occur” or “be achieved”. InterRent is subject to significant risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward looking statements contained in this release. A full description of these risk factors can be found in InterRent’s publicly filed information which may be located at www.sedar.com. InterRent cannot assure investors that actual results will be consistent with these forward-looking statements and InterRent assumes no obligation to update or revise the forward-looking statements contained in this presentation to reflect actual events or new circumstances.



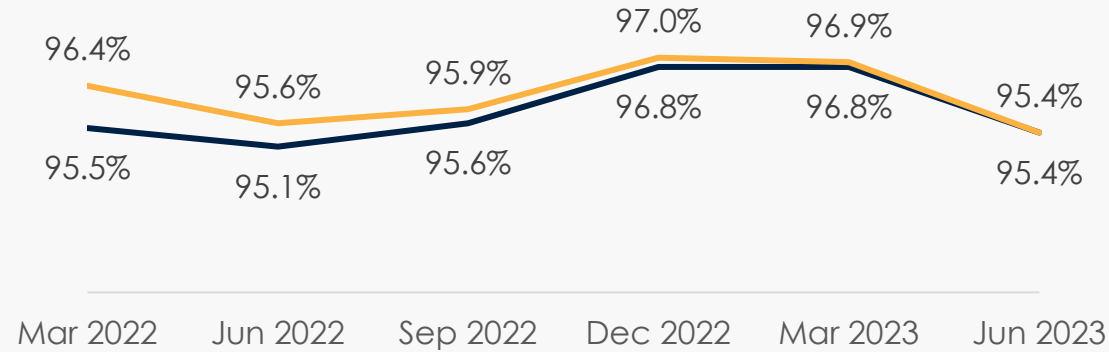


QUARTERLY RESULTS

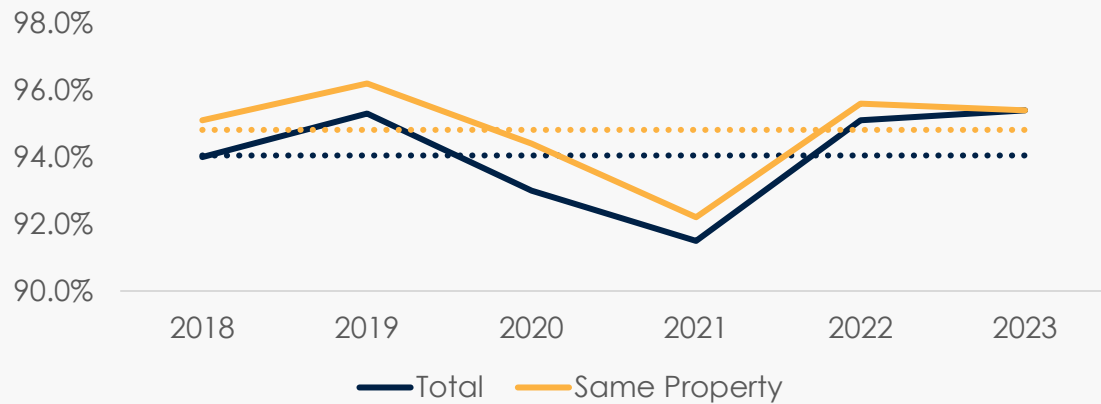
QUARTERLY RESULTS

Q2 2023: Operational Highlights

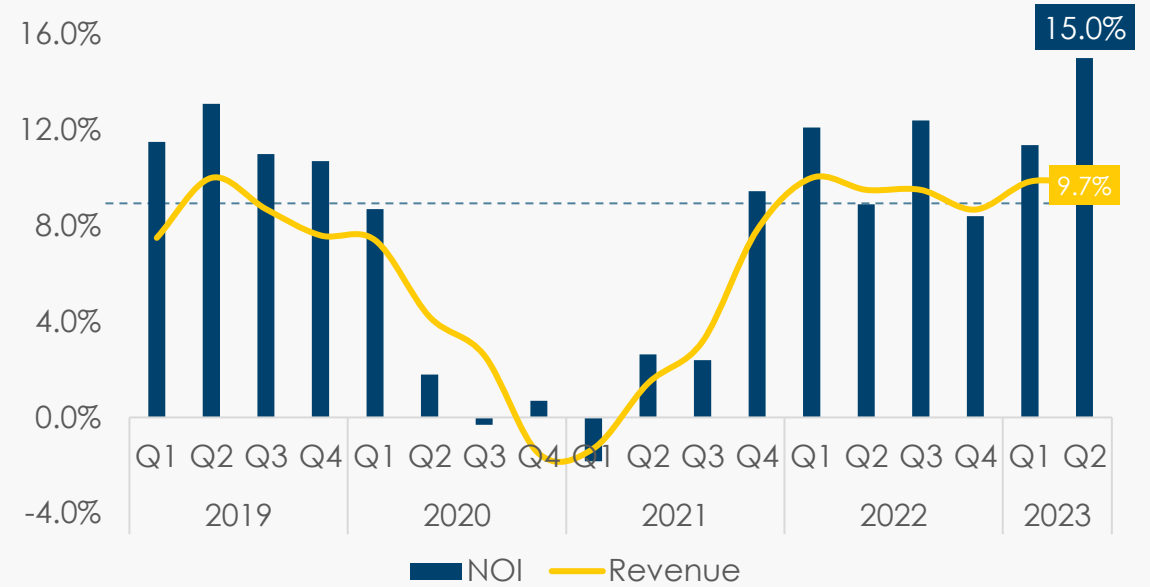
OCCUPANCY



Historical June Occupancy



SAME PROPERTY REVENUE AND NOI GROWTH (YoY)



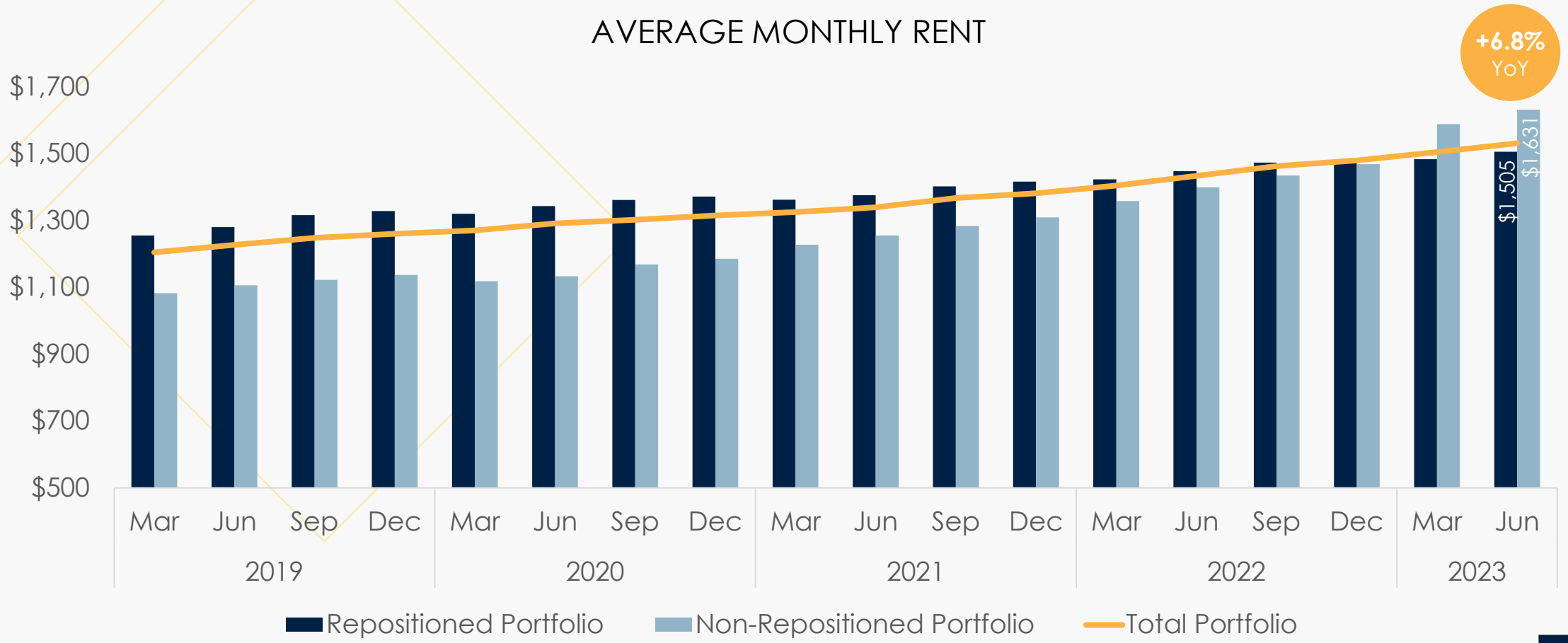
**+300
bps**

Change in NOI margin to 66.3%
63.3% – Q2 2022



QUARTERLY RESULTS

Strengthening Fundamentals



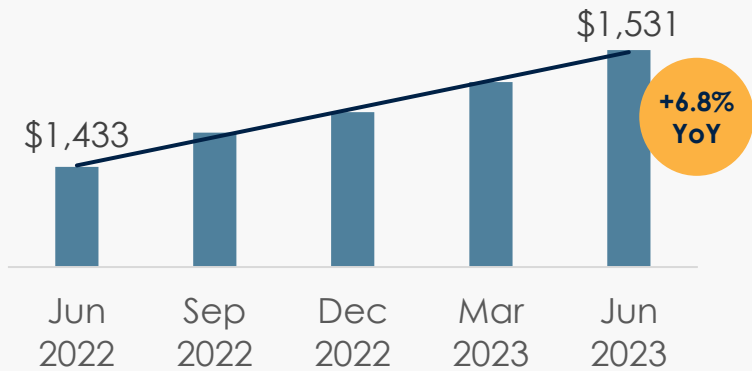
+6.8%
YoY



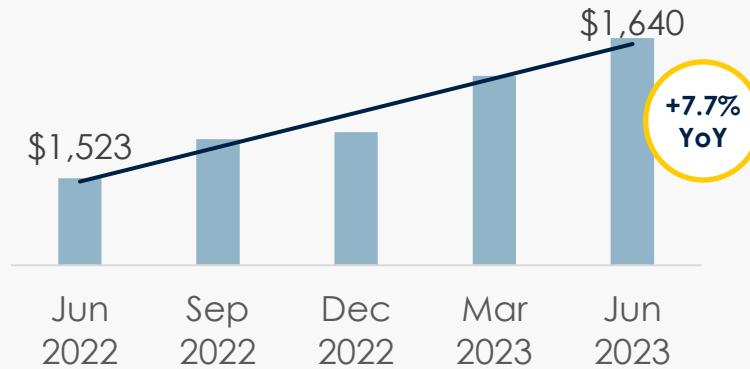
QUARTERLY RESULTS

Growing Average Monthly Rent Across All Regions

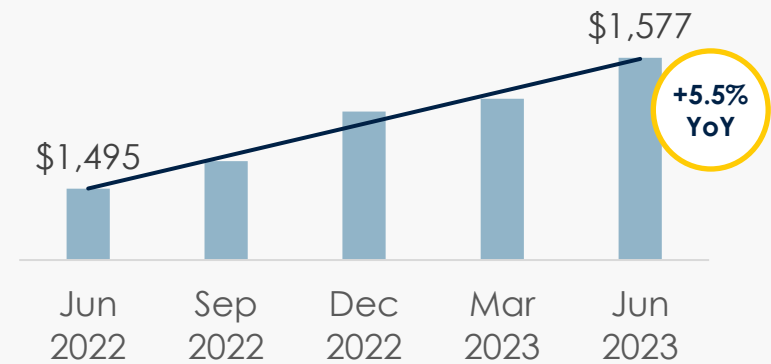
TOTAL



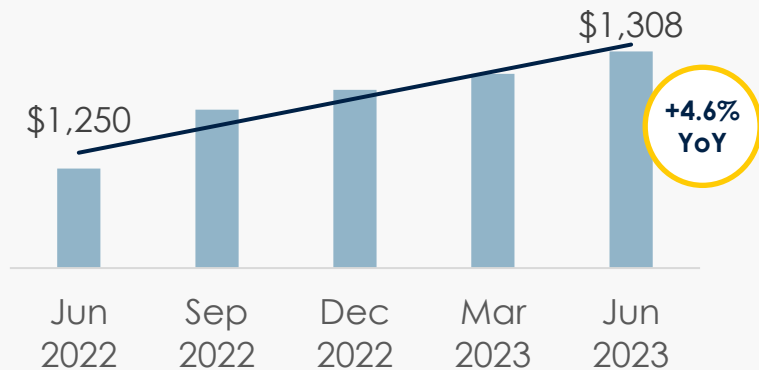
GREATER TORONTO & HAMILTON AREA



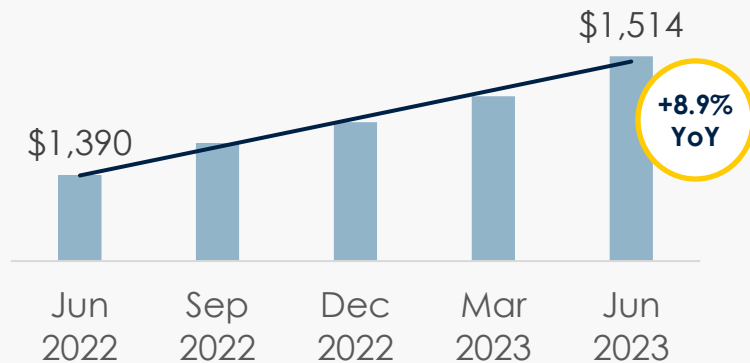
NATIONAL CAPITAL REGION



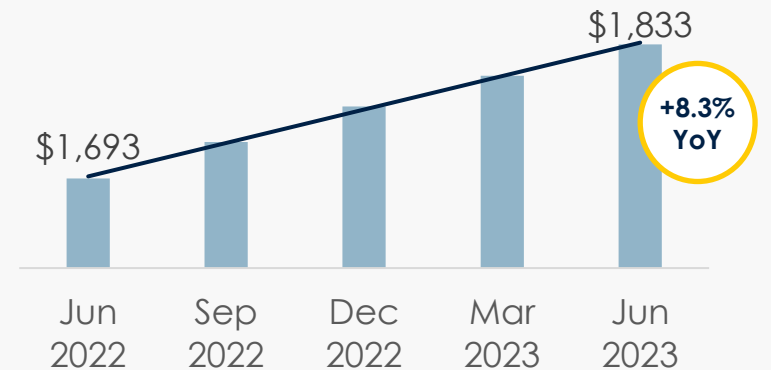
GREATER MONTREAL AREA



OTHER ONTARIO



GREATER VANCOUVER AREA



QUARTERLY RESULTS

Q2 2023: Financial Performance & Health

PERFORMANCE MEASURES

Non-IFRS/GAAP

FINANCIAL HEALTH

	Q2 2023	YoY Chg.	YTD 2023	YoY Chg.
FFO (\$000)	19,584	+3.7%	38,494	+1.4%
FFO/Unit	\$0.134	+2.3%	\$0.264	+0.4%
AFFO (\$000)	16,877	+3.8%	33,307	-0.7%
AFFO/Unit	\$0.116	+2.7%	\$0.228	-2.1%

Debt/GBV	37.7%
W.A. Interest Cost	3.43%
CMHC Insured Mortgages	83%
Interest Coverage ¹	2.37x
Available Liquidity Jul. 19, 2023 ²	~\$282M

¹ Rolling 12 months

² Assuming 50% leverage applied to the value of unencumbered properties as of July 19, 2023, and the value of CMHC approved net housing loans

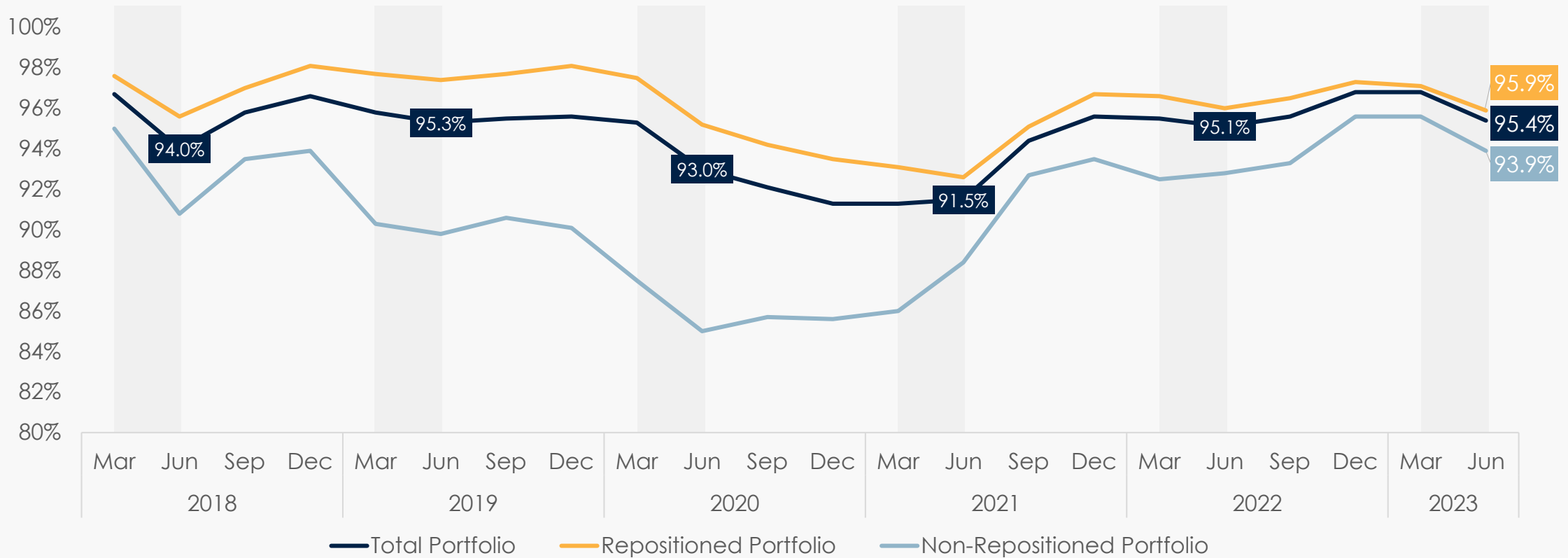




OPERATING HIGHLIGHTS

OPERATING HIGHLIGHTS

June Occupancy Aligned with Seasonal Trends



Slight dip in occupancy at June 30, 2023, explained by **seasonality** trends in the rental market



OPERATING HIGHLIGHTS

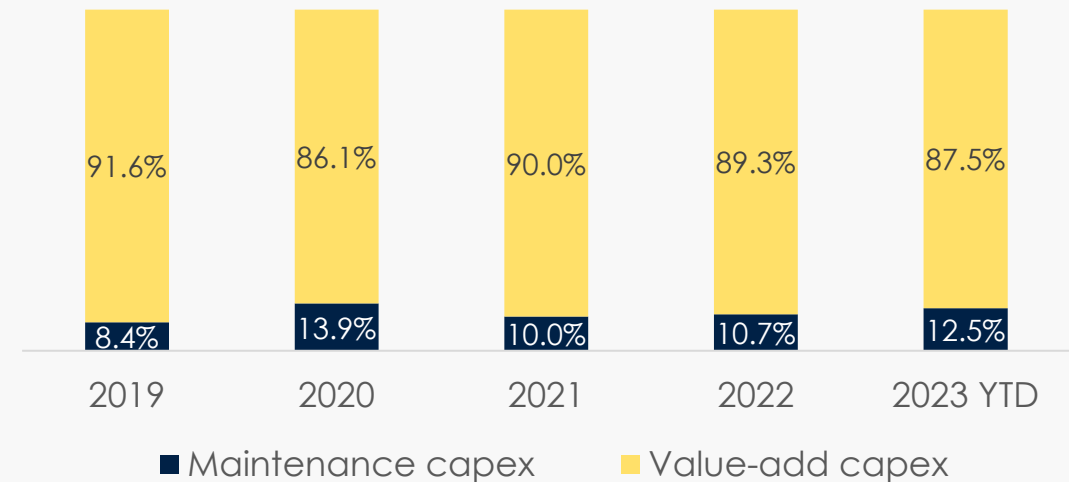
Creating Value Through Strategic Capital Expenditures

As a provider of more than 13,000 homes, we pride ourselves on investments in our communities so we can provide a **clean, safe, well-managed** place for our residents to live.

WELL MAINTAINED PORTFOLIO

Year	Maintenance Capex	Per Repositioned Suite
2019	\$6.4M	\$975
2020	\$7.3M	\$946
2021	\$7.9M	\$950
2022	\$9.6M	\$1,069
2023 YTD	\$5.2M	\$1,020 ¹

WITH FOCUS ON VALUE-ADD INVESTMENTS²



¹ Annualized

² Excluding capital expenditures related to properties under development

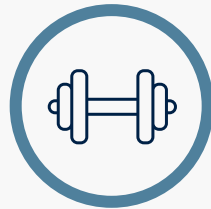
OPERATING HIGHLIGHTS

Upside to Investing in Our Properties

As of June 30, 2023, the REIT has 2,541 suites, or 20% of our portfolio, at various stages in its repositioning program and invested \$14.1M in the first six months of 2023.



ENERGY CONSERVATION MEASURES



COMMON AREA UPGRADES



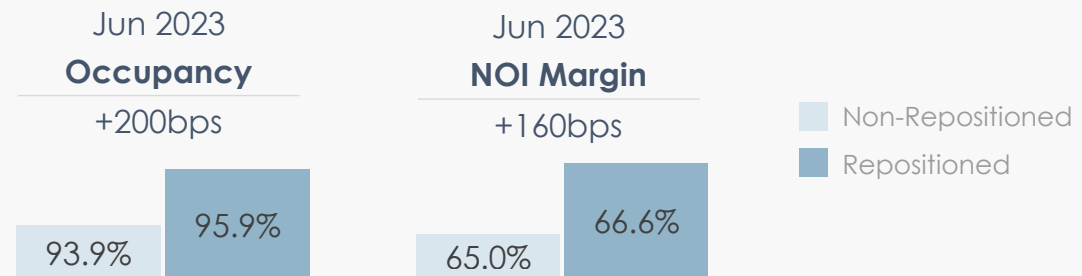
EXTERIOR UPGRADES



FULL OR PARTIAL SUITE RENOVATIONS

CAPITALIZING ON SUBSTANTIAL UPSIDE

Repositioned suites **experience higher occupancy and greater NOI margins** due to investments in the efficiency of the properties.

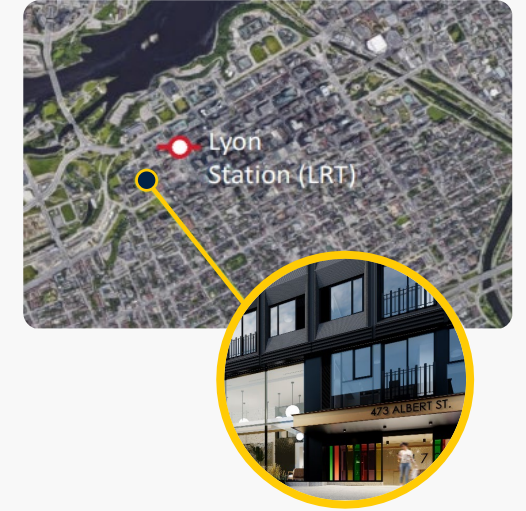


OPERATING HIGHLIGHTS

Strong Lease-Up Momentum at 473 Albert

473 Albert Street – *The Slayte*
Ottawa, ON – NCR

Nearing the completion on our adaptive reuse project, where we transformed an existing office space into residential apartments. This project provided much needed rental housing while sequestering the embodied carbon in the existing structure.



- Lease-up rate surpassed 60%
- Committed to keeping 10% of suites affordable for 10 years
- Work is nearing completion on the exterior façade and the indoor and outdoor rooftop amenity spaces



Suites	158
Total project cost	\$82M
Estimated cost to complete	\$9M
Expected yield	4.3%
Expected IRR ¹	>15%

¹ Levered





 30 Edith
Toronto, ON

BALANCE SHEET



BALANCE SHEET IFRS Valuation

Region	Q2 23 Cap Rate	Q1 23 Cap Rate	Q-o-Q Change
Greater Toronto & Hamilton Area	3.91%	3.89%	+2 bps
National Capital Region	4.35%	4.33%	+2 bps
Greater Montreal Area	3.86%	3.86%	-
Greater Vancouver Area	3.26%	3.26%	-
Other Ontario	4.67%	4.51%	+16 bps
Total Investment Properties	4.07%	4.04%	+3 bps

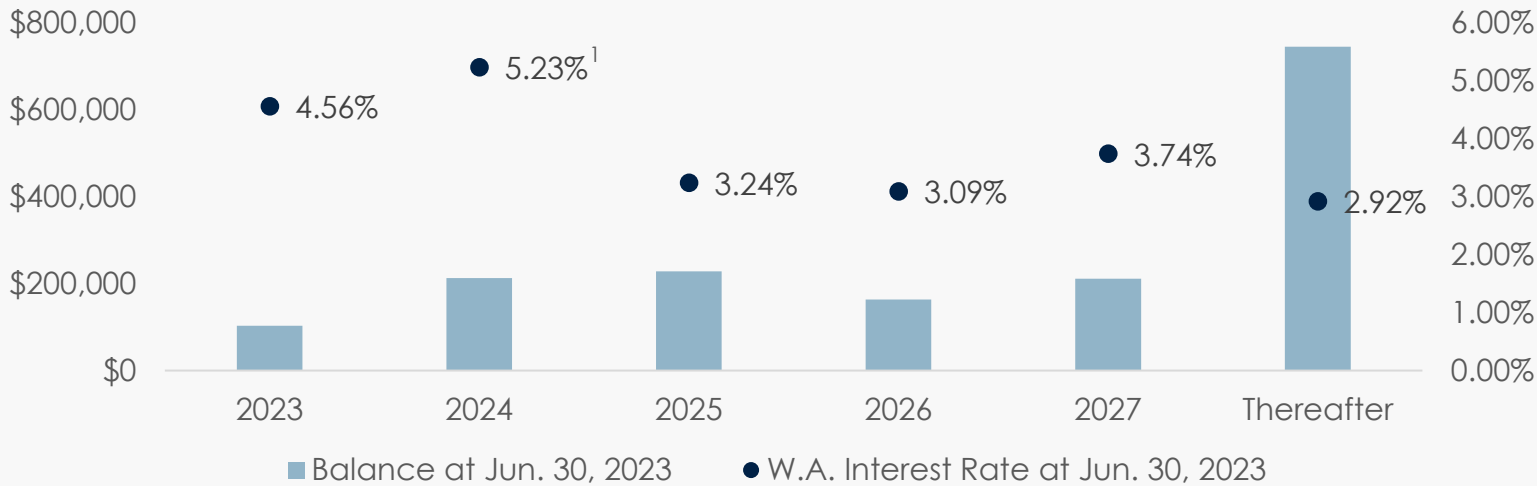
\$7.4 million fair value gain in Q2 2023, driven exclusively by increases in NOI expectations

BALANCE SHEET

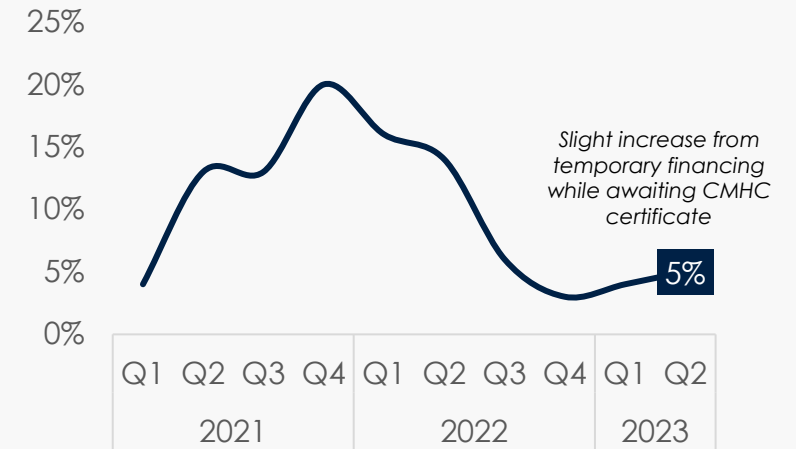
Remaining Diligent in Managing Debt Profile

MORTGAGE MATURITY SCHEDULE

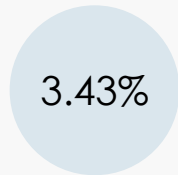
In \$000s



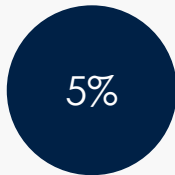
SIGNIFICANT REDUCTION IN MORTGAGE **VARIABLE RATE** EXPOSURE



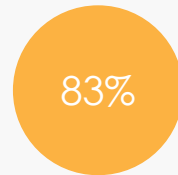
AVERAGE TERM TO MATURITY



WEIGHTED AVERAGE INTEREST COST



FLOATING RATE EXPOSURE



CMHC INSURED MORTGAGES



INTEREST COVERAGE¹



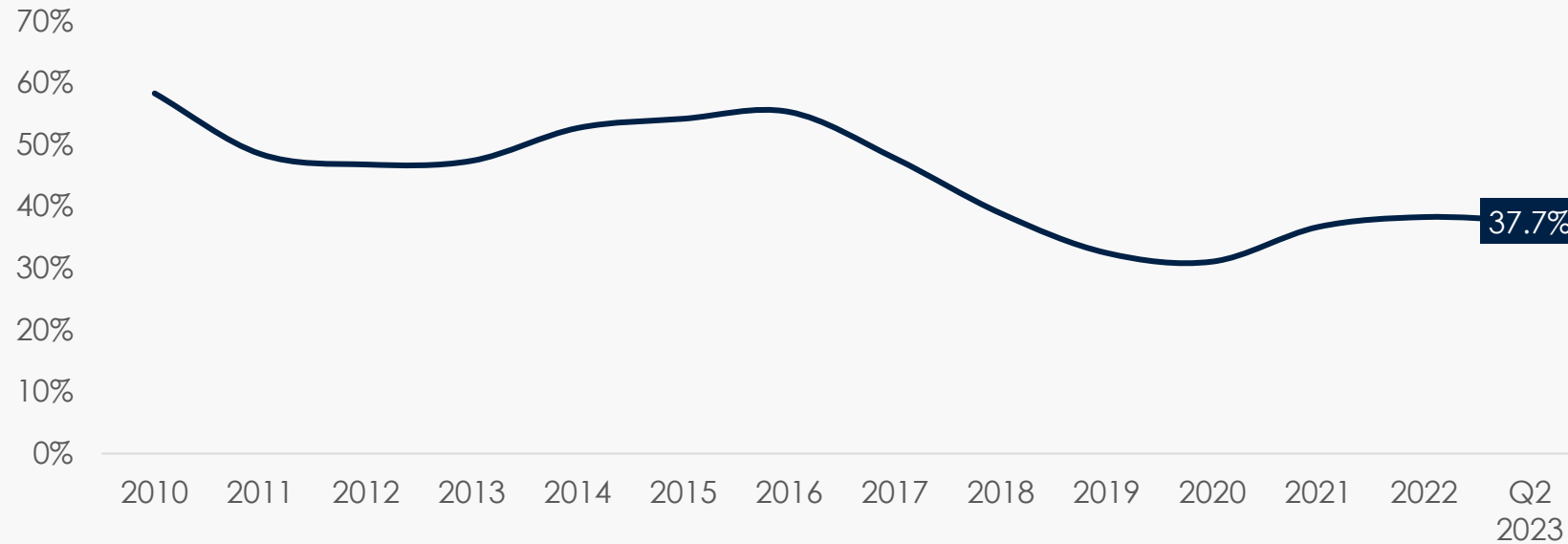
¹ 36% of 2024 maturities are variable-rate mortgages that are in the process of being refinanced with CMHC-insured mortgages. Anticipated funding by late Q3 or early Q4.

BALANCE SHEET

Prudent Liquidity and Debt Strategies

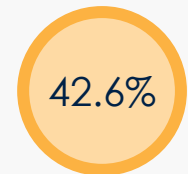
FINANCIAL STRENGTH WITH FLEXIBILITY & AGILITY

HISTORICAL DEBT-TO-GBV

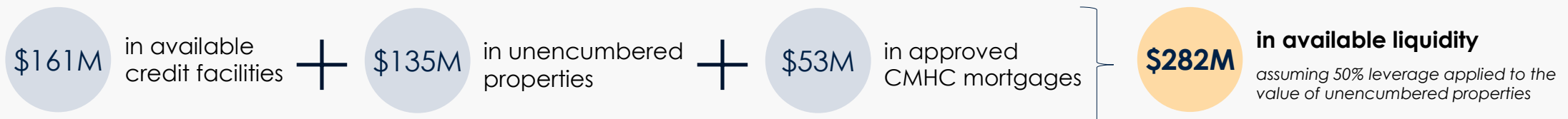


With our debt-to-GBV ratio among **historic lows**, we are provided with added flexibility and agility in our financing strategy.

PEER AVERAGE DEBT TO GBV
At March 31, 2023



AVAILABLE LIQUIDITY









SUSTAINABILITY

SUSTAINABILITY





Making Strides on Our Sustainability Objectives

OUR PROGRESS




ENVIRONMENTAL

-  Awaiting validation from the SBTi on science-based GHG emissions reduction targets
-  Develop a systematic approach to incorporating climate change considerations into our capital allocation decisions including capital recycling and capital expenditure decisions
-  Release first standalone TCFD report by the end of the year
-  Planning and implementation of portfolio decarbonization plan

SOCIAL

-  Enhance the diversity of our workforce
-  Equip our team with the knowledge, skills and comfort to ensure that our DEI work is self-sustaining into the future.
-  Explore racial and gender pay equity analyses
-  Ensure policies and practices are inclusive

GOVERNANCE

-  Increase Board diversity, increasing female representation to over 30% by 2023 AGM
-  Increase our Board of Trustees' knowledge on climate-related risks and opportunities through training
-  Explore building certifications

 Complete  Ongoing



CAPITAL ALLOCATION



Place Saint-Charles
Brossard, QC



CAPITAL ALLOCATION

Strategic Capital Optimization

We remain diligent in our capital allocation strategy, ensuring optimal utilization of our resources.

EXPLORING STRATEGIC DISPOSITIONS

Consistently monitoring assets that meet our strategic disposition criteria to maximize unitholder value

We have committed to sell a 54-suite property in Ottawa, Ontario (NCR), for proceeds of **\$11.5 million**.



NCIB PROGRAM

Ability to purchase **13,582,032** trust units

*Entered into an automatic unit purchase plan (AUPP)
on June 29, 2023*



FUNDING **FUTURE GROWTH** OPPORTUNITIES



CAPITAL ALLOCATION

Development Pipeline

Project	City	Suite Count	Commercial Sq. Ft.	Ownership	Target Completion Date	Expected Yield
Richmond & Churchill	Ottawa	177	11,591	100%	H2 2026	4.20-4.70%
Burlington GO Lands	Burlington	1,526 (Phases 1-2) 989 (Phases 3-4)	20,081 (Phases 1-2) 19,779 (Phases 3-4)	25%	2028 (Phases 1-2)	4.65-5.15% (Phases 1-2)
900 Albert Street	Ottawa	1,241	511,608	50%	TBD	TBD



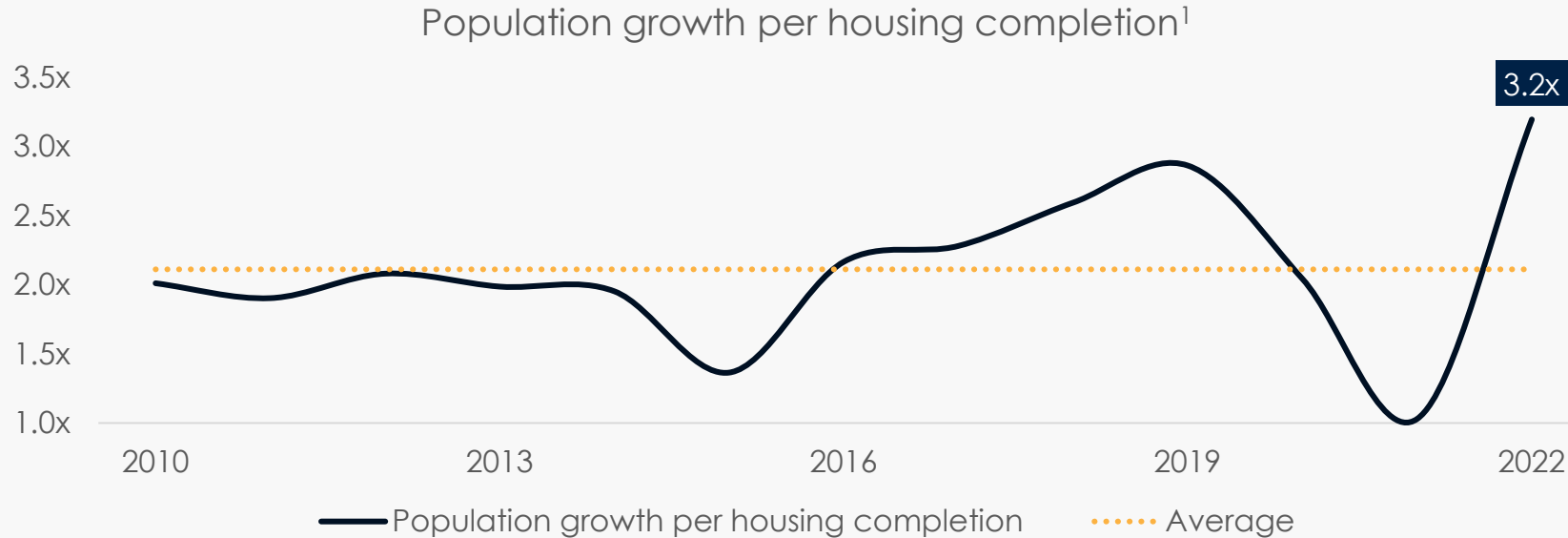


BUILDING RESILIENCE

BUILDING RESILIENCE

Strengthening Rental Market Fundamentals

POPULATION GROWTH CONSISTENTLY OUTPACING HOUSING COMPLETIONS



Strong population growth in Canada paired with ambitious immigration targets pushes supply further into deficit

TO RESTORE HOUSING EQUILIBRIUM...

5.8M

new housing units needed by 2030



>22M

total housing units required by 2030 to achieve housing equilibrium in Canada²



¹ Canada Mortgage and Housing Corporation, Statistics Canada population estimates (July 1)

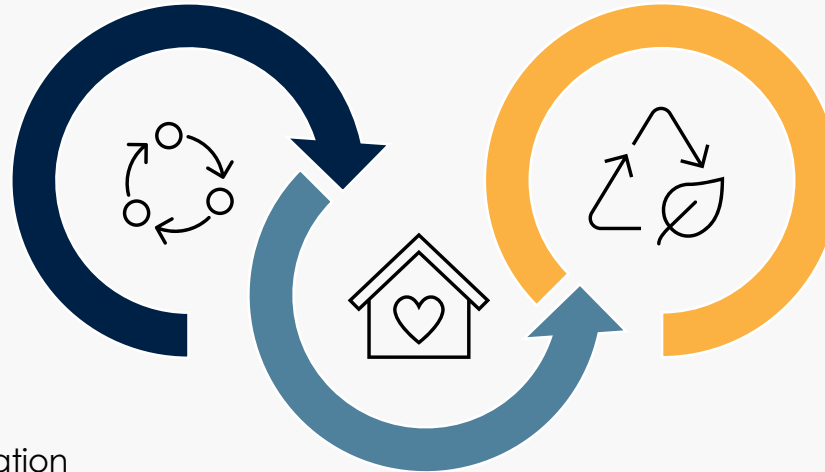
² CMHC, 'Canada's Housing Supply Shortage: Restoring affordability by 2030'

Leveraging Technology to Enhance Operating Platform

Technology has always been at the core of our operating platform. We constantly explore innovative ways to drive operational efficiencies, enhance resident experiences and promote sustainability.

OPERATING EFFICIENCY

- Business intelligence
- Best-in-class cloud platforms
- Cybersecurity infrastructure
- Automated A/P workflow
- Fully connected properties
- Better workforce online collaboration tools
- Next generation CRM



RESIDENT EXPERIENCE

- Smart buildings: 1Valet, Snailie
- Smart locks
- Controlled thermostats
- Resident online self- service:
 - Rent payments
 - Work order requests

SUSTAINABILITY

- Building Automation Systems
- AI-powered energy optimization
- EV charging stations
- Renewable energy tech
- Rooftop urban farms
- Micro co-generation plant

BUILDING RESILIENCE

Key Takeaways: Why InterRent

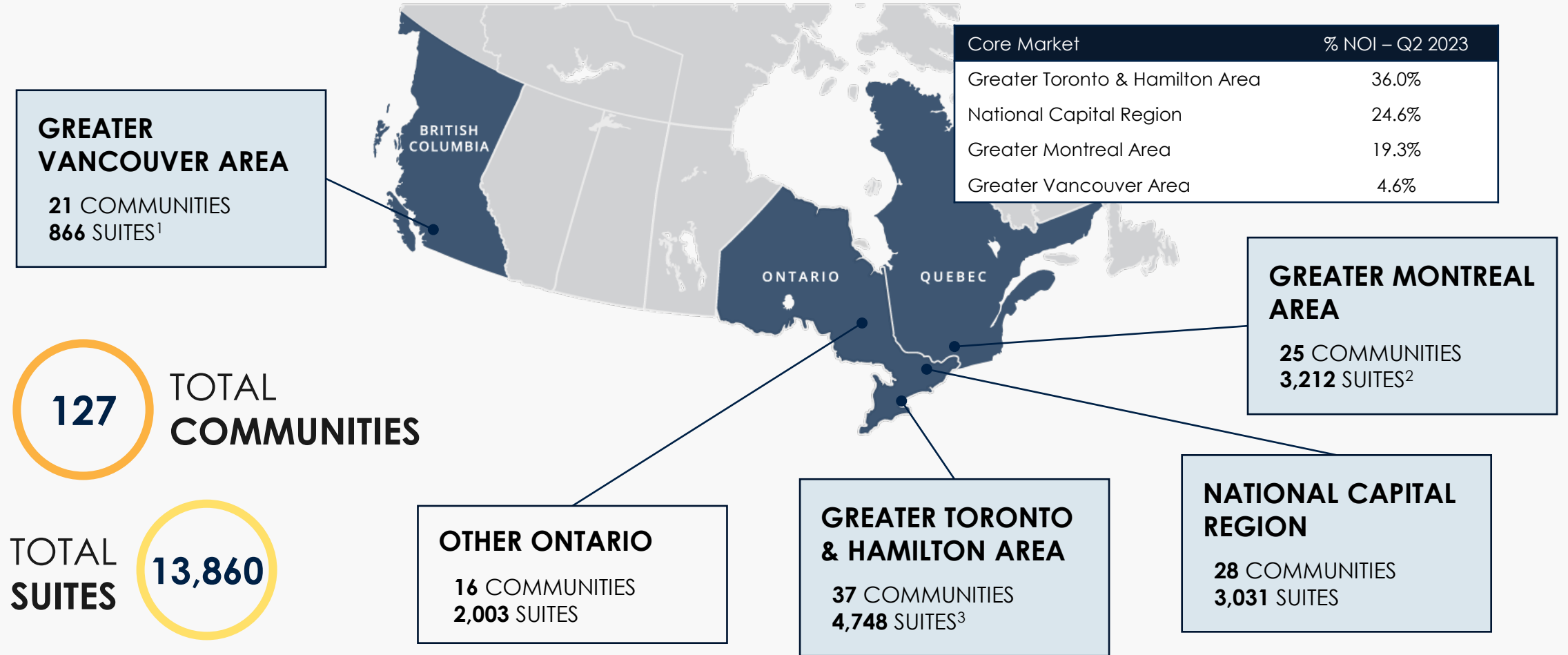


1. Strong fundamentals support long-term top line growth
2. Tech-powered team drives best-in-class operating platform
3. Development pipeline with trusted partners



APPENDIX

Portfolio Map: A Provider of Homes in Urban, High-Growth Markets



¹ Includes 100% of Vancouver portfolio of which InterRent's ownership interest is 50%.

² Includes 100% of a 254-suite community in Brossard of which InterRent's ownership interest is 50%.

³ Includes 100% of a 94-suite community in Mississauga and a 605-suite community in Brampton of which InterRent's ownership interest is 50% and 10%, respectively.





CONTACT US

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THANK YOU