



# INTERRENT REIT INVESTOR PRESENTATION

June 2021



INTERRENT REIT IS A GROWTH-ORIENTED REAL ESTATE INVESTMENT TRUST ENGAGED IN INCREASING VALUE AND CREATING A GROWING AND SUSTAINABLE DISTRIBUTION THROUGH THE ACQUISITION AND OWNERSHIP OF MULTI-RESIDENTIAL PROPERTIES.





## 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](http://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.





# A COMPANY BUILT ON VALUES



## QUALITY

Providing best in class products and services thereby results in delivering the highest levels of customer satisfaction.



## INTEGRITY

Inspiring trust by saying what we mean, acting honestly and taking responsibility for our actions.



## STRONG TEAMS AND COMMUNITIES

Encouraging and working with our team to give back to our communities through sustainable programs and philanthropic efforts.



## RESPECT

Having and showing respect for our customers, suppliers, Unitholders and communities while maintaining an environment of teamwork and growth.



## SERVICE EXCELLENCE

Continuously building on our accomplishments and setting best-in-class standards within our industry.



# ROADMAP TO THE PRESENT

## 2009 - 2011

- CLV arranges private placement at \$1.50/Unit
- Change of executive control September 30, 2009
- CLV Group begins managing InterRent's entire portfolio
- Began rebuilding & repositioning
- Changed culture & priorities
- Restored focus on property operations
- Disposed of non-core properties
- Focused on growing NOI organically through top line growth and operating cost reductions

## 2011 - 2019

- Acquired a total of 7,929 suites
- Expanded into Quebec (Gatineau & Montreal)
- Completed LIV redevelopment
- Continued focus on repositioning and organic growth
- Change model/staffing of rental operations to focus on customer service and overall performance
- Internalized property management in 2018
- Entered into joint venture for development of 900 Albert Street
- Entered into joint venture agreement for development of Burlington GO Lands with Brookfield

## 2019 - PRESENT

- Acquired a total of 3,219 suites
- Refinance repositioned properties with CMHC to capitalize on low interest rates
- Significantly expanded presence in the urban core of Montreal
- Completed first annual GRESB ESG assessment
- Expanded into Vancouver with the acquisition of a well-located, 15-building portfolio with Crestpoint
- Prioritizing the safety and wellbeing of our residents and team members throughout the COVID-19 pandemic, InterRent launched an industry-leading cleaning and safety program called "CLV Clean & Secure +™"

Distribution Increases	2012	2013	2014	2015	2016	2017	2018	2019	2020
	+33%	+25%	+10%	+5%	+5%	+11%	+7%	+7%	+5%

**Distribution CAGR of 11.7% over the last 9 years**



Start	September 30, 2009
End	As at June 1, 2021
Unit Price	\$1.50 to \$15.58
Cumulative Distributions	\$2.50
Total Return	1,228%
Number of Suites	4,033 to 12,172 <span style="float: right;">202%</span>

Since current management took over, InterRent has been one of the best performing REITs in Canada with a total return of 1,228%. The REIT was also the 5<sup>th</sup> best performing stock in the S&P/TSX Composite Index over the last decade.<sup>1</sup> InterRent continues to focus on organic growth of existing properties, target new properties to reposition, as well as acquisitions of properties with untapped value.

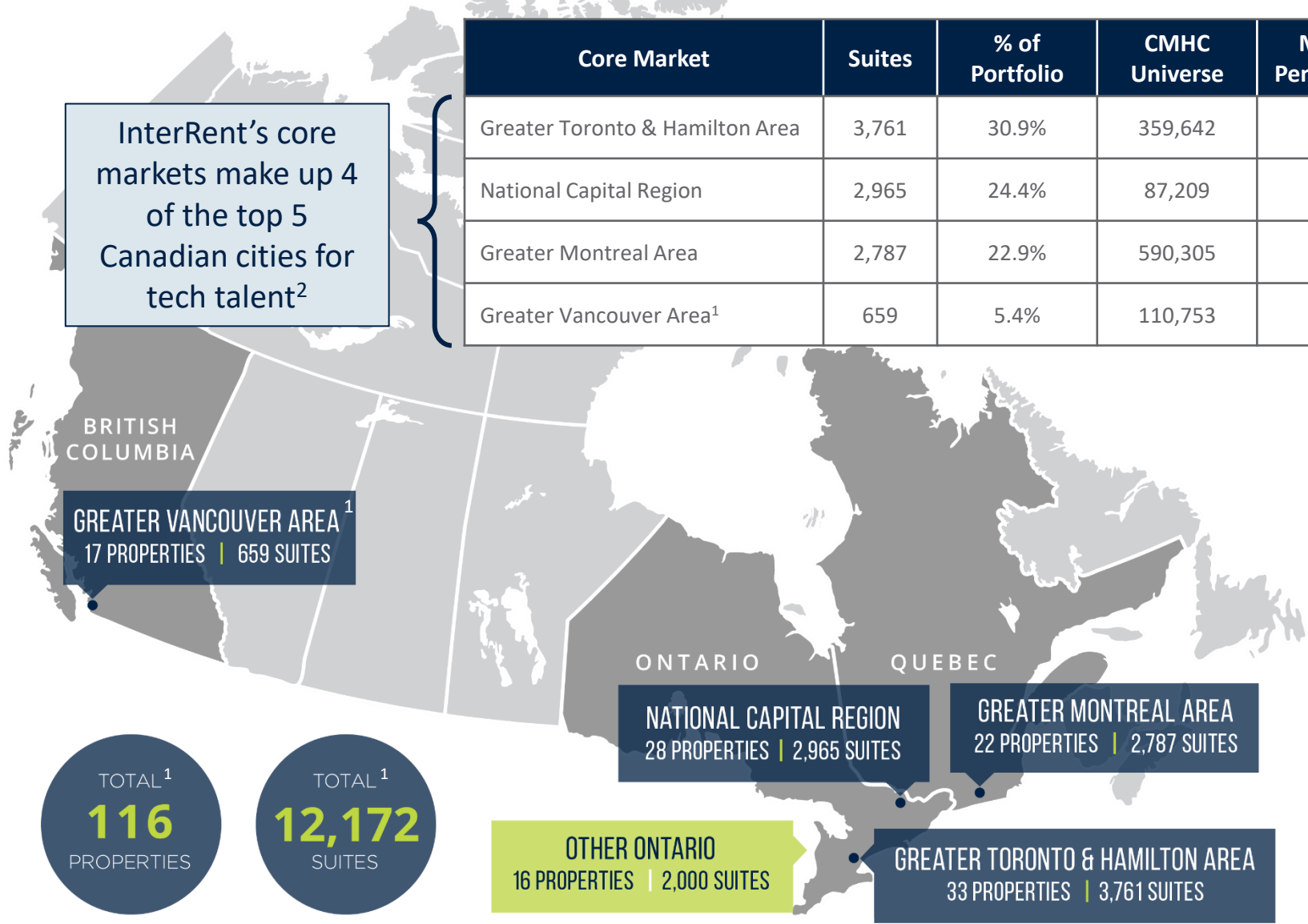
<sup>1</sup>Source: Financial Post



# A PROVIDER OF HOMES IN URBAN, HIGH-GROWTH MARKETS

InterRent’s core markets make up 4 of the top 5 Canadian cities for tech talent<sup>2</sup>

Core Market	Suites	% of Portfolio	CMHC Universe	Market Penetration
Greater Toronto & Hamilton Area	3,761	30.9%	359,642	1.0%
National Capital Region	2,965	24.4%	87,209	3.2%
Greater Montreal Area	2,787	22.9%	590,305	0.5%
Greater Vancouver Area <sup>1</sup>	659	5.4%	110,753	0.6%



TOTAL<sup>1</sup>  
**116**  
PROPERTIES

TOTAL<sup>1</sup>  
**12,172**  
SUITES

OTHER ONTARIO  
16 PROPERTIES | 2,000 SUITES

GREATER TORONTO & HAMILTON AREA  
33 PROPERTIES | 3,761 SUITES

<sup>1</sup>Includes 100% of Vancouver portfolio of which InterRent’s ownership interest is 50%.

<sup>2</sup>Source: CBRE Scoring Canadian Tech Talent 2020

## Acquisitions and Development





# DELIVERING A DIGITAL EXPERIENCE FOR RESIDENTS

Investing in technology has always been one of the distinguishing features of the REIT's operating platform. InterRent constantly searches for new ways to improve the efficiency of all processes while also ensuring our residents have access to convenient tools that enhance their experience.

## INTERNAL INFRASTRUCTURE



BUSINESS INTELLIGENCE



BEST-IN-CLASS CLOUD PLATFORM



AUTOMATED A/P WORKFLOW



FULLY CONNECTED PROPERTIES



BETTER ONLINE TEAM COLLABORATION TOOLS



MOBILE-ENABLED WORKFORCE

## RESIDENT EXPERIENCE

- Smart homes
- Resident online self-service:
  - Applications
  - Payments
  - Maintenance requests
  - Amenity bookings







# ACQUISITION CRITERIA

Whether InterRent enters a new market or expands in an existing one, a disciplined approach is taken. InterRent seeks to acquire properties that have suffered from the absence of professional management. This gives the REIT an opportunity to move rents to market rates, as well as investing in energy saving initiatives. InterRent only pursues properties for its portfolio that it has identified as having the following four parameters:



## HEALTHY ECONOMIC CENTRES

Regions that have stable employment with a significant tech industry which management expects will continue to experience strong economic growth



## STRONG DEMAND

Cities that have strong population growth and immigration rates



## RENTAL RATE GROWTH

Communities with a track record of rising rental rates



## STABLE CAPITALIZATION RATES

Target markets that have sufficient supply and demand from investors maintaining relatively stable capitalization rates



# PROVEN ABILITY TO SOURCE DEALS

Proven track record of sourcing acquisitions, with over \$1.5 billion in acquisitions since change of control (over 9,000 units).

Continued pipeline of potential properties through solid relationships and proprietary lead generation database.

1111 & 1121 Mistral, Montreal  
3 East 37<sup>th</sup>, Hamilton  
2121 & 2255 Saint Mathieu, Montreal  
718 Lawrence, Hamilton



638 Suites

2018

Montreal Portfolio  
158 Ontario, St. Catharines  
Hampstead Towers, Montreal  
235 Sherbrooke St W, Montreal  
1025 Sherbrooke St E, Montreal  
4875 Dufferin, Montreal  
5160 Gatineau, Montreal  
Coolbrook & Monkland, Montreal



880 Suites

2020

Metro Vancouver Portfolio<sup>1</sup>  
378 Vine, St. Catharines  
165 Ontario, St. Catharines  
Vancouver acquisitions<sup>1</sup>  
150 Allan, Oakville  
265 Reynolds, Oakville  
920 Inverhouse, Mississauga

2017



602 Suites

5775 Sir Walter Scott, Montreal  
1-3 Slessor, Grimsby  
236 Richmond, Ottawa  
381 Churchill, Ottawa  
10 Ben Lomond, Hamilton  
625 Milton, Montreal  
3474 Hutchison, Montreal  
1170 Fennell, Hamilton

2019



1,214 Suites

1015 Orchard, Mississauga  
380 Winona, Ottawa  
155 Lake Shore, Toronto  
765 Brown's Line, Toronto  
15 Don, Hamilton  
100 Main, Hamilton  
35 Brock & 600 John, Hamilton  
500-522 Gordon, London  
527-531 Gordon, London

2021



1,125 Suites



Riviera, Gatineau



5550 Trent, Montreal



Crystal Beach, Ottawa

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



# FOCUS ON REPOSITIONING

## EXTERIOR UPGRADES

- Complete, attractive first impression package
- Designer-influenced exterior finishes

Before



5220 Lakeshore | Burlington

After



## COMMON AREA UPGRADES

- Added functionality
- Designer finishes
- Enhanced security



New Street | Burlington



## UNIT UPGRADES

- Improving suite layout
- Upgraded bathrooms and kitchens
- Upgraded flooring



LIV | Ottawa



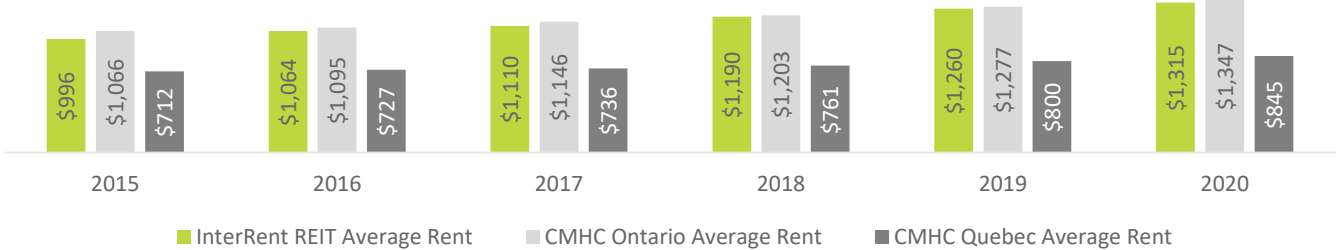


# DELIVERING THE EXPERIENCE

Exceptional amenities and best-in-class service are key components of the experience our residents are looking for in their homes.



## AVERAGE RENT GROWTH



5-Year Average Rent CAGR	
InterRent REIT	5.7%
Ontario (CMHC)	4.8%
Quebec (CMHC)	3.5%



# SUBSTANTIAL UPSIDE IN NON-REPOSITIONED PORTFOLIO

In \$ 000's	3 Months Ended March 31, 2021					
	Repositioned Property Portfolio		Non-Repositioned Property Portfolio		Total Portfolio	
Gross rental revenue	\$33,919		\$11,043		\$44,962	
Less: vacancy & rebates	(3,074)		(1,680)		(4,754)	
Other revenue	1,772		1,071		2,843	
Operating revenues	\$32,617		\$10,434		\$43,051	
Expenses						
Property operating costs	4,754	14.6%	1,888	18.1%	6,642	15.4%
Property taxes	4,042	12.4%	1,355	13.0%	5,397	12.5%
Utilities	3,132	9.6%	1,392	13.3%	4,524	10.5%
Operating expenses	\$11,928	36.6%	\$4,635	44.4%	\$16,563	38.5%
Net operating income	\$20,689		\$5,799		\$26,488	
Net operating margin	63.4%		55.6%		61.5%	

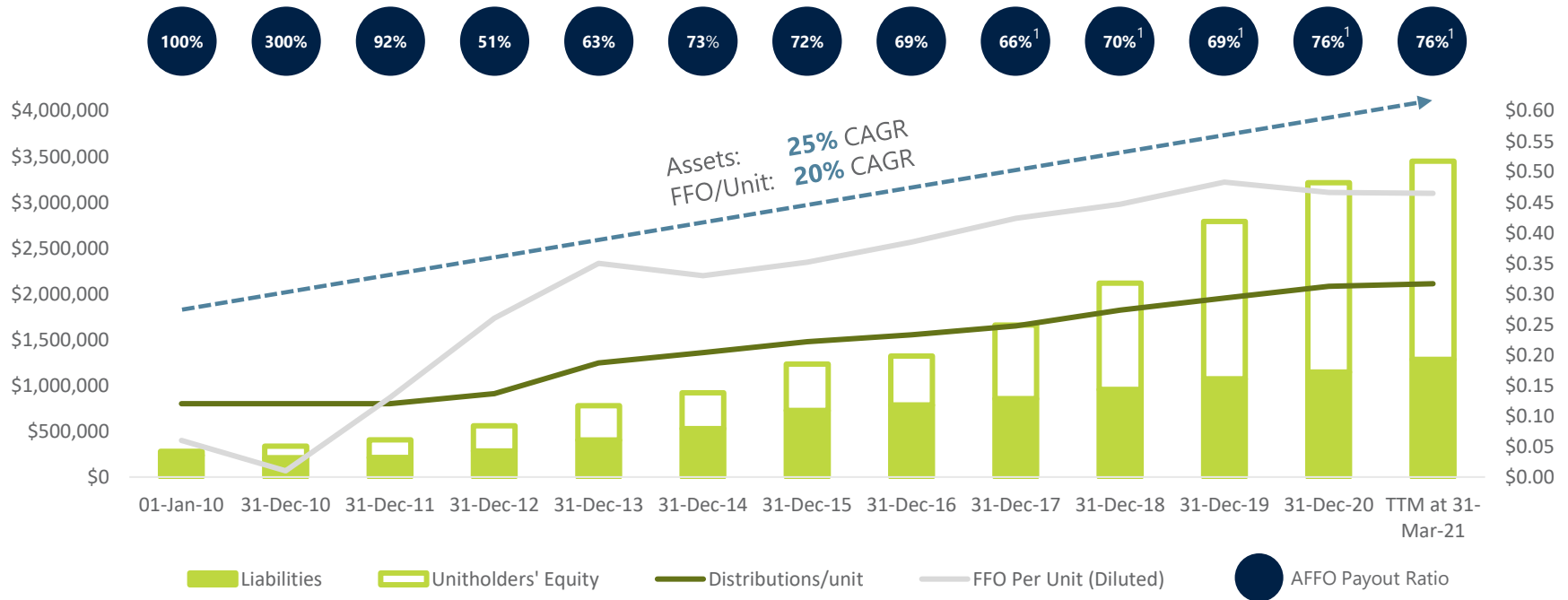
Region	Repositioned Property Portfolio			Non-Repositioned Property Portfolio		
	Suites	March 2021 Average Rent	March 2021 Vacancy	Suites	March 2021 Average Rent	March 2021 Vacancy
Greater Toronto & Hamilton Area	2,588	\$1,451	4.6%	978	\$1,250	12.9%
National Capital Region	2,883	\$1,392	10.0%	82	\$2,168	10.2%
Other Ontario	1,460	\$1,336	2.2%	383	\$1,054	10.0%
Greater Montreal Area	1,383	\$1,161	10.4%	1,404	\$1,138	15.8%
Greater Vancouver Area	-	-	-	307	\$1,535	15.8%
<b>Total</b>	<b>8,314</b>	<b>\$1,362</b>	<b>6.9%</b>	<b>3,154</b>	<b>\$1,227</b>	<b>14.0%</b>



# PROVEN TRACK RECORD OF SUCCESS

Effective use of capital through:  
 Smart disposition of properties  
 Recycle capital from dispositions fully into repositionings  
 Capitalize on low interest rate environment

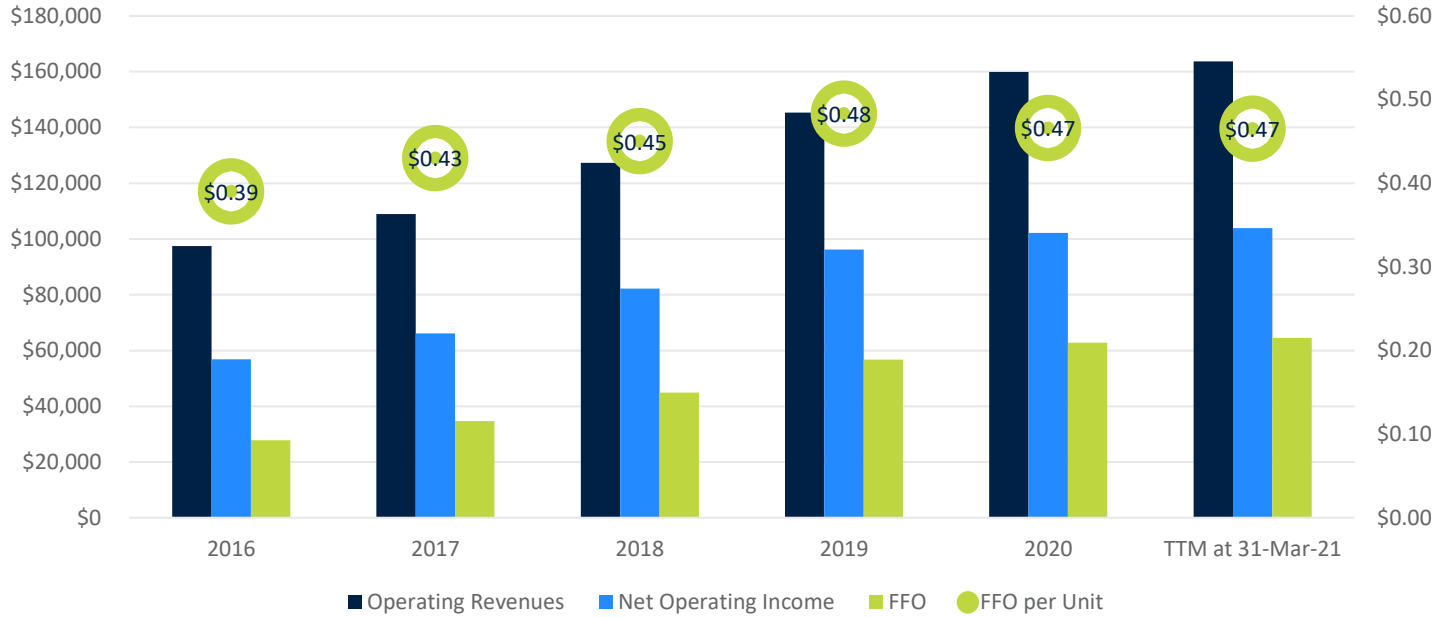
## TOTAL ASSET GROWTH



<sup>1</sup>TTM AFFO for 2017-2021 calculated in accordance to Realpac definition.

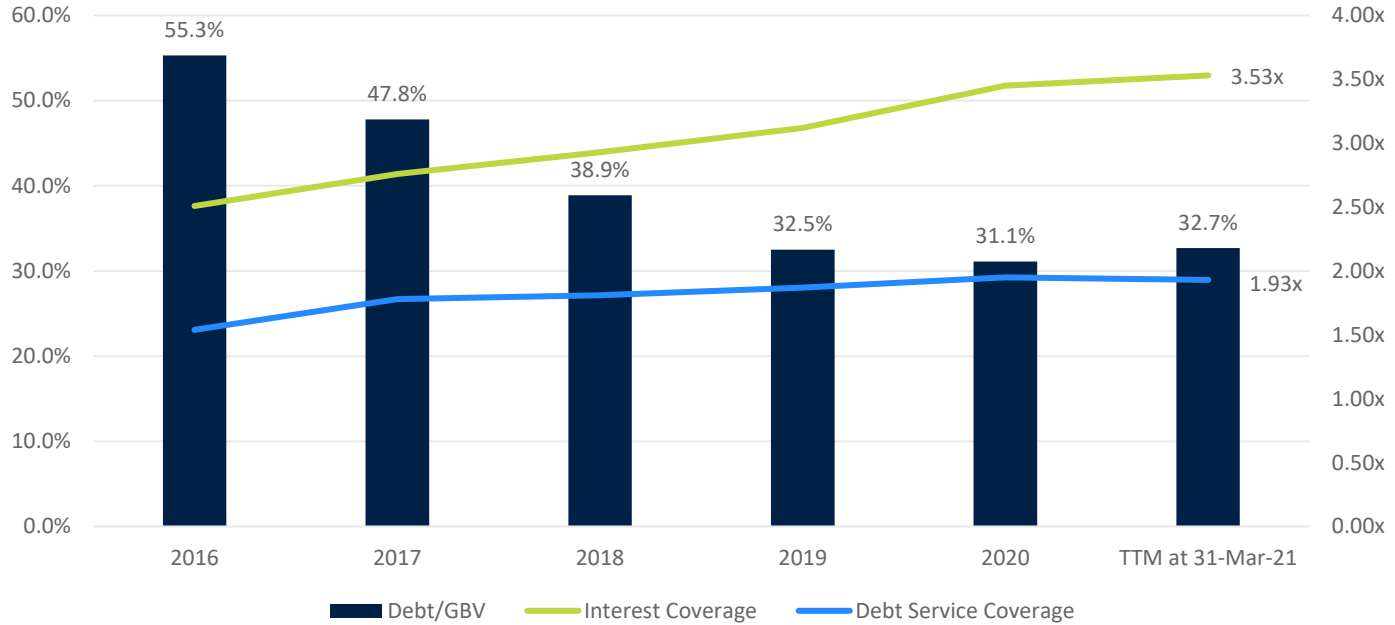


# GROWTH IN ALL THE RIGHT PLACES





# A PROVEN APPROACH TO MANAGING THE BALANCE SHEET







## OPERATIONAL UPDATE



Conducted wellness phone calls to over 10,000 residents to check on their safety and to identify residents in need of additional assistance



Implemented enhanced cleaning protocols for all buildings with frequent disinfection of high touch areas



Online information hub for residents ([interrentreit.com/covid-19](https://www.interrentreit.com/covid-19))



Sales and leasing teams have implemented an end-to-end contactless rental process.



Since COVID-19 started, collections have been in the high 90% range.



Currently we have entered into rent deferral agreements with approximately 0.5% of our residential residents.



## CLV CLEAN & SECURE +™

- Launched an innovative and industry-leading cleaning and safety program called “[CLV Clean & Secure +™](#)”
- Program includes:
  - The use of industry-leading products such as the [Victory Innovations Electrostatic Sprayer](#)
  - High-frequency cleaning protocols in all common spaces
  - Increased supply and systematic use of personal protective equipment (PPE)
  - Enhanced guidelines for residents, staff and visitors
  - Emphasized use of digital technology
  - A revamped, touchless rental process using digital technology
  - All community staff are subject to a rigorous initial training program with regular follow-up training sessions

### Testimonials:

“Hi, I just wanted to take a second and say thank you for going above and beyond during this pandemic and I really appreciate all the hard work the staff is putting in to ensure we all stay healthy! Thank you”

**Rosemount Apartments**  
Burlington, ON

“We are happy we are able to have this done digitally and have really appreciated the measures you have put in place during the current global climate. Thanks again for keeping us up to date as we have moved through this process – it’s greatly appreciated!”

**Le Mistral**  
Montreal, QC

“Thank you to the kind gentleman who spent his Sunday afternoon wiping down all the surfaces and doorways of 225 McLaren! Much appreciated.”

**225 McLaren**  
Ottawa, ON



- Conservative and flexible balance sheet
- Well positioned for both organic and external growth
- Potential strategic partnerships & joint ventures
- We have over 3,100 suites in our repositioning portfolio
- Potential to increase density at many sites across our portfolio
- Greenfield development opportunities
- Significant consolidation potential
- Potential to expand into new markets



