



# INTERRENT REIT

## INVESTOR PRESENTATION

September 2017



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.





# 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
- Completed disposition of non-core properties
- Internal growth via rent increases, new suites
- Focused on growing NOI organically through top line growth and operating cost reductions

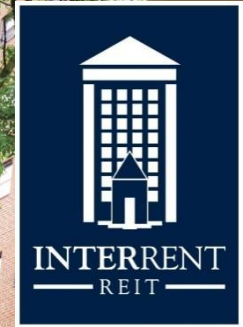
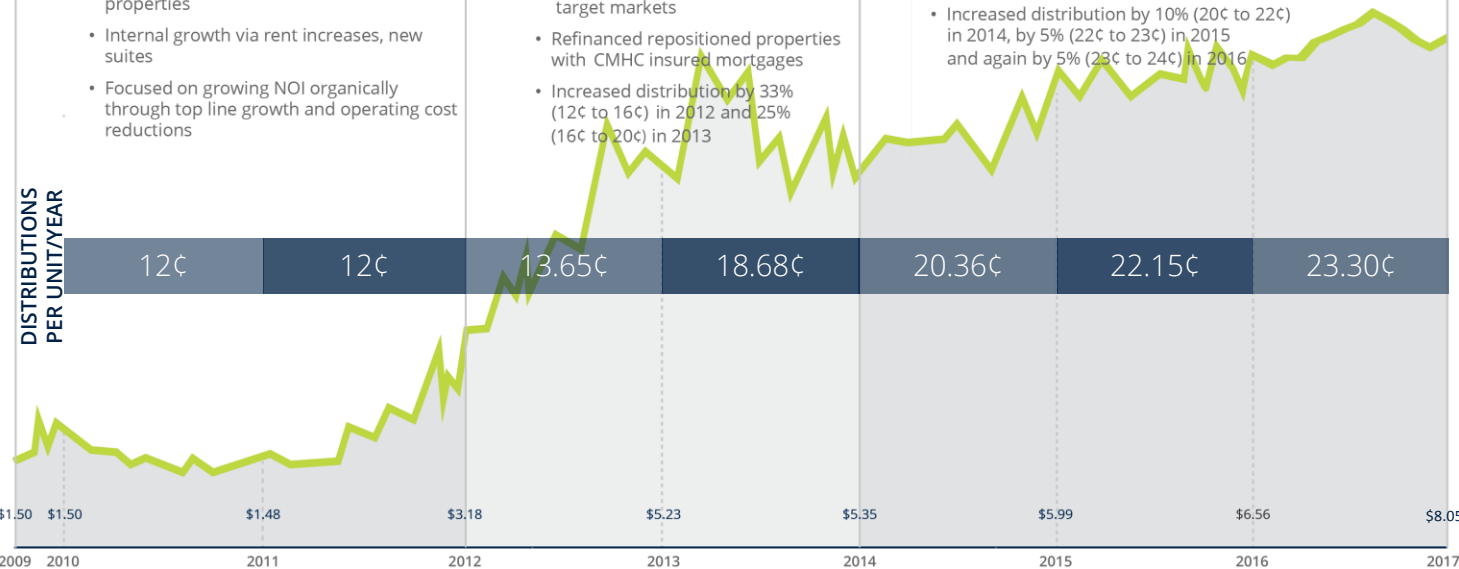
## 2012 - 2013

- Continued to grow NOI organically through top line growth and operating cost reductions
- Built Acquisitions Team and grew potential acquisition pipeline – focus on value-add properties
- Purchased 1,000 suites in 2012 and 1,341 suites in 2013
- Expanded into Quebec (Gatineau and Montreal)
- Focused on best in class within our target markets
- Refinanced repositioned properties with CMHC insured mortgages
- Increased distribution by 33% (12¢ to 16¢) in 2012 and 25% (16¢ to 20¢) in 2013

## 2014 - 2016

- Continued to focus on repositioning Acquisitions and organic growth
- Purchased 645 suites in 2014, 1,702 suites in 2015 and 545 suites in 2016
- Vacated all suites in the LIV property in order to complete redevelopment and capture upside from new market rents
- Changed model/staffing of rental operations to focus on customer service and overall performance
- Continued to refinance repositioned properties with CMHC to capitalize on low interest rates
- Increased distribution by 10% (20¢ to 22¢) in 2014, by 5% (22¢ to 23¢) in 2015 and again by 5% (23¢ to 24¢) in 2016

DISTRIBUTIONS PER UNIT/YEAR



Start	September 30, 2009
End	As at September 15, 2017
Unit Price	<b>\$1.50 to \$8.05</b>
Cumulative Distributions	<b>\$1.42</b>
Total Return	<b>530%</b>
Number of Suites	4,033 to 8,605 <span style="float: right;">113%</span>

Since current management took over, **InterRent has been one of the best performing REITs in Canada with a total return of 530%**. InterRent continues to focus on organic growth of existing properties, target new properties to reposition, as well as acquisitions of properties with untapped value.



# WE ARE PROVIDERS OF HOMES ACROSS ONTARIO AND QUEBEC

## GTA (INCLUDING HAMILTON)

19 PROPERTIES    0.7% PENETRATION    29.4% OF PORTFOLIO

2,532 SUITES    351,914<sup>1</sup> TOTAL SUITES IN MARKET

## MONTREAL

6 PROPERTIES    0.2% PENETRATION    16.0% OF PORTFOLIO

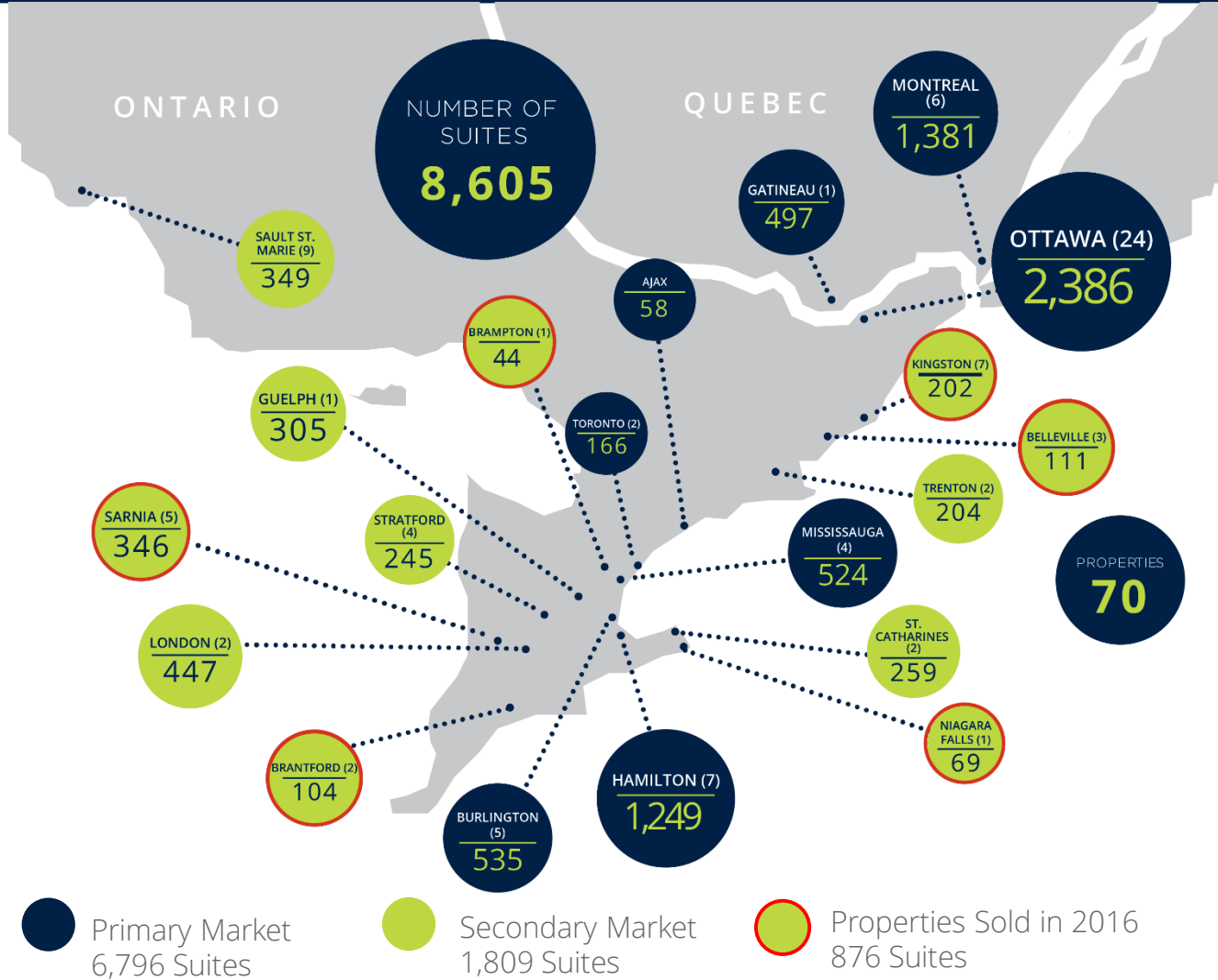
1,381 SUITES    560,750<sup>1</sup> TOTAL SUITES IN MARKET

## NATIONAL CAPITAL REGION

25 PROPERTIES    3.5% PENETRATION    33.5% OF PORTFOLIO

2,883 SUITES    82,482<sup>1</sup> TOTAL SUITES IN MARKET

Our primary markets make up more than 80% of our NOI



<sup>1</sup> CMHC Fall 2016 Rental Market Report apartment universe



# PROVEN ABILITY TO SOURCE DEALS

Proven track record of sourcing acquisitions, with over \$600 Million in acquisitions since change of control (over 5,400 units).

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



2012

Sir Walter Scott, Montreal  
Crystal Beach West, Ottawa  
70 Roehampton Avenue, St. Catharines  
Elmridge, Ottawa  
5220 Lakeshore Road, Burlington  
Place Kingsley Apartments, Montreal  
Bell Street (LIV), Ottawa (ON)



2014

5501 Adalbert, Montreal  
Forest Ridge, Ottawa  
Britannia Portfolio, Ottawa  
181 Lebreton & 231 Bell, Ottawa  
Hamilton Portfolio, Hamilton  
Maple & Brant, Burlington



2016

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

2013



Riviera, Gatineau  
2386 & 2400 New Street, Burlington  
2757 Battleford Road, Mississauga  
2304 Weston Road, Toronto

Crystal Beach East, Ottawa  
15 Kappel Circle, Stratford  
Tindale Court & Quigley Road, Hamilton  
6599 Glen Erin, Mississauga  
15 Louisa, Ottawa

2015



1101 Rachel, Montreal  
Parkway Park, Ottawa

2017



Riviera, Gatineau

5550 Trent, Montreal

Crystal Beach, Ottawa



## Recycling and Allocation of Capital

- Regularly review the properties within the portfolio to determine the most efficient and effective use of capital
- Refinance at more favourable rates/terms
- Disposition of non-core assets

## Cost Reduction and Containment

Implement energy-efficient utility programs to lower operating costs while utilizing government programs to leverage investment dollars.

- Replace old boilers, domestic hot water heaters, water fixtures and lighting fixtures
- Conversion of domestic hot water heaters from electric to gas
- Implement hydro submetering programs
- Focus on preventative maintenance
- Reduce customer turnover by providing better customer service

## Acquisitions

- Acquire properties that have untapped value that can be realized through the REIT's repositioning strategy
- Properties that are located in our target growth areas



## Our People

Hiring excellence, providing constant training and career advancement

## Customer Service

Offer an unsurpassed customer experience by:

- Multi-channel communication stream
- Dedicated customer advocates
- Tracking and reporting to senior management of customer concerns and feedback
- Creating a sense of community

## Driving and Enhancing Revenue Streams

Continuously search for new revenue streams as well as ways to grow existing ones.

- Increase rents on turnover through exterior, common area and in-suite improvements
- Securing additional streams of income through rooftop leases and revenue sharing agreements
- Growing the rental revenue base organically while at the same time improving its stability by removing undesirable tenants
- Increased focus on parking and ancillary revenue
- Adding suites within under-utilized space

## 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







# 2011 ACQUISITIONS

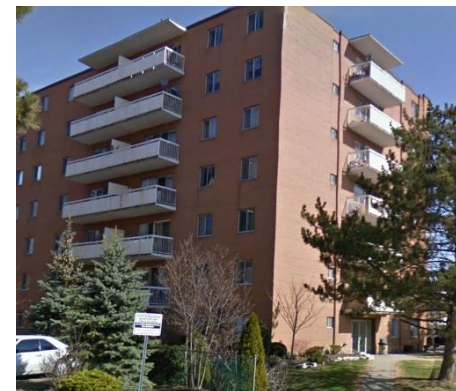
	As at <b>Acquisition</b>	As at <b>2017 Q2</b>
Acquisition Cost	\$ 12,073,572	
Capital Invested		\$ 4,640,872
Acquisition Cost Plus Capital Invested		\$ 16,714,444
Net Revenue	\$ 1,581,066	\$ 2,296,067
Operating Costs	\$ 822,216	\$ 953,374
NOI	\$ 758,850	\$ 1,342,694 <span style="color: green;">↑ 77%</span>
NOI Margin	48%	58%
Cap Rate	6.3%	8.0%
Total Suites	172	174
Current Cap Rate		5.1%
Fair Value Today		\$ 26,514,000
Value Creation		\$ 9,799,556
Value per Suite	\$ 70,195	\$ 152,379 <span style="color: green;">↑ 117%</span>



Hamilton Landing | Trenton



Hamilton Landing | Trenton



14 Reid | Mississauga



# 2012 ACQUISITIONS

	As at <b>Acquisition</b>	As at <b>2017 Q2</b>
Acquisition Cost	\$ 85,276,275	
Capital Invested		\$ 43,281,764
Acquisition Cost Plus Capital Invested		\$ 128,588,040
Net Revenue	\$ 10,197,104	\$ 13,807,156
Operating Costs	\$ 4,758,527	\$ 4,762,909
NOI	\$ 5,438,577	\$ 9,044,247 <span style="color: green;">↑ 66%</span>
NOI Margin	53%	66%
Cap Rate	6.4%	7.0%
Total Suites	1,000	1,016
Current Cap Rate		4.6%
Fair Value Today		\$ 198,248,000
Value Creation		\$ 69,689,960
Value per Suite	\$ 85,276	\$ 195,126 <span style="color: green;">↑ 129%</span>



New Street | Burlington



Riviera | Gatineau



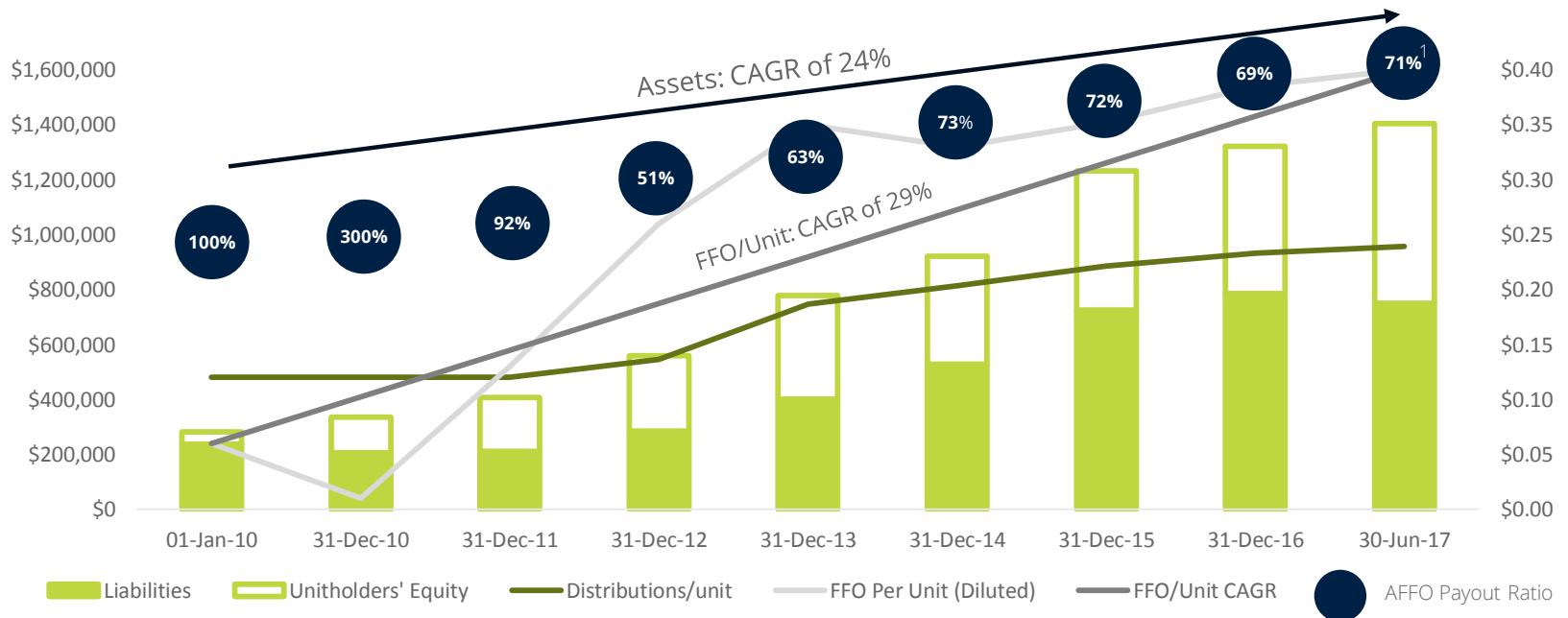
2304 Weston | Toronto



# 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 calculated in accordance to Realpac definition. Prior years calculated differently.



## GROWTH IN ALL THE RIGHT PLACES

<i>In \$000s, except as noted</i>	2010	2011	2012	2013	2014	2015	2016	TTM at 30-Jun-17
Total Suites	3,998	3,820	4,695	6,048	6,700	8,389	8,059	8,282
Occupancy Rate	96.3%	96.6%	97.8%	96.4%	96.1%	94.6%	94.8%	95.7%
Average Rent Per Suite	\$805	\$843	\$887	\$931	\$965	\$996	\$1,064	\$1,079
Operating Revenues	\$35,352	\$38,471	\$47,530	\$60,506	\$65,404	\$82,977	\$97,466	\$100,375
Net Operating Income (NOI)	\$15,913	\$20,506	\$27,946	\$36,041	\$37,884	\$48,490	\$56,868	\$59,468
NOI %	45.0%	53.3%	58.8%	59.6%	57.9%	58.4%	58.3%	59.2%
Funds from Operations (FFO)	\$232	\$4,300	\$13,489	\$18,883	\$18,836	\$24,425	\$27,796	\$29,854
FFO Per Unit (basic)	\$0.01	\$0.13	\$0.31	\$0.35	\$0.33	\$0.35	\$0.39	\$0.40
Adjusted Funds from Operations (AFFO)	\$1,135	\$4,343	\$11,748	\$16,278	\$16,189	\$21,145	\$24,170	\$25,335 <sup>1</sup>
AFFO Per Unit (basic)	\$0.04	\$0.13	\$0.27	\$0.30	\$0.28	\$0.31	\$0.34	\$0.34 <sup>1</sup>
Debt to GBV	58.3%	48.5%	46.8%	47.4%	52.7%	54.2%	55.3%	49.5%

Elmridge | Ottawa

<sup>1</sup>TTM AFFO for 2017 calculated in accordance to Realpac definition. Prior years calculated differently.



# A PROVEN APPROACH TO MANAGING THE BALANCE SHEET

## MORTGAGE SCHEDULE

Year Maturing	Mortgage & Debt Balance (000s) 30-Jun-17	Weighted Average by Maturity	Weighted Average Interest Rate
2017	\$103,255	15.1%	2.66%
2018	\$157,617	23.1%	2.46%
2019	\$81,918	12.0%	2.70%
2020	\$53,854	7.9%	2.52%
2021	\$30,393	4.5%	3.55%
Thereafter	\$255,336	37.4%	2.72%
<b>Total</b>	<b>\$682,373</b>	<b>100%</b>	<b>2.67%</b>

**INTEREST COVERAGE**

**2.61x**

**DEBT SERVICE COVERAGE**

**1.64x**

**DEBT TO GBV  
30-JUN-17**

**49.5%**

Hamilton Landing | Trenton



700 Ross | Burlington



939 Western | London





# EXECUTIVE TEAM

BOARD

**PAUL AMIRAUTL**  
TRUSTEE

**RONALD LESLIE**  
TRUSTEE

**VICTOR STONE**  
TRUSTEE

**PAUL BOUZANIS**  
TRUSTEE

**MIKE MCGAHAN**  
TRUSTEE

*“Good teams become great ones when the members trust each other enough to surrender the Me for the We”*

*- PHIL JACKSON*

INTERRENT REIT

**MIKE MCGAHAN**  
Chief Executive Officer  
& Trustee

Property Management  
Operations  
Development  
Syndications  
Brokerage

**BRAD CUTSEY, CFA**  
President

Capital Markets  
Research & Financial Modeling  
Investor Relations  
Strategic Management

**CURT MILLAR, CPA, CA**  
Chief Financial Officer

Corporate Finance  
Accounting  
Operations Management  
Financial Reporting  
Business Development  
Process & Systems Optimization

**OZ DREWNIAK**  
Vice President

Property Management  
Marketing  
Acquisitions  
Management

**BRIAN AWREY, CPA, CA**  
Vice President

Financial Reporting  
Corporate Finance  
Accounting

**100+ Years  
Combined  
Experience**

Our success is dependent on our team members. The InterRent team has a proven track record of creating value through repositioning rental properties, providing both the experience and ability necessary to continue to grow and improve the REIT while creating value for our unitholders.



# APPENDIX





# 2386 & 2400 NEW STREET



## BURLINGTON, ONTARIO

Conveniently situated in the Roseland area in Burlington, 2386 & 2400 New Street offers spacious one, two, and three bedroom suites with scenic views of Lake Ontario.

This property has received extensive capital investment over the past three years including new landscaping, new balconies, upgraded kitchens and flooring in many suites, energy efficient lighting, a new gym and a media room. There have also been added 8 suites to this property.

Since acquisition in March 2012, average rent on the suites which have been turned over has increased 46% from \$1,044 to \$1,522. NOI has increased 120% from \$1,313,832 to \$2,896,643. The expected IRR is based on the IFRS value at June 30, 2017 is over 50%.



### 2386 & 2400 New Street Overview

Total Suites	238
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### Investment Highlights

Location	Burlington, Ontario
Investment Timeframe	64 Months
Purchase Price	\$20.7M
Expected IRR	50% +
Equity Multiple	5.11





# 2757 BATTLEFORD ROAD



## MISSISSAUGA, ONTARIO

2757 Battleford is located adjacent to Lake Aquitaine and at the corner of Erin Mills Parkway and Battleford Road in Mississauga. Including our adjacent property at 6599 Glen Erin Drive, the combined site has a land mass of approximately 420,750 square feet (9.66 acres).

Substantial capital improvements have been made to these properties including new hard & soft landscaping, new entrance and lobby, hydro submetering, new elevators and energy efficient lighting.

Since acquisition in June 2012, average rent on the suites which have been turned over at 2757 Battleford has increased 24% from \$1,152 to \$1,432. NOI has increased 49% from \$1,462,650 to \$2,183,226. The expected IRR based on the IFRS value at June 30, 2017 is over 25%.



### 2757 Battleford Overview

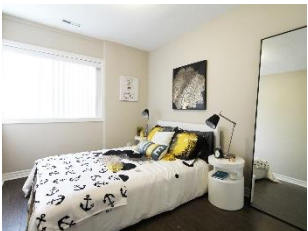
Suites	184
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### Investment Highlights

Investment Timeframe	61 Months
Purchase Price	\$23.9M
Expected IRR	25% +
Equity Multiple	3.29



# BRITANNIA PORTFOLIO



## OTTAWA, ONTARIO

InterRent purchased this 286 unit portfolio in 2015. The average purchase price was \$97,028 per unit overall, which the REIT believes was well below market value.

Unit types consist of apartments, duplexes and semi-detached homes and are located along Britannia Park and the waterfront of the Ottawa River.

The average rent for the suites which have turned over since the acquisition of this portfolio in April 2015 is \$1,132. This is an increase of 36% from the average rent for this same group of suites at acquisition of \$830. Capital improvements at these properties include recladding of exteriors, new windows, new landscaping, intercom and security systems new laundry rooms, energy efficient lighting, upgraded boilers and renovated kitchens on turnover.

Within this portfolio, InterRent acquired duplex units at an average price of \$152k per unit. This leaves significant potential for upside value when compared to the average selling price of private duplexes in Britannia of \$390k.

### Acquisition Highlights

Number of Units	286
Price per Unit	\$97,028
Going-In Cap Rate	5.6%
Year 3 Projected cap Rate with Capex	6.7%
Britannia Lot Size	34,057 m <sup>2</sup> or 366,586 sq ft

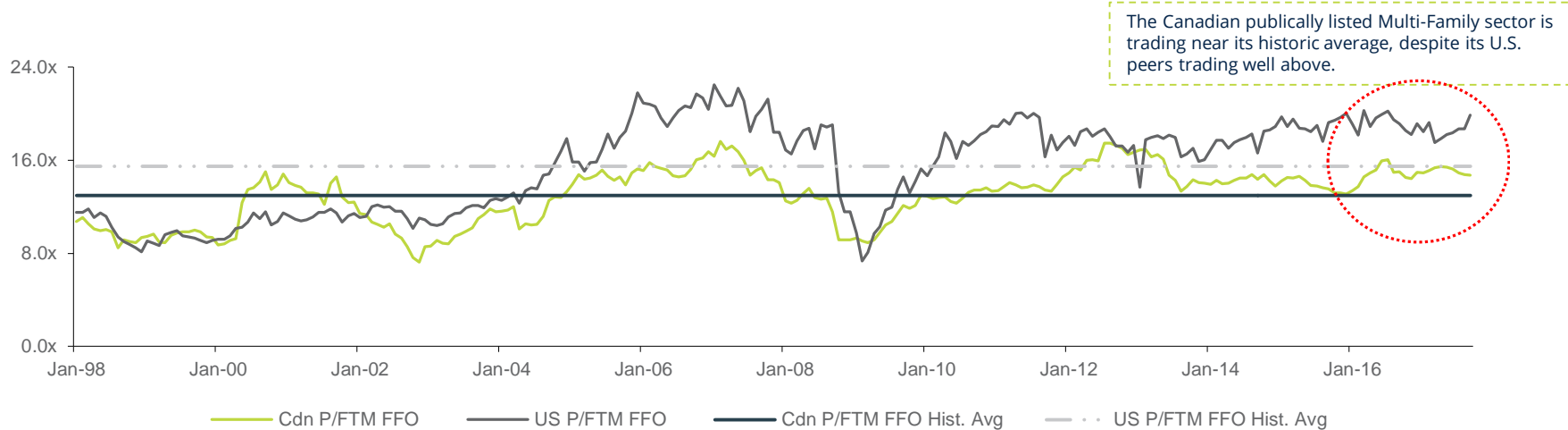
### Sample Potential Upside Value: Duplexes

InterRent Duplex Purchase Price	\$152k
Average Private Duplex Sale Price	\$390k
Potential Value	~\$238k/duplex

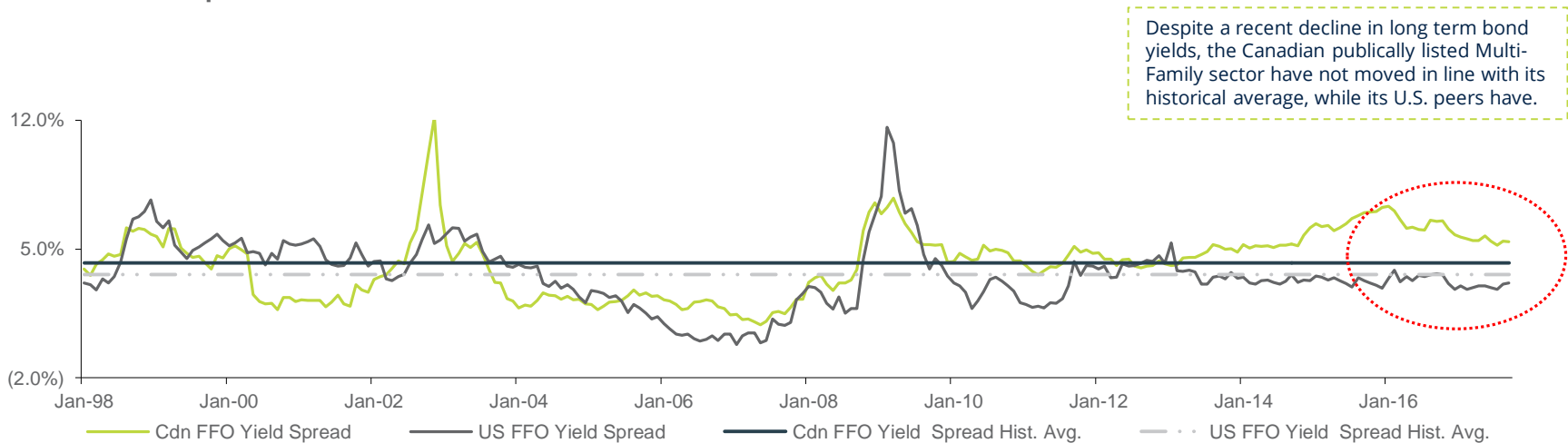


# CANADIAN APARTMENT REITS: ON SALE RELATIVE TO U.S.

## Historical Price / Consensus FFO



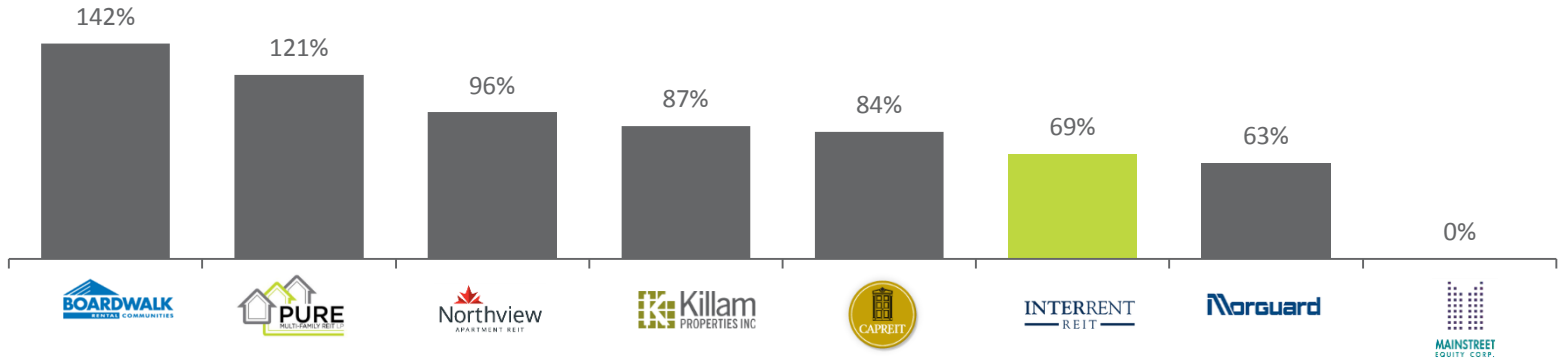
## Historical FFO Yield Spread





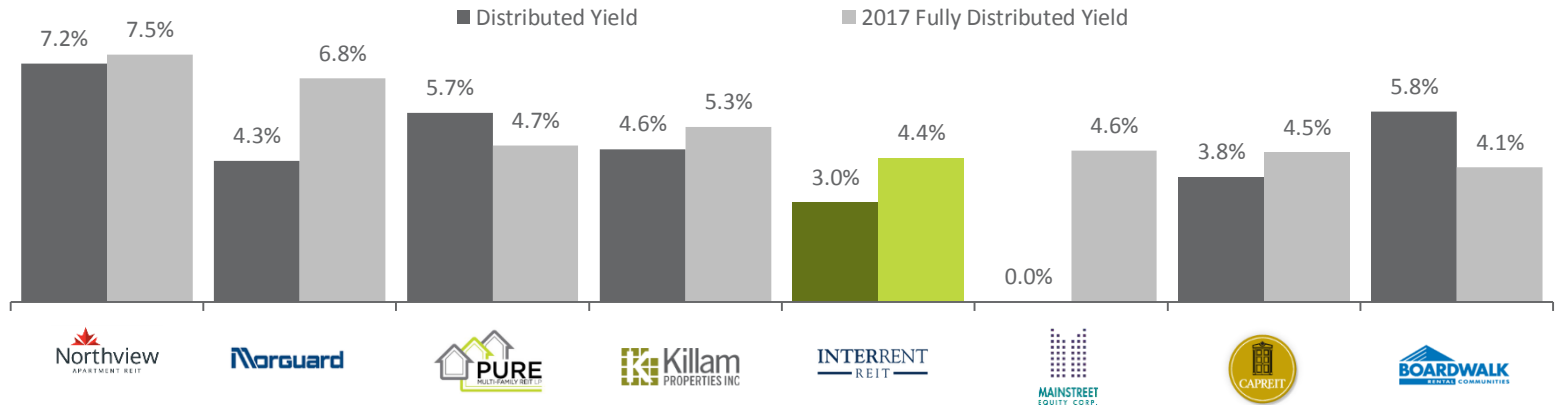
# INTERRENT'S PAYOUT RATIO: REMAINS CONSERVATIVE

## 2017E AFFO Payout Ratio



## Distribution Yields

Company	2018 Fully Distributed Yield
BOARDWALK REALTY COMMUNITIES	8.0%
PURE MULTIFAMILY REIT	7.2%
Northview APARTMENT REIT	6.1%
Killam PROPERTIES INC	5.5%
CAPREIT	5.1%
INTERRENT REIT	4.7%
Norguard	4.7%
MAINSTREET EQUITY CORP.	4.6%

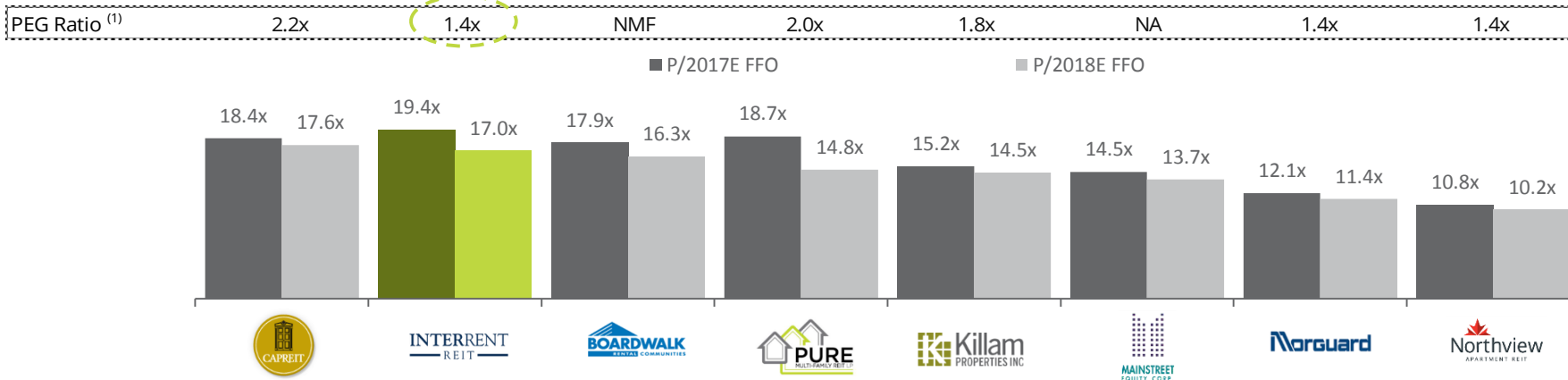


Figures based on consensus estimates as at September 15, 2017. Source: SNL.

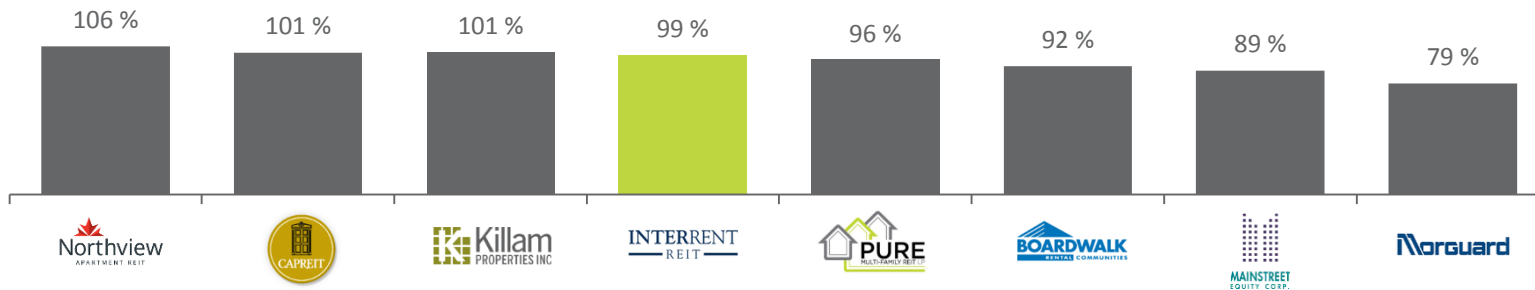


# INTERRENT'S PEG RATIO: AT A DISCOUNT RELATIVE TO ITS PEERS

## Price / Consensus FFO



## Price / Consensus NAV



Figures based on consensus estimates as at September 15, 2017.

Source: SNL.

(1) PEG Ratio = P/FFO ('17E) / CAGR of FFO ('16-'18E) + current yield



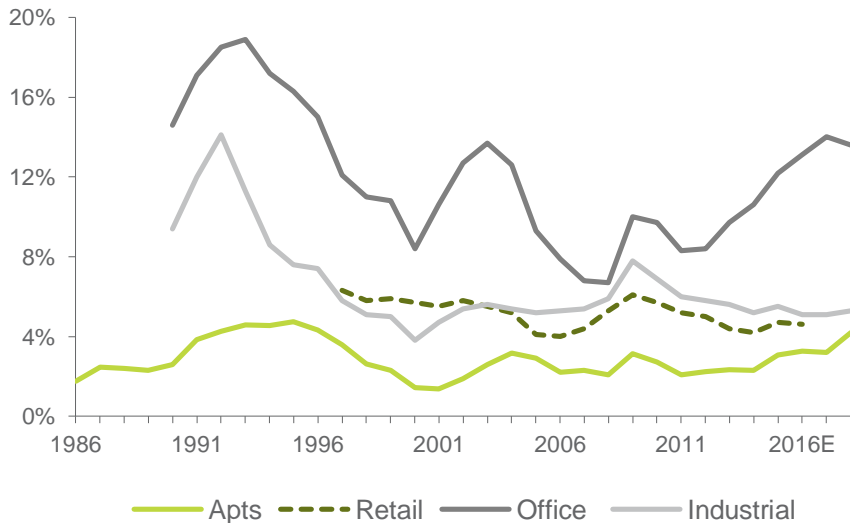
# VERY DEFENSIVE ASSET CLASS

- Multi-family properties known as safest real-estate asset class
- Steady and stable rent increases enabled by short term lease durations
- Lower cost mortgage financing with CMHC insurance and mortgage renewal risk mitigated
- Acquisitions at discount to replacement cost

## Stable Multi-Family Fundamentals

Multi-Family assets have experienced less volatile changes in vacancy and more stable Y/Y rent growth over the past 30 years relative to other real estate sectors

Historical Vacancy



Historical Y/Y Rent Growth



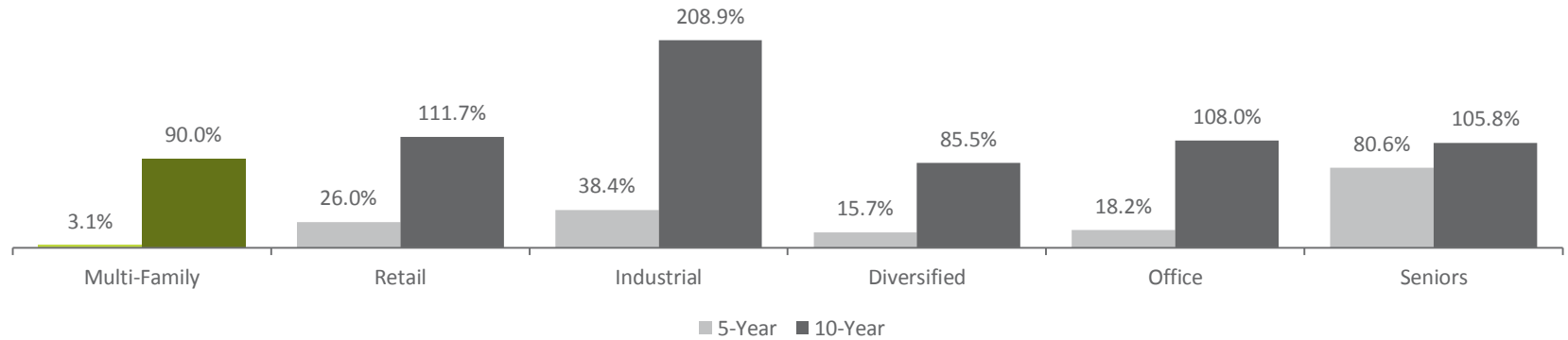


WHY MULTI-FAMILY?

# BEST RISK-ADJUSTED RETURNS

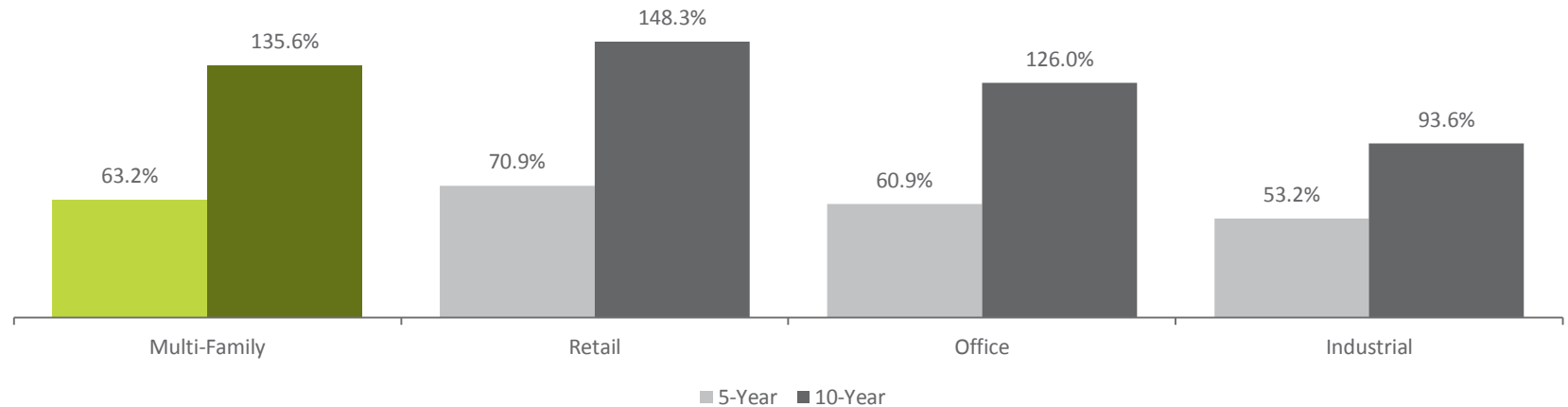
## Sector Performance – Publicly Listed

Total Return (As at September 15, 2017)



## Sector Performance – Private

Total Return (As at June 30, 2017)



Source: SNL Financial, Bloomberg, IPD Index.

