



CANADIAN APARTMENT
PROPERTIES • REIT

Second Quarter 2022

Results Conference Call

August 11, 2022



Disclaimer

Today's session and our answers to questions contain statements that constitute forward-looking statements about expected future events and financial and operating results of CAPREIT. These statements represent CAPREIT's intentions, plans, expectations and beliefs as of the date hereof and are subject to certain risks and uncertainties. These statements are based on certain factors and assumptions regarding expected growth, results of operations, performance and business uncertainties are more fully described in CAPREIT's regulatory filings, including our Annual Information Form and prospects and opportunities. Although such forward-looking statements are based upon assumptions that management believes are reasonable, there can be no assurance that actual results will be consistent with these forward-looking statements and actual results in future periods may differ materially from those expressed or implied by such forward-looking statements. These risks and Managements' Discussion and Analysis of the Results of Operations and Financial Condition, all of which can be obtained on SEDAR at www.sedar.com. Investors should not place undue reliance on any such forward-looking statements. Subject to applicable law, CAPREIT does not undertake any obligation to update or revise any forward-looking information.

Non-IFRS Measures

CAPREIT prepares and releases unaudited condensed consolidated interim financial statements and audited consolidated annual financial statements in accordance with International Financial Reporting Standards ("IFRS"). In this MD&A, earnings releases, investor presentations, and investor conference calls, CAPREIT discloses measures not recognized under IFRS which do not have standard meanings prescribed by IFRS. These include Funds From Operations ("FFO"), Normalized Funds From Operations ("NFFO"), Adjusted Cash Flow from Operations ("ACFO"), Adjusted Cash Generated from Operating Activities, Net Asset Value ("NAV"), Net Trust Expenses, Total Debt, Gross Book Value, Gross Historical Cost, and Earnings Before Interest, Tax, Depreciation, Amortization and Fair Value ("EBITDAFV") (the "Non-IFRS Financial Measures"), as well as FFO per unit, NFFO per unit and ACFO payout ratios, Ratio of Total Debt to Gross Book Value, Ratio of Total Debt to Gross Historical Cost, Ratio of Total Debt to Total Capitalization, Debt Service Coverage Ratio, and Interest Coverage Ratio (the "Non-IFRS Ratios" and together with the Non-IFRS Financial Measures, the "Non-IFRS Measures"). Since these measures and related per unit amounts are not recognized under IFRS, they may not be comparable to similar measures reported by other issuers. CAPREIT presents Non-IFRS measures because management believes Non-IFRS measures are relevant measures utilized by our investors to evaluate the ability of CAPREIT to earn revenue and to evaluate its performance, financial condition, and cash flows. These Non-IFRS measures have been assessed for compliance with the new National Instrument 52-112 and a reconciliation of these Non-IFRS measures to the comparable IFRS measures, along with further definitions and discussion, is provided in Section IV under Non-IFRS Measures. The Non-IFRS measures should not be construed as alternatives to net (loss) income or cash flows from operating activities determined in accordance with IFRS as indicators of CAPREIT's performance or the sustainability of our distributions.





CANADIAN APARTMENT
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Mark Kenney

President &
Chief Executive Officer



Stephen Co

Chief Financial Officer



Julian Schonfeldt

Chief Investment Officer

Second Quarter 2022 Results



Operating
Revenues

+10.0%

Net Operating
Income

+ 9.4%

NFFO

+2.8%

NCIB

1.4M

Trust Units

Strong NFFO
Payout Ratio

61.9%

NFFO
per Unit

\$0.585

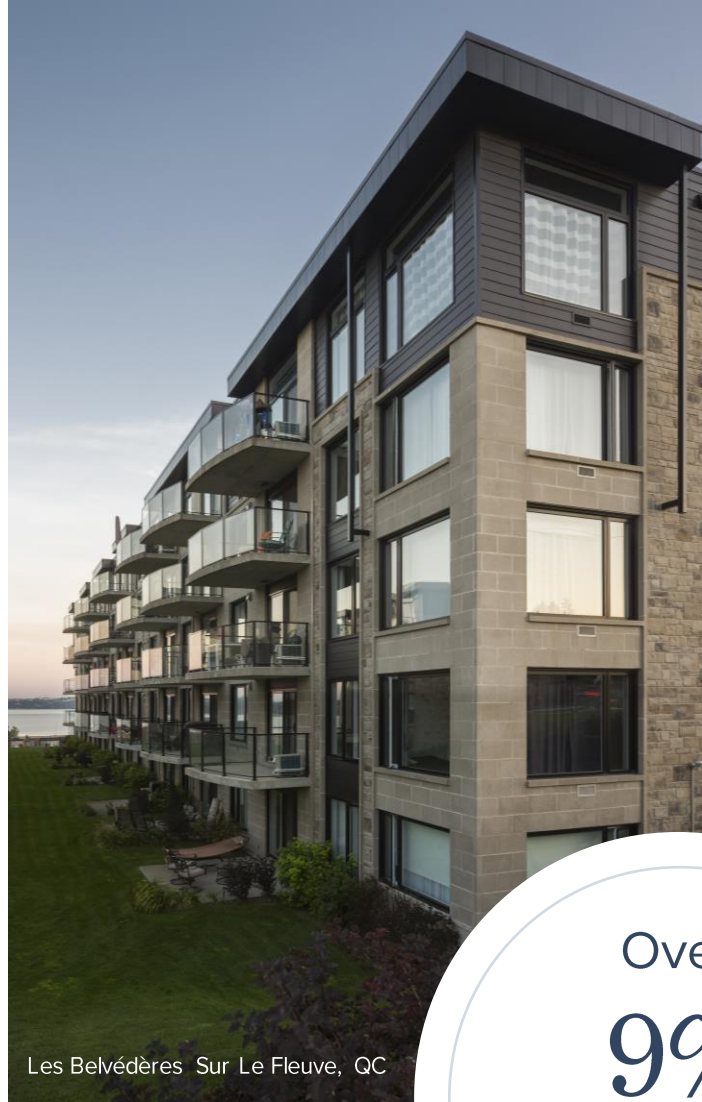
Occupancy

98.2%

NAV per Unit

\$56.66





Over
9%
Increase in total
operating
revenues

Strong Performance Continues

<i>Six months ended June 30,</i>	2021	2022	Change (%)
Operating Revenues	\$456.4M	\$498.3M	+ 9.2%
NOI	\$298.4M	\$319.3M	+ 7.0%
NFFO	\$ 196.0M	\$ 200.5M	+ 2.3%
NFFO Payout Ratio	61.0%	63.6%	+ 2.6%
NFFO per Unit (basic)	\$1.135	\$1.141	+0.5%
Weighted Avg. Units O/S (000s)	172,712	175,659	+ 1.7%



Resilient Same Property Performance

<i>Six Months Ended June 30,</i>	2021	2022
Same Property Occupancy: Residential Suites ¹	97.5%	98.8%
Same Property Occupancy: MHCs ¹	96.0%	95.7%
Same Property Net Average Monthly Rents: Residential Suites ¹	\$1,282	\$1,327
Same Property Net Average Monthly Rents: MHCs ¹	\$395	\$402
Same Property NOI Increase/Decrease	2.7%	0.3%
Same Property NOI Margin	65.7%	64.1%

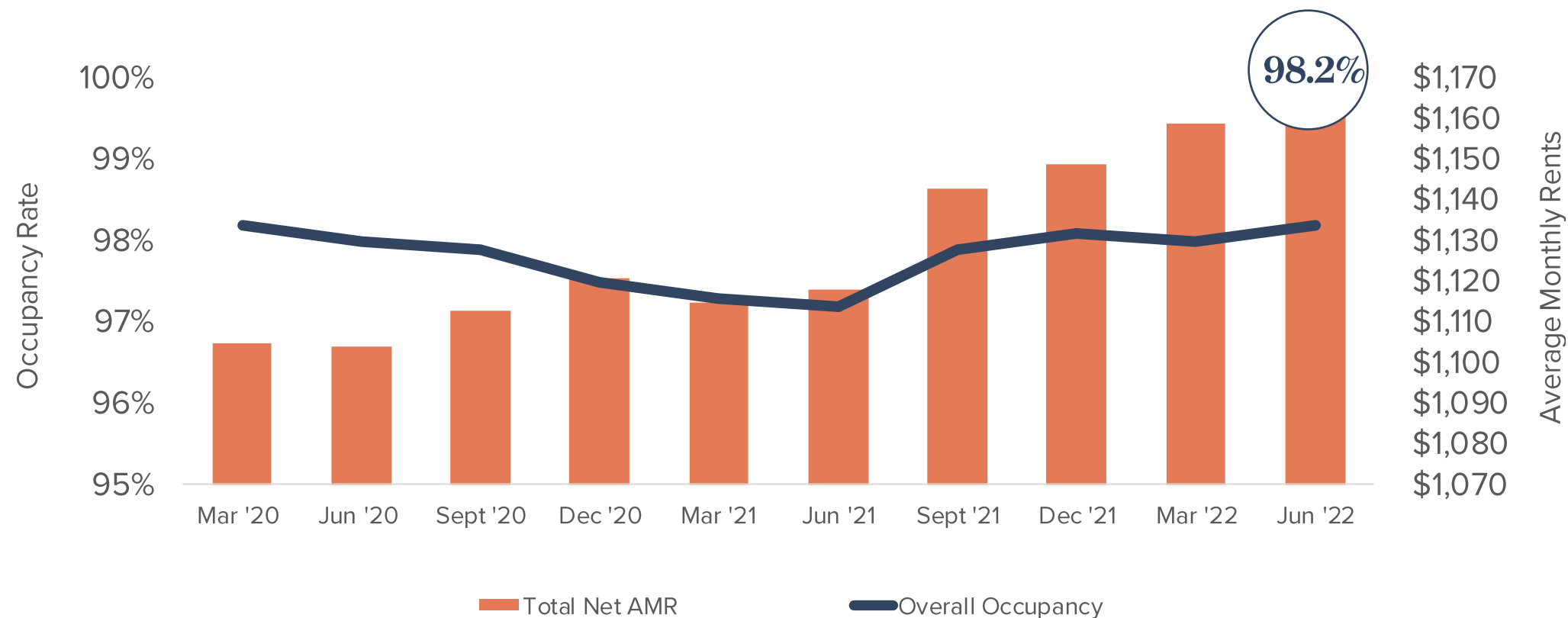
Near
99%
Same property
residential occupancy

The Onyx, QC

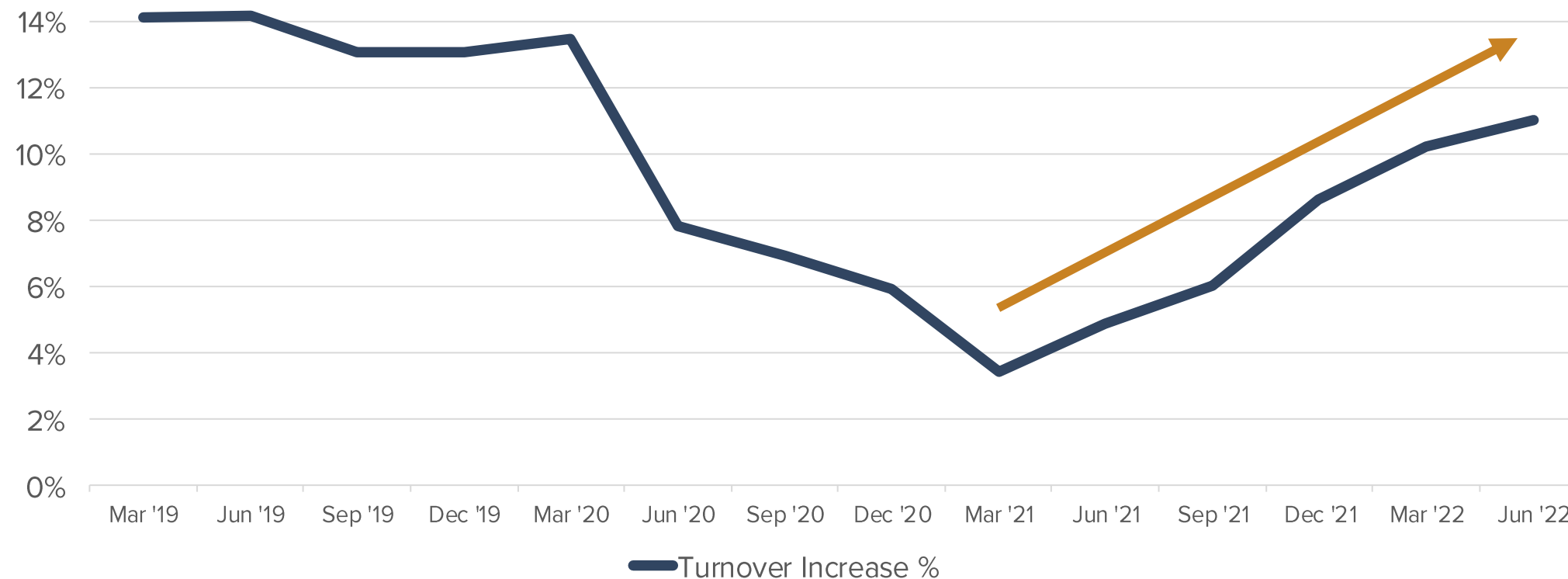
1. As at June 30



Strengthening Occupancies and Rising AMRs



Increasing Rents on Turnover





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Acquisition and Disposition Strategy

STRATEGIC CAPITAL ALLOCATION



Julian Schonfeldt
Chief Investment Officer

Portfolio Optimization Continues



\$1,054M

+3,744
Suites/Sites

2021 Acquisitions

\$641M

+1,537
Suites/Sites

YTD Acquisitions¹

- ✓ Focus on new build properties
- ✓ Enhances portfolio quality & diversification

1. Includes acquisitions closed subsequent to quarter end



Capital Recycling



2022 YTD Dispositions	Sale Price	Year Built
Toronto, ON	\$56M	1968
Scarborough, ON	\$165M	1968-1969
Ottawa, ON ¹	\$35M	1974-1978
East York, ON ²	\$90M	1974
TOTAL	\$346M	

1. Includes CAPREIT's 50% interest in 370 apartment suites

2. Expecting closing in late August

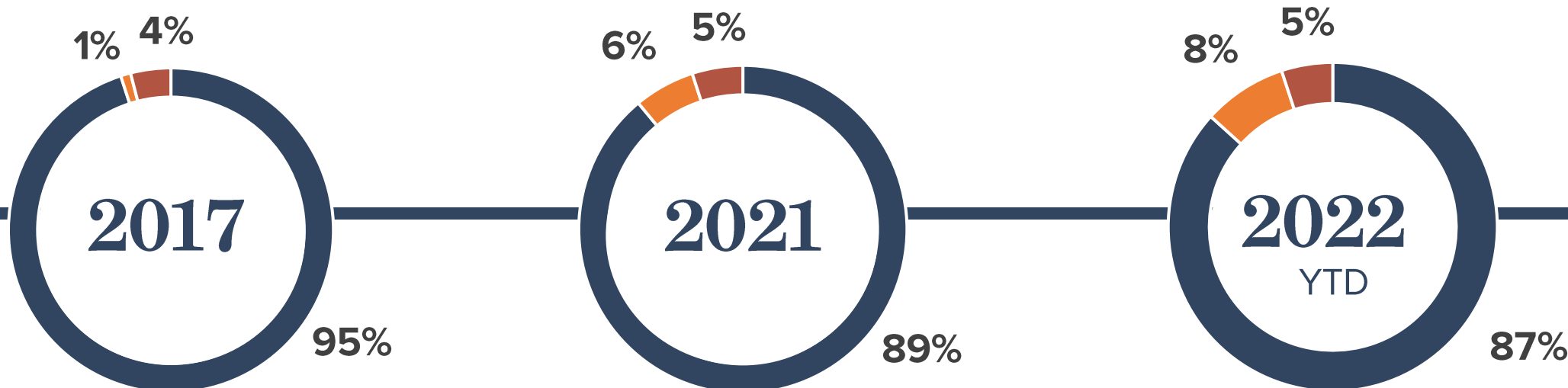
✓ Strategically recycling assets that no longer fit within its core strategy into new build assets, MHC sites, and its NCIB program

✓ Enhancing portfolio quality and value for Unitholders



Repositioning Our Portfolio

■ Value Add ■ New Build ■ MHC



+\$615M	New Build
+\$1,071M	Value Add
+\$320	MHC

+\$490M	New Build
-\$339M	Value Add
+\$17M	MHC

Includes closed and announced acquisition and dispositions





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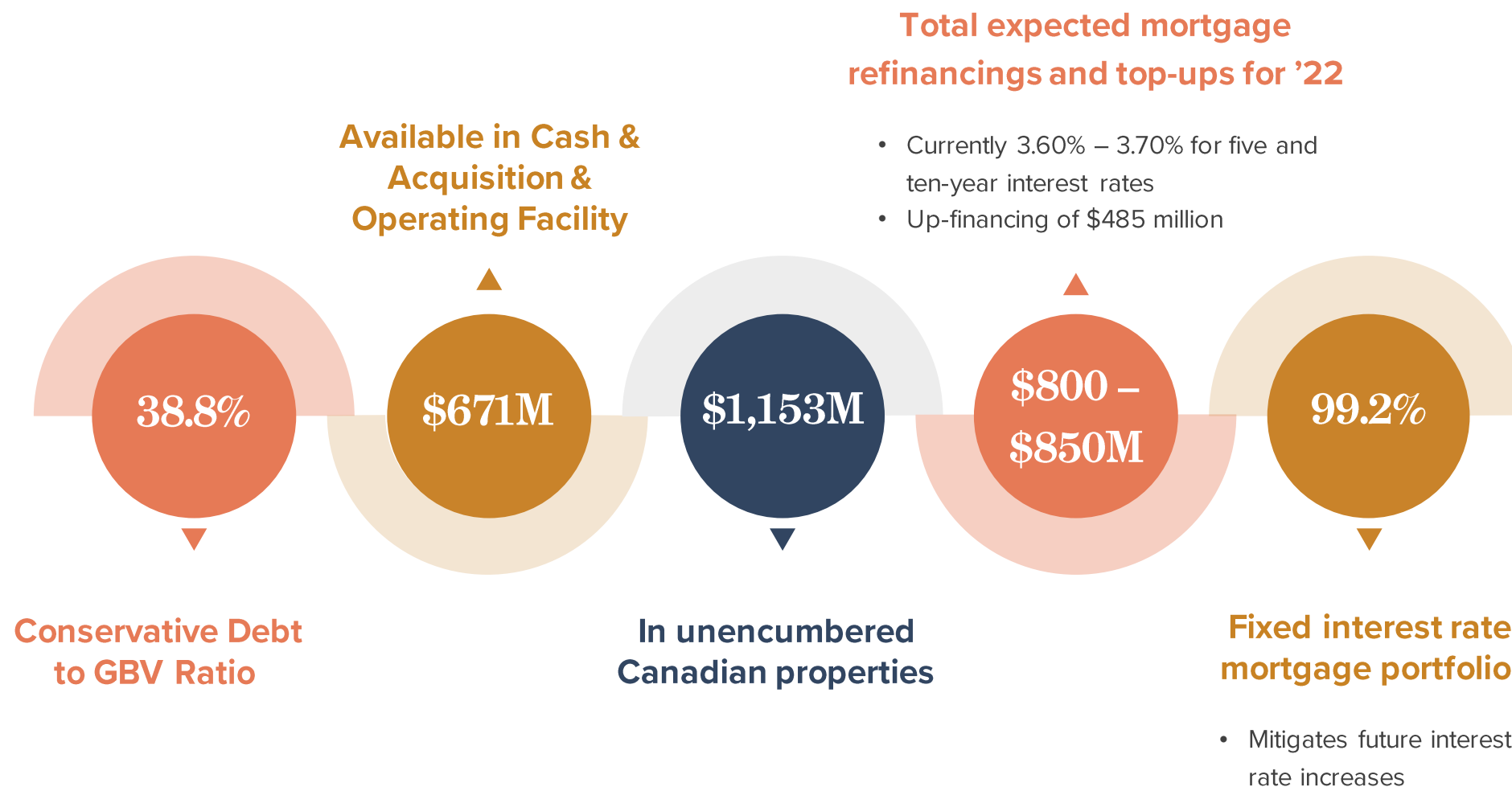
Strong Liquidity & Balance Sheet

CAPACITY TO GROW AND PROSPER



Stephen Co
Chief Financial Officer

Conservative Balance Sheet - High Liquidity



Strong & Flexible Financial Position

<i>As at June 30,</i>	2021	2022
Weighted Average Mortgage Interest Rate	2.53%	2.60%
Weighted Average Mortgage Interest Rate - Canadian	2.74%	2.78%
Weighted Average Term to Maturity (years)	5.77	5.82
Weighted Average Term to Maturity (years) - Canadian	6.19	6.24

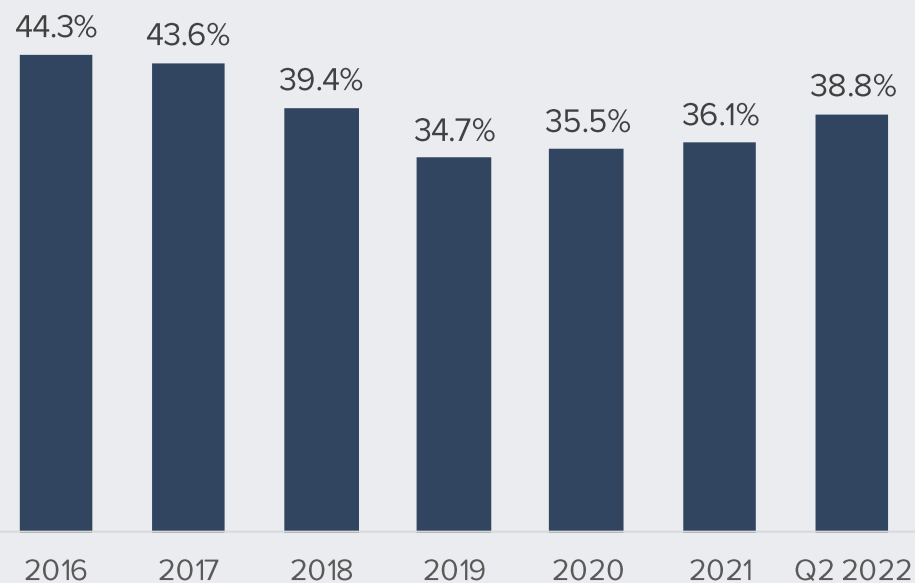


Over
99%
of our mortgage
portfolio incurs a low
fixed interest rate

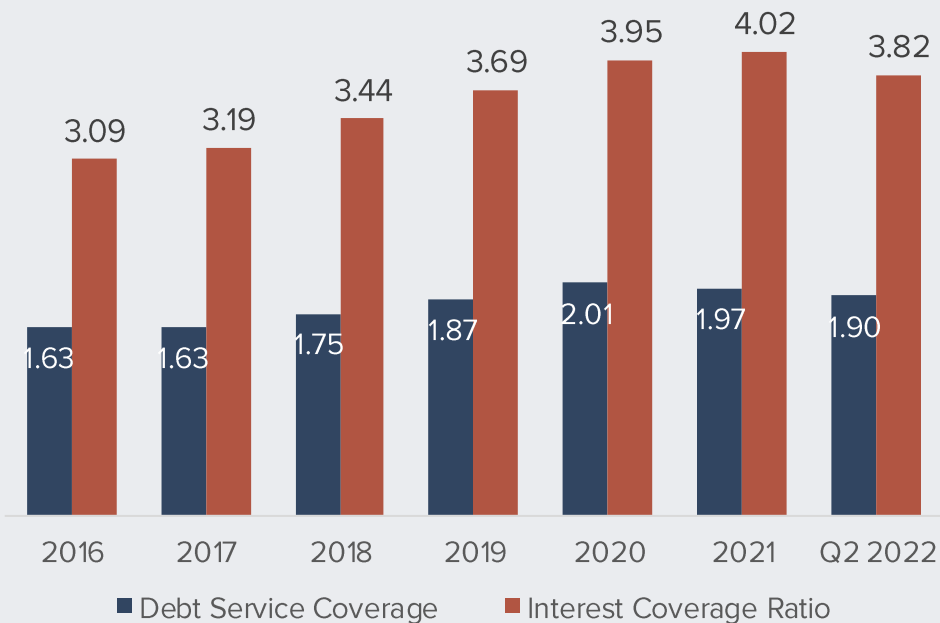


Conservative Debt Metrics

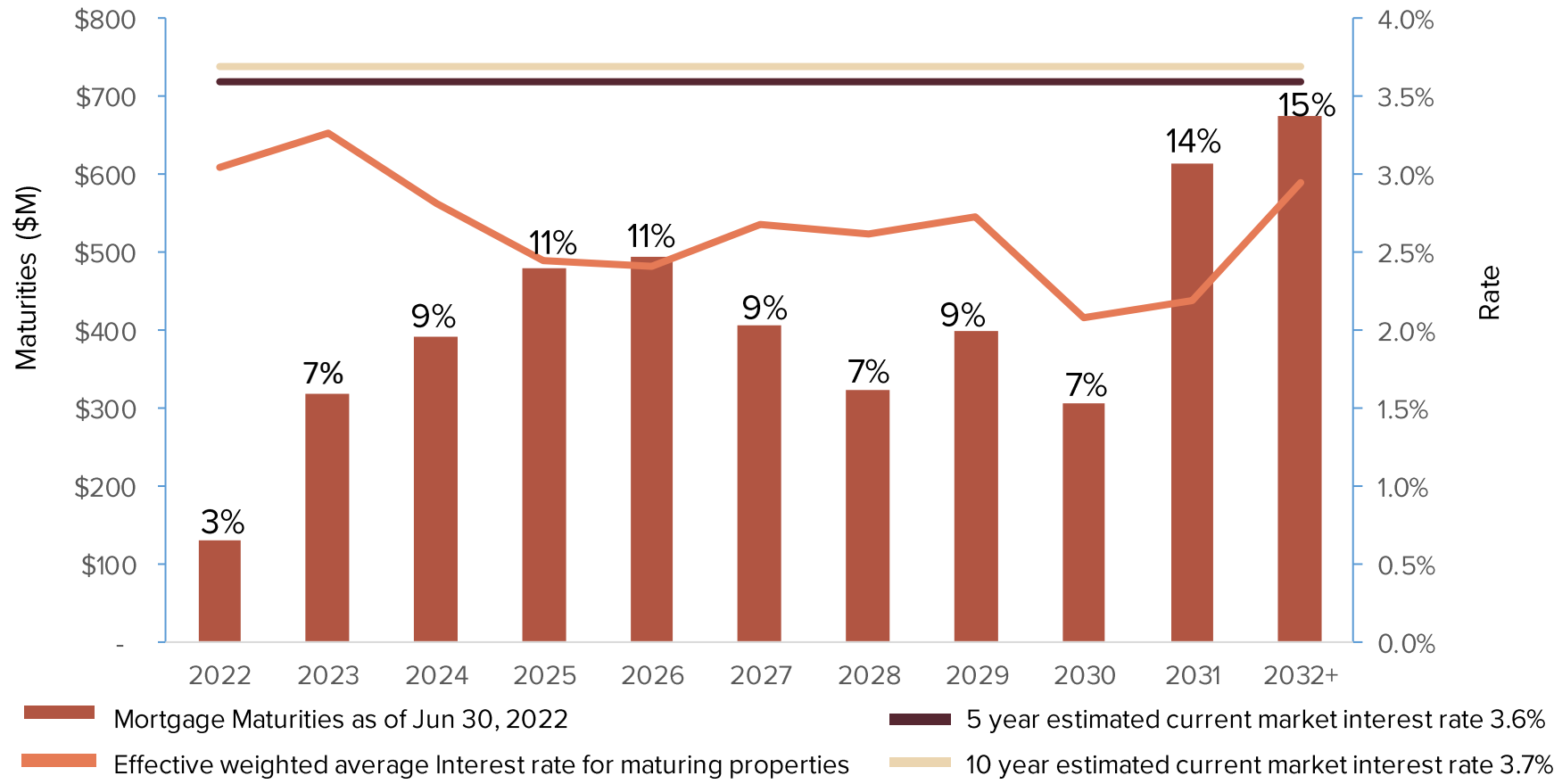
TOTAL DEBT TO GROSS BOOK VALUE



COVERAGE RATIOS



Debt Strategy: Well-Balanced Mortgage Portfolio



No more than
14%
of the total mortgages
come due in any
given year





CANADIAN APARTMENT
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Looking Ahead

DRIVING VALUE – POSITIONED
FOR LONG-TERM GROWTH



Mark Kenney

President & Chief Executive Officer

1. Attractive Capital Deployment Opportunities

Proven Asset Allocation Strategy



APARTMENT FOCUS

Large, strong, growing urban markets

- Canada's strongest markets
- Targeting suburban areas and new-build properties

MHC FOCUS

Stable, low risk portfolio

- Higher acquisition yields
- Attractive growth
- Low risk profile
- Highly affordable alternative



NCIB Program

Strategic Capital Allocation

- Dispositions at premium pricing
- Reinvesting in NCIB at significant discounts to NAV
- Crystallizing spread between premium dispositions and discount NCIB



2. Strong Market Fundamentals



**Increasing
Immigration**



**Growing Seniors'
Market**



**Return of International
Students**



**Reversal of
“Household
Consolidation”**

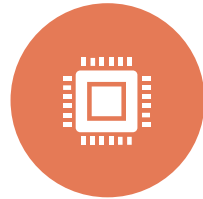


3. Investing in our Portfolio



Climate change initiatives

reduce costs, enhance environmental performance



Technology investments

increase efficiency, reduce costs



Enhancing resident safety and satisfaction

and building our brand



Meeting our ESG commitments

Strong environmental performance



4. Significant Progress in ESG Performance

ENVIRONMENTAL



Over **\$20 Million** invested annually in energy- efficiency initiatives across our portfolio*



Solidified our environmental commitments with an **11% energy consumption reduction** and a **10% reduction in GHG emissions** since 2010



Enhanced internal systems to **improve GRESB reporting**



Completed a **regional Climate Risk Assessment** to identify potential physical and transitional climate-related risks/opportunities in our major markets

SOCIAL



Ranked in the **Top Quartile** of the Best Employers Program for the 8th consecutive year



An inclusive and diverse workforce where **56%** self-identify as female and **37%** identify as Black, indigenous, and people of colour ("BIPOC")



Via our Resident Experience survey, residents awarded CAPREIT an overall score of almost **80%** relating to resident happiness and their likelihood to recommend to peers



Our Employee Engagement survey revealed a satisfaction **score of 89%** relating to CAPREIT's approach to diversity and inclusion

GOVERNANCE



50% of independent trustees self-identify as female



33% of Trustees and **45.5%** of senior executive managers[†] self-identify as BIPOC



Established a formal **Compliance & Ethics** program enhancing governance practices



Developed a new and refined **ESG Strategy** aligned with Elevation 2023, our core business growth strategy

*Residential Energy-Saving Initiatives: \$19.4 million, MHC Energy-Saving Initiatives: \$59,000, Commercial Energy-Saving Initiatives: \$796,000.

†Vice Presidents and above.



5. Reinforcing Leadership Strength



Archna Sharma

EVP, Risk &
Compliance



Clayton Yeung

SVP, Financial
Reporting & Accounting



Stephen Co

Chief Financial
Officer



Julian Schonfeldt

Chief Investment
Officer



Larry Greer

SVP, Tax &
Government Relations



Zhen Lee

VP, Procurement





The best place to live, work & invest

PROVIDING OUR RESIDENTS WITH HIGH QUALITY RENTALS IN WELCOMING COMMUNITIES

Continuously working to ensure our residents love where they live



COMMITTED TO THE CAREER GROWTH OF OUR EMPLOYEES

Recognized as an industry leader in employee engagement

THE BEST CHOICE FOR INVESTORS

Seeking the strongest returns in our asset class



Contact Us

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Toronto, Ontario

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Mark Kenney

President & Chief Executive Officer

Stephen Co

Chief Financial Officer

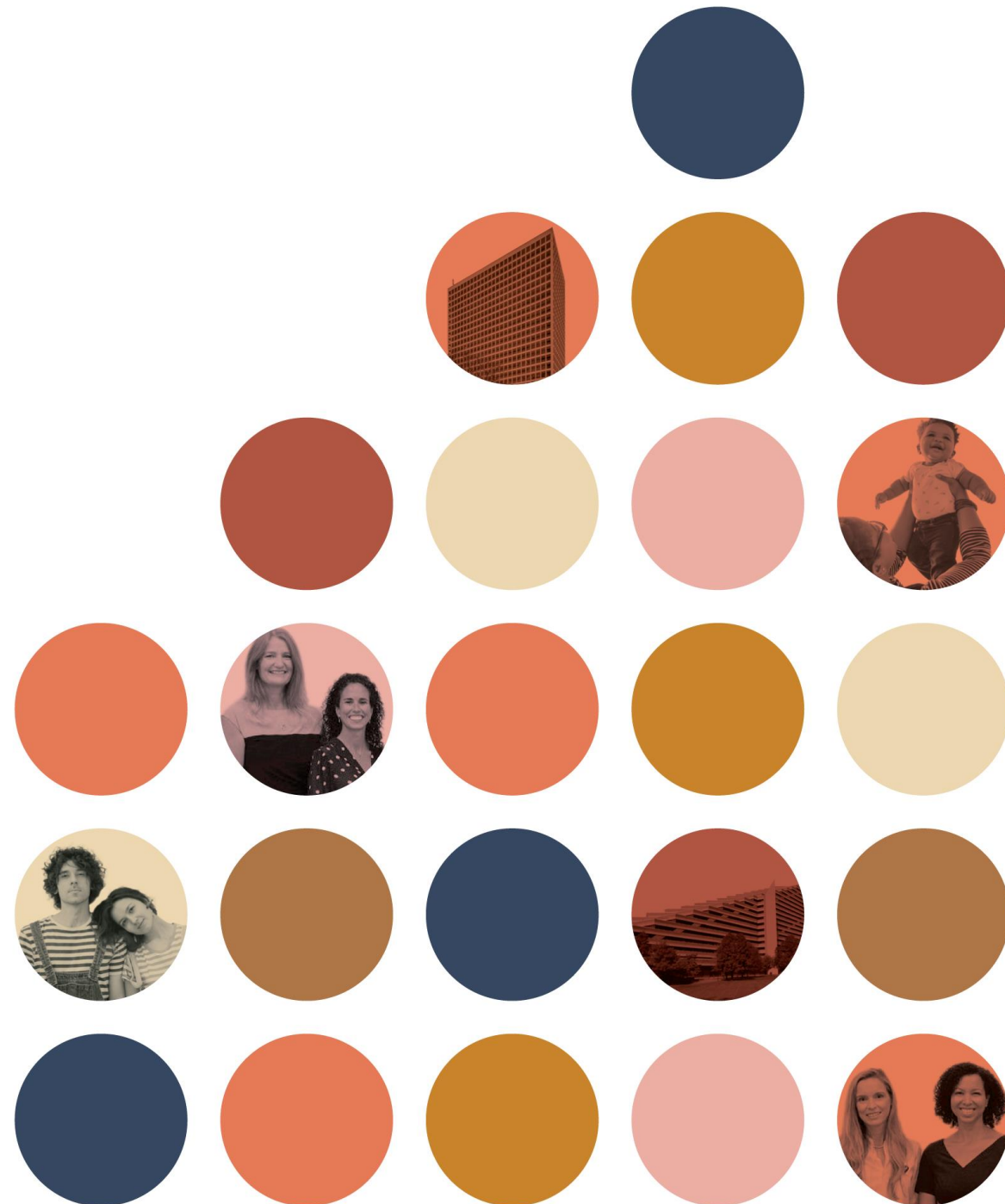
Julian Schonfeldt

Chief Investment Officer

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Appendix

1. PORTFOLIO SNAPSHOT
2. REGIONAL OVERVIEWS
3. MHC PORTFOLIO

Portfolio Snapshot¹

as at June 30, 2022

**CAPREIT manages approx.
67,000 suites and sites across
Canada and in Europe**

98.2%

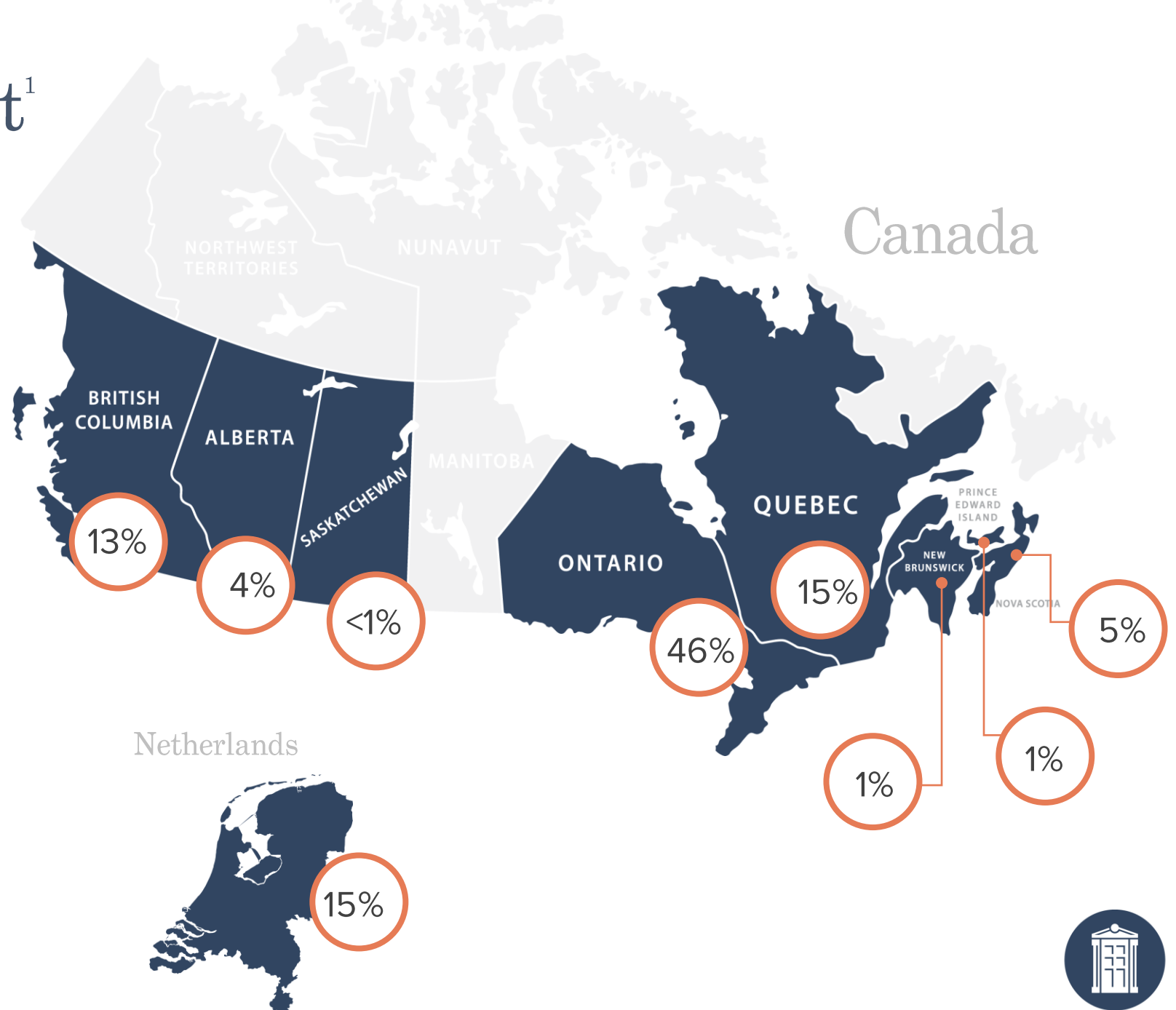
Portfolio Occupancy

\$1,167

Average Monthly Rent

\$56.66

NAV per Unit



1. Portfolio allocation % based on NOI





Princess Anne - Oshawa, ON



Pontiac Court - Sarnia, ON



Dixon Apartments - Etobicoke, ON

REGIONAL OVERVIEW

Ontario

Six months ended June 30,	2021	2022
% Total NOI	43.8%	43.7%
NOI (\$ 000s)	\$130,451	\$139,413
NOI Margin (%)	64.6%	63.6%
Occupancy (%) ¹	97.7%	99.4%
Net Average Monthly Rents (\$)¹	\$1,395	\$1,479

1. As at June 30





Le DIX65 - Boisbriand, QC



Domaine Bellerive - Laval, QC



Les Habitats - Quebec City, QC,

REGIONAL OVERVIEW

Québec

<i>Six months ended June 30,</i>	2021	2022
% Total NOI	14.9%	14.4%
NOI (\$ 000s)	\$44,445	\$45,932
NOI Margin (%)	61.4%	57.3%
Occupancy (%)¹	97.3%	97.8%
Net Average Monthly Rents (\$) ¹	\$1,026	\$1,105

1. As at June 30





The Meridian - Langley, BC



Tara Place - Victoria, BC



Nursery Heights - Victoria, BC

REGIONAL OVERVIEW

British Columbia

<i>Six months ended June 30,</i>	2021	2022
% Total NOI	11.3%	12.3%
NOI (\$ 000s)	\$33,768	\$39,348
NOI Margin (%)	70.7%	71.2%
Occupancy (%) ¹	99.1%	99.4%
Net Average Monthly Rents (\$) ¹	\$1,419	\$1,492

1. As at June 30





Cunard Apartments - Halifax, NS



The Welsford - Halifax, NS



Scotia Tower- Halifax, NS

REGIONAL OVERVIEW

Nova Scotia

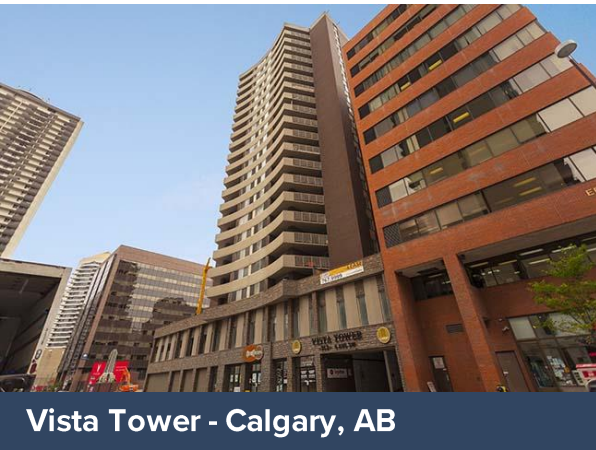
<i>Six months ended June 30,</i>	2021	2022
% Total NOI	5.1%	5.1%
NOI (\$ 000s)	\$15,285	\$16,136
NOI Margin (%)	59.7%	57.4%
Occupancy (%)¹	95.8%	98.7%
Net Average Monthly Rents (\$) ¹	\$1,243	\$1,341

1. As at June 30





The Carrington - Calgary, AB



Vista Tower - Calgary, AB



Garneau Towers - Edmonton, AB

REGIONAL OVERVIEW

Alberta

Six months ended June 30,	2021	2022
% Total NOI	3.0%	3.1%
NOI (\$ 000s)	\$9,039	\$9,758
NOI Margin (%)	52.8%	53.6%
Occupancy (%) ¹	92.1%	96.3%
Net Average Monthly Rents (\$) ¹	\$1,041	\$1,106

1. As at June 30





The Tides - Summerside, PE



Waterview Heights - Charlottetown, PE



Hyde Pond - Cornwall, PE

REGIONAL OVERVIEW

Prince Edward Island

Six months ended June 30,	2021	2022
% Total NOI	0.7%	0.6%
NOI (\$ 000s)	\$2,084	\$2,054
NOI Margin (%)	49.4%	47.7%
Occupancy (%) ¹	99.1%	99.4%
Net Average Monthly Rents (\$) ¹	\$1,105	\$1,121

1. As at June 30





Lewvan Village - Regina, SK



Southwood Green - Regina, SK

REGIONAL OVERVIEW

Saskatchewan

<i>Six months ended June 30,</i>	2021	2022
% Total NOI	0.2%	0.2%
NOI (\$ 000s)	\$713	\$785
NOI Margin (%)	51.4%	53.7%
Occupancy (%)¹	96.6%	98.3%
Net Average Monthly Rents (\$) ¹	\$1,012	\$1,053

1. As at June 30





Hofkamp, Losser, Overijssel



Chopinlaan, Doorwerth



De Kameleon, Amsterdam

REGIONAL OVERVIEW

The Netherlands

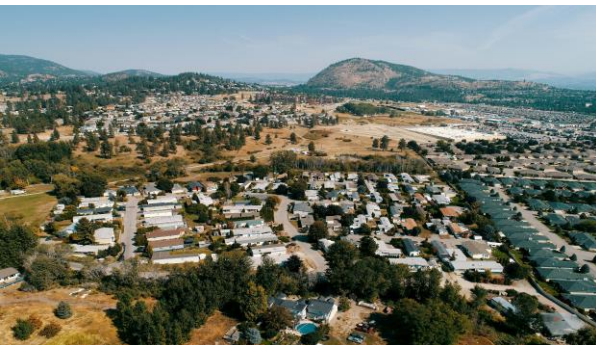
<i>Six months ended June 30,</i>	2021	2022
% Total NOI¹	14.5%	14.6%
NOI (\$ 000s)¹	\$43,368	\$46,597
NOI Margin (%)¹	76.9%	77.1%
Occupancy (%)²	97.9%	98.3%
Net Average Monthly Rents (\$) ²	\$1,308	\$1,262

1. Inclusive of commercial property within the ERES portfolio located in The Netherlands, Germany, and Belgium
 2. As at June 30





Rosewood Community – Moncton, NB



Village Green - West Kelowna, BC



Silver Creek Estates - Orillia, ON

MHC Portfolio

<i>Six months ended June 30,</i>	2021	2022
% Total NOI	6.5%	6.0%
NOI (\$ 000s)	\$19,285	\$19,242
NOI Margin (%)	65.2%	61.6%
Occupancy (%)¹	96.0%	95.9%
Net Average Monthly Rents (\$) ¹	\$395	\$405

1. As at June 30

