



FIRST QUARTER 2019 EARNINGS CALL

TSX | CAR.UN



MAY 15, 2019

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 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 uncertainties are more fully described in CAPREIT's regulatory filings, including our Annual Information Form 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 Financial Measures

CAPREIT prepares and releases unaudited consolidated interim financial statements and audited consolidated annual financial statements in accordance with International Financial Reporting Standards ("IFRS"). In the MD&A, and in earnings releases and investor conference calls, as a complement to results provided in accordance with IFRS, CAPREIT also discloses and discusses certain financial measures not recognized under IFRS and that do not have standard meanings prescribed by IFRS. These include stabilized net rental income ("Stabilized NOI"), Funds From Operations ("FFO"), Normalized Funds From Operations ("NFFO"), Adjusted Cash Flow from Operations ("ACFO"), FFO and NFFO per Unit amounts and FFO, NFFO and ACFO payout ratios, and Adjusted Cash Generated from Operating Activities (collectively, the "Non-IFRS Measures"). Since these measures are not recognized under IFRS, they may not be comparable to similarly titled measures reported by other issuers. CAPREIT has presented the Non-IFRS measures because Management believes these Non-IFRS measures are relevant measures of the ability of CAPREIT to earn revenue and to evaluate CAPREIT's performance and cash flows. 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 Financial Measures. The Non-IFRS measures should not be construed as alternatives to net income (loss) or cash flows from operating activities determined in accordance with IFRS as indicators of CAPREIT's performance or sustainability of our distributions.





MARK KENNEY
PRESIDENT & CEO



2018 - ANOTHER RECORD YEAR

Operating Revenues

↑ 7.8%

NOI

↑ 11.6%

Normalized Funds from Operations

↑ 15.5%

NFFO per Unit

↑ 9.9%

Strong NFFO Payout Ratio

65.7%

GROWTH CONTINUES IN 2019

Three Months to March 31,	2019	2018	Change (%)
Operating Revenues	\$181.5M	\$168.0M	↑ 8.0
NOI	\$113.8M	\$102.8M	↑ 10.8
NFFO	\$75.2M	\$64.1M	↑ 17.3
NFFO per Unit	\$0.494	\$0.463	↑ 6.7
NFFO Payout Ratio	68.5%	70.4%	

DRIVING VALUE

Strong Stable Occupancy

↑ 98.7%

Increasing Net Average Monthly Rents⁽¹⁾

↑ 3.7%

Strengthening NOI Margins

↑ 62.7%

Growing Same Property NOI⁽¹⁾

↑ 6.3%

Increasing AMRs on Turnovers⁽²⁾

↑ 14.1%

Increasing AMRs on Lease Renewals⁽²⁾

↑ 2.4%

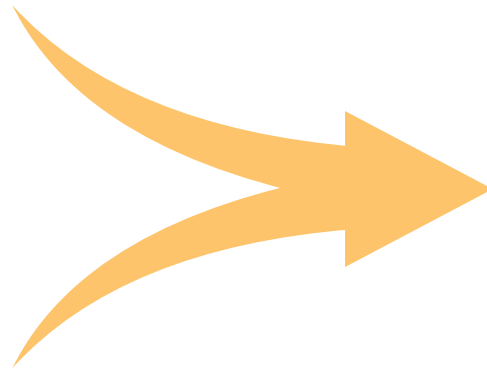
As at March 31, 2019

(1) Year-over-year change

(2) Represents increases for the Canadian portfolio



SUCCESSFUL EUROPEAN EXPANSION... CREATING VALUE



*Creating Canada's First
Europe-Focused Multi-Residential REIT*



SUCCESSFUL EUROPEAN EXPANSION... CREATING VALUE



ERES REIT Transaction

- Sold 41 Netherlands properties (2,091 suites)
 - Effective March 29, 2019
- \$634 million sale price
 - \$327 million in ERES Units
 - \$307 million in mortgages assumed
- CAPREIT majority ownership position
 - Approx. 83% economic ownership of ERES REIT
- Providing property & asset management services for fees



SUCCESSFUL EUROPEAN EXPANSION... GENERATING SOLID RETURNS



- Acquired portfolio of Dublin, Ireland apartments in March 2014
- IRES IPO in April 2014
- Strong recurring revenues
 - \$1.96 million received in Q1 2019
 - Q1 2019 fees up 29%⁽¹⁾
- 18.0% CAPREIT retained interest
 - \$3.5 million in dividends in Q1 2019



(1) Excludes foreign exchange impact. Revenues in Euros is €1.3 million in Q1 2019, and €1.0 million in Q1 2018





SCOTT CRYER
CHIEF FINANCIAL OFFICER



STRONG & FLEXIBLE FINANCIAL POSITION

As at March 31,	2019	2018
Total Debt to GBV	37.7%	41.5%
Total Debt to Gross Historical Cost	51.6%	53.8%
Weighted Average Mortgage Interest Rate	3.02%	3.07%
Weighted Average Term to Maturity	5.0 yrs	5.5 yrs
Debt Service Coverage	1.75x	1.64x
Interest Coverage	3.46x	3.22x

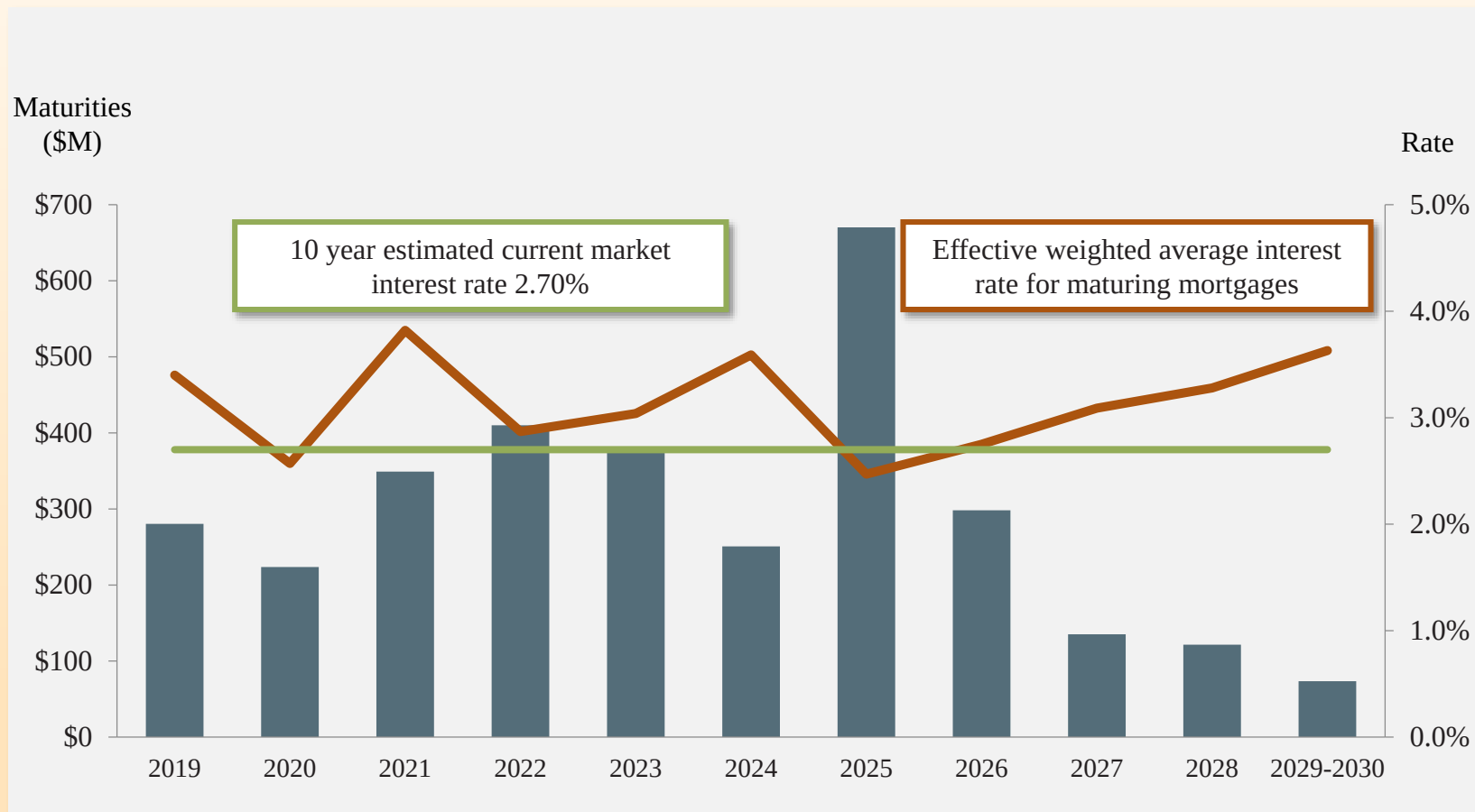
\$142 million available liquidity from Credit Facilities



WELL-POSITIONED MORTGAGE PORTFOLIO



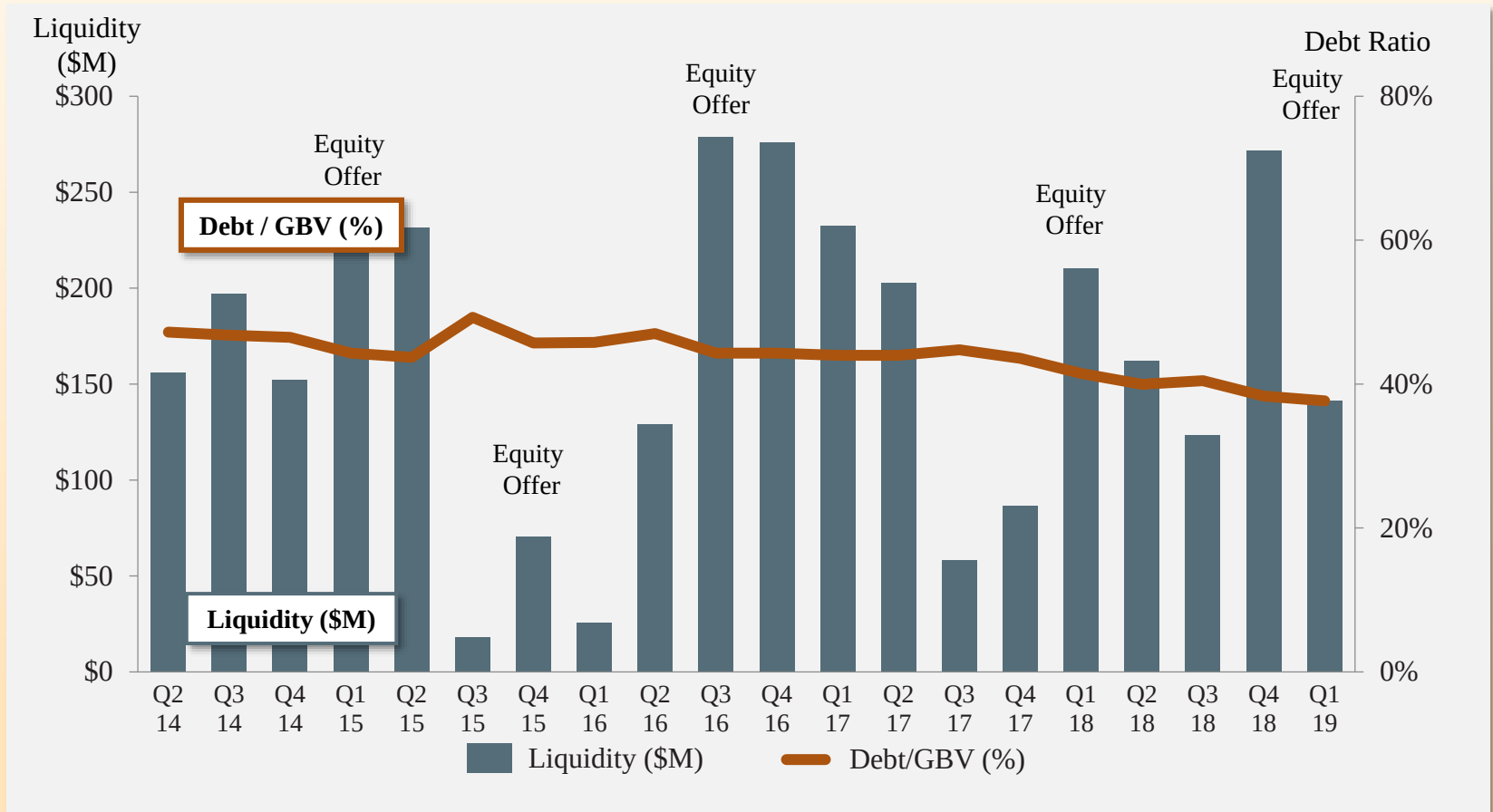
TOTAL MORTGAGE MATURITIES AND INTEREST RATES



\$527 million in unencumbered properties



SOLID LIQUIDITY POSITION



\$345.1 million bought-deal offering in April 2019



MARK KENNEY
PRESIDENT & CEO



BUILDING OUR FUTURE



Strengthening
Our
Operating
Platform



Driving
Resident
Satisfaction



Modernizing and
Strengthening
Our
Property
Portfolio

ACQUISITION UPDATE



Modernizing the portfolio:

- Brand-new 191 suite property in BC
- \$69.6 million purchase price

Strengthening the portfolio:

- Increased presence in MHC sector
 - 1,104 sites acquired in Q1
 - 3,469 sites expected to be acquired in Q2
 - Approximately \$248 million total purchase price

2019 DEVELOPMENT UPDATE

	Pre- application (# of sites)	Active Application (# of sites)	Construction (# of sites)	Potential Growth (# of suites)
British Columbia	6	-	-	700
Alberta	3	-	-	400
GTA	5	2	-	3,800
Quebec	2	-	1*	252*
Total	16	2	1	5,152*

*2525 Cavendish will deliver 52 new units and is currently under construction with a target delivery date of August 2019.

LONG TERM GOALS

Live

The Best Place to Live for our Residents

- Engaging through technology & hands-on property management

Work

The Best Place to Work for our People

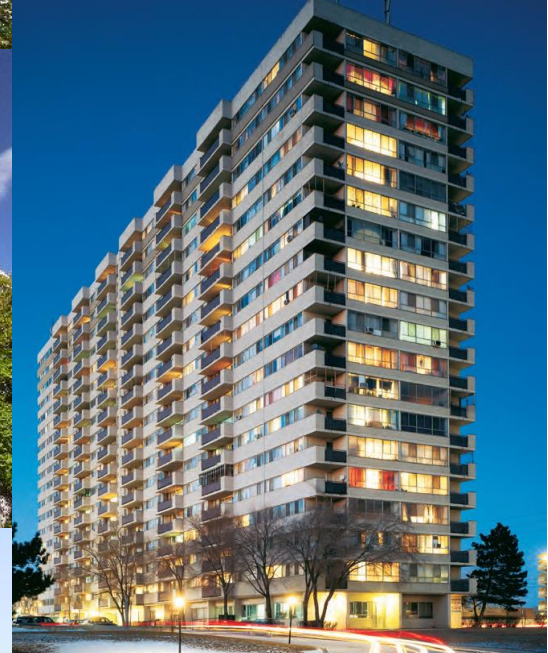
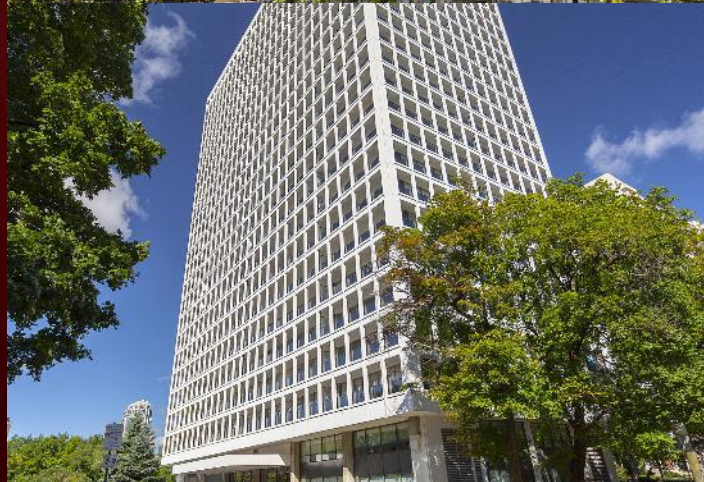
- Training & Development Programs
- Enable and Support Our Teams
- Enhancing Organizational Structure

Invest

The Best Place to Invest for our Unitholders

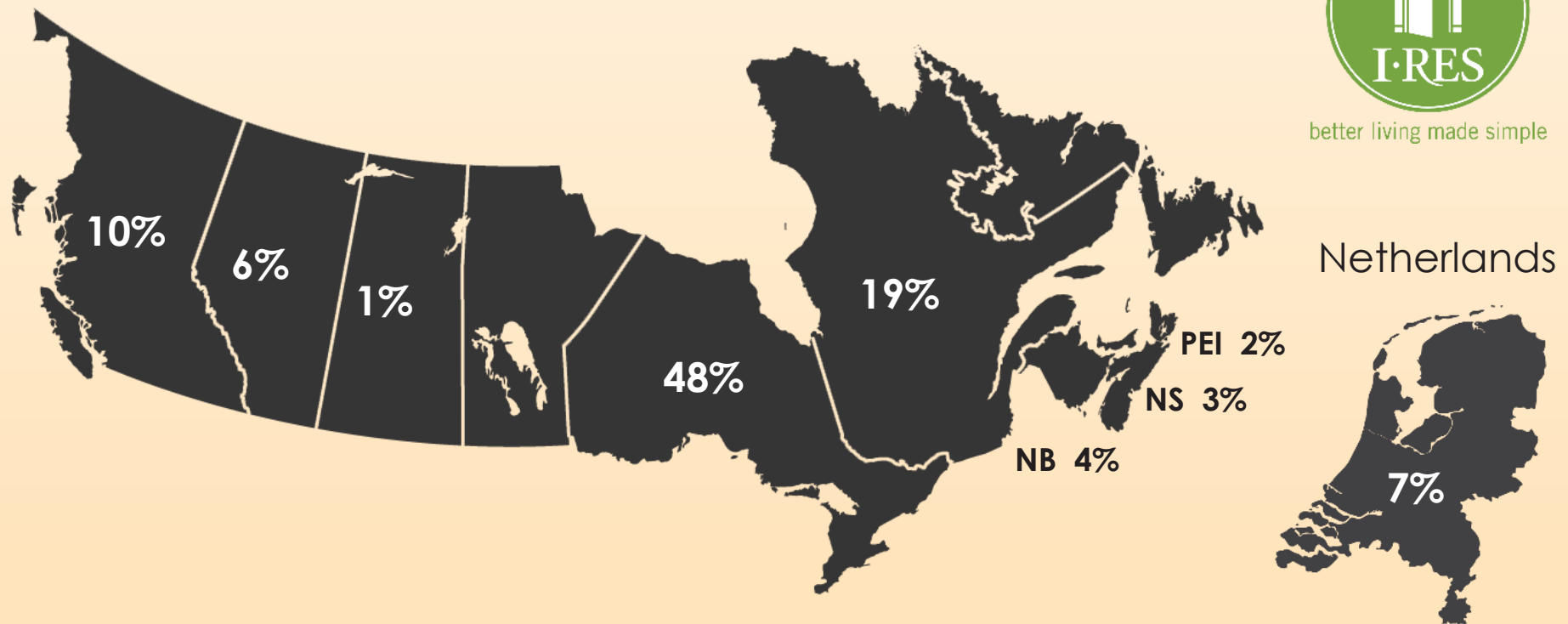
- Expanding Global Presence
- Modernizing Our Portfolio
- Strengthening Risk Management
- Environmental, Social & Governance Program

PROPERTY PORTFOLIO



ENHANCED GEOGRAPHIC DIVERSIFICATION

% OF TOTAL SUITES AND SITES



better living made simple

REGIONAL OVERVIEW - ONTARIO

Residential Suites as at March 31,	2019	2018
% Total NOI	49.9%	51.5%
NOI (\$000)	56,804	52,920
NOI Margin (%)	63.4%	62.0%
Occupancy (%)	99.4%	99.4%
Net Average Monthly Rents (\$)	1,334	1,270



REGIONAL OVERVIEW - QUÉBEC



Residential Suites as at March 31,	2019	2018
% Total NOI	15.7%	16.9%
NOI (\$000)	17,916	17,329
NOI Margin (%)	54.4%	52.6%
Occupancy (%)	99.2%	97.6%
Net Average Monthly Rents (\$)	974	919



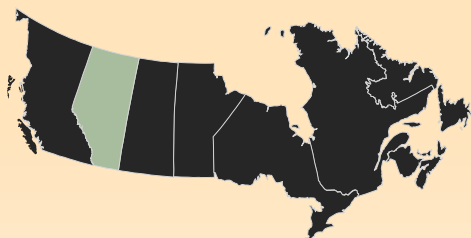
REGIONAL OVERVIEW – BRITISH COLUMBIA

Residential Suites as at March 31,	2019	2018
% Total NOI	12.2%	12.3%
NOI (\$000)	13,902	12,608
NOI Margin (%)	69.5%	71.1%
Occupancy (%)	99.0%	99.8%
Net Average Monthly Rents (\$)	1,316	1,219



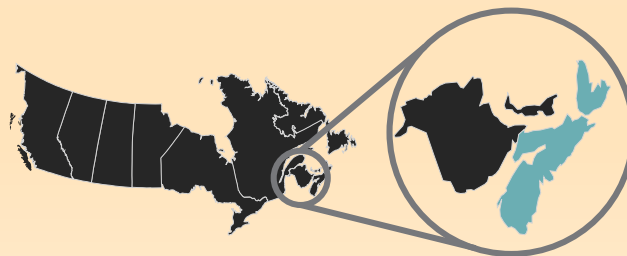
REGIONAL OVERVIEW - ALBERTA

Residential Suites as at March 31,	2019	2018
% Total NOI	4.6%	5.0%
NOI (\$000)	5,182	5,145
NOI Margin (%)	58.0%	59.0%
Occupancy (%)	98.1%	98.4%
Net Average Monthly Rents (\$)	1,094	1,057



REGIONAL OVERVIEW – NOVA SCOTIA

Residential Suites as at March 31,	2019	2018
% Total NOI	3.0%	3.2%
NOI (\$000)	3,376	3,304
NOI Margin (%)	57.1%	59.2%
Occupancy (%)	98.4%	96.3%
Net Average Monthly Rents (\$)	1,132	1,084



REGIONAL OVERVIEW - SASKATCHEWAN



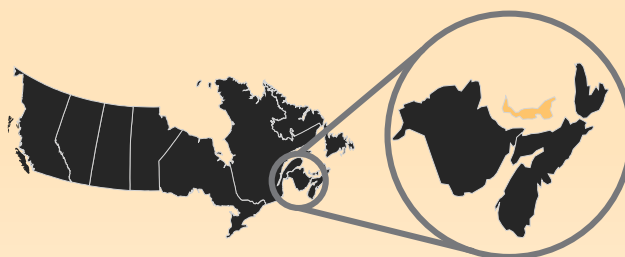
Residential Suites as at March 31,	2019	2018
% Total NOI	0.3%	0.5%
NOI (\$000)	373	546
NOI Margin (%)	52.3%	53.3%
Occupancy (%)	94.4%	93.5%
Net Average Monthly Rents (\$)	1,013	994



REGIONAL OVERVIEW – PRINCE EDWARD ISLAND



Residential Suites as at March 31,	2019	2018
% Total NOI	0.6%	0.7%
NOI (\$000)	720	747
NOI Margin (%)	42.6%	45.4%
Occupancy (%)	99.4%	97.8%
Net Average Monthly Rents (\$)	1,044	1,011



THE NETHERLANDS

Residential Suites as at March 31,	2019	2018
% Total NOI ⁽¹⁾	9.0%	5.1%
NOI (\$000) ⁽¹⁾	10,267	5,247
NOI Margin (%) ⁽¹⁾	77.2%	73.1%
Occupancy (%)	97.9%	98.4%
Net Average Monthly Rents (\$)	1,205	1,256



(1) Includes ERES' NOI from March 29, 2019 to March 31, 2019 for the commercial properties in Germany and Belgium

MHC PORTFOLIO

Residential Sites as at March 31,	2019	2018
% Total NOI	4.7%	4.8%
NOI (\$000)	5,295	4,933
NOI Margin (%)	62.5%	63.3%
Occupancy (%)	96.5%	98.2%
Net Average Monthly Rents (\$)	397	391

