



Third Quarter 2019 Results Conference Call

TSX | CAR.UN
November 14, 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

Fraser Flats
Vancouver, BC

Significant Portfolio Growth

Acquisitions to September 30, 2019		Cost
Netherlands Residential Suites	1,768	\$495.1 M
Canada Residential Suites	1,462	\$269.0 M
Canada MHC Sites	5,183	\$283.1 M
Total Suites & Sites	8,413	\$1.05 B





Another Strong Quarter

**Kings Club
Toronto, ON**

	Q3 2019
Operating Revenues	+ 15.4%
Net Operating Income (NOI)	+ 16.3%
Stabilized NOI	+ 3.7%
Normalized Funds from Operations (NFFO)	+ 14.9%
Strong NFFO Payout Ratio	62.0%
NFFO per Unit	+3.3%
Wtd Avg Units O/S	+ 11.0%

Growth Continues in 2019

Nine Months ended September 30	2019	2018	Change (%)
Operating Revenues	\$571.0M	\$510.9M	+ 11.8
NOI	\$372.4M	\$328.3M	+ 13.5
NFFO	\$249.8M	\$218.9M	+ 14.1
NFFO per Unit	\$1.591	\$1.539	+ 3.4
NFFO Payout Ratio	65.1%	64.6%	
Wtd Avg Units O/S (,000)	156,956	142,224	



**Parkbridge
BC, AB, ON**



Strong Market Fundamentals

**Kings Club
Toronto, ON**

CAPREIT is strongly positioned in major urban centres across Canada and in Europe, regions that continue to grow and prosper driving strong demand for quality residential properties.

Urban Centre Demand Drivers:

- **Natural population growth**
- **Immigration attracted to urban centres**
- **Global trend to urbanization**
- **Delayed household formation**
- **Seniors transition**
- **Little new rental construction**

Rental Properties Remain Highly Affordable



Address	AMR Annualized	Neighborhood Avg Family Income ⁽¹⁾	% of Household Income
Greater Toronto Area	\$17,172	\$78,373	21.9%



Address	AMR Annualized	Neighborhood Avg Family Income ⁽¹⁾	% of Household Income
Greater Vancouver Area	\$17,100	\$72,662	23.5%



Address	AMR Annualized	Neighborhood Avg Family Income ⁽¹⁾	% of Household Income
Montreal	\$11,616	\$61,790	18.8%

Note: (1) Source: 2016 Census, Statistics Canada

Driving Value

Nine Months ended September 30, 2019

Stabilized Occupancy – Residential Suites	99.2%
Stabilized Occupancy – MHCs	97.3%
Stabilized Net Average Monthly Rents – Residential Suites	\$1,248
Stabilized Net Average Monthly Rents - MHCs	\$410
Residential Rent Increases on Renewal / Turnover ⁽¹⁾	2.1% / 13.6%
Same Property NOI Increase	4.7%
Strengthening NOI Margins	65.2%

(1) For the Canadian Portfolio

The Meridian
Langley, BC



Scott Cryer

Chief Financial Officer

Fraser Flats
Vancouver, BC

Strong & Flexible Financial Position

As at September 30,	2019	2018
Total Debt to GBV	36.7%	40.5%
Weighted Average Mortgage Interest Rate	2.93%	3.08%
Weighted Average Term to Maturity	5.2 yrs	5.2 yrs
Debt Service Coverage	1.79x	1.73x
Interest Coverage	3.52x	3.40x



Capital Strategy

Q3 2019	Canada	Europe	Total
Assets	10,757	1,950	12,707
Mortgages	(3,449)	(670)	(4,119)
Interest rate on mortgages	2.9%	1.7%	3.0%
Credit Facility / Cash ⁽¹⁾	220	(768)	(548)
Interest rate on credit facility	3.6%	1.3%	
Exposure	7,528	557	8,040
% of total	94%	6%	100%
LTV	30%	74%	37%
Total Unencumbered Assets	669	248	917

(1) Including the impact of a €97M CAD/EUR swap

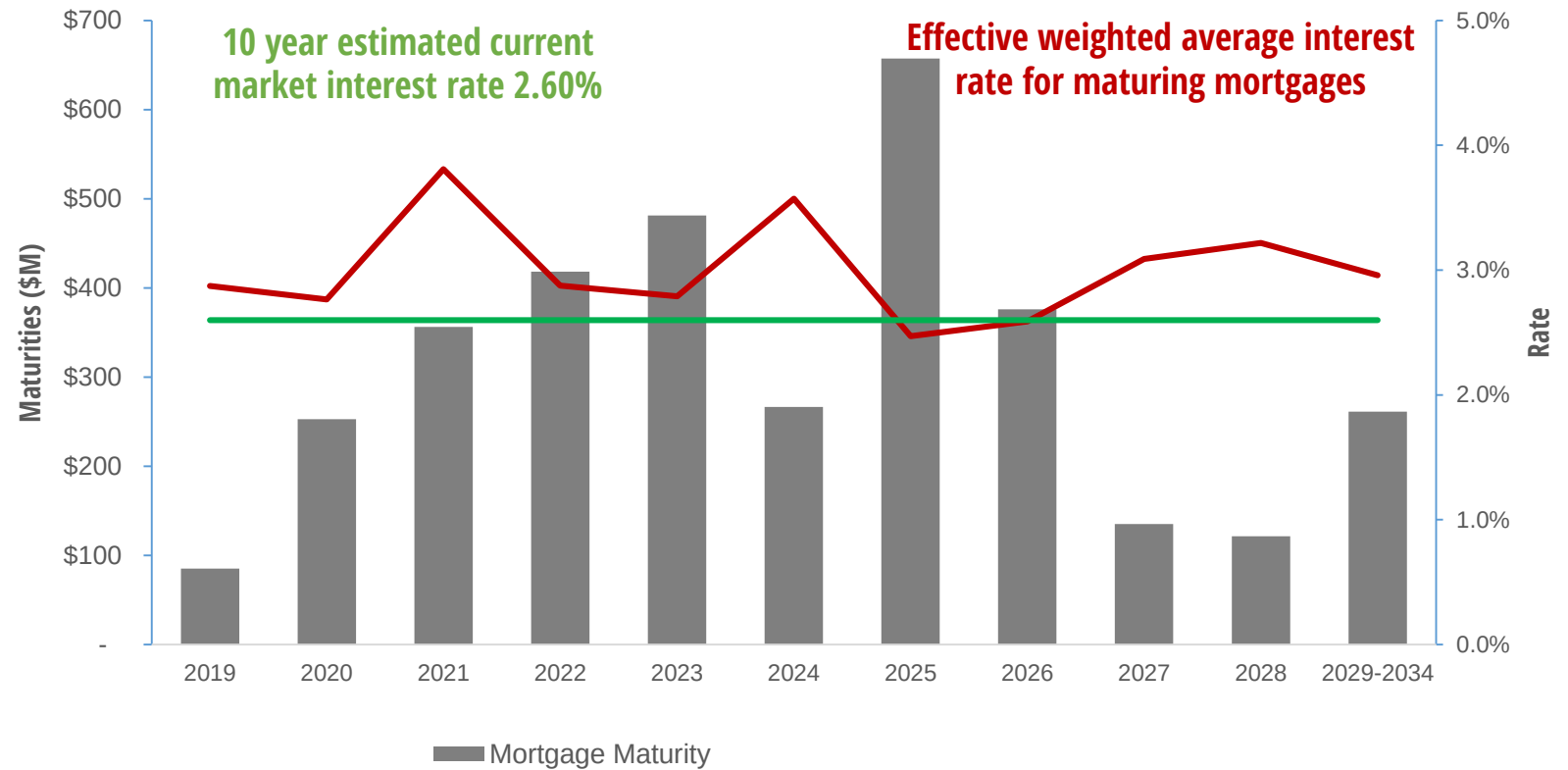
- > Over \$3 Billion Dollars of CMHC Based Debt
- > Over \$1.4 Billion Dollars of EURO based Debt
- > Unencumbered Asset Pool of over \$900M



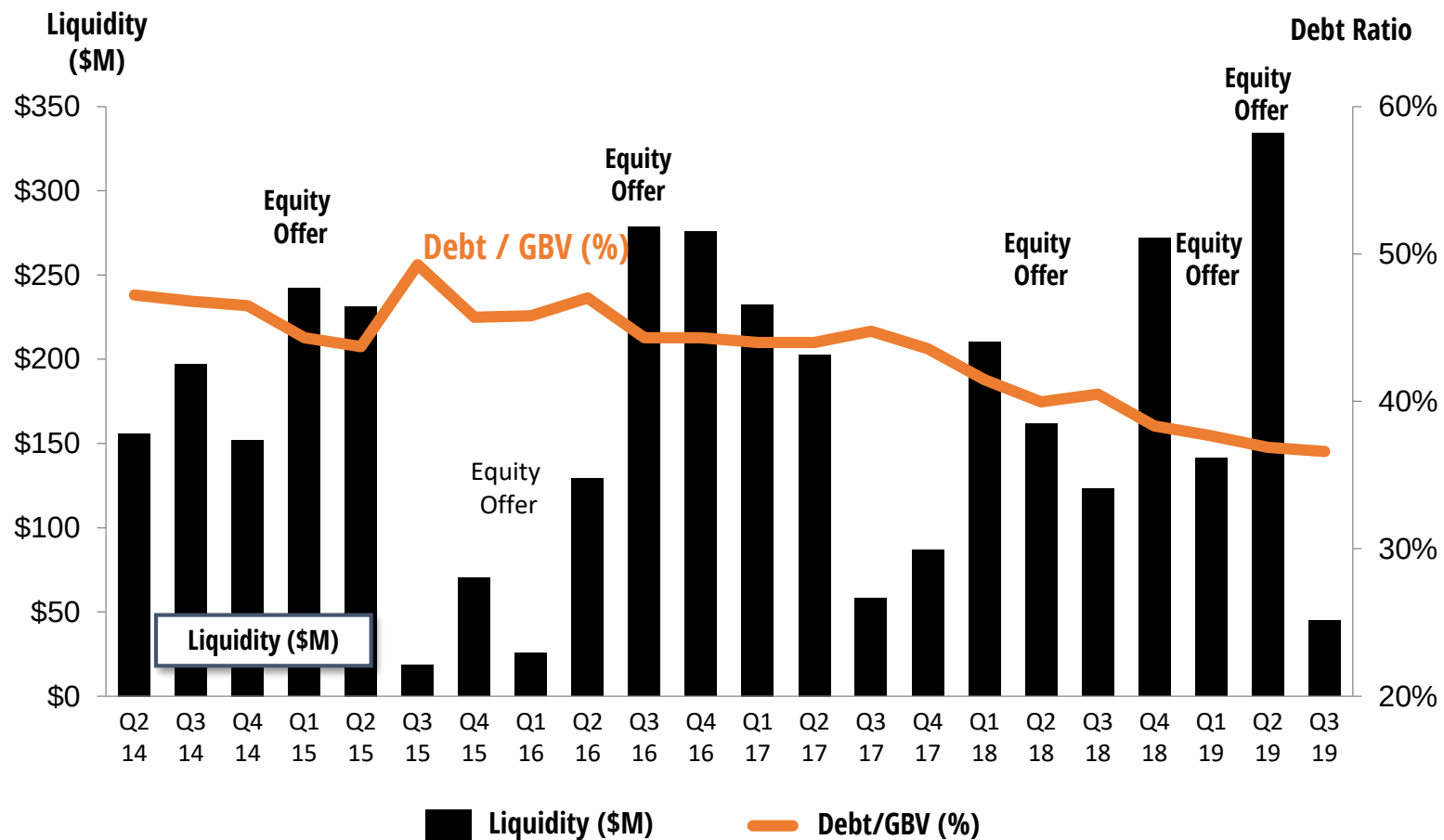
The Meridian
Langley, BC

Well-Positioned Mortgage Portfolio

Total Mortgage Maturities and Interest Rates



Solid Liquidity Position



\$345.1 million bought-deal offering in April 2019



Parkbridge
BC, AB, ON



Mark Kenney

President & CEO

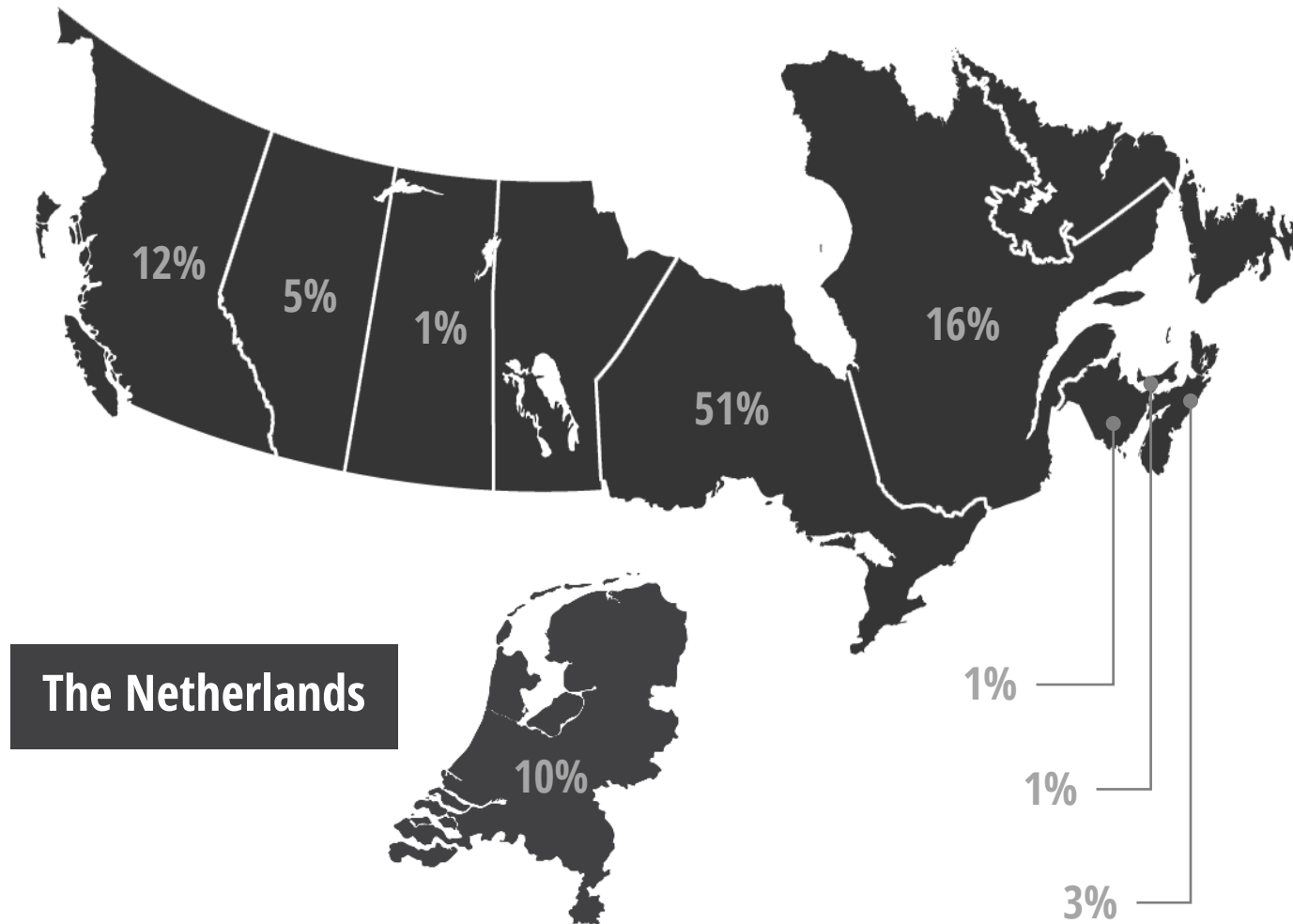
**Fraser Flats
Vancouver, BC**



Strength Through Diversification



Portfolio Snapshot as at September 30, 2019



CAPREIT managed a total of 63,478 suites and sites across Canada, the Netherlands and Ireland

Total NOI¹

\$372.4M



The Irish Residential Properties REIT ("IRES") is listed on the Irish Stock Exchange. As at September 30 2019, CAPREIT holds 18.3% interest of IRES.

Residential Suites NOI¹

\$350.4M



The European Residential REIT ("ERES") is listed on the Toronto Ventures Stock Exchange. As at September 30, 2019, CAPREIT holds 73.6% ownership interest of ERES.

MHC Sites NOI¹

\$22.1M

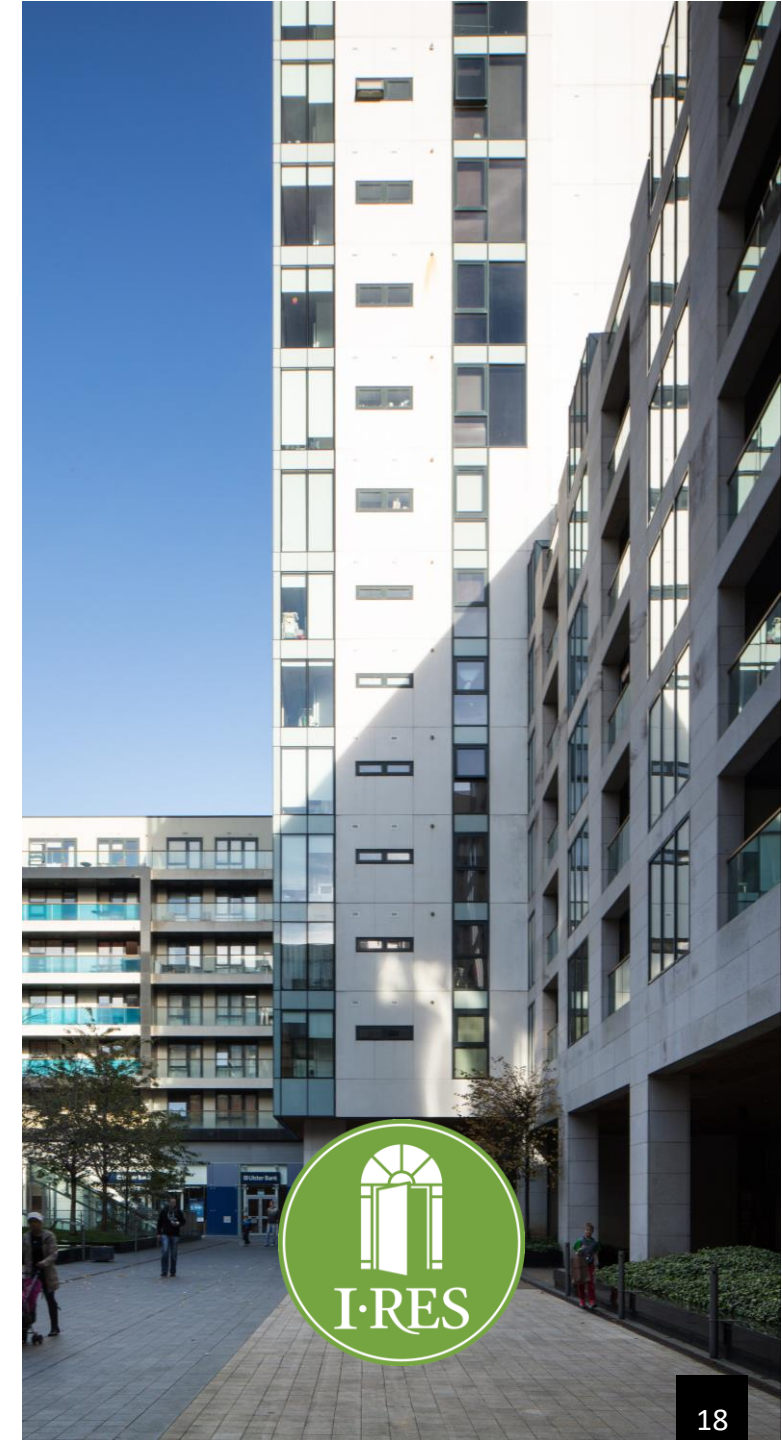
1. For the nine months ended September 30, 2019

Geographic Diversification

Ireland

IRES REIT

- Acquired portfolio of apartments in March 2014
- IRES IPO in April 2014
- Strong recurring asset and property management revenues:
 - > **\$5.8 million to date in 2019, up 9% from last year**
- 18.3% CAPREIT retained interest:
 - > **\$7.2 million in dividends to date in 2019**



Geographic Diversification

Europe

ERES REIT

- 5,116 rental suites at Sept. 30, 2019
- CAPREIT majority ownership position
 - **73.6% interest in ERES**
- Providing property & asset management services for fees
- \$29.2 million in NOI from ERES for the nine months ended Sept. 30, 2019
 - Additional \$9.7 million in NOI in the Netherlands prior to sale to ERES



Driving Top-Line Growth

	Change in Monthly Rent on Turnovers	Change in Monthly Rent on Renewals	Weighted Average Increase in Stabilized Net AMR
Canada	13.6%⁽¹⁾	2.1%⁽¹⁾	5.0%⁽²⁾
Netherlands	6.9%⁽¹⁾	3.5%⁽¹⁾	4.7%⁽²⁾
IRES REIT⁽³⁾	3.8% increase in monthly rents through renewals and turnovers		

1. For the nine months ended September 30, 2019

2. Year over year growth

3. For the six months ended June 30, 2019

**Overall 4.8% Increase in
Stabilized Net Average Monthly Rents**



Attractive Spreads

	Weighted Average Cap Rates	Weighted Average Interest Rates
Canada⁽¹⁾	4.18%	2.93%
Netherlands⁽¹⁾	4.02%	1.67%
IRES REIT⁽²⁾	4.88%	1.90%

1. For the nine months ended September 30, 2019

2. For the six months ended June 30, 2019





The Best Place to...

Live



Work

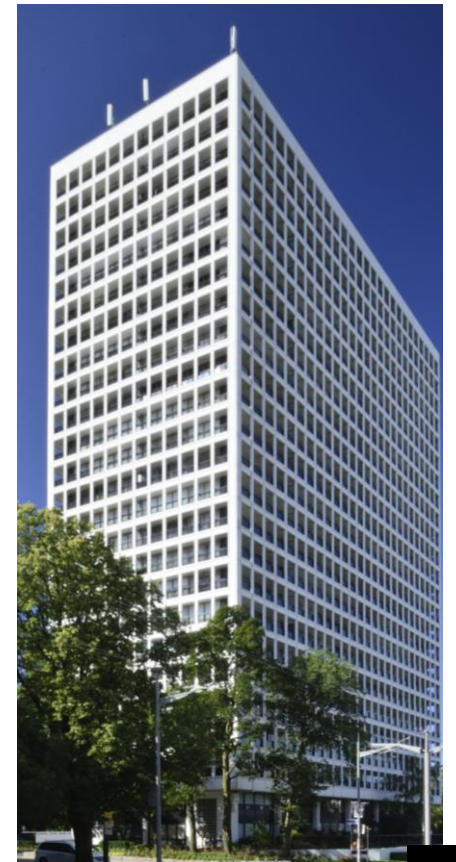


Invest



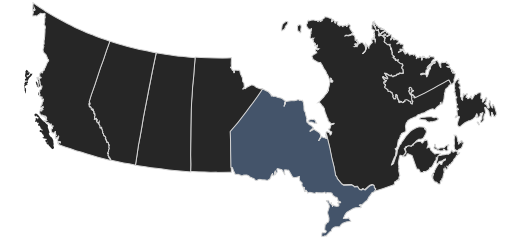
Property Portfolio

Kings Club
Toronto, ON



Regional Overview

Ontario

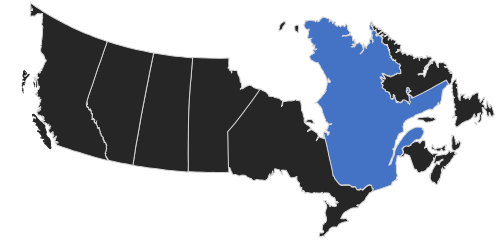


Residential Suites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	47.6%	50.9%
NOI (\$000) ⁽¹⁾	177,359	167,123
NOI Margin (%) ⁽¹⁾	65.1%	64.4%
Occupancy (%)	99.0%	99.5%
Net Average Monthly Rents (\$)	1,357	1,307

(1) For the 9 months ended Sept. 30, 2019

Regional Overview

Quebec

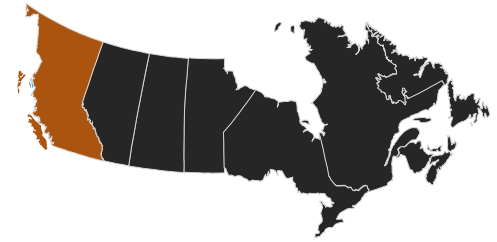


Residential Suites as at Sept. 30,	2019	2018
% Total NOI⁽¹⁾	15.7%	17.8%
NOI (\$000)⁽¹⁾	58,466	58,469
NOI Margin (%)⁽¹⁾	58.8%	58.5%
Occupancy (%)	99.0%	98.6%
Net Average Monthly Rents (\$)	993	947

(1) For the 9 months ended Sept. 30, 2019

Regional Overview

British Columbia



Residential Suites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	12.1%	12.0%
NOI (\$000) ¹⁾	44,854	39,356
NOI Margin (%) ⁽¹⁾	71.0%	72.7%
Occupancy (%)	98.8%	97.3%
Net Average Monthly Rents (\$)	1,383	1,245

(1) For the 9 months ended Sept. 30, 2019

Regional Overview

Alberta

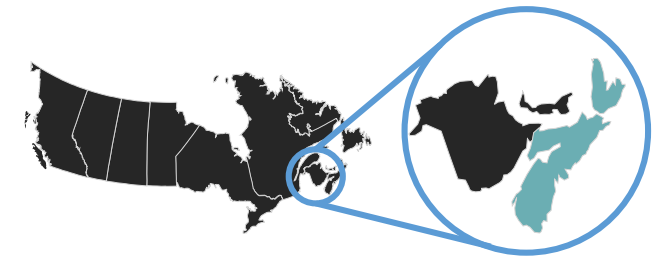


Residential Suites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	4.3%	5.0%
NOI (\$000) ⁽¹⁾	16,078	16,389
NOI Margin (%) ⁽¹⁾	59.6%	61.9%
Occupancy (%)	98.8%	98.8%
Net Average Monthly Rents (\$)	1,120	1,082

(1) For the 9 months ended Sept. 30, 2019

Regional Overview

Nova Scotia



Residential Suites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	2.9%	3.3%
NOI (\$000) ⁽¹⁾	10,883	10,689
NOI Margin (%) ⁽¹⁾	61.0%	63.1%
Occupancy (%)	98.4%	99.0%
Net Average Monthly Rents (\$)	1,175	1,122

(1) For the 9 months ended Sept. 30, 2019

Regional Overview

Saskatchewan

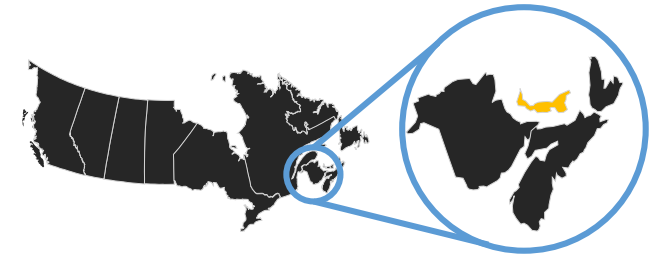


Residential Suites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	0.3%	0.5%
NOI (\$000) ⁽¹⁾	1,202	1,592
NOI Margin (%) ⁽¹⁾	56.1%	54.5%
Occupancy (%)	97.0%	98.3%
Net Average Monthly Rents (\$)	1,035	1,054

(1) For the 9 months ended Sept. 30, 2019

Regional Overview

Prince Edward Island



Residential Suites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	0.7%	0.8%
NOI (\$000) ⁽¹⁾	2,587	2,527
NOI Margin (%) ⁽¹⁾	50.2%	50.8%
Occupancy (%)	99.1%	99.3%
Net Average Monthly Rents (\$)	1,067	1,028

(1) For the 9 months ended Sept. 30, 2019

MHC Portfolio

Residential Sites as at Sept. 30,	2019	2018
% Total NOI ⁽¹⁾	5.9%	4.6%
NOI (\$000) ⁽¹⁾	22,082	15,259
NOI Margin (%) ⁽¹⁾	66.0%	64.3%
Occupancy (%)	96.1%	97.7%
Net Average Monthly Rents (\$)	381	394

(1) For the 9 months ended Sept. 30, 2019



Regional Overview

Europe



Residential Suites as at Sept. 30,	2019	2018
% Total NOI⁽¹⁾	10.5%	5.1%
NOI (\$000)⁽¹⁾	38,935	16,848
NOI Margin (%)⁽¹⁾	77.8%	75.4%
Occupancy (%)	97.1%	97.5%
Net Average Monthly Rents (\$)	1,195	1,238

(1) For the 9 months Sept. 30, 2019