



Second Quarter 2020 Results Conference Call

TSX:CAR.UN
August 12, 2020





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 Financial 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 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 which 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 similar measures reported by other issuers. CAPREIT presents Non-IFRS measures because Management believes these Non-IFRS measures are relevant measures of the ability of CAPREIT to earn revenue and to evaluate its 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 the sustainability of our distributions.





Mark Kenney

President & CEO



Scott Cryer

Chief Financial Officer



**Fraser Flats
Vancouver, BC**



Another Strong Quarter

**Kings Club
Toronto, ON**

Three Months Ended	June 30, 2020
Operating Revenues	+ 15.0%
Net Operating Income (NOI)	+ 13.9%
Stabilized NOI	+ 2.6%
Normalized Funds from Operations (NFFO)	+ 11.3%
Strong NFFO Payout Ratio	62.4%
NFFO per Unit	+ 3.2%
Weighted Average Units Outstanding	+ 7.8%

Solid Performance Continues in 2020

Six Months Ended June 30,	2020	2019	Change (%)
Operating Revenues	\$436.0M	\$373.2M	+ 16.8%
NOI	\$281.3M	\$239.6M	+ 17.4%
Stabilized NOI	\$242.2M	\$232.7M	+ 4.1%
NFFO	\$187.9M	\$160.3M	+ 17.2%
NFFO Payout Ratio	62.8%	66.7%	- 3.9%
NFFO per Unit	\$1.102	\$1.032	+ 6.8%
Weighted Avg. Units O/S (000s)	170,397	155,241	+ 9.8%



Accretive Operating Lease Buyouts

- **Completed buy-out of 11 operating lease properties**
 - Well-located in Greater Toronto Area market
 - Total price of \$165 million
 - 29% discount to aggregate price in operating leases
- **\$315 million fair market value increase**
 - \$150 million increase after pre-payment costs
- **\$500 million in incremental mortgage capacity added**
- **Unlocks potential for future development opportunities**

Portfolio Growth to Drive Revenue Growth

	Suites and Sites	Cost
2019 Acquisitions	9,241	\$1,385 M
2020 Acquisitions	1,724	\$467 M



Nursery Heights
Victoria, BC - Rendering

Strong Stabilized Portfolio Performance

Six Months Ended	June 30 2020
Stabilized Occupancy: Residential Suites ¹	98.9%
Stabilized Occupancy: MHCs ¹	95.8%
Stabilized Net Average Monthly Rents: Residential Suites ¹	\$1,276
Stabilized Net Average Monthly Rents: MHCs ¹	\$386
Same Property NOI Increase	4.1%
Strong Stabilized NOI Margin	64.1%

1. As at June 30, 2020

**The Meridian
Langley, BC**

Solid Performance During Pandemic



Canadian Portfolio

For the Six Months Ended June 30,	2020			2019		
	Change in monthly rent		Turnovers & Renewals	Change in monthly rent		Turnovers & Renewals
	\$	%	%	\$	%	%
Suite turnovers	137.2	10.4	7.2	174.9	14.1	7.9
Lease renewals	12.5	1.0	39.0	25.6	2.1	38.5
Weighted average of turnovers and renewals	31.9	2.5		51.0	4.1	



Netherlands Portfolio

For the Six Months Ended June 30,	2020			2019		
	Change in monthly rent		Turnovers & Renewals	Change in monthly rent		Turnovers & Renewals
	€	%	%	€	%	%
Suite turnovers	77.7	8.9	7.5	54.8	6.8	5.8
Lease renewals	—	—	—	—	—	—
Weighted average of turnovers and renewals	77.7	8.9		54.8	6.8	



COVID-19 Initiatives

We Will Get Through This Together



The Carrington
Calgary, AB

Maintaining Close Resident Relations

Resident Communications

1 Compassionate Care Program

- Modestly increasing rents in certain markets as economy opens
- Government programs helping
- Responding to resident issues
- Thank our residents for working with us

2 Rent Payment Plan

- Less than 0.5% of residents approved for a payment plan



Collecting our Rents

Technology

1

Resident Portal Launch

- Numerous effective new features added
- Strong take-up on Pre-Authorized Payment option

2

Remote Leasing Program

- Allows potential residents to view virtual tours
- Lets potential residents to apply to rent remotely
- Increasing personal showings as economy opens



Back to Basics

Business

1

Operational Focus: Back to Basics

- Rent collection
- Renting vacant suites
- Finding operational efficiencies

2

Rent Collection Focus

- 98% of June residential rent collected
- 98% of July residential rent collected





Continuing Stable Occupancies

Portfolio	March 31, 2020	June 30, 2020	July 31, 2020
Residential Occupancy	98.7%	98.6%	98.5%
MHC Occupancy	95.8%	95.8%	95.8%
Overall Occupancy	98.2%	98.0%	97.9%

High Liquidity / Low Cost Financing

36.3%	Conservative Debt to GBV Ratio (at June 30, 2020)
\$338.3 million	Total liquidity available (at June 30, 2020) • \$213.5 million in cash • \$124.8 million credit facility available
\$770.6 million	In unencumbered Canadian properties (at June 30, 2020)
\$520 - \$570¹ million	Total expected mortgage and top-ups in 2020 • Favourable interest rate environment • Currently 1.4% – 1.8% for five and ten-year interest rates
\$446.9¹ million	New financings in 2020 (to Aug. 11, 2020) • Low weighted average 1.91% interest rate

1. For the Canadian portfolio.

Strong & Flexible Financial Position

	As at June 30,	2020	2019
Total Debt to GBV		36.3%	36.3%
Mortgage Debt to GBV - Canadian		30.3%	33.1%
Weighted Average Mortgage Interest Rate		2.69%	2.97%
Weighted Average Mortgage Interest Rate - Canadian		2.97%	3.16%
Weighted Average Term to Maturity (years)		5.0	5.0
Weighted Average Term to Maturity (years) - Canadian		5.0	5.0
Debt Service Coverage		1.99	1.74
Interest Coverage		3.91	3.45

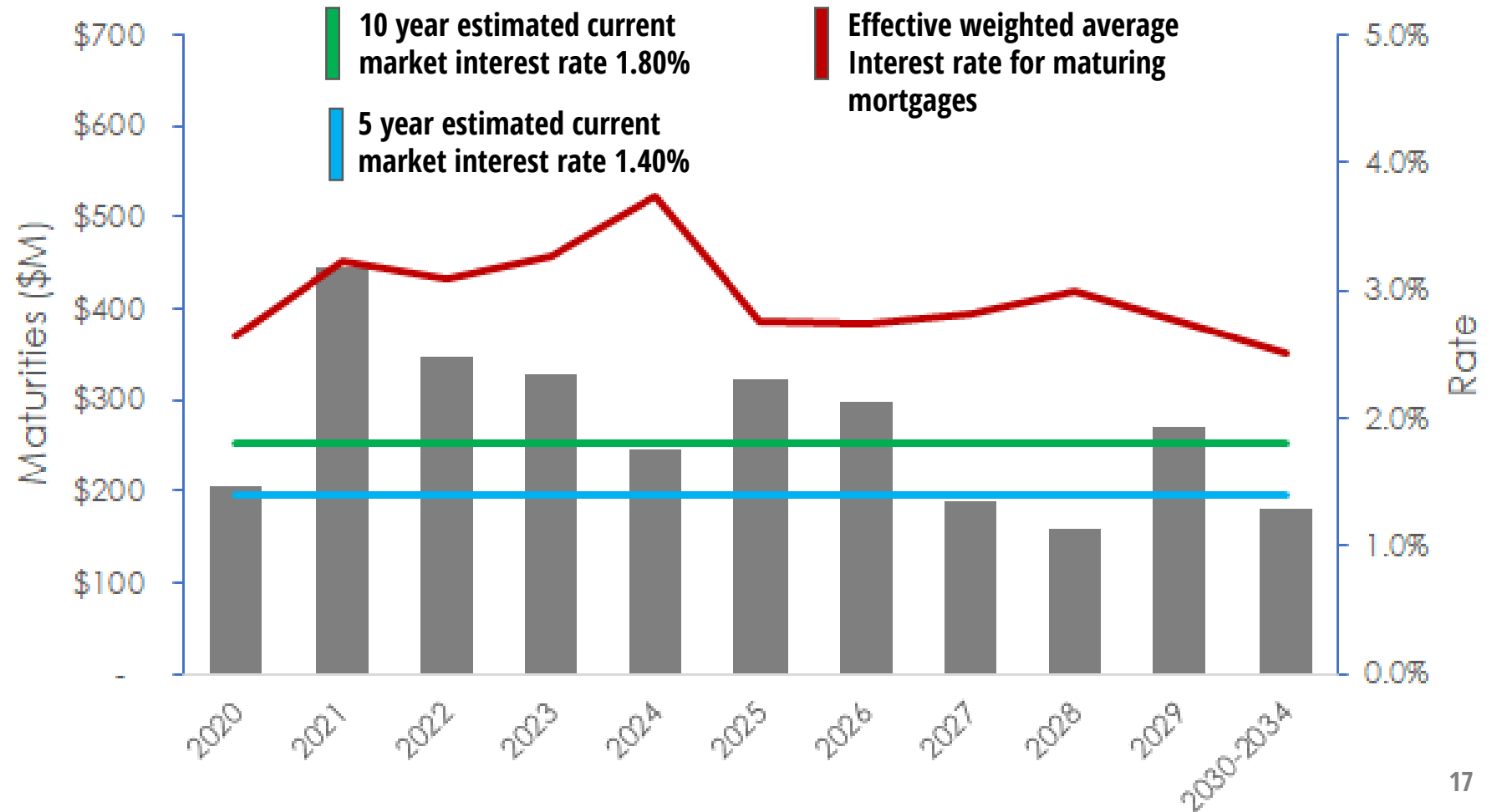




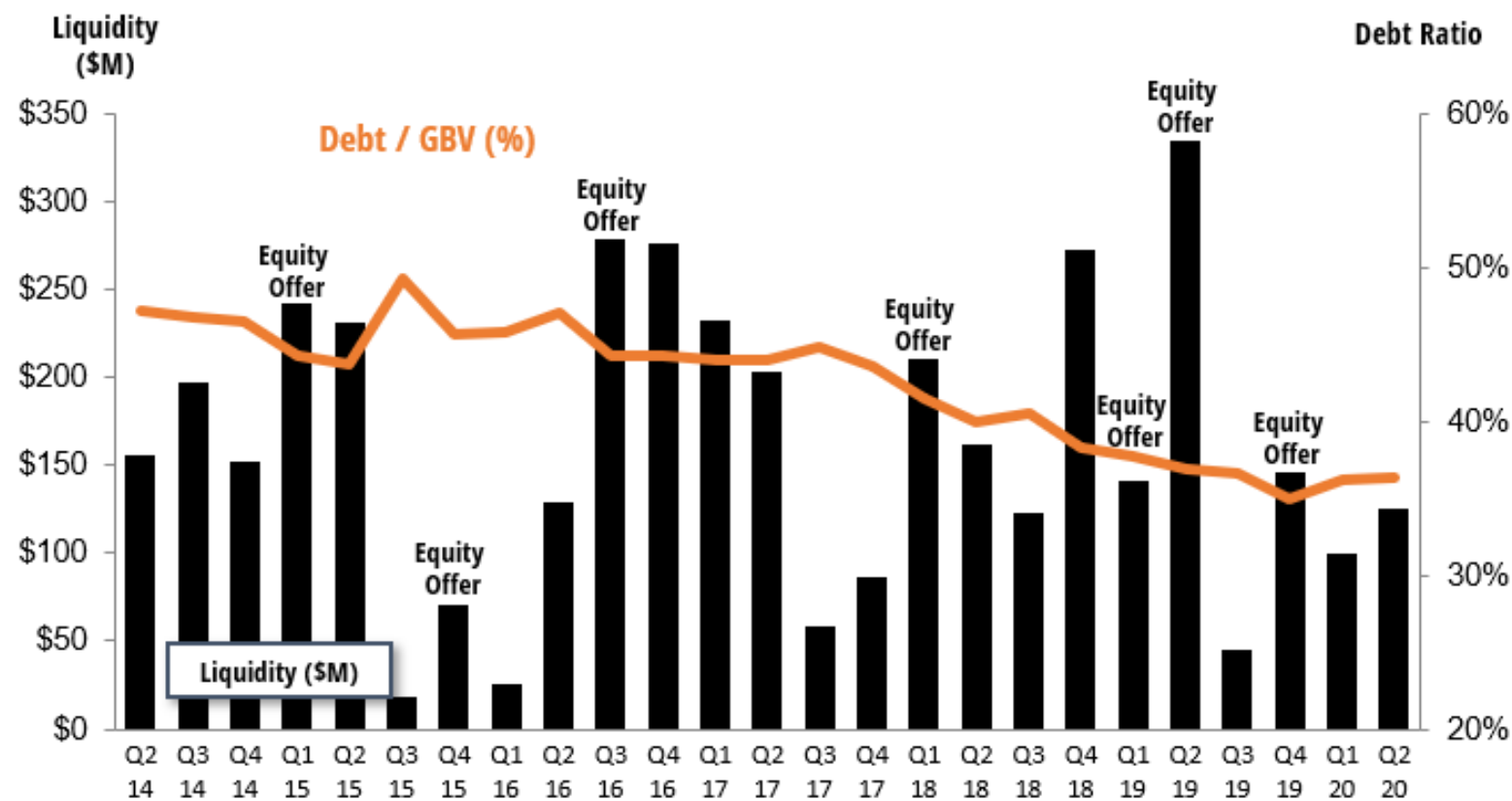
The Thomas
Toronto, ON

Well-Positioned Mortgage Portfolio

Total Mortgage Maturities and Interest Rates for Canadian denominated debt



Solid Liquidity Position



\$340 M in total available liquidity



**Parkbridge
BC, AB, ON**



A Commitment to Diversity

A well-represented diverse employee base*:

- 51:49 gender split (male / female)
- Women in Governance Certified
- Over 61 languages spoken
- Multi-generational

Building diverse residential communities:

- Sensitive to issues facing diverse communities
- Time to reflect on their challenges
- Making changes where necessary

*** As at December 31, 2019**

*** Please refer to our 2019 ESG Report**



The Best Place to...



LIVE

FOR OUR RESIDENTS



WORK

FOR OUR EMPLOYEES



INVEST

FOR OUR UNITHOLDERS

 **S&P/TSX 60**

Contact Us

Canadian Apartment Properties REIT

11 Church Street, Suite 401
Toronto, Ontario
M5E 1W1
Canada

www.capreit.net

Mark Kenney

President & Chief Executive Officer

Scott Cryer

Chief Financial Officer

+1416-861-9404

ir@capreit.net

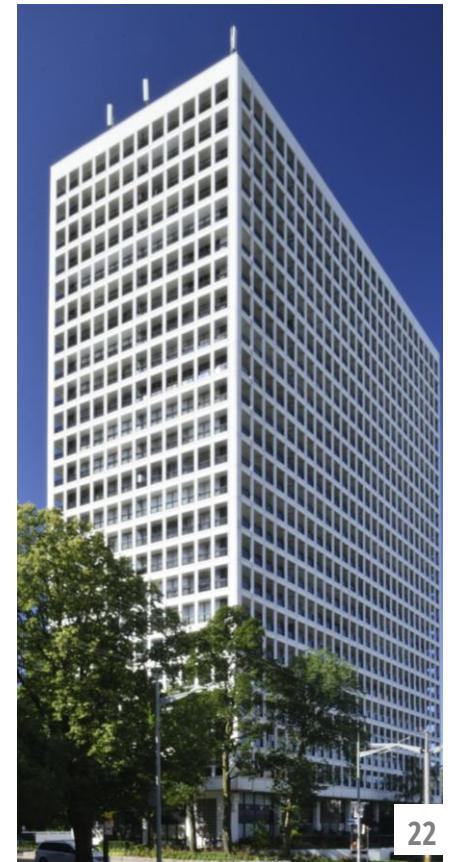


Thank you!



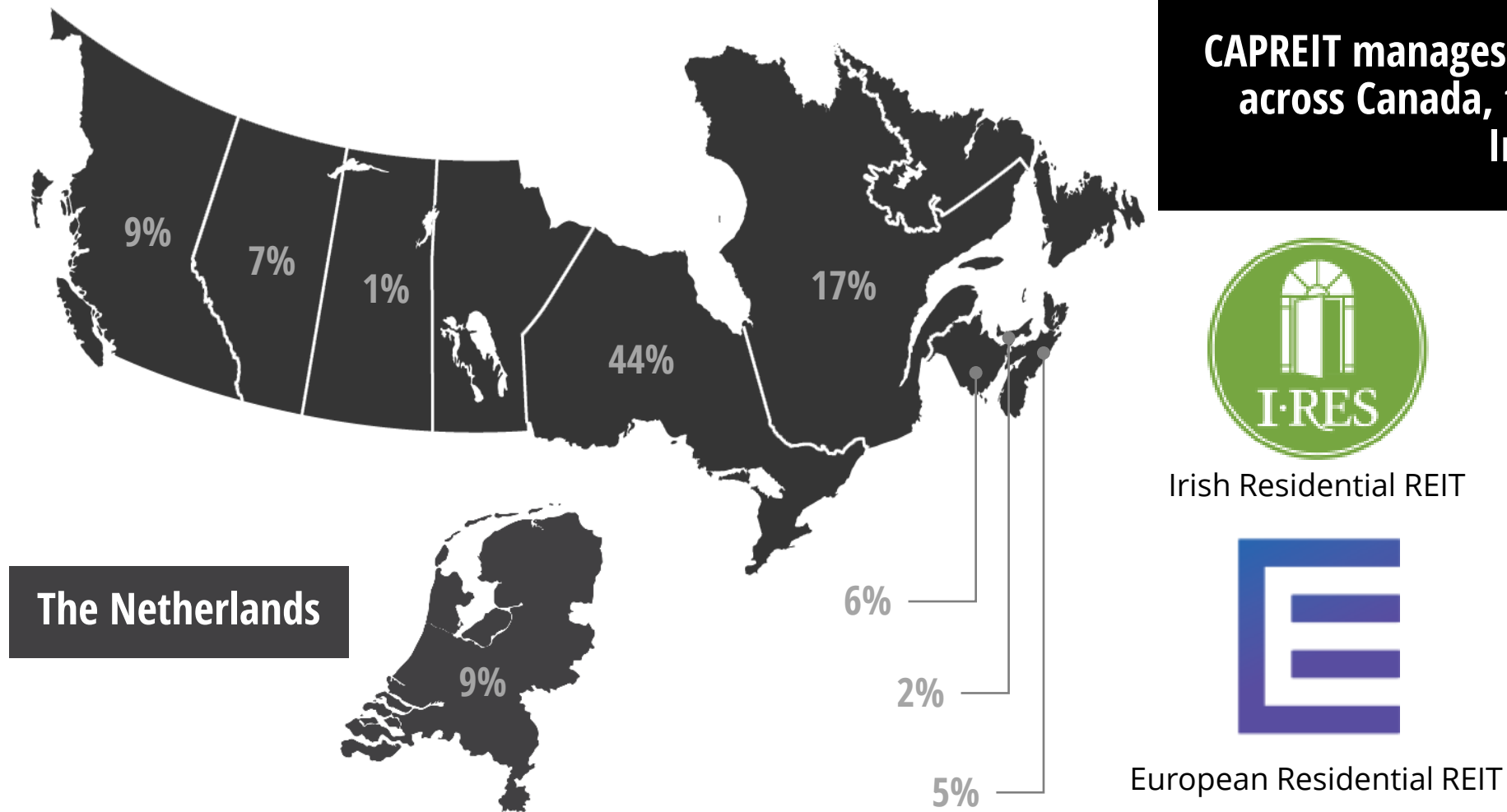
Property Portfolio

Kings Club
Toronto, ON



Portfolio Snapshot

as at June 30, 2020



CAPREIT manages 64,647 suites and sites across Canada, the Netherlands, and Ireland



Irish Residential REIT



European Residential REIT

Total NOI

\$281.3M

Residential Suites NOI

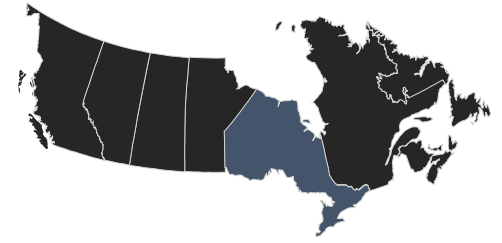
\$263.4M

MHC Sites NOI

\$17.9M

Regional Overview

Ontario

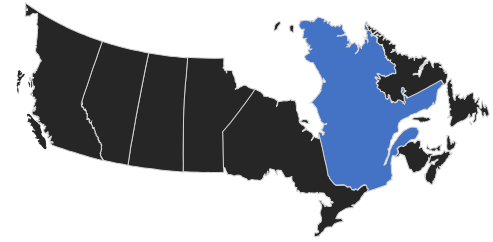


Residential Suites as at June 30	2020	2019
% Total NOI ¹	44.2%	48.6%
NOI (\$ 000s) ¹	\$124,200	\$116,558
NOI Margin (%) ¹	64.3%	64.6%
Occupancy (%)	99.2%	99.6%
Net Average Monthly Rents (\$)	\$1,398	\$1,354

(1) For the six months ended June 30, 2020

Regional Overview

Québec

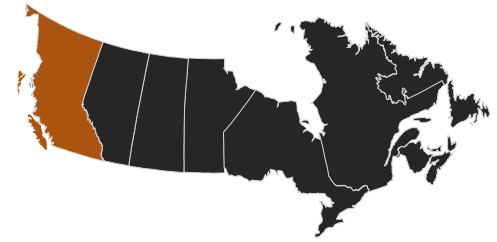


Residential Suites as at June 30	2020	2019
% Total NOI ¹	14.8%	15.8%
NOI (\$ 000s) ¹	\$41,739	\$37,782
NOI Margin (%) ¹	59.2%	57.0%
Occupancy (%)	98.8%	98.9%
Net Average Monthly Rents (\$)	\$1,016	\$978

(1) For the six months ended June 30, 2020

Regional Overview

British Columbia

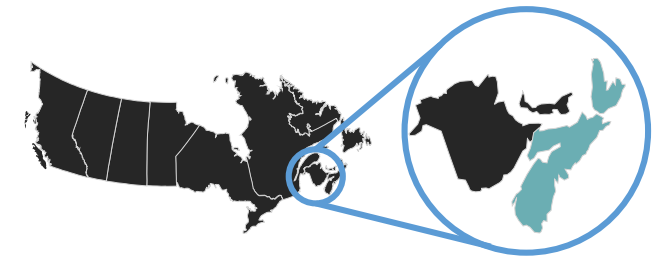


Residential Suites as at June 30	2020	2019
% Total NOI ¹	11.5%	12.1%
NOI (\$ 000s) ¹	\$32,386	\$28,888
NOI Margin (%) ¹	69.7%	70.5%
Occupancy (%)	98.6%	96.8%
Net Average Monthly Rents (\$)	\$1,402	\$1,325

(1) For the six months ended June 30, 2020

Regional Overview

Nova Scotia



Residential Suites as at June 30	2020	2019
% Total NOI ¹	4.4%	2.9%
NOI (\$ 000s) ¹	\$12,489	\$7,063
NOI Margin (%) ¹	57.6%	59.1%
Occupancy (%)	97.2%	97.1%
Net Average Monthly Rents (\$)	\$1,181	\$1,127

(1) For the six months ended June 30, 2020

Regional Overview

Alberta

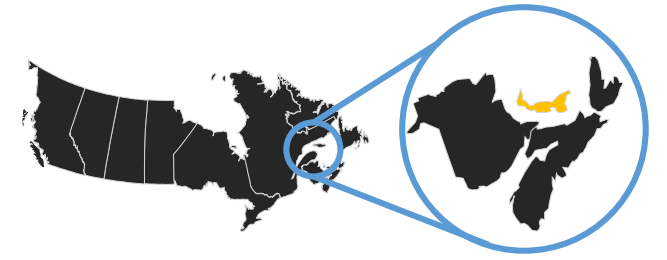


Residential Suites as at June 30	2020	2019
% Total NOI ¹	3.8%	4.2%
NOI (\$ 000s) ¹	\$10,575	\$10,099
NOI Margin (%) ¹	55.5%	56.1%
Occupancy (%)	93.7%	98.1%
Net Average Monthly Rents (\$)	\$1,078	\$1,103

(1) For the six months ended June 30, 2020

Regional Overview

Prince Edward Island



Residential Suites as at June 30	2020	2019
% Total NOI ¹	0.7%	0.7%
NOI (\$ 000s) ¹	\$2,081	\$1,613
NOI Margin (%) ¹	49.7%	47.4%
Occupancy (%)	98.4%	99.8%
Net Average Monthly Rents (\$)	\$1,082	\$1,051

(1) For the six months ended June 30, 2020

Regional Overview

Saskatchewan



Residential Suites as at June 30	2020	2019
% Total NOI¹	0.3%	0.3%
NOI (\$ 000s)¹	\$767	\$768
NOI Margin (%)¹	53.1%	53.4%
Occupancy (%)	97.4%	95.3%
Net Average Monthly Rents (\$)	\$1,021	\$1,021

(1) For the six months ended June 30, 2020

MHC Portfolio



Residential Suites as at June 30	2020	2019
% Total NOI ¹	6.4%	5.3%
NOI (\$ 000s) ¹	\$17,878	\$12,709
NOI Margin (%) ¹	63.3%	64.5%
Occupancy (%)	95.8%	96.3%
Net Average Monthly Rents (\$)	\$386	\$379

(1) For the six months ended June 30, 2020



Regional Overview

Europe – The Netherlands



Residential Suites as at June 30	2020	2019
% Total NOI ^{1,2}	12.3%	9.1%
NOI (\$ 000s) ^{1,2}	\$34,673	\$21,696
NOI Margin (%) ^{1,2}	75.6%	77.2%
Occupancy (%)	98.8%	97.6%
Net Average Monthly Rents (\$)	\$1,324	\$1,195

(1) For the six months ended June 30, 2020

(2) Inclusive of commercial property within the ERES portfolio located in The Netherlands