

# INVESTOR PRESENTATION

January 2025



# Table of Contents

Why InterRent	4
Who We Are	5
Track Record of Outperformance	12
The InterRent Differentiator	16
Sustainability	27
Why Canadian Multi-Family	28



# 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.sedarplus.ca](http://www.sedarplus.ca). 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.

TSX:IIP.UN

## Why InterRent?

- High-quality portfolio trading at attractive valuation.
- Solid fundamentals, industry-leading execution support long-term growth.
- Value creation through repositioning translates into industry-leading NAV/unit growth.
- Track record of distribution increases while maintaining conservative payout ratio.
- Financial flexibility backed by strong balance sheet.
- Clear sustainability goals and continued progress.





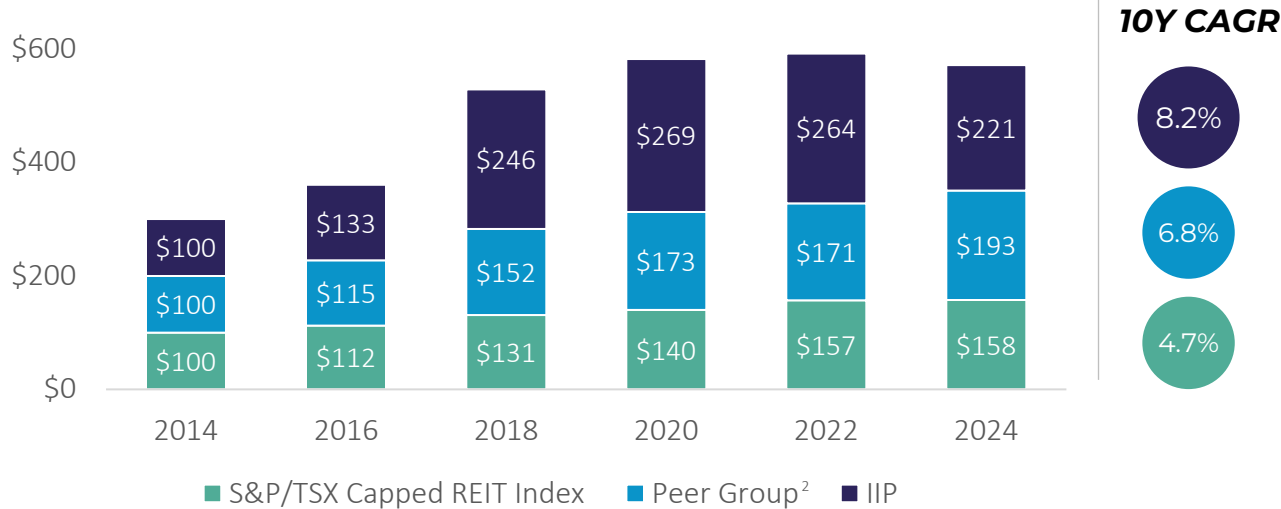
# InterRent at a Glance

**InterRent (TSX:IIP.UN)** is a multi-family residential real estate investment trust dedicated to owning, managing, and developing homes for more than 13,000 Canadian households, operating in four core regions – *Greater Toronto & Hamilton Area, Greater Montreal Area, Ottawa, and the Greater Vancouver Area.*

Our best-in-class operating platform, supported by high-performing team members, drives profitability and creates long-term value for all stakeholders.

## Total Return on a Canadian \$100 Investment

10 Years



122  
Communities

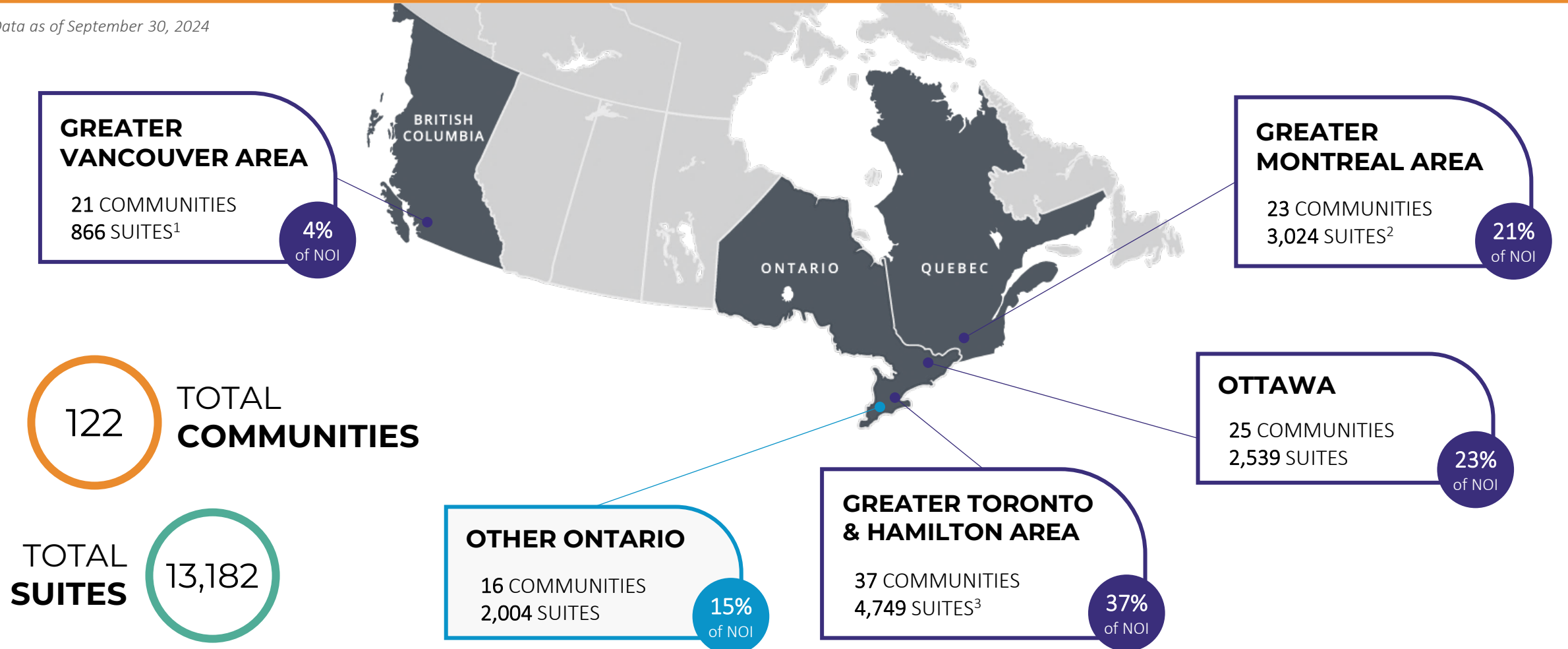
13,182  
Suites<sup>1</sup>

482  
Team Members  
As of Dec. 31, 2024

20,191  
Residents  
As of Dec. 31, 2024

# A Provider of Homes in Urban, High-Growth Markets

Data as of September 30, 2024



<sup>1</sup> Includes 100% of Vancouver portfolio of which InterRent's ownership interest is 50%.

<sup>2</sup> Includes 100% of a 254-suite community in Brossard of which InterRent's ownership interest is 50%.

<sup>3</sup> Includes 100% of a 94-suite community in Mississauga and a 605-suite community in Brampton of which InterRent's ownership interest is 50% and 10%, respectively.

# Our Core Regions: Greater Toronto & Hamilton Area

Toronto is the largest urban center in Canada and a major economic and immigration hub.

With a growing population, a resilient labour market, and high homeownership costs, the rental market remains tight.



	IIP <sup>3</sup>	CMHC <sup>4</sup>	
		Toronto	Hamilton
AMR	\$1,768	\$1,852	\$1,539
YoY Rent Growth	5.3%	2.7%	2.5%
Vacancy	3.7%	2.5%	2.4%



30 Edith Drive  
Toronto, ON

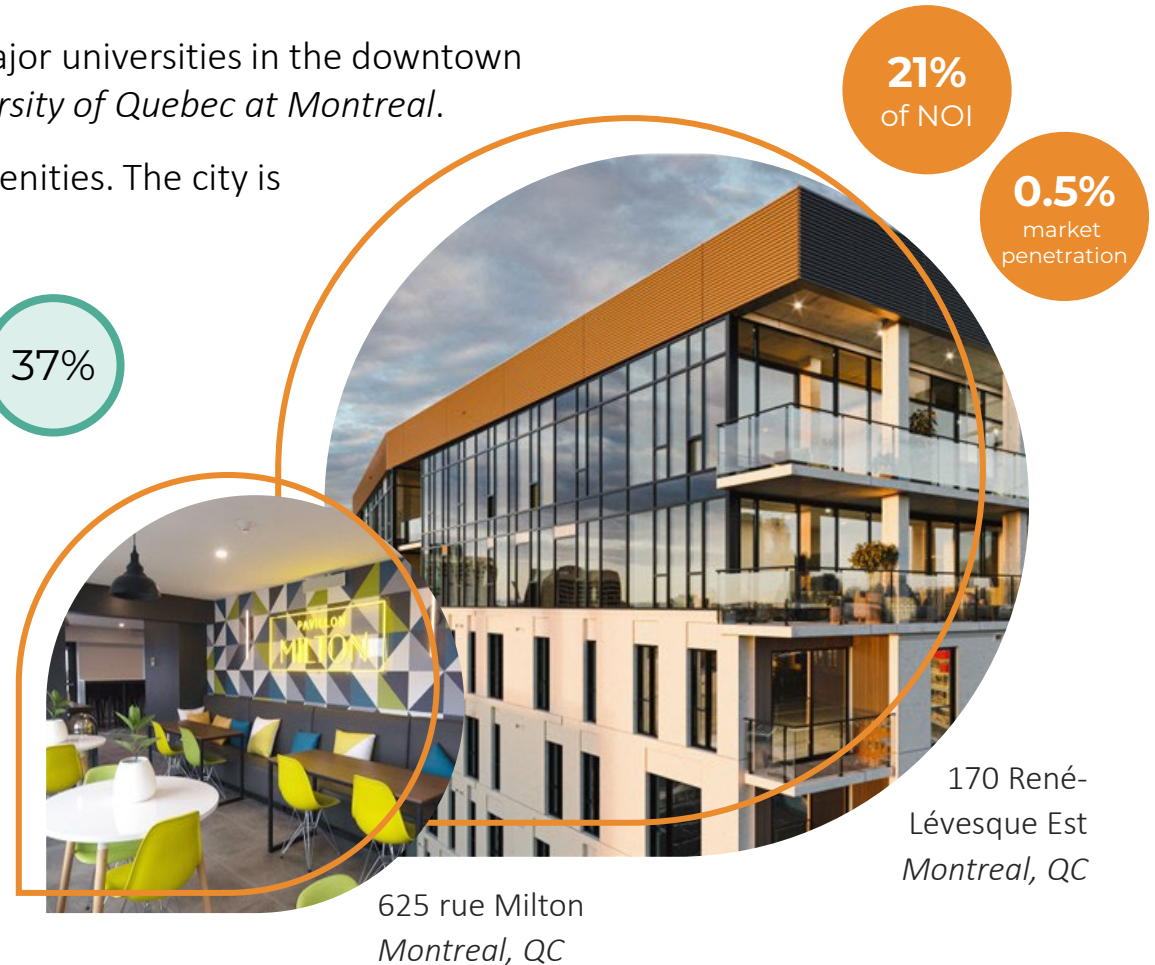
# Our Core Regions: Greater Montreal Area

Ranked as one of the top student cities in North America, Montreal has four major universities in the downtown core: *University of Montreal, McGill University, Concordia University, and University of Quebec at Montreal.*

The majority of Montreal's supply consists of low-rise buildings with limited amenities. The city is one of the most affordable places to rent in Canada.



	IIP <sup>3</sup>	CMHC <sup>4</sup> Montreal
AMR	\$1,463	\$1,168
YoY Rent Growth	7.3%	6.4%
Vacancy	3.7%	2.1%





# Our Core Regions: Ottawa

Ottawa has a stable employment sector with the federal government as primary employer and the highest median income of any Canadian metropolitan area.

10Y  
CAGR<sup>1</sup>

Cost to  
**Own**

5.1%

Cost to  
**Rent**

4.9%

Rent to  
Own Gap<sup>2</sup>

17%

CMHC<sup>4</sup>

IIP<sup>3</sup>

Ottawa

AMR

\$1,807

\$1,684

YoY Rent  
Growth

10.9%

5.1%

Vacancy

2.8%

2.5%

23%  
of NOI

2.4%  
market  
penetration



WEST236  
Ottawa, ON

The Slayte  
Ottawa, ON

# Our Core Regions: Greater Vancouver Area

Vancouver has the highest rent per square foot, driven by low affordability in homeownership and record immigration.

10Y CAGR<sup>1</sup>

Cost to **Own**

6.4%

Cost to **Rent**

5.8%

Rent to Own Gap<sup>2</sup>

41%

4% of NOI

0.7% market penetration

CMHC<sup>4</sup>

IIP<sup>3</sup>

Vancouver

AMR

\$2,007

\$1,929

YoY Rent Growth

7.0%

4.5%

Vacancy

2.7%

1.6%

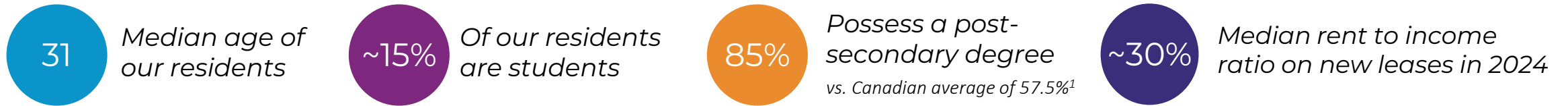


1885 Barclay Street  
Vancouver, BC

1461 Harwood Street  
Vancouver, BC

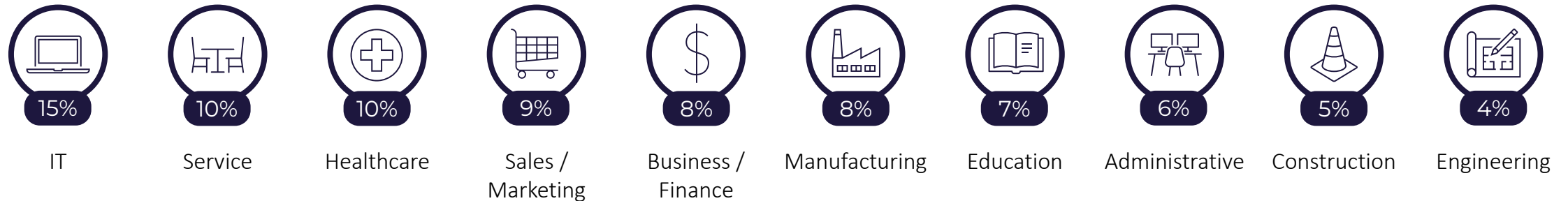
# Our Resident Base

Our communities are strategically located near bustling **tech hubs**, renowned **hospitals**, and esteemed **post-secondary institutions**, fostering a dynamic and diverse resident community.



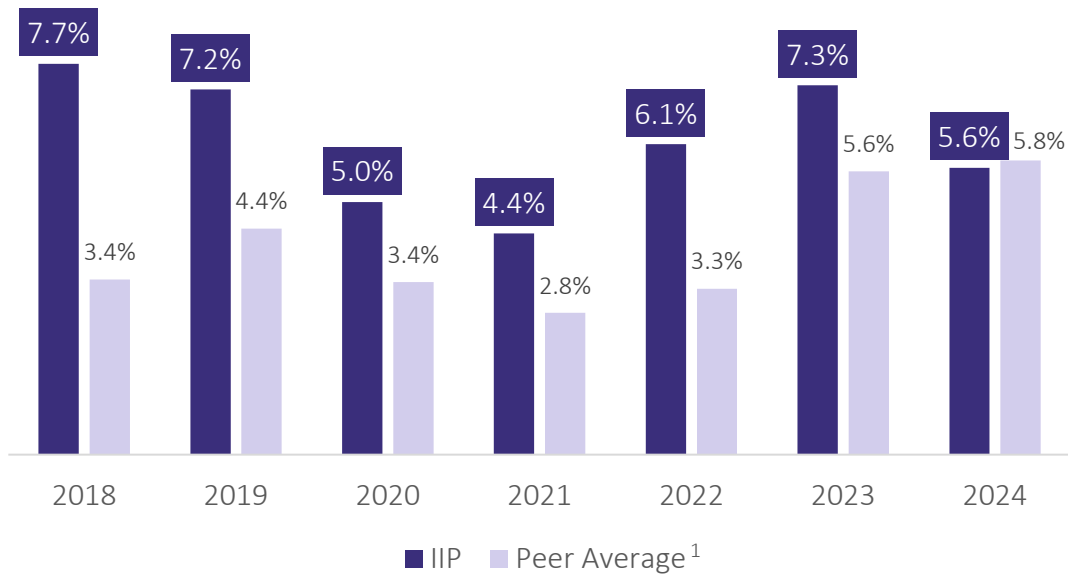
## Top 10 Primary Employment Sectors

Based on responses from 2023 Resident Survey

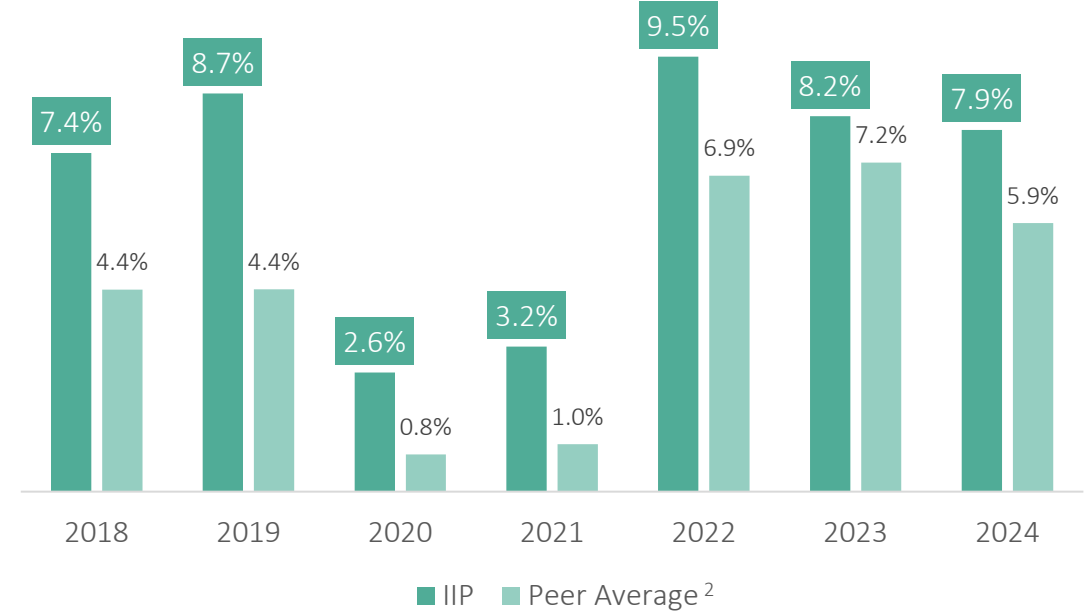


# Consistent Top-Line Growth: Same Property Portfolio

Same Property AMR Growth  
YoY September 30



Same Property Revenue Growth  
YoY Three Months Ended September 30



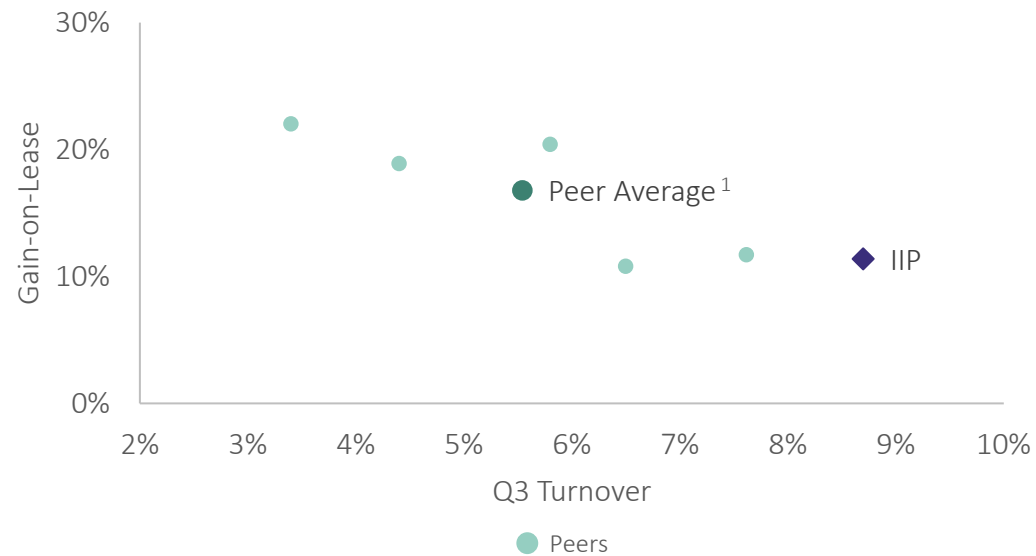
<sup>1</sup> Peer group includes CAR.UN, KMP.UN, MI.UN, MRG.UN. MI.UN not included in 2018.

<sup>2</sup> Peer group includes BEI.UN, CAR.UN, KMP.UN, MI.UN, MRG.UN. MI.UN not included in 2018.



# Consistent Top-Line Growth: Quarterly Gain-on-Lease

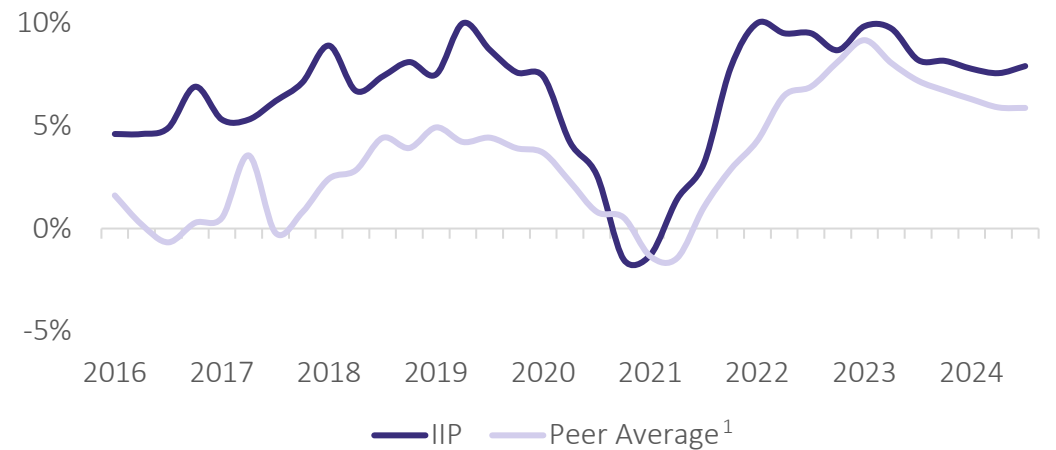
Strong Gain-On-Lease Paired with Above Average Turnover  
Q3 2024



27% Estimated Mark to Market

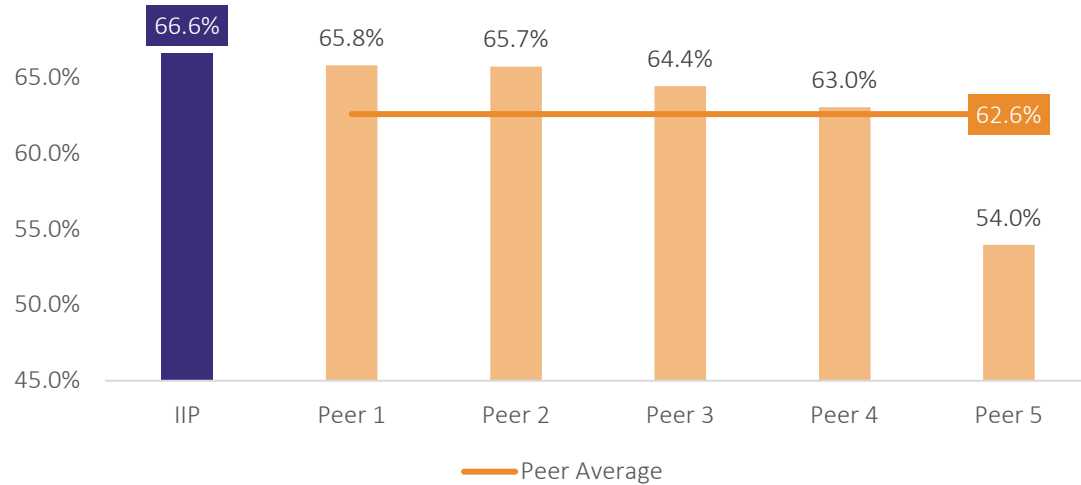
Our proven ability to capture **strong gain-on-lease**, combined with our **higher turnover rate** compared to peers, enables us to achieve greater overall portfolio rent growth.

Quarterly SP Revenue Growth  
Q1 2016 - Q3 2024



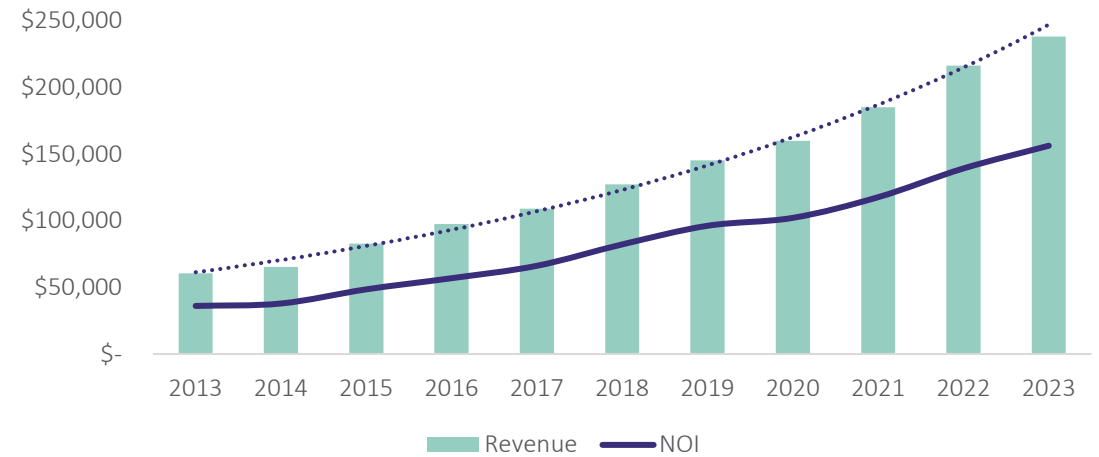
# Translating Into Industry Leading NOI Margins & Growth

Leading NOI Margin Among Peer Group<sup>1</sup>  
Trailing Twelve Months, September 30, 2024

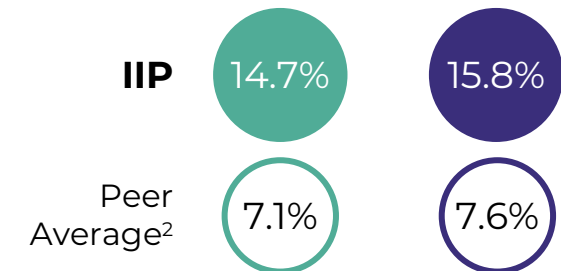


Our ability to consistently generate above-average revenue growth while containing operating costs is reflected in our NOI margin leading the peer group.

Consistent Growth in Revenue & NOI



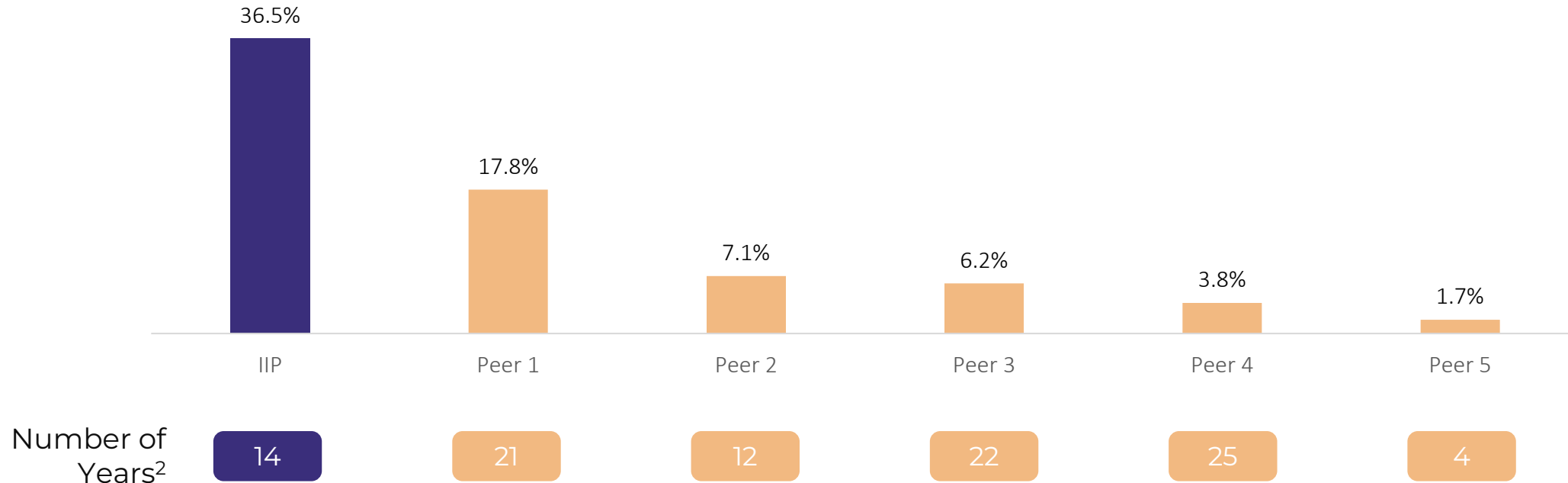
10Y  
CAGR  
2013-2023



<sup>1</sup> Peer group includes BEI.UN, CAR.UN, KMP.UN, MI.UN, MRG.UN  
<sup>2</sup> Peer group includes BEI.UN, CAR.UN, KMP.UN, MRG.UN

# Industry Leading Track Record: Annual Growth in FFO Per Unit

FFO Per Unit CAGR Since Inception<sup>1</sup>



Revenue and NOI enhancements generating substantial FFO per unit accretion.

# How We Set Ourselves Apart

1



## High-Quality Portfolio

Modernized portfolio of premium assets in central locations of key markets

2



## Demonstrated Operational Strength

Culture of optimizing all areas of operations

3



## Consistent Capital Recycling Strategy

Prudent capital recycling strategy to maximize portfolio returns

4



## Strong & Flexible Financial Position

Flexible financial position enabling future growth opportunities

5



## Driving Value Through Sustainability

Making progress in leveraging sustainability as a key driver of value creation



# Operational Strength: High-Quality Portfolio

Our high-quality assets are strategically positioned in premium locations of urban, high-growth core markets, driving outsized rental growth.



**GREATER VANCOUVER AREA**

- Avg. Walk Score: 95
- Avg. Transit Score: 72
- Repositioned<sup>1</sup>: 0%
- High-Rise: 33%
- Concrete Frame: 39%

**GREATER TORONTO & HAMILTON AREA**

- Avg. Walk Score: 78
- Avg. Transit Score: 57
- Repositioned<sup>1</sup>: 86%
- High-Rise: 66%
- Concrete Frame: 93%

**OTTAWA**

- Avg. Walk Score: 79
- Avg. Transit Score: 65
- Repositioned<sup>1</sup>: 94%
- High-Rise: 32%
- Concrete Frame: 81%

**GREATER MONTREAL AREA**

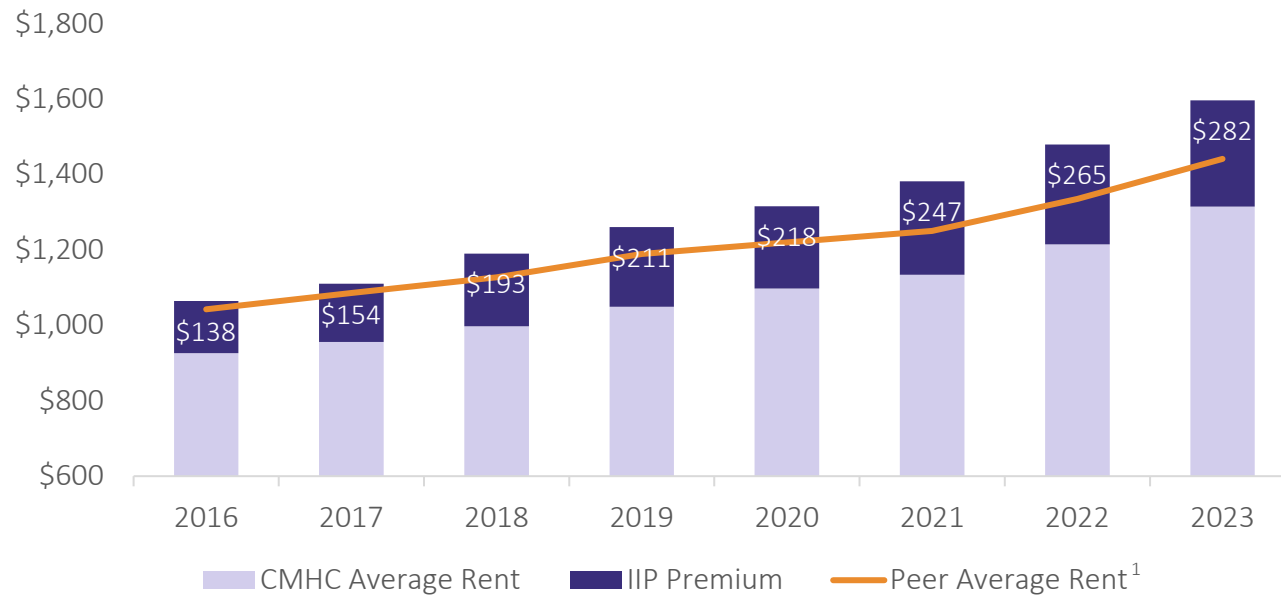
- Avg. Walk Score: 92
- Avg. Transit Score: 64
- Repositioned<sup>1</sup>: 90%
- High-Rise: 79%
- Concrete Frame: 98%

As of **January 1, 2025**, **90%** of our portfolio will be repositioned with modernized amenities and building systems, with a young non-repositioned portfolio with an average age of **23** years.

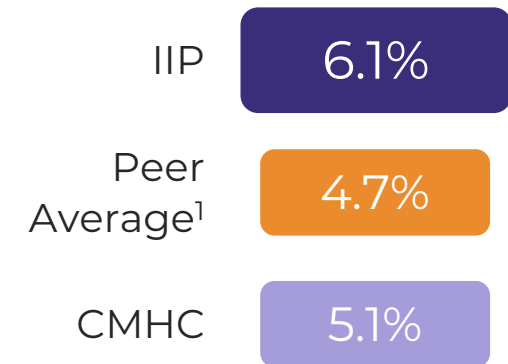
# Operational Strength: A Culture of Optimizing Revenue

We have cultivated a culture of revenue optimization from the start, enabling our peer-leading track record in revenue growth.

Growing Premium Achieved on AMR



**AMR CAGR**  
2016-2023



# Operational Strength: Steps to Outperformance

1



## Customer Centric Culture

- Striving to provide a best-in-class experience for our external and internal customers
- Invested in technology such as smart buildings and resident apps to enhance the resident experience
- Boosting resident engagement and satisfaction through events and initiatives

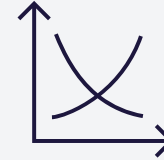
2



## Strategic Market Positioning

- Curated portfolio in high-growth, core markets
- Our portfolio is highly walkable, boasting a weighted average walk score of 80
- Curated portfolio of residents who enhance and enrich communities
  - Use of market intelligence to stay ahead of the curve

3

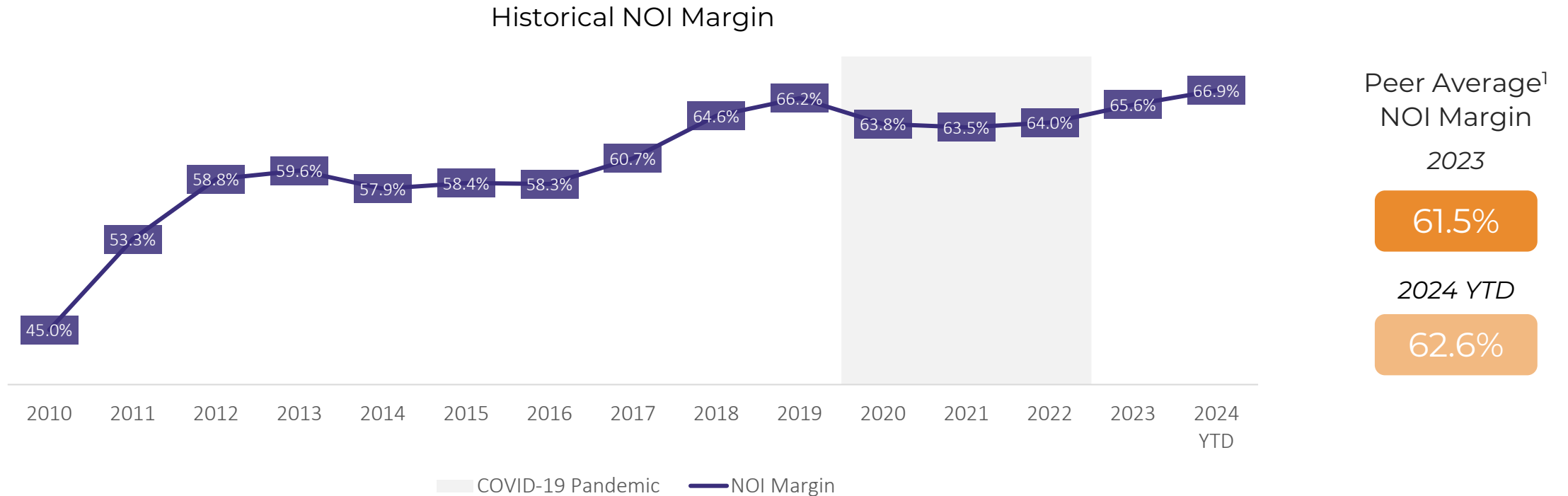


## Revenue Management

- Dynamic and adaptive strategy to achieve optimal pricing across communities
- Experienced pricing team empowered by technology
- Strategic occupancy target of 96%-97%, providing an additional lever for potential growth upside

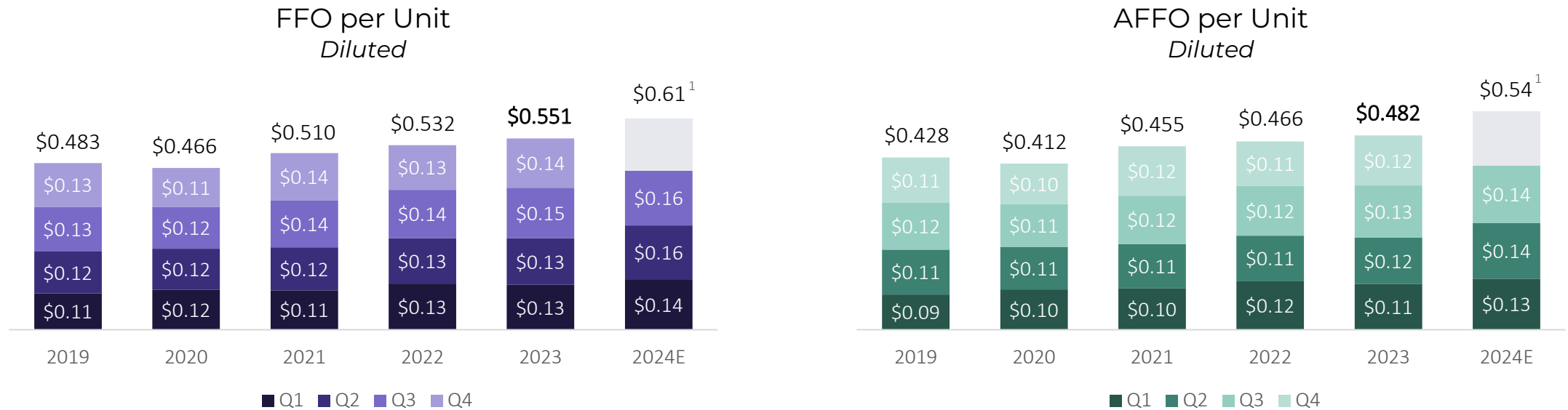
# Operational Strength: Driving Consistent Operating Margin Expansion

Through effective expense management, we have achieved a consistent increase in NOI margin since the COVID-19 pandemic.





# Operational Strength: Flowing Through to Per-Unit Performance Measures



YoY Change  
2024 YTD

+13.0%

FFO

+11.0%

FFO per unit

+14.5%

AFFO

+12.3%

AFFO per unit

# Operational Strength: Investing in Technology

Technology has always been at the core of our operating platform. We constantly explore innovative ways to drive operational efficiencies, enhance resident experiences and promote sustainability.



## Tech-Driven Operating Efficiency

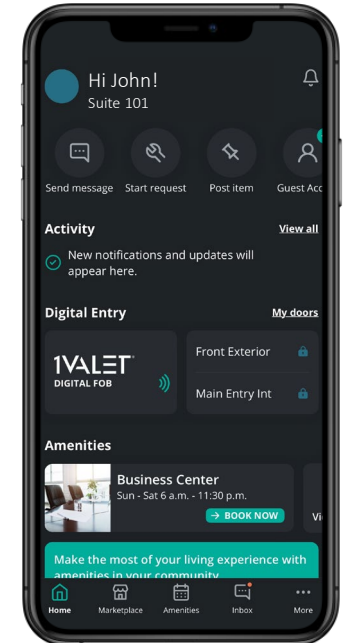
- Business intelligence
- Best-in-class cloud platforms
- Cybersecurity infrastructure
- Vendor management system
- Automated A/P workflow
- Fully connected communities
- Better workforce online collaboration tools



## Elevating Resident Experience

- Smart buildings equipped with 1Valet and Building Automation Systems
- Smart locks
- Controlled thermostats
- Resident apps and portal
- Virtual tours
- EV charging stations

*55% of our portfolio is equipped with 1Valet*



INVESTMENT HIGHLIGHT



*In 2020, we invested in and helped develop SuiteSpot, a software solution created for rental property maintenance and capital project operations. We have been working with SuiteSpot since 2018 to refine processes within the app and develop new features and modules.*

# Operational Strength: Investing in Our People

## High-Performing Team

Our three state of the art training centres bring expertise in-house and have achieved **cost savings, reduced response time**, and enhanced **resident satisfaction**.

## Fostering the Next Generation of Leaders

Through **leadership training**, we are building strong future leaders to empower our team members to achieve their full potential and ensure sustainable growth and success.



## Dynamic Company Culture

We foster a **community environment** through team member events and activities, enabling collaboration and innovation, and building a positive, inclusive, and motivated workforce.

3,600

Training hours completed in 2023

91%

Participation rate in team member survey

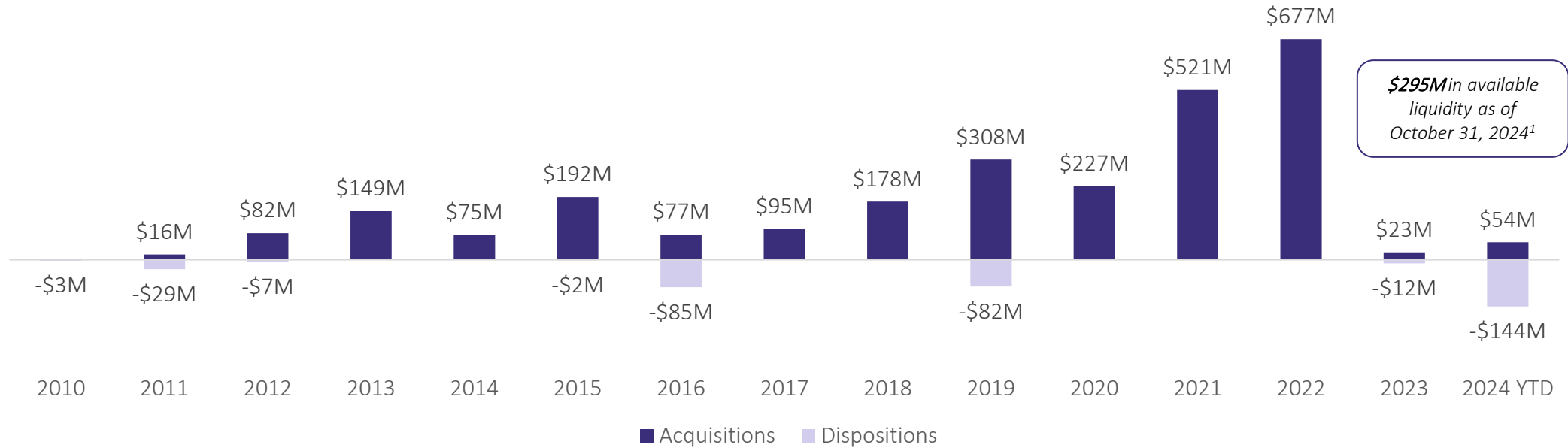
80%

Of team members take pride in their career

4 years

Average tenure of full-time team members

# Long Standing & Consistent Capital Recycling Strategy



*\$295M in available liquidity as of October 31, 2024<sup>1</sup>*

USE OF PROCEEDS

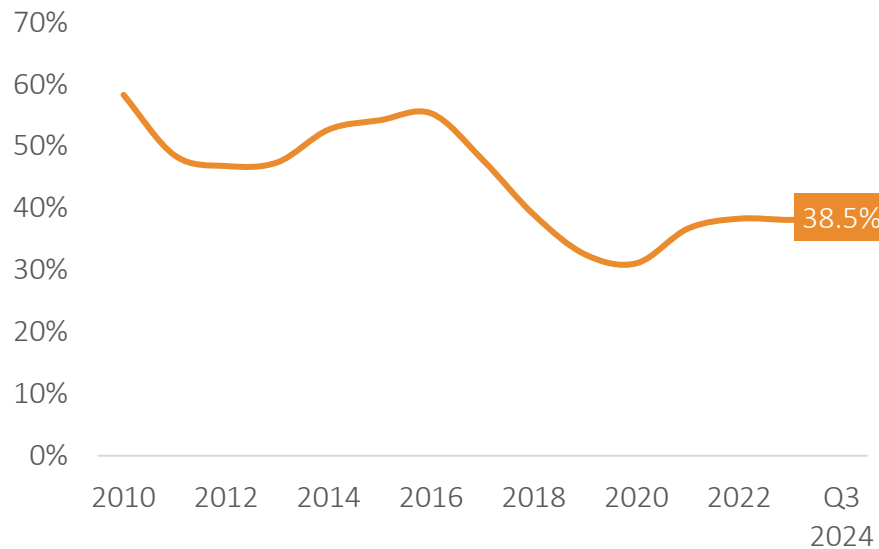


<sup>1</sup> Assuming 50% leverage applied to the value of unencumbered properties

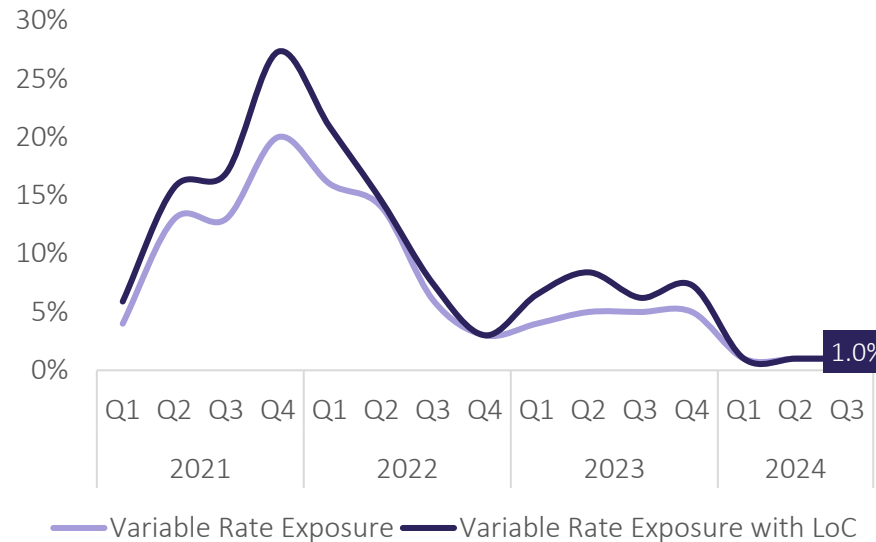


# Strong & Flexible Financial Position

Debt-to-GBV Ratio Allowing for Significant Financial Flexibility



Maintaining Low Variable Rate Exposure



3.37%  
W.A. Interest Rate

\$295M  
Available Liquidity<sup>1</sup>

2.46x  
Interest Coverage<sup>2</sup>

90%  
CMHC Insured Mortgages

<sup>1</sup> Assuming 50% leverage applied to the value of unencumbered properties as of October 31, 2024  
<sup>2</sup> Rolling 12 months

# 13<sup>th</sup> Consecutive Year of >5% Distribution Growth

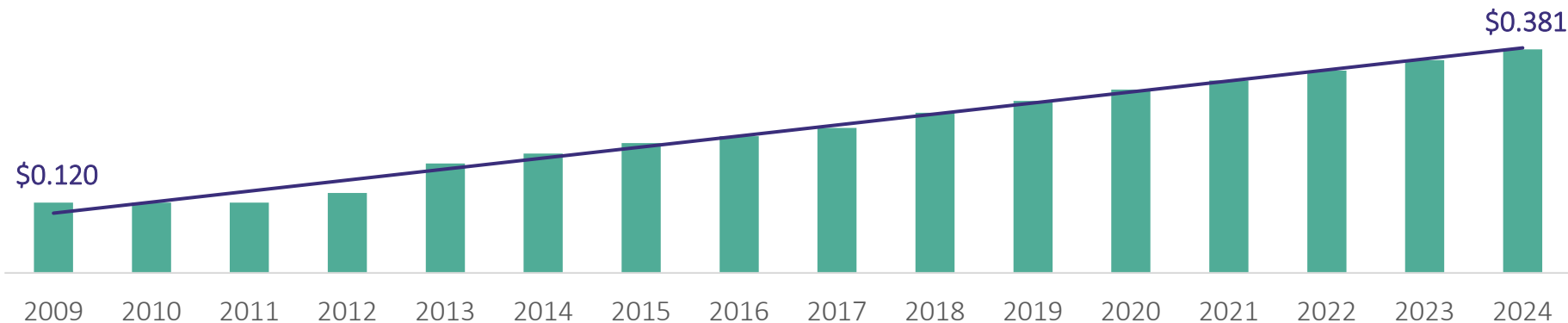
Our strategic focus on organic growth, property repositioning, and external expansion through acquisitions and development has yielded strong and sustainable results.

Monthly  
Distribution  
Increases

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
+33%	+26%	+10%	+5%	+5%	+11%	+7%	+7%	+5%	+5%	+5%	+5%	+5%

Our November 2024 distribution increase marked our 13<sup>th</sup> consecutive year of growing distribution by 5% or more.

Our annual distribution has grown at a CAGR of **8%** since 2009



Since 2007, our distribution has been



Making our 2024 after-tax yield **3.8%**

# 2024 Sustainability Highlights

## 2024 Mike McCann Charity Golf Tournament

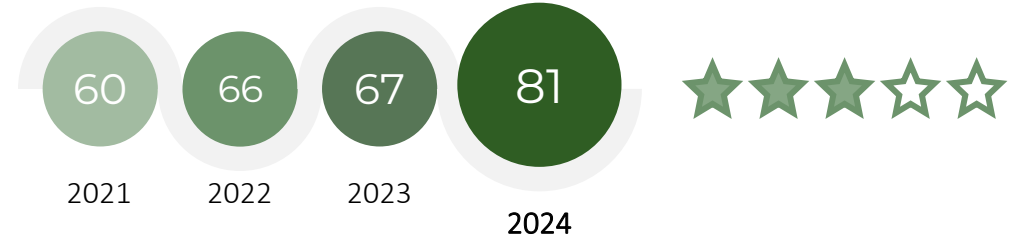
\$1.8M

Raised a record \$1,802,000 for charities in our communities at our annual charity golf tournament



Bringing the grand total close to **\$10M** since the tournament's inception

## GRESB Real Estate Assessment



Achieved a **21%** year-over-year improvement in GRESB score

## Building Certifications

Achieved 100% building certification across the multi-family portfolio as of October 2024

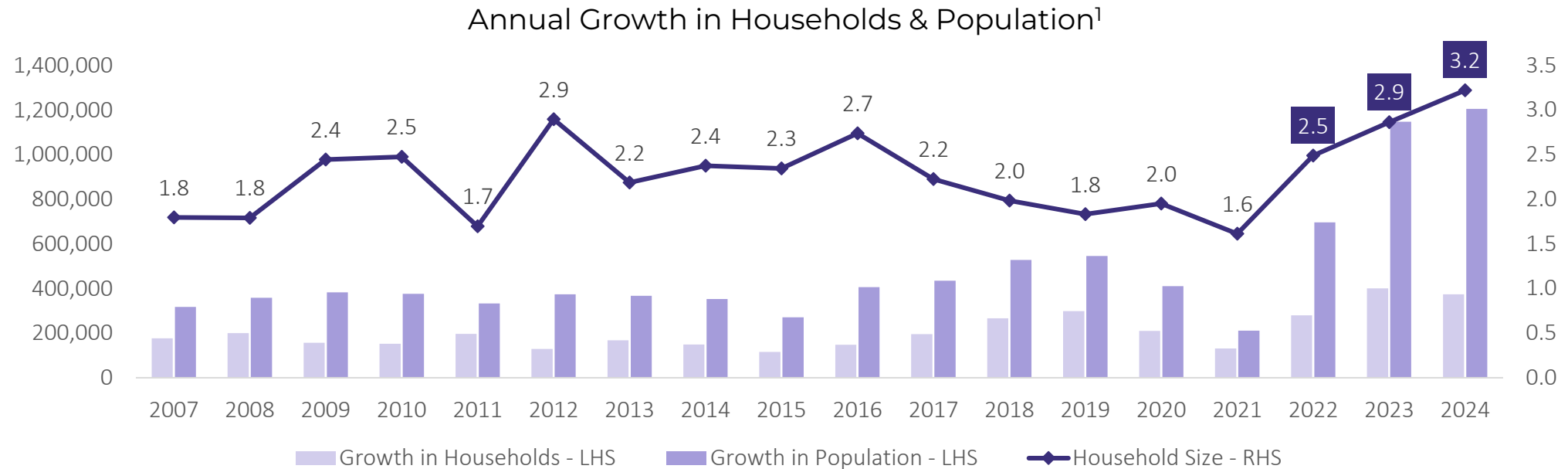
100%



# The Lasting Impact of Canada's Population Boom

After a record 3% increase in 2023, Canada's population grew by 2.3% in the 12 months ending September 2024.

Average household size hit a **record 3.2 people per new household**, the highest in recent history, vs the historical average of 2.2.



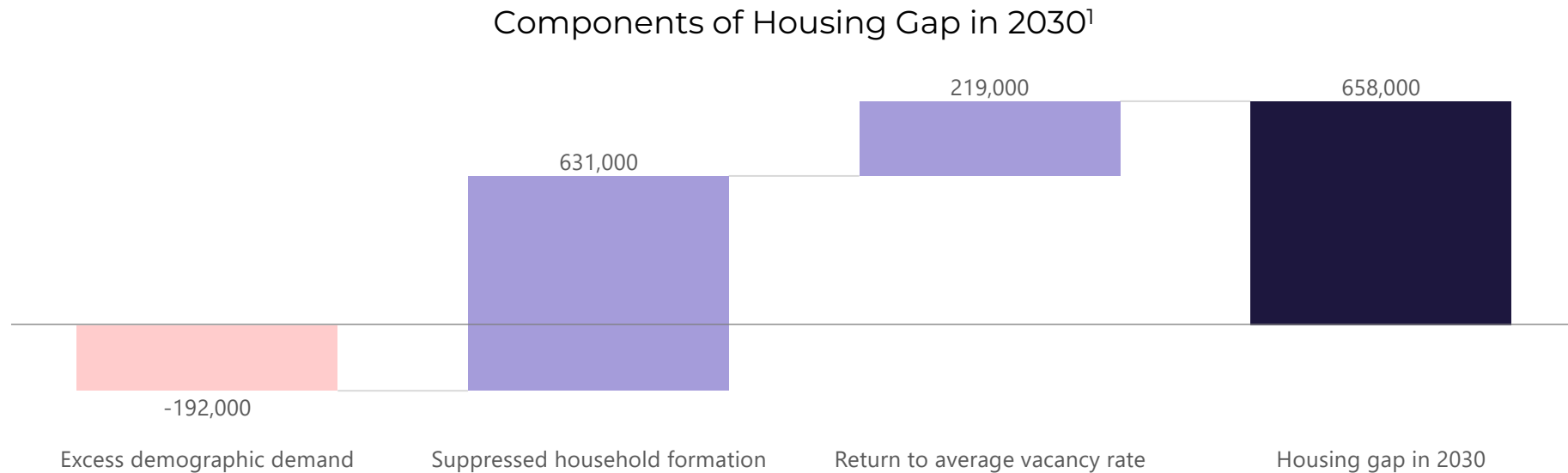
631k

Estimated households that would have formed if attainable housing options had been available  
*Suppressed households in 2021, PBO<sup>2</sup>*

# Housing Gap Persists in 2030 even with Population Pullback

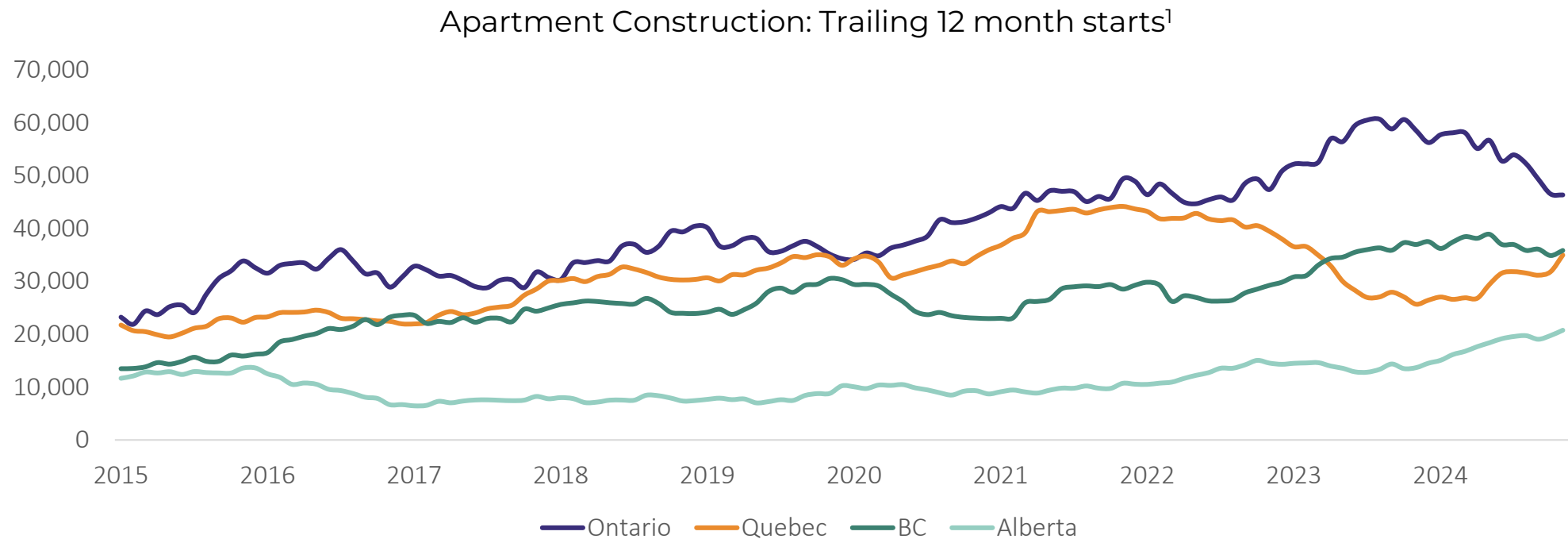
On October 24<sup>th</sup>, the Government of Canada released the 2025-2027 Immigration Levels Plan with updated permanent resident targets and, for the first time, temporary resident targets.

Following this announcement, the Parliamentary Budget Officer (PBO) updated its estimates of Canada's housing gap in 2030.



To completely close the housing gap, Canada would require a total of 2.3 million housing completions by 2030, or 390,000 total units completed annually, on average, over 2025 to 2030

# A Slowdown in Construction in Canada's Top Markets



Most notably, apartment starts in Ontario have been on a steady decline since their peak in August 2023 at approximately 60,000 (vs. 10-year average of ~40,000). This pullback will result in fewer completions in the coming years, further tightening the rental market.

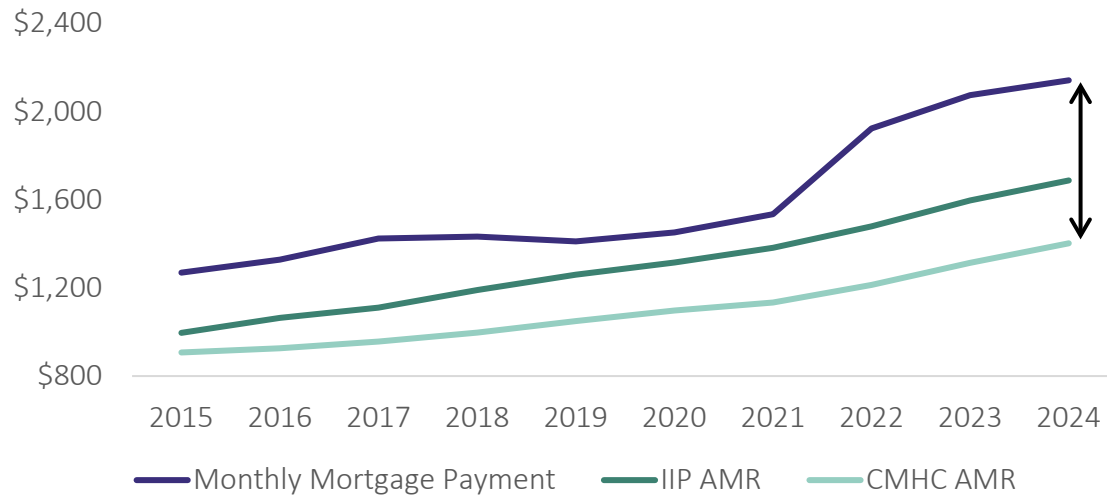


# Persistent Gap Between Homeownership Costs and Income

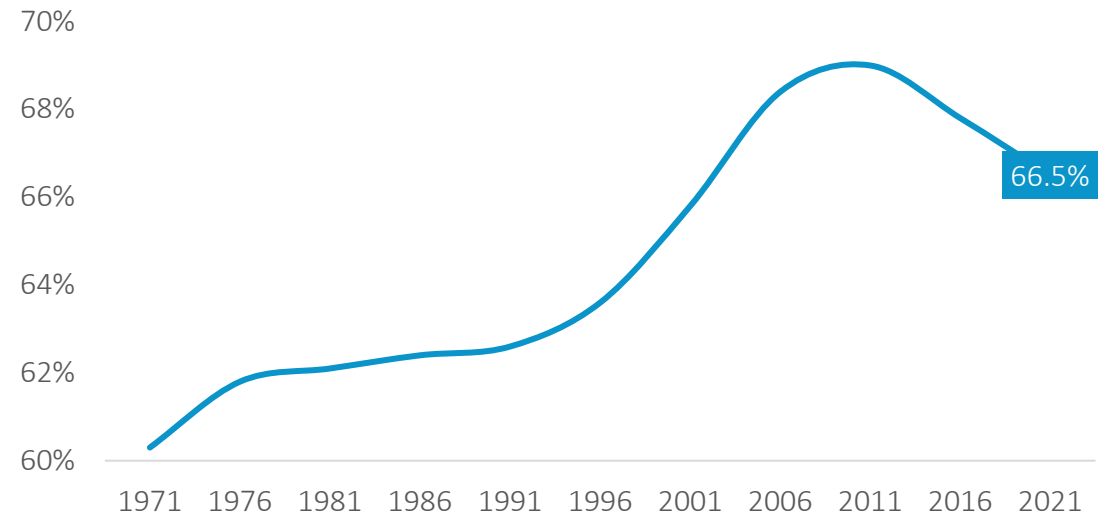
Despite interest rate cuts and a cooling housing market, housing affordability remains high, with a significant gap between homeownership costs and household income levels.

For many Canadians, renting continues to be the more affordable housing option.

**35% National Rent to Own Gap in 2024<sup>1</sup>**



**Declining Home Ownership Rate in Canada<sup>2</sup>**



Canada's Home Affordability Gap<sup>3</sup>

CAGR  
2006 – 2024

5.1%  
Homeownership Cost

3.3%  
Median Household Income

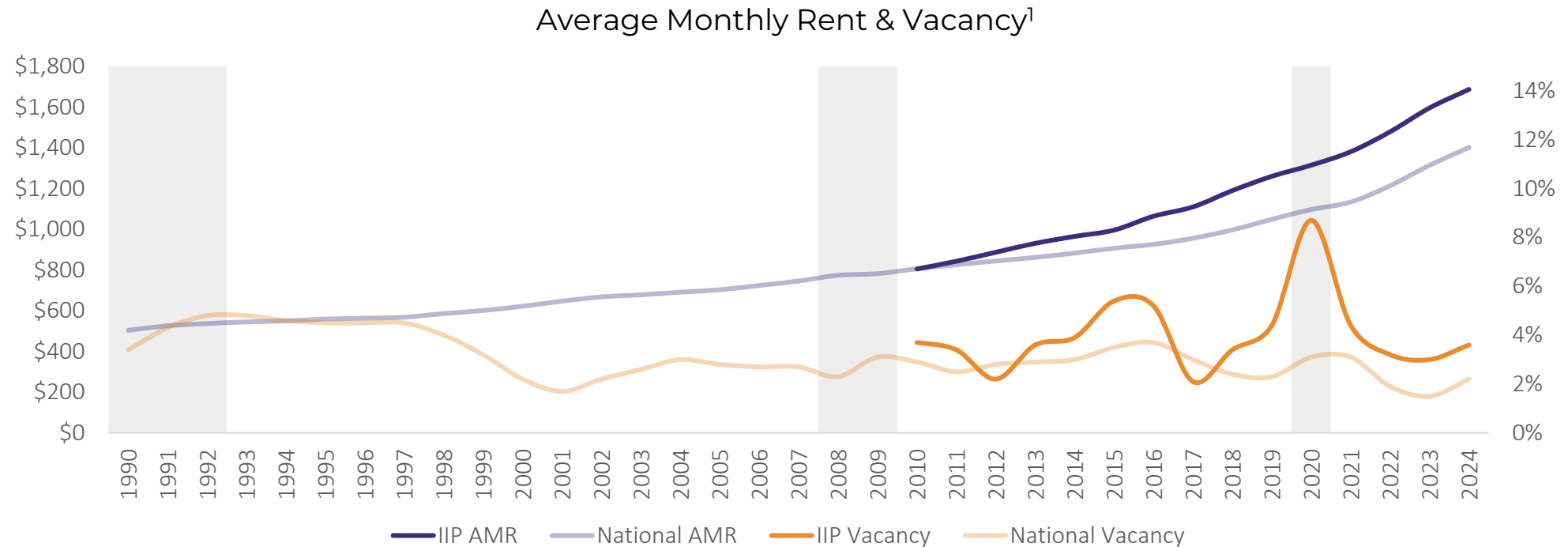
2.8%  
2-Bedroom AMR

<sup>1</sup> CMHC  
<sup>2</sup> Statistics Canada

<sup>3</sup> CBRE Canada Real Estate Market Outlook 2025

# Resilience of Multi-Family Asset Class

The multi-family sector is recognized for its resilience by demonstrating strength and stability in challenging economic environments.



Year-over-year increases in national vacancy rates have **never exceeded 90 basis points** in any single year

# CONTACT US

***Renee Wei***

Director of Investor Relations & Sustainability

[renee.wei@irent.com](mailto:renee.wei@irent.com)

***InterRent REIT***

207-485 Bank Street, Ottawa, ON K2P 1Z2

833-AT-IRENT (833-284-7368)

[irent.com](http://irent.com)

