



Q2 2020 Highlights Teleconference

August 12, 2020





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The REIT prepares and releases consolidated financial statements in accordance with International Financial Reporting Standards. As a complement to these financial statements, the REIT also discloses and discusses in this presentation and in answers to questions certain non-IFRS financial measures including funds from operations (“FFO”), adjusted funds from operations (“AFFO”), net operating income (“NOI”) and debt-to-gross book value, which are measures commonly used by publicly traded entities in the real estate industry. Management believes that these metrics are useful for measuring different aspects of performance and assessing the underlying operating performance on a consistent basis. However, these measures do not have a standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other publicly traded entities. These measures should strictly be considered supplemental in nature and not a substitute for financial information prepared in accordance with IFRS and should not be construed as an alternative to net income or cash flows provided by or used in operating activities or unitholders’ equity determined in accordance with IFRS. Further definitions and discussion of these non-IFRS measures and a reconciliation of FFO, AFFO and NOI to comparable IFRS measures are provided in the most recent MD&A in the sections entitled “Non-IFRS Measures” and “Reconciliation of Non-IFRS Measures”.



Q2 2020 Highlights

Minto Apartment REIT:

- Based on strong financial results and outlook, approved a 3.4% increase to the monthly cash distribution commencing in August 2020
- Delivered strong operating results with a 20 bps year-over-year improvement in NOI margin
- Realized organic growth with significant gains-to-lease as suites turned and in-place rents were moved to current market rents. The average gain-to-lease was 9.1%.
- Completed the repositioning of 50 suites improving asset quality, reducing future repair costs and driving strong growth in rental revenue
- Adapted processes and procedures to respond to the COVID-19 pandemic
- Collected rents consistent with pre-pandemic collection cycles and maintained high occupancy
- Maintained significant financial flexibility and resources with total liquidity of \$193 million representing a liquidity ratio (total liquidity/total debt) of 23%



Q2 2020 Key Operating Results

Resilient markets, repositioned units and acquisitions drive increases in NOI and AFFO/unit

(\$000s except %, suite, per suite and per unit amounts)	Same Property Portfolio ¹ - excluding furnished suites			Same Property Portfolio ¹			Total Portfolio ²		
	Three months ended June 30,			Three months ended June 30,			Three months ended June 30,		
	2020	2019	Variance	2020	2019	Variance	2020	2019	Variance
Revenue	\$20,790	\$20,168	3.1%	\$22,615	\$22,830	(0.9)%	\$31,319	\$24,796	26.3%
NOI	\$13,193	\$12,623	4.5%	\$14,223	\$14,462	(1.7)%	\$20,024	\$15,786	26.8%
NOI margin (%)	63.5%	62.6%	90 bps	62.9%	63.3%	(40) bps	63.9%	63.7%	20 bps
FFO							\$12,659	\$9,769	29.6%
AFFO							\$11,097	\$8,445	31.4%
AFFO (\$/unit)							\$0.1879	\$0.1855	\$0.0024
Distributions declared (\$/unit)							\$0.1100	\$0.1025	\$0.0075
AFFO payout ratio							58.5%	55.2%	330 bps
Total suites				4,552	4,552	—	7,243	5,965	1,278
Average monthly rent / suite ³				\$1,511	\$1,434	5.4%	\$1,609	\$1,439	11.8%
Occupancy ⁴				96.86%	99.00%	(214 bps)	97.17%	98.72%	(155 bps)

¹ The Same Property Portfolio represents 24 properties comprising 4,552 suites wholly-owned by the REIT for equivalent periods in 2020 and 2019.

² The Total Portfolio includes the Same Property Portfolio plus five (June 30, 2019 - two) additional property acquisitions. This represents 5,080 (June 30, 2019 - 4,552) wholly-owned suites plus 2,163 (June 30, 2019 - 1,413) suites co-owned with institutional partners.

³ Excludes 239 furnished suites, 199 vacant suites and 60 suites held offline for repositioning.

⁴ Excludes 239 furnished suites and 60 suites held offline for repositioning.



Operating Expense Analysis

(\$000s except % amounts)	Same Property Portfolio ¹			Total Portfolio ²		
	Three months ended June 30,			Three months ended June 30,		
	2020	2019	Variance	2020	2019	Variance
Property operating costs	\$4,164	\$4,210	1.1%	\$5,714	\$4,504	(26.9)%
Property taxes	\$2,573	\$2,434	(5.7)%	\$3,465	\$2,649	(30.8)%
Utilities	\$1,655	\$1,724	4.0%	\$2,116	\$1,857	(13.9)%
	\$8,392	\$8,368	(0.3)%	\$11,295	\$9,010	(25.4)%

¹ The Same Property Portfolio represents 24 properties comprising 4,552 suites wholly-owned by the REIT for equivalent periods in 2020 and 2019.

² The Total Portfolio includes the Same Property Portfolio plus five (June 30, 2019 - two) additional properties acquisitions.

- **Same Property Portfolio operating costs decreased slightly as a result of lower repair, maintenance and furnished suite costs**
- **Same Property Portfolio property taxes increased year-over-year due to higher property assessed values and changes in tax rates, particularly on the REIT's Calgary properties**
- **Same Property Portfolio utilities decreased year-over-year primarily as a result of lower consumption due to the milder weather and the implementation of green initiatives**
- **Total Portfolio property operating costs, property taxes and utilities increased year-over-year as they reflect three new property acquisitions**



Revenue Analysis

Realizing on Organic Growth Potential

Realized Gain on New Leases in the three months ended June 30, 2020¹

Geographic Node	Total New Leases Signed	Average Monthly Expiring Rent	Average Monthly New Rent	Percentage Gain on New Leases	Realized Annual Gain on New Leases (000s) ²
Toronto	68	\$1,877	\$2,108	12.3%	\$118
Ottawa	151	\$1,406	\$1,589	13.0%	\$332
Alberta	70	\$1,311	\$1,298	(1.0)%	(\$11)
Montreal	50	\$1,579	\$1,662	5.3%	\$28
Total/Average	339	\$1,469	\$1,602	9.1%	\$467

Gain-to-Lease Potential on Existing Rents³

Geographic Node	Total Suites	Average Monthly In-Place Rent/Suite	Management's Estimate of Monthly Market Rent	Percentage Gain-to-Lease	Estimated Annualized Gain-to-Lease (000s) ⁴
Toronto	1,796	\$1,835	\$2,093	14.1%	\$3,607
Ottawa	2,884	\$1,477	\$1,701	15.2%	\$7,755
Alberta	603	\$1,316	\$1,245	(5.3)%	(\$509)
Montreal	1,462	\$1,907	\$2,125	11.4%	\$2,564
Total/Average	6,745	\$1,609	\$1,807	12.3%	\$13,417

¹ Excludes new leases of furnished suites.

² Leases on properties where Minto Apartment REIT co-owns the property are shown at the REIT's effective ownership in those leases.

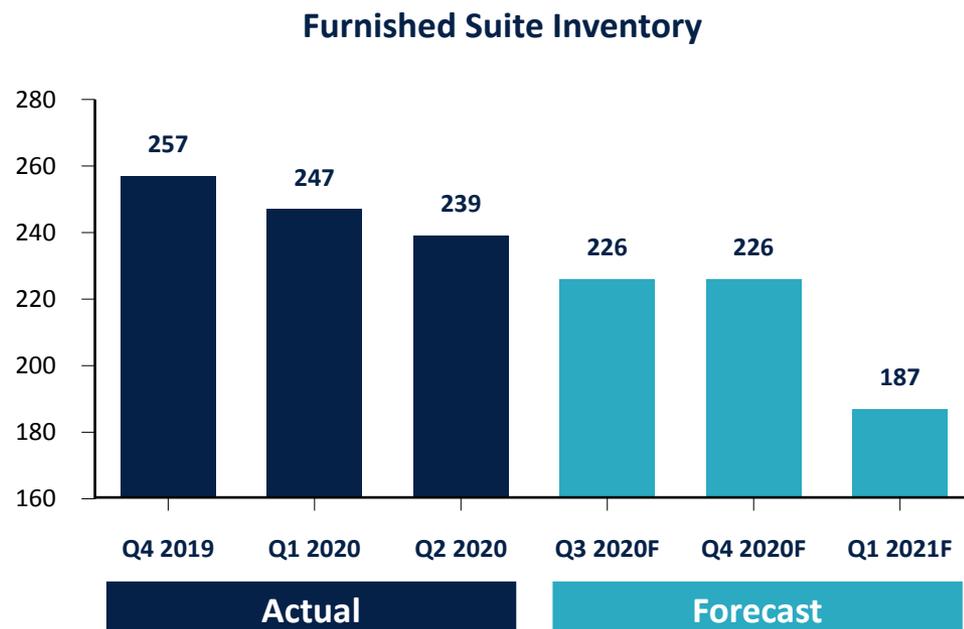
³ Data as of June 30, 2020. Excludes 239 furnished suites, 199 vacant suites and 60 suites held offline for repositioning.

⁴ Suites in properties that are co-owned by the REIT are shown at the REIT's effective ownership interest in those properties.



Furnished Suite Program - Adjusting Inventory

Adapting furnished suite inventory to the market



Furnished suite at Minto Yorkville, Toronto

- COVID-19 has negatively impacted corporate travel, relocations and furnished suite demand
- The REIT will be adjusting inventory downward in H2:2020 by:
 - returning 13 suites in Montreal and Alberta to the unfurnished inventory
 - repositioning 39 suites at 150 Roehampton in Toronto to be leased on an unfurnished basis in Q1 2021



Q2 2020 Repositioning Summary

Capital Deployed Productively

	Three months ended June 30, 2020
Suites renovated (Gross)	50
Suites renovated (at the REIT's share)	32
Average cost per suite	\$39,767
Average annual rental increase/suite	\$3,142
Average annual unlevered return	8%

50 suites were repositioned in Q2 2020 at an average cost of \$39,767 per suite generating an annual average rental increase of \$3,142 per suite



Portfolio Repositioning Status at Q2 2020

Property	REIT Ownership Interest	Suites Repositioned and Leased		Remaining Suites ¹ to Reposition	Total Suites ¹ in the Program	% Complete
		Three months ended June 30, 2020	Six months ended June 30, 2020			
Minto Yorkville	100%	2	3	50	99	49%
Leslie York Mills	50%	10	28	332	409	19%
High Park Village	40%	5	12	380	407	7%
Edmonton properties ²	100%	3	8	79	171	54%
Carlisle	100%	5	15	147	191	23%
Castle Hill	100%	4	15	118	176	33%
Rockhill	50%	21	40	883	934	5%
Total		50	121	1,989	2,387	17%

¹ All suite counts, including co-owned properties, are presented at 100% and not at the REIT's ownership share.

² The Edmonton repositioning program is currently on hold due to market conditions.

- **Significant value creation remains in the 1,989 suites to be repositioned**
- **Subject to availability of suites through turnover, the REIT expects to reposition between 100 and 150 suites in H2 2020 (approximately 50 to 100 at the REIT's proportionate share)**



Repositioning Programs in Test Suite Phase

Feasibility testing underway to evaluate repositioning potential of a further 1,000+ suites

Property	REIT Ownership Percentage	Potential Suites to Reposition
Haddon Hall	100%	210
Le 4300	100%	318
Roehampton	100%	148
Castleview	100%	241
Skyline Maisonettes	100%	168
Total		1,085

- The REIT's repositioning program presents the best risk/return profile of all investment opportunities, generating NAV growth at the expense of modest near term earnings dilution
- Repositioning programs are flexible, with relatively small, discrete capital commitments and short project durations, easily accelerated or slowed as market conditions dictate
- The high volume of repositioning in progress generates efficiencies through volume purchasing, repeatable design concepts and lessons learned from other projects



Intensification and Development

Benefits from the Strategic Alliance with The Minto Group

Fifth + Bank Redevelopment

Concept



Construction Underway



	REIT Ownership Interest	Suites
Development approvals being pursued for:		
Richgrove	100%	225
Leslie York Mills	50%	192
Rezoning being pursued for:		
High Park Village	40%	~650
Purchase option:		
Fifth + Bank	100%	160
		1,227

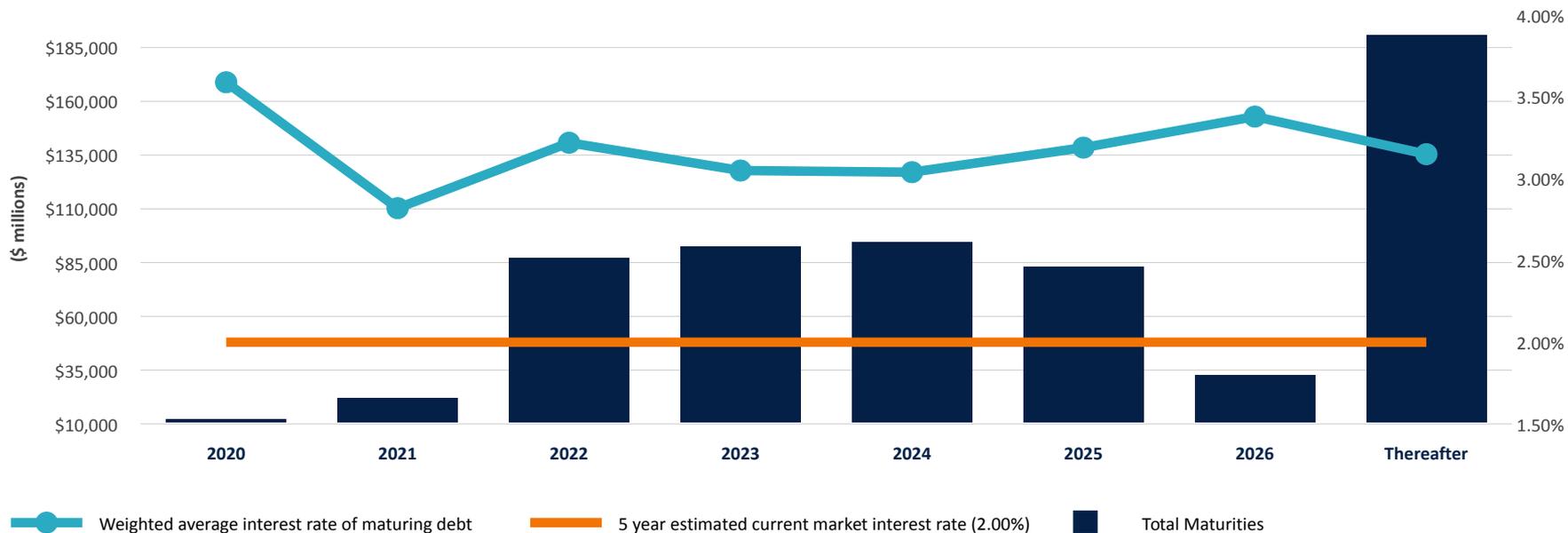
- Construction continues at Fifth + Bank: demolition of existing structures and excavation are complete, site crane has been erected and the raft slab has been poured



Debt Financing and Liquidity

The REIT maintains a conservative leverage ratio and balance in its maturity schedule

Term Debt Maturity Schedule



5.67 Years Weighted Average Term to Maturity ¹	3.07% Weighted Average Interest Rate ¹	69% of Debt is CMHC Insured	86.16% of Debt is Fixed Rate	39.5% Debt-to-Gross Book Value	\$193.4m Cash and Credit Facility Available
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¹ For fixed rate debt



Q2 2020 - Update on COVID-19

- **Management continues to prioritize the health and safety of residents, employees and business partners by adjusting processes and procedures to limit the spread of COVID-19**
- **Government restrictions have eased somewhat allowing the REIT to resume capital projects**
- **The REIT's collections have been consistent with pre-pandemic collection cycles**
- **Only a small percentage of residents entered into rent deferral plans 2.5% and the vast majority of those residents that entered plans are current on their payments**
- **Subsequent to end of Q2 2020 leasing has remained strong and the REIT signed 120 new leases in July at lease rates higher than expiring rates in all geographies. The average gain-to-lease for the entire portfolio was approximately 10%**
- **The REIT is managing its treasury to ensure significant liquidity**



Outlook

As restrictions continue to be lifted, Management continues to execute on its business plan through:

- **Capitalizing on organic growth opportunities including the continued realization of embedded gain-to-lease on existing rents**
- **Creating value from the repositioning of existing assets with on-going investment in in-suite and common area improvements**
- **Exploring opportunities to make strategic acquisitions in urban centres across Canada**
- **Capitalizing on our relationship with The Minto Group to source growth either through the intensification of existing sites or by accessing The Minto Group's pipeline of assets and development opportunities**
- **Ensuring environmental, social and governance criteria are part of our business strategy**