

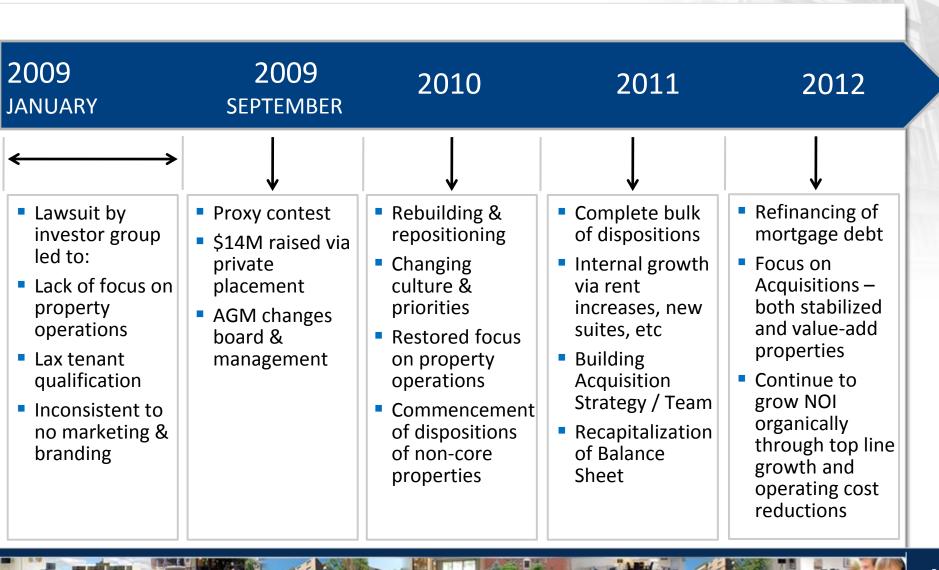
# INTERRENT REIT—



## FORWARD LOOKING STATEMENT

This presentation contains "forward-looking statements" within the meaning of the United States Private Securities Litigation Reform Act of 1995 and 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.sedar.com. 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. In particular, there is no assurance that the specified equity issue will be completed on schedule or at all as the completion will be conditional upon prevailing market conditions. There is no assurance that the specified acquisitions will be completed within the anticipated timeframes expressed above or at all. These transactions are all conditional upon financing. There is no assurance that sufficient funds will be raised in order to complete all or a portion of these acquisitions.

## **TIMELINE**





## **NEW MANAGEMENT & BOARD**

MIKE MCGAHAN - Chief Executive Officer, Trustee

Ownership:  $CEO \sim 8\%$  Board & Mgt  $\sim 3.5\%$ 

**CURT MILLAR** - Chief Financial Officer

**JACIE LEVINSON** - Chairman of the Board of Trustees

**PAUL AMIRAULT** - Trustee

**PAUL BOUZANIS** - Trustee

**RON LESLIE** - Trustee

**VICTOR STONE** - Trustee

Experienced and highly qualified team in place to lead growth



## **INTERRENT REIT**



#### **OBJECTIVE:**

Generate Sustainable & Growing Cash

Distributions and Increase Unitholder

Value over Time

## **OPERATING PRINCIPLE:**

Leverage **Proven Industry Experience** to:

**Maximize** Revenue Streams

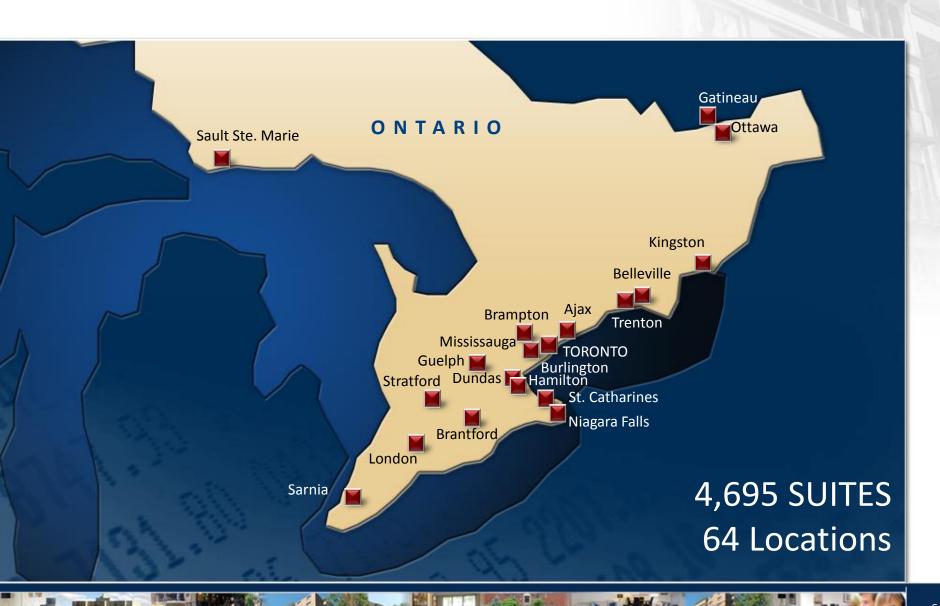
**Improve** Operational Efficiencies

**Apply Disciplined** Approach to Growth





## **REIT SNAPSHOT**







- Focused on growing within Ontario and Quebec's medium to large population markets with properties characterized by:
  - Owner neglect
  - Deferred maintenance
  - Higher than average vacancy rates
  - Ownership with limited access to capital
  - Lack of professional management



## **GROWTH POTENTIAL**

#### TOTAL SUITES IN TARGET MARKETS VS. INTERRENT SUITES

	TOTAL SUITES	<b>INTER</b> RENT	PENETRATION
Montreal Total	451,689	-	0.0%
Eastern Ontario Total	47,832	517	1.1%
GTA Total	307,171	555	0.2%
Hamilton / Niagara Total	57,980	884	1.5%
Northern Ontario Total	28,138	347	1.2%
NCR (Ottawa/Gatineau) Total	80,459	1,071	1.3%
Western Ontario Total	117,825	1,321	1.1%
TOTAL	1,091,094	4,695	0.4%

Significant opportunity to grow in markets that we understand and have a presence in



## INTERRENT REIT'S LOW RISK PROFILE



235 Charlotte, Ottawa



100 Silvercreek Parkway North, Guelph

- Multi-family properties known as safest real-estate asset class
- Broad geographic exposure generates stable cash flow
- Rent increases enabled by short term leases
- Lower cost mortgage financing insured by CMHC
- Liquid real estate class
- Acquisitions at discount to replacement cost



#### REPOSITIONING & STRENGTHENING PROPERTIES

#### **BEFORE**



Wonderland, **London** 



Hamilton Landing, Trenton

#### First Glance

- Attractive first impression package
- Consistent branding
- Upgraded landscaping







#### REPOSITIONING & STRENGTHENING PROPERTIES

#### **BEFORE**





614 Lake St, St. Catharines

#### **Entrance**

- Attractive first impression package
- Consistent branding
- Upgraded landscaping
- Cultured stonework
- Secure entrances







#### REPOSITIONING & STRENGTHENING PROPERTIES

#### **BEFORE**



341 Flora St., Ottawa



## Lobbies & Hallways

- Continued first impression
- Two-tone paint scheme
- Wall panels
- Seating area
- Artwork
- Bright / well lit
- Enhanced security







#### REPOSITIONING & STRENGTHENING PROPERTIES

#### BEFORE



80 Virginia, Kingston

#### **Suites**

- Designer finishes
- Upgraded kitchens
- Tile / Laminate flooring
- Refurbished bathrooms







#### REPOSITIONING & STRENGTHENING PROPERTIES

#### **AFTER**



#### **Amenities**

- Added functionality
- Fitness rooms
- Media rooms



MEDIA ROOM – Wonderland, London

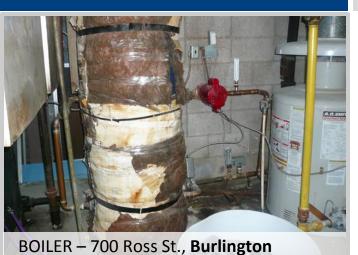


GYM - 2757 Battleford, Mississauga



#### REPOSITIONING & STRENGTHENING PROPERTIES

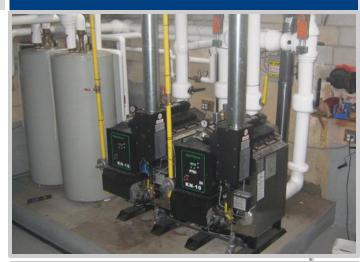
#### **BEFORE**



#### Infrastructure

- Energy-efficient hydro, gas & water systems
- Hydro sub-metering
- Property specific upgrades

#### **AFTER**



#### **AFTER**

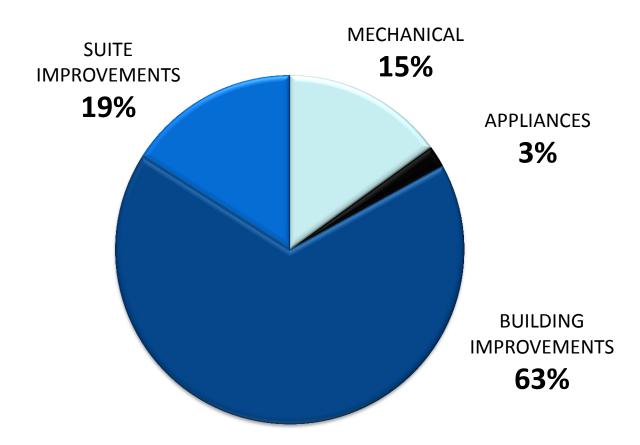






## **PORTFOLIO MANAGEMENT 2010 & 2011**

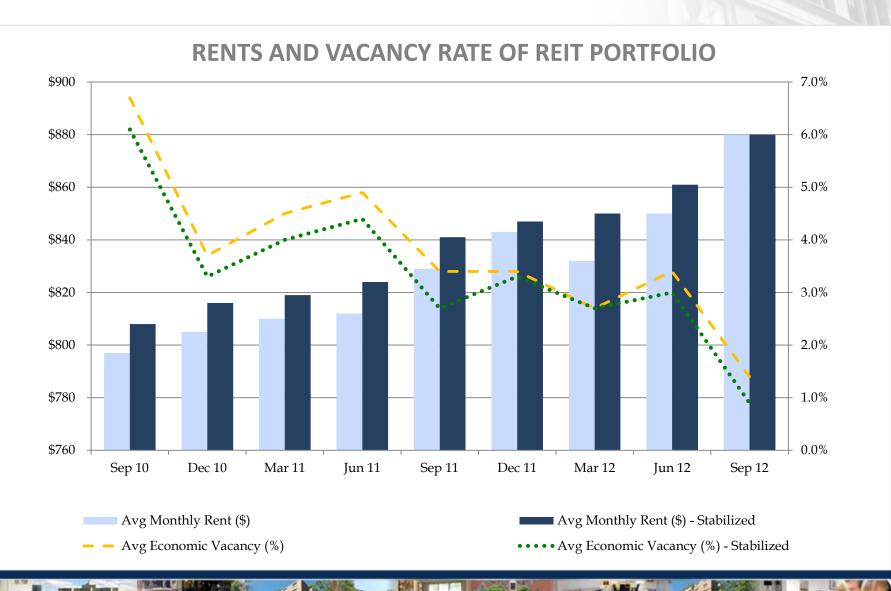
#### **USE OF FUNDS**



PROPERTY IMPROVEMENTS: Total of \$36 M CAPEX Invested



## **INVESTMENT BENEFITS**





## **QUARTERLY FINANCIAL REVIEW**

	2010	2011			2012			
Selected Financial Information In \$000's	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Operating Revenue	\$9,434	\$9,421	\$9,434	\$9,714	\$9,902	\$10,806	\$11,568	\$12,448
Operating Expenses	4,742	5,086	4,227	4,160	4,492	5,093	4,531	4,726
Operating NOI	4,692	4,335	5,207	5,554	5,410	5,713	7,037	7,772
NOI %	49.7%	46.0%	55.2%	57.2%	54.6%	52.9%	60.8%	62.0%
Weighted Avg No. of Suites	4,005	3,969	3,963	3,998	3,971	4,334	4,521	4,654
NOI per Suite	\$1,172	\$1,092	\$1,314	\$1,389	\$1,362	\$1,318	\$1,557	\$1,670
Funds from Operations	\$631	\$593	\$749	\$1,634	\$1,324	\$2,010	\$3,549	\$4,092
FFO per Unit	\$0.02	\$0.02	\$0.02	\$0.05	\$0.04	\$0.05	\$0.08	\$0.09



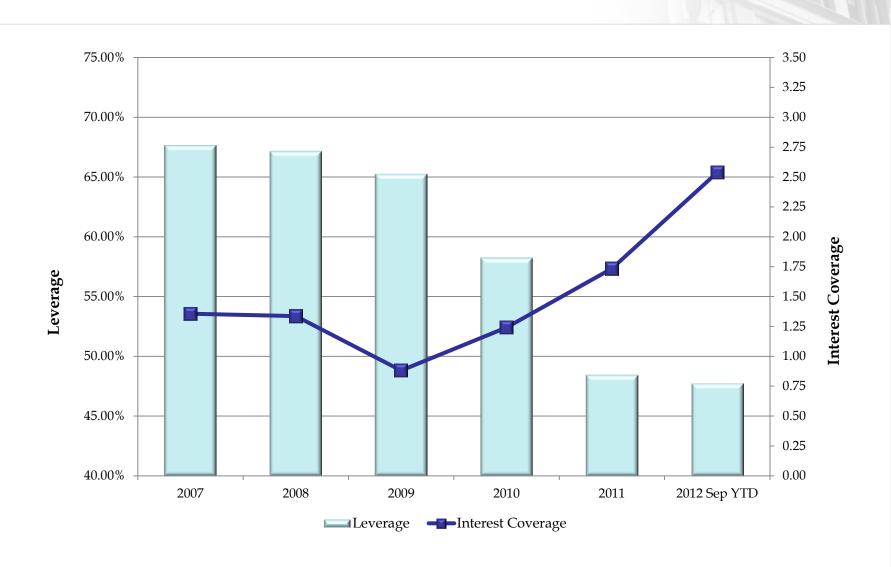
## **BALANCE SHEET**

	DECEMBER 31, 2010 (IFRS)	December 31, 2011 (IFRS)	September 30, 2012 (IFRS)
Total Assets	\$336,294	\$406,349	\$536,606
Liabilities	\$206,719	\$210,155	\$274,757
Unitholders' Equity	\$129,575	\$196,194	\$261,849
Units Outstanding	32,247,518	43,650,715	44,296,355
Asset Leverage	58.3%	48.5%	47.8%

\$150 million of debt/assets added would bring ratio to ~ 60% without consideration to any further FMV changes to the properties



## LEVERAGE & INTEREST COVERAGE



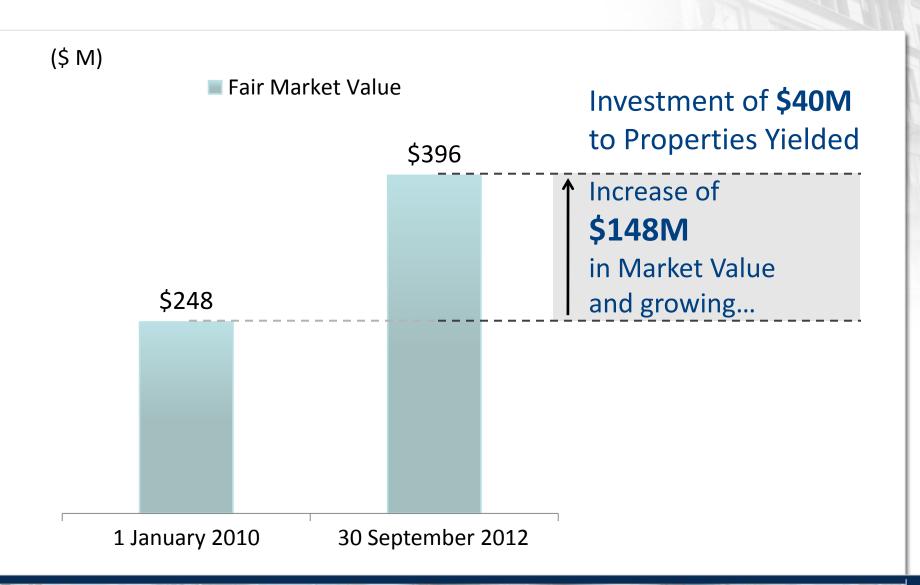


# FAVOURABLE MORTGAGE & DEBT SCHEDULE

YEAR MATURING	MORTGAGE & DEBT BALANCES At June 30, 2012 (in \$ 000's)	WEIGHTED AVERAGE BY MATURITY	WEIGHTED AVERAGE INTEREST RATE
2012	\$6,072	2.4%	3.31%
2013	\$94,397	37.3%	3.59%
2014	\$22,567	8.9%	3.85%
2015	\$8 <i>,</i> 575	3.4%	3.25%
2016	\$16,542	6.5%	4.33%
2017	\$42,628	16.8%	4.48%
Thereafter	\$62,559	24.7%	3.07%
TOTAL	\$253,340	100%	3.66%



## **ADDING VALUE – STABILIZED PROPERTIES**





## **INVESTMENT HIGHLIGHTS**



- Team and Strategy proven at Repositioning Properties and Creating Value
- Strong Portfolio Capital Invested 2010 2012 = minimal deferred maintenance
- Upside remaining in Existing Portfolio
- Successful Platform able to grow existing markets and expand to new ones
- Size large enough to attract people/deals yet small enough to "move the needle"
- Payout Ratio and Leverage are both very conservative



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