



### **Q3 2022 Centurion Apartment Real Estate Investment Trust**

As at September 30, 2022





#### **Disclaimer Statement**

IMPORTANT INFORMATION: The results shown have been prepared by the asset manager. This communication is for information purposes only and is not, and under no circumstances is to be construed as, an invitation to make an investment in Centurion. Investing in Centurion Units involves risks. There is currently no secondary market through which Centurion Units may be sold and there can be no assurance that any such market will develop. A return on an investment in Centurion Units is not comparable to the return on an investment in a fixed-income security. The recovery of an initial investment is at risk, and the anticipated return on such an investment is based on many performance assumptions. Although Centurion intends to make regular distributions of its available cash to Unitholders, such distributions may be reduced or suspended. The actual amount distributed will depend on numerous factors, including Centurion's financial performance, debt covenants and obligations, interest rates, working capital requirements and future capital requirements. In addition, the market value of Centurion Units may decline if Centurion is unable to meet its cash distribution targets in the future, and that decline may be material. It is important for an investor to consider the particular risk factors that may affect the industry in which it is investing and therefore the stability of the distributions that it receives. There can be no assurance that income tax laws and the treatment of mutual fund trusts will not be changed in a manner which adversely affects Centurion.

PAST PERFORMANCE MAY NOT BE REPEATED. Investing in Centurion Units can involve significant risks and the value of an investment may go down as well as up. There is no guarantee of performance. An investment in Centurion is not intended as a complete investment program and should only be made after consultation with independent investment and tax advisors. Only investors who do not require immediate liquidity of their investment should consider a potential purchase of Units. The risks involved in this type of investment may be greater than those normally associated with other types of investments. Please refer to the Centurion Offering Memorandums for a further discussion of the risks of investing in Centurion.

Centurion Asset Management Inc. 25 Sheppard Avenue West, Suite 1800 Toronto, ON M2N 6S6 www.centurion.ca Contact Information 1-888-992-5736 invest@centurion.ca





#### **Presentation Outline**

- 1 Introduction to Centurion and Centurion Apartment REIT
  - The Fundamentals of the Canadian Multi-family RE Sector
    - 3 Centurion Investment Strategy and Process
    - 4 Strong Property Management Expertise
    - 5 Diversified Portfolio
  - 6 Centurion Apartment REIT Performance
- 7 Appendix: Acquisitions and Properties Under Development

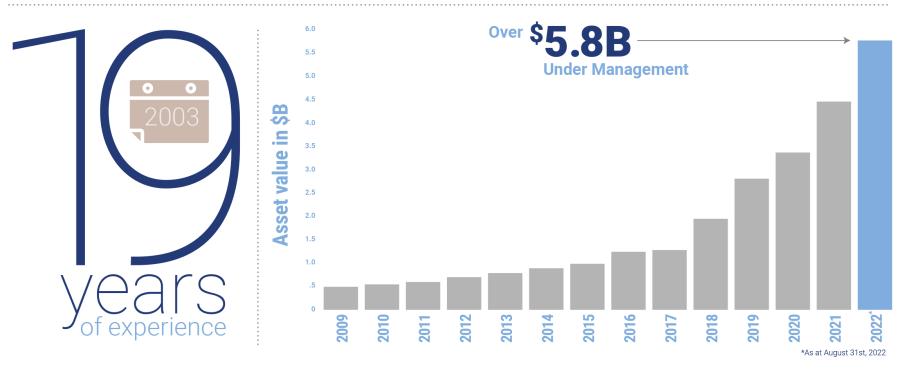




### **Centurion Asset Management Inc.**

Centurion Asset Management Inc. is an alternative investment manager of private mutual fund trusts and was established in 2003 in Toronto, Canada









### **Centurion Asset Management Inc.**

#### Centurion manages two investment trusts:



7% - 12% Targeted Annual Total Returns

Investments in rental apartments, student housing properties, and mortgage and equity investments in property developments across Canada and the United States.



7% - 12% Targeted Annual Total Returns

Debt investments that include, but are not limited to, mortgages, opportunistic real estate developments, and corporate debt.





### **Key Investment Officers**



### **Greg Romundt President and CEO**

- Over 25 years experience in the financial services and investment industries
- Engaged in investment in residential real estate since 1997, and investments and financial markets since 1991
- Former Financial Derivatives Trader at Citibank in Toronto, New York, and Singapore
- Former Senior Vice President and Partner (Emerging Markets Derivatives) AIG International Group
- Founder, President and Chief Investment Officer of Centurion Asset Management Inc.



**Stephen Stewart Executive Vice President, Mortgage Investments and Joint Ventures** 

- Over 20 years experience in the financial services and investment industries
- Chief Lending Officer of ING Bank of Canada, responsible for the company's commercial and retail lending departments of over \$20 billion
- 5 years as CFO of ING Bank of Canada, overseeing all aspects of finance, accounting, risk management, and chairing the bank's credit committee
- Prior to ING, Mr. Stewart was with Hudson Advisors, a PE firm specializing in real estate debt investments



**Daryl Boyce Executive Vice President, Corporate Finance** 

- Investment and commercial/corporate lending experience spans over 35 years, managing both debt and private equity portfolios
- 25 years with Scotiabank as senior commercial lender, lending over \$2 billion
- · Four years directing \$1-billion family office/private equity portfolio
- · Successfully arranged and negotiated a wide range of financings over a variety of sectors





### **Centurion Apartment Real Estate Investment Trust**

- Canadian private mutual fund trust
- Investments in multi-family apartment rental buildings, student housing properties, mortgage investments, and equity development projects across Canada and the United States
- A large percentage of the mortgage investment and equity development projects contain a "first-right-of-purchase offer" option which serves as a strategic proprietary pipeline of potential acquisitions for the REIT
- Majority of the properties are operated by the REIT
- Majority independent Board of Trustees





### **Benefits to Investing in Centurion Apartment REIT**



Chance to invest in income-producing apartments and mortgage investments



Real estate ownership without responsibility of management



Long-term growth potential



RRSP, RRIF, and TFSA eligible



Tax-efficient



Monthly cash distributions with a Distribution Re-Investment Plan available at a 2% discount



Stable, rational pricing with lower volatility and low correlation to major equity markets

Compound Annualized Rate of Return (Class A)

13.27%

Since Inception (August 31, 2009)

7% - 12%

TARGETED ANNUAL TOTAL RETURNS

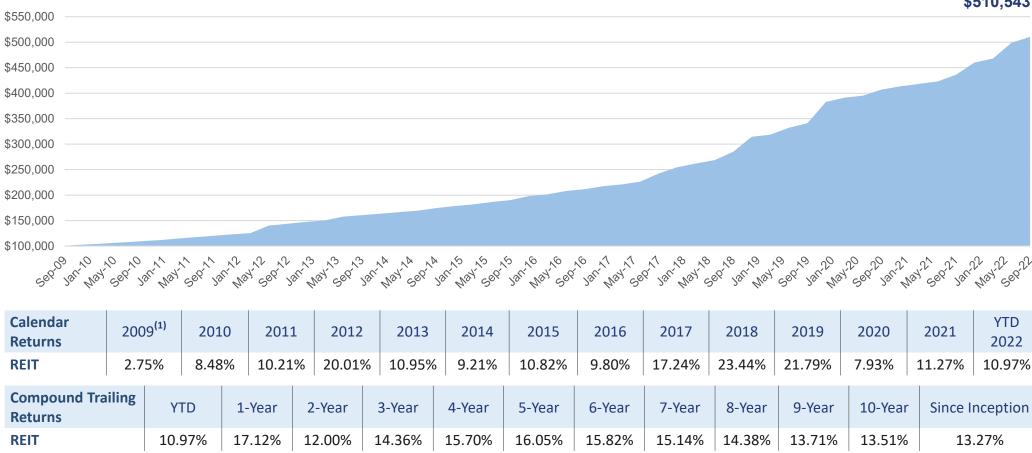




### **Centurion Apartment REIT**

### GROWTH OF \$100,000 INVESTED IN CENTURION APARTMENT REIT (Class A Units) (since inception, August 31, 2009)

September 30, 2022 \$510,543



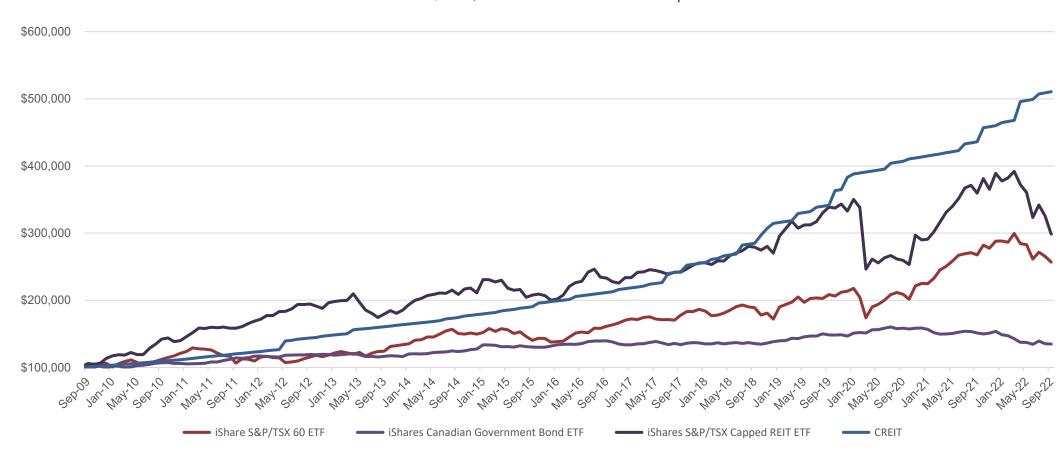
<sup>1.</sup> For partial year August 31, 2009, to December 31, 2009





### **Centurion REIT Performance vs. Investment Indices**

# Centurion Apartment REIT Growth of \$100,000 Invested Since Inception



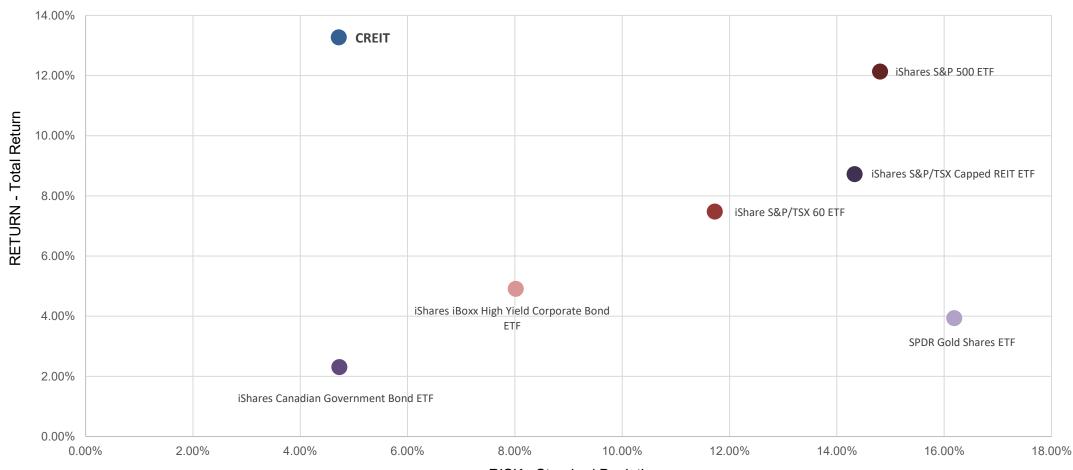




### **Centurion REIT Performance vs. Investment Indices**

#### **CREIT Return & Volatility**

Since Inception (Aug 2009 - Sep 2022)







### **Majority Independent Board of Trustees**

#### **Depth of Experience and Expertise**



**Greg Romundt**President, CEO, and Trustee



Robert Orr EVP (Finance), CFO, CCO, and Trustee



Ross Amos
Chairman of the Board | Independent Trustee



Andrew Jones
Independent Trustee



**Stephen Stewart**EVP Mortgage Investment and Joint Ventures, and Trustee



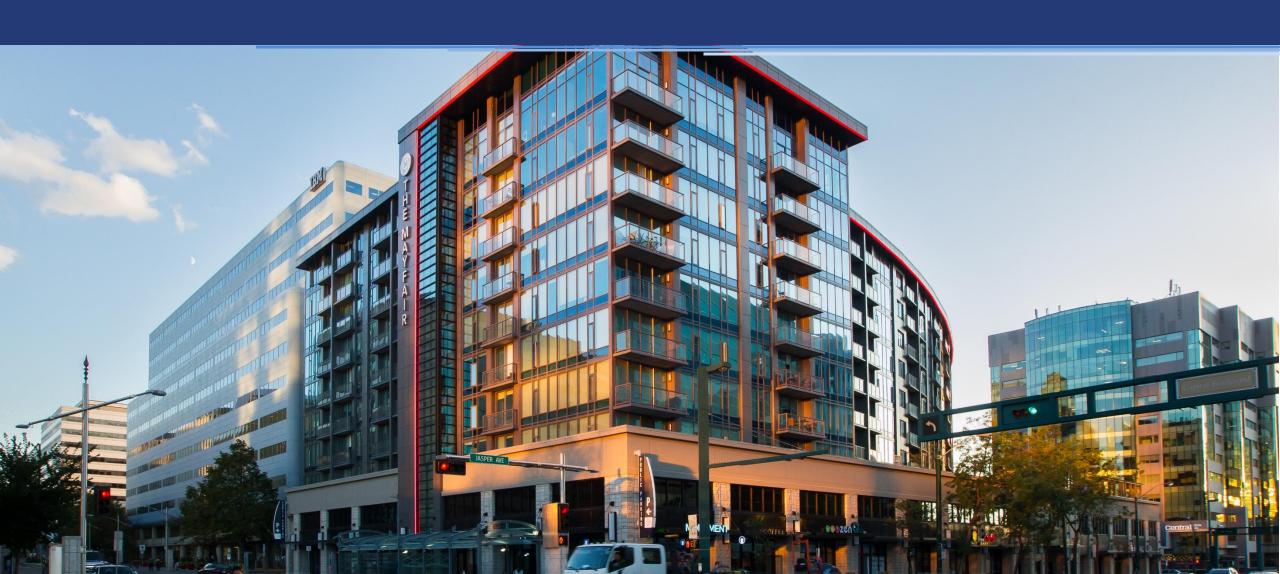
Peter Smith Independent Trustee



Ken Miller Chairman of Audit & Credit Committee | Independent Trustee



# THE FUNDAMENTALS OF THE CANADIAN MULTI-FAMILY REAL ESTATE SECTOR





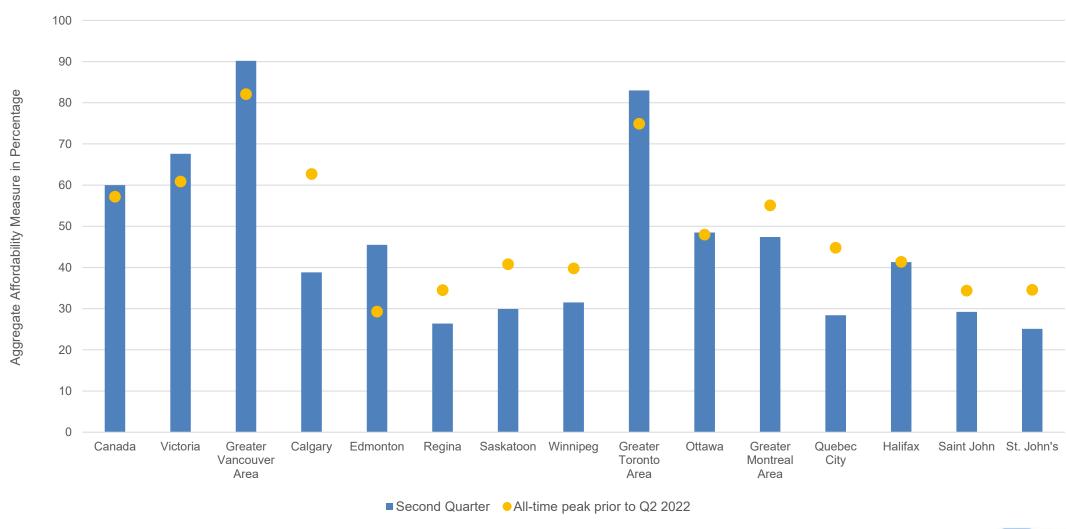
### **Driving Forces of Canadian Apartment Real Estate Sector**

- 1. Unaffordable Housing In Major Urban Areas
- 2. Canada Enjoys Strong Immigration
- 3. Rental Apartment Supply Is Not Keeping Pace With Demand
- 4. Growing Millennial Preference Towards Renting
- 5. Ageing Society Looking to Downsize and Rent
- 6. Broad Trend Towards Deleveraging
- 7. Growth of Rental Apartments as an Investment Asset Class





### **Q2 2022 Canadian Housing Still Remains Unaffordable**



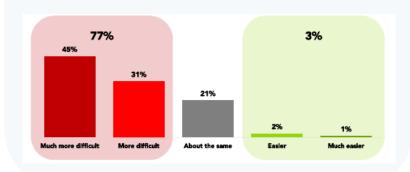




### Homeownership Is Out Of Reach, Driving Many Into Rentals

In Ontario, **over half** (56%) of non-homeowners say they've given up or are very pessimistic about buying a home<sup>(1)</sup>

8 in 10 Ontarians find it has become more difficult to purchase a residential property in the past year



Saving for a 20% down payment in Canada takes 14+ years<sup>3</sup>



**72%** of Canadian millennials want to buy a home

**46%** say owning a home is a "pipe dream" and not a reality<sup>2</sup>



Ontario Real Estate Association/Abacus Data (2021) <u>Housing affordability in Ontario perceptions, impacts and solutions</u>

<sup>2.</sup> The Globe and Mail (2021, July 30) Millennial families can't expect to live the way their parents did

<sup>3.</sup> Global News (2021, June 26) Millennials vs. baby boomers: Why the cost of living has skyrocketed for young Canadians



### Immigration is a Strong Source of Apartment Rental Demand

#### Demand is driven by massive immigration and international students who tend to rent most

In population growth mode from 2016 to 2021

Canada's population climbed by 5.2% - nearly twice the rate of every other G7 country

Growth was mainly due to immigration - representing almost four-fifths of the gain

Statistics Canada, Canada tops G7 growth despite COVID, Feb. 2022

Canadian Government seeking more immigration

Welcoming immigrants at a rate of ~1% of the population

Permanent resident targets:

- 401,000 in 2021
- 411.000 in 2022
- 421,000 in 2023

Previous targets:

- 351,000 in 2021
- 361,000 in 2022

Government of Canada, 2021-2023 Immigration Targets

International students flocking to Canada

450,000

new study permits issued in 2021 - shattering 2019 all-time record

60%

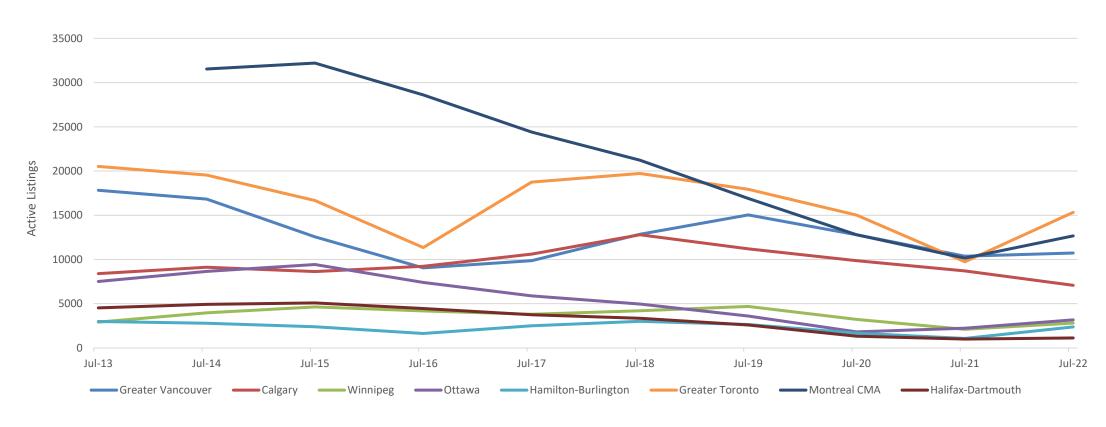
of international students plan to apply for permanent residence in Canada

CIC News/Immigration, Refugees and Citizenship Canada, March 2022

Canadian Bureau for International Education (June 2022) - <a href="https://cbie.ca/infographic/">https://cbie.ca/infographic/</a>



### **Active Apartment Listings are Decreasing in Major Canadian Residential Markets**



	Greater Vancouver	Calgary	Winnipeg	Ottawa	Hamilton- Burlington	<b>Greater Toronto</b>	Montreal CMA	Halifax- Dartmouth
10-Year Avg Comparison	-16.1%	-26.1%	-23.0%	-41.9%	3.2%	-6.8%	-40.2%	-65.5%





### Supply/Demand of the Canadian Multi-residential Apartment Sector

#### **Demand**

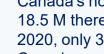
Canada will require a total of 22 M dwellings by 2030 to achieve affordable accommodation for all Canadians<sup>1</sup>

Ontario's population is projected to grow 2.27 M over the next ten years which will need Ontario to build one million new homes<sup>5</sup>. With 30.2% of Ontarians renting, there will be an anticipated demand of 302,000 for rental units<sup>3</sup>

Quebec, B.C. and Ontario will have to build 3.5 M homes by 2030 to reach CMHC's national affordability target4

Ontario requires 42,000 rental units to be completed every year until 2031 to meet forecast demand<sup>7</sup>

#### Supply



Canada's housing growth is only expected to grow to 18.5 M thereby leaving a 3.5 M housing gap<sup>1</sup>. In 2020, only 31% of the 202,655 housing starts across Canada were rental<sup>2</sup>



Net new rental supply in Ontario is projected to total only 242,000 units over the next 10 years, comprised of nearly 143,000 net new purpose rentals and 99,000 net new condominium rentals<sup>6</sup>



There will only be enough labour to increase the number of starts by 30 to 50% of the 3.5 M by 20304



It is expected that only approximately 24,000 units/year will be delivered in Ontario in the next ten years<sup>7</sup>



Canadian Mortgage Housing Corporation (CMHC); (June 2022); Housing Canada's Housing Supply Shortages: Estimating what is needed to solve Canada's housing affordability crisis

The Globe and Mail; (Sept. 17, 2021); Millions of Canadians rent, but they have been left out of federal campaign promises

Statistic Canada (2016); Census Profile, Canada The Canadian Press (October 6, 2022); Housing starts will fall below 2030 supply targets in Ont., Que. and B.C.: CMHC

Smart Prosperity Institute (Oct. 2021); Baby Needs a New Home: Projecting Ontario's Growing Number of Families and Their Housing Needs

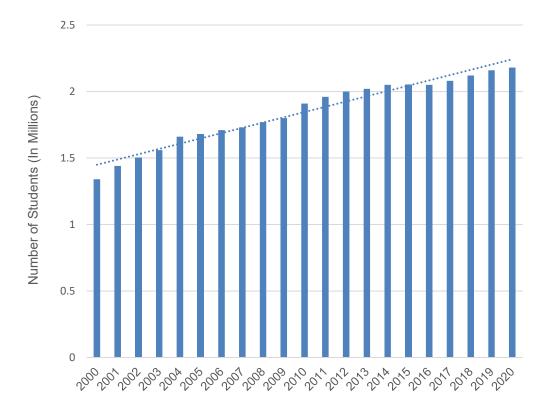
Urbanation/Federation of Rental-housing Providers of Ontario (May 2022); Ontario Rental Market Study Update: Revisiting the Rental Demand & Supply Outlook in 2022 and Beyond

Federation of Rental-housing Providers of Ontario; (May 2020); Purpose-built Rental Housing is the Way of the Future



#### **Canadian Student Residence Market**

# Number of students enrolled in post-secondary institutions in Canada from 2000 to 2020<sup>2</sup>



- 450,000 new study permits issued in 2021 shattering 2019 all-time record<sup>1</sup>
- 2.18 million full-time students enrolled in Canadian universities and colleges<sup>2</sup>
- 3% of Canadian university student live in purposebuilt, off-campus student housing as compared to 10% and 12% in the U.S. and the U.K., respectively<sup>3</sup>
- Canada is 10 to 15 years behind the pace of the U.S. and the U.K. in developing off-campus housing<sup>3</sup>
- Nationwide, there is a need for 416,00 additional beds for students near campuses. Montreal needs more than 51,000 beds, Toronto more than 32,000 beds, and Ottawa more than 21,000<sup>3</sup>



<sup>1.</sup> CIC News (2022, March 27) Canada welcomed 450,000 new international students in 2021, an all-time record

<sup>2.</sup> Statista (2022, January 6) Number of students enrolled in postsecondary institutions in Canada from 2000 to 2020

Vancouver Sun (2019, October 2). Student housing in Canada: Soaring demand but supply lags 'far behind,' says report.

## **CENTURION INVESTMENT STRATEGY AND PROCESS**





### **Investment Management Strategy**







#### **Target Markets**

- Growing Canadian population centers, principally the "ex-urbs" of Toronto and Vancouver, SW Ontario, Quebec, Lower BC Mainland, Vancouver Island, and the SMILE states in the U.S.
- Pockets in primary or secondary markets where a property can be acquired at an attractive discount

#### **Target Assets**

- Multi-family rental apartment buildings and student residences
- New builds as well as unstabilized properties
- Developments financed by Centurion Apartment REIT
- Buildings to be acquired at reasonable cap rates

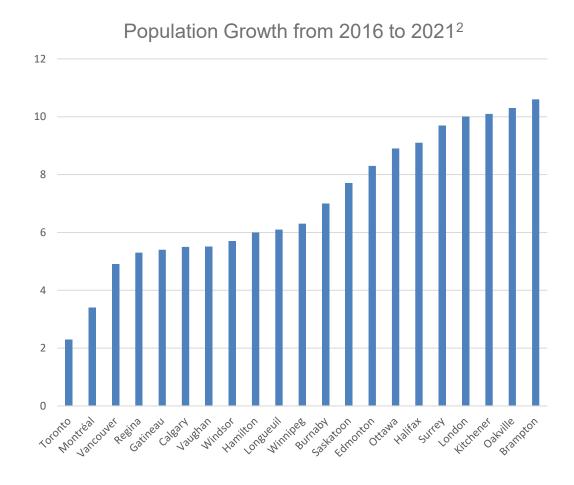
# Asset Management

- Maintain overall high occupancy rates through well developed leasing strategies
- Maintain strong NOI margin through economies of scale and maintenance and repair programs aimed at continually improving property energy efficiency
- Properties managed with a view to for a long-term hold





#### Growth of Rental Demand in Canada's "Ex-urb" Cities



- For at least the past decade, the high cost of living / accommodation has prompted many residents of Canada's 3 largest metropolitan centers to move to its outlying commuter "ex-urb" cities in search of cheaper prices
- This has had the effect of pushing up rents in outlying metropolitan areas
- Avg. monthly September 2022 rent for 2-bedroom apartment:

Vancouver, BC: \$ 3,694<sup>1</sup>
 Toronto, ON: \$ 3,266<sup>1</sup>
 Montreal, QC: \$ 1,943<sup>1</sup>

 Avg. monthly September 2022 rents and YOY rent growth for 2-bedroom apartment in some of Canada's "ex-urb" cities:

London, ON \$ 2,112 (+30.4%YOY) 1 Surrey, BC \$ 2,145 (+22.2% YOY) 1 Etobicoke, ON \$ 2,736 (+20.6% YOY) 1

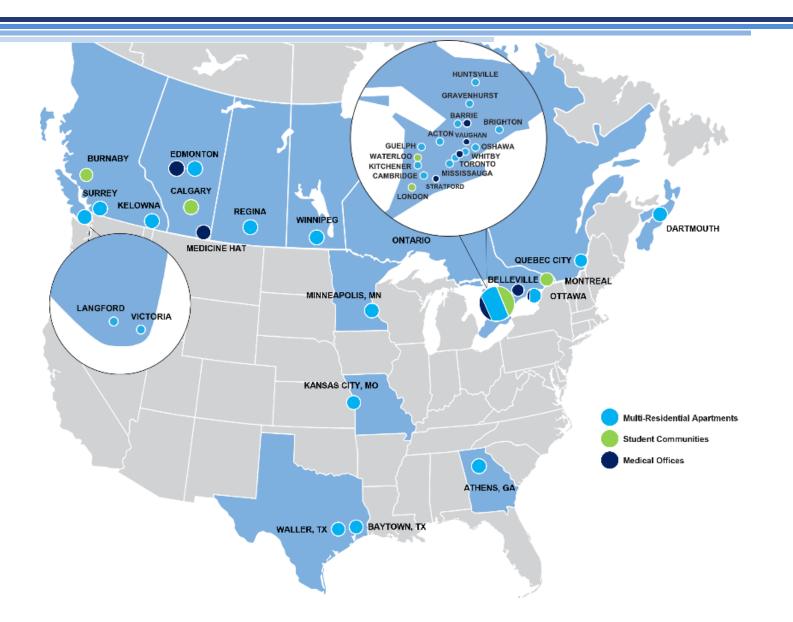


<sup>1.</sup> rentals.ca (2022, September) Rent Report

<sup>2.</sup> Statistics Canada (2022, February 9) Canada's fastest growing and decreasing municipalities from 2016 to 2021



### **Property Portfolio**



145

#### **PROPERTIES**

119 multi-residential apartments 15 student communities 11 medical offices

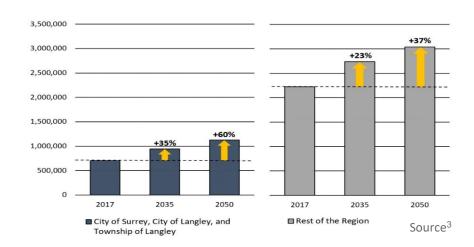
**19,729**RENTAL UNITS

47
CITIES





### Growth of the BC Lower Mainland, Interior and Vancouver Island





Source<sup>3</sup>

- In 2021, only little over a quarter of purpose-built apartments in Vancouver have two or more bedrooms<sup>1</sup>
- Avg. rent of a two-bedroom apartment (September '22):

Victoria: \$ 2,750 (+27.3% YOY)<sup>2</sup> Surrey: \$ 2,145 (+22.2% YOY)<sup>2</sup> Burnaby: \$ 2,553 (+9.0% YOY)<sup>2</sup>

- Metro Vancouver's South Fraser subregion is forecasted to see 420,000 additional residents and 147,000 new jobs by 2050<sup>3</sup>
- Along the SkyTrain extension corridor, population and employment growth figures are expected to rise by 49% and 38% over the same timeframe<sup>3</sup>
- Kelowna was Canada's fastest growing city in 2021<sup>4</sup>
- Centurion owns 17 properties in British Columbia



<sup>1.</sup> CMHC (2021). 2021 Rental Market Survey

<sup>2.</sup> rental.ca (2022 September). Rent Report

<sup>3.</sup> Chan, K. (2020, January 28). Surrey promises densification to TransLink to help support SkyTrain extension: Vancouver Urbanized

<sup>4.</sup> Business Vancouver (2022, February 10). Kelowna is now the fastest growing city in Canada



### **Property Review and Investment Process**



**DUE** 

**DILIGENCE** 

**CLOSING** 

- Deals are brought to Centurion through multiple channels real estate brokers, developers, private off-market contacts, Centurion Apartment REIT financing pipeline
- Deep industry relationships provide Centurion with strong deal flow
- First screening: Is the opportunity worthy of consideration based on an investment thesis? If Yes, then:
- Review and analysis of property documentation: rent rolls, tax bills, utility bills, etc.
- Broad market and neighbourhood analysis: rental demographics, retail amenities in the area, etc.
- Site visit and inspection of a few units: check on building workmanship and maintenance
- Preparation of deal package to include pro-forma returns based on operating and capital assumptions
- Deal merits are evaluated by management, taking into consideration such factors as:
- Is the property worth repositioning? What metrics would be considered for a forward sale?
- What are projected vacancy rates and the benefits of the economies of scale?
- What should the terms and the financing of the deal be? If the deal is provisionally approved, then:
- · An offer letter is submitted with price, terms and conditions to put the property under contract
- Review of additional documentation: apartment leases, city permits, building warranties, floor plans, etc.
- Full property inspection will include a walk though of more than 50% of the building units
- Third party consultants will conduct building and environmental assessments as well as independent valuation appraisals
- · A final proposal package is prepared and presented to the Board for review and approval
- Upon final approval, legal docs are prepared, and contracts signed
- Closings are typically between 30 to 60 days





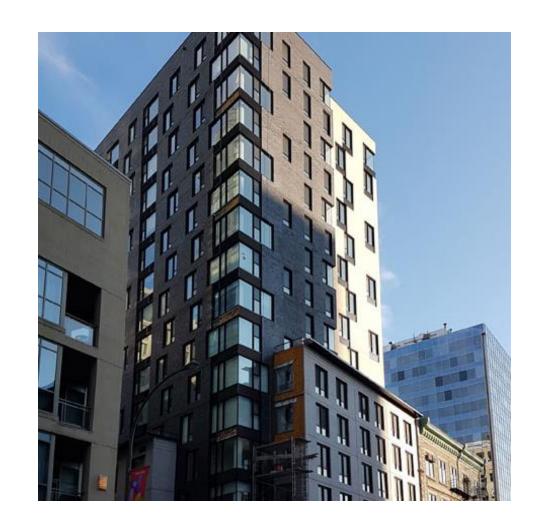
### SIX88 | Old Montreal, Québec

Acquisition of a brand-new 16-storey luxury multi-family property with 145 rental apartment units

Represents the fifth acquisition on the island of Montreal and the 38th acquisition within the province of Quebec

A mix of one to three-bedroom suites offering various amenities and features including:

- Roof-top terrace
- Fitness room
- Keyless entry system
- Modern security system
- Full-time concierge







### Medical Office Holdings | Ontario & Alberta

75% ownership in a 9-building medical office portfolio

All the buildings are leased with an average occupancy of about 73%

Ongoing search of opportunistic buys where we can buy distressed or with upside

Also looking at new build combined medical office mixed with multi-residential type opportunities





















### Le Bacc | Sainte-Foy, Québec City

Built in 2021, this six-storey mid-rise offers a total of 170 rental apartment units.

A mix of studio, one, two, and three-bedroom suites with balconies for an extended living space

- Institutional quality standards
- State-of-the-art construction
- All-inclusive rental packages for tenants
- Five minutes away from Quebec City Center- the city's financial district and entertainment capital







### **Oshawa & Ottawa, Ontario**

# **Acquisition of three properties with 329** rental units

Mix of bachelor, 1, 2, and 3-bed suites

- Laundry facility
- Underground and surface parking options
- Near major highways, public transit, grocery and retail stores
- Near restaurants ands schools
- Some suites are renovated







### La MARQ Student Residence | Montreal, Quebec

#### A Total of 440 Beds

#### Mix of 3, 4, and 5-bedroom suites

- Private bedrooms with personal fob entry to each room and suite
- Bedroom fully furnished with double bed, desk and storage
- Furnished living areas
- Television with cable
- Fitness facility, including bi-weekly yoga classes
- Study rooms
- Theatre room
- Large social room including ping pong and billiards tables
- Laundry on every floor











### Simon Fraser University Student Residence | Burnaby, B.C.

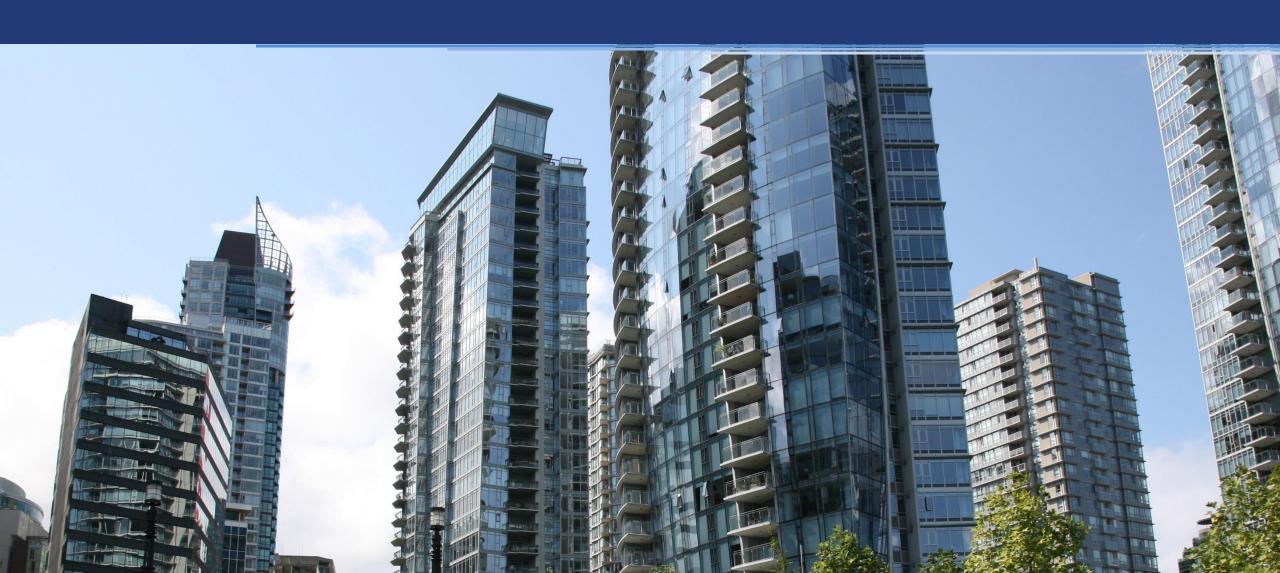
#### **482 Single-Occupancy Private Rooms**

- 50 rooms on each floor
- 15 shared washrooms
- Laundry rooms options
- Mix lounge
- Community and shared spaces
- Community kitchens
- Wellness, music & activity rooms
- Multi-faith rooms
- Learning commons





# **DIVERSIFIED PORTFOLIO**





### **Portfolio Composition**

Location		Properties	Rental Units		
City	Apartment	Student Housing	Medical Office	Apartment	Student Housing
Acton	1			33	
Barrie	2		1	43	
Belleville			1		
Blainville	1			133	
Brighton	2			59	
Brossard	5			541	
Burnaby		1			482
Calgary	1	1		122	486
Cambridge	5			679	
Châteauguay	3			379	
Dartmouth	1			114	
Delson	3			332	
Edmonton	9		1	1539	
Gatineau	1			345	
Gravenhurst	1			39	
Guelph	1			66	
Huntsville	1			25	
Kelowna	1			175	
Kitchener	6			668	
Langford	11			636	
London		4			955
Longueuil	7			654	
Medicine Hat			1		
Mississauga	3			269	
Montreal	5	1		667	440
Oshawa	4			231	
Ottawa	1		4	171	
Quebec City	1	1		684	289
Regina	5			571	
Saint-Constant	2			328	
Sainte-Julie	1			286	
Sainte-Thérèse	3			430	
Saint-Lambert	1			210	
Stratford			1		
Surrey	2			379	
Terrebonne	3			208	
Toronto	13		1	1498	
Waterloo		7			1711
Vaughan			1		
Victoria	2			229	
Whitby	1			36	
Winnipeg	5			1341	
Athens (Georgia, USA)	1			204	
Baytown (Texas, USA)	1			228	
Kansas City (USA)	1			283	
Minneapolis (USA)	1			307	
Waller (Texas, USA)	1			224	
47 Cities	119 properties	15 properties	11 properties	15,366 units	4,363 units

145

#### **PROPERTIES**

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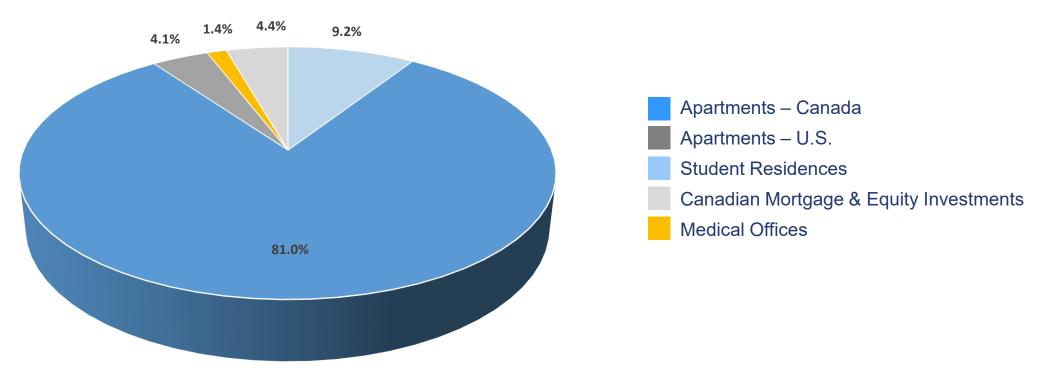
As at September 30, 2022





### **Centurion Apartment REIT Portfolio Summary**









### **Mortgage Investment Portfolio**

- The mortgage portfolio is originated and managed by Centurion's real estate lending team
- Typical Mortgage Term Ranges:

Interest Rate: 7% - 12%

Loan to Value: 65% - 85%

Term to Maturity: 1 - 2 years

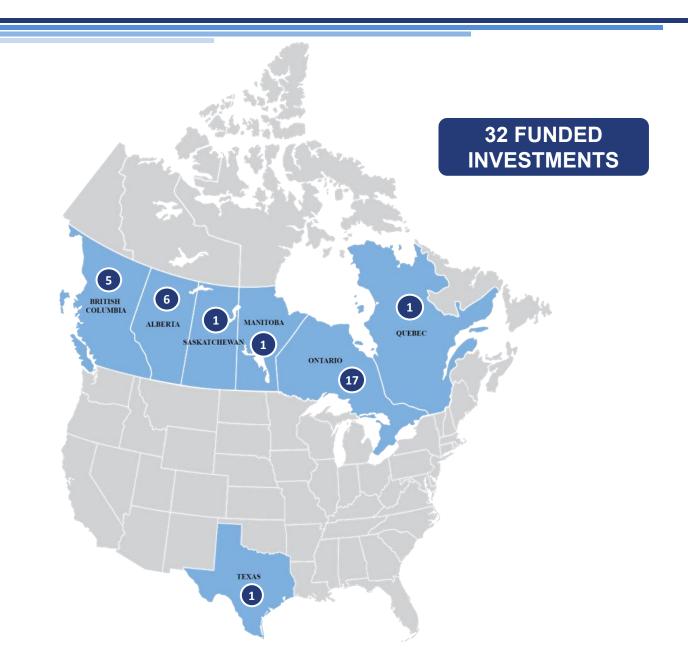
Loan Size: \$5M - \$30M

- Focus on 1<sup>st</sup> mortgage financing to mid-size developers
- Roughly 15% of the mortgages have equity participation in the financed developments
- The Centurion Apartment REIT has a "first right of purchase offer" on completed projects for roughly half of the mortgage portfolio





## Mortgage Investment Portfolio Geographic Breakdown



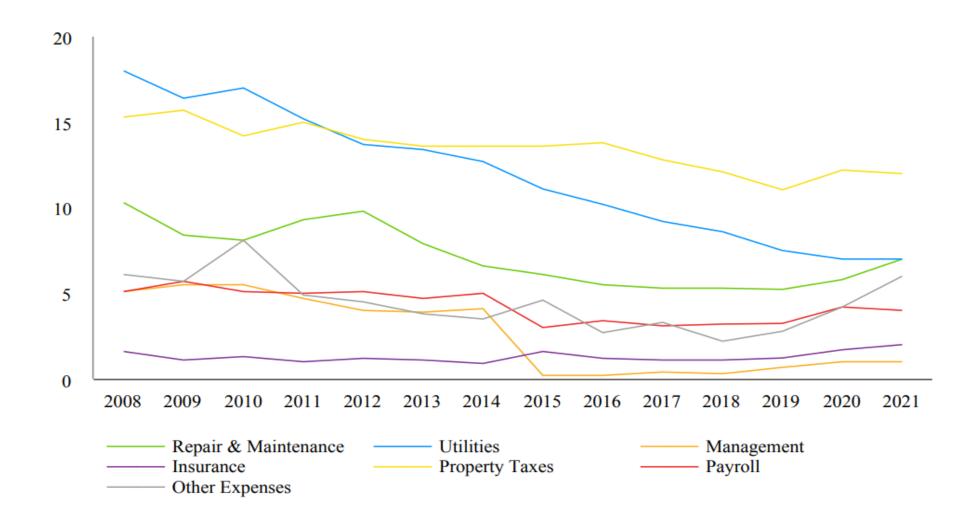


# STRONG PROPERTY MANAGEMENT EXPERTISE





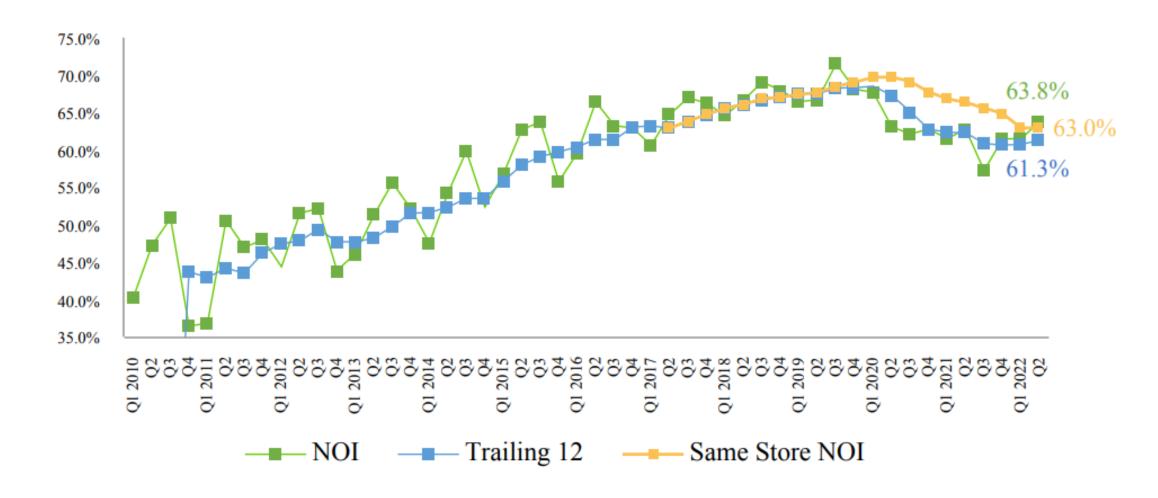
## **Operating Expense % of Total Operating Revenue**







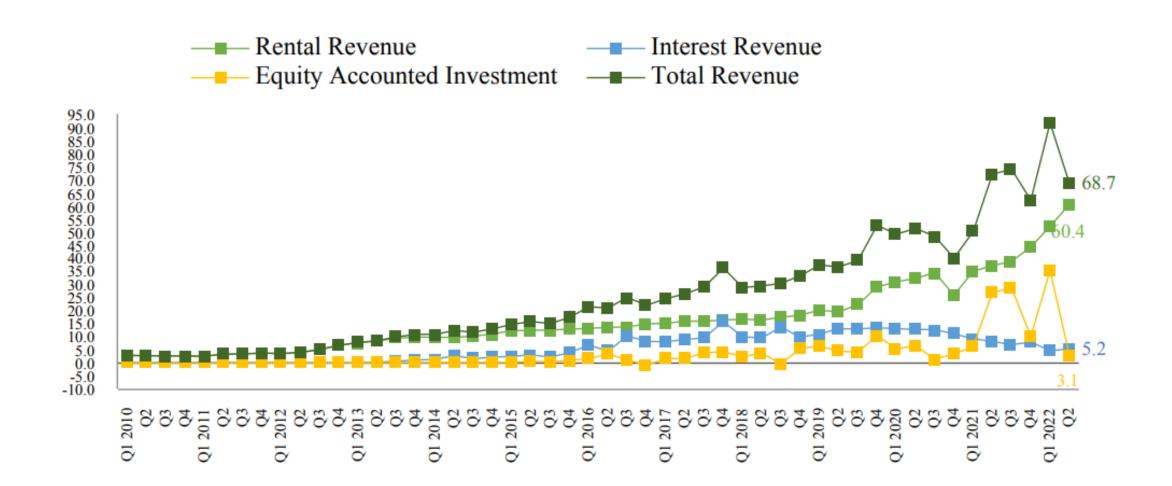
## **Quarterly NOI**







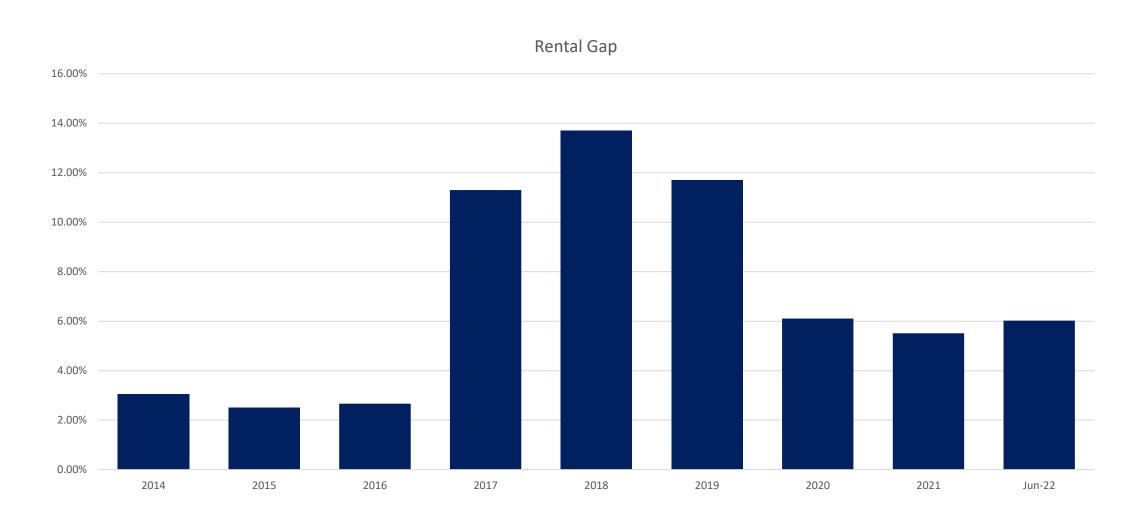
## **Quarterly Revenues (In Millions)**







## **Portfolio to Market Rent Gap**





# **FUND PERFORMANCE**

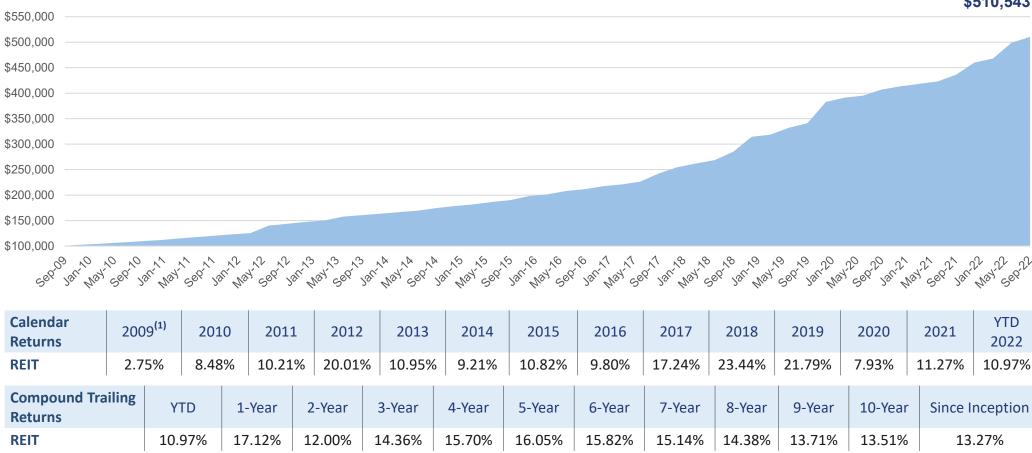




## **Centurion Apartment REIT**

## GROWTH OF \$100,000 INVESTED IN CENTURION APARTMENT REIT (Class A Units) (since inception, August 31, 2009)

September 30, 2022 \$510,543



<sup>1.</sup> For partial year August 31, 2009, to December 31, 2009





## **Quarterly Return Serial Correlation Matrix**

	Centurion REIT	iShares S&P 500 ETF	iShares Canadian Government Bond ETF	iShares iBoxx High Yield Corporate Bond ETF	iShare S&P/TSX 60 ETF	iShares S&P/TSX Capped REIT ETF	SPDR Gold Shares ETF
Centurion REIT	1.00000						
iShares S&P 500 ETF	0.13296	1.00000					
iShares Canadian Government Bond ETF	-0.16344	0.05918	1.00000				
iShares iBoxx High Yield Corporate Bond ETF	0.07583	0.83101	0.24570	1.00000			
iShare S&P/TSX 60 ETF	0.08002	0.85893	0.01215	0.79220	1.00000		
iShares S&P/TSX Capped REIT ETF	0.13509	0.61944	0.28308	0.74694	0.72354	1.00000	
SPDR Gold Shares ETF	0.03698	0.01230	0.45383	0.16845	0.14112	0.21072	1.00000





## **Summary About Centurion Apartment REIT**

#### **Investment Solution**

• A mutual fund trust that provides qualified investors with a diversified portfolio of income-producing, multi-residential apartments and student housing properties

#### **Benefits for Investors**

- Generates monthly income
- Potential for growth
- Focus on capital preservation
- Tax-efficient (1)
- Diversifies investor's portfolio
- Re-investment options

#### **Centurion Strength**

#### **People**

Experienced and dedicated team

#### **Processes**

- Relative value-oriented strategy
- A majority independent Board of Trustees provide oversight

#### **Performance**

Track record of strong total returns since 2006

#### **Portfolio**

 Helps to diversify portfolios overweight in equities with rational pricing with low volatility and low correlation to major equity markets (2)

- (1) "Tax-Efficient" and "Tax-Advantaged" Income means that due to the general ability of real estate owners (like Centurion Apartment REIT) to deduct capital cost allowances against income, current taxes can often be reduced and/or deferred; whereas with an interest-bearing instrument, such as a bond or deposit, no such offset from capital cost allowances are available. In 2009, 2010, 2011, and 2012, 100% of Centurion Apartment REIT's distributions were treated as return of capital (Box 42 on a T3 Form) for tax purposes. There is no guarantee that this will be the case in the future.
- (2) "Rational pricing with lower volatility" means that property values are based on a methodical process involving a number of highly skilled professionals that must opine on and thus impact upon value including a) knowledgeable and professional buyers and sellers, b) third-party appraisers, and c) financial institutions (that will be restricted in loan-to-value ratios and debt service ratios and other financial covenants). Valuation methods would follow standard valuation guidelines used in the industry and third-party appraisers would be accredited professionals. Further, buyers and sellers are not casual participants in the marketplace and are risking substantial capital in a transaction given that the average equity required for a purchase would be substantially larger than that required to buy a few shares of stock in a publicly listed company. Whereas regular stock market investors need to have no specific skills, industry knowledge, infrastructure, substantial capital, substantial capital at risk in a single investment, and relationships that would be otherwise serve to exclude them from the marketplace, direct property investors must have these at a minimum. The constraints may not apply on a traded stock. This rational pricing means that in the absence of changes in property net operating income (which ceteris paribus tend to move with inflation) or capitalization rates, valuations tend to move slowly over time in comparison to how stocks can move constantly and with great volatility over the course of the day (or any other investment horizon). As such, rational pricing would tend to be associated with lower volatility.





### **Risks**

Risk Adjusted Return: 2021 12-month total return was 11.27% (Class A)

**Portfolio Positioning:** Focus on multi-family rental apartment buildings, student housing, mortgage investments, and equity development projects across Canada and United States

**Currency Exposure**: USD – Immaterial

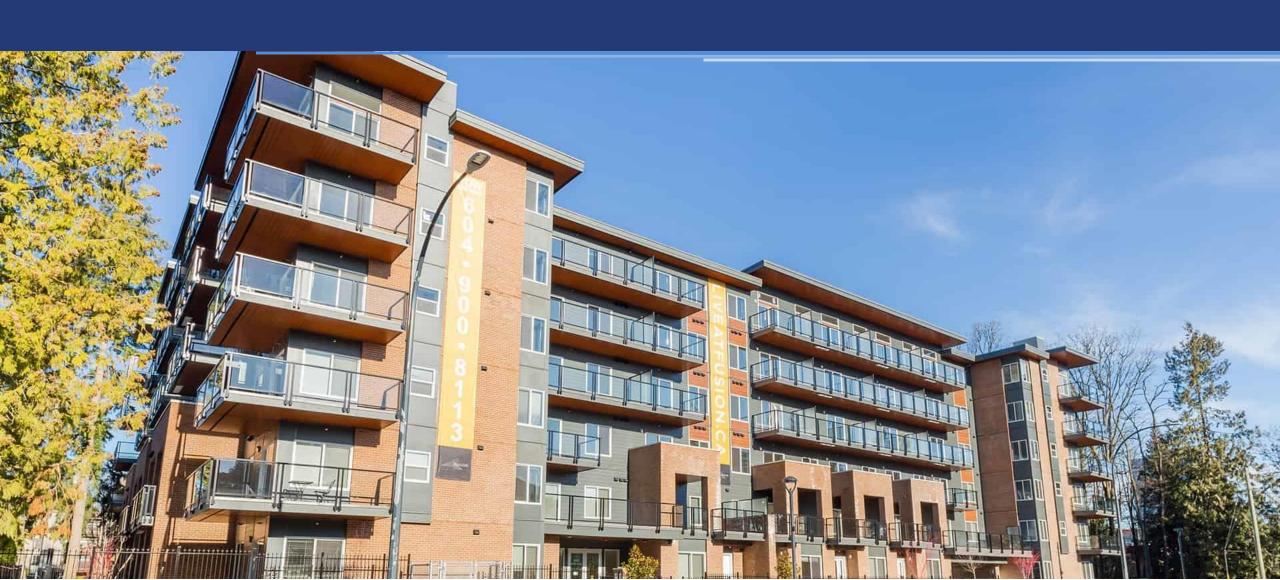
**Liquidity Exposure:** Position could be liquidated over time

**Concentration:** Southern Ontario focus, but expanding across Canada and the United States

**Additional Risk Factors** are disclosed in the Offering Memorandum.



# APPENDIX: NEW ACQUISITIONS AND PROPERTIES UNDER DEVELOPMENT





## **Centurion Apartment REIT Acquisitions (YTD 2022)**

1       5207 4 Ave SW, Edmonton, AB       149 Units       50%       January 20, 2         2       12685 110 Ave and 11018 126A Street, Surrey, BC       233 Units       100%       February 4, 2         3       4974 de la Savane Place, Montreal, QC       176 Units       100%       April 26, 20         4       21 Simon-Lussier, Blainville, QC       133 Units       100%       April 26, 20         5       290 Place Claude-Dagenais, Sainte-Thérèse, QC       262 Units       100%       April 26, 20         6       281 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20         7       291 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20         8       1250 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         9       1280 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         10       1270 Boulevard Lucille-Teasdale, Terrebonne, QC       52 Units       100%       April 26, 20         11       173 Boulevard Armand-Frappier, Sainte-Julie, QC       286 Units       100%       April 26, 20         12       2500 Rue Maurice-Savoie, Longueuil, QC       120 Units       100%       April 26, 20
3 4974 de la Savane Place, Montreal, QC       176 Units       100%       April 26, 20.         4 21 Simon-Lussier, Blainville, QC       133 Units       100%       April 26, 20.         5 290 Place Claude-Dagenais, Sainte-Thérèse, QC       262 Units       100%       April 26, 20.         6 281 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20.         7 291 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20.         8 1250 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20.         9 1280 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20.         10 1270 Boulevard Lucille-Teasdale, Terrebonne, QC       52 Units       100%       April 26, 20.         11 173 Boulevard Armand-Frappier, Sainte-Julie, QC       286 Units       100%       April 26, 20.
4       21 Simon-Lussier, Blainville, QC       133 Units       100%       April 26, 20         5       290 Place Claude-Dagenais, Sainte-Thérèse, QC       262 Units       100%       April 26, 20         6       281 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20         7       291 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20         8       1250 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         9       1280 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         10       1270 Boulevard Lucille-Teasdale, Terrebonne, QC       52 Units       100%       April 26, 20         11       173 Boulevard Armand-Frappier, Sainte-Julie, QC       286 Units       100%       April 26, 20
5 290 Place Claude-Dagenais, Sainte-Thérèse, QC 6 281 Place Claude-Dagenais, Sainte-Thérèse, QC 8 4 Units 100% April 26, 20, 7 291 Place Claude-Dagenais, Sainte-Thérèse, QC 8 4 Units 100% April 26, 20, 8 1250 Boulevard Lucille-Teasdale, Terrebonne, QC 7 8 Units 100% April 26, 20, 9 1280 Boulevard Lucille-Teasdale, Terrebonne, QC 7 8 Units 100% April 26, 20, 10 1270 Boulevard Lucille-Teasdale, Terrebonne, QC 5 2 Units 100% April 26, 20, 11 173 Boulevard Armand-Frappier, Sainte-Julie, QC 286 Units 100% April 26, 20, 20, 20, 20, 20, 20, 20, 20, 20, 20
6       281 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20         7       291 Place Claude-Dagenais, Sainte-Thérèse, QC       84 Units       100%       April 26, 20         8       1250 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         9       1280 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         10       1270 Boulevard Lucille-Teasdale, Terrebonne, QC       52 Units       100%       April 26, 20         11       173 Boulevard Armand-Frappier, Sainte-Julie, QC       286 Units       100%       April 26, 20
7 291 Place Claude-Dagenais, Sainte-Thérèse, QC 8 1250 Boulevard Lucille-Teasdale, Terrebonne, QC 7 8 Units 100% April 26, 20. 9 1280 Boulevard Lucille-Teasdale, Terrebonne, QC 7 8 Units 100% April 26, 20. 10 1270 Boulevard Lucille-Teasdale, Terrebonne, QC 5 2 Units 100% April 26, 20. 11 173 Boulevard Armand-Frappier, Sainte-Julie, QC 286 Units 100% April 26, 20.
8       1250 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         9       1280 Boulevard Lucille-Teasdale, Terrebonne, QC       78 Units       100%       April 26, 20         10       1270 Boulevard Lucille-Teasdale, Terrebonne, QC       52 Units       100%       April 26, 20         11       173 Boulevard Armand-Frappier, Sainte-Julie, QC       286 Units       100%       April 26, 20
9 1280 Boulevard Lucille-Teasdale, Terrebonne, QC 78 Units 100% April 26, 20. 10 1270 Boulevard Lucille-Teasdale, Terrebonne, QC 52 Units 100% April 26, 20. 11 173 Boulevard Armand-Frappier, Sainte-Julie, QC 286 Units 100% April 26, 20.
101270 Boulevard Lucille-Teasdale, Terrebonne, QC52 Units100%April 26, 2011173 Boulevard Armand-Frappier, Sainte-Julie, QC286 Units100%April 26, 20
11 173 Boulevard Armand-Frappier, Sainte-Julie, QC 286 Units 100% April 26, 20
12. 2500 Puo Maurios Savojo Languarii OC 120 Unite 1400/ April 06 20
12 2500 Rue Maurice-Savoie, Longueuil, QC 120 Units 100% April 26, 20.
13 2570 Rue Maurice-Savoie, Longueuil, QC 120 Units 100% April 26, 20.
14 235 Rue Cuvillier Ouest, Longueuil, QC 86 Units 100% April 26, 20.
15 245 Rue Cuvillier Ouest, Longueuil, QC 146 Units 100% April 26, 20.
16         4175 Rue Legault, Longueuil, QC         44 Units         100%         April 26, 20
17 4155 Rue Legault, Longueuil, QC 44 Units 100% April 26, 20.
18 6000 Rue de La Tourbière, Longueuil, QC 94 Units 100% April 26, 20.
19 60 Rue Cartier, Saint-Lambert, QC 210 Units 100% April 26, 20.
20 7215-7235 Rue de Lunan, Brossard, QC 96 Units 100% April 26, 20.
21 7165-7195 Rue de Lunan, Brossard, QC 146 Units 100% April 26, 20.
22 9145 Rue Lennon, Brossard, QC 83 Units 100% April 26, 20.
23 9155 Rue Lennon, Brossard, QC 97 Units 100% April 26, 20.

2165 Rue Lennon, Brossard, QC 170 Rue de l'Harmonie, Delson, QC 160 Rue de l'Harmonie, Delson, QC 165 Rue de l'Harmonie, Delson, QC 11 Rue de Ronsard, Saint-Constant, QC 21 Rue de Ronsard, Saint-Constant, QC	119 Units 191 Units 91 Units 50 Units 154 Units	100% 100% 100% 100% 100%	April 26, 2022
160 Rue de l'Harmonie, Delson, QC 165 Rue de l'Harmonie, Delson, QC 11 Rue de Ronsard, Saint-Constant, QC 21 Rue de Ronsard, Saint-Constant, QC	91 Units 50 Units 154 Units	100%	April 26, 2022 April 26, 2022 April 26, 2022
165 Rue de l'Harmonie, Delson, QC 11 Rue de Ronsard, Saint-Constant, QC 21 Rue de Ronsard, Saint-Constant, QC	50 Units 154 Units	100%	April 26, 2022 April 26, 2022
11 Rue de Ronsard, Saint-Constant, QC 21 Rue de Ronsard, Saint-Constant, QC	154 Units		April 26, 2022
21 Rue de Ronsard, Saint-Constant, QC		100%	
	174 Units		
	17 1 011110	100%	April 26, 2022
l30 Boulevard Saint-Francis, Châteauguay, QC	59 Units	100%	April 26, 2022
890 Boulevard Saint-Francis, Châteauguay, QC	154 Units	100%	April 26, 2022
100 Boulevard Saint-Francis, Châteauguay, QC	166 Units	100%	April 26, 2022
400, 410, 420, 430, 440, 450, 460 & 500 Rue de l'Atmosphere, Gatineau, QC	345 Units	100%	April 28, 2022
2400 Chemin Ste-Foy, Quebec City, QC	289 Units	100%	May 13, 2022
99 Kakulu Road, Ottawa, ON	Medical Office	75%	July 30, 2022
Centrepointe Drive, Ottawa, ON	Medical Office	75%	July 30, 2022
95 Montreal Road, Ottawa, ON	Medical Office	75%	July 30, 2022
770 Broadview Avenue, Ottawa, ON	Medical Office	75%	July 30, 2022
210 Dundas Street East, Belleville, ON	Medical Office	75%	July 30, 2022
342 Erie Street, Stratford, ON	Medical Office	75%	July 30, 2022
3333 Weston Road, Vaughan, ON	Medical Office	75%	July 30, 2022
770 6 St SW, Medicine Hat, AB	Medical Office	75%	July 30, 2022
6028 & 16114 100A Avenue NW, Edmonton, AB	Medical Office	75%	July 30, 2022
886-690 Notre-Dame Street West, Montreal, QC	59 Units	100%	August 31, 2022
	200 Boulevard Saint-Francis, Châteauguay, QC 200, 410, 420, 430, 440, 450, 460 & 500 Rue de l'Atmosphere, Gatineau, QC 2400 Chemin Ste-Foy, Quebec City, QC 29 Kakulu Road, Ottawa, ON 29 Centrepointe Drive, Ottawa, ON 20 Montreal Road, Ottawa, ON 20 Broadview Avenue, Ottawa, ON 210 Dundas Street East, Belleville, ON 22 Erie Street, Stratford, ON 23 Weston Road, Vaughan, ON 27 6 St SW, Medicine Hat, AB 26 6 28 & 16114 100A Avenue NW, Edmonton, AB	154 Units 159 Boulevard Saint-Francis, Châteauguay, QC 166 Units 160 Boulevard Saint-Francis, Châteauguay, QC 166 Units 160, 410, 420, 430, 440, 450, 460 & 500 Rue de l'Atmosphere, Gatineau, QC 170 Chemin Ste-Foy, Quebec City, QC 189 Units 19 Kakulu Road, Ottawa, ON 195 Montreal Road, Ottawa, ON 195 Montreal Road, Ottawa, ON 196 Montreal Road, Ottawa, ON 197 Medical Office 198 Montreal Road, Ottawa, ON 198 Medical Office 199 Broadview Avenue, Ottawa, ON 199 Medical Office 199 Montreal Road, Ottawa, ON 199 Medical Office 199 Montreal Road, Ottawa, ON 199 Medical Office 199 Montreal Road, Ottawa, ON 199 Medical Office	154 Units 100% 109 Boulevard Saint-Francis, Châteauguay, QC 166 Units 100% 100 Boulevard Saint-Francis, Châteauguay, QC 166 Units 100% 100, 410, 420, 430, 440, 450, 460 & 500 Rue de l'Atmosphere, Gatineau, QC 345 Units 100% 1400 Chemin Ste-Foy, Quebec City, QC 289 Units 100% 158 Kakulu Road, Ottawa, ON Medical Office 75% 159 Montreal Road, Ottawa, ON Medical Office 75% 150 Broadview Avenue, Ottawa, ON Medical Office 75% 150 Dundas Street East, Belleville, ON Medical Office 75% 150 Dundas Street East, Stratford, ON Medical Office 75% 150 St SW, Medicine Hat, AB Medical Office 75% 16028 & 16114 100A Avenue NW, Edmonton, AB Medical Office 75% 160-690 Notre-Dame Street West, Montreal, QC 59 Units 100%





## **Recognitions**













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