



# Q3 2002 CONFERENCE CALL

November 15, 2002

416-640-4127 (within Toronto) or 1-888-881-4892



# Q3 2002 Conference Call

Certain statements in this call/ presentation may be considered forward-looking statements within the meaning of existing securities laws. Although Boardwalk believes that the expectations set forth in such statements are based on reasonable assumptions, Boardwalk's future operations and its actual performance may differ materially from those in any forward – looking statements. Additional information that could cause actual results to differ materially from these statements are detailed in the earnings press release and in other publicly filed documents, including Boardwalk's annual report, Annual Information Form and quarterly reports.



# Topics for Discussion

- Q3 Results - Overview
- Financial and Operations Review
  - Portfolio Highlights
  - Operations Review and Performance
  - Stabilized Building Analysis
  - Financial Overview and Summary
  - Outlook and Guidance
- Q&A

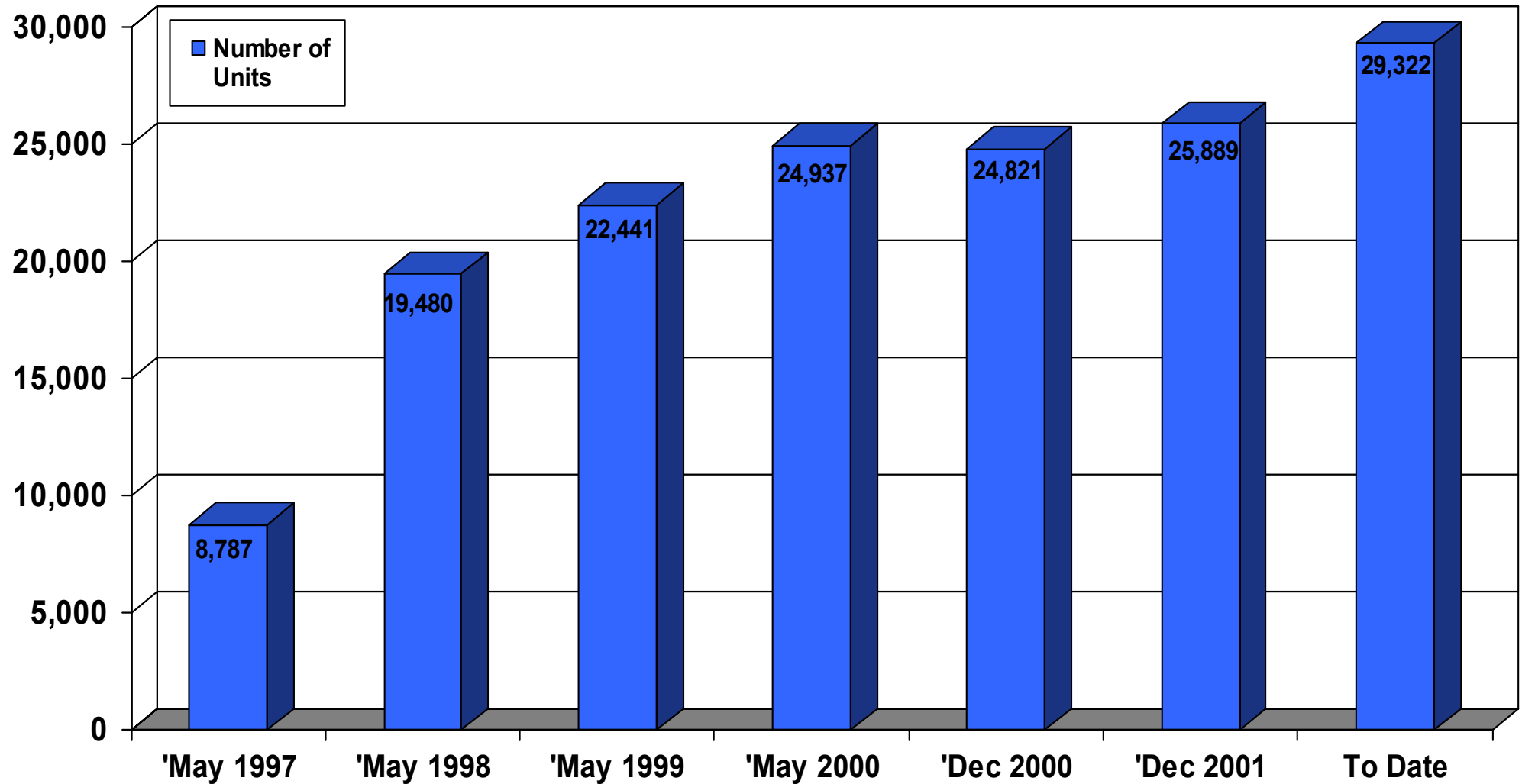


# Overview

- Q3 Highlights
  - Rental revenues of \$63.6MM – up 23.6%
  - NOI of \$44.1MM – up 21.5%
  - Total FFO of \$17.3MM - up 16.3%
    - Per share \$0.34 vs. \$0.30 – up 13.3%
  - FFO, excluding gains, of \$17.3 million – up 17.1%
    - Per share \$0.34 from \$0.29 – up 17.2%
- Internal Growth
  - Same-property revenue up 4.2%; NOI up 3.8%
- Operational and Market Commentary
- External Growth
  - 2002 entry into Montreal and Quebec City markets
  - Significant contribution from Nun's Island acquisition
- Outlook



# Portfolio – Unit Growth





# BEI Market Expansion

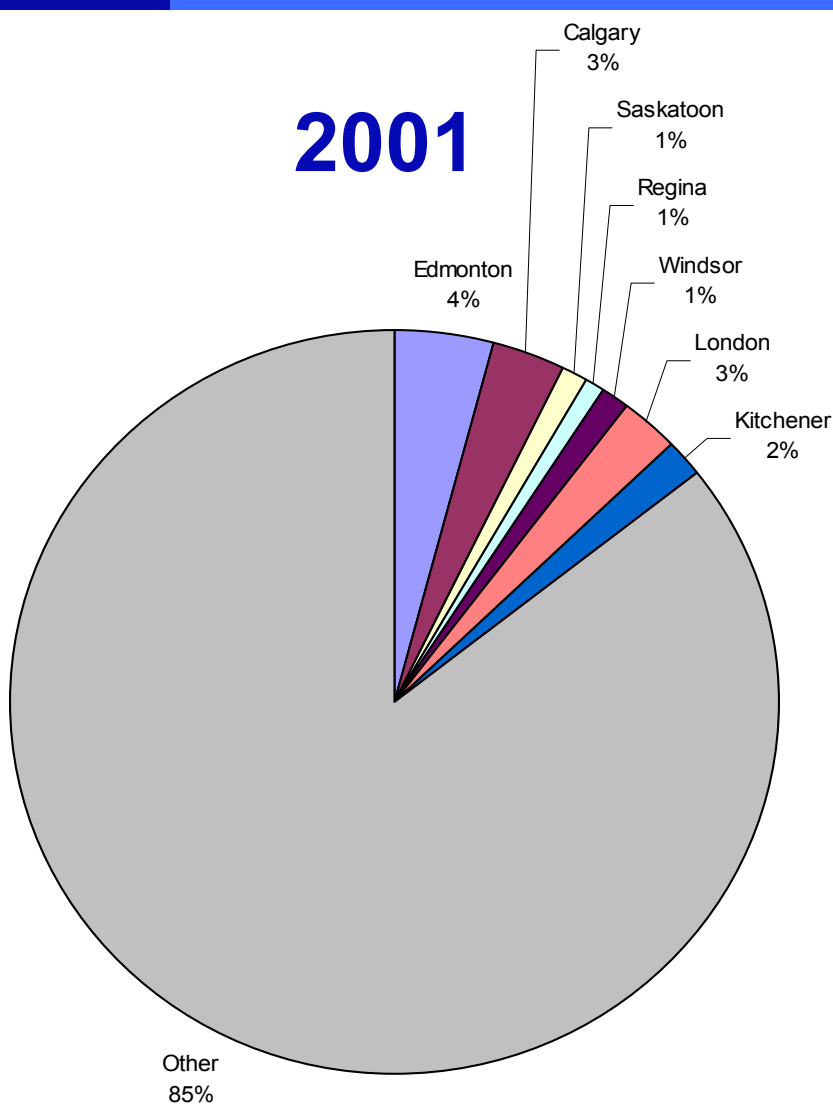
Rental Universe – in BEI major CMA's

	2001	2002
<b>Montreal</b>		<b>460,600</b>
<b>Quebec City</b>		<b>73,300</b>
		<b>533,900</b>
<b>Edmonton</b>	<b>64,400</b>	<b>64,400</b>
<b>Calgary</b>	<b>45,700</b>	<b>45,700</b>
<b>London</b>	<b>37,900</b>	<b>37,900</b>
<b>Kitchener</b>	<b>25,600</b>	<b>25,600</b>
<b>Saskatoon</b>	<b>16,200</b>	<b>16,200</b>
<b>Windsor</b>	<b>15,300</b>	<b>15,300</b>
<b>Regina</b>	<b>12,000</b>	<b>12,000</b>
	<b>217,100</b>	<b>217,100</b>
<b>Total</b>	<b>217,100</b>	<b>751,000</b>

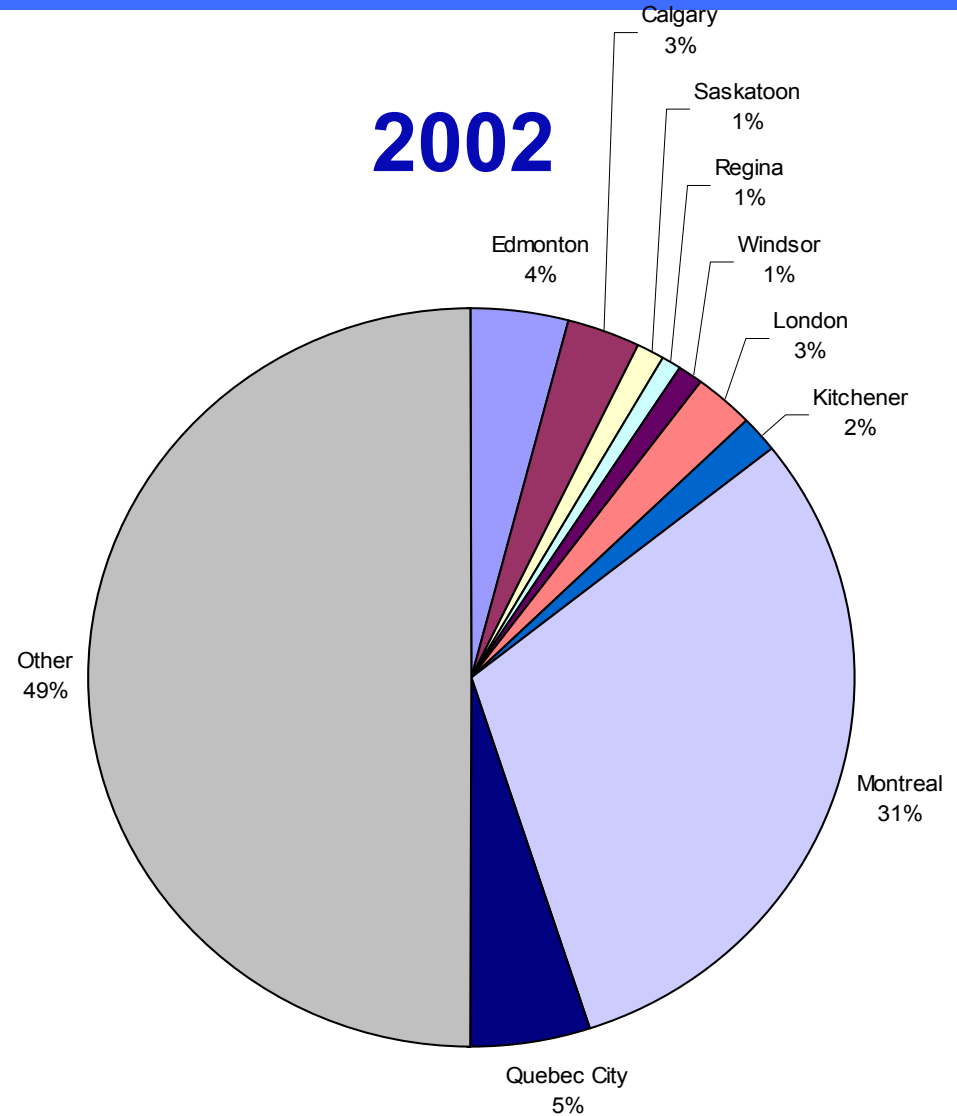
# BEI Market Expansion

## Markets as a % of Total CMA's in Canada

**2001**



**2002**





# Recent Transaction

## Les Jardins de Merici



**Les Jardins de Merici (5-8  
Place de Merici), Quebec  
City, Quebec**

**Units: 341**

**Date Acquired: Nov. 1, 2002**

**Purchase Price: \$27.1 million**

**Per unit: \$79,400**

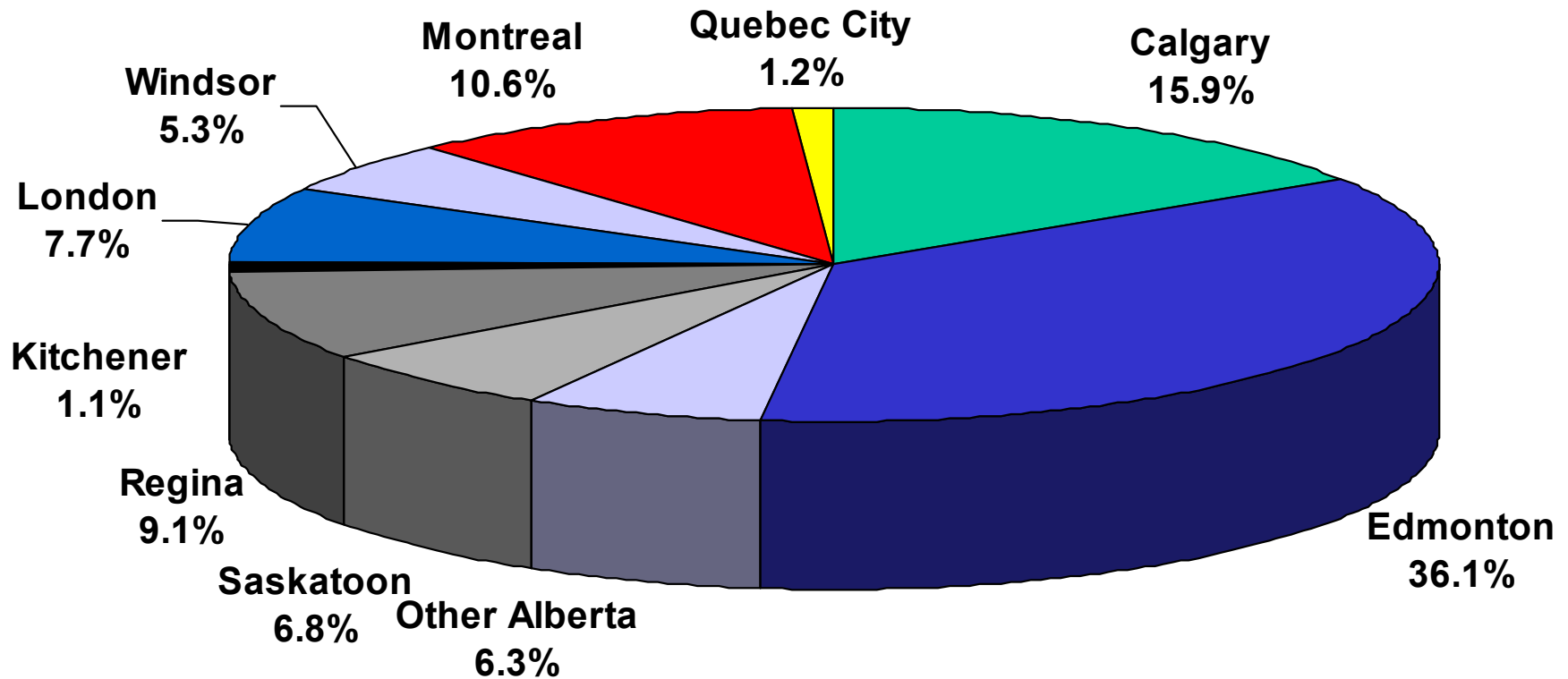
**Per sq.ft.: \$90 (avg. 880  
sq.ft.)**





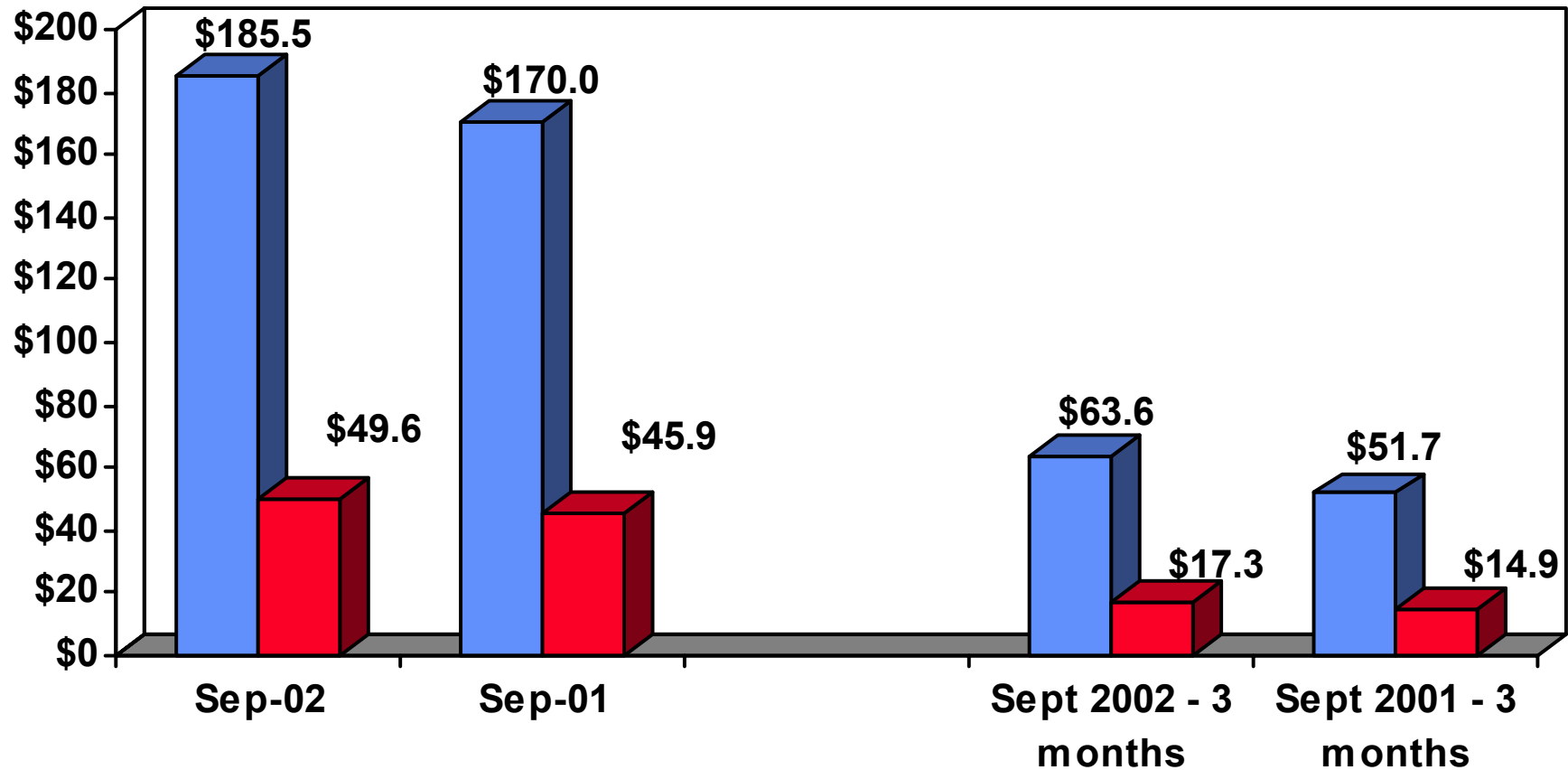
# Major Market Summary

## Unit Breakdown





# Revenue and Funds From Operations (in Millions of dollars)

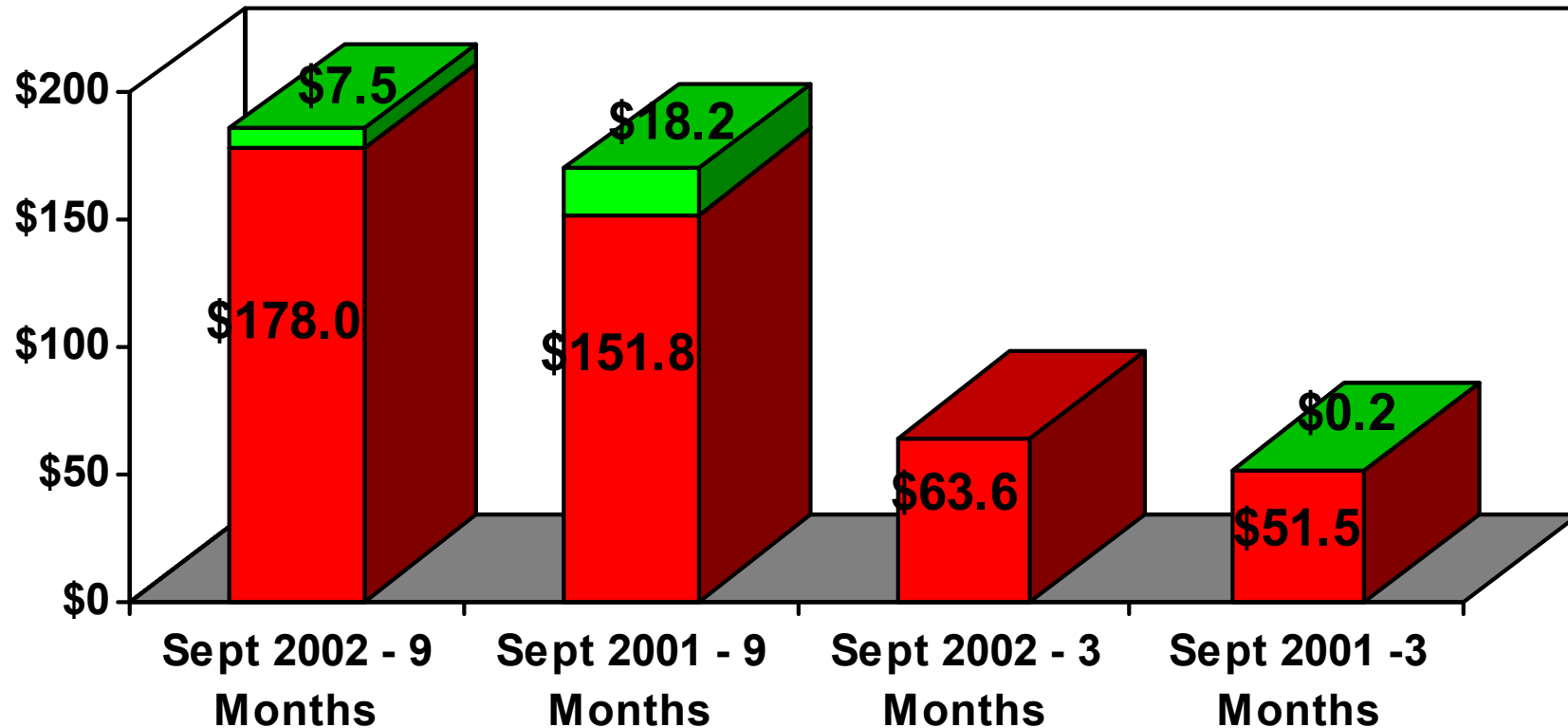


■ Revenue ■ Funds From Operations



# Breakdown of Revenue

(in Millions of dollars)

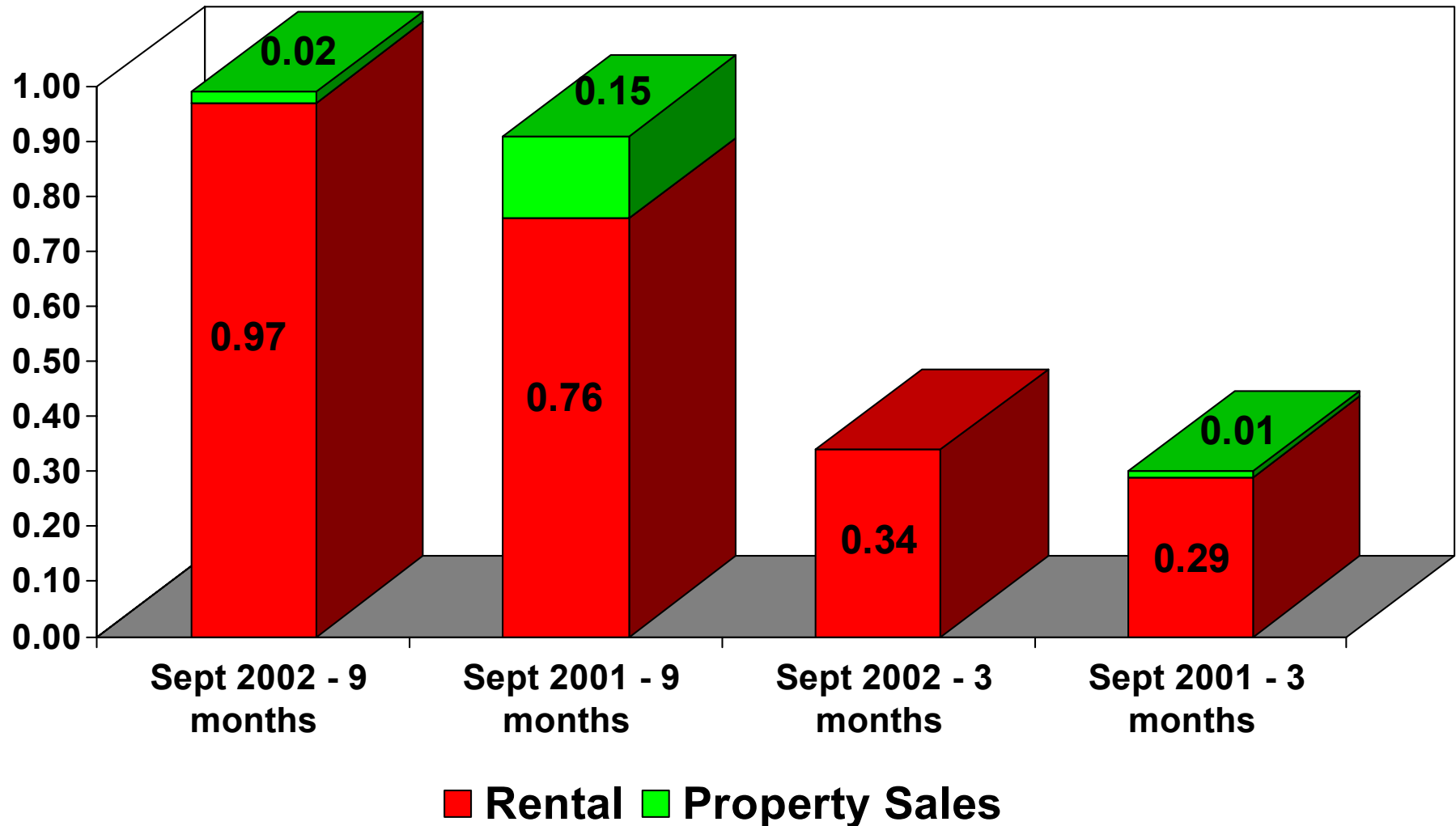


■ Rental revenue ■ Sales from property held for resale



# Breakdown of FFO Per Share

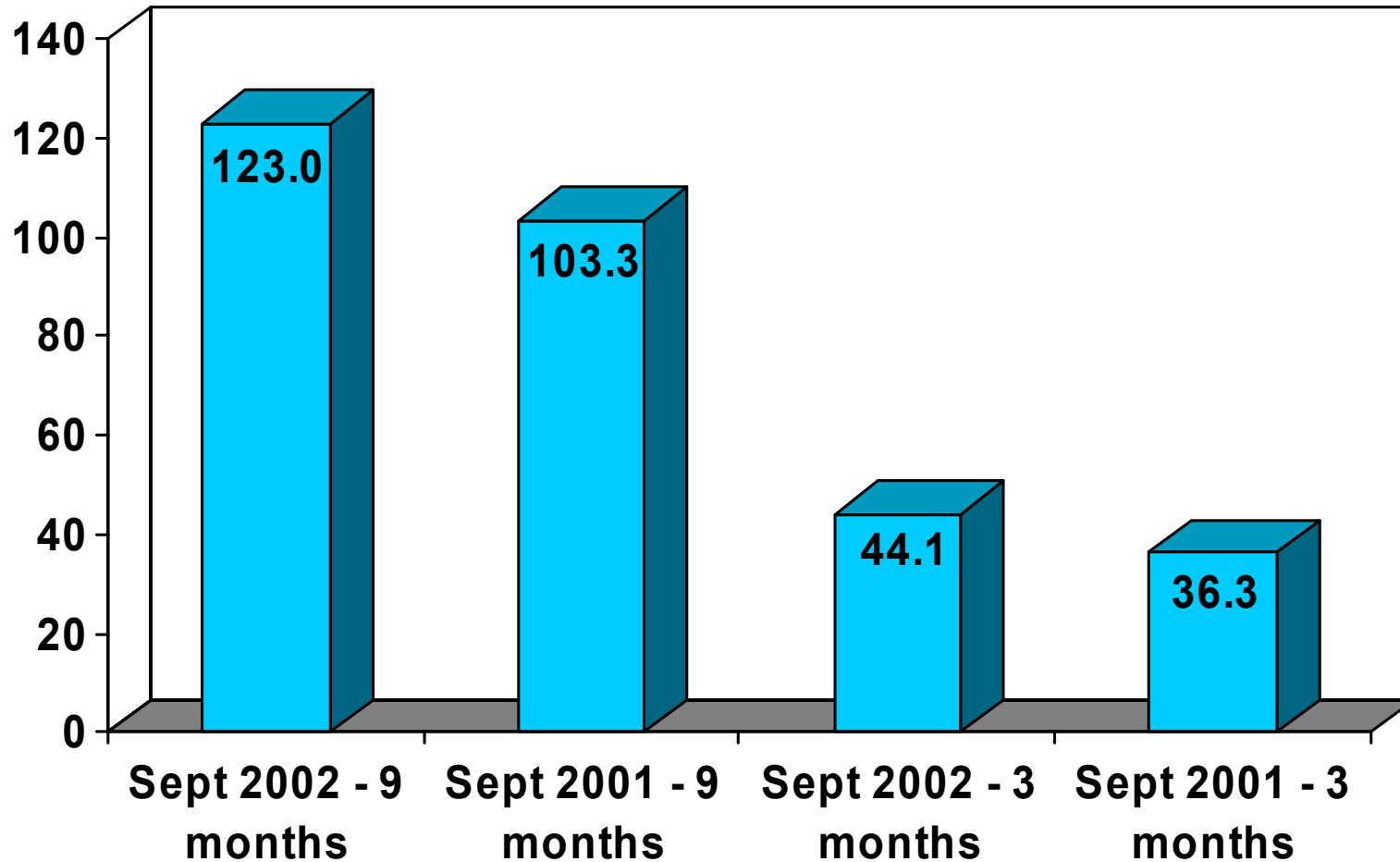
(cents per share)





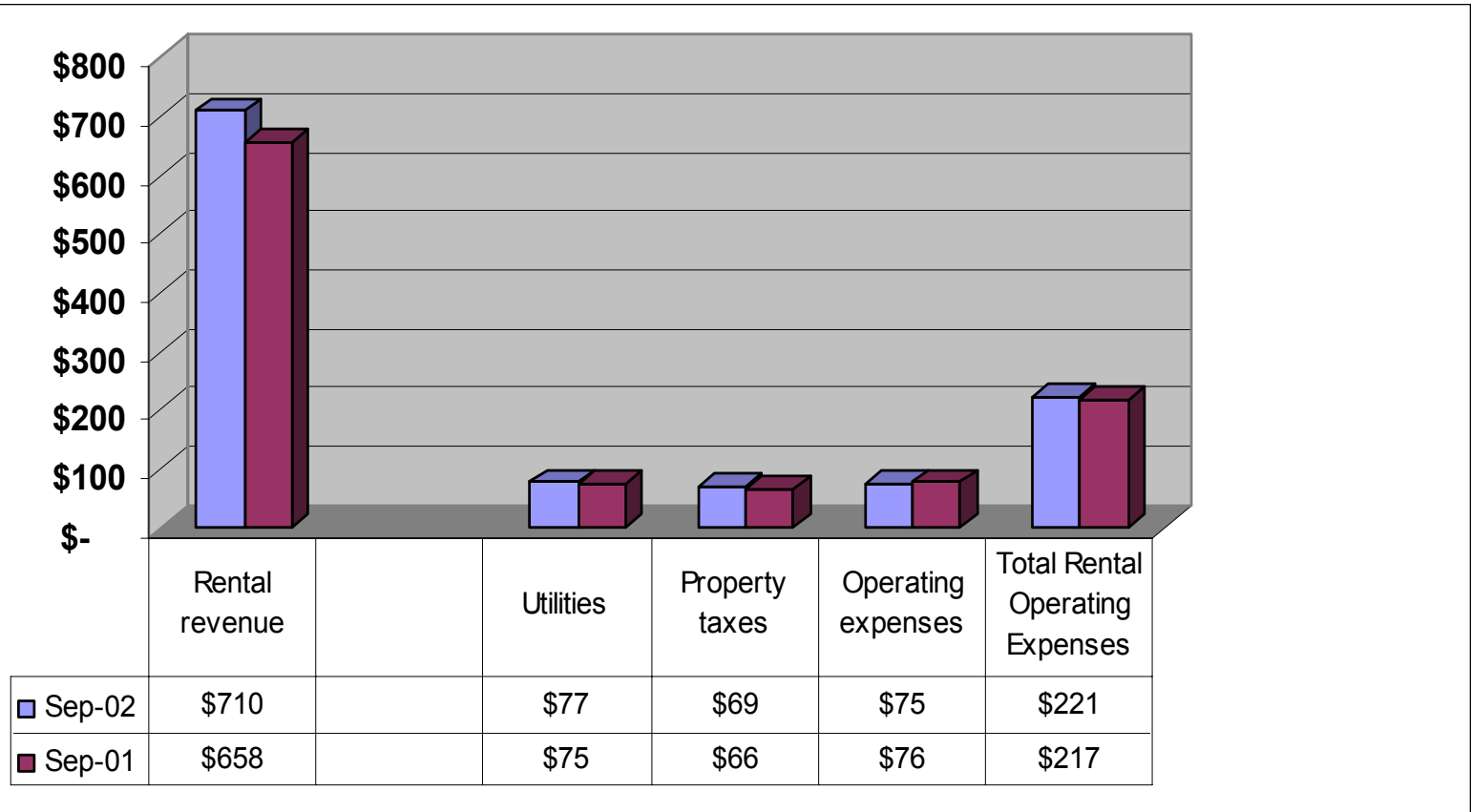
# Net Operating Income

(in Millions of dollars)



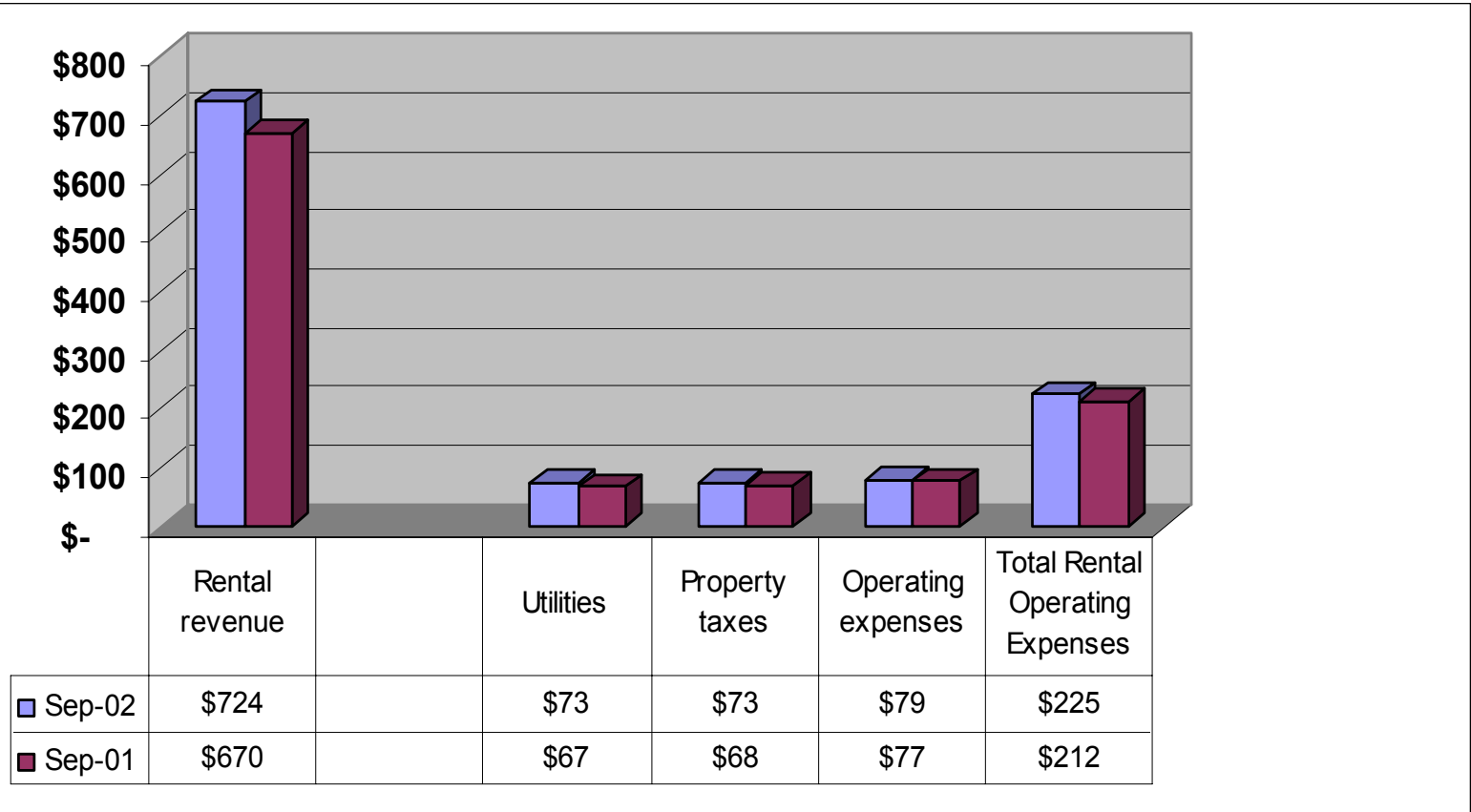


# Operational Analysis Per Unit – 9 Months (Monthly Average)



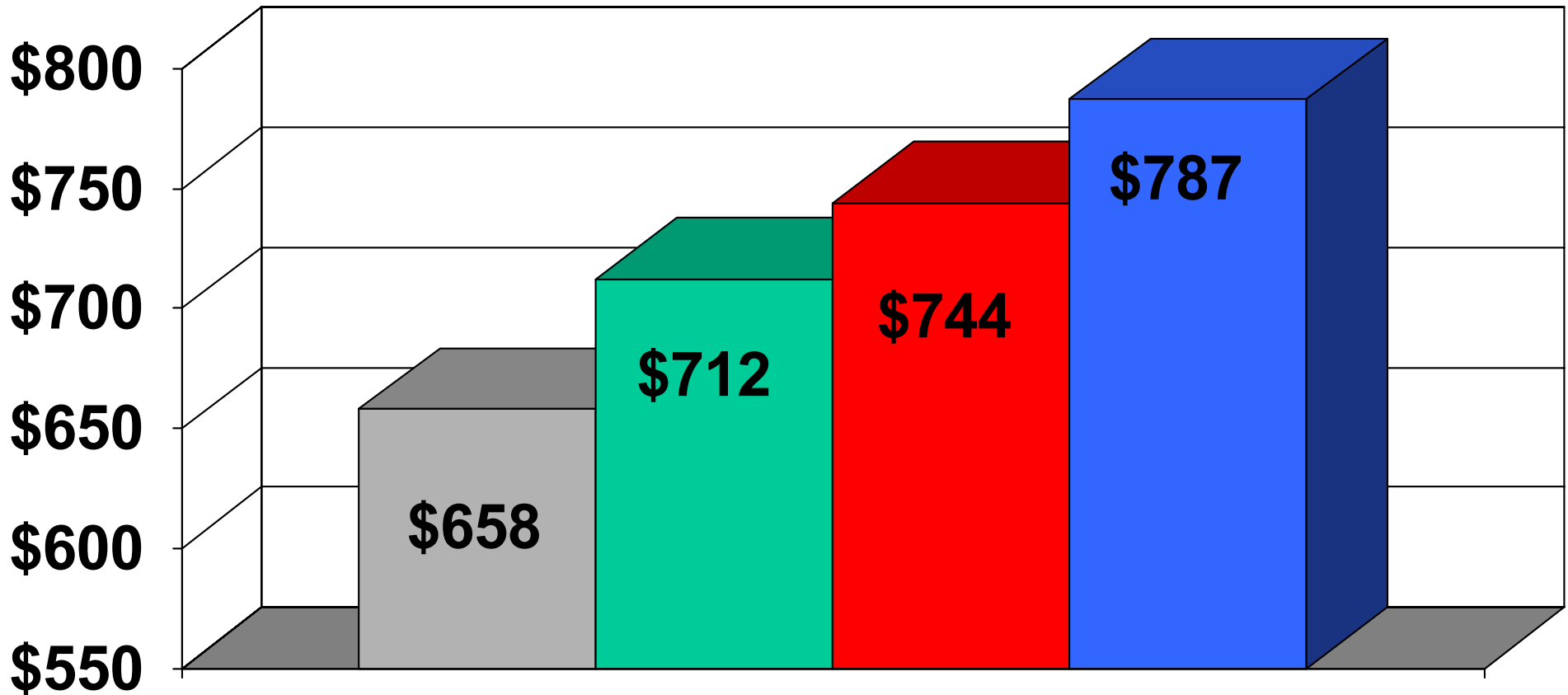


# Operational Analysis Per Unit – 3 Months (Monthly Average)





# Monthly Rental Revenue Statistics (Per Unit)



■ Sept 2001 - 9 months

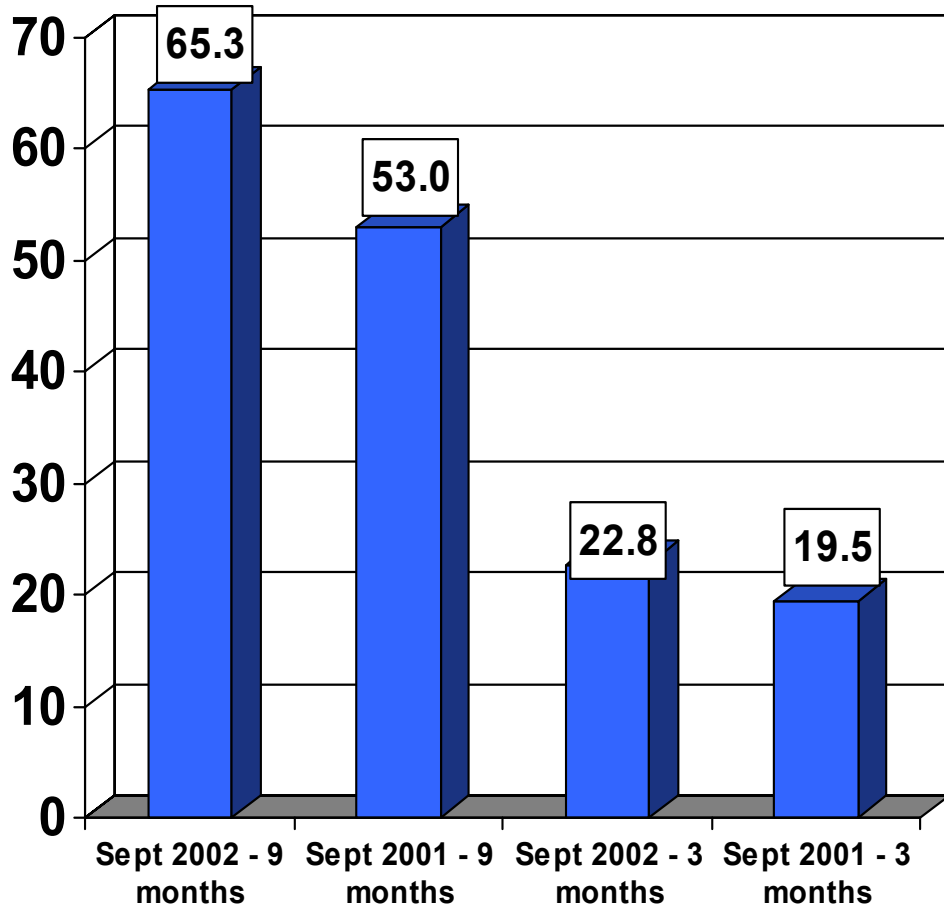
■ Sept 2002 - 9 months

■ Occupied rent Per Unit - Sept 2002

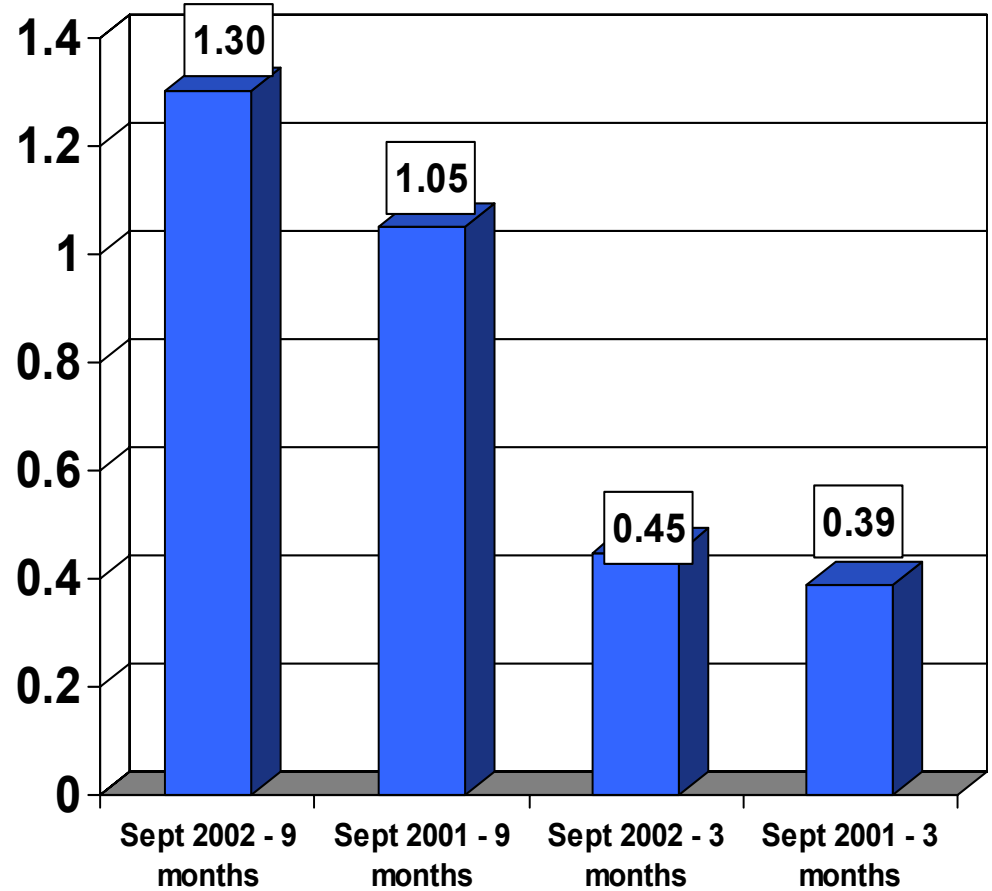
■ Market rent Per Unit / Current



# Continued Strengthening of Rental Operations



■ Net Rental Income - in millions



■ Net Rental Income - per share

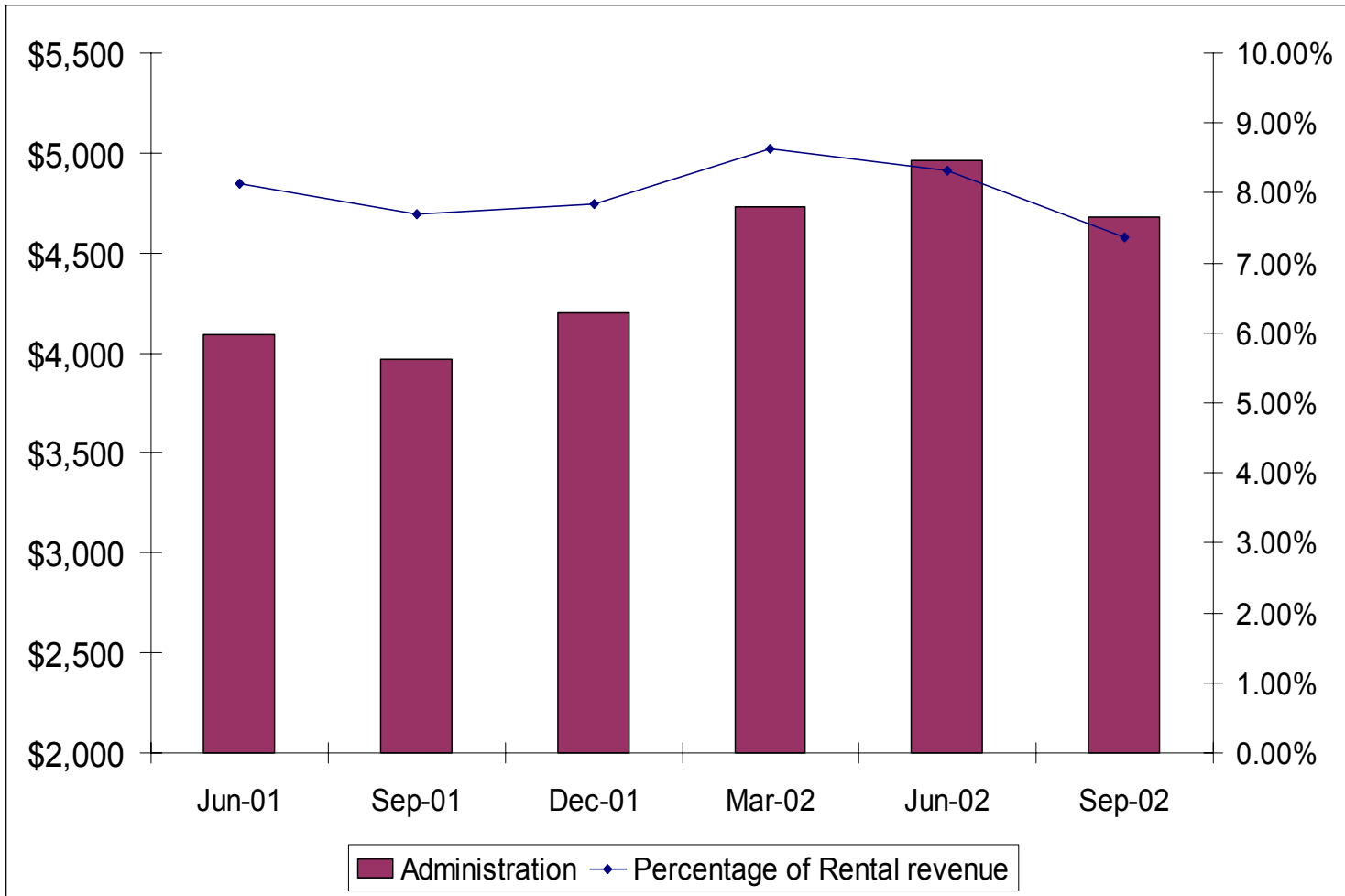
# Vacancy Rates

					Prior Quarters					
	Q3 2002	Q3 2001	1 mth Oct-02	1 mth Oct-01	Q2 2002	Q1 2002	Q4 2001	Q3 2001	Q2 2001	Q1 2001
Calgary	6.08%	3.65%	6.58%	3.10%	9.06%	6.20%	3.36%	3.65%	4.58%	5.23%
Edmonton	3.92%	5.00%	4.07%	4.77%	4.50%	3.47%	4.02%	5.00%	5.20%	3.94%
Kitchener	2.53%	2.63%	2.13%	1.82%	3.34%	2.84%	2.13%	2.63%	2.63%	2.74%
London	4.03%	4.87%	4.79%	3.78%	4.57%	4.79%	4.20%	4.87%	7.85%	9.33%
Other Alberta	9.73%	4.75%	9.54%	4.94%	10.79%	7.74%	5.71%	4.75%	5.59%	3.54%
Regina	4.15%	4.56%	2.62%	2.90%	7.81%	5.50%	3.10%	4.56%	9.26%	6.09%
Saskatoon	3.91%	5.40%	3.82%	4.45%	6.50%	5.14%	3.67%	5.40%	11.48%	5.02%
Windsor	5.03%	4.36%	5.16%	2.90%	6.54%	5.05%	4.17%	4.36%	5.01%	4.02%
Montreal	0.86%	-	1.16%	-	0.19%	-	-	-	-	-
<b>Grand Total</b>	<b>4.35%</b>	<b>4.63%</b>	<b>4.43%</b>	<b>4.02%</b>	<b>5.90%</b>	<b>4.79%</b>	<b>3.89%</b>	<b>4.63%</b>	<b>6.17%</b>	<b>4.85%</b>



# Administration Review

(in 000's)



# Stabilized Analysis

## Units

Unstabilized  
16%

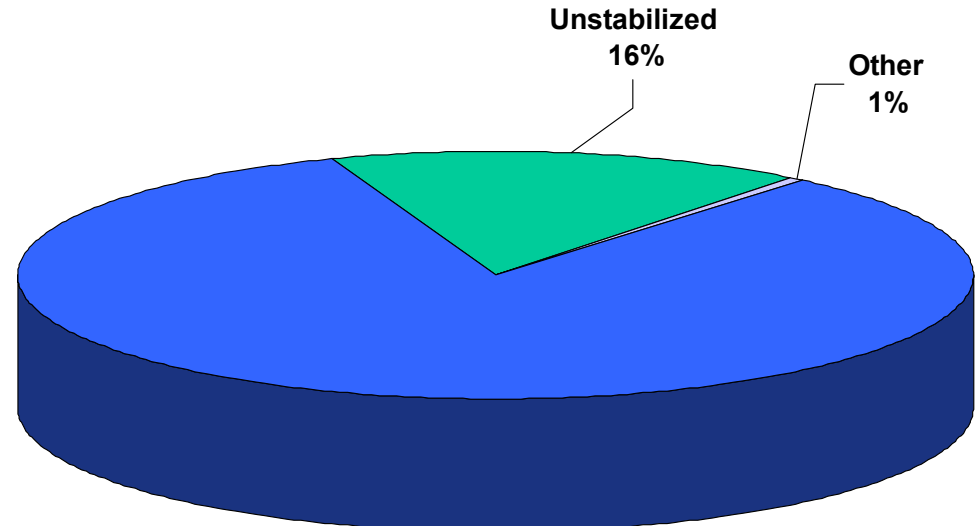
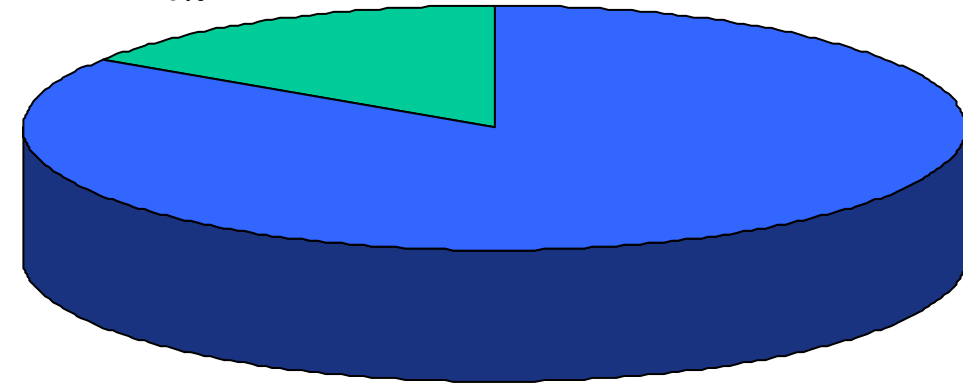
Stabilized  
84%

## Gross Rental Revenue Analysis

Unstabilized  
16%

Other  
1%

Stabilized  
83%





# Stabilized Portfolio Review

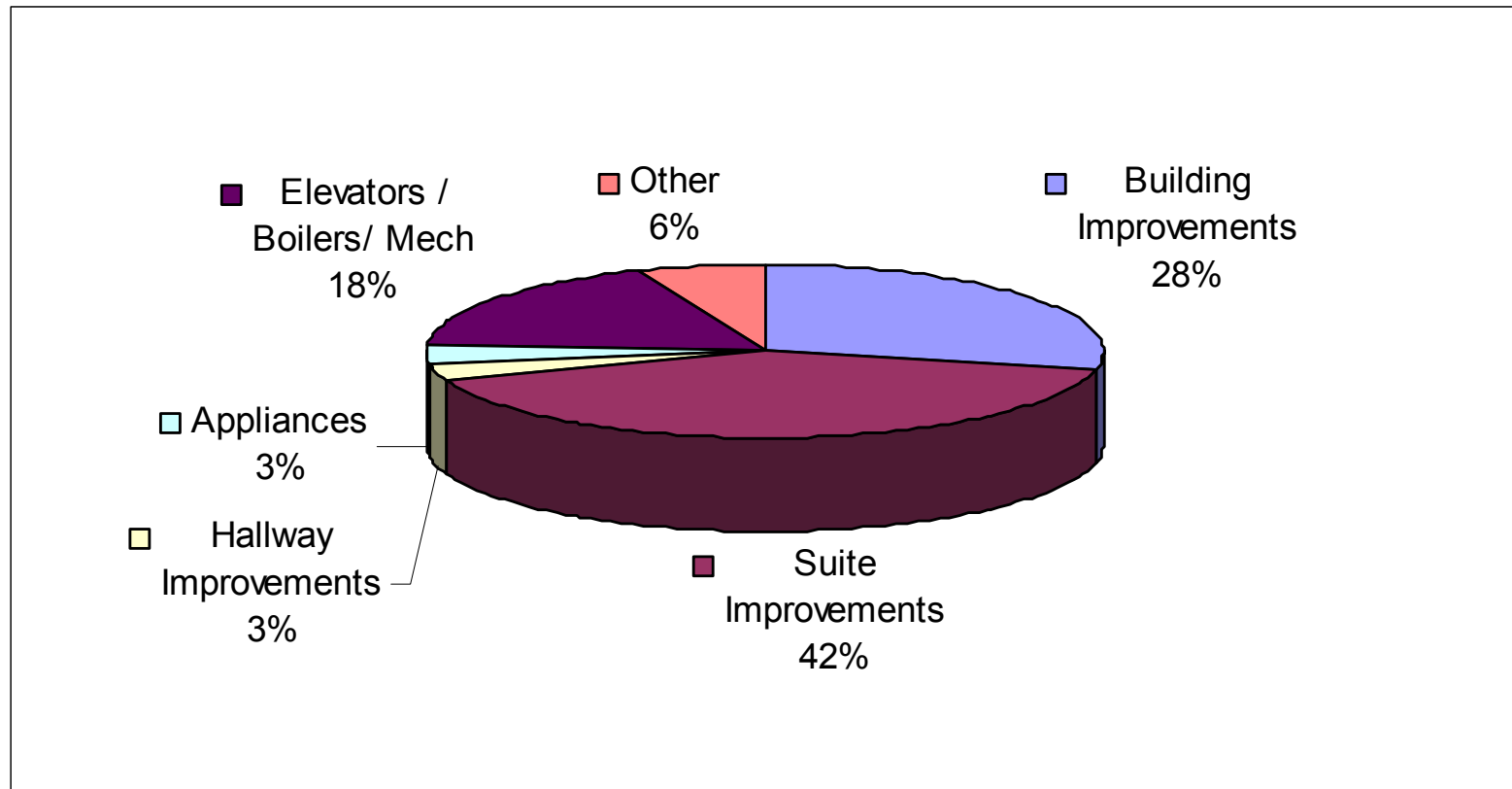
## 3 - Months

	<b>Rental Revenue</b>	<b>Operating Expenses</b>	<b>NOI</b>
Calgary	0.97%	4.76%	-0.42%
Edmonton	7.58%	4.43%	8.96%
Other Alberta	-0.75%	-1.44%	-0.49%
Ontario	4.57%	10.07%	1.19%
Saskatchewan	1.64%	3.32%	0.66%
	<b>4.18%</b>	<b>5.00%</b>	<b>3.81%</b>

## 9 - Months

	<b>Rental Revenue</b>	<b>Operating Expenses</b>	<b>NOI</b>
Calgary	4.08%	7.73%	2.88%
Edmonton	8.76%	-0.97%	12.87%
Other Alberta	1.84%	4.16%	1.03%
Ontario	6.30%	0.52%	11.31%
Saskatchewan	2.59%	7.88%	-0.51%
	<b>5.95%</b>	<b>2.73%</b>	<b>7.45%</b>

# Capital Investment – 9 Months





# Mortgage Maturity Schedule

Fiscal Year	Mortgage Balance Sept. 30, 2002 (000's)	Interest Rate	Maturity %
2002	\$ 60,440	4.53%	4.80%
2003	\$ 142,915	5.71%	11.35%
2004	\$ 97,775	5.86%	7.77%
2005	\$ 71,937	6.28%	5.71%
2006	\$ 91,408	5.92%	7.26%
2007	\$ 70,064	5.96%	5.57%
2008	\$ 361,065	5.78%	28.68%
2009	\$ 158,822	6.07%	12.62%
2010	\$ 67,148	6.69%	5.33%
2011	\$ 75,338	6.23%	5.98%
2012	\$ 29,337	6.44%	2.33%
Subsequent	\$ 32,694	6.45%	2.60%
<b>Total</b>	<b>\$ 1,258,942</b>	<b>5.91%</b>	<b>100%</b>

**Weighted Average Interest rate 5.91%**

**Average maturity – 4.98 years**



# 2002 – FFO Market Guidance

		<b>Rental</b>	<b>Property Sales</b>	<b>Total</b>
<b>Reconfirmed 2002 Guidance</b>	Low	\$ 1.23	\$ 0.02	\$ 1.25
	High	\$ 1.25	\$ 0.02	\$ 1.27
<b>2003 Guidance - Draft</b>	Low	\$ 1.40	\$ -	\$ 1.40
	High	\$ 1.44	\$ -	\$ 1.44



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