

Investor Presentation



Q1 2016



CHARTwell
retirement residences

making people's
lives **BETTER**[®]

Cautionary Statements



This presentation contains forward-looking information that reflects the current expectations, estimates and projections of management about the future results, performance, achievements, prospects or opportunities for Chartwell and the seniors housing industry. The words “plans”, “expects”, “does not expect”, “is expected”, “budget”, “scheduled”, “estimates”, “intends”, “anticipates”, “does not anticipate”, “projects”, “believes” or variations of such words and phrases or statements to the effect that certain actions, events or results “may”, “will”, “could”, “would”, “might”, “occur”, “be achieved” or “continue” and similar expressions identify forward-looking statements. Forward-looking statements are based upon a number of assumptions and are subject to a number of known and unknown risks and uncertainties, many of which are beyond our control, and that could cause actual results to differ materially from those that are disclosed in or implied by such forward-looking statements.

While we anticipate that subsequent events and developments may cause our views to change, we do not intend to update this forward-looking information, except as required by applicable securities laws. This forward-looking information represents our views as of the date of this presentation and such information should not be relied upon as representing our views as of any date subsequent to the date of this document. We have attempted to identify important factors that could cause actual results, performance or achievements to vary from those current expectations or estimates expressed or implied by the forward-looking information. However, there may be other factors that cause results, performance or achievements not to be as expected or estimated and that could cause actual results, performance or achievements to differ materially from current expectations. There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those expected or estimated in such statements. Accordingly, readers should not place undue reliance on forward-looking information. These factors are not intended to represent a complete list of the factors that could affect us. See “Risks and Uncertainties” in our 2015 MD&A and risk factors highlighted in materials filed with the securities regulatory authorities in Canada from time to time, including but not limited to our most recent Annual Information Form.

Non-GAAP Measures

In this document we use a number of performance measures that are not defined in generally accepted accounting principles (“GAAP”) such as Funds from Operations (“FFO”), Adjusted Funds from Operations (“AFFO”), Net Operating Income (“NOI”), “Same Property NOI,” “Same Property Revenue,” “Same Property Direct Operating Expenses,” “G&A Expenses as a percentage of Revenue,” “Interest Coverage Ratio,” “Indebtedness Ratio,” “Net Debt to Adjusted EBITDA Ratio,” “Chartwell’s Interest,” “Distributions as a percentage of Total AFFO”, “Adjusted EBITDA” and any related per unit amounts to measure, compare and explain the operating results and financial performance of the Trust (collectively, the “Non-GAAP Measures”). These Non-GAAP Measures do not have any standardized meaning prescribed by International Financial Reporting Standards (“IFRS”) and, therefore, may not be comparable to similar measures presented by other publicly-traded entities. All financial information in this presentation is presented at Chartwell’s Interest. Please refer to the “Non-GAAP Measures” section of our Q1 2016 MD&A for details.

Why Chartwell?



Guided by our Vision, Mission and Values of Respect, we focus on providing exceptional services and quality care to our residents which we believe will translate into sustainable growth in our AFFO per unit and long-term value creation for our unitholders.

OUR vision making people's lives **BETTER**[®]

OUR mission

To provide a happier, healthier and more fulfilling life experience for seniors

To provide peace of mind for our residents' loved ones

To attract and retain employees who care about making a difference in our residents' lives

OUR values **respect**

Respect We honour and celebrate seniors

Empathy We believe compassion is contagious

Service Excellence We believe in providing excellence in customer service

Performance We believe in delivering and rewarding results

Education We believe in lifelong learning

Commitment We value commitment to the Chartwell family

Trust We believe in keeping our promises and doing the right thing

Why Chartwell?



1. Unmatched national operating platform
2. Well-located and well-maintained real estate portfolio
3. Significant long-term growth potential
 - Demographic trends = more demand
 - Government fiscal constraints = more private pay demand
 - Fragmented industry = consolidation opportunities
4. Strong earnings growth potential
 - 1% growth in occupancy or rate = 2 cents growth in AFFO
 - Second consecutive 2% increase in distributions effective March 31, 2016
5. Improving financial position and lower interest costs on refinancing = reduced portfolio risk





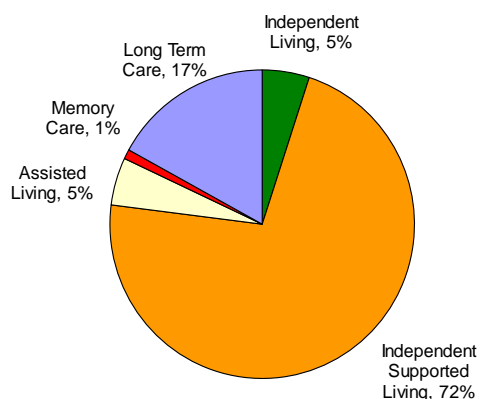
# of Employees	# of Suites Owned and Managed	# of Trust Units ⁽¹⁾ (000s)	Market Cap ⁽²⁾ (\$ billions)	Revenue (\$ millions)	Adjusted EBITDA (\$ millions)
As at March 31, 2016				12 months ended March 31, 2016	
13,500	26,056	180,896	\$2.6	\$784.3	\$222.4

1) Includes Trust Units, Class B Units, Deferred Trust Units, Trust Units issued under LTIP

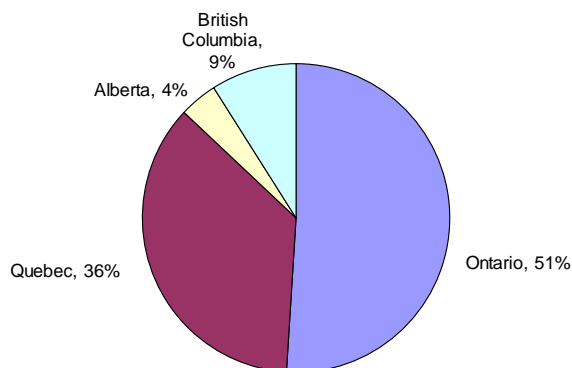
2) March 31, 2016 closing price was \$14.10

Composition of Portfolio of Owned Suites at Chartwell's Share of Ownership Interest, at March 31, 2016 by:

Level of Care



Geographic Location



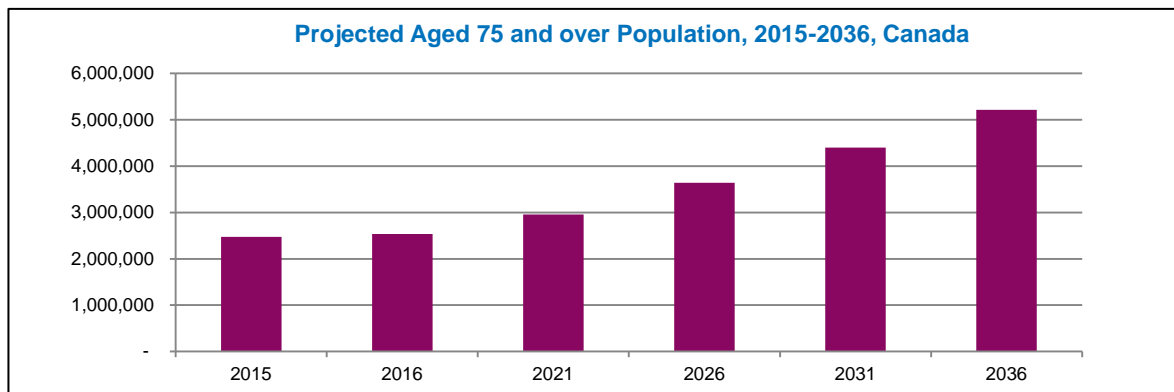
Chartwell's Share of Retirement Market by Province, at March 31, 2016:

Province	Share of Market ⁽¹⁾
Alberta	7%
British Columbia	7%
Quebec	9%
Ontario	16%

1) Ratio of Chartwell owned suites to total retirement suites inventory as reported by CMHC in their Seniors' Housing Report – Canada Highlights (2015)



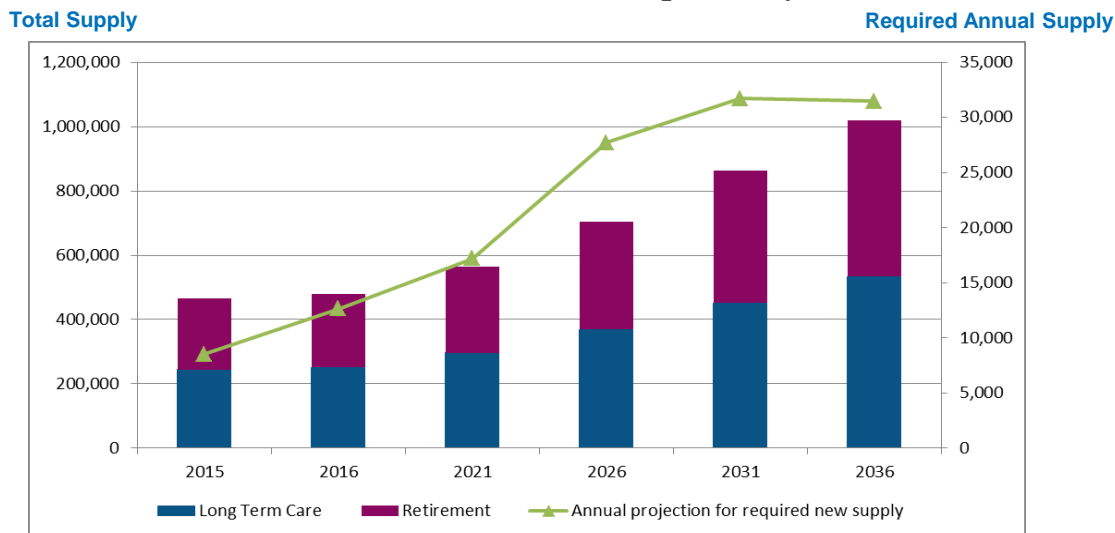
Significant Future Demand in Canada



	2015	2016	2021	2026	2031	2036
Projected 75+ Population	2,495,700	2,563,400	3,024,000	3,766,200	4,614,900	5,457,400
Cumulative 75+ Growth from 2014	56,000	123,700	584,300	1,326,500	2,175,200	3,017,700
Average Annual Increase	56,000	67,700	92,120	148,440	169,740	168,500

Source: Statistics Canada, Population Projections for Canada, Provinces, and Territories, 2009 to 2036, Catalogue no. 91-520-X, 2010

- The size of our market more than doubles in the next 20 years
 - Current supply is ~ 425,000 suites
 - ~ 600,000 new suites are required by 2036



Retirement demand is estimated by applying the current national capture rate of 8.0% (CMHC Seniors Housing Report Canada Highlights, 2014) to 75+ population as reported by Statistics Canada. LTC demand is estimated based on 97.8 beds per 1,000 people aged 75 and over. This estimate represents the 2005-2010 average LTC Beds/Population ratios reported by Statistics Canada in their Residential Care Facilities reports.



Canadian Supply Concentration

Largest Retirement Operators		No. of Properties Operated ⁽¹⁾	No. of Suites Operated ⁽²⁾
1	Chartwell Retirement Residences	172	24,672
2	Revera Inc.	100	12,175
3	BayBridge Senior Living	69	8,694
4	Réseau Sélection	33	8,547
5	Cogir	34	7,603
6	Le Groupe Maurice	27	7,579
7	Groupe Savoie	14	5,331
8	All Seniors Care	29	4,383
9	Verve Senior Living	33	4,228
10	Atria Senior Living	29	3,354
11	Shannex Inc.	12	2,142
12	Retirement Concepts	19	2,031
13	Schlegel Villages	8	1,820
14	Good Samaritan Society	25	1,713
15	Sienna Senior Living	15	1,502
Total		619	95,774
15 Largest Operators' Share of Total Suites			42.6%

(1) Includes properties under development; Includes managed properties for third parties
 (2) Includes only IL, AL and MC suites within the above-noted properties

Source: CBRE Limited and Chartwell

Largest Long Term Care Operators		No. of Properties Operated ⁽¹⁾	No. of Suites Operated ⁽²⁾
1	Extencare Inc.	101	13,562
2	Revera Inc.	75	10,099
3	Sienna Senior Living	42	6,738
4	Chartwell Retirement Residences	28	3,741
5	Schlegel Villages	15	2,301
6	Retirement Concepts	17	1,918
7	Group Champlain	14	1,746
8	Park Place Seniors Living	15	1,692
9	Shannex Inc.	14	1,648
10	Rykka Care Centres	9	1,520
11	Jarlette Health Care	14	1,486
12	Omni Health Care	18	1,475
13	Caessant Care	15	1,247
14	Good Samaritan Society	13	1,228
15	Steeves & Rozema	7	928
Total		397	51,329
15 Largest Operators' Share of Total Suites			25.7%

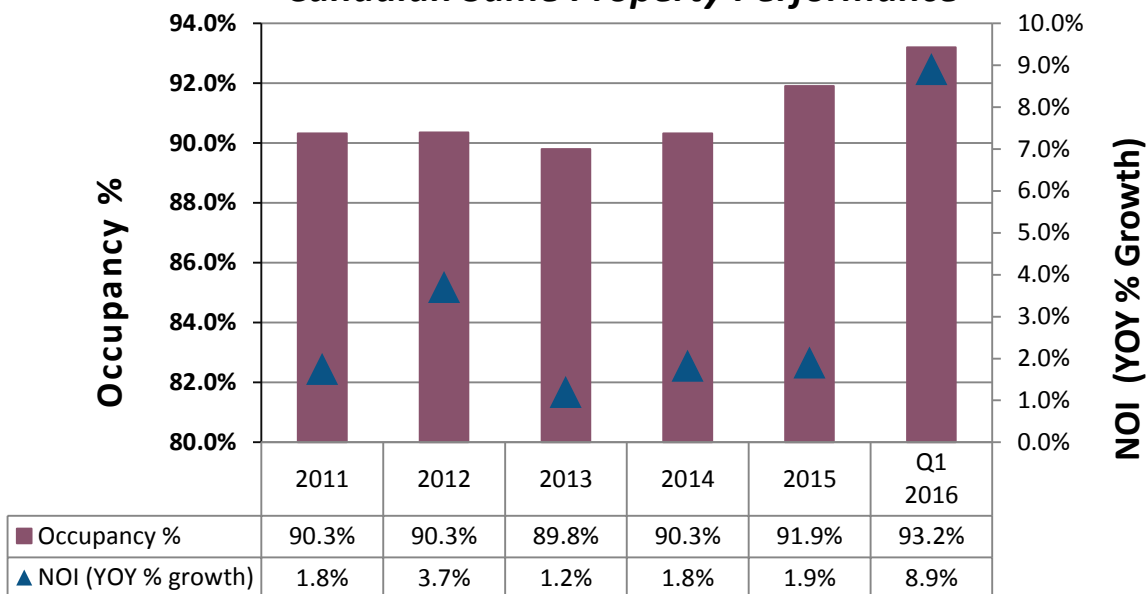
(1) Includes properties under development; Includes managed properties for third parties
 (2) Includes only LTC units within the above-noted properties

Source: CBRE Limited and Chartwell



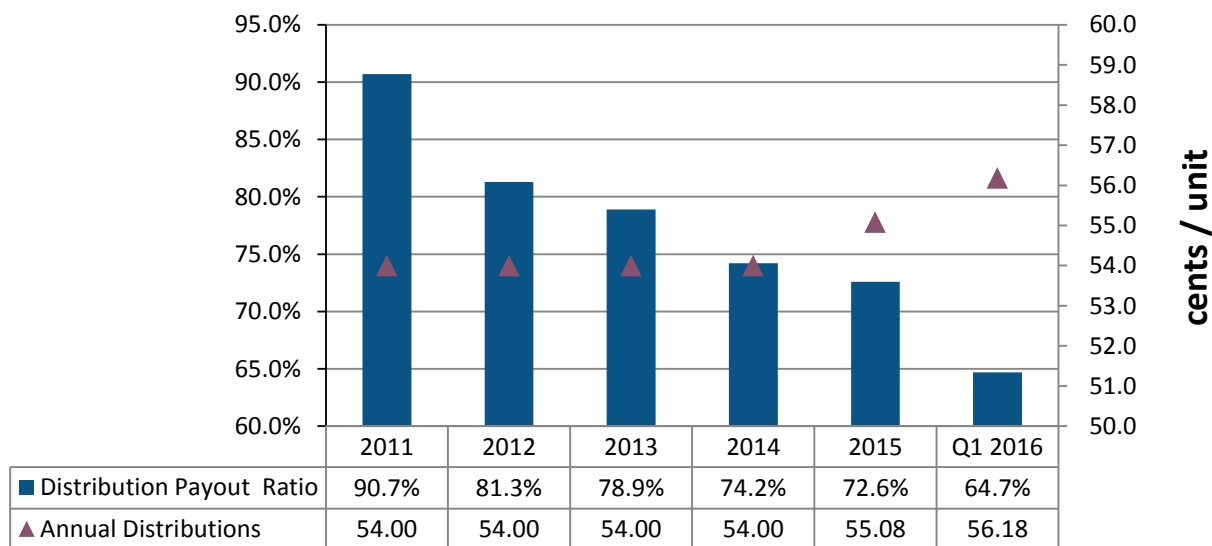


Canadian Same Property Performance



- Same property portfolio as defined in each year

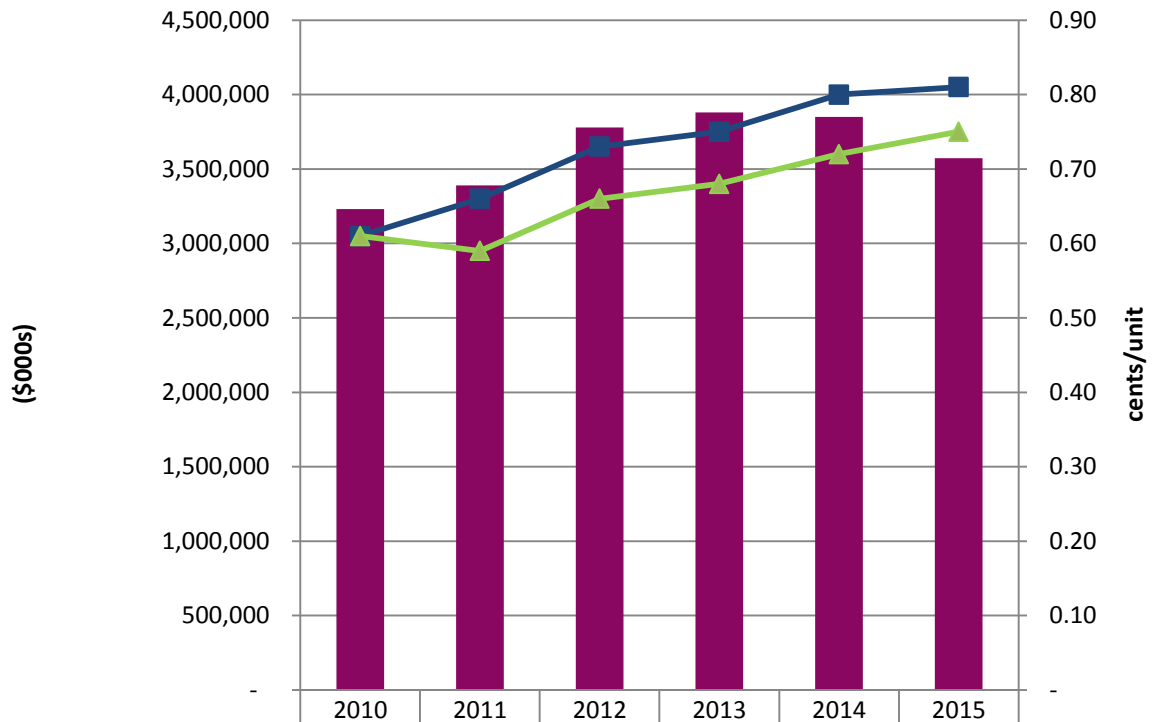
Distributions






- Distributions as a % of total AFFO includes distributions on Trust Units, Class B Units, Deferred Trust Units and Units issued under LTIP
- 2% increase in distributions effective March 31, 2015
- Announced another 2% increase effective March 31, 2016



Historical Financial Information



 Total GBV of Assets	3,229,843	3,389,451	3,778,568	3,880,906	3,849,819	3,572,055
 Total FFO per unit diluted	0.61	0.66	0.73	0.75	0.80	0.81
 Total AFFO per unit diluted	0.61	0.59	0.66	0.68	0.72	0.75



Building Sustainable Value



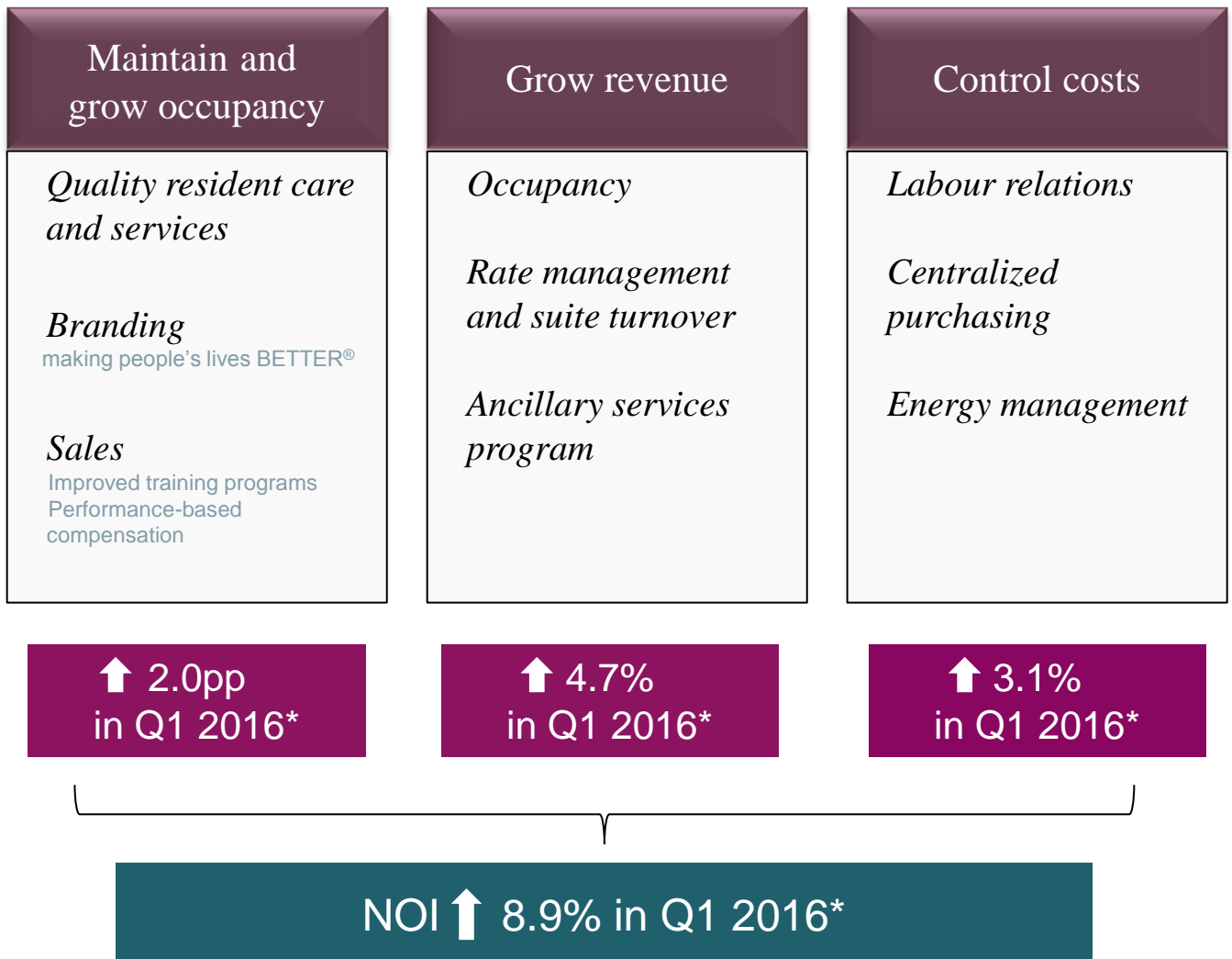
Strategic Priorities



Building Sustainable Value



Grow Core Property Portfolio Contribution



* Same property for three months ended March 31, 2016 compared to the same period of 2015

Building Sustainable Value



Improve Quality and Efficiency of our Corporate Support Services

Continuing investments in IT initiatives



2011	- Budgeting and forecasting system
2012	- Consolidation and reporting system
2013	- Core financial system - Prospect management system - Standardized IT infrastructure rollout - Capital budget system
2014	- Procurement and payment system - Capital asset management and reporting system
2015	- Internalized business support centre “At your Service”
2016	- Commenced implementation of a Human Capital Management system

Online presence strategy



Blog

Website

Social Media

Search Engine Optimization and Marketing

Chartwell Contact Centre

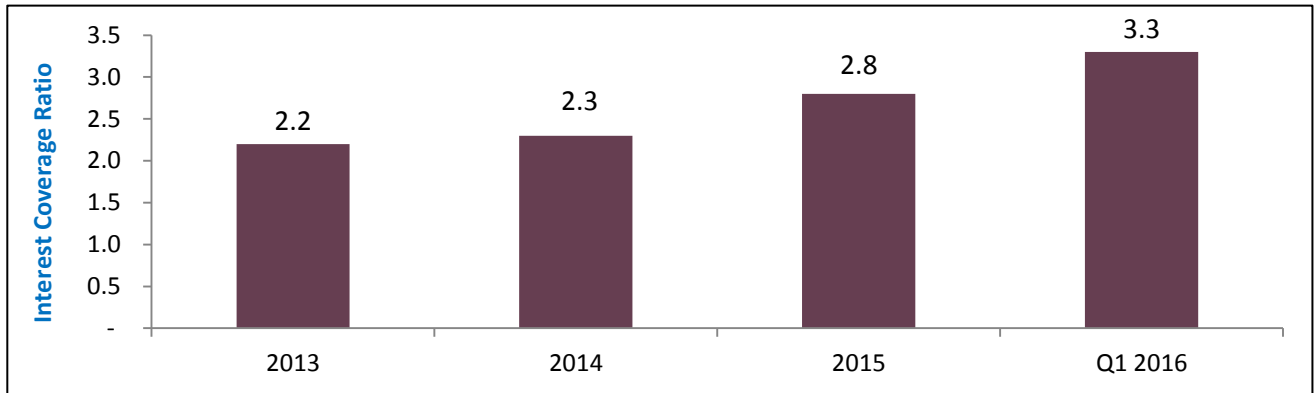


Building Sustainable Value



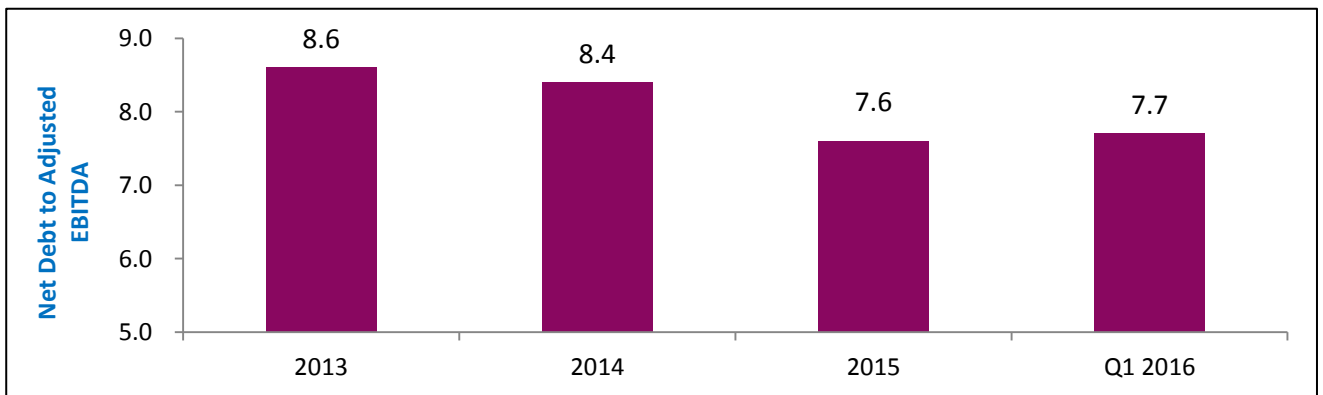
Improving Interest Coverage

Interest Coverage Ratio

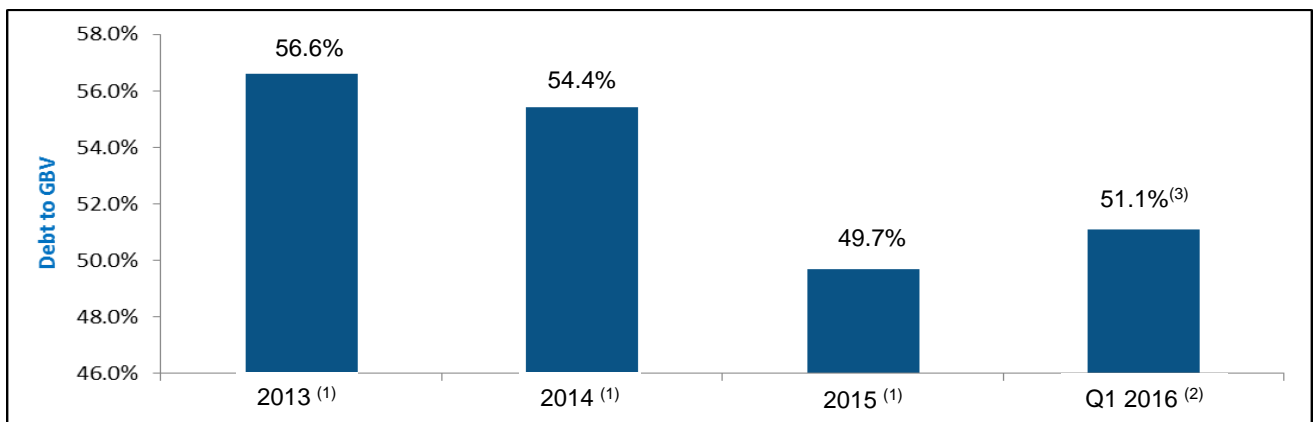


Gradually reducing debt levels

Net Debt to Adjusted EBITDA Ratio



Indebtedness Ratio



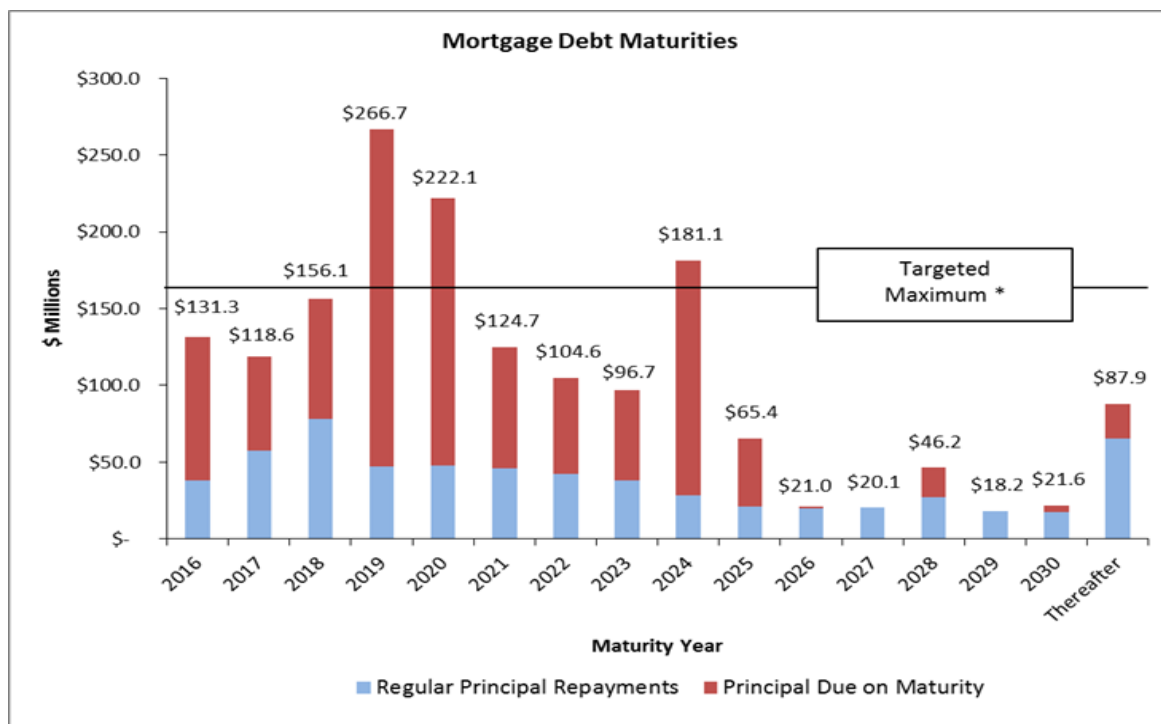
(1) As at December 31. In the tables above, 2015 metrics exclude the results of our U.S. portfolio accounted for as discontinued operations and 2013 – 2014 include the results of our U.S. portfolio.

(2) As at March 31.

(3) Includes \$134.7 million of convertible debentures announced redemption of these debentures by May 16, 2016. D/GBV excluding convertible debentures at March 31, 2016 was 47.4%.



Mortgage Maturities



* 10% of total mortgage debt = \$168.2 million

	At March 31, 2016		At December 31, 2015	
	Fixed Rate	Variable Rate	Total	Total
Amount (\$millions)	1,615.3	67.0	1,682.3	1,610.2
Weighted average rate	4.05%	2.81%	4.00%	4.13%
Average term to maturity (years)	7.6	4.4	7.5	7.7

- Well-staggered mortgage maturities reduce refinancing and interest rate risks

Building Sustainable Value



Build Value of our Real Estate Portfolio



Portfolio
and Asset
Management



Development



Acquisitions



Market and
Industry Research



Risk Management

YTD 2016

- Completed three acquisitions and announced the acquisition of one other property for a total of \$180.2 million.
- Work continues on our development pipeline of 2,121 suites with six of 12 projects now in construction.

Building Sustainable Value



Highlights of Development Pipeline

Project	Location	Suites / Beds	Current Project Status	Estimated Development Costs ⁽¹⁾ (\$ millions)	Expected Completion Date	Expected Stabilization Date	Expected Unlevered Yield ⁽²⁾
Chartwell Waterford Retirement Residence	Oakville, ON	128	In construction	43.6	Q3 2017	Q3 2019	8.3%
Chartwell Carlton Gardens Retirement Residence	Burnaby, BC	105	Pre-development	35.3	Q4 2017	Q2 2020	7.9%
Chartwell Malaspina Gardens Care Residence	Nanaimo, BC	136	In construction	27.5	Q2 2017	Q2 2017	8.4%
Chartwell Bankside Apartments	Kitchener, ON	58	Pre-development	17.0	Q3 2017	Q2 2019	7.8%
The Sumach by Chartwell ⁽³⁾	Toronto, ON	332	Pre-development	100.8	Q2 2018	Q2 2020	6.9%
Chartwell Meadowbrook Village	Lively, ON	55	Pre-development	17.4	Q2 2018	Q2 2019	8.9%
Chartwell Wescott Retirement Residence	Edmonton, AB	137	Pre-development	45.4	Q3 2018	Q4 2020	7.2%
		951		287.0			
Projects by Batimo: ⁽⁴⁾							
Chartwell Le Teasdale ⁽⁵⁾	Terrebonne, QC	343	In construction	N/A	Q2 2016	Q4 2016	N/A
Chartwell Monarques Phase II	Ste. Eustache, QC	98	In construction	N/A	Q3 2016	Q3 2018	N/A
Chartwell L'Unique Phase III ⁽⁶⁾	Ste. Eustache, QC	163	In construction	N/A	Q1 2017	Q3 2018	N/A
Chartwell Le Prescott	Vaudreuil, QC	290	In construction	N/A	Q2 2017	Q4 2018	N/A
Chartwell Le Montcalm ⁽⁷⁾	Candiac, QC	276	Pre-development	N/A	Q4 2017	Q2 2019	N/A
		1,170					
		2,121					

(1) Non-GAAP; includes imputed cost of capital and lease-up losses.

(2) Non-GAAP; defined as first year stabilized NOI divided by development costs.

(3) Chartwell expects to own a 45% interest in this project. Welltower and Daniels Corporation are expected to own 45% and 10% interests, respectively.

(4) Chartwell manages pre-opening and lease-up of these Batimo projects and expects to acquire an 85% interest in these projects upon stabilization.

(5) Chartwell advanced a mezzanine loan of \$5.9 million on this project.

(6) Chartwell expects to advance a \$2.7 million mezzanine loan on this project.

(7) Chartwell expects to advance a \$5.4 million mezzanine loan on this project.



Building Sustainable Value



Development Case Studies

Chartwell Deerview Retirement Residence – ISL/MC



- 119 suites
- Opened February 2014
- Unlevered cash yield 10.5%
- \$27.2 million development cost
- 24-month lease up
- 90% occupancy

Chartwell Georgian Traditions – Memory Care



- 30 beds
- Opened March 2015
- Unlevered cash yield 10.8%
- \$7.7M development cost
- Stabilized November 2015
- 100% occupancy

Chartwell Tranquility Place Apartments



- 30 suites
- Opened November 2015
- Unlevered cash yield 7.7%
- \$7.7 million development cost
- Lease-up progressing well

Chartwell Le Teasdale Retirement Residence



- 343 suites
- Opened May 1, 2016
- Mezzanine loan \$5.9 million
- 55% pre-leased
- Development by Batimo Inc.

Building Sustainable Value



2016 Transactions

Duke of Devonshire, Ottawa, ON



- 105 suites
- Opened in 2009
- Adjacent to the Ottawa Hospital
- \$63.6 million purchase price
- 6.5% first year capitalization rate

Lord Lansdowne, Ottawa, ON



- 127 suites
- Built in 2007
- Unobstructed view of the Rideau Canal
- \$68.4 million purchase price
- 6.6% first year capitalization rate

Wedgewood, Brockville, ON



- 109 suites
- Built in 2007
- Superior downtown location
- \$37.1 million purchase price
- 7.0% stabilized capitalization rate

Chartwell Kamloops, Kamloops, B.C.



- 97 suites
- Acquired partner's 50% interest
- \$11.1 million purchase price
- 7.4% first year capitalization rate

Financial Performance



Q1 2016 Highlights

- Total AFFO up 22.8%
- Same property NOI up 8.9%
- Same property occupancy up 2.0 percentage points

	Q1 2016	Q1 2015	Increase/ (Decrease)
Average occupancy – same property	93.2%	91.2%	2.0pp
NOI – same property (\$ millions)	\$52.8	\$48.5	\$4.3
AFFO - continuing operations (\$ millions)	\$38.5	\$23.3	\$15.2
AFFO per unit diluted - continuing operations	\$0.21	\$0.13	\$0.08
Total AFFO per unit diluted	\$0.21	\$0.17	\$0.04



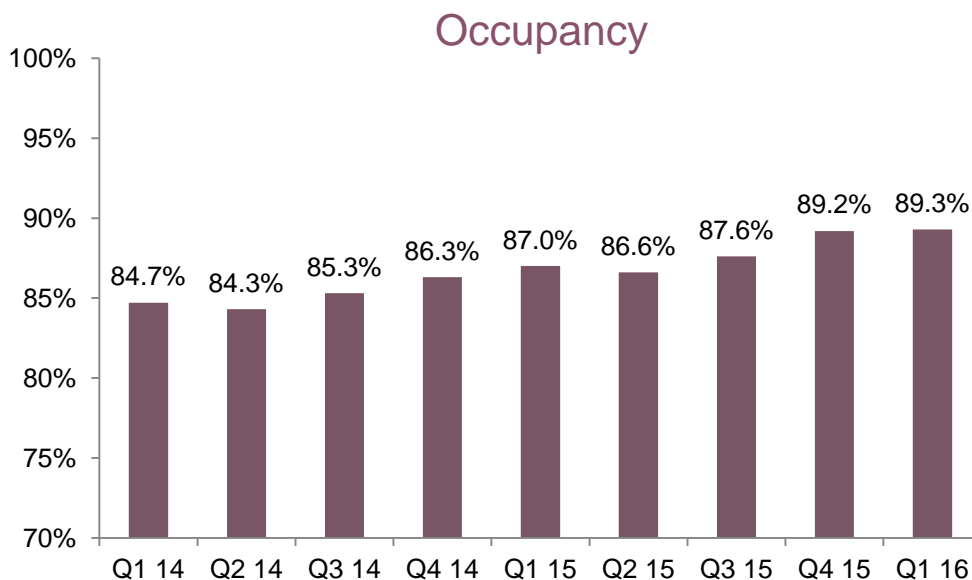
Financial Performance



Ontario Retirement Platform

	Q1 2016	Q1 2015	Increase/(Decrease)	
			\$	%
Same property statistics:				
NOI (\$ millions)	\$19.5	\$17.5	\$2.0	11.6%
Occupancy	89.3%	87.0%	N/A	2.3pp

- Expect continuing occupancy growth with ~ 2.5% rental rate increases



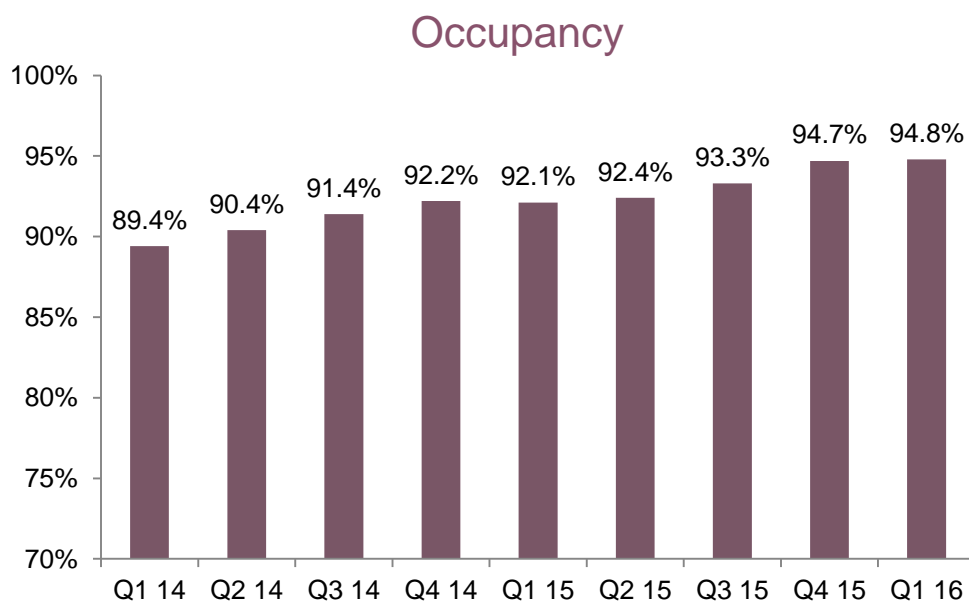
Financial Performance



Western Canada Platform

	Q1 2016	Q1 2015	Increase/(Decrease)	
			\$	%
Same property statistics:				
NOI (\$ millions)	\$11.5	\$10.5	\$1.0	9.5%
Occupancy	94.8%	92.1%	N/A	2.7pp

- Expect stable performance in 2016 with rental rate growth of ~ 3.0%

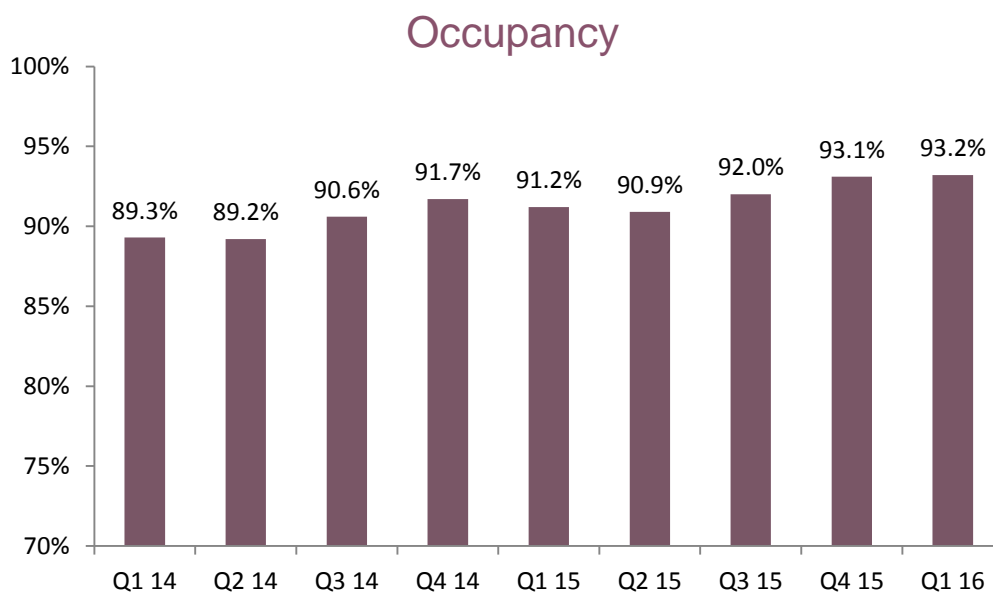




Quebec Platform

	Q1 2016	Q1 2015	Increase/(Decrease)	
			\$	%
Same property statistics:				
NOI (\$ millions)	\$15.3	\$14.1	\$1.2	8.4%
Occupancy	93.2%	91.2%	N/A	2.0pp

- Expect to maintain high occupancies with ~ 2.5% rental rate growth in 2016





Ontario LTC Platform

	Q1 2016	Q1 2015	Increase/(Decrease)	
			\$	%
Same property statistics:				
NOI (\$ millions)	\$6.5	\$6.4	\$0.1	1.4%
Occupancy	98.6%	98.0%	N/A	0.6pp

- Expect continuing stable, reliable cash flows and high occupancies

